

**PAGES
MISSING**

PUBLISHED
EVERY
FRIDAY

CIRCULATES
IN EVERY
PROVINCE

THE CANADIAN GROCER AND GENERAL STOREKEEPER

**SELL
ONLY
THE
BEST!**



In Competition with the World
we have received the

**Highest Awards
Made. . .**

These substantiate our claim
that : : : : :

Colman's Mustard

IS THE BEST IN THE WORLD

BY
SPECIAL
APPOINTMENT



TO
H.R.H., THE PRINCE OF WALES.

PEEK, FREAN & CO.

Hold Twenty-One Royal Appointments

and their Biscuits, Cakes, etc., have been awarded

Twenty-Seven Medals.

Out of hundreds of varieties of Biscuits we would direct
your special attention to

**CHAS. GYDE, Agent,
MONTREAL.**

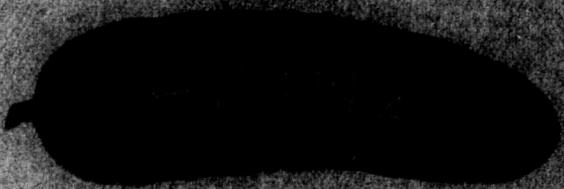
**CHERRY
VENICE
FLORENCE**

WAFERS

**CHERRY
VENICE
FLORENCE**

THE CANADIAN GROCER

<p>Corn Brooms</p>	<p>BROOMS</p>	<p>"Rose" "Pansy" "Thistle" "Maple Leaf" "Shamrock" "Daisy" "Tulip" and "Good Luck"</p> <p>...</p> <p>Always reliable and as represented.</p>
<p>STANDARD BRANDS</p>		
<p>"GEM" "WIRE" "SNOW" "OORKER" "HEARTH" "LA BELLE" "BARBERS" "TRAVELLER"</p> <p>Wood, Bone, Nickel, Silver and Plush Handles. Large Variety. Low Prices.</p>		
<p>WHISKS</p>	<p>Corn Whisks</p>	
<p>The H. A. Nelson & Sons Co., Limited 59 to 63 St. Peter Street MONTREAL</p> <p>Toronto Sample Room: 56 and 58 Front St. West</p>		



Baked Beans

with Tomato Sauce

combine the nutritious properties of beans and tomatoes, with just enough select pork to give it a delicious flavor.

Sold by
 Canadian Agents:
 H. P. Eckardt & Co., Hudson, Hebert & Co.,
 Toronto. Montreal.

Our SALT is steadily and rapidly growing in popularity.

Ask your Grocer for either of these Brands and TAKE NO OTHER.

These brands are reliable—pure, and do not cake.

TABLE SALT DAIRY

The Trade are becoming alive to the fact that it is useless keeping Salt that cannot be relied upon.

Our SALT is unexcelled.

R. & J. RANSFORD,
 GLINTON, ONT.
Established 1888.

No other make of Salt can equal our record for winning prizes.

Be abreast of the times and keep Salt that will sell!

The public know a good thing when they see it.

**Profitable
Points for
Progressive Grocers**

**"Thistle"
Brand
Finnan
Haddies**

REAL
Finnan Haddies, with the true delicate flavor of the freshly caught fish.

Selected carefully and cured and packed right at the water side.

Absolutely clean, ALWAYS.



Made by particular people for particular people. Pure Bi-carbonate of Soda.

The Soda of confidence and strength. Order this brand.

**"Thistle"
Brand
Kipperd
Herring**

The choicest fish only—fat and selected personally—toothsome and clean.

Every tin warranted.

**Tender
Macaroni**

"A thread-bare story" someone says. Perhaps so, but it will bear repeating. P. Codu makes his Macaroni from the only wheat that Macaroni ought to be made of—Russian Wheat.

This wheat gives a delicacy and whiteness to the Macaroni that can be obtained in no other way. Folks try to imitate it, but consumers don't see it in that light. We ought to know—we have had the experience.

**Made by
P. Codu**

Sold by leading wholesalers everywhere.

A. P. TIPPET & CO., Genl. Agts., Montreal.

DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

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

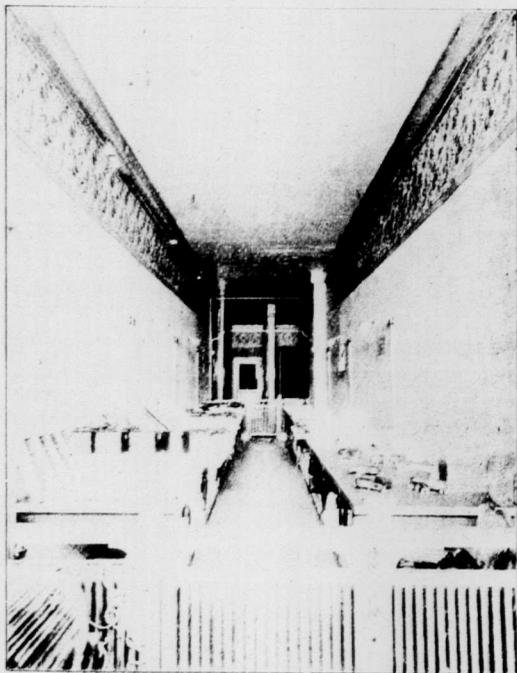
YOU CAN
PIN
YOUR FAITH
TO OUR
"SAY-SO."

You hold the confidence of your customers because they know you take every precaution to protect them against **Impure** Foods. We ask you to put our word to the same test, knowing that your confidence in us will be increased—that we are building business on the same foundation.

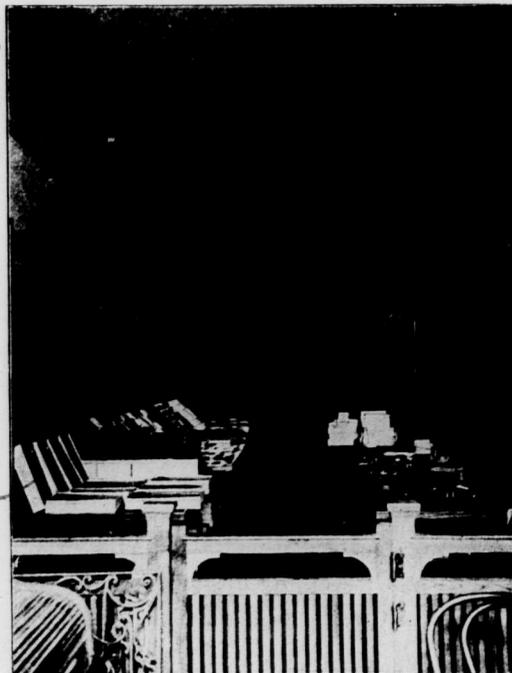
TILLSON'S PURE BUCKWHEAT FLOUR

has our "Say-So" behind it. Our Interests are Mutual. Pure Goods. Write for prices.

THE TILLSON CO'Y, Limited,
Tilsonburg.



Luxfer Prisms successfully lighting a store 100 feet long.



This is the best that ordinary glass could do before.

IF YOU WANT MORE DAYLIGHT, YOU WANT LUXFER PRISMS.

WE MAKE VISITORS WELCOME, AND SOLICIT LETTERS OF ENQUIRY.

THE LUXFER PRISM CO., Limited

98-100 KING STREET WEST,

TORONTO

There
Need Be
No
DOUBT
If You
Buy,
You Save
Money.



My Contract

is to deliver you an assortment of my 5c. and 10c. Cigars in lots of one thousand, according to the price you wish to pay, and to have you leave the choice of this assortment entirely to my judgment.

I believe that I am better able to pick out a line that will sell quickly and surely, paying you a good profit, than you are. If I am mistaken, then it is your privilege within six months to return the cigars to me and get your money.

If you will sit down to-day and drop me a line I will send you some information about grades and prices that will make interesting reading on

Payne's Cigars.

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

OUR Crown Flavoring Extracts

are unsurpassed—quality and prices.

GREIG MFG. CO'Y, Montreal, P.Q.

Save Your Time and Money

BY ADOPTING THE

Standard Duplicating Account System with Mechanical Ledger.

It is so simple a child can operate it.

It will show you (and all in sight at once) the balance due and date of last transaction of each and every customer (revised daily).

You are also furnished with an itemized statement for each customer ready to hand him at any time.

This is all done with less than 50 per cent. of your present system of bookkeeping.

Drop us a card and we will be pleased to mail you full particulars.

The Beverly McDonald Co.

PICTON, ONT.



MADE IN CANADA.

Were we satisfied to give only ordinary attention to the manufacture of

"Sterling" Brand Pickles

then you would only have ordinary pickles. But special thought is given to the manufacture of these famous Canadian pickles. The grocer has a pickle that he can recommend without any reservation, and the customer gets a pickle that gives complete satisfaction.

—Made of best grown Canadian
—vegetables, by most modern
—methods, in Canada's largest
—pickle factory.

T. A. LYTLE & CO.

124-128 Richmond St. W., TORONTO, CAN.

NATURAL LEAF

. . Uncoloured . .

CEYLON^{and} INDIA

Green Tea

Similar in flavour to Japan, only infinitely more delicious, and decidedly more economical in use.

Watch the revolution in Japan Tea trade that is sure to ensue!

The success the

SALADA TEA CO.

has had with these Green Teas proves their unmatchable quality.

Your Store is Judged

by the quality of the goods you sell. Low prices count, but high quality creates permanent trade. Remember what a famous philosopher said, "You can fool some of the people all the time, and all of the people some of the time, but you can't fool *all of the people all of the time.*"

Buy inferior Flavoring Extracts and sell them at a low price if you want to—the chances are that your first profit is the *only* profit that you will make from that customer. When you sell Jonas' Flavoring Extracts (rich, pure, strong) you are establishing confidence in the quality of all the other goods you sell. You are building for permanent trade with Jonas' Flavoring Extracts. You are establishing a reputation for high quality with them. "Your store is judged by the quality of the goods you sell."

30 Years the Favorite.

Jonas' Flavoring Extracts.

Henri Jonas & Co., M'rs,
Montreal.

TEAS TEAS TEAS

We will offer as an eye-opener for 1900 extraordinary values in Teas

JAPANS, YOUNG HYSONS, INDIANS and CEYLONS.

Now is your opportunity. This means a saving to all buyers, and will start you on the way for a banner tea year.

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



LICORICE..

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

Our latest novelties: Corrugated Y. & S. Stick Licorice, packed 80 sticks in wood box; Manhattan Wafers, in Pliable Licorice, 2 1/2-lb. boxes.

YOUNG & SMYLIE

Established 1845. BROOKLYN, N.Y.

Essence of Coffee

You want the best.

Order



Rose & Laflamme

Agents MONTREAL.

Batty & Co.

ESTABLISHED 1824.

LONDON.



OLIVES AND PURE OLIVE OILS.



INDIAN CURRIES AND CHUTNIES.

Makers of High-class

PICKLES OF ALL KINDS.



SAUCES OF ALL KINDS.

THIS JOURNAL 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.

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VOL. XIV.

TORONTO AND MONTREAL, JANUARY 19, 1900.

NO. 3

RUINOUS EFFECTS OF CHEAP (?) ERA.

A CURSE to the community, as bad as department stores and as ruinous as price-cutting, is the senseless, vicious—yes, criminal—tendency to cheap(?) goods, remarks Interstate Grocer. This also demonstrates a fatal lack of business sense on the part of the jobber or retailer who caters to and encourages it; or, on the part of the retailer who prefers to sell low-priced goods in preference to those of merit, made by honorable firms, who pay decent, living salaries to all their employees.

The success or failure of retail merchants depends, in large measure, on the methods they employ to maintain profits and control prices.

There are men who fancy they are merchants because they stand behind a counter and hand out "cheap" rubbish to their poor, deluded customers—poor because deluded. The lower-priced the articles, the poorer the purchasers usually become.

Now, any inexperienced boy or girl can find out something in the line, or imitation, of what people ask for. The distinguishing mark of the "merchant" is his ability to sell good goods at a decent margin of profit, and thereby gain and retain his customers' confidence by their excellent equality or service. The retail merchant is not in business merely to buy and sell, but primarily to enhance his financial conditions. "Cheap" goods will never do that.

Many in the retail grocery business act as though their condition was one in which they should only be too glad to wear out their old clothes. Do not forget that when you are lowering your standard of living

you are bringing down others involuntarily to your level.

After all, how few of those noted as "cheap" men—retailers who avoid the best class of goods—and continually degrade their business—succeed.

The men who have become conspicuously successful grocers—in the vast majority of instances—never descended to that sort of tactics nor seldom practised price-cutting. Such men, by their intelligence, elevated their business. People discovered that they were not "cheap" men; that they had some dignity; that they possessed considerable sense, and, therefore, they gained their respect and patronage. Such men do not employ "cheap" clerks. Their clerks vie with them in courtesy and intelligent discernment. He is proud of his business, and that becomes infectious with his employees. He carries choice, fresh goods, keeps his windows well displayed with seasonable articles, calls his patrons' attention to all articles of merit, gives honest weight, exact measure, guarantees everything as represented, and exercises due economy. He tries to make his store as near like a parlor as possible; his opposite in methods thinks that if his place is like a hog pen they will patronize him anyhow.

Such grocers will succeed where many cheap John's fail. All far-seeing merchants should endeavor to counterbalance the general decrease in margins by an increase in the price of the goods they handle. It is a poor policy to sell twice the amount of goods for half the amount of profit. The goods have to be used up before they buy again. There is a senseless idea that more

can be sold if the price is low. In a great many goods that is not the case. Those who defy the foolishness of trade are usually referred to as having "a gilt-edge trade." Did you ever think how much the successful, well-to-do customers owe of their prosperity and health to their retail grocery merchant? Why? Because he has by his advice and intelligent protest prevented them from throwing away money and health on trash or worse.

An automatic wooden man would fill the conception that many have of what is necessary for a retail merchant.

Remember, however, that brains will win. Put a little in your business.

To show that we are not alone in deploring this cheap craze, I will quote an article signed, "Manufacturer," from *The Saginaw Storekeeper*, of which paper I have spoken approvingly before:

The cry in the larger cities just now among the retail merchants is "Cheaper, cheaper, cheaper." The storekeepers say that their customers demand cheap goods. The jobbers say their customers demand cheap goods. A manufacturer who turns out a good quality actually cannot sell his goods in competition with the shoddy that is on the market.

The proprietor of a large dry goods store, commenting upon what he termed a public craze for cheap goods, said that he was selling now great quantities of stuff to which he would not have given store room five years ago. Our daily papers are filled with advertisements nearly all hammering on the one idea—the cheapness of the goods. That this is producing an undesirable and, in fact, pernicious effect can be easily seen. The amount of shoddy dry goods, the worse than ugly and short-lived furniture, the gaudy and frail novelties, the useless Japanese rugs and other similar abominations which are sold in such enormous quantities prove that the public taste is in a bad condition. Dress goods which fade and wear out in a short time are not cheap at any price. Cheap furniture is the most expensive kind of an investment; the love of cheap finery and gaudy ornamentations bespeaks a low condition of public morals.

RISING SUN
STOVE POLISH and **SUN PASTE**
STOVE POLISH

IN
CAKES
WELL KNOWN AND RELIABLE.

DURABLE AND ECONOMICAL
3000 TONS SOLD YEARLY

SUN PASTE
STOVE POLISH
DUSTLESS, LABOR SAVING,
BEST IN THE WORLD.

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.

CHEESE HUMORS.

CHEESE, like "grouse" and "fish," is a plural noun. Although occasionally tamed, cheese are usually very ferocious animals and hunt in large numbers. At the present time there are some very interesting specimens to be seen at the Zoological Gardens in Regent's Park, but they have to be carefully guarded behind very thick iron bars, and the latest arrival—a "Stilton" from the Canadian Northwest—produced such alarm amongst the other animals that the elephants have been known to flee, and the hippopotamus to hide himself at the bottom of his tank. There are various kinds of cheese, but on the whole Gorgonzola is reckoned to be the fiercest, and is occasionally kept in the cellar to frighten away the mice. If not properly secured, however, it has been known to walk upstairs in the middle of the night and slay the inmates in their beds. It is recorded in history that in the battle of Trafalgar the son of King Henry I. jumped into the sea to escape from a Gorgonzola cheese which was carried on a French ship, and that his father never smiled afterwards.

Although usually chained up, Gorgonzola occasionally gets loose, and has been found about the road searching for its owner. Its principal use in this country is by hotel and restaurant keepers, who retain it on the premises and let it loose at closing time, when it clears the premises of guests in a very few minutes. It was through the successful slaying of one of these monsters, the first Gorgonzola, that Perseus, of classical fame, secured his laurels. Perseus had been provided by the gods with a looking-glass and a nosebag; otherwise, it was supposed, he would have been consumed by the monster. As it was he succeeded in cutting off its head, and wrapping it in a cloth, carried it away with him. When he reached his native land he revenged himself upon his enemies by placing it on their breakfast tables, and, it is recorded, that

upon sight of it they immediately turned to stone.

Stilton is a milder variety of cheese, but it is necessary to protect it from the severity of the English climate by wrapping it up in a cloth and placing it in a basket. It is generally valued for the beautiful blue-green markings, which are sometimes produced by stirring up the beast with copper wire. The Society for Prevention of Cruelty to Animals and the Kennel Club have now taken the matter in hand, with the result that no prizes will in future be awarded to any animal that has been treated in this way.

Camembert is of a particularly fierce nature, and when thoroughly roused will find its way through three or four doors to the alarm and consternation of the inmates, whilst margarine cheese is so dangerous that its use is only allowed by Government under special restrictions. As may be imagined, the use of cheese has now been included in military operations, especially in the capture of besieged cities. Numberless fierce combats are on record in which the garrison of the city has endeavored to prevent the introduction of Limburg cheese through breaches in the walls; in fact, some cheese are strong enough to push the walls down of themselves. As soon as a Limburg cheese is introduced into a city the inhabitants immediately capitulate. Some commentators have declared that the walls of Jericho were caused to fall through Joshua carrying a Limburg cheese round the city. Several of the disasters endured by the British troops in the Transvaal have been due to the use of this cheese by the Dutch, and strict orders have been given by the War Office that in future no quarter shall be given to a detachment found in possession of one, as it is against the rules of war and contrary to the Geneva Convention.

Strange and fearsome fossils with great claws and long tails have been discovered at intervals which the learned have declared

to be the remains of the Gorgonzolas and Camemberts of early days. Their true nature, however, has not yet been ascertained.—Grocery, London, Eng.

RETAIL CLERKS OF WINNIPEG.

The annual meeting of The Retail Clerks' Union, of Winnipeg, was held on the 11th inst. There was a large attendance of members, and several new members were initiated. The early-closing petition has been partly circulated and has been meeting with great success. A few merchants have yet to be seen, then it will be ready for presentation to the city council at the next meeting. The report of the president for the past term showed that, though young, the union was in a prosperous condition. The membership has greatly increased and the financial report was satisfactory. The election of officers for the ensuing term took place and the following were elected:

President—L. H. Fournier.
Vice-president—F. W. Holt.
Second Vice-president—R. L. Chevrier.
Treasurer—G. T. Harrison.
Secretary—K. C. Grimshaw.
Guide—Perry Wilson.

A GENIUS.

The proprietor of the store told the new window-trimmer that his salary would depend on his success in making women look in at the show window, says an exchange.

In an hour the sidewalk was so crowded that he could not get out.

"What in the world have you done?" he asked.

"Hung a piece of black velvet just back of the window glass," said the trimmer.

"Why should all of these women crowd up to look at a piece of black velvet?"

"It makes a mirror."

The proprietor admitted that he could not pay such a man a suitable salary, so he took him into the firm.

High-Grade Coffees



For which there is a growing demand, is evidenced by the increased sales of our **L. S. & B.** and **Empire** brands.

LUCAS, STEELE & BRISTOL,

WHOLESALE
GROCERS

Hamilton.

HEAVY ADVANCE IN COFFEES

Our stock is splendidly assorted for our grand blends of—

Mecca

Damascus

Cairo

Sirdar

Zacapo

Old Dutch Rio

Our friends can rest assured of same identical blend every time. Standard will never be let down, and we will go to the last ditch before advancing. All our coffees are a year in store before being roasted.

No compounds
handled.

JAMES TURNER & CO.

HAMILTON

Grand Mogul Flavoring Extract

"IS PURE EXTRACT."

10c. BOTTLE IS DOUBLE THE STRENGTH OF THE ORDINARY 10c. BOTTLE.

25c. BOTTLE IS A MARVEL OF EXQUISITE FLAVOUR.

Over **38 per cent. profit** on the 25c. bottle.

Over **40 per cent. profit** on the 10c. bottle.

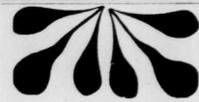
These goods are trade-winners. Keep up with the procession and sell what the people want.

MANUFACTURERS AND
WHOLESALE GROCERS.

T. B. ESCOTT & CO.
LONDON, ONT.

BROOMS

K 1, 2, 3, 4, 5.



Ask our travellers for prices on brooms. We can sell them right, having purchased long lines before the advance.

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

WASTED EFFORT.

THE ability to get new customers is more highly developed in some merchants than the ability to retain them, says Merchants' Review, of New York. We all know such dealers.

Sometimes they are in a small way of business and dependent upon personal solicitation, backed by engaging manners and an appearance of sincerity, in order to win new trade. Sometimes they are extensive advertisers, and draw plenty of new custom in that way.

In such men the spirit of enterprise outruns their practical sagacity or skill as grocers.

Considering that the obtaining of new customers is more difficult for the majority of dealers than the retention of the patronage of old ones, it seems a pity that so much ability should be wasted by the class of dealers under review. With a little more skill or a little more care they might hope to become successors to leaders of the trade, like Lipton or Park & Tilford; but, alas, they move forward very slowly, if at all, because they are compelled to spend all their time and energies in building up that which neglect and ignorance have thrown

down. They are like a criminal on the treadmill—they take many steps without making any progress.

It is characteristic of a certain type of humanity to be more attracted by a new face than by a familiar one, and, naturally, some merchants and their assistants will lay themselves out to please a new customer, even to the point of neglecting old and tried patrons. But this failing of human nature does not explain the ill-success of the class of grocers we have in mind. They, perhaps, would not willingly sacrifice the old to the new patron, and may never do so.

But they reach out for new trade without the means to satisfy it when they have it. Their goods are not of the proper quality; their assistants are not prompt and attentive; their delivery service is not efficient, and orders are often forgotten.

In a word, their enterprise, in one meaning of the term, outruns their business skill and sagacity, and the result is wasted effort to a degree that is most deplorable.

We are acquainted with a young grocery clerk who is more enterprising than his employer, and who constantly drums up new patrons for the "boss" by house-to-house canvassing. As fast as they are won, how-

ever, they are driven away, owing to the stupidity of the employer. Some day, and perhaps pretty soon, that clerk will start on his own account, and, learning a lesson from his own experience, he will not only win new trade, but hold it when won. That clerk may become a name in the trade; he may control hundreds of stores and travel for pleasure in his luxuriously-fitted steam yacht. All he will need is to apply the lesson he is now being taught.

OFFICERS OF THE HAMILTON ASSOCIATION.

The following are the officers of the Retail Grocers' Association of Hamilton, elected at the last meeting of the organization:

President—A. G. Bain.
 First Vice-President—Joseph Kirkpatrick.
 Second Vice-President—J. Main.
 Treasurer—C. Bremner.
 Secretary—W. R. Harvey.
 Executive Committee—Adam Ballentine, J. O. Carpenter, C. H. Peebles, John Ronan and J. C. Boligan.
 Auditors—George Powell and J. H. Horning.

Charles A. Bull and Fred. R. Lanigan have registered partnership under the style of the Canadian Produce Agency, Montreal.



ARE YOU ALIVE

to the fact that the surest way of losing custom is to handle "imitations"—that is, goods which are made to look like some standard article, but which are of inferior quality?

The imitation fiend is trying to get in his work with copies of our jars and labels. Beware of him!

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

— TEAS —

Japans, Young Hysons, Indians and Ceylons

AT LOWEST PRICES.

THE DAVIDSON & HAY, LIMITED

36 YONGE STREET,

TORONTO.

FROM GROCER TO PEER.

Literary Digest recently had the following: "It is not often that a man rises from the grocery to the peerage, but this honor has been won by Lord Strathcona. Strathcona, or rather Donald Smith, for that was his name, started life as an errand boy in an obscure Scotch town. When a young man he went to New York, then to Canada, where he was engaged by the Hudson's Bay Company, then the biggest and richest corporation in North America. He lived the rough, strenuous life of the frontiersman, with his rifle ever at hand. He knew the Indians and their character, and developed into such a good trader that the company gave him charge of the far frontier forts, where Indians and pelts were numerous.

"Young Smith acquired a comprehensive and valuable knowledge of Canada, its vast resources and its possibilities, in this service, knowledge that was to help make him a millionaire in the years to come. His promotion by the Hudson's Bay Company was slow but sure. Ultimately he came to be the chief executive of the company, and he was, I believe, its last resident governor, with plenipotentiary powers. It was Lord

Strathcona who, more than any other man, saw the value of a trans-continental line as a developer of Canada's great natural resources, and it was he who pushed the enterprise and stood by it in its darkest days."

SALMON COMBINE DROPPED.

Advices from Vancouver state that the proposed consolidation of salmon canneries in British Columbia has been abandoned. The trouble is said to have been due to the refusal of the canners to agree to certain conditions of the promoters. The latter are reported to have had \$1,200,000 ready to complete the deal.—New York Journal of Commerce, January 12.

KEEN'S DIARIES ALL GONE.

Montreal agents for Keen, Robinson & Co., London, England, manufacturers of Keen's mustard and blue, inserted a notice asking sellers of these well-known articles to apply for a pocket diary, but the demand was so large that after the first day the stock was gone. If more are forthcoming from England, those now disappointed will be remembered.

TOOTHPICKS BY THE OUNCE.

The following hints, given by The American Druggist to its readers, might be adopted with advantage by the retail grocers of Canada: "A glass Egyptian show jar, filled with wooden toothpicks of slightly better grade than the ordinary (there are different grades of quality on the market) displayed on the showcase where customers can easily see it, with a white card against the inside of the jar bearing the sign, '5c. per ounce' printed plainly in black ink, makes a display that excites comment. It is surprising how many people will joke about selling toothpicks by the ounce, and then noticing the superior quality of the toothpicks will make a trial purchase of an ounce. The bulk which the picks make when weighed out loosely impresses the customer favorably, and if you sell a really good article, as you should, customers are sure to repeat the order when the first lot is gone. Always give good weight on these goods, and make a loose package—the looser the package the neater the fold."

Two steamers from Halifax, last week, carried large quantities of apples to the British market.



When a Housewife

tells her grocer that she makes her own Marmalade, and refuses to use any other—then it's time for him to resort to extreme measures. Persuade her to try a jar of **UPTON'S**, and thereby convince her that she is wasting time and labor when she can buy so excellent and pure a Marmalade as **UPTON'S**, at such a low price.

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

HENRY WRIGHT & CO., TORONTO,
Canadian Selling Agents.

THE LATE W. W. OGILVIE.

THE Montreal Board of Trade has had three of its most prominent members cut off recently with awful suddenness.

The first was the late Mr. Hugh McLennan, next, the late Mr. D. G. Thomson, and then, on Friday of last week, Mr. W. W. Ogilvie, the Canadian milling king.

An hour before his death Mr. Ogilvie was on 'Change, where he has never missed a single day for years except when he was absent from the city. He left to attend a meeting of the board of the Bank of Montreal, of which he was a member, and shortly after the Board of Trade received the intelligence that he had suddenly expired at his residence from heart failure.

Mr. Ogilvie was born in Cote St. Michel on February 14, 1835, and was of Scotch extraction, being a direct descendant of the great Gilchrist, Earl of Angus, who, during the thirteenth century, was virtually the ruler of Scotland. For the active part which his ancestor took in the unsettled affairs of Scotland at the time, he was rewarded with the lands of Ogilvie, in Banffshire, and assumed the name of the estate. Mr. Ogilvie was educated at the Montreal High School, and, in 1852, he entered into partnership with his brothers, Alexander and John, as grain merchants. It may be said of him that he was a miller by inheritance, for the extensive business carried on by him was founded by his grandfather, who erected a mill at Jacques Cartier, near Quebec, in 1801, where the first flour ever exported to Europe under British rule was ground. This was followed shortly afterwards by the building of another mill at Lachine Rapids. The business grew steadily for a number of years, until Mr. Ogilvie and his brothers, Alexander and John, erected the Glenora Mills, on the Lachine canal. The business still continued to increase at a phenomenal rate, and at subsequent dates the Ogilvie Bros. erected mills at Goderich and Seaforth, Ont., at Winnipeg, and, finally, the Royal Mills, in Montreal. In addition to these, Mr. Ogilvie afterwards purchased the City Mills, Montreal, and had lately adopted plans for a very large mill at Fort William, Ont.

He was the pioneer wheat buyer in Manitoba. He traveled Canada's present wheat fields years before they were cultivated, and many times since. From the first small shipment of 500 bushels in 1876 from Manitoba, the shipments to his own mills have steadily increased, until they reached the enormous total of 8,000,000 bushels of No. 1 hard wheat, all bought by his own expert buyers from the farmers at his 70 elevators, extending all over the wheat section of

Ontario and the Northwest. In the making of flour Mr. Ogilvie spent a lifetime, and spared neither time, labor nor expense in bringing his manufactured article to the very acme of perfection. By steady industry, and indomitable energy, and most of all by the superior quality of his products, upheld at all cost, the business grew until it is today by far the largest of its kind in the Dominion; and not only that, but the largest flour business owned and controlled by one man, in the world.

Mr. Ogilvie was the first to introduce into Canada the patent process of grinding by rollers. This process was first invented and adopted in the Hungarian mills in Austria, and Mr. Ogilvie early realized the improved quality of the flour produced by the new process. With the enterprise that was always a distinctive feature in his career, he proceeded to Hungary in 1868, to make a personal inspection of the invention, with the result that he immediately adopted it. He invented some improvements in machinery himself, and was always ready to adopt the improvements of others.

During his residence in this city he was closely identified with the trade interests of Montreal. He was a director of the Bank of Montreal, the Montreal Transportation Co. and the North British and Mercantile Insurance Co. He was also a past president of the Board of Trade, the Corn Exchange Association, St. Andrew's Society, the Horticultural Society, and the Manufacturers' Association. He was likewise a leading member of St. Andrew's church, and was at one time a member of the harbor board. He was also a director of the Sailors' Institute, and, in 1896, was elected president of the Liberal-Conservative Association.

In his youth he served as a lieutenant, and afterwards as a captain, in the Montreal cavalry, under his brother.

He always gave with a free hand towards the various public institutions of the city, and there was no movement of importance to which his time and money were not given. Foremost both in word and deed towards any good and worthy object, he will be greatly missed throughout the city. Among his recent gifts it may be mentioned that only last November he gave \$1,000 to the faculty of arts, McGill University, for bursaries and exhibitions, which the faculty are trying to increase as much as possible. He was also one of the first to subscribe to the Patriotic Fund for the wives and families of those who went with the Canadian contingent to the Transvaal War. And it was not to Montreal alone that his generosity was confined, for only a year

ago he contributed the handsome sum of \$13,000 to make up a deficiency of \$50,000 required for the Jubilee Wing of the Winnipeg General Hospital.

He leaves a widow and four children—three sons and a daughter—to survive his loss.

Resolutions of condolence with his family and regret at the loss occasioned by his death were adopted by all the companies and organizations of which the deceased gentleman was a member, and the funeral on Monday, at which the Rev. Mr. Hill, of St. Andrew's church, officiated, was very largely attended.

CANADIAN PRODUCTS WANTED.

The following are among the inquiries relating to Canadian trade received at the Canadian Government Offices in London during the week ended January 5:

The names of some Nova Scotian firms exporting codfish are requested by a French house open to buy for the South American markets.

An English gentleman, with many years' varied commercial experience, wishes to act as resident agent or traveler to a good firm, or a combination of firms, doing business in Canada.

A well-known firm in the north desires to be placed in communication with users of all kinds of iron and steel tubing.

The names of the firms desiring the above information can be furnished by THE CANADIAN GROCER on application.

BACK FROM GREAT BRITAIN.

Mr. Andrew Gunn, of D. Gunn, Brothers & Co., has just returned from Great Britain, where he has been on a short business trip. While in London he paid a visit to the office of THE CANADIAN GROCER in Fleet street. It is many years since he was in the Old Country before, but he did not let the attractions of the Old Land interfere with business, of which he successfully accomplished a surprising amount in so short a time.

"SOCIAL" TEA DIFFICULTY.

The appointment of a receiver in the matter of the "Social" Ceylon Tea Company was at the instigation of one of the members of the firm, and was the result of a misunderstanding among the partners.

NEW FIRMS STARTING.

Mrs. S. A. Burke has opened a general store in Centre Rawdon, N.S.

H. Bryant and Co. have started as wholesale tea merchants in Halifax.

PERSONAL MENTION.

Mr. George Musson, of George Musson & Co., Toronto, has been confined to his house the past week.

Special and Exceptional Values

ARE FULLY REPRESENTED IN OUR OFFERINGS OF

**CEYLON AND INDIAN TEAS
AND YOUNG HYSOON POINTS**BOUGHT AT THE LOWEST POINT IN THE MARKET.

BUYERS WILL RECEIVE THE FULL CONSEQUENT BENEFIT.

See our Travellers, or write us for Samples.

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

WARREN BROS. & CO. have arriving a large shipment of Sultana raisins. It includes four grades, all of which show good value.

Lucas, Steele & Bristol control the "No. 1" and "Empire" brands of coffee.

T. Kinnear & Co. report the arrival of a shipment of Californian prunes, all sizes.

A shipment of New Orleans molasses of fine quality is just in stock with W. H. Gillard & Co.

Labrador herring, pure codfish, "Gem of the Sea," and boneless fish can all be had from H. P. Eckardt & Co.

W. H. Gillard & Co. have just received a carload of Trenor's selected Valencia raisins, of fine quality.

H. P. Eckardt & Co. report that they are having large sales for molasses. They are offering some fine samples at low prices.

L. Chaput, Fils & Cie. have received their package tea, pure Ceylon, "Owl Chop" brand. It is a fine package and sells well.

"Tiger," "Bargain" and "Cakewalk" molasses, barrels and half barrels, may be ordered only from Lucas, Steele & Bristol.

The five carloads of pickles, baked beans, etc., which it was last week announced had

been shipped by The H. J. Heinz Co., of Pittsburg, to H. P. Eckardt & Co., Toronto, have been received by the latter firm.

L. Chaput, Fils & Cie. have a fine new stock of shelled walnuts in store, and the trade will do well to write them for samples.

T. & P. Chow and mixed pickles, bulk or in glass, may be procured from Lucas, Steele & Bristol; also their "Blue Seal" tomato catsup.

"Lion" brand French macaroni, in 1-lb. packages, is selling freely with H. P. Eckardt & Co. The quality of this macaroni is fine.

Lucas, Steele & Bristol write: "'Circle' tea back orders are now all filled, so buyers can depend upon prompt shipment of 3, 4 and 5-bar lines."

Some attractive values in tea are offered in this week's announcement by The Eby, Blain Co., Limited, to which they invite the attention of the trade.

Californian Prunes, Santa Clara Valley and Santa Cruz, from fancy Napoleon 20-30's to 110's are in stock at closest prices with The Eby, Blain Co., Limited.

W. H. Gillard & Co. have in stock Lauhoff Bros. rice flakes, flaked beans and flaked peas, in 1-lb. packages, excellent articles for soups, sauces for meats, etc.

For Lenten trade, The Eby, Blain Co., Limited, quote closely on prime codfish, boneless fish, pure cod in 1-lb. blocks, No. 1 Labrador herring, shore herring, also

prime fall-caught Georgian Bay trout and whitefish, f.o.b., Midland.

A fine range of Californian evaporated fruits, comprising fancy silver prunes, choice and fancy peaches, choice and fancy white apricots, and fancy white nectarines in 25-lb. boxes, has been passed into stock by The Eby, Blain Co., Limited.

CHANGE IN AN OLD FIRM.

The Halifax wholesale grocery firm, Bauld, Gibson & Co., who recently changed their style to Bauld Bros. & Co., is one of the oldest business houses in Canada. It was established in 1816, by William Bauld, grandfather of the present proprietors. About ten years later, he admitted his half brother, John Gibson. Some time afterwards his son, William Bauld, jr., was admitted under the style of Bauld, Gibson & Co., which firm name was retained until the change this year when H. G., William C. and Alfred M. Bauld, who have been identified with the business for 24 years, 18 years, and 14 years respectively, take possession under the style of Bauld Bros. & Co.

There is some talk of forming a company to start a canning factory in Fenwick, Ont.

M. Lefebvre, jr., and J. J. Ryan are negotiating with the St. Johns, Que., council for the acquisition of the vinegar and canning factory of M. Lefebvre & Sons, insolvents, which is held under mortgage by the corporation of St. Johns.

ROSEMARY CREAM CHEESE *A DAINTY TABLE
DELICACY OF
EXQUISITE FLAVOR.**THE L. AND S.**
HAMILTON,
CANADA.**ROSEMARY** CO., LIMITED

RICH and NUTTY

IN OPAL SCREW
TOP JARS. *

THE FINEST OF GOODS.

POSITIVELY SUPERIOR TO ALL OTHER MAKES OF
CREAM CHEESE.

A MONEY-MAKER FOR THE RETAIL MERCHANT.



IF YOU ARE LOOKING FOR GOLD

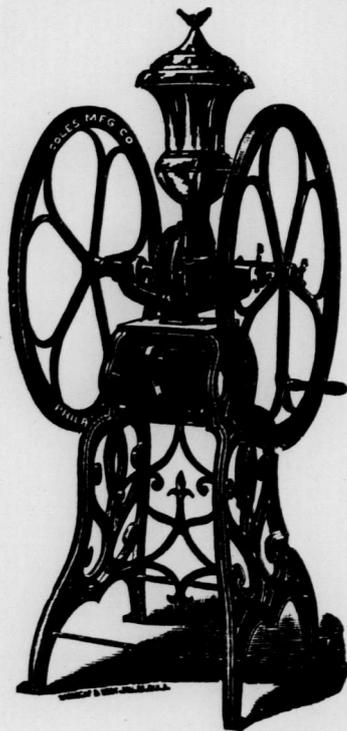
You need not go beyond the confines of your own store; there's money in your business if you only know how to get it out.

If you will use The Money-Weight System of weighing your merchandise you can make money in business, if you stick to the old pound and ounce method you can't. Remember, our scales are sold on easy monthly payments.

The **Computing Scale Co.**

DAYTON, OHIO, U.S.A.

Money-Weight Scale Co., No. 47 State St., Chicago, Ill.
 Money-Weight Scale Co., No. 142 Chambers St., New York, N.Y.
 James A. Hossack, Dist. Agent, No. 1662 Notre Dame St., Montreal, Canada.
 L. A. Davidson, Dist. Agent, No. 104 King St. West, Toronto, Canada.



The Canadian Grocers Know

a good mill when it is presented to them.

They have taken up the . . .

COLES COFFEE MILL

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

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

Coles Manufacturing Co.
 PHILADELPHIA, PENN'A.

Rowntree's

High-Class Confectionery.

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.

Rowntree's
 ELECT COCOA

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

Agents for Canada are:

For Manitoba, Northwest Territories and British Columbia:
THE HUDSON'S BAY CO., Winnipeg.

And for Quebec, Ontario and the Maritime Provinces:
Mr. CHAS. GYDE, 20 St. Francois Xavier St. Montreal.



President,
JOHN BAYNE MacLEAN,
Montreal.

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Limited.

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

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TORONTO - - - - - 26 Front Street West, Telephone 2148.
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MANCHESTER, ENG. - - - 18 St Ann Street, H. S. Ashburner.
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SELLING SLOW-SELLING GOODS.

STOCK-TAKING reveals in every store goods which have been slow of sale during the preceding year. It is obvious, therefore, that efforts beyond the ordinary must be put forth if they are to be disposed of.

The first thing to be done is to mark them down to a figure at which it is thought they will attract buyers.

It is good policy then to bring them into prominence in the store. It may be wise, in some instances, to do a little window displaying with them. Of course, advertising must not be overlooked. And the "ad." in the local paper should be well written and well displayed. Bargain days are quite popular, and several lines of goods might be put forward on a certain day, terming the latter bargain day, or whatever other name may suggest itself.

There is quite an object lesson in the practices of the big departmental stores immediately after the holiday season. Their advertisements teem with lists of left-over goods offered at attractive prices. The departmental stores do not keep slow-selling goods in stock if there is any possibility of disposing of them. When one price does not sell an article they reduce

the figure again and again, if necessary, until customers are found.

It is better to sell an article at even half cost than to allow it to "eat its head off" while you are holding it at a price that will insure a profit but that will not sell it.

BRITISH TEAS IN BRITAIN.

THE offerings of Indian and Ceylon teas at auction in London, England, during 1899, were 1,593,000 and 1,148,000 packages respectively. In 1898 of Indian tea there were 1,590,000 packages, and of Ceylon 1,157,000 packages.

The importation of all teas during the year aggregated 271,727,000 lb., against 266,661,000 lb. in 1898. Of the total quantity imported in 1899, 140,646,000 lb. were Indian, 96,189,000 Ceylon, 4,268,000 Japan and Java, and 22,102,000 China, etc. This is an increase all around except in China teas, which were about 2,250,000 lb. less than in 1898.

The percentages of the different growths of tea consumed in the United Kingdom during 1899 and the preceding two years were as follows:

Indian.....	55½	57	54
Ceylon.....	35	34½	36¾
China.....	6¾	6¾	7½
Japan and Java...	2¾	2	1¾

Of the total tea consumed in the United Kingdom last year, 90½ per cent. was British-grown, which was a decrease of 1 per cent., compared with the preceding year. The consumption of tea per head of population within the United Kingdom was 5.98 lb., against 5.84 lb. in 1898 and 5.83 lb. in 1897.

OUTSIDE INVESTMENTS.

It is a risky thing as a rule to take money out of one's business to invest in outside speculations.

"Last year," remarked a well-known business man to THE CANADIAN GROCER, "I drew money out of my business to invest in a couple of outside concerns. In one I lost \$1,700 and in the other \$300. It was the first time I ever did such a thing and it will be the last."

It would be hard to lay it down as a hard and fast principle that no man ought to take money from his business to invest in outside enterprises, but the fact that so many firms have been crippled by such practices, is clearly an injunction to think twice before thus investing once.

CEYLON TEA IN CANADA.

THE TIMES OF CEYLON, just to hand, contains a report of the general meeting of the Ceylon Tea Planters' Association, at Kandy, on December 6. The clause in the chairman's speech in reference to Ceylon's trade with Canada in teas is not without interest, and we herewith give it:

Turning now to the other committee, the Thirty Committee, he was glad to be able to report that their Commissioner, Mr. Mackenzie, in America gave them a much more sanguine account of the progress of, and the general demand for, their teas in America. (Applause.) Mr. Mackenzie had for sometime been a little disappointing, because he realized what a very adverse effect the 5d. duty had on their teas, and all teas alike, because that 5d. duty and the cheapness of coffee at the time resulted in 25,000,000 lb. less of tea being consumed last year in America than the year before. All teas were affected alike, but he was glad to say, from correspondence that had been communicated to them and private letters from Mr. Mackenzie, that his tone was far more sanguine of the demand for all classes of their tea. Mr. Mackenzie had had exceedingly up-hill work on their behalf, and the result of his report was that the Thirty Committee desired to help Mr. Mackenzie again in the coming year to the full amount that they had done in the past year, namely £10,000. This would be most encouraging to Mr. Mackenzie, who would feel that they had confidence in him and realized what uphill work he had, and that he had their backing in his endeavors to win that market. It was a very hopeful sign indeed that one country in which they had spent money in pushing their teas was now able to go alone. He referred to Canada. A very small sum was spent in Canada, but it took most readily to their teas of all classes, and preferred Ceylon to any other tea. Mr. Mackenzie had reported to them and outside agents, dealers in tea could now go entirely alone—that their tea had got such a start, and had got such a hold on the population that no more aid from the Thirty Committee funds was required there. (Applause.) This was most encouraging, notwithstanding the tremendous competition they had from the Japanese Government, who began subsidizing on a very small scale, but had now increased the subsidy to £80,000, whereas Ceylon had been spending £10,000, and Mr. Mackenzie, in a letter to him the other day, said that they were prepared to double the amount rather than lose the market, so that they could understand the tremendous uphill work Mr. Mackenzie had got, and he was deserving of their confidence and support.

According to figures also just received from Ceylon, the exports of tea from that country to America (Canada and the United States) from January 1 to December 12 last aggregated 3,021,312 lb. against 2,049,440 lb. for the same period in 1898.

Although the consumption of Ceylon tea is steadily on the increase in Canada, it will scarcely pay the Tea Planters' Association to relax its energy, for competition is by no means yet dead. Nor is it likely to die.

CANNED GOODS CONTRACTS AND FUTURES.

SOME important matters were under consideration at the annual meeting of the Canadian Packers' Association, held in Toronto on Thursday and Friday, January 11 and 12. Probably, chief among these was in regard to the form of contract between packer and wholesaler.

It was pointed out that the packers and wholesale grocers in the State of New York had arrived at an understanding in regard to a new form of contract, and it was held that this form, with perhaps a few changes, might be adopted by the trade in Canada.

The matter was referred to the executive committee for consideration. THE CANADIAN GROCER understands that there is every probability of the idea being consummated.

Some consideration was also given to the question of amalgamating the different canned goods factories in the country. It is said, however, that this scheme is only in a crude condition so far.

A decision was arrived at in regard to transactions in futures which will be of especial interest to the grocery trade. And it was to the effect that prices on the 1900 pack shall not be fixed until June 15, and that the prices then fixed shall not be quoted till July 2.

The officers elected for the ensuing year were as follows:

President—W. T. Matthews.
Vice-President—D. Marshall.
Sec.-Treas.—W. C. Breckenridge, Hamilton.
Auditors—J. B. Dolan and J. J. Nairn.

Mr. W. A. Ferguson, who occupied the office of president during the past three years, was not a candidate for re-election. Mr. Ferguson made an excellent president, and his fellow packers realizing this, showed their appreciation by presenting him with a heavy solid gold watch chain. Mr. Wellington Boulter, a past-president of the association, made the presentation and Mr. Ferguson felicitously replied.

HELP FOR THE CLERKS.

In another column is printed a letter from Mr. R. H. Hudson, of the Grocery Clerks' Association of Toronto, in which an appeal is made for the enlistment of the practical sympathy of grocery clerks who are not yet members of the organization.

The aims of the association, as defined

in the letter, are "the promotion of friendship among the clerks and the helping of one another to a better fitness for service."

More laudable aims than these there scarcely could be, and it is to be hoped that Mr. Hudson's appeal to the grocery clerks of the "Queen City" will not be in vain.

WRAPPING PAPER HIGHER IN PRICE.

An advance is announced in the price of wrapping paper of Canadian manufacture. The new prices, which went into effect on January 11, are as follows:

No. 2. rag and "cleaver" brown—Carlots, \$2.10 per 100 lb.; ton lots and less than carlots, \$2.25; less than ton lots, \$2.40.

No. 1 brown—Carlots, \$2.50 per 100 lb.; ton lots and less than carlots, \$2.75; less than ton lots, \$3. "Half Moon," "Bogus" or No. 2 manila—Carlots, \$3; ton lots and less than carlots, \$3.25; less than ton lots, \$3.50.

No. 1 standard manila—Carlots, \$3.50; ton lots and less than carlots, \$3.75; less than ton lots, \$4.

Fibre paper—Carlots, \$3.75; ton lots and less than carlots, \$4; less than ton lots, \$4.25.

Bag manila—Carlots, \$3.75.

Hosiery manila—Carlots, \$5.50.

BUYING RIO COFFEE FOR THE UNITED STATES.

THERE has been unusual excitement on the Toronto market during the past week in regard to green Rio coffee.

The direct cause was a commission received from New York by two or three brokers in Toronto to purchase what Rio coffee could be procured there and at near-by points. As far as can be learned, however, the quantities secured were not large, stocks held in that city and elsewhere not being extensive.

The outbreak of the bubonic plague in Brazil is what induced the buyers in the United States to canvass the Canadian market. And it is interesting to note that some holders of Rio coffee in Canada were approached even before the news of the outbreak of the plague in Brazil reached them, showing how quick the buyers in New York were in acting.

As a result of the excitement, wholesalers in Toronto have advanced their prices a full 1c. per lb., and their quotations to the retail trade are now 8½ to 9c. per lb. for Rios and 9 to 13c. for Santos.

The lower grades of Maracaibo coffee

are also firmer in sympathy with the advance in Brazilian coffees, but local quotations are unchanged.

A CANNED GOODS CONTRACT.

THE packers and wholesalers of New York State, at a meeting held in New York on January 11, agreed upon a new form of contract governing transactions in canned goods.

The agreement is not without interest to the grocery trade of Canada, particularly in view of the fact that the Canadian Packers' Association has the adoption of a similar one under consideration.

The form of contract adopted at the New York conference is as follows:

Dated at.....
Sold to.....
For account of.....
Terms.....
Shipping instructions.....
Goods warranted free from swells and latent defects and equal in quality to.....

Buyers must render written statement of claims for allowance for swells or defective goods on or before September 1 and hold said damaged goods subject to order of seller or no claims will be allowed.

If by any reason, except as stated below, the seller is unable to deliver the amount sold he shall be excused from a full performance of this contract, but must deliver at least 75 per cent. of the goods sold and pay buyer 10 per cent. of the purchase price on any shortage up to 25 per cent.; seller to pay market value on full amount of shortage in excess of 25 per cent.

The buyer shall have the privilege of reducing the amount of this contract 25 per cent. or any part thereof, when packer advises the percentage he can deliver, such notification to be not later than the close of the packing season, and shall pay packer 10 per cent. of the purchase price on any such reduction.

If seller's packing establishments are wholly destroyed by fire, explosion, or other unavoidable casualty, at such a time after it is impossible to rebuild or make other arrangements for packing that season, the seller shall be excused from delivering any goods under this contract.

It is understood and agreed that any differences of opinion that may arise under this contract are to be settled by arbitration in the city of New York, at least one member of the board of arbitration appointed by the Wholesale Grocers' Association of New York City and vicinity to represent the buyer, and at least one arbitrator to be selected by the packer to represent said packer. In case these arbitrators fail to agree, they are to select a third party to act with them. The decision of two arbitrators to be final and binding on both parties to the arbitration.

The arbitrators are to be paid Ten Dollars (\$10) each for each arbitration and packer to be allowed his actual expenses to and from New York—all expenses to be paid by the loser.

.....Brokers.
Accepted this.....day of.....1900.

The agreement appears to us to be a fair one, and we see no reason why it should not be adopted by the packers and wholesale grocers in Canada.

The bogus oysters which have been introduced in Paris are possibly for bogus men.

THE EARLY-CLOSING BY-LAW.

THE early-closing by-law, which was passed by the Toronto City Council on Thursday, December 28, at the instance of a petition signed by over three-quarters of the grocers and butchers of the city, was temporarily suspended by the new council on January 12, at the instance of six grocers, who protested against the by-law. At least, that is what the request of the council to the police—not to enforce the by-law at present—practically meant.

This suspension of the by-law was due largely to the fact that, as an authentic census of the number of grocers in the city was not in the hands of the city clerk, it was impossible to decide whether the petition was signed by the necessary three-quarters of the butchers and grocers, and to the claim of the six protesting grocers that the by-law was a cause of hardship and loss to small dealers throughout the city.

Such hasty legislation on the part of a new council has excited strong feeling on the part of grocers who signed the petition. The by-law was passed in the regular way, but practically upset in a very irregular way.

Letters for and against the by-law are still being sent to the council and press. Altogether eight protests against the by-law have been received by the city clerk.

On Wednesday evening, the Toronto Retail Merchants' Association held their annual meeting. To this meeting those in favor and opposed to the by-law were invited to come and express their reasons for and against it. D. J. Kelly, president of the Toronto Retail Grocers' Association; Chas. H. Collins, president of the Toronto City Travelers' Association; R. H. Hudson and — Smith, members of the Toronto Grocery Clerks and Drivers' Association, spoke in favor of the by-law. T. J. Enright, a member of the Retail Fruit Merchants' Association, spoke in opposition to it.

In reference to the principal point of dispute, D. J. Kelly stated that all of the 742 signatures were bona fide; that the canvassers were prepared to swear to each one of them.

After a warm discussion the matter was put to the meeting, when a resolution was unanimously passed in favor of the by-law.

President T. Scott, of the Retail Fruit Dealers' Association, has since stated that that body is in favor of the by-law.

THREE ENTERPRISING TOWNS.

AN evidence of the enterprise of three Nova Scotian towns is given in a short sketch in *The Halifax Herald* of the growth of Windsor, Digby and Bridgewater, since the fires which almost wiped them out of existence.

The Windsor fire was in October, 1897, the Bridgewater one in January and the Digby one in February last year.

Though the population of Digby is but 2,000, and though its fire destroyed \$250,000 worth of property, the merchants and residents of the town met the matter so bravely, that, with the exception of a few compromises, the business men went through the crisis, and the town is rapidly recovering its former position.

Digby contains about the same population as Bridgewater, but the loss was less, it reaching \$85,000, including most of the business section. In the spring rebuilding commenced, and is steadily going on, improvements being made in all sections.

Windsor boasts about 3,000 population. Its great fire consumed 600 buildings. In the two and one-quarter years since these were destroyed, nearly \$1,000,000 have been spent on new buildings, including four churches, a Government building, a \$35,000 schoolhouse, three hotels, three banks, 61 stores, 40 miscellaneous buildings, offices, factories, etc., and 236 residences.

In each of the three towns, the buildings erected since the fire have been superior to those they succeeded. Many brick and stone business houses succeed wooden ones, and, instead of being old-fashioned, are complete and up-to-date in all particulars.

KEEP YOUR SIDEWALK CLEAN.

It is important that the sidewalk in front of a place of business should be kept clear of snow, and, in every way, should be made as comfortable as possible to the pedestrian. Small things influence some people a great deal.

Frequently, pedestrians have been heard, after a difficult, and sometimes unfortunate, navigation of an especially slippery spot, to vow they would never patronize the merchant responsible for the condition of the walk. And, to be candid, they could not be blamed. Consideration, in this respect, for the pedestrian pays better than inconsideration.

OLD BILLS OF LADING.

Bills of lading of 100 years ago differed a great deal in their wording from those used in this age, says Modern Miller. A shipper making out a bill of lading to-day would be thought eccentric if he wrote in it "by the grace of God" and "God send the good ship to her desired port of safety." A printed bill of lading used in Virginia in 1794 reads as follows:

"Shipped by the Grace of God, in good order and well condition'd, by White, Whittle & Co., in and upon the good ship called the Sloop Sally, whereof, is master, under God, for this voyage, David Gordon, and now riding at anchor in the River Appomatox, and by God's Grace bound for Norfolk; to say, 172 barrels flour and 16 barrels ship bread, being mark'd and number'd as in the margin, and are to be deliver'd in the like good order and well condition'd at the aforesaid port of Norfolk (the danger of the seas only accepted) unto Messrs. White, Whittle & Co., or to their assigns, they paying freight for the said goods 9d. per barrel, with primage and average accustom'd. In witness whereof, the master and purser of the said ship hath affirm'd to two bills of lading, all of this tenor and date; the one of which two bills being accomplish'd, the other one to stand void. And so, God send the good ship to her desired port in safety. Amen. Dated in Petersburg, 16th April, 1794. David Gordon."

A JOKE AND A PACKAGE TEA.

Mr. Monro Grier, the lecturer at the exhibition of pictures in Massey Hall, Toronto, made a good hit on Saturday night whereby a certain packet tea came in for a good advertisement.

"I have always," said in effect the lecturer, "been able to translate enough of every foreign language in order to get at the meaning of a sentence. But I could never understand the language of golf. Once, when in Scotland, I was invited to visit the links of a certain golf club. After I had been introduced, one of the mempointed out to me the 'tea.' I took a peep at the round hole, but the brown stuff that was in and around it looked a great deal more like coffee than tea. Then someone began to talk about caddies. I associated tea with caddies and thought I began to see through the thing. By-and-bye one of the members went away, and as he did so called out 'Ceylon' (so long). 'Ah, I see through it now all right' I declared. And as I went away called out 'Salada.'"

And Mr. Larkin declares he never paid a cent for that "ad."

For a
Business
Boom

*of a Genuine
and Pronounced
Type . . .*

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

CALADA

CEYLON GREEN TEA

JALADA

SALES ARE A MARVEL.

THE COWAN RAMSAY CO., LIMITED
IMPORTERS OF TEAS

RED CROSS TEA

in lead packets, and

CLUBHOUSE

in 2 lb. Cartons, 50 and 100-lb. Tins.

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

The "**BOSS**"

**WASHING
MACHINE**

Still Leads.

If you have not tried the "BOSS"
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A reliable house, with headquarters at **STOCK-
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the towns in Lancashire, Yorkshire, and Cheshire,
is in a position to do an import agency business in

**CANADIAN PRODUCE,
CANNED GOODS,
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TO BUYERS

We can quote low prices on **CONFEC-
TIONERS' ANILINE DYES, COCOA**
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Have you any? We buy it.

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SALMON**

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Fraser River Sockeye Salmon.

For twenty years the leading
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It pays to buy the best.

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CARR & CO.'S... English Fancy Biscuits

VERY SHORTLY WE COMMENCE SAMPLING
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BY AUTHORITY

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FRANK MAGOR & CO., 16 St. John St., Montreal.

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

WRITE FOR PRICE LIST TO THE CANADIAN AGENTS.

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.

January 18, 1900.

GROCERIES.

THE very mild condition of the weather has naturally interfered with business in wholesale groceries. At the same time, however, trade is fairly good for this time of the year, and the general opinion is that business is opening up exceptionally well for the new year. The situation in canned goods has not materially changed since last week. The volume of business is still very small in this particular line, and prices are in consequence somewhat nominal. Canned salmon is meeting with a fairly good demand. The coffee market is decidedly excited and local quotations for Brazilian coffee are about 1c. per lb. higher than they were a week ago. The sugar market has ruled firm both at home and abroad, but the demand is just fair. Syrups and molasses have during the past week been meeting with a good demand. Prices rule quiet and steady in regard to spices. There is not a great deal doing in teas, although the market is still characterized by much firmness. Nuts are quiet and steady. The most interesting feature in the dried fruit market is the activity in prunes, the price of which rules firm on all grades. In other lines of dried fruits the market is quiet with prices steady.

CANNED GOODS.

One hears some rumors of a little easier feeling in regard to canned corn and tomatoes, but there does not appear to be any reason for it, unless it be that perhaps some one here and there holding a few cases may be becoming impatient, on account of the slowness of trade. The general opinion is, however, one of confidence in the future of both these kinds of canned goods, and that when the demand sets in prices will advance. There have been some tomatoes offered during the week, in round lots, at 90c., but, as far as can be ascertained, no business resulted therefrom. The wholesalers report that the only business that is

being done in canned vegetables is the receipt of an occasional order for an odd case or so from dealers who did not buy as heavily early in the season as their more fortunate competitors did. The price of corn to the retail trade ranges all the way from \$1 to \$1.10. For the best goods, \$1.05 to \$1.10 is the idea. For tomatoes, 95c. is the ruling price, although quotations range all the way from 90c. to \$1, according to quality of pack. Canned salmon is in fair demand for the month of January, although the volume of business in this line is naturally not heavy at this time of the year. Prices are steady and unchanged at quotations. Canned fruits are quiet and featureless.

COFFEES.

The local market has been more excited in regard to coffees than it has been for some time, and wholesalers are quoting about 1c. per lb. higher for green Rio coffee than they were a week ago. This is due to no small extent to the fact that buyers have been trying to pick up green Rio coffee on this market for shipment to the

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

United States. The primary markets are also much higher on account of the discovery of bubonic in Brazil. The retail trade has also been buying pretty freely during the past week.

SUGARS.

The sugar market rules strong. There have been several advances in beet sugar in the European market during the past week, and the general tone of the market is strong. In Canada there has been no further change in prices. The figures issued at the beginning of last week still rule. The price at Toronto for Montreal granulated sugar is \$4.58 and for Acadia \$4.53 per 100 lb. The demand for sugar on the local market, while rather light, is still fairly good for this time of the year, and some of the houses have been in the receipt of good sized orders.

SYRUPS AND MOLASSES.

Business during the past week, in both syrups and molasses, has been rather better

than usual at this time of the year. In syrups, the demand has been chiefly for a 35c. per gal. article. In molasses, the kind most wanted is that which sells at 23c. in barrels and 25c. in half-barrels.

NUTS.

Tarragona almonds are firm and would cost to-day 13c. to import. A cable from Messina, on Saturday, quoted an advance in the price of Sicily shelled almonds.

SPICES.

This market has not been characterized by any striking features during the past week. On the whole, prices continue to rule steady.

TEAS.

There have not been many transactions from first hands during the past week, largely on account of the fact that the views of buyers are considerably below those of the sellers. Some of the wholesalers report an increased demand during the past week for package teas. The market, in both London and in the markets of production, still rule strong in regard to Indian and Ceylon teas, and prices now are pretty high for low-grade teas. In regard to Japan and China teas the market is without feature. Some of the wholesale houses report that they have, during the past week, booked further orders for Japan teas for delivery next fall.

FOREIGN DRIED FRUITS.

CURRENTS—The market is without any particular feature; the demand from all sources is only light, although the market appears to be ruling steady as to price.

VALENCIA RAISINS—There is scarcely anything doing in Valencia raisins, but prices rule steady and unchanged.

SULTANA RAISINS—Local wholesalers report that there have been quite a few Sultana raisins selling during the past week at prices ranging from 9 to 12½c., according to quality. Some good-sized shipments are arriving this week for local wholesale houses.

DATES—There are not a great many selling, only a few sorting-up lots going out. The ruling prices appear to be 5½ to 6½c. for Hallowee and 5 to 5¼c. for Sairs.

PRUNES—This is an active commodity in the dried fruit line, the demand being decidedly brisk. The price of prunes, particularly Californians in the smaller sizes which are gradually getting scarcer, is appreciating.

Everybody appreciates the superior quality of

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VANCOUVER: 430 Cordova St.
ST. JOHN'S, NEWFOUNDLAND.

Manufactured by

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

GREEN FRUITS.

About the only feature of the market is an advance in the price of Valencia oranges on the Liverpool market, which is likely to result in an advance here next week. There has been an active demand for navels, which, however, were not as plentiful as the business warranted. Prices were steady, and no change is now reported. There is a good demand for lemons at steady figures. The movement of bananas, cranberries and Almeria grapes is moderate, with a steady feeling manifested. The winter apple market is showing better strength than has been the case, and stock is now held steady at firm figures.

COUNTRY PRODUCE.

EGGS—There are few strictly fresh eggs offering, though they are in good demand at 25 to 27c. A considerable quantity of mixed held eggs are coming, but the quality is of such range that the returns to shippers vary greatly. Fresh held are worth 17 to 17½c. Pickled stock is steady at 16c.

POTATOES—The market has been active in anticipation of an advance, which is likely to take place when the weather stiffens. For the present prices are steady at 38 to 40c. per bag for cars, and 45 to 50c. for small lots out of store.

BEANS—A quiet market and steady prices are noted. We quote: \$1.45 to \$1.50 for hand-picked, and \$1.35 to \$1.38 for prime.

DRIED AND EVAPORATED APPLES—The evaporated apple market is somewhat firmer, and exporters are now offering 7c. outside for first-class stocks. There is fair movement in a jobbing way at 8½c., which

is an advance of ½c. The expected decline of ¼c. has taken place, and buyers will not give over 5¾c. outside for No. 1 quarters. Inferior grades are not wanted. There is a fair jobbing trade at 6 to 6¼c.

POULTRY—The supply of turkeys is just about equal to the demand, and prices of good stock are firm. Bright, fresh turkeys are worth 9 to 10c., and frozen stock 8 to 9c. Geese and ducks are not offering freely. Chickens are in brisk demand, but the supply is not as large as the market could stand. They are firm at 45 to 75c., an advance of 15 to 25c. Geese are steady at 6 to 6½c., and ducks, 40 to 60c.

VEGETABLES—There is a good supply of greenhouse vegetables, but stocks of squashes, marrows, cabbage, etc., are being well used up, and prices are firm. We quote as follows: Green onions, 15 to 25c. per doz.; radishes, 60 to 75c. per doz.; spinach, 40 to 50c. per bush.; lettuce, 20 to 40c. per doz.; cabbage, 60 to 75c. per doz.; cauliflower, 40 to 60c. per doz.; celery, 75c. to \$1 per doz.; parsley, 15 to 20c. per doz.; onions, 40 to 60c. per bush.; green beans, 30 to 50c. per basket; squash, \$1.75 to \$2 per doz.; vegetable marrow, 40 to 60c. per doz.

BUTTER AND CHEESE.

BUTTER—A good, stiff market is reported, with home consumption keeping the surplus for export quite low. We quote: Dairy, large rolls, 18 to 19c.; prints, 19 to 20c.; tubs, 17 to 18c.; creamery, tubs and boxes, 21 to 22c.; prints and squares, 23 to 24c.

CHEESE—Though a quotation of 11¾c. is still being given, the general range of

the market is 12 to 12½c., most business being done at the former figure.

FISH AND OYSTERS.

Standard oysters are again reduced 10c. in price. Selects are unchanged. Some fancy bloaters are offering at \$2.20 to \$2.25 per 100. Frozen sea herrings are advancing. They are now firm at \$1.60 per 100. Stocks of frozen fish are moderate, but what is offering is of excellent quality. We quote as follows: Trout, 7c.; whitefish, 7½c.; perch, 4c.; blue pike, 4c.; yellow pickerel, 7½c.; herrings, 3½c.; steak cod, 6c.; haddock, 5c.; white halibut, 12½c.; high-color salmon, 12½c.; red snappers, 12½c.; Spanish mackerel, 12½c.; frozen herring (large) per 100, \$1.60; ciscoes, per 100, \$1; bloaters (St. John), per 100, \$1; (Yarmouth), extra mild and large, \$2.20 to \$2.25; salt herrings, splits, \$3.25 per half-bbl.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—A decline of 1c. makes the price of red and white wheat, at outside points, 64c., at which a steady feeling is manifested. There is a fair delivery of all grains on the street market, with prices generally lower. We quote: Wheat, white and red, 67 to 69c.; goose, 69 to 70c.; peas, 60c.; oats, 30 to 31c.; barley, 43½ to 44c.; rye, 53c. No. 1 hard Manitoba wheat is steady at 77c., Toronto and west.

FLOUR—The demand is brisk. Prices are steady at last week's figures. We quote: Manitoba patents, \$3.80; Manitoba strong bakers', \$3.50; Ontario patents, \$3.55 to \$3.65; straight roller, \$3.35, Toronto freights.

BREAKFAST FOODS—Active business is being done, with prices firm. We quote:

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

Corona Figs and Dates

How's your stock of Biscuits and Confectionery ?

Our **CREAM SODAS** in 3-lb. tins and cartoons cannot be excelled.

For purity and highly-flavored **CONFECTIONERY** we manufacture the finest **BON-BONS** and **CHOCOLATES** in Canada.

WRITE FOR SAMPLES AND QUOTATIONS.

McLAUCHLAN & SONS CO., Limited, Manufacturers Biscuits and Confectionery, Wholesale Grocers **Owen Sound, Ont.**

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Reference, Imperial Bank of Canada, Yonge St.

CALIFORNIA NAVEL
ORANGES

are fine eating now.

We have them in all sizes.

PRICE RIGHT.

CLEMES BROS.,
51 Front East, TORONTO.

Standard oatmeal and rolled oats, \$3.50 in bags and \$3.60 in bbls.; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$2.50; split peas, \$4; pot barley, \$4.

HIDES, SKINS AND WOOL.

HIDES—Cured hides are slightly easier, showing a decline of ¼c. Deliveries are large. We quote: Cowhides, No. 1, 9½c.; No. 2, 8½c.; No. 3, 7½c. Steer hides are worth ¼c. more. Cured hides are worth 10¼ to 10½c.

SKINS—Veal skins are 1c. per lb. dearer. Otherwise prices are firm but unchanged. We quote: 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 to \$1.10.

WOOL—The English market is easier, which fact has somewhat weakened the feeling here and the price of unwashed is ½e. lower. We quote: Clothing wool and combing fleece, 20c.; unwashed, 12½c.

SEEDS.

The red clover market shows an advance of 25c. this week, which makes the price at outside points \$5 to \$5.75, the top figure being, of course, only for finest qualities. Alsike is quiet at \$4 to \$6.50 at outside points for choice lots. There is little doing in timothy. Prices are steady at \$1 to \$1.25 aboard cars outside for good to choice machine-threshed timothy, and \$1.50 to \$1.75 for bright, unhulled, flail-threshed seed.

MARKET NOTES.

Brooms are quoted higher.
Red clover has advanced 25c. per bushel.
Rio green coffees are 1c. per lb. higher.
Valencia oranges are likely to be dearer next week.
Evaporated apples are jobbing at 8¼ to 8½c., an advance of ½c.
Bright, fresh-killed turkeys are worth 9 to 10c., an advance of ½ to 1c. Chickens are 15 to 25c. dearer, the quotation being 50 to 75c.

Wheat is 1c. lower all around. The Toronto price of white and red is 67 to 69c., and the outside price, 64c. Goose wheat is quoted at 69 to 70c. Toronto.

It is expected that several thousand pear trees will be planted next spring in the neighborhood of Wolfville, N.S.

Established 1873.

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Highest market prices. Quick returns.

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

QUEBEC MARKETS.

MONTREAL, January 18, 1900.

GROCERIES.

THE wholesale grocery trade is gradually recovering from the dullness that follows the holidays, and, though the movement is as yet not very extensive, it is of larger proportions than it was a week ago. The advance in sugar has led to more inquiry for that staple both from first and second hands, and syrups also are asked for to a greater extent, while the distributive movement in molasses is of a steady kind. Dried fruits rule firm, but quiet, a feature in this respect being the scarcity of the smaller sizes of Californian prunes. Nuts of all sorts also continue scarce and firm, but demand is not active. Canned goods are featureless, while coffees and teas are steady in point of value.

SUGAR.

Refined sugar has displayed a moderate degree of activity at the advance noted last week, and a fair quantity of granulated and yellow sugar have been moved both from first and second hands since the rise. We quote granulated \$4.45 and yellows \$3.65 to \$4.30, as to grade. In New York also refined has been firm and active, while raw has been strong and is tending upward at 3½c. for fair refining and 4 5-16 for centrifugal 96 test. In London, prices of beet advanced ¼d. on Monday, both January and February being quoted at 9s. 6¾d. Cane also was firm, with Java 15s. 3d., and fair refining 10s. 6d.

SYRUPS.

There has been more inquiry for syrups this week, while prices rule firm at 2 to 2¼c. per lb.

MOLASSES.

A fair movement from jobbers' hands is noted, carlots selling at 42c. and single puncheons at 43c. Porto Rico in round lots is quoted at 40c., and in smaller quantities at 42c.

DRIED FRUITS.

There is no change in Valencia raisins, and prices rule firm under light stocks, while it would be impossible to lay down any fresh supplies except at an advance. We quote: 7 to 7½c. for off-stalk; 8 to

8½c. for fine, and selected and layers ½c. advance on these prices.

There is only a quiet trade noted in currants. We quote: 4½c. for bbls.; 5½c. for half-bbls.; 4¾c. for half-cases, and 4¾c. for quarter-cases.

Californian prunes of smaller sizes are practically off the market, supplies being almost exhausted. Prices here are unchanged at 6 to 10c. according to size. Bosnia prunes are steady at 5½ to 6c.

Dates continue steady at 5 to 5¾c., as to grade.

Malaga figs in mats are unchanged at 4½c.

NUTS.

Grenoble walnuts are firm at 14 to 15c., and Marbots at 12c., while shelled walnuts range from 20 to 22c. Supplies of all sorts of nuts continue very light.

CANNED GOODS.

These continue featureless, and the movement from jobbers' hands is hardly commenced yet. Corn is held at \$1.10; tomatoes at 90c. to \$1; marrowfat peas at 70 to 72½c.; early Junes at 77½ to 80c.; French peas at 90 to 95c.; beans at 90c.; one gallon apples at \$2.25 to \$2.50; 3-lb. do. at 85 to 90c.; raspberries at \$1.60 and strawberries at \$1.55 per doz.

RICE.

The firm feeling is maintained, without any special feature to report.

SPICES.

Cables continue firm in tone on all staple lines, while the actual movement here is light.

COFFEES.

There has been nothing new to report in this market. A few 25 and 40-bag lots of Rio and Santos have been moved at 8 to 10½c., which shows no change from the basis quoted last week for the same goods.

TEAS.

The general tendency of the tea market has been steady, but with few specially noteworthy features. Medium to good medium Japans have been taken to a fair extent at 13 to 16c., and some Ceylons and Indian teas have also changed hands at firm prices.

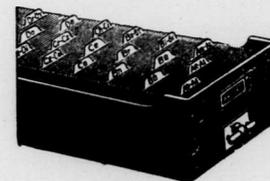
FISH.

Trade in all lines of fish has been quiet of late, but is now slowly recovering from the effects of the holidays. There is no special feature to note, as the tone of the market for most lines has been steady. Supplies of all kinds are ample to fill immediate wants. In a jobbing way prices are quoted as follows: No. 1 Nova Scotian herring, \$5 to \$5.50 per bbl.; \$2.75 per half-bbl.; Labrador salmon, \$13 per bbl.; B.C. salmon, \$13; No. 2 mackerel, \$15.50; No. 1 green cod, \$5 and No. 1 green pollock, \$3.65. Dried codfish \$4.75 per 112 lb.; dressed or skinless cod, \$4.25 to \$4.50, and boneless codfish, 5½c. per lb.; haddies, 6c. per lb.; bloaters, 90c. to \$1 per box; smoked herring, medium, 12c.; Lock Fyne herring, \$1 per keg; large do., \$3.50 per half-bbl. Fresh fish—Haddock and cod, 3½c.; steak cod, 4 to 4½c.; whitefish 7c.; dore and pickerel, 6c.; pike, 4½c.; salmon, 10c.; halibut, 10c.; fresh herring, \$1.60 per 100; smelts, 5 to 6½c. per lb., and tommycods, \$1.25 to \$1.50 per bbl.

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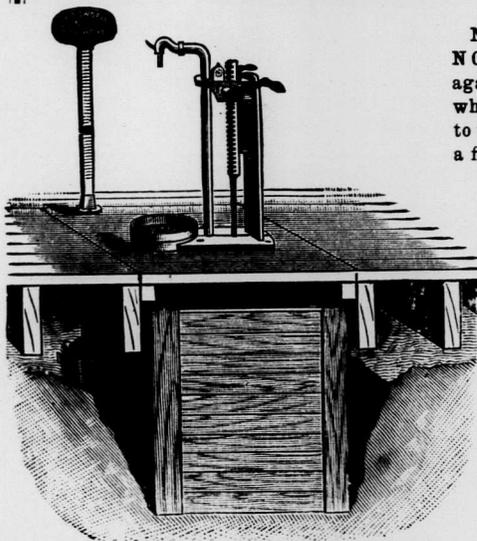
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3 MEASURE SELF MEASURING OIL TANKS
PUMP IMPERIAL
GALLONS, HALF GALLONS, QUARTS,
and ARE SAFE.

They are safe because they are closed up tightly and protected against "match fiends" by heavily screened drip pans. It is impossible to get fire into tanks without lifting off drip pan. FIRE IS COSTLY. OUR TANKS ARE NOT.

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fed regularly is a guaranteed egg producer. It also prevents and cures all forms of Poultry disease.

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builds up the worst run down horse. Keeps Cows healthy. Prevents and cures Hog Cholera.

A Case of each costs \$9.60
Sells for \$14.40

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29 Melinda St., TORONTO.

PRUNES....

CALIFORNIA
SANTA CRUZ

(Santa Clara Valley)

20 30's to 90 100's. A CAR JUST RECEIVED.

PERKINS, INCE & CO.,

TORONTO.

GREEN FRUITS.

The green fruit market has shown little change since last week. Apples are steady but quiet at \$2.75 to \$3.50 for No. 1, and \$1.75 to \$2 for No. 2. There is a fair demand for Almeria grapes, and stocks continue light with values stiff at \$6 to \$7 per keg. Oranges are steady: Valencias, \$4 to \$4.50 for 420's, and \$5.50 to \$6 for 714's; Jamaicas, \$6 to \$6.25 per bbl., and \$2.50 to \$3.50 per box. Lemons quiet at \$2.50 to \$2.75 per box, and cranberries steady at \$6.50 to \$7.50 per bbl.

COUNTRY PRODUCE.

EGGS—The demand was chiefly for new-laid stock of which the supply was limited, and prices was firmly held. Other grades met with a fair sale. Strictly new-laid sold at 25 to 27c.; candled stock, 15 to 17c.; Montreal limed, 16 to 18c.; and western do., 15c. per doz.

POULTRY — There was a fair demand for some lines of poultry, and as the offerings are not excessive, prices rule steady. We quote: Turkeys, 8 1/2 to 9 1/2c.; chickens,

6 1/2 to 8c.; fowl, 5 to 6c.; ducks, 7 to 8c.; and geese, 5 1/2 to 6 1/2c. per lb.

HONEY — In honey, business continues slow at 12 1/2c. for comb stock, and 9 1/2 to 11c. for extracted.

BEANS—A moderate trade is passing in beans, and, as supplies are small, prices rule firm. Choice hand-picked pea beans, \$1.52 1/2 to \$1.57 1/2, and choice primes at \$1.42 1/2 to \$1.47 1/2.

MAPLE PRODUCT — Business in maple product is dull, as usual at this season. Choice syrup is quoted at 70 to 75c. per gal., wine measure, and large tins at 90c. to \$1; pure sugar at 10 1/2 to 11c., and common at 8 to 10c. per lb.

POTATOES—The demand for potatoes in carlots is limited, but the tone of the market is firm. We quote: Carlots on track, 45 to 47 1/2c. per bag, and small quantities at 5 to 10c. per bag advance, according to the size of the lot.

ASHES—The firm feeling in ashes continues at the recent advance. We quote: First sorts, \$4.50 to \$4.60; seconds, \$4.30 to \$4.35, and pearls, \$5.25 per 100 lb.

DRESSED HOGS—Although the receipts are fairly liberal and the weather somewhat soft, yet the tone of the market is steady, and in a jobbing way sales were made at \$5 to \$5.50 per 100 lb., and carload lots of fresh stock, mixed weights, were quoted at \$5.25 to \$5.35 per 100 lb.

PROVISIONS.

The demand for pork and lard was firm, other lines were little inquired for. Prices all around rule about steady. We quote: Canadian short cut mess pork, \$14.50; short cut back, \$14, and heavy long cut mess, \$14 per barrel. Pure Canadian lard in pails, 7 1/4 to 7 3/4c. per lb.; and compound refined, 6 to 6 1/2c. per lb. Hams 10c. to 11 1/2c., and bacon 11 to 11 1/2c. per lb.

FLOUR AND GRAIN.

FLOUR—There was nothing new in flour to note. The demand is chiefly for small lots, and prices rule steady. We quote: Winter patents, \$3.50 to \$3.75; straight rollers, \$3.25 to \$3.35; in bags, \$1.55 to \$1.60; Manitoba patents, \$3.80 to \$4.10, and strong bakers', \$3.50 to \$3.70.

GRAIN—Owing to the continued weak ad-



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ORKS

100 Casks, Best Imported

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

vices from abroad and the steady downward tendency of the American grain markets, shippers here show little disposition to operate, as bids received are out of line; in consequence, the market is dull, with no change in prices to note. Oats, at points west of Toronto, were quoted at 25½c.; east, 26¼c. Peas, west, 57½c., and east, 58½c.

OATMEAL—The demand for rolled oats is slow at \$3.50 per bbl., and \$1.70 per bag.

FEED—The tone of the feed market is firm and an active trade is reported. We quote: Ontario bran, \$15 to \$15.50 in bulk, and shorts, \$16 to \$16.50; Manitoba bran, in bags, \$15, and mouille, \$18 to \$24 per ton.

HAY—An active trade continues to be done in baled hay, both on spot and at country points; in consequence, prices are firmly held. We quote: Choice No. 1, \$10 to \$10.50; No. 2, \$9 to \$9.50, and clover, \$7.50 to \$8 per ton, in carload lots.

CHEESE AND BUTTER.

CHEESE—The cheese market continues quiet but firm, with values firm at 12c. The Liverpool cable on white advanced another 6d. on Monday, to 58s., and colored was unchanged at 59s. Mail advices say that the demand is active. It is reported on good authority that the stocks of cheese in the United Kingdom are 160,000 boxes London, against 210,000 last year, 90,000

in Bristol, against 120,000 last year, and 71,000 in Liverpool, against 80,000 last year. The stocks of Dutch are also very much smaller than last year. Canadian stocks are 200,000 boxes less than last year.

BUTTER—There is a fair local demand for butter, the small stocks restricting the volume of business. Creamery ranges from 21½ to 22c., and western dairy rolls 18½ to 19c. Mail advices from England, of January 5, state that, despite the large supplies of Australian and New Zealand butter, the total arrival of all classes of butter for four weeks was less than it was last year for the same period.

NEW BRUNSWICK MARKETS

OFFICE OF THE CANADIAN GROCER,

ST. JOHN, N.B., January 18, 1900.

EXCEPT as regards office work the week has been a quiet one. Retail dealers and even consumers are working off Christmas stocks. Markets show little change. The advance in sugar was the feature of last week. There was the same advance in both the Canadian and American markets. In tea little is just now being offered from London. Prices there are strongly maintained. Spices are firm, cloves in particular showing an advance. Nutmegs keep low. In cream of tartar, while price is still low, first cost is

rather higher. In winter export business shipments have been very large. Wrapping papers show quite an advance.

OIL—The Imperial Co. have for some weeks been supplying the city trade with burning oil from tank teams. They have one team now on, and expect soon to have another. As they sell the oil in this way at about 1½c. below the barrel price, it cuts the city wholesalers out of this trade. In paint oil spring orders are now being booked. High prices rule, and there is no outlook for other than firmer figures. Lubricating is very freely held. Demand is as yet light. There is a fair movement in cod oil.

SALT—In Liverpool coarse stocks in the city continue to increase, each weekly steamer bringing more or less. Storage facilities at the steamers is poor for this style of goods, which will not allow of many handlings. Prices unchanged. Demand is rather dull for this season. In the different grades of fine there is an ample supply, and no change in price. 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;

1899

NEW SEASON TEAS.

1899

Direct Importations from CEYLON, INDIA and JAPAN.

QUALITY the highest in Strength and Flavor.
Samples sent on application.

We are also Agents for the leading Package Tea of the present age—

ARMEDA TEA

BLACK
BLACK AND GREEN MIXED
JAPAN

In 1 or ½-lb. Sealed Packages,
Retail Price—

25c., 30c., 40c., 50c. and 60c. per lb.

The demand for ARMEDA TEA is increasing rapidly. Why? ARMEDA TEA HAS THE FLAVOR.

Remember we also sell Macdonald's Tobaccos—Prince of Wales, 8s or 16s, costs 63c. per lb., and Briar, 8s, costs 61c. per lb.

57 Front St. E., Toronto.

A. H. CANNING & CO.

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**

REPRESENTATIVE WANTED.

WANTED—A REPRESENTATIVE TO CANVASS
grocery trade in British Columbia. Apply, Box
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Mercantile Broker,
Manufacturers' Agent,
ST. JOHN, N.B. Etc., Etc.
Wholesale trade only.

THE RUBLEE FRUIT CO.
LIMITED.
IMPORTERS OF FOREIGN AND DOMESTIC
GREEN AND DRIED FRUITS, NUTS, Etc
151 Bannatyne St., 12th St.,
WINNIPEG, MAN. BRANDON, MAN.

We make a specialty of handling

Domestic Fruit

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

FRUIT AUCTION SALES

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

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Wholesale Commission Merchants,
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COWAN'S

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

THE COWAN CO., LIMITED. TORONTO

Toronto Salt Works

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

Telephone Main 1450.

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Wholesale dealers in

SMOKED FISH

26 Mullins Street, MONTREAL.

We Want Your Business

in Pork and Beans

Have you tried **Clark's?**

Plain and with Tomato.

Examine the Quality!

Look at the size of the Tin!

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Produce & Commission Co.

WINNIPEG, MANITOBA.

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WHOLESALE DEALERS IN

Butter, Eggs, Cheese, Fruits, Cured Meats

PICKLED, DRY AND
SMOKED FISH

Consignments and
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PURE GOLD . . . JELLY POWDER

YOU ARE MISSING
A GOOD THING . . .

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Pure Gold Mfg. Co., Toronto.



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."



YOUR CHEESE TRADE WILL PROSPER
IF YOU HANDLE

Millar's Paragon Cheese.

Its purity, price, and popularity have won for it first place.
It is guaranteed to sell all the year round.

ARE YOU HANDLING IT?

IF NOT, WHY NOT?

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

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—As in other lines this is a quiet feature in this market. American canned meat is much higher, and Canadian is moving up. This is a line that the war particularly affects, and the outlook is for high figures during the coming season. Poultry is also scarce. In vegetables, prices are firmly held. There is quite a fair stock of peaches here and holders look for good profits. Canned fish have a steady sale. Lobsters will be very scarce. Haddies are also quite a light stock, but prices show no change. Kipper herring is easy.

GREEN FRUITS—Valencia oranges are rather higher, and the stock arriving is good. This is now the chief end of the fruit trade. A few nice Jamaicas are still offered. Californians move in but a small way, and in Floridas there is but a retail trade. Lemons are still low. There is a fair sale. Cranberries are largely confined to the Cape Cod berries. There is light business at even figures. In apples, demand is quiet; there is a wide range in figures, but best fruit is held firm. Grapes show little business. The quality is but fair, though price will bring out some good fruit.

DRIED FRUITS—Little is doing. There were quite free arrivals of Valencia layers during the week, fruit that was bought early but was delayed in shipment. At the price it is good stock, the more as there are no Californians and few Malagas here. Demand, however, is now limited. It is likely part of the stock will find its way west. Currants are low and have a steady sale. A fair stock of seeded is here, and a car is due. This is the only line of Californians on which the rebate is allowed. Stock of Californian prunes is larger than usual at this season, but prices are firmly held, and there seems to be no competition from other grades. Advances are looked for, particularly in small sizes. Dates are scarce and firm. Figs are dull. Evaporated fruits are lower and tend easy. Nuts are scarce and high.

PRODUCE—It is some time since the stock of butter was so light. Even in poor stock, there is little to be had. The market was cleared up to ship to the English market. Little creamery is seen. Eggs are quite plentiful, and the stock good. Prices are easy. In cheese, while there is no change in price, there is very little movement. Higher prices are looked for.

SUGAR—The interest of last week was in sugar, in which there has been an advance in both yellows and granulated, both here and in the United States. Prices have been so dull, and the effort to bull the market so unsuccessful, that when the change came it found light stocks held here. Rather higher figures are expected.

MOLASSES—While stocks are very light and no free offering from outside points, there is little life here, as the demand is light and dealers begin to look forward to new goods. Supplies will, however, have to be brought from outside points, and it is doubtful if prices can be kept down at present figures. New Orleans has a fair sale.

FISH—Supply of fresh fish is light, and full prices asked, particularly in cod and haddock. There are no frozen, one might say, except smelt from the north shore. These are plentiful, and go largely to the American market. Smoked herring is firm, with supply light. While pickled herring are a light stock, there is little sale. We quote: 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, 4½ to 5c. per lb.; smoked herring, 8 to 9c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$2.35 to \$2.45 per 100; pickled herring, \$1.75 to \$2.15 per half bbl.; bloaters, 60c.; kippers, \$1; smelts, 5c; Shelburne, \$4.50 to \$4.75; frozen herring, 75 to 90c. per 100; frozen cod, 2½c.

PROVISIONS—Trade is dull. In barrelled goods, high and firm prices rule. Lard tends upward. Smoked meats are largely handled in a retail way.

FLOUR, FEED AND MEAL—Flour shows little change. It keeps very low, particularly Manitoba. While a firmer tone has been expected, it is slow coming. Oatmeal is quiet, and, in this and oats, there is no change in figures. Feed is more plentiful, but there is little change in price. Cornmeal is still limited in supply, and holds its price, though there is rather less demand. Beans are quiet and firm. In hay, the

strong tendency increases. A cargo for Africa is expected to be shortly shipped from this port. Barley and peas are firm. We quote: Manitoba flour, \$4.40 to \$4.60; best Ontario, \$3.80 to \$4.00; medium, \$3.60 to \$3.75; oatmeal, \$3.80 to \$3.90; cornmeal, \$2.25 to \$2.35; middlings, \$2.1 to \$2.2; oats, 38 to 40c.; hand-picked beans, \$1.50 to \$1.65; prime, \$1.45 to \$1.55; yellow-eye beans, \$1.90 to \$2; split peas, \$3.90 to \$4.00; round, \$3.25 to \$3.40; pot barley, \$3.75 to \$3.85; hay, \$7 to \$7.50; timothy seed, American, \$1.50.

ST. JOHN NOTES.

The trade here heard with deep regret of the sudden death of Mr. W. W. Ogilvie.

Bowman & Angevine received a large shipment of Valencia layer raisins this week.

Mr. Joseph Tilton, of Smith & Tilton, leaves this week on an extended trip to the coast. He goes to San Francisco via Chicago, and home via C. P. R. from British Columbia.

Leonard Bros. are finding it difficult to supply their large western trade, owing to fresh fish being so scarce. Every effort is being made to prevent delay and disappointment.

The success of business in the Lower Provinces can be judged from the statements of our two chief local banks, the Bank of New Brunswick and the Bank of Nova Scotia. In the former the earnings were 20 per cent. on the share capital, or \$100,344. The rest is now \$700,000, being \$200,000 more than the capital. Half-yearly dividends of 6 per cent. were paid. In the latter bank, the net earnings amounted to 17 per cent. on the nominal capital, or \$301,000.

BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

FREE INSERTION

in "Commercial Intelligence," to the Editor
"SELL'S COMMERCIAL INTELLIGENCE,"
168 Fleet Street, London, England.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.

CURRENT MARKET QUOTATIONS

January 18, 1900.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, Hamilton, London, St. John, N.B., Halifax, Winnipeg, Vancouver and Victoria. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. Goods in large lots and for prompt pay are generally obtainable at lower prices. All quotations for staple products are under the direct control of the Editors who call daily upon all the leading houses in the principal centres.

BUTTER, CHEESE AND EGGS

	Montreal, Quebec	Toronto, Hamilton	St. John, Halifax	Manitoba
Dairy, choice, large rolls, per lb.	18	19	16	18
" " pound prints	19	20	17	20
" " tubs, best	19	20	17	19
" " tubs, second grade	16	18	14	17
Creamery, tubs and boxes, 20 1/2	21	22 1/2	18	19
" " prints and squares	23	24	19	20
Cheese, per lb.	11 1/4	11 1/4	12 1/4	11 1/4
Eggs, new laid, per doz.	20	22	25	27

CANNED GOODS

	Montreal, Quebec	Toronto, Hamilton	St. John, Halifax	Manitoba
Apples, 3's	\$0 90	\$0 90	\$0 95	\$1 00
" " gallons	2 25	2 25	2 35	2 40
Asparagus	2 40	2 40	2 40	2 40
Beets	1 00	1 00	1 00	1 00
Blackberries, 2's	1 40	1 70	1 50	1 80
Blueberries, 2's	75	75	85	90
Beans, 2's	82 1/2	85	90	95
Corn, 2's	1 05	1 10	1 10	1 30
Cherries, red, pitted, 2's	1 90	2 00	2 80	2 40
" " white	1 90	2 00	2 80	2 40
Peas, 2's	80	85	90	90
" " sifted	85	90	1 00	1 15
" " extra sifted	1 00	1 25	1 20	1 25
Pears, Bartlett, 2's	1 25	1 50	1 75	1 80
" " 3's	2 00	2 40	2 25	2 50
Pineapple, 2's	2 40	2 25	2 50	2 25
" " 3's	2 60	2 50	2 60	2 60
Peaches, 2's	2 50	1 75	1 90	1 85
" " 3's	2 50	2 50	2 60	2 70
Plums, green gages, 2's	1 10	1 25	1 80	1 60
" " Lombard	1 00	1 10	1 30	1 50
" " Damson, blue	1 00	1 10	1 10	1 10
Pumpkins, 3's	85	90	1 00	1 00
" " gallon	2 10	2 25	2 10	2 25
Raspberries, 2's	1 60	1 45	1 60	1 75
Strawberries, 2's	1 75	1 75	1 65	1 75
Succotash, 2's	1 15	1 15	1 10	1 15
Tomatoes, 3's	90	1 00	95	1 00
Lobster, tails	2 95	2 75	2 50	2 75
" " 1-lb. flats	3 00	3 25	1 25	1 30
" " 1/2-lb. flats	1 75	1 80	1 25	1 35
Mackerel	1 30	1 35	1 25	1 30
Salmon, sockeye, tails	1 30	1 40	1 25	1 30
" " " flats	1 50	1 60	1 30	1 35
" " Horseshoe	1 35	1 40	1 30	1 60
" " Clover Leaf, tails	1 to 4 cases	1 50	1 47 1/2	1 45
" " " "	10 " 25 "	1 45	1 65	1 62 1/2
" " " "	1 " 4 "	1 65	1 65	1 65
" " " "	5 " 9 "	1 62 1/2	1 60	1 60
" " " "	10 " 25 "	1 60	1 10	1 15
" " Cohoes	1 05	1 10	1 10	1 15
Sardines, Albert, 1/2's	12	12 1/2	13	13 1/2
" " 3/4's	20	20	21	21
" " Sportsman, 1/2's	12 1/2	12 1/2	12	12
" " 3/4's	20	20	20	21
" " key opener, 1/2's	10	11	10 1/2	11
" " 3/4's	18	18 1/2	23	10
" " P. & C., 1/2's	23	25	23	25
" " 3/4's	33	36	33	36
" " Domestic, 1/2's	4	4 1/2	3 1/2	4
" " 3/4's	9	11		
" " Mustard, 1/2 lb, cases	9 50	11 00	8 50	9 00
" " 50 tins, per 100	1 00	1 15	1 00	1 10
Kipper Herring	1 20	1 50	1 00	1 00
Herring in Tomato Sauce	1 30	1 45	1 55	1 60

CANDIED PEELS

	Montreal, Quebec	Toronto, Hamilton	St. John, Halifax	Manitoba
Lemon, per lb	11	12	13	13
Orange	12	13	14	14
Citron	15 1/2	17	16	16

GREEN FRUITS

	Montreal, Quebec	Toronto, Hamilton	St. John, Halifax	Manitoba
Oranges, Jamaica, per bbl.	\$5 50	\$6 50	\$6 00	\$3 50
" " per box	3 25	3 50	3 50	4 00
" " Washington Navels, bx	3 50	3 75	4 00	4 50
" " Valencias, ord. 420's	4 50	5 00	4 00	4 50
" " " large 420's	5 50	6 00	5 00	6 00
" " " 714's	5 50	6 00	5 00	5 50
Lemons, Verdill, p. box.	2 00	2 25	2 50	3 00
" " Messina, per box	2 75	3 00	3 00	3 50
Bananas, per bunch	50	1 00	1 75	2 25
Winter Apples, per bbl	3 00	3 50	2 50	2 00
Cranberries, per bbl	5 00	6 00	6 50	7 00
Almeria Grapes, per keg	6 00	7 50	6 00	7 00

SUGAR

	Montreal, Quebec	Toronto, Hamilton	St. John, Halifax	Manitoba
Granulated (St. Lawrence, Red-path)	\$4 45	\$4 47	\$4 58	4 50
Granulated, Acadia	4 40	4 45	4 53	4 60
Granulated, American (net)	4 45	4 45	4 45	4 45
Paris lump, bbls. and 100-lb. bxs	5 18	5 38	5 38	5 38
" " in 50-lb. boxes	5 28	5 48	5 48	5 48
Extra Ground Cing, bbls.	5 25	5 48	5 48	5 48
Powdered, bbls.	5 10	5 30	5 30	5 30
Phoenix	4 30	4 43	4 43	4 43
Cream	4 30	4 43	4 43	4 43
Extra bright	4 15	4 28	3 1/2	3 1/2
Bright coffee	4 05	4 18	3 1/2	3 1/2
Bright yellow	4 08	4 08	3 1/2	3 1/2
No. 3 yellow	3 75	3 93	3 1/2	3 1/2
No. 2 yellow	3 75	3 89	3 1/2	3 1/2
No. 1 yellow	3 65	3 76	3 1/2	3 1/2
Foreign, yellow			3 1/2	3 1/2

HARDWARE, PAINTS AND OILS

	Montreal, Quebec	Toronto, Hamilton	St. John, Halifax	Manitoba
Wire nails, base	\$3 25	\$3 30		
Cut nails, base	2 60	2 60		
Barbed wire, per 100-lb.	3 60	3 60		
Smooth Steel Wire (oiled and annealed, etc.), base	3 00	3 35		
White lead, Pure	6 37 1/2	6 50		
Linseed oil, 1 to 4 bbls., raw	62	60		
" " " " boiled	65	63		
Turpentine, single bbls	75	73		

SYRUPS AND MOLASSES

	Montreal, Quebec	Toronto, Hamilton	St. John, Halifax	Manitoba
Syrups—				
Dark	1 3/4	32		
Medium	2	30		
Bright	2 1/4	35		
Corn Syrup, barrel, per lb			2 1/2	36
" " 1/2 bbls. "			2 3/4	36
" " kegs			2 3/4	36
" " 3 gal. pails, each			1 30	
" " 2 gal.			1 00	
Honey	90	1 00		
" " 25-lb. pails	1 20	1 40		
" " 38-lb. pails				
Molasses—				
New Orleans		23	27	36
Barbadoes	43		28	30
Porto Rico		38	42	35
Antigua			25	28
St. Croix			27	28

CANNED MEATS

	Montreal, Quebec	Toronto, Hamilton	St. John, Halifax	Manitoba
Comp. corn beef, 1-lb. cans	\$1 50	\$1 50	\$1 60	\$1 60
" " 2-lb. cans	2 65	2 65	2 75	2 75
" " 4-lb. cans	5 25	5 25	5 50	5 50
" " 6-lb. cans	8 25	8 25	8 75	9 25
" " 14-lb. cans	18 00	18 50	19 50	20 00
Minc'd callops, 2-lb. can	2 60	2 60	2 50	2 80
Lunch tongue, 1-lb. can	3 30	2 90	3 25	2 80
" " 2-lb. can	6 70	6 75	7 00	5 80
English brawn, 2-lb. can	2 40	2 50	2 80	2 75
Camp sausage, 1-lb. can			2 50	2 50
" " 2-lb. can			4 00	4 00
Soups, assorted, 1-lb. can			1 50	1 40
" " 2-lb. can			2 20	2 25
Soups and Boull, 2-lb. can			1 80	1 50
Sliced smoked beef, 1/2's	1 70	1 65	1 70	2 00
" " 1's	2 75	2 80	2 95	3 25

FRUITS

	Montreal, Quebec	Toronto, Hamilton	St. John, Halifax	Manitoba
Foreign—				
Currants, Provincials, bbl.			4 1/2	5
" " Filistras, bbls			5	5 1/2
" " 1/2-bbls.	4 1/2		5 1/4	5 1/2
" " cases	4 1/2	4 1/2	5 1/4	5 1/2
" " 1/2-cases	4 1/2	4 1/2	5 1/2	6
Patras, bbls			6	7
" " 1/2-bbls.			6	7 1/2
" " cases			6	7 1/2
" " 1/2-cases			6	7 1/2
Vostizzas, cases			6	8
Dates, new, boxes	5	5 1/2	6	5 1/2
Figs, 10-lb. boxes, per lb.	12 1/2	14	10	14
" " 20 & 28-lb. boxes, per lb.	14	18		
" " Mats, per lb., new		3 1/2	4	
" " Naturals, per lb.			5 1/2	
" " 1-lb. glove boxes			13	
Prunes, California, 30's	10	10	10 1/2	12
" " 40's	8 1/2	8 1/2	9	8 1/2
" " 50's	7 1/2	7 1/2	8 1/2	8 1/2
" " 60's	7 1/2	7 1/2	8 1/2	8 1/2
" " 70's	6 1/2	6 1/2	7 1/2	7 1/2
" " 80's	6	6 1/2	7 1/2	6 1/2
" " 90's	6	6 1/2	7	7
" " Bosnia, A's.			8 1/2	9
" " B's.			7 1/2	8
" " U's.			6 1/2	7
Raisins, Fine off stalk	7	6 1/2	6 1/2	7
" " Selected	7 1/2	7	7 1/2	7 1/2
" " Layers	8	7 1/2	7 1/2	7 1/2
" " Sultanias	10	12	10	12
" " California, 3-crown			8 1/2	9
" " " 4-crown			9 1/2	10
" " seeded, 3-cr.			11 1/2	10
" " Malaga, Lon. layers	1 60	1 75	1 65	1 75
" " Black baskets	1 90	2 00	1 80	1 90
" " Blue baskets	2 00	2 25	1 90	2 25
" " Dehesa clusters	3 00	3 25	2 75	
" " Royal clusters	4 00	4 50		
" " 1/4-flats black baskets				
" " 1/4-flats blue baskets				
" " 1/4-flats Dehesa				
" " S. Mal. Musc. lb. pkg.				
" " Loose Musc. per lb.				

Dry Salted Meats—
 Long clear bacon
 Smoked meats—
 Breakfast bacon
 Rolls
 Hams
 Shoulder hams
 Backs
 Barrel Pork—
 Canadian heavy mess extra short cut.
 Clear shoulder mess agus
 Plate beef
 Lard, tierces, per lb lot is
 Tubs
 Pails
 and for Shortening, in f

PR
MOCHA
 Makes the most delicious cup of coffee obtainable.
 Any Person selling or putting up Imitations lay themselves open to Prosecution.
 For Sale in 1 and 2 lb. tins by all Wholesale Grocers.
ACME MILLS, 126 & 128 QUEEN STREET, MONTREAL



MANITOBA MARKETS.

WINNIPEG, January 15, 1900.

TRADE, although somewhat dull, is fair for the time of year. Collections are still slow, but, with the snow that has fallen within the past 24 hours, the sleighing in the country will be fairly good and there will be more movement.

A bad fire occurred very early Thursday morning, whereby the premises and entire stock of The Manitoba Produce Company were destroyed. The fire is now pretty generally attributed to the electric wires. It had gained great headway before it was discovered. The stock consisted of tons of cured meats, butter, cheese, eggs, fish and lard. The smoke and smell from this mass when ignited was something awful. A large quantity of liquors were also stored in the building, it being used as a bonded warehouse. The explosion of the cases of liquor added greatly to the difficulties of the firemen. The nearest building was the warehouse of The Rublee Fruit Company, which, in fact, had at one time been used as an annex in the days of The Turner, Mac-kean Company, to which estate the buildings both belong. The fruit company had a narrow escape, as at one time the joist running between the buildings was on fire. Just at present it is a difficult matter to tell whether they might not better have lost their stock direct. The bulk of it just now consists of dried and evaporated fruits, fancy biscuits and confectionery, and, as these were for hours subjected to a dense, pungent, greasy smoke, it will be very difficult to estimate the amount of damage. Both stocks were fully insured.

WHEAT—"About the dullest on record" is the summing up of the wheat market for the week. The money situation mentioned last week is even more stringent, and this, of course, means very few buyers. On the other hand, there has not been by any means, a superabundance of sellers. Those that have No. 1 hard seem determined to hang on for better prices. The deliveries have been very light, but are liable to improve considerably during the coming week, now that there may be said to be an attempt at sleighing. Cash wheat closed at Fort William on Saturday at 63½c., being a drop of ½c. from last Saturday's figures.

FLOUR—This market is slow and without change of price from last week. Ogilvie's Hungarian patent, \$1.80; Glenora, \$1.70; Manitoba strong bakers', \$1.50; XXXX, \$1.10; Lake of the Woods, patent, \$1.90; strong bakers', \$1.70; Medora, \$1.40; XXXX, \$1.20. Bran, \$10.50 per ton; shorts, \$11.50 to \$12.

CEREALS—Rolled oats are offering very freely. The general quotation is still \$1.70, but the tendency is lower, and some sales

have been effected at \$1.65. Split peas and pot barley are steady and without change. The advance in buckwheat is maintained. The trade at this point is small. Beans are firm and in very good demand: Choice hand-picked, \$2; prime mediums, \$1.85 to \$1.90.

RICE—Japan rice is very high and very firm. Latest advices point out that the crop is short, and, in addition to this, the Japanese Government are making large purchases, presumably for contemplated military emergencies. The price here is 5 to 5½c.; B or Rangoon, 4¼ to 4½c.

SUGARS—The price has advanced during the week 10c. per 100 lb., and the market has been steady. It would not be surprising if there was a still further advance. Granulated is quoted 5½ to 5¼c., and bright yellow, 4¾ to 4½c.

SYRUP—This market is very slow. It is one of the staples that has felt the absence of large camps in the woods.

EVAPORATED AND DRIED FRUITS—Currents are offering very freely and stocks appear to be in excess of demand. Latest reports from the east and south indicate that stocks carried are very heavy. Sellers are eager, but buyers are slow. Raisins are without change of any kind since last writing. The market is barely supplied in some lines, but trade is dull after the holiday trade. Evaporated apples are offering freely at a much lower price; in fact, the price is now very little in advance of that asked for dried apples. Dried apples are very slow at 7½c. This is, no doubt, attributable to the fact that the price is so close to that of evaporated.

CANNED GOODS—This market appears to be quite beyond the comprehension of the ordinary buyer. The terms for canned tomatoes in the East either from first or second hands being far beyond the proportionate price that these goods are selling for here. As matters now stand tomatoes bought in the East, even in large quantities, would cost, laid down here, from \$2.35 to \$2.40 per case. And yet on this market small lots have been sold during the past week as low as \$2.20. Corn is in much the same position. Heavy Eastern handlers are asking more per case in the East than the goods are selling for here, and it costs from 35 to 40c. per case to bring them in. These matters must, of course, right themselves in time, but in the interval the unfortunate jobber who bought late in the season is decidedly out of the game. Peas seem plentiful, although extra sifted are very firm and appear good property. Marrowfats are worth \$1.90 to \$2, and extra sifted \$2.20 to \$2.30. Canned asparagus is very scarce, and only one small lot is known of on this market. The demand for

this vegetable grows rapidly, and it is surprising that Eastern packers do not put up a larger supply. It is understood here that already the Californian and Coast pack for 1900 is all purchased or contracted for. Canned fruits are quiet and firm. Canned meats are very firm with indications of still higher figures: Corned beef, 2's, \$3; corned beef, 1's, \$1.75; brawn, 2's, \$2.75; brawn, 1's, \$1.60; minced collops, \$2.80; roast beef, 2's, \$3.10; pigs feet, \$3.10; lunch tongue, 2's, \$8; extra quality of canned soups \$2.85 per doz.

CURED MEATS—While the market to the South shows a slight advance, the market to the East is slightly easier. As the Eastern market governs ours during the winter months, hams are a shade easier, being quoted at 11½ to 12c. All other lines are unchanged.

BUTTER—This market is practically given over to dairy butter. The grade is very mixed, and there is very considerable variation of prices. Mixed lots of fresh dairy, tubs and rolls, bring from 17 to 20c., while fresh separator made in bricks, papered, is worth 21 to 21½c.

CHEESE—Market is merely normal at 13 to 13½c. There is practically nothing moving.

EGGS—The offerings are rather more plentiful from Manitoba, but the bulk of the stocks being used are from Ontario. The price is somewhat easier, being 18 to 18½c.

GREEN FRUITS—Market very slow and dull. The fire has made away with considerable stock in this line. Apples are still unsatisfactory and likely to remain so. The prices vary from \$4.00 for a really first-class article, picked and repacked, all the way down to 75c. Auctions are still being held, and the whole apple trade this year from first to last has principally existed to pay freight to railway companies. There has been no profit or satisfaction in it. All staple lines of fruit in season are without change for the week.

AGENCIES WANTED

WANTED.—AGENCIES FOR ANY LINE of goods, for British Columbia, by young man thoroughly experienced in retail trade; best of references; intends starting for coast about March 1st. Address, "Agency," care THE CANADIAN GROCER, Toronto. (9)

THE
SIRDAR'S
REGISTERED

MOCHA

Makes the most delicious cup of coffee obtainable.

Any Person selling or putting up Imitations lay themselves open to Prosecution.

For Sale in 1 and 2 lb. tins by all Wholesale Grocers.
ACME MILLS, 126 & 128 QUEEN STREET, MONTREAL

TRADE WITH OTHER COUNTRIES THAN OUR OWN.

LATEST mail advices from New Orleans reported the stock of all grades of molasses in sheds as 8,199 bbls. against 19,534 bbls. last year.

TEA IN NEW YORK.

The feature of the week was the auction sale held on Wednesday. The offerings were fairly large, amounting to about 16,000 packages, and the prices realized were on a lower basis, showing declines of $\frac{1}{2}$ c. to 1c. per lb. from the last sale. The street market has been quiet, and despite the lower prices at the auction sale the undertone has held fairly steady, dealers not being disposed to force sales and few changes have been made in quoted values. —N. Y. Journal of Commerce, January 13.

SMALL PRUNES WERE WANTED.

In its issue of January 6, The California Fruit Grower says of prunes. "Heavy orders have been received from Europe, but invariably call for small sizes, which cannot be had at any price. One cable order for 10 cars was declined on Wednesday owing to the inability to secure the small fruit demanded. The stock held in the State is conservatively estimated at 900 cars, of which 650 are in the Santa Clara Valley. This is a light stock considering that eight months intervene between this and the new crop. Should the export demand turn to the sizes which it is possible to furnish, a big hole would be made in Coast holdings during the next few months. February will, no doubt, bring with it the customary domestic trade demand. Prune exports for the year 1899 are more than double those of 1898. We expect to be able to report the direct export movement in a short time. During the week a Chicago house purchased of the Mineral King Ranch, Visalia district, 400 tons of prunes, sizes ranging as follows: 10 per cent. 40's, 15 per cent. 50's, 40 per cent. 60's, 30 per cent. 70's, and 5 per cent. small sizes. The price, while not made public, is said to be $2\frac{1}{4}$ c. basis, less the usual selling commission."

CANNED SALMON IN LONDON.

The most important article is perhaps salmon, and, in considering the prospects for the coming season, it may be interesting to refer to the corresponding period last year. It was then generally argued that, in consequence of the pack being an unusually small one, prices were almost certain to advance, but there was one weak spot in the argument, viz., the difficulty of ascertaining the amount of stock held by wholesale and retail dealers throughout the country. Almost everyone who was in a position to do so had laid in a good stock

when prices were low, and to such an extent in some cases as to carry them entirely through 1899 without having to purchase a single case. Even with this factor operating against holders, prices have been well maintained, and the present season commences with small stocks throughout the country, with materials such as tinplate, dearer, and with a higher range of freights than we have been accustomed to for some years. A good business has been done already for forward delivery, and holders are now questioning the desirability of making further offers except at an advance on prices hitherto ruling. Beyond the quantities already on the way, it is difficult to obtain offers at anything approaching previous rates. — Produce Markets' Review, London, December 30.

A BAD SULTANA MARKET.

The Sultana market is as bad as it well can be, and a satisfactory trade cannot be expected until an adjustment has been made of some of the present market values. The difference in the ideas of the value of the same quality varies to the extent sometimes of as much as 3s. per cwt., which in itself is quite sufficient to upset the confidence of the dealers and distributors. The position has arrived at a stage which is very unhealthy, and which no amount of bolstering can maintain, and it would ultimately be a good thing for all concerned if the matter were faced and corrected without further delay. What is wanted is that the fruit now selling at from 32s. to 34s. should be reduced to 28s. and 29s., so that a good retail fourpenny can be sold and the value made evident to the consumer as well as the grocer. — Produce Markets' Review, December 30.

1900 PACK TOMATOES IN THE UNITED STATES.

We are not likely to hear, however, of the fixing of any prices for tomatoes before the meeting of the New Jersey Association, which occurs on January 19; nor have we heard as yet any price that can be regarded as one that will apply generally to the valuation of green corn, although the New York growers of sugar corn have issued a circular claiming that they should receive 60c. per cwt. for merchantable corn delivered at the factory. It is possible some packers of extra-fine, high-grade, shoe-peg sugar corn might be able to pay \$12 per ton for it, but we very much doubt if they consent to do so, for it would be an advance of nearly 50 per cent. on the price of previous years. It is reasonably certain also, in view of the circular issued by the Indiana Tomato Packers' Association, intimating that a very advanced price will be put on tomatoes this year, that the growers of the love apple would also expect higher prices for their blushing fruit. — The Trade, Baltimore, Md., January 12.

Pure Norwegian Process

COD LIVER OIL

Non-Freezing. In tin-lined barrels
of 26 gallons.

J. & R. McLEA, Montreal.

COFFEE

has advanced—is still advancing. We offer for immediate shipment choice selections in

Rio, Santos
Maracaibo and
Mild Coffees.

WARREN BROS. & CO.
TORONTO.

Most Excellent Coffee



A pure, high-grade berry at a
popular price.

Trial Order Solicited.

FRUITS

Do you want to buy fruits or nuts of any kind, at a low price for the best goods? We can give you **a snap**.

Two weeks ago, we advertised 1,200 boxes Prunes and Peaches, we have 200 or 300 left.

We have now in stock

200 cases 55 lbs. New Shelled Walnuts.

300 cases Bosnia Prunes left.

200 boxes Hallowee dates, and about 600 boxes Malaga loose Muscatel 3-crown Raisins.

We have just a few bales of Pure Mayette "**Grenobles**" left, also a few bags soft-shell Tarragona Almonds.

All of the above are the very finest in the market and we are clearing them out at a low figure. Remember they are all **fresh goods**.

ASK FOR SAMPLES AND PRICES.

L. CHAPUT, FILS & CIE.

Wholesale Importers,

Montreal

FOUR LIVE FIRMS MADE ONE.

A CONSOLIDATION which is of some interest to the grocery trade of Canada has just been consummated. We have reference to the consolidation of A. F. MacLaren & Co., manufacturers of MacLaren's "Imperial" cheese, Toronto; MacLaren & Thompson,



A. F. MACLAREN, M. P.

manufacturers of MacLaren's "Imperial" cheese, Detroit; Henry Wright & Co., merchandise brokers, Toronto, and MacLaren Bros., cheese exporters, Ingersoll.

The style of the amalgamated concern is The A. F. MacLaren Imperial Cheese Co., Limited. The head office is in Toronto, with branches in Ingersoll and Detroit.

The firm of Henry Wright & Co. was started nine years ago. Eight years ago, Mr. A. F. MacLaren began the manufacture of "Imperial" cheese, which, it will be remembered, took the highest prize at the World's Fair in Chicago, scoring 100 points. Henry Wright & Co. then became the agents in Toronto for this cheese, but, a few years later, Mr. Wright became a partner with Mr. MacLaren in the manufacture of "Imperial," the style of the firm becoming A. F. MacLaren & Co. The firm of MacLaren Bros., of Ingersoll, have for years occupied a prominent place in Canada as exporters of cheese. MacLaren & Thompson were the manufacturers of "Imperial" in the United States. The interest of Mr. Thompson in the last-named business has been acquired by the new company. Since then, Mr. Thompson, who had for some years been too ill to attend to business, has died, his demise taking place on January 6.

The management of the Canadian business devolves upon Mr. Wright, while the exporting trade will be under the supervision

of Mr. J. B. MacLaren, of Ingersoll. The United States business will be looked after from Detroit by Mr. Archibald MacLaren.

The directors of The A. F. MacLaren Imperial Cheese Co., Limited, are: A. F. MacLaren, M. P., Henry Wright and J. B. MacLaren.

The purposes of the consolidation are the insuring of greater concentration of effort and of capital. The particular lines looked after by the separate firms will consequently naturally receive even better attention than was possible before.

The St. Croix Soap Co., St. Stephen, N. B.; Thos. Upton & Co., Hamilton; The Brantford Starch Co., Brantford; The American Cereal Co., Chicago, and The T. A. Snider Co., Cincinnati, all of which were represented by Henry Wright & Co., will now be represented by The A. F. MacLaren Imperial Cheese Co., Limited, but will still be under the special care of Mr. Wright.

In addition to the manufacture of "Imperial," the new company will vigorously push business as importers and exporters of cheese and as manufacturers' agents in grocers' sundries. As all the men which made the individual concerns successful have now got their "heads together" we may reasonably expect the former to make even more rapid development in the future than the latter did in the past.

THE UNITED STATES CORN PACK.

In its current issue The American Grocer reviews the 1899 corn pack, which shows an increase of 952,357 cases over 1898.



HENRY WRIGHT.

According to the statistics presented this increase was made in the South and West, Maryland and Virginia producing about 100,000 cases, Illinois 346,794 cases, Indiana 37,300 cases, Iowa 325,000 cases and Ohio 240,300 cases more than in 1898. Maine's output was 961,950 cases, or 46,-

860 more than in the previous season. The pack of New York State fell 191,627 cases below that of 1898, although at the beginning of the season the indications pointed to a pack of 2,000,000 cases. The prolonged drought cut the yield of corn down in the State, notwithstanding an increased acreage, so that the packers were able to make but 1,218,942 cases. The total corn pack of the United States and Canada was 5,400,920 cases compared with 4,448,563 in 1898. The average pack for the past 10 years amounted to 3,320,125 cases, and the average for the three years 1897-99 was 4,252,741 cases.

AN APPEAL TO CLERKS.

Editor CANADIAN GROCER,—We are very desirous of having a much larger membership in our Grocery Clerks' Association than we have or have had. Our membership has risen to as many as 50 during the past year, and now, as we are beginning another year, we would much like to increase it ten-fold. There is every good reason that we should. And we will do so if the grocery clerks and other assistants realize what can be gained in the way of helping one another over the difficult places in our experiences, smoothing out the paths of those less experienced, and looking forward to a thorough course of training for the better knowledge of our business. The fact is, the average clerk is very much like a clock wound up to run from 7.30 a.m. to 9 p.m., having no higher object than simply to put in the time. The aims of an association are the promotion of friendship among the clerks and the helping of one another to a better fitness for service.

R. H. HUDSON.

8 Denison Square, Toronto.

NEW USE FOR DRIED APPLES.

The British Trade Journal of a recent date says: "With characteristic ingenuity, the French are using the dried apples imported from America for the production of a new beverage called "Piquette," some consignments of which have, we believe, been sent to this country. It closely resembles cider, having the same sparkling appearance and lightness, but it can be distinguished from cider by its peculiar flavor of baked or partly burnt apples. The process of manufacture is described as follows: 5 lb. of raisins, 5 lb. of dried sliced apples, and 5 gallons of water are placed in an open cask and let stand for three days, after which the liquor is bottled, with half a teaspoonful of sugar and a pinch of cinnamon in each bottle. In France, the beverage thus produced is sold at two sous a glass. It appears to be a wholesome drink, which might be made in England from colonial apples for exportation to the tropics."

DIRECTORS:

A. F. MacLAREN, - Stratford.
HENRY WRIGHT, - Toronto.
J. B. MacLAREN, - Ingersoll.

A. F. MacLAREN IMPERIAL CHEESE CO.

LIMITED

Manufacturers of MacLaren's Imperial Cheese,

Importers and Exporters of Cheese,

and Manufacturers' Agents for Grocers' Sundries.

HEAD OFFICE:

Toronto, Canada.

BRANCHES:

Ingersoll, Canada.

Detroit, U. S. A.

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

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

**Superior Quality
Always Good**

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

JAMES MCKEE & Co., manufacturers of spices, etc., Toronto, have assigned to Henry Barber, Toronto. The liabilities are placed at \$5,000 with assets considerably less.

Ed. Durand, fruit dealer, etc., Que., has assigned.

A. Riopel, grocer, etc., L'Epiphanie, Que., has assigned.

George Lecompte, general merchant, Dorion, Que., has assigned.

Clark & Bell, general merchants, Harrow, Ont., are offering 60c. on the dollar.

Joseph Brault, general merchant, Laprairie, Que., is offering 40c. on the dollar.

D. A. Smeall, grocer, Montreal, has assigned. His liabilities amount to \$1,100.

A meeting of the creditors of T. J. Ryan, general merchant, Burketon, Ont., has been held.

Stratton Bros. & Co., general merchants, Stonewall, Man., are preparing a statement for creditors.

V. E. Paradis has been appointed curator of J. H. Robertson, general merchant, New Richmond, Que.

J. A. Thibault & Co., provision dealers, Montreal, have assigned. Their liabilities amount to \$1,250.

A meeting of the creditors of F. W. Wiskin, grocer, Napanee, Ont., will be held on January 26.

Gagnon & Caron have been appointed curators of Joseph Belanger, general merchant, St. Louis de Mile End, Que.

Joseph D. McNeill, general merchant, Sydney Forks, N.S., has assigned, and a meeting of creditors has been called.

E. R. C. Clarkson has been appointed interim receiver of The Social Ceylon Tea Co., wholesale tea merchants, Toronto.

Kent & Turcotte are preparing a settlement of the affairs of the estate of Seidon Wolfe, general merchant, Rigaud, Que.

Turville Bros., grocers, London, have assigned to J. M. Dillon, and a meeting of the creditors has been called for January 22.

Mrs. P. Sussex, general merchant, Bothwell, Ont., has assigned to C. B. Armstrong,

London, and a meeting of her creditors has been held.

PARTNERSHIPS FORMED AND DISSOLVED.

Flora McKay has registered as sole partner in the firm of McKay & Co., grocers, Sydney, N.S.

Mistele Bros., general merchants, Rodney, Ont., have dissolved. John J. Mistele continues.

Govang & LeBlanc, general merchants, Fox Creek, N.B., have dissolved. Amos Govang continues.

G. D. Longworth & Co., lobster packers, Charlottetown, P.E.I., have admitted Chas. Longworth as partner.

C. M. Sherwood & Bro., grocers, Woodstock, N.B., have dissolved, Charles M. Sherwood continuing.

Joseph Isabella and Alphonse Rivet have registered partnership as grocers, etc., Granby, Que., under the style of Isabella & Rivet.

Bauld, Gibson & Co., wholesale grocers, Halifax, have been succeeded by Henry G., William and Alfred M. Bauld, under the style of Bauld Bros. & Co., wholesale grocers, Halifax.

SALES MADE AND PENDING.

Joseph Blair, general merchant, Granby, Que., has sold out.

Richardson & Co., general merchants, Norwood, Ont., have sold out.

The assets of Arthur Bedard, grocer, Quebec, have been advertised for sale.

The stock of Paul McNally, general merchant, Campbell's Bay, Que., has been sold at 65c. on the dollar.

The stock of G. A. Marion & Co., general merchants, Rockland, Ont., has been sold at 47½c. on the dollar.

CHANGES.

The Main Provision Market, Montreal, has closed business.

Paul Bova, fruit dealer, etc., Ottawa, has sold out to Joseph Iiopo.

L. A. Laur, baker, Vienna, Ont., has removed to Springfield, Ont.

Frank J. Donley, tobacconist, St. Thomas, Ont., has sold out to S. Wilkins.

E. Young, grocer, Lawrencetown, N.S., has sold out to N. H. Phinney.

G. H. White, dry goods merchant, and S. H. White & Co., general merchants,

Sussex, N.B., have been succeeded by The Sussex Mercantile Co., Limited.

W. A. Edgar, cheese manufacturer, Culloden, Ont., has sold out to John A. Scott.

Norman McDonald, general merchant, Sydney, N.S., has sold out to H. H. Sutherland.

Cyprien St. Onge, wholesale produce dealer, St. Onge, Ont., is adding sawmill and hotel.

Charles Wilson, grocer and provision dealer, Seaforth, Ont., has sold out to Beattie Bros.

Nathan Fraid, general merchant, Farran's Point, Ont., have been succeeded by Mrs. J. A. Weaver.

The Weidman Stave and Heading Mills, Weidman, Ont., have sold their general store to W. Trott.

W. J. Clark, grocer and baker, Seaforth, Ont., has been succeeded in his grocery business by J. A. McNaughton.

FIRES.

The warehouse and granaries of D. A. Murray, general merchant, Dunvegan, Ont., have been burned.

DEATHS.

Joseph T. Kendall, grocer, Hamilton, is dead.

Cyprien Tanquay, grocer, Levis, Que., is dead.

W. W. Ogilvie, flour miller, etc., Montreal, is dead.

Napoleon Dufresne, grocer, Three Rivers, Que., is dead.

A UNIQUE INVITATION NOTICE.

THE CANADIAN GROCER has received from M. G. De Wolfe, of Kentville, N.S., president of the Maritime Board of Trade, a copy of the circular giving notice of the annual meeting of the Kentville Board of Trade, which was held on Monday evening. It was one of the most unique notices that has ever come into this office, showing originality both in typographical appearance and the wording of the invitation to the members to be present at the meeting.

F. J. Mooney has opened a confectionery store in Edmonton, N.W.T. He intends to also start a bakery.

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.

MONTREAL.

TORONTO.

Quebec,
Halifax,

Hamilton,
Winnipeg,

Kingston,
Victoria,

London,
Vancouver,

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

THE SALMON PACK OF 1900.

In a review of the British Columbia salmon pack, The Victoria Colonist says: In contrast with its history for the year immediately preceding, the salmon canning industry may be said to have thrived notably during 1899, while both demand and prices are spoken of at the present time as all that could be desired. The improvement is shared in with the canners of the American side, the total Pacific Coast pack for 1899 being found to consist of 3,138,040 cases, against 2,484,000 for 1898; 3,121,117 for 1897; 2,300,462 for 1896; 2,034,877 for 1895, and 1,884,211 for 1894—the twelvemonth just at an end going on record as producing the heaviest exports in the history of the trade. Of British Columbia's contribution to the general Pacific Coast pack for export, 711,600 cases, the special distribution by river districts is:

	Cases.
Fraser river.....	463,600
Northern rivers.....	216,000
Fraser river, cohoes and fall.....	32,000

A greatly increased proportion of the pack goes forward to the markets of the world by the regular steamship and railway lines, while a fleet of nine vessels is at present engaged in the delivery of British Columbia salmon of the 1899 pack to London and Liverpool, the vessels engaged representing an aggregate tonnage of 11,854.

The pack for the year, by canneries, follows:

FRASER RIVER CANNERIES.	
Cannery.	Cases.
Cleeve C. & C. T. Co.....	15,415
Boutillier & Co.....	11,000
Premier.....	5,750
Lam Tung.....	8,706
Fraser River Cannery.....	9,082
Vancouver.....	17,890
Acme.....	7,650
Terra Nova.....	11,680
Alliance.....	6,629
Dunsmore, Limited.....	10,000
Provincial.....	8,000
Greenwood.....	3,950
Richmond.....	10,320
Keltic.....	5,536
English Bay.....	16,300
Canoe Pass and British-American.....	13,000
Anglo-American.....	7,500
Brunswick (2).....	17,647
Westham Island Packing Co.....	8,014
A. B. C. Co. (6).....	51,368
Victoria Canning Co. (3).....	47,948
J. H. Todd & Sons (2).....	21,729
Industrial.....	5,738
St. Mungo.....	12,970
Ewen & Co.....	18,700
Dease Island.....	9,200
Fishermen's.....	7,253
Currie & McWilliams.....	22,000
Albion Island.....	22,584
Canadian Pacific.....	11,468
Colonial.....	15,400
Van. Pac. Coast.....	10,272
Hume & Co.....	7,700
Imperial.....	8,260
London.....	8,156
Lighthouse.....	8,000
Star.....	12,100
Gulf of Georgia.....	28,500
Atlas.....	7,585
Scottish-Canadian.....	19,716
Total Fraser river pack for 1899.....	527,396

NORTHERN CANNERIES.

Windsor.....	14,062
Carlisle.....	10,200
Globe.....	7,900
British-American.....	18,750
North Pacific.....	18,200
Skeena.....	14,750
Inverness.....	15,500
Standard.....	10,200
Anglo-Alliance.....	3,000
Lowe Inlet.....	10,341
Wonnock.....	10,867
Rivers Inlet (2).....	18,000
Wadhams.....	19,610
Good Hope.....	7,500
Brunswick.....	10,740
Vancouver.....	9,711
Namu Harbor.....	7,200
Naas Harbor.....	11,630
Mill Bay.....	7,812
Alert Bay.....	6,950
Clayoquot Sound.....	5,200

Total Northern pack..... 238,123

Grand total British Columbia..... 765,519

Grand total British Columbia, 1898... 496,447

Increase for 1899..... 269,072

GROCERIES FOR THE SOLDIERS.

Speaking of war reminds us that the continuation of the South-African campaign means a heavy demand for many descriptions of groceries for the sustenance of Tommy Atkins. The following scale of rations has been adopted for the British troops engaged in the war: Preserved meat, 1 lb., in lieu of fresh meat; bacon, 4 oz., in lieu of fresh meat occasionally; cheese, 2 oz., in lieu of 4 oz. meat occasionally; biscuit, 1 lb., in lieu of 1 1/4 lb. bread; chocolate, 1 oz., in lieu of tea or coffee; coffee 1/2 oz., tea 1/4 oz., sugar 3 oz., salt 1/2 oz., pepper 1/2 oz.; rum 1-64th gallon, jam 4 oz., three days a week; portable pea soup, 2 oz. tins, 3 oz. meat; rice, 2 oz., in lieu of 1 oz. compressed vegetables; compressed vegetables, 1 oz.; lime juice, 1/2 oz.; fresh meat, 1 lb.; bread 1 1/4 lb. Canned meat has already been purchased to the amount of 12,000,000 lb., and a large quantity of a special preparation of meat and vegetables has also been supplied. The modern army ration is coming more and more to resemble the stock list of a family grocer.—New York Merchants' Review.

MAPLE SUGAR IN VERMONT.

Maple sugar dealers are quite generally discouraged in Vermont over the poor, scanty yield of last spring and the devastation among the maple trees by the tent caterpillar. It is frequently remarked that we are in danger of losing our maple orchards if the worms continue another year as bad as the last two seasons. A writer in The Farmers' Advocate tells his experience as follows: "Last year I made 800 lb. of fairly good sugar from 900 trees tapped. I had my pails all hung in time to catch the first run of sap, which proved to

be the best run of the season. I sold a little too soon, receiving 9c. per lb., whereas if I had held two months later I could have sold for 11c., but I am not sorry I sold. I always make it a practice to sell when I can get a good fair price, and if the price advances later it is all right. I like to see others make a good thing as well as myself. I have taken pains to find out from others in different parts of the State as to the damage done by the caterpillar and I find that only in rare instances have the worms done severe damage in the same locality two successive years."

DEATH OF MR. F. E. COLMAN.

THE Eastern Daily Press, of Norwich, England, under date of January 2, has the following:

"We regret to announce the death of Mr. Frederick E. Colman, chairman of the board of directors of J. & J. Colman, Limited. Mr. Colman so recently as December 22 attended the funeral of his mother, who was the widow of Mr. Edward Colman, one of the three brothers who were partners in the firm of J. & J. Colman. He was taken ill the same night, and his indisposition rapidly developed. Alarming symptoms set in, and, while at times there were signs of improvement, he was never considered to be out of danger, and he died on Monday at about noon.

"Mr. Frederick Colman was the eldest son of the late Mr. Edward Colman, and was born on July 2, 1841. In about 1862 he took up his residence in Norwich, and acquired practical knowledge of the working of the business at Carrow. Here he remained about three years, afterwards going to the London office in Cannon street, where he filled an important position. On the death of his father he became a partner in the firm, and on the death of the late Mr. J. J. Colman he succeeded to the position of chairman of the board. Mr. Colman lived for the most part in the neighborhood of London, but being keenly interested in agriculture, some ten years ago he purchased the estate of Nork Park, Epsom Downs, formerly the property of Lord Egmont. Here he devoted a good deal of attention to the breeding of red polled cattle, and also raised a small but choice stud of hackneys. He was a successful exhibitor of both red polls and hackneys, and at the recent sale of Mr. J. J. Colman's herd at Easton he was one of the largest purchasers. Mr. Colman was a fine man, of striking presence. He was recently appointed a deputy lieutenant for the city of London. He leaves a widow and two sons, the elder of whom is about eighteen years of age."

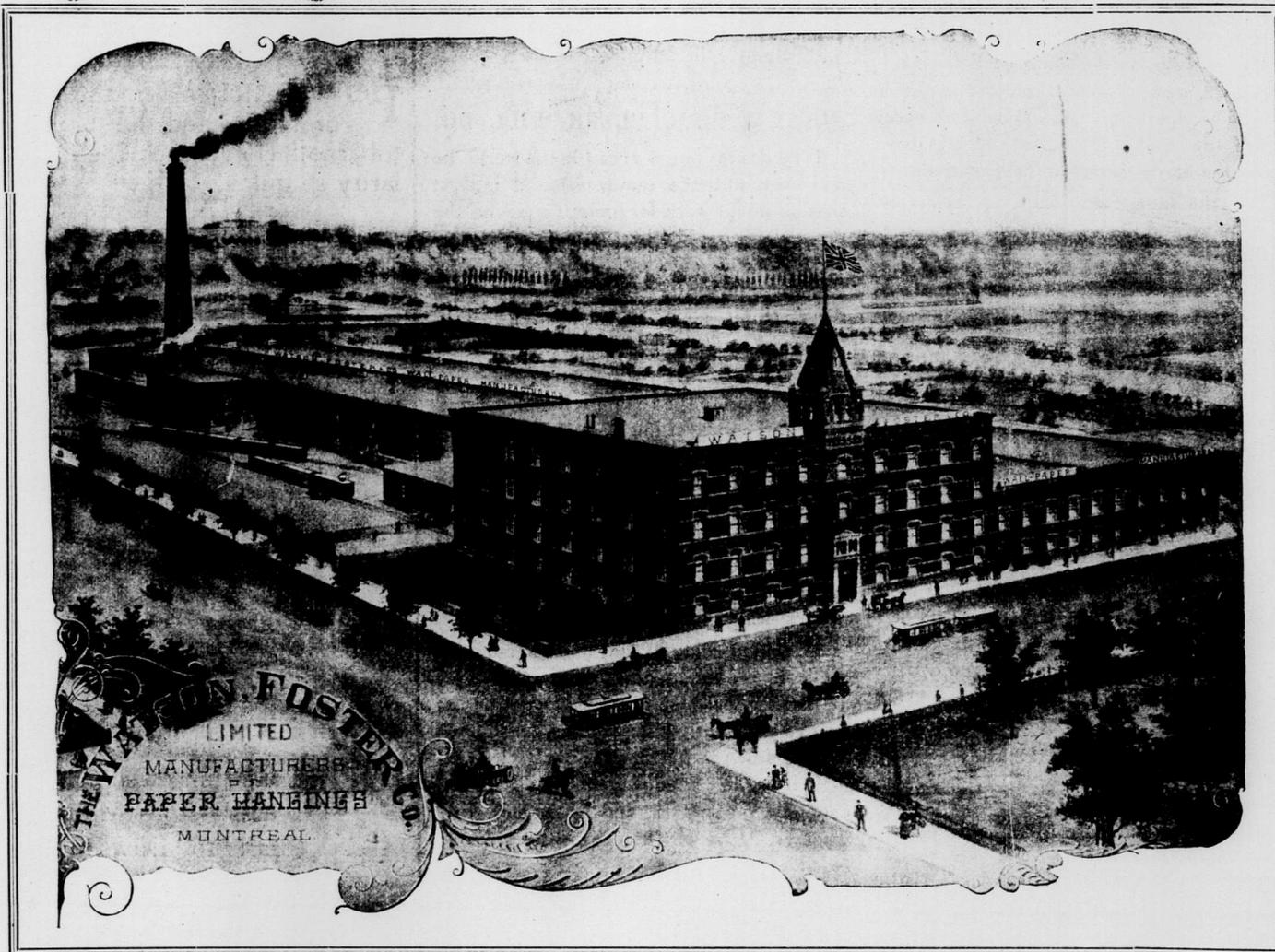
The . . .

Watson, Foster Co.

LIMITED

Manufacturers of every grade of
Wall Papers

MONTREAL



IT MUST BE DONE

"1900"

should be the "record-breaker" financial year of every Wall Paper Dealer in Canada. It will be an easy task to accomplish if you select your papers from our extensive collection of Popular Patterns.

There is a "knack" in the elegance of our designs and the harmonious effect of our modern, fashionable colorings that cannot be equalled and is the envy of the trade.

Our travelers are again on the road for the last trip of the season. Dealers who have not yet bought, or wish to increase their previous orders, will please drop us a line, and we will cheerfully send a traveler or a special set of samples containing all the best sellers of the season.

A DANGEROUS CALLING.

EVERY bay and cove along the shores of Lake Superior at some season of the year becomes the haunt of hardy fishermen, who ply their calling in all kinds of weather. At times these men are exposed to extreme danger and no class of bread-winners have more narrow escapes from death. Particularly is this true of the men who working in couples visit their nets in small sail boats, in which boats they also bring the product of their labor to market.

Not only are the men themselves exposed to danger at the hands of sudden and violent storms, but their entire laboriously earned wealth, in the shape of their nets, is liable to be swept away and lost or torn to tatters on the rocks which abound on every shore, the result of the storms which at times carry the hardy fisherman far from land.

Yet, the danger over, back to their work once more and then away to the fish house, there to dispose of their ware and which ultimately finds its way to any one of the American cities, principally through the agency of the Dominion Fish Company, that great organization which now practically controls the fishing on the great lakes.

We do not know the number of men who are engaged in fishing at this end of the lake and who sell their product to the fish company, but we are enabled through the courtesy of Mr. Brimson to give a few figures in connection with the industry.

During the year 1899 the Dominion Fish Company purchased at this point 528,680 lb. of trout, 175,225 lb. of whitefish, 36,830 lb. of dory, 1,980 lb. of sturgeon, 106,970 lb. of herring, and 41,710 lb. of salt trout, for which the sum of \$30,000 was distributed among the fishermen. This is equal to about \$600 per week, of which nearly all goes into the pockets of Port Arthur merchants for the purchase of supplies, etc.—Port Arthur Chronicle.

I.C.R. ELEVATOR AT ST. JOHN, N.B.

The I.C.R. elevator building is practically completed, a few days will see the last of the machinery in place, and the wiring for the electric lighting is now being done. The contract for this latter work is held by the Canadian Electric Co., who are employing local men under the direction of a superintendent from Toronto. Considerable work is necessary to wire such a large building. At least 25,000 ft., or nearly five miles of wire are required to make the necessary connections for the 137 incandescent lights and four long-burning arc lights which are required to light the building. Over 3,000 pairs of porcelain cleats will have to be used. The company is also putting in a 30 k.w. direct connected generator of their own

make. Power will be supplied by a high speed Ideal engine made by the Goldie, McCullough Co., of Galt.

In connection with the building of the elevator itself, it may be interesting to note that over 2,000,000 ft. of lumber and 60 tons of nails were used. To cover the sides and roof took 50,000 sq. ft. of tin. The total length of the rope used in the rope drives by which the power was transmitted throughout the building is over 40,000 ft., or nearly eight miles, while over a mile of belting is used in the conveyers. To build the power-house and chimney took something less than 500,000 bricks.—Globe, St. John, N.B.

WHAT A GOOD CLERK WILL DO.

If he desires to get ahead in the world, he will work with the same zeal and interest that he would work for himself were he the proprietor of the store, says American Grocer. He will be courteous and civil to all, and not be unmindful of the common social obligations of life—such as to extend a hearty greeting to all comers, and particularly to children.

Neat in person, he ought to see that every nook and corner of the store is kept in inviting condition. He ought not to be a prop at the front entrance; a brace for the counter; a sitter around the store; a lounge in the storeroom; a gossip over the counter; an idler when the proprietor is away; a rusher to get away early, and always behind time in the morning.

He should study display and seek to have the store present a neat appearance—aye, an inviting look—so that regular patrons as well as transient visitors will take delight in looking around. Then, if the stock is well exhibited in show windows, in show cases, on counters, on shelves, and in tasteful store displays, desire will be aroused and traffic result.

Spare time about a store never comes to the interested clerk. He will study old methods, in order to see where they may be improved; he will devise new plans for exhibits and service. In short, he will fix his mind on his work and become an enthusiastic devotee of the business. And then? He will stand the best chance of promotion; enjoy confidence of customers, which in itself is capital if he should start in business for himself. If his employer is the sort of a man he ought to be, he will reward him justly, show appreciation of his work, make him a sharer in the profits of the business; provided his service is of value to the enterprise. He should not make the fatal mistake of getting the "big head" and think the business cannot get on without him.

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.



MUSTARD FOR 1900

We want to make this a record year, as well as the end of the century.

With the help of the grocers, and the quality of KEEN'S, we should be able to say—

KEEN'S, KEEN'S, KEEN'S

FIRST, LAST, AND ALWAYS.

Current Market Quotations for Proprietary Articles

Jan. 18, 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	95
4 oz. cans, 4 and 6 doz. in case	140
6 oz. cans, 2 and 4 doz. in case	180
8 oz. cans, 2 and 4 doz. in case	2
12 oz. cans, 2 and 4 doz. in case	3
16 oz. cans, 2 and 4 doz. in case	9 00
2 1/2 lb. cans, 1 and 2 doz. in case	14 40
4 lb. cans, 1 doz. in case	18 00

Cook's Friend—

Size 1, in 2 and 4 doz. boxes	\$ 2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45

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 lb. tins, 3 "	1 25
1/2 lb. tins, 4 "	0 75

THE F. F. DALLEY CO.

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

JERSEY CREAM BAKING POWDER.

1/2 size, 5 doz. in case	40
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1/2 size, 4 doz. in case	75
1 " 3 " "	1 25
1 " 2 " "	2 25

OCEAN WAVE BAKING POWDER.

No. 10, 5-ounce Cans, round or square, 4 doz. in case	\$0 75
1/4-lb. Cans, round only 3 doz. in case	1 20
14-oz. Cans, round only 2 doz. in case	1 80
16-oz. Cans, round only 2 doz. in case	2 00
3-lb. Cans, round only, 1/2 and 1 doz. cases	5 75
5-lb. Cans, round only, 1/2 and 1 doz. cases	9 00

BLACKING

P. G. FRENCH BLACKING

No. 4, 1/4 grs. bxs.	\$4 00
" 6, 1/2 " "	7 50
" 10, 1/2 " "	8 25
" 10, Jet Enamel	8 25

CARR & SONS. per gross

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

THE F. F. DALLEY CO.

English Army Blacking, 1/4 gross cases	\$9 00
No. 2 Spanish " "	3 60
No. 3 " " "	4 50

per doz

No. 5 Spanish Blacking, 1/4 gross cases	7 20
No. 10 " " "	9 00
Vucan Oil Blacking, 1 doz. cases, liquid	2 00
New York Dressing, 1 doz. cases	0 75
Spanish Satin Gloss	1 00
Crescent Ladies' Dressing, 1 doz. cases	1 75
Spanish Glycerine Oil Dressing	2 00
Imperial Shoe & Leather Dressing, all colors	1 25
Combination Dressing	75

SHOE POLISH.

HENRI JONAS & Co. Per gross.	
Jonas	\$9 00
Froments	7 50
Military dressing	24 00

BIRD SEEDS

THE F. F. DALLEY CO.

Dalley's Spanish Bird Seed, 40 lb. cases	0 05
Dalley's Bird Seed, 40 lb. cases	0 06 1/2

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 16

BLACK LEAD.

Reckitt's, per box	1 15
--------------------	------

Box contains either 1 gro., 1 oz. size; 1/2 gro., 2 oz. or 1/4 gro., 4 oz.

CORN BROOMS

BOECKH BROS & COMPANY doz. net

Bamboo Handles, A, 4 strings
" " B, 4 strings
" " C, 3 strings
" " D, 3 strings
" " F, 3 strings
" " G, 3 strings
" " I, 3 strings

BISCUITS.

PEEK, FREAN & 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.	per doz
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 Dutch	17 50
" 1st choice Lenoir	18 50
" extra Lenoir	20 00
Per case, 100 tins.	

FRENCH PEAS—DELORY'S.

HENRI JONAS & CO.

Moyen's No 2	\$9 00
No. 1	10 50
1/2 Fins	12 50
Fins	14 00
Tres fins	15 00
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 Alps	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.	per doz
Cocoa essence, 3 oz. packages	\$1 65
Mexican chocolate, 1/2 and 1/4 lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" " 1-lb. tins	0 42
Nibs, 11-lb. tins	0 35 1/2

TODD HUNTER, MITCHELL & CO'S.

Chocolate— per lb.

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

Cocoa—

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

FRY'S. per lb.

Chocolate—	
Caracas, 1/4 s, 6-lb. boxes	0 42
Vanilla, 1/4 s.	0 42
" Gold Medal " Sweet, 1/4 s, 6 lb. bxs.	0 25
Pure, unsweetened, 1/4 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— per doz.

Concentrated, 1/4 s, 1 doz. in box.	40
" 1/2 s.	4 50
" 1 lbs.	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

"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.

THE BEST

WASHBOARDS
CLOTHES PINS
PAILS and
TUBS

are manufactured by

THE WM CANE & SONS MFG. CO.,
Limited
NEWMARKET, ONT.

Selling 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,
505 Board of Trade Bldg., MONTREAL, QUE.
Telephone M in 1255.
26 Front St. West, Toronto. Telephone 2148.



Cow Brand Baking Soda

You will be found out if you attempt to sell bulk soda for "Cow Brand," as housekeepers once using cannot be mistaken about its quality, and besides the package is an ornament to your shelves, and affords a fair profit.

JOHN DWIGHT & CO.,
TORONTO, MONTREAL,

VICTORIA, B.C., HALIFAX, ST. JOHN, N.B., ST. JOHN'S, Newfoundland, QUEBEC.

WHEAT MARROW

SATISFYING FULLY, RECUPERATING QUICKLY,
DIGESTING EASILY.

The best properties of Choice Winter Wheat are given in this article. Ask your grocer for a 2-lb. package.

Manufactured by

THE EXPRESS ROLLER MILLS

WM. MACK, Proprietor.

CORNWALL, ONT.

MONSOON

INDO-CEYLON TEA.

"I can give my customers anything I like," is frequently heard from grocers. Provided the article substituted is equally as good as the one asked for, no harm is done, but suppose the substitute is not just quite as good, you have destroyed any confidence which existed.

You can give your customers nothing that will please them as well as "Monsoon," every packet is guaranteed to please.

THE MONSOON TEA CO.

Toronto and Montreal.

MONSOON

INDO-CEYLON TEA.

You can't be deceived,

about **YARDLEY'S TRANSPARENT SOAP**, if you take the precaution to look for the letter "Y."

Each tablet is, by a patent process, branded indelibly all the way through with letter "Y" and it is impossible to obliterate it during use. Pass this information on to your customers.

It is **THE PUREST AND BEST IT IS POSSIBLE TO MAKE.** "Y"

YARDLEY & CO'S

GREIG MFG. CO.

Here's your
safeguard

Agents

Montreal.

Jersey Butter Color, 2 oz. btl. per oz.	1 25
1 gallon tins, per gal.	2 50
Celery Salt, 2 oz. btl. sil. tops, per doz	1 25
Curry Powder, 2 oz. bottles, silver tops, per doz.	1 75
JONAS FRENCH MUSTARDS.	
HENRI JONAS & CO.	
Pony size	Per gross, \$7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	13 00
Mugs	13 20
Pint jars	13 00
Quart jars	24 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	
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 lbs. and 1/2 lbs. (containing 30 packages) per box.	\$3.00
Case of 5c. pkgs. (containing 96 pkgs.) per box.	\$3.00

SOAP	
SURPRISE	
MAYPOLE SOAP	
Gloriola Soap, per gross	12 00
Straw Hat Polish, per gross	10 20

STARCH.	
EDWARDSBURG STARCH CO., LTD.	
Laundry Starches—	per lb.
No. 1 White or Blue, 4-lb. cartons	0 05 1/2
No. 2 " " 3-lb. " "	0 05 1/4
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
Kega Silver Gloss, large crystals	0 06
Benson's Satin, 1-lb. cartons	0 07 1/2
No. 1 White, bbls. and kegs	0 04 1/2
Benson's Enamel, per box	3 00

Culinary Starch—	
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
Edwardsburg No. 1 White or Blue, 4-lb. lumps	0 07 1/2

THE F. F. DALLEY CO.	
Boston—Laundry, 40 pkgs. to box, per package	0 07 1/2
Culinary—Toledo Corn Starch, 40 pkgs. to box, 6 1/2c per package.	

KINGSFORD'S OSWEGO STARCH.	
40-lb. boxes, 1-lb. pkgs.	0 08
6-lb. boxes, sliding covers	0 08 1/2
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. packages	0 07 1/2
CORN STARCH	
ONTARIO 38-lb. to 45-lb. boxes, 6 bundles	0 06
STARCH IN Silver Gloss	0 07 1/2
BARRELS Pure	0 06 1/2

THE BRANTFORD STARCH CO., LTD.	
Laundry Starches—	
Canada Laundry, boxes of 40 lbs.	0 04 1/2
Acme Gloss, 1-lb. cart., 40 lb. box	0 04 1/4
Finest Quality White Laundry—	
3 lb. canisters, cases 36 lbs.	0 05 1/2
4 lb. canisters, cases 48 lbs.	0 05 1/4
Bbls., 175 lbs.	0 04 1/2
Kega, 100 lbs.	0 04 1/2
Lily White Gloss—	
1 lb. fancy cartons, cases 30 lbs.	0 07
6 lb. trunk, brass catch, 8 in case	0 07
6 lb. trunk, lock and key, 8 in case	0 07 1/4
6 lb. enamelled tin, 8 in case	0 07
Kega, extra large crystals, 100 lbs	0 06

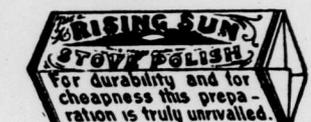
Brantford Gloss—	
1 lb. fancy boxes cases 36 lbs.	0 07 1/2
Canadian Electric Starch—	
40 packages in case	3 20
Celluloid Starch—	
bbs. 45 cartons per case	3 50
Culinary Starch—Chal Prep. Corn—	
1 lb. packages, boxes 40 lb	0 04 1/2
No. 1 Pure Prepared Corn—	
1-lb. pkgs., boxes 40 lbs.	0 06

STOVE POLISH.



Enameline

No. 4—3 dozen in case (net cash) 4 50
6—3 dozen in case 7 50

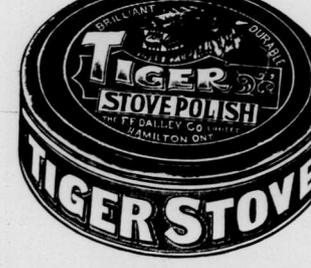


Rising Sun
STOVE POLISH
For durability and for cheapness this preparation is truly unrivalled.

Rising Sun, 6-oz. cakes, 1/4 gross bbs.	\$ 8 50
Rising Sun, 3-oz. cakes, 1/2 gross bbs.	4 50
Sun Paste, 10c. size, 1/4 gross boxes	10 00
Sun Paste, 5c. size, 1/4 gross boxes	5 00



SUN
STOVE POLISH
DUSTLESS, LABOR SAVING, BEST IN THE WORLD.



TIGER STOVE
STOVE POLISH
TIGER STOVE

Tiger Stove Polish, 1/4 gross boxes, large per gross, \$9.00; small, per gross, \$4.80.	
Stovepipe Varnish, 4 oz. bottles	0 80
" " 6 oz. bottles	1 25
Boston Brunswick Black, 8 oz. bot's.	1 75

TEAS.	
SALADA CEYLON.	
Wholesale.	Retail
Brown Label, 1's	0 20 0 25
" " 1/2's	0 21 0 26
Green Label, 1's and 1/2's	0 22 0 30
Blue Label, 1's, 1/2's, 1/4's and 1/8's	0 30 0 40
Red Label, 1's and 1/2's	0 35 0 50
Gold Label, 1/2's	0 44 0 60



KOLONA
PURE CEYLON TEA
BLACK

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 18 0 25
Green Label, 1/2's	0 19 0 25
Japan, 1's	0 19 0 25



RAM LAL'S
PURE INDIAN TEA
AS MANUFACTURED ON THE GARDENS OF INDIA.

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

LUDELLA CEYLON TEA, 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, 1/2'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

TOBACCOS.	
EMPIRE TOBACCO CO.	
Smoking—Empire, 3's, 4's and 9's	0 36
Royal Oak, 2 x 3, Solace, 8s	0 52
Something Good, 7s	0 53
Louise, 2 x 3, 14s	0 54
Chewing Currency 1 3/4 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 90
" " Waverly	2 10
" " Planet	2 00
" " Special Globe	2 10
" " Solid Back Globe	2 20
" " Electric Duplex	3 00

Matches—	5-Case	Single
Telegraph	\$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. Per doz	
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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In labeled tins.
24 1/2 Ounces.
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For the entire Dominion, **G. E. COLSON & SON,**
Montreal. In Nova Scotia, **E. S. Adams,** Halifax.
In Manitoba, **Sutherland & Gordon,** Winnipeg.

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BUY
EUREKA
It is the best.

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1st. Because it is built on scientific principles, having insulated walls it is easy on ice.
2nd. Because the system of circulation of air is perfect.
3rd. Because it is well built.

Further information can be obtained in catalogue which is free.

Address,
Eureka Refrigerator Co.

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Are you in need of any of the following kinds:

- GBAIN AND ROOT BASKETS
- CLOTHES BASKETS
- FRUIT BASKETS
- AND BUTCHER BASKETS?

If so, we can supply you.

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OAKVILLE BASKET CO.,
Oakville, Ont.,

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ESTABLISHED 1755.

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MOTT'S

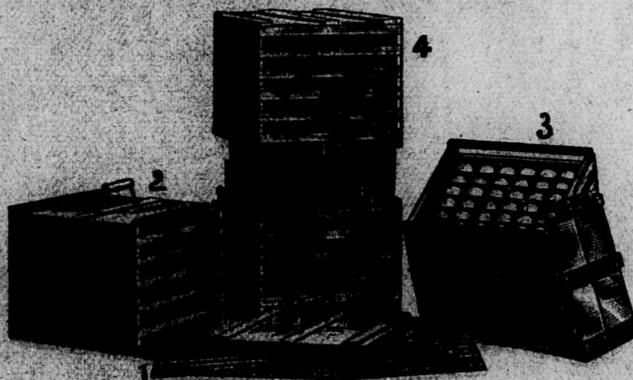
GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**

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

THIS ILLUSTRATION
SHOWS THE

Sing a song of sixpence—An Egg Crate full of eggs.
Twelve dozen Humptys—Standing straight as pegs.
When the crate was opened—And the eggs disclosed to view
Every one's unbroken—And the count is always true.

**HUMPTY-DUMPTY
FOLDING
EGG CRATE**



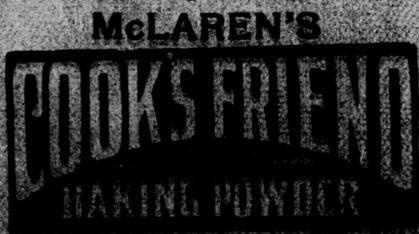
(Holds 12 doz. Eggs.)

Every Farmer, Grocer, and Provision Dealer should be supplied with them. Cheap, Light, Strong, Serviceable, save their cost in broken eggs and disputed counts in a month.
May be used as a fruit or vegetable crate, or for almost any other purpose, by removing fillers.
Baskets are not in it, neither is the dealer who does not stock them.

W. L. HALDIMAND & SON,
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SOLE MAKERS,
Limited.
HAMILTON, ONT.

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Early orders
ensure good quality
and low prices.

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& Co.**

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by the company he keeps.

AND THE GROCER IS KNOWN

by the quality of articles he recommends
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WETHEY'S MINCE MEAT

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JAMS and CONDIMENTS

KIPPERED HERRINGS ⁱⁿ Tomato or Shrimp Sauce.

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