

THE CANADIAN GROCER

VOL. XII

TORONTO AND MONTREAL, MARCH 18, 1898.

No. 11

**SELL
ONLY
THE
BEST!**

These substantiate our claim
that : : : :

**Colman's
Mustard**

In Competition with the World
we have received the

**Highest Awards
Made. . .**

IS THE BEST IN THE WORLD

We have to offer ~~_____~~

1,000 ENGLISH STILTONS

Either Perfectly Cured or Partly Cured.

Packed in cases containing 6 or 12 cheese. When ordering state whether cured or partly cured required. Quotations and full particulars on application.

A. F. MacLAREN & CO.

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

TORONTO and STRATFORD, CANADA.

Luncheon Beef

Neither Corned Beef nor Roast Beef, but much more delicious than either.

Prepared by a peculiar and delicate process original with its manufacturers. It is infinitely superior to ordinary canned meat. Luncheon Beef has that fine flavor of vegetables and spices which delights the epicure.

Put up in one and two pound cans by ARMOUR PACKING CO., Kansas City, U. S. A.

"Luncheon Beef Cook Book" free on request.

Agents:

J. L. Watt & Scott, Toronto.

Watt, Scott & Goodacre, Montreal.

George De Forest & Sons, St. John, N.B.

Or

Armour Packing Co., Kansas City
U.S.A.

Soda Fountain Requisites

"True Fruit" Syrups and Crushed Fruit...

These goods are guaranteed to be strictly fine in every particular, and worthy of your confidence. The syrups are in every way superior, retaining the natural flavor and aroma of fresh ripe fruit.

J. HUNGERFORD SMITH CO.,

19 to 23 Alice Street,

Toronto

The Salt Folks Know

The Salt that is long and pleasantly remembered by the folks who use it—Windsor Table Salt. Absolutely pure—snow white. Its parts do not adhere—each one is a crystal by itself.

Made in the only safe way—by the Vacuum Process. You won't find this process used elsewhere in Canada—

Windsor Table Salt

—purified—it is all Salt down to the last sparkling crystal of it. You and your customers get just what you pay for—pure salt in Windsor Salt for the table. Price? No higher than "impure salts."

is refined—cleaned

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

Will You Reach Out For It?

A share of this Klondyke trade is yours for the asking—will you reach out for it? There's no hard work to do in getting it—the *demand exists* for those portable, highly nutritious, small, English Soup Squares that the British Government selected for the Army in the border campaigns.

We can ship them to you quickly—we laid our plans months ago. We're ready—are you?

**Lazenby's
Soup Squares**

Ready for the Demand?

Concentrated Lime Juice." "Just as good" often means a loss of confidence and trade.

Acknowledgements: 20 per cent. stronger than any other, because concentrated. "No musty flavor." The pure juice of fresh limes. Its taste does not suggest "free acid."

Time to be thinking about this—time to get ready for the demand that is sure to come.

This summer don't get caught napping with that thread-bare answer, "here's something just as good as Stower's

**Stower's
Concentrated
Lime Juice**

Sold by leading wholesalers everywhere.

Agents:

A. P. Tippet & Co.

Montreal and Toronto

F. H. Tippet & Co.

St. John, N.B.



PATTISONS LIMITED

Highland Distillers

LEITH

And at EDINBURGH, KEITH, BALLINDALLOCH and LONDON.

The largest shippers of Fine Whiskies from Scotland.

ESTABLISHED 1849

AT A BOUND PATTISONS' WHISKY HAS COME TO THE FRONT



MORNING
DEW

(10 Years Old)

MORNING
DEW
LIQUEUR

(12 Years Old)

ROYAL
GORDON

(10 Years Old)

PERFECTION
ROYAL
GORDON

(15 Years Old)

THE WHISKY PAR EXCELLENCE.

Acknowledged to be perfection by all impartial men. That the public appreciate a really sound and wholesome drink is proved by the enormous increase year by year in the sale of Pattisons, and lovers of a genuine Scotch brand, who have not yet made its acquaintance, should give this, the King of Whiskies, an early trial. They will be delighted with its rich, full, cream-like flavor, and absolute purity.

Established nearly half a century; always at the head of, and to-day leading, the trade in Scotland in the extent of their business, Pattison Limited may well point to their position as a guarantee of the quality of their Whiskies.

To merchants wishing to establish a private brand, or to control one of their many registered brands, and to those who will handle their standard brands, we will give exceptional inducements in prices and terms.

Orders taken from Wholesale trade only. For further information, samples and specimen labels, address—

S. B. TOWNSEND & CO.

BOX 1125

MONTREAL

SOLE AGENTS FOR THE DOMINION OF CANADA.

“Where there’s a will
there’s a way.”

The old saying “patient waiters are no losers” is deceiving—the man who sits down and *waits* for business to come his way, generally pays mighty little on the dollar.

We believe that “where there’s a will there’s a way” is a better and a truer guide for more business, and we practise what we preach.

Greig’s Crown Brand Extracts are the result of years of careful study—every step in their making is taken conscientiously—with one idea in mind, and that is, that there shall be no deviation from the one high standard of quality that has made them famous.

Greig’s Crown Brand Flavoring Extracts

are always true to nature, in their rich, delicate flavor of fruits, flowers or spices. Their great strength comes from the absolute purity of the materials used.

We were not satisfied with “good enough”—we believed that “where there was a will there was a *way*,” and kept on pushing until the best could not be bettered.

You have the same chance of winning more business—but don’t wait for it. Nobody is going to *drive* it your way. Reach out for it on Greig’s Crown Brand Extracts. It will come easy after you once get it started.

The Greig Mfg. Co., Limited
Montreal.

Robert Greig & Co., Selling Agents.

There are 40 different flavors
of the Crown Brand Extracts.



That Delicious Dessert

"SEVILLE ORANGE MARMALADE"



A happy blending of the luscious Seville Orange and Extra Standard Granulated Sugar--**and nothing else.**

In it you have absolute purity, and those delightful, appetizing qualities lacking in the ordinary article, **often a combination of Apple Jelly and other things.**

The best is none too good for your trade. This is the best.

Put up—6/7-lb. Pails to a Crate
12/5-lb. Tins to a Case
24/1-lb. Glass Jars to a Case



W. H. Gillard & Co., Wholesalers Only **Hamilton**

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

And all Grocers' Sundries

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

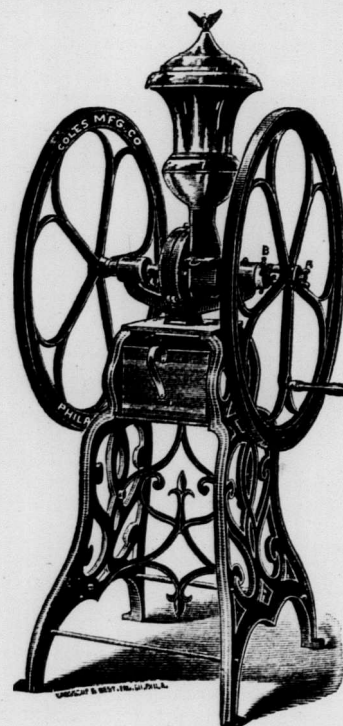
Sample room

...MONTREAL, QUE.

56 and 58 Front West, TORONTO.

Sold and highly recommended by all leading grocers.

Sovereign Matches



Notice.

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

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

We Claim to have the easiest and quickest Grinders.

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

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

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

No 18
Agents | **TODHUNTER, MITCHELL & CO., Toronto**
DEARBORN & CO., St. John, N. B.

Coles Manufacturing Co.
PHILADELPHIA, PENN'A.

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

THE CANADIAN GROCER

Vol. XII. (Published Weekly)

TORONTO AND MONTREAL, MARCH 18, 1898.

(\$2.00 per Year) No. 11

A RETAILER'S VIEW RE INSOLVENCY LAW.

THE CANADIAN GROCER had a chat the other day with Mr. George Brasher, a Tilsonburg merchant. During the conversation the subject of a uniform insolvency law came up. Mr. Brasher quite believes that the law in Canada in regard to insolvency requires remodelling, but he is decidedly opposed to a bankruptcy Act, as ordinarily understood.

"I have," he said, in reply to a question, "discussed the matter with a large number of retail men in different sections of the country, and I have never yet found one who favors a general bankruptcy law. We retailers consider the old law a stain upon the statute book. It was the most iniquitous law we ever had. And no law this country ever had tended to the extent it did to make merchants dishonest. Remembering that, we retailers consider it in the best interest of the country that a bankruptcy law should not pass. If the people who are moving in this matter will only keep their nose out of it, business will right itself. Don't you make any mistake about that!"

"But do you not think there is necessity for some kind of legislation in this direction?" asked THE CANADIAN GROCER.

"Certainly, I do," replied Mr. Brasher, as he threw one leg over the other and laid the index finger of one hand on the palm of the other. "There is necessity for a law of some kind: There is necessity for a law to prevent the bankers and wholesalers from injuring one another. What I mean is that there should be a law doing away with preferences. It is not right that creditor 'A' should get from debtor 'B' an assignment of book debts or of stock, or perhaps of both, and leave nothing for creditor 'C.' Then, one thing which is very much needed is a law, uniform the Dominion over, which

shall make the collection of debts easier than at present."

"What about the discharge of insolvents?"

"If you make discharges a matter of legislation, why, you must necessarily have a bankruptcy law. But, as I have already said, there is no need of such a law. If a man goes into business in this country with sufficient capital, and he cannot succeed, he has mistaken his calling, and ought to go out, and stay out, of business."

"Supposing a man with capital and capability fails in business through circumstances over which he has no control?"

"Of course there are failures of the kind you mention, but the merchants who have thus failed have always been dealt with leniently by their creditors, and always will be. No," continued Mr. Brasher, "we do not want a bankruptcy law. The old law was a case of life or death to merchants doing a legitimate business."

"In what way?"

"Well, because of it bankrupt stocks were being continually placed upon the market."

"Yes, but you must remember that times were very hard during the last few years of the old bankruptcy law, and was not that largely the cause of the stocks you refer to being on the market?" queried THE CANADIAN GROCER.

"I know quite well times were hard then, but the bankruptcy law had more to do with bankrupt stocks being placed on the market than even the hard times. I tell you what it is," declared Mr. Brasher with considerable emphasis, "if there was a merchant who had a crooked part in his body that old bankruptcy law brought it out. The fact of the matter was this: the ease with which a man could go through the bankruptcy court

induced men to assign. Let me give you an instance by way of illustration. One day, back before the old bankruptcy law was repealed, I was on my way to Toronto. In the car was a merchant whom I knew, and who had, within a comparatively short space of time, passed through the bankruptcy court no less than three times.

"'Hello' I said, 'where are you off to?'"

"'Toronto.'"

"'What for?'"

"'Oh, I'm going through the bankruptcy court.'"

"'What, again?'"

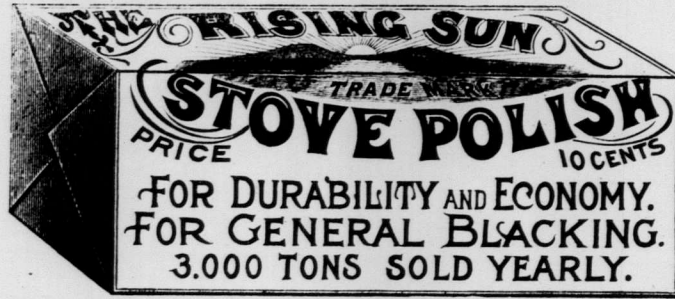
"'Yes, again! Say, Brasher, I think you are a fool. Why don't you assign once and a while? Look at the advantage it gives you. Here you and me go and buy a certain article at say \$12 per dozen. You put the article into your window and ticket it at \$1.25. I, however, ticket it at \$1, or even 75c. I sell mine; you can't sell yours. You say I am selling at a loss. Am I? I go down to Toronto, go through the bankruptcy court and pay my creditors 50c. on the dollar. Now, how am I selling at a loss?'"

"Now, after such experiences as we had with the old bankruptcy law, how can we retailers who try to do a legitimate and honest business be expected to favor another?" concluded Mr. Brasher.

COURTING NORTHWEST TRADE.

L. Chaput, Fils & Co., of Montreal, are making a strong bid for business in Manitoba, the Northwest Territories and British Columbia, and, with a view to extending their trade to all available points in that direction, a member of the firm, Mr. E. D. Marceau, left for Winnipeg on Monday last. He will make a careful investigation into the possibilities for business at all leading points right through to the Coast, touching at Rossland and other towns in the mining district.

THE RISING SUN STOVE POLISH AND THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.

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

AMONG TORONTO RETAILERS.

An Improvement in Trade.

Last week I went out to Parkdale, and found the merchants there happy in the knowledge that trade conditions and prospects in that portion of Toronto have improved, and are continuing to improve. This week I found the merchants throughout the north-east section of Toronto contented because of the same reasons. Though trade has been quiet there, material improvement over any year within the previous five has lately taken place, while the feeling regarding money is much better than for some time. T. H. Smith, corner of Wellesley and Ontario streets, when spoken to in regard to the matter, said: "There is much less evidence of that spirit of bargain-hunting, which has long been the bane of the retail merchant. People do not come into the store nearly so frequently, ask the price of an article, and then tell us they can buy it down town for a cent or two less. Such do still bother us a little, but not nearly to the same extent as formerly. This has had a good effect in that cutting is not carried on as largely as, say, a year ago." I wonder if retail merchants in other sections of the city find this state of affairs true of their locality, and if not, why not?

Easter Trade.

In a couple of weeks the Easter season will have opened up, and will bring, as all such seasons do, an increase of business to some merchants, while others see no material difference. One merchant told me this week that he was going to make a big push for what trade is to be got at Easter time, and that he had always found that when he made a big push his business was increased to such an extent that he was well rewarded for the time and money spent in making the effort to reach for trade. Going across the road and asking a rival merchant if he intended making a special bid for Easter trade, I received a reply to the effect that he would make no such effort, that there would be nothing special to reach for, and that

these "splurges" after trade were failures. The first man says he tries for and gets the increase, the second man says there is no increase, and does not try for it. Which is right? There is no question in my mind.

Display Tables.

An increasingly large number of grocers are making use of a good method of displaying their wares. A neat table is placed in a conspicuous place, with attractively arranged displays of goods following one another at intervals of one or two weeks. In Robert Barron's branch store on Wellesley street, Toronto, this table display has proved to be productive of numerous orders. It has been found that when the goods displayed are such that to see is to desire, the results reached are much greater than when the articles on the table are staples, such as canned vegetables or salmon. For instance, a neat assortment of jams or honey catches the eye of many a housewife and frequent sales are the result.

THE RAMBLER.

DEALING WITH DEPARTMENTAL STORES.

The board of supervisors, of Buffalo, on Monday, adopted a bill prepared by the "Single Line Dealers' Association," which proposes to govern and restrict the department stores. The bill, which is to be introduced in the State Senate this week classifies business in groups and grades, numbering 80 classes and 36 groups, including from one to several classes of business.

The license fees are fixed as follows: For first group, \$1; for the second group, \$100; for the third group, \$5,000; for the fourth group, \$10,000; for the fifth group, \$20,000; for the sixth group, \$40,000; for the seventh group, \$80,000; for the eighth, and every group thereafter, \$100,000 per annum. Thus, a firm dealing in one class or group of merchandise would pay a license of \$1; adding other classes of merchandise, or departments, would require the payment of fees from \$100 for one additional group or department to \$100,000 for eight additional

groups or departments. The bill specifically provides that \$100,000 shall be the limit collected as license for conducting business under any number of groups.

MONTREAL RETAIL GROCERS.

The regular meeting of the Montreal Retail Grocers' Association was held Thursday evening, March 10, in the Monument National hall, President Scanlan in the chair. Mr. Scanlan submitted the report of the delegates who went to Ottawa to interview the Federal Ministers. They had been received by Sir Wilfrid Laurier, Hon. Mr. Fisher and Sir Henri Joly. They submitted their grievance concerning the exemption from seizure of the salary of civil employes, and the scales and measures inspection. They also asked for a fruit inspector. The Ministers promised their serious consideration.

Mr. Dixon read a projected amendment to the revised statutes providing for the appointment of a fruit inspector, and classing fruit into five grades. Hon. Mr. Fisher promised to introduce such a bill at this session. Mr. Dixon also brought up the question of peddlers' licenses. He strongly protested against the reductions to peddlers as being an injustice to all merchants who pay taxes.

Mr. Vallieres spoke in the same strain, and it was resolved to send a strong delegation to make representations to the city council.

YOU MAY LIGHT YOUR HOUSE WITH SUGAR.

The curious discovery has recently been made that light may be procured from common sugar. All you have to do is to get a few pounds of lump sugar and put it in the open sunlight for some hours. On taking it into a dark room it will begin to glow, faintly at first, but afterwards with quite a strong light.

So strong is this luminous glow that photographs have actually been taken by the light. These sugar-light photos are quite distinct, even if not quite so clear as ordinary photographs.

WANTED**Honey, Maple Sugar, and Maple Syrup.**

Send quotations and how put up to

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

One of the great considerations in Klondike outfits is the concentration of quantity in the smallest space, and this is found in

Bensdorp's Royal Dutch Cocoa

which goes further, weight for weight, than other cocoas.

The restorative and refreshing powers of any cocoa are well known and admitted, and in fitting out such expeditions as are daily leaving for the gold fields, it is not a question of price, but quality, and small bulk. These are both found in "Bensdorp's," the only "Royal Dutch Cocoa." Beware of imitations.

FOR SALE BY

James Turner & Co., Hamilton**NO GROUNDS**

In Coffee made from "REINDEER" Brand Condensed Coffee and Milk. A cupful of boiling water to a tea-spoonful of Coffee.

BUY IN SMALL QUANTITIES AND OFTEN.

NOW IS THE SEASON FOR FISH.

**WE
CAN
SUPPLY
YOUR
WANTS**

No. 1 Labrador Herrings, in barrels.
No. 1 Labrador Herrings, in half barrels.
No. 1 Split Herrings, in half barrels.
Scaled Herrings. Small fish.
Boneless Fish, in 40 lb. boxes.
Quail on Toast, 24 lb. boxes.
Pure Cod, in 5 lb. boxes, 1 lb. rolls.

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

MAKING HIS STORE SEEM BUSY.

SEVERAL days ago I saw in one of The Grocery World exchanges a burning editorial devoted to the great advantages accruing to the retail grocer by making his store look busy. The editorial in question didn't say exactly how this was to be done in any other way except by getting customers in it, but it aroused some recollections in my mind which may possibly amuse and interest the readers of this department. And, by the way, I know that some of you do read this column by the neat little pile of letters received since the article about the scarcity of salesmen. All of these letters have gone to the firm referred to in the article, and I hope that the writer of every one of them may slide into a \$3,000 job. If you do, boys, my commission will be \$50 apiece.

But to get back to this business about making your store look busy. Several years ago I had an old friend who opened a grocery store. He had been a successful hardware dealer, and had really retired, moving to a small suburb just outside of Cincinnati, O. It seems that the residents of this suburb were put to considerable inconvenience about getting groceries, on account of the lack of stores, or something, and this old friend of mine thought he saw a good opening, and started a grocery store himself. He was born in Germany, but was pretty well Americanized, although he had that old-country stubbornness over the ideas he got, that showed the solid German temperament.

Well, one of my friend's ideas was right in line with this burning editorial I mention. He believed that if you could give your store a busy, bustling appearance, the people would come to it. It was the old story of following a crowd, you know.

He thought he saw several ways of making the place look busy. It was on the main street of the village, and the first thing he did was to arrange with three or four close friends, after telling them his plan, to send their girls to the store as many times a day

as they could, or come themselves. That was to have somebody in the place all the time.

He had one clerk, a bright young Irishman. The servants of three of the friends who were in the scheme were also Irish, and all of them were much taken with the clerk, so that they immediately fell in with the idea and did everything they could to get to the store. Each girl was jealous of the other, and the clerk being, as I said, bright, worked this snap to the Queen's taste. When they all got in the place at once, however, he had troubles of his own.

All of these girls got so they'd run to my friend's grocery store several times every day. Neither their mistresses nor the grocer knew why they came, but thought they were helping along his scheme. One day they all got in the place at once, and from a few tart words actually came to blows over the clerk. While they were performing, the store did look real busy. It looked so very busy, in fact, that a crowd speedily gathered outside, and the grocer had to call in the local police to straighten things out. That part of the scheme was therefore withdrawn forthwith.

Another feature of my German friend's idea was to send his boy out at the busiest time of the day, when everybody was on the street, with big basket loads of goods. He reasoned that if people got so they'd see his clerk out delivering big loads of goods every time they looked around, it would be a good advertisement for him. So he used to work the scheme every day. The boy would circle around the streets with the loaded basket, and would finally take it to his home, from where he would bring it back after dark.

The grocer's one competitor was, of course, very jealous over the new store, and he sized up the delivery scheme pretty quick. One day he stationed his own clerk across the street from the German grocer's, with instructions to follow the latter's clerk down and see where he went with his big loads of goods.

The German's clerk came out at the usual time with a big basket full and started out the other grocer's clerk after him. They had gone several blocks, when the German's clerk chanced to look around and saw the other fellow. He knew him, of course, and saw through his scheme at once. He made up his mind not to give his follower any clue, so he walked on and on, the other clerk following close behind. By and by they got in the open country, and still the German grocer's clerk tramped faithfully on, hoping to tire the other man out. The spotter had the advantage because the other clerk had the basket, which got pretty heavy as the miles rolled up.

After a long walk, the German's clerk gave up from sheer inability to go any further, and the next day he was laid up and couldn't raise his basket arm for a week. It developed afterward that he had walked both soles off his shoes.

And that killed the delivery scheme, because the German grocer's competitor told everybody he could about it, and the whole village laughed for a week.

After that my German friend settled down and finally succeeded in building up a good trade by old-fashioned methods.—“The Stroller,” in Grocery World.

AN HONEST GROCER.

A Bath grocer has in his money drawer a silver dollar of the date 1800, which he has kept there for several months, and one day last week he told The Observer this story concerning it: “About three months ago a man came in here with this dollar, he said it was one he had given him when he cut his teeth, and his children had all had it when they cut theirs, but he must have some flour and as that was all the money he had he would leave it, but wanted me to keep it so that he could redeem it as soon as he could find work. The man was very earnest in his request, as he said he wanted to keep it in his family, where it had been for many years.” The grocer says he shall continue to keep it in his money drawer so that the customer can redeem it when he cares to do so. That man was honest, anyway.

CHOCOLATE

PURE GOLD WINDSOR



Nuggets For Klondykers

the "pack" and the most exposed is good enough for Kiln-Dried Split Peas. When everything else fails Tillson's Kiln-Dried Split Peas "stand the racket."

It is astonishing what a quick demand has sprung up for Kiln-Dried Split Peas for the Klondyke, yet they serve a double purpose because of their absolute keeping qualities under any and all weather conditions, and the ideal stored-up nourishment they contain just beneath their impervious outer covering.

They are veritable nuggets of health and strength and need no testing to prove their intrinsic value. The last place in

Kiln-Dried Split Peas

The Tillson Company, Limited,
Tilsonburg, Ont.



Black and Blue

are not derogatory epithets when applied to foot-wear treated with PURE GOLD BLACKING, or to laundried goods treated with PURE GOLD WINDSOR SQUARE BLUE.

The season for mud requires
blacking—best quality.

The Laundry always requires blue
—no quality so good as best.

Have we
your
Order ?

Pure Gold
Mfg. Co.
TORONTO

SALT

SALT

— "The Salt of the Earth" —

RICE'S PURE SALT

HAVE YOU IT ?

SOLE MAKERS

North American Chemical Co., Limited
Goderich, Ont.

SALT

SALT

TRADE IN OTHER COUNTRIES THAN OUR OWN.

SITUATION IN DATES.

THERE is reported to be a better feeling in Persian dates. For several weeks past the market has been unsettled and prices have touched the lowest figures on record. The demoralization of the market, it is said, was due in the first instance, to the effort of a London syndicate to get control of the business. The effort was so far successful as to prevent the usual direct shipments to this market last year, but the combination seemed to have assumed a bigger load than it could carry, and soon went to pieces. Its collapse, we understand, was hastened by the fact that some of its members were operating on the outside in a quiet way as competitors of the syndicate. The failure of the combination threw on the market a large quantity of stock, efforts to dispose of which demoralized both the English and American markets. The effects of this are now said to be passing away, the low prices resulting from excessive competition following the disruption of the London combination having stimulated the consumption. In consequence of this, the stocks in London, according to late advices, have been well cleaned up, and supplies here have been moving freely into consumption. Of the stock remaining on the spot the bulk, if not all, is said to be in the control of four holders, whose confidence in the future is such that they prefer to hold the goods and later put them into cold storage rather than make any further concession in prices. The rather full figures obtained at the recent auction sale of Khadrawees confirms them in their determination to adhere to their quotations.

From the beginning of the season to date the arrivals of Persian dates have aggregated 141,500 boxes, against 134,700 boxes for the same period last year. On the other hand, receipts of Fard dates for the season to date show a decrease, being 2,000 cases and 12,200 boxes for 1897-98 to March 10, compared with 4,600 cases and 14,685 boxes to this date last season.

Present spot supplies of Persian dates are considerably larger than those of a year ago, and consist chiefly of Hallowees and Sairs, the comparative scarcity of Khadrawees being attributed to a lighter pack caused by the unsatisfactory experience of this grade in the consuming markets last year. Two years ago at this time Hallowees were selling at $3\frac{3}{4}$ c., Khadrawees at $3\frac{1}{2}$ c. and Sairs at $2\frac{5}{8}$ c. In March, 1897, the quotations were 4 to $4\frac{1}{8}$ c. for Hallowees, 4c. for Khadrawees and 3c. for Sairs.—N.Y. Journal of Commerce.

RICE SITUATION.

Wm. G. Hale & Co., writing from Saigon, under the date of February 5, say of rice: "There has been more or less rain during the period under review, supplemented by gloomy and somewhat wet weather since, which can only have increased the harm done previously; we should think 30 per cent. a low estimate of damage to the crop. At the close, the weather seems to have settled fair. Supplies have been fair for the season; arrivals are 35,000 piculs daily. Recent advices of a marked advance in the Hong Kong rice market have caused a sudden and material rise in prices, and the feeling is strengthened by the constant arrivals of tonnage to fill existing contracts with Japan. For Europe, limits are far too low to admit of sales. There have been some purchases for France and there is still a moderate demand for forward delivery. There is some faint inquiry for Java, but our present high prices and rate of freights are against business. Requirements for the Straits seem moderate. The Philippines still remain out of the market. Demand for Japan has slackened. Contracts—up to the present writing—amount to 600,000 piculs for Japan and 60,000 tons for Europe, mostly for the continent."

PRICES LOOKING UP.

Of 108 staple articles contained in Bradstreet's table, 55, or more than one-half, advanced during the month, and only 15 declined. If the number advancing in price or remaining unchanged are added together, a total is had of 93 articles out of 108 which have either remained steady or moved upward during the month. It is not surprising to find that the leading food products have been specially notable in the tendency towards advancing prices. Nearly every one of the leading cereals and their products, including flour, advanced during February, and fully one-half of the provisions and groceries show a corresponding enhancement in value. Of special encouragement to American manufacturers, however, were the advances in the prices of many kinds of metals, notably iron, steel, copper and lead. Petroleum, both crude and refined, brick, lumber and tobacco also advanced. Perhaps the most significant increase of all, however, was that shown in the price of raw textiles, such as cotton, hemp, jute, silk, and flax, which advance has been to a certain extent sympathized with in the advance of southern cotton sheetings and some other classes of cotton goods. Decreases, as above shown, were few and generally unimportant, and

some of them were due to climatic influences. Among articles of domestic production decreasing during the month might be mentioned milk and eggs, apples, hemlock, leather, southern pig iron, tar, glass, hops, and cottonseed. Articles unchanged in price during the month included most live animals and their products, beef and hog products. Hides were unchanged, as were also some grades of leather, while in the textiles raw wool, printcloths, standard sheetings, and gingham remained steady. Coal and coke, iron ore, lime, nails, and spruce lumber were steadily maintained during the month, as were most of the chemicals contained in Bradstreet's list of prices.

THE CURRANT OUTLOOK.

Although the market for currants continues to be exceedingly quiet, and transactions are of only a restricted nature, there is little change in values to report; and though the tendency is in favor of the buyer, it is to so small an extent as to be hardly in the nature of a quotable reduction. Under the improved financial condition in Greece, and following upon it the decline in exchange, it is not surprising that, so far as the lower qualities of currants are concerned, the holders should be inclined to be firm in their ideas. For this fruit they have the whole of the consuming countries for a market, and are in no way dependent upon the English demand, but in considering the position of the finer descriptions the matter assumes an entirely different aspect. For all the better qualities the English demand alone has to be considered, as no other country cares to pay the extra price demanded for fruit more carefully grown and harvested, or of better quality than the provincial growths. Whatever the future of the market for the commoner kinds may prove to be, the question must naturally arise whether the present, or any likely demand in the near future, will be sufficient to take off the existing stocks of the finer fruit. Even in years when a full normal demand is expected, it has not infrequently happened that very considerable pressure has been necessary to make a clearance of the better fruit; and with the higher range of prices for the common qualities, a fact which, paradoxical as it may seem, interferes with the demand for the better kinds, the difficulty is likely to be greater than usual. Unless some unforeseen circumstance should arise, such as the peronosperos (which reduced the total of last year from 180,000 to 130,000 tons), the crop of 1898 will be much larger than that of 1897; and

“

NT

WHOLE

so soon
be other
pretensic
to all th
for ther
closely,
it neces
somewha
as the I
Produce

C.

Salmc
enquiry
have no
as previ
publishe
sailing v
Lancing
the last
there ha
but price
appears
retailers
cord pac
lower th
possible
course o
circumst
of when
for salm
colonies
rapidly



"BRAND'S" "Washington"

INTERNATIONAL SAUCE.

Finest made.

We sell it.

HIGH TEST (100%) LYE.

None better. Gives you
a profit. We sell it.

THE DAVIDSON & HAY, LTD.

WHOLESALE GROCERS.

TORONTO

so soon as this becomes obvious there will be other factors working against the present pretensions of holders; and, having regard to all the facts, it would probably be well for them to consider the position very closely, and to consider whether they deem it necessary to meet the ideas of buyers somewhat more readily, so far, at all events, as the higher-priced fruit is concerned.—Produce Markets' Review, March 5.

CANNED SALMON IN LONDON.

Salmon continues to meet with a good enquiry in London, Eng., although sales have not been on quite such a large scale as previously, according to a trade paper published in that country. Quite a fleet of sailing vessels, viz., the Irby, Combermere, Lancing, and Howth, have arrived during the last few days, but in spite of this supply there has been not only no pressure to sell, but prices have further advanced. There appears to be an opinion among many retailers, encouraged by the fact of the record pack of last season, that prices will be lower than at present. It is, of course, impossible to predict with any certainty the course of the market, but there are many circumstances that should not be lost sight of when forming an opinion. The demand for salmon in the United States and the colonies, as well as in our own country, is rapidly increasing under the influence of

low prices, so much so, that with a merely average pack for the coming season prices would rapidly move to the other end of the scale. Then the effect of the large pack was fully discounted last year, the drop in prices being equal to about 25 per cent. When the increased consumption is taken into account, the recovery recently established is not at all surprising.

CALIFORNIA RAISIN SITUATION.

The California Fruit Grower, in its review of the raisin situation on the Coast, says: "The large quantity of low-grade raisins on hand continues to hold the market down. Buyers demand sound stock at the price of rain-damaged, and expect soft goods for almost nothing. Unless the rain-damaged stock is withdrawn from the market, even the customary trade demand of April, May and June will hardly revive prices. Eastern buyers are now making a demand for a cheaper article of seeded raisins, and, no doubt, this demand will be met. Then we will have, as in other kinds, all sorts of seeded raisins, and the market price for this class will go to pieces. The demand in all lines is on the basis of 'something for nothing.'"

MAPLE SUGAR CROP IN VERMONT.

A despatch from Newport, Vt., says: "Sugar makers of this section have been

caught unprepared by an unusually early and copious flow of maple sap. During the severe storms of February more snow fell in this vicinity than has been due in 30 days, or more, yet during the past week regular spring weather has prevailed, and the snow has shrunk wonderfully. Almost before they knew it, the sap began to run, and the farmers at once began to hurry preparations for gathering what promises to be a very large amount of sugar-making fluid. It is expected that an unprecedented quantity of maple sugar will be made. The few makers who were in position to catch the very first of the flow already have new syrup and sugar on the market. About 1,000 pounds already have been made in the country. The season this year is two weeks earlier than usual."

Mail advices from the different producing sections in southern California state that supplies of apricots are practically cleaned up and that of peaches very few remain. Apricots are said to be in a very strong position, and much higher prices are looked for in the near future.

The season has practically closed in Calcutta, the last public sale having been held there a week ago. This has imparted a stronger tone to the London market, especially for the fine and finest descriptions, and it now seems quite probable that the supply of the finer teas will be more restricted during the next few months than appeared likely a short time since.



FOUR REASONS WHY GROCERS

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

should sell a brand of Stove Polish which, above **ALL** others, consumers want, and their trade.

Enameline

The Modern STOVE POLISH

First: It is Superior to All others in Quality.

Second: It gives Perfect Satisfaction to Consumers.

Third: It is Thoroughly Advertised and Sells itself.

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

Praised by its Many Friends—

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

Lead packages.

25, 40, 50 and 60c.

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



The unsolicited testimony of
thousands

GRAND MOGUL TEA

IS THE BEST VALUE
IN THE MARKET.

Coupons in every packet.

T. B. Escott & Co.

Sole Agents

LONDON, ONT.

... A PERFECT SNAP

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

Our Fig Bars

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

Queen Biscuit Co.

ST. JOHN, N.B.

Only authorized manufacturers in Canada of the

Famous Boss Lunch Milk Biscuit

Each Biscuit stamped "BOSS."



Pre:
JOHN BAY
Moi

THE M

Publish
culate i
North-
Quebec
Island s

MONTREA

TORONTO

LONDON,

MANCHES

NEW YOR

Subscription,

WHEN
PLEASE
THEIR A

THE CO

T
THE
cou
ma

of the yea
unique.

In the l
throughou
good; bad
whereas a
and medi
ward muc
rolls and
manifest a
butter.

much bet

price 18
16 per l

Cheese,
almost to

1697, and
of this an

the year,
Canada, ;

prices at
with 10 t

opinion i
cheese m

now in, a
butter so



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

THE MacLEAN PUBLISHING CO.
Limited.

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

OFFICES :

MONTREAL - - - Board of Trade Building
Telephone 1255.
TORONTO - - - - 26 Front Street West,
Telephone 2148.
LONDON, ENG. - - 109 Fleet Street, E. C.,
J. M. McKim.
MANCHESTER, ENG. 18 St. Ann Street,
H. S. Ashburner.
NEW YORK - - - - 14 Irving Place,
M. J. Henry.

Subscription, Canada, \$2.00. - Great Britain, \$3.00.

Published every Friday.

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

THE COUNTRY PRODUCE MARKET.

THERE are now observable in the country produce market of Toronto many conditions which at this season of the year are not only unusual but, indeed, unique.

In the butter market there is a scarcity throughout, with practically no dairy tubs, good; bad or indifferent, left on the market, whereas a year ago, as in former years, low and medium grade tubs were coming forward much faster than desired. In large rolls and pound prints there is also now manifest an unusual absence of very poor butter. As a consequence, butter is in much better demand than usual, with the price 18 to 20c., as compared with 10 to 16c. per lb. asked last year.

Cheese, on the other hand, was produced almost too lavishly during the season of 1897, and although the value of our exports of this article increased by \$719,668 during the year, there is now, both in Britain and Canada, a weak, unsteady demand, with prices at 8 to 8½c. per lb., as compared with 10 to 12c. per lb. last year. The opinion is generally expressed that the cheese market, being in the condition it is now in, and the demand for and price of butter so firm and high, it would be a great

mistake of makers to produce any quantity of fodder cheese, as has been found profitable to do, under different circumstances, in former years.

The scarcity of low-grade butter has also materially affected the lard market, inasmuch as for some weeks the scarcity of cheap butter has necessitated the use of lard to a much greater extent than usual, and has kept stocks of lard low for some time, whereas last year, at this time, lard was left in great quantities on dealers' hands, when they would have gladly accepted 1¼c. less per lb. than they now ask.

Each successive year sees an improvement in the state of the hog product market. Breeders of hogs in Canada are, generally speaking, now breeding the best kind of hogs and feeding them the most suitable feed for reaching the British market. The fruits of this are now abundantly evident in that a great demand has sprung up for Canadian bacon and lard, and prices for light hogs are slightly better, while heavy hogs are fully \$1 higher than a year ago. Then, as the number of large hogs produced is not as great, and as a brisk demand from lumber camps, etc., has been noted, barrel pork has been well sold up, where last year a great deal of this product was left on packers' hands, though the price then asked was \$4 less than now quoted.

The supply of eggs, too, has been absorbed to an unusual and satisfactory degree. Pickled eggs were practically cleared up weeks ago, and now there are none held or cold-stored, except those of that nature which have been held by farmers, which proportion is insignificant as compared with the number of this class of eggs usually on the market. Though there is a liberal supply of eggs now coming forward the lack of held necessitates bakers depending on this supply, so that the probability is that the demand will continue about equal to the supply for some time.

Among staple products, potatoes show the greatest relative change in prices, as compared with last year, though the prices then were abnormally low, selling at 20 to 28c. per bag. The price now asked is more than double last year, being 55 to 60c. per bag. The explanation of this is simply that the

demand has more closely kept up to the supply.

The light crop of apples has naturally increased the price of both the fruit itself and the dried and evaporated products thereof. Fancy red spies are now \$3.25 to \$3.50, where last year they could be had for \$1.25 to \$1.35. Dried apples have advanced from 2 to 3c. per lb. to 5 to 6c. per lb., and evaporated apples from 3 to 4c. per lb. to 9½ to 10c. per lb.

The high price of wheat has been so frequently spoken of in these columns that further comment is unnecessary, except to remark that there is little prospect of a break in prices for some time yet. The coarser grains show a correspondingly high price, as compared with last and former years.

The market for hides and skins also shows an unusual firmness throughout, a steady advance in prices being noted, till now the prices for all hides and skins are nearly double what they were three years ago.

A careful perusal of the following comparison of prices between March, 1897, and March, 1898, will prove interesting, and give an idea of the general improvement in the price of country produce. It will be noted that cheese is the only article showing a decline :

	1897.		1898.	
Wheat, red, per bush	\$0 74 to \$0 75		\$0 92 to \$0 93½	
Wheat, white "	76	77	82	84
Wheat, goose "	62½	63	86	87
Peas, per bush	40	41	58	61
Oats, per bush	21	22½	35	36
Hides, No. 1, per lb.	7	8	12	14
Calfskins, per lb.	7	8	12	14
Sheepskins	1 10	1 20	1 25	1 35
Butter, per lb.	10	16	18	20
Cheese, per lb.	10	12	8	8½
Eggs, per doz.	11	11½	14	15
Potatoes, per bush	20	28	55	60
Hogs, heavy, per cwt.	5 00	5 25	5 90	6 00
Hogs, light, per cwt.	6 00	6 25	6 00	6 20
Barrel pork, per bbl.	10 00	13 00	14 50	17 00
Lard, per lb.	6½	6½	7½	8
Beans, prime, per bush	40	50	75	85
Apples, fancy spies, bbl.	1 25	1 50	3 25	3 50
Dried apples	2	3	5	6
Evaporated apples	3	4	9½	10

ENGLISH YELLOW SUGAR.

Toronto wholesalers are just now importing yellow sugar from England. The sugar is a nice canary in color and shows fair quality. It is being sold by the wholesalers at 3¼c. per lb. in bags.

The fact that yellow sugars of home make have been hard to get for some time has created a market in Canada for the imported article.

TRANSACTIONS IN MOLASSES.

BUSINESS for importation in Barbadoes molasses has been one of the features of the grocery situation this week. This buying at the islands, which has been done on behalf of one of the Montreal sugar refineries, has completely altered the tone of the market. Sellers at Barbadoes last week were undecided what to ask, and this week, because they have conceived the idea that the sugar refiners are going to be heavy buyers, they refuse to quote.

The purchase on behalf of the refiners consisted of 1,000 puncheons, which were sold at 16c. landed gauge, which is about equal to 22½c. net on the wharf in Montreal. When Montreal jobbers learned of this transaction, they also tried to secure options on supplies for spring importation, but have found it difficult to do so.

The spot situation has adopted a firmer tone as a result of this intelligence from the islands.

Last week some jobbers were not indisposed to shade prices to secure business, but there is none of this disposition apparent this week, all holders talking firm prices.

Between houses we understand that round lots have changed hands at 25c., but in a jobbing way 27c. is asked for car lots of Barbadoes, and 28c. for a few puncheons.

NEW MAPLE SYRUP.

The first arrivals of new maple syrup were offered in Montreal this week. It was of exceptionally good quality, and realized \$1 per gallon.

Advices from producing districts in the Eastern Townships say that sugar makers have been caught unprepared by an unusually early and copious flow of maple sap. During the severe storms of February more snow fell in the vicinity than has been known in 20 years or more, yet during the past week regular spring weather has prevailed, and the snow has shrunk wonderfully.

Almost before they knew it the sap began to run, and the farmers had to busy themselves making preparations for gathering what promises to be a very large run of the sugar-making fluid. It is expected that an unprecedented quantity of maple sugar will be made.

The few makers who were in position to catch the very first of the flow already have new syrup and sugar. About 1,000 pounds

have already been made in the county of Shefford, where the season is at least two weeks earlier this year than last.

THE DESTROYED TEA.

THE statistical position of the tea market in Toronto is a favorable one, owing to the shipment of lots to the United States during the past week and the fire on Saturday last.

The estimated quantity of tea destroyed by fire in the Carrie storage warehouse and in the Salada Tea Co.'s building is in the neighborhood of 350,000 or 400,000 pounds, about 60 per cent. of which was Indian and Ceylon growths and the balance Japan tea. The value of the tea destroyed is estimated at from \$50,000 upward.

This destruction of such a large quantity of tea will certainly stimulate the local demand somewhat, but to what extent remains to be seen. The general opinion is that it will not be very marked, particularly as most of the teas were held by representatives of shipping houses.

The teas probably most likely to be influenced by the loss are those of Japan growths, especially in view of the lots that have recently been picked up on United States account. It is true new season's Japans will be arriving in a month or six weeks, but it is also to be remembered that the quantity of May-picked Japan tea which arrives on the Toronto market season after season is insignificant. It is not until a couple of months later that teas of that description begin to arrive on this market in any quantity. As far as Indian and Ceylon teas are concerned, they can always be brought in.

A good many orders have been placed by wholesalers in different parts of the Dominion for next season's Japan tea, and as far as THE CANADIAN GROCER can gather, the business for the ensuing season in these teas promise to be larger than in 1897, for it will be remembered that last year the demand in the United States for Japans was so great that Canada was practically side-tracked.

The quantity of green tea imported by Canada from Japan during the fiscal year ending June 30, 1897, was 8,824,865 pounds, valued at \$1,083,994. While less quantities were imported in 1893, 1894 and 1895, yet the value was smaller than during any one

of the last five years. as the following table shows:

	Quantity in lbs.	Value.
1893.....	7,555,277	\$1,172,450
1894.....	8,007,315	1,175,728
1895.....	8,704,157	1,285,019
1896.....	9,624,375	1,317,155
1897.....	8,824,865	1,083,994

These figures do not include the Japan teas brought in and imported from the United States, but the quantity thus brought in is insignificant, for of Japans and China greens all told our imports from the United States last year only amounted to 140,079 pounds.

INDICATIONS STILL FAVORABLE.

The earnings of the Canadian railways continue to reflect a favorable condition of trade.

During February the gross earnings of the Grand Trunk were \$1,674,453, against \$1,522,246 the same month last year, a gain of \$152,207. The gross earnings of the Canadian Pacific during February last were \$1,408,000, compared with \$1,271,000 for the same month in 1897, an increase of \$137,000.

The gross earnings of these two railways during the first two months of 1898 were: Grand Trunk, \$3,590,785; Canadian Pacific, \$3,160,372. Compared with the same period last year, the increases are \$428,727 and \$575,344 respectively.

Remember, the public want eggs for Easter. And if hens are going to lay eggs steadily they must have good food. Keep a good stock of oyster shells, etc., and push them.

JAPAN TEA FOR THE STATES.

Enquiries are still being received in Toronto for Japan teas for shipment to the United States. The teas chiefly wanted appear to be from about 15½ to 17c. per pound.

During the last few weeks something like 5,000 packages have been sold on this account. One firm alone has shipped about one-half that quantity.

The prices being obtained for these teas are much better than could be obtained for them in Canada. For instance, dust, which is selling here at 6½c. is worth 11c. in the United States; nibs, 10c. here and 14 to 15c. in the United States; box goods selling here at 15c. are worth 16c. in the United States; leaf goods selling here at 16c. are worth 17½c. there.

M

Domini
having l
stanceswhich I
existingAs o
better a
wherebypresent
creditor:

anythin

hope of

now ad

well the
workabling for
assets oOur
heardbeing a
whichattentio
were mcreditor
W. H.Ont., tl
pushedCarter,
& Cie.,two firm
prices f

receive

in ten

elapsed
amountunpaid
askedand rec
houses

that thi

conseq

Bellevi

there e
son's snot a
large pwithin
ranginbelow
well as
accour

A SUSPICIOUS CASE.

MUCH has been said and published in Canada during the past few years regarding the pressing need for a Dominion Insolvency Law, such mention having been instigated by the numerous instances of fraud and dishonorable practices which have been and are possible under existing conditions.

As our merchants are daily becoming better acquainted with the various methods whereby it is possible for them to evade the present law, and get the upper hand of their creditors, even if the means employed are anything but honest, there is little if any hope of an improvement in the practices now adopted, at least until such time as a well thought out and withal a simple and workable Dominion law is adopted, providing for the equitable distribution of the assets of insolvent debtors.

Our readers have no doubt frequently heard of cases of dishonorable practices being adopted to secure goods, but a case which has recently been brought to our attention contained some features which were more than ordinarily annoying to the creditors. The purchaser in question was W. H. Ketcheson, retail grocer of Belleville, Ont., the principal creditors and those who pushed the matter to a settlement being Carter, Galbraith & Co. and Hudon, Hebert & Cie., both of Montreal. It seems that the two firms in question were asked to quote prices for sugars, and having done so, each received an order for a carload, terms cash in ten days. After the required time had elapsed Ketcheson was drawn upon for the amount of the bills, but drafts were returned unpaid; and upon an explanation being asked he said that he was unable to settle and requested an extension. The Montreal houses were, however, under the impression that things were not all they should be, and consequently representatives were sent to Belleville to investigate the matter. Enquiry there elicited the information that Ketcheson's stock was very low and that there was not a barrel of sugar on the premises, a large portion of it having been sold for cash, within a few days of its receipt, at prices ranging from cost to one-eighth of a cent below cost, the proceeds of such sales, as well as the balance of the sugars, being unaccounted for. Of the two cars of sugar

(about 160 barrels), something like 100 barrels were traced as having been sold for cash in and about Belleville, the balance having mysteriously disappeared, so far as a careful search would show. Ketcheson's explanations were anything but satisfactory, but as he was evidently prepared for the worst, his lawyer being with him much of the time, the Montreal creditors finally agreed to a composition of forty cents on the dollar. The services of Mr. P. G. Chartrand, of Kent & Turcotte, accountants, Montreal, were secured and he visited the various creditors for the purpose of getting their consent to a settlement on these terms. While nearly all the creditors signed for 40 cents they were almost unanimous in stating that they considered the whole transaction as most dishonorable, the account being comparatively new to the majority of them and

the goods which went to make up their respective bills having been shipped to Ketcheson within the past few weeks. A couple of the claims had to be purchased, the creditors declining to accept a composition, but the matter is now settled, Ketcheson having secured the necessary funds and paid the amount of the composition. The foregoing puts the matter in a bad enough light to suit most people, but in reviewing this case it might be well to mention that the evidence goes to prove that Ketcheson was practically insolvent and in fact was seeking a composition previous to and at the time of his purchases of sugar from the two Montreal firms, he thereby becoming possessed of \$2,138.35 worth of goods for which he had no apparent means of settling.

The following is a statement of the liabilities and assets as furnished by Kent & Turcotte :

LIABILITIES.		
Ordinary Claims :		
1. Carter, Galbraith & Co., Montreal.....	\$1,112 96	
2. Hudon, Hebert & Cie., Montreal.....	1,025 39	
3. Smith, Fischel & Co., St. Jerome.....	302 50	
4. B. Goldstein & Co., Montreal.....	133 75	
5. L. O. Grothe & Co., Montreal.....	120 00	
6. Hart & Tuckwell, Montreal.....	108 55	
7. The Lang Mfg. Co., Montreal.....	83 34	
8. Vipond, Peterson & Co., Montreal.....	40 38	
9. S. H. & A. S. Ewing, Montreal.....	24 00	
10. Harris, Youngheart & Co., Montreal.....	112 00	
11. R. Templeton & Co., Belleville.....	140 00	
12. S. A. Lazier & Sons, Belleville.....	73 25	
13. The Wm. Paterson & Son Co., Ltd., Belleville.....	73 00	
14. Chas. Smith, Belleville.....	69 91	
15. The Rathbun Company, Belleville.....	22 75	
16. Hodgson Brothers, Belleville.....	14 04	
17. T. Kinneer & Co., Toronto.....	331 97	
18. Warren Bros & Co., Toronto.....	192 30	
19. T. McIntosh, Toronto.....	51 03	
20. Chas. Boeckh & Sons, Toronto.....	40 58	
21. John Taylor, Toronto.....	32 50	
22. W. B. Reid, Toronto.....	17 82	
23. Art Goods Manufacturing Co., Ltd., Toronto.....	17 70	
24. G. F. & J. Galt, Toronto.....	13 05	
25. Pugsley, Dingman & Co., Toronto.....	37 83	
26. Mac Willie Bros., Toronto.....	7 50	
27. McKee, Ratcliffe & Co., Toronto.....	5 50	
28. Kilgour Bros., Toronto.....	5 10	
29. Fraser & Stirton, London.....	450 00	
30. D. S. Perrin & Co., London.....	5 53	
31. Chas. Williams, Pt. Whitby.....	200 00	
32. Thos. Lawry & Son, Hamilton.....	42 11	
33. F. W. Fearman, Hamilton.....	38 11	
34. Hamilton Coffee & Spice Co., Hamilton.....	17 00	
35. Hamilton Table Co., Hamilton.....	7 00	
36. Sadler, Dundas & Flavell Milling Co., Ltd., Lindsay.....	5 45	
37. Underwood Bros., Kendall Ont.....	37 76	
38. Creamery Biscuit Works, Ottawa.....	5 04	
39. J. Bruce Payne, Granby.....	127 00	
40. Syda & Cousins, Digby N.S.....	70 93	
41. C. V. Stockdale, Chicago.....	10 50	
42. C. D. Scantlebury, Belleville.....	2 50	
		\$5,228 29
Privileged Claims :		
43. W. Bullen, Rent.....	68 75	
44. Taxes.....	40 00	108 75
		\$5,337 04
ASSETS :		
Stock of Groceries ;.....	1,000 00	
Fixtures and Rolling Stock ;.....	500 00	
Book Debts :		
Good	521 06	
Doubtful	62 96	
Bad	1,307 07	\$3,391 09
Deficiency		\$1,945 95

To GROCERS

Our enormous plant, exceptional manufacturing facilities, combined with the fact that we manufacture our own paper, places us in the best position to give special value in ❁ ❁ ❁

Paper Bags

In consequence we excel ALL OTHERS in these essential points:

1. LARGE SIZE
2. FULL COUNT
3. BEST QUALITY

Examine, Test, Compare—you will find it so.

Price? No more than you pay for the "other kind."

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

HULL, CANADA.

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

AGENTS—F. H. Andrews & Son, Quebec; A. Powis, Hamilton; J. A. Hendry, Kingston; Schofield Bros., St. John; J. Peters & Co., Halifax; Tees & Persse, Winnipeg; James Mitchell, Victoria and Vancouver, B.C.; John Cowan, St. John's, Nfld.

REG

THE
la
de

to the gr
that ha
bags, ar
in price
underste
necessar

Until
turing c
tically c
and J.
prices r
mum d
cases t
lots.

In r
put in
tensive
they go
prices
wards
houses
the st
would
slaugh
lookin
for pi
increa

Bag
at the
high a
being
meant
distur
make
issued
count
per ce
load l

As
consr
chan;
stand
or t
with
han
ocu
vie
in fa
price
sheet

REGARDING GROCERY BAGS.

THE causes which have led, during the last two or three years, to the steady decline in prices, or, in other words, to the gradually steadily-increased discount that has been allowed on paper grocery bags, and the reason of the recent reaction in prices does not appear to be generally understood by the trade. It is therefore necessary to review the circumstances.

Until about three years ago the manufacturing of paper bags in Canada was practically confined to Kilgour Bros., of Toronto, and J. C. Wilson & Co., of Montreal, and prices ranged at present list with a maximum discount of 25 to 30, and in some cases to 33 $\frac{1}{3}$ per cent. off list for large lots.

In 1894-5 the E. B. Eddy Co., at Hull, put in bag machinery to manufacture extensively, but, as soon as, or even before, they got their product well on the market, prices began to waver, and shortly afterwards cutting began, the older-established houses in this line apparently fearing that the starting of a new paper bag factory would overstock the market and induce the slaughtering of the goods, apparently overlooking the fact that trade in and demand for paper bags in Canada was steadily increasing.

Bags became cheaper and cheaper until, at the opening of the season this year, as high as 70 per cent. off list is reported as being quoted in some localities. This meant heavy loss to manufacturers and disturbance to the trade all round, so the makers convened, formed an association, issued a uniform list, and decided on discounts on a sliding scale of from about 40 per cent. on small lots to 50 and 10 on car-load lots.

As the new list we have before us states conspicuously that prices are subject to change without notice, and, as we understand, neither the manufacturers themselves nor the trade generally are fully satisfied with existing discounts on the list, the chances are that before long, pressure of circumstances will force another and early review of discounts, with the probabilities in favor of slightly higher rather than lower prices, because the bag makers' balance sheets for 1897-98 will probably show the

balance on the wrong side of the ledger, owing to the cutting that has steadily prevailed in prices.

DISPLAY OF TABLE DELICACIES.

The display of table delicacies, given by Gordon & Dilworth, of New York, in the Windsor hotel, Montreal, last week, was well worth a visit. The goods displayed, comprising preserves, jellies, syrups, brandied fruits, salads, olives, capers, catsups, mince meat, plum pudding and canned goods of various descriptions were arranged about the room to the best advantage, the neat jars containing fruits, etc., of varied colors making a very pleasing effect. Samples for tasting were always at hand and the lady attendants were thoroughly at home in demonstrating the qualities of the goods, visitors being treated to an excellent description of the firm's methods of preparing fruits, etc. A number of Montreal's prominent retail grocers visited the display and purchased largely of the goods exhibited, as did also many of the lady visitors who were pleased with what they saw. The firm were apparently highly satisfied with the result of the display and they anticipate a good trade in Montreal and district for the future.

PERSONAL MENTION.

Mr. T. W. Edwards, Lucas, Steele & Bristol's representative west of London, spent a day or two in Hamilton last week. His friends were all glad to see him. "Tom" has a great many warm personal friends in the Ambitious City, and they are always pleased to hear of his success on the road.

Mr. W. J. Moody, representing the Alpha Chemical Co., manufacturers of chemical specialties, Moody's non-corrosive inks, etc., Berlin, was in Toronto last week. He reports the business of his company to be increasing satisfactorily. The company is putting "Sunlight" black lead on the market, six bars in a box, instead of three, as formerly.

WEEKLY BUTTER SHIPMENTS.

The Montreal Butter and Cheese Association have sent a circular to all the creameries in Quebec advising all makers to ship weekly instead of monthly, as is now done. They state that the immediate results will be more satisfactory and that this will be the means of increasing our trade with Great Britain very materially. They make the point that this system of weekly shipment has resulted in Canadian cheese reaching the top of the ladder, and that Canadian butter may also reach a like position there, instead of occupying a very unimportant position.

A QUEER BOOKKEEPING INCIDENT.

THAT flies are troublesome all will agree, but that they are capable of causing sleepless nights, and almost insanity, will be a matter of surprise to all who read the following incident as given in The San Francisco Post:

"A bookkeeper in a San Francisco wholesale house has been spending sleepless nights for three weeks in fruitless efforts to make his books balance.

"There was an apparent shortage of nine hundred dollars that could not be accounted for.

"He added up columns and struck balances until he was almost insane. He finally worked himself into the frame of mind that usually lands a man in Canada, the insane asylum, or a suicide's grave, when the manager of the house invited his confidence.

"Then they went over the books together, but the nine hundred dollars shortage was still there.

"The head of the house was called in and the work of overhauling accounts commenced again. They had not gone far before they came to an entry of nineteen hundred dollars.

"'Why that should be one thousand dollars!' exclaimed the employer.

"'How did it happen to be entered nineteen hundred dollars?'

"A careful examination showed that a fly had been crushed between the pages of the cash book, and one of its legs made a tail of the first cipher of the one-thousand dollar entry, converting it into a nine."

A MUSTARD FIRM'S OLD EMPLOYEE.

The Grocers' Monthly, London, Eng., some time ago offered a prize of two guineas to the man who had longest been in the employ of any firm in the United Kingdom in any of the trades represented by the paper.

The winner of the prize was James Barnes, 274 King street, Norwich. Mr. Barnes is an employe of J. & J. Colman, Limited, Norwich, manufacturers of Colman's mustard, etc. He has been in the employ of this firm for 68 years, and is now foreman starch-maker. Both employers and employe are to be congratulated on the length of time they have been connected.

OPENING A TOFFY BRANCH.

Slade & Co., Limited, Leeds, England, makers of Slade's toffy, are making arrangements to open a branch in Canada. This firm commenced business five years ago, making a turnover the first year of \$50,000. Last year their turnover was over \$254,000, and they are now shipping to the leading cities of the United States. They are issuing a new illustrated price list, which every grocer should see. Write for a copy to the Royal Toffy Works, Leeds.

HINTS TO BUYERS.

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

RUTHERFORD, MARSHALL & CO. say that, in their experience, the market has never been in better condition for butter, all grades being readily picked up.

W. H. Gillard & Co. have on hand a full assortment of fish for the Lenten season.

H. P. Eckardt & Co. are offering fine values in syrups, all grades.

W. H. Gillard & Co. have in stock 1 and 2-lb. cans of "Barataria" shrimps.

The Davidson & Hay, Limited, quote special prices on pork and beans, 3-lb. tins.

D. Gunn, Bros. & Co. report good Easter business putting up smoked meats especially for this trade.

The Davidson & Hay, Limited, are wholesale agents in Toronto for "Washington" lye.

Perkins, Ince & Co. have received a carload of Santa Cruz prunes, assorted sizes, in 25 and 50-lb. boxes.

Brand's "A1" international sauce is being handled here by the Davidson & Hay, Limited.

The 3-lb. "Circle" tea packet Lucas, Steele & Bristol have put on the market is strong and attractive.

The Davidson & Hay, Limited, have another car of California prunes and apricots to hand this week.

Buyers of fish will do well by communicating with H. P. Eckardt & Co., who still have a good assortment.

Bayle's "English Sandwich Mustard"; also horse radish mustard, is again offering by Lucas, Steele & Bristol.

A line of California evaporated apricots, to retail at 3-lbs. for 25c., is a leader with the Eby, Blain Co., Limited.

Lucas, Steele & Bristol have "Barataria" 1 and 2-lb. shrimps in stock; also "Cherry-stone" and "Dogshead" oysters.

T. Kinnear & Co. have in stock a line of marmalade in glass bottles, screw tops, which they are offering at \$1 per dozen.

The Eby, Blain Co., Limited, have a fine range of California evaporated peaches in 70-lb. bags, equal in quality to box-packed fruit, but lower in price.

"Diamond Crystal" salt can now be procured from Lucas, Steele & Bristol in bulk, 24 3's, 120 2½'s, 60 5's, 40 7's, 20 14's, 28 and 56-lb. bags; also 228-lb. bags.

The sale of the "Rising Sun" stove polish was largely increased last year over

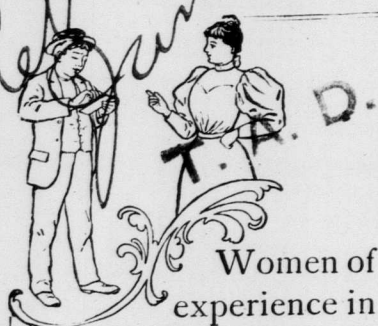
the previous one, and the sale of "Sun Paste" stove polish was increased more than one-third.

Syrups, dark, medium and bright are leading sellers with the Eby, Blain Co., Limited, the demand for their "Honey" syrup, in barrels, half-barrels and pails, being exceptionally brisk.

The Eby Blain Co., Limited, have in stock some good values in Japan teas packed under their own brand "Anchor," in fancy air-tight tins from 30 lbs. to 100 lbs., net weight. They retail at from 25 to 35c.

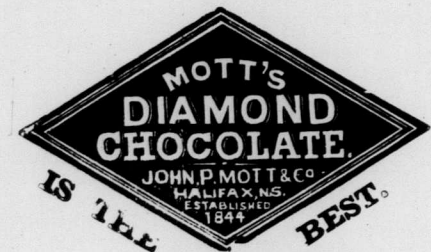
Buyers of green Rio coffees should note the fact that this is a specialty with the Eby, Blain Co., Limited, who have just received a heavy direct importation, desirable in color and evenness, which they are quoting, as bought, exceptionally low.

T. A. Lytle & Co. report a great increase in the demand for jams, jellies, marmalade and catsup during the past month, which can be accounted for by the scarcity of fruit at this season and the number of persons who are provisioning for the Klondyke.



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

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



ASK FOR
MOTT'S

DRINK :::

::: Chocolate for Breakfast

It invigorates MIND and BODY
whereas Tea and Coffee
SLOWLY RUIN THE NERVES



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

VANILLA . .
CHOCOLATES

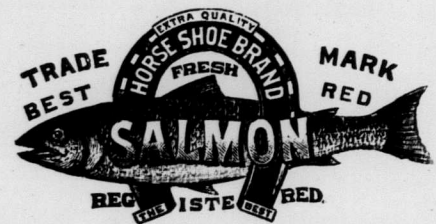
CHOCOLAT MENIER

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

Ask your grocer for **Chocolat Menier**
The world-renowned French Vanilla Chocolate.

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

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



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

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

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

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

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

AGENTS:
Geo. Stanway & Co., Toronto, Agents for Ontario.
W. S. Goodhugh & Co., Montreal, " " Quebec.
J. Hunter White, Esq., St. John, N.B.
Agent for Eastern Provinces.
Tees & Pesse, Winnipeg, for Manitoba and N.W.T.



US
fa
th
been ex
dull, an
changed
deprecia
Canned
ture. I
canned
no quot
very litt
fish. I
market
business
demand
a little
interest
fruits is
the prin
noted f

The
vegetat
change
feeling
canner
that, w
he coul
least 50
are all
this li
and, i
quiet,
We q
corn, 1
sifted s
to \$1.
to \$2.4
berries
to \$1.
blackb
\$1.75
gallon
"shoe,"
less c
upwar
to hoe
\$1.20
this;
canne
\$1.35
\$15 to
\$4.50

Syr

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, March 17, 1898.

GROCERIES.

BUSINESS during the past week has fallen off somewhat, and there is not the snap to it that wholesalers have been expecting. The sugar market is still dull, and while the local market is unchanged as to price, there have been further depreciations in the London market. Canned goods are still without special feature. If anything, the feeling in regard to canned tomatoes is easier, although there is no quotable change in figures. There is very little doing in canned fruits or canned fish. The tea market is quiet. The spice market rules steady, but there is not much business being done. Coffees are in fair demand locally, but the outside markets are a little easier on Brazil kind. The most interesting feature in regard to foreign dried fruits is a decline in the price of currants in the primary market. There is a fair demand noted for syrups, but molasses is quiet.

CANNED GOODS.

The market continues quiet for canned vegetables, and although no quotable change has taken place in prices, yet the feeling is easier in regard to tomatoes. A canner informed THE CANADIAN GROCER that, while he has sold carload lots at \$1.25, he could not to-day get that figure by at least 5c. Stocks of corn in packers' hands are almost cleaned out, and the price for this line rules steady. Canned salmon, and, in fact, all kinds of canned fish, are quiet, with prices steady and unchanged. We quote: Tomatoes, \$1.20 to \$1.25; corn, to 85c.; peas, 90 to 95c. for ordinary; sifted select, \$1.10 to \$1.25; extra sifted, \$1.25 to \$1.40; beans, 60 to 95c.; peaches, \$2 to \$2.40 for 3's, \$1.40 to \$1.75 for 2's; raspberries, \$1.50 to \$1.80; strawberries, \$1.40 to \$1.70, according to brand and quality; blackberries, \$1.40 to \$1.70; cherries, \$1.75 to \$2.25; apples, 3's, 80 to 95c.; gallons, \$2.25 to \$2.40; salmon, "Horse-shoe," \$1.25 in 5-case lots and \$1.30 in less quantities; other red salmon, \$1.20 upwards, according to quality and brand; Cohoes, 95c. to \$1; canned mackerel, \$1.20 to \$1.30; lobsters, \$2.40 to \$2.70 for tall tins; ½-lb. flats, \$1.65 to \$1.70; Canadian canned beef, 1's, \$1.35 to \$1.40; 2's, \$2.35 to \$2.50; 6's, \$7.75 to \$8.25; 14's, \$15 to \$16; Canadian kippered herrings, \$4.50 per case.

SYRUPS.

Syrups are moving fairly well at steady

prices. We quote as follows: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

There have been some enquiries, but few, if any, transactions appear to have taken place. Prices still rule steady. We quote as follows: New Orleans, bbls., 23 to 35c.; ditto, half-bbls., 25 to 37c.; ditto, fancy, 50 to 55c. in bbls. and half-bbls.; Barbadoes, 31 to 35c.; half-bbls., 33 to 35c.

SUGAR.

The outside markets are dull and easy, a further decline having taken place in the London market, although during the last couple of days that market appears to have taken a more favorable turn. The New York market is quiet, and toward the end of last week, some grades of refined sugar were reduced 1-16 to ⅛c. per lb. in price. There has been no change in the Canadian market, but business is dull. It is to be noted that some shipments of English yellow sugar have arrived on this market during the last few days. Yellow has been scarce on this market lately. We quote as follows: wholesale price, subject to a discount of 1 per cent., 10 days: Granulated (St. Lawrence, Redpath, Acadia), 4 5/8c.; ditto, Dutch, in bags, 4 ¼c.; ditto, German of Canadian make, in bbls., 4 ¼c.; ditto, imported, in bags, 4 ¼c.; yellows, 3 ¾c. upwards.

NUTS.

The market is quiet and unchanged. We quote as follows: Brazil nuts, 12 ½ to 14c.; Valencia shelled almonds, 23 to 25c.; Tarragona almonds, 9 to 11c.; peanuts, 10 to 12c. for roasted and 8 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 11 ½ to 12c.; Marbot walnuts, 9 ½ to 11c.; Bordeaux walnuts, 8 to 9c.; Sicily filberts, 9 ½c. for sacks and 10 ½ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12 ½c.

RICE, TAPIOCA, SAGO.

The market for rice of all kinds rules steady, and business is of the usual character. We quote: Standard "B," broken lots, 3 ¾c.; 1 to 5 sacks, 3 ¾c., and 5 sacks and over, 3 5/8c. per lb.; Japan, 5c.; Patna, 5 to 5 ¼c.; tapioca, 3 ½ to 5 ½c.; sago, 3 ½ to 4 ½c.

COFFEE.

Brazil coffees have been easier in the primary market, although during the last few days a steadier feeling has developed. Locally trade is fair at unchanged prices.

Jobbers quote green in bags: Rio, 8 to 12 ½c., according to grade; East Indian, 27 to 30c.; Santos, 12 to 18c.; Java, 30 to 33c.; Mocha, 27 ½ to 30c.; Maracaibo, 13 to 17c.; Jamaica, 16 to 22c.

SPICES.

The steady feeling which has characterized this market for some time still prevails, although as far as can be learned no further change in prices has taken place. The demand is quiet. We quote: Pure Singapore black pepper, ground, 12 to 14c. in kegs, pails and boxes, and 14 to 15c. in 5-lb. cans; ditto, whole, 12c. per lb.; pure white pepper, ground, 22 to 24c. in kegs, pails and boxes, and 20 to 22c. in 5-lb. cans; ditto, whole, 22 to 26c., according to quality; pure Jamaica ginger, 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25c.; ditto, best, 28 to 30c. per lb.; allspice, 16c.; cassia, 20 to 25c. per lb. for ground and 40c. for Saigon.

TEAS.

The feature of the local trade during the week is the shipment of further lots of Japan teas to the United States market, and further enquiries are being received. The fire which destroyed probably 400,000 lbs. of tea may also be accounted a feature of the tea market, for it should, to some extent, affect business. Just at the moment shippers' representatives are doing very little business, although the wholesalers are experiencing a good demand. In fact, teas are the most active line in the grocery trade just now, as far as the wholesalers are concerned. Ruling wholesale prices on the Toronto market are as follows: Young Hyson, 18 to 21c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indias and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

CURRENTS — A cable advice states that for the direct steamer Escalona, leaving Patras early in April, prices show a decline of about 2s. per cwt. on recent quotations. The local demand for currants is fair and prices unchanged. We quote as follows: Provincials, 5 ¾ to 6c.; Filiatras, 6 ¼c. in bbls; 6 3/8c. in half-bbls and 6 ¼c. in cases. Patras, 6 3/8c. in bbls.; 6 3/8c. in half-bbls. and 6 7/8 to 7c. in cases.; Vostizzas, 7 ½ to 8 ½c. in cases

good late, use

TES

ER

enier

real

well

re Pacific re being reshoo

re BEST med; scy

DN

ly know iger, all

Ontario. Quebec. B.

N.W.T.

Profit...

"SURPRISE SOAP"

GIVES IT.

A standard soap; a standard price; but more than a standard profit.

It Pays to Push "SURPRISE" Soap.



BRANCHES—

MONTREAL: Board of Trade Building.
TORONTO: Henry Wright & Co, 51 Colborne St.
WINNIPEG: E. W. Ashley.
VICTORIA: La Patourel & Co.

Made by

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

VALENCIA RAISINS—Mail advices from J. D. Arguimbau, under date of Denia, February 28, estimate the total stocks of Valencia raisins in Spain at not more than 6,000 boxes, which practically means that the supply there is exhausted. A letter received from London, Eng., notes a strong market there, with prices 6d. per cwt. dearer. We quote: Off-stalk, 4½ to 4¾c.; fine off-stalk, 5 to 5½c.; selected, 6 to 6½c.; layers, 6½ to 7c.

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

PRUNES — The demand is fairly good for prunes, particularly the California description. We quote: "Sphinx," 6½ to 7c.; B, 7½c.; A, 8½c.; California prunes, 40 to 50's, 10 to 10½c.; 50 to 60's, 8 to 8½c.; 60 to 70's, 7½ to 8c.; 70 to 80's, 7 to 7½c.; 80 to 90's, 6½ to 7c.; 90 to 100's, 6 to 6½c. Silver prunes (fancy), 13½c.; egg plums, 9½c.; golden plums, 10½c.; French prunes, 180's, 5c.

CALIFORNIA EVAPORATED FRUITS — Wholesalers report a good demand for evaporated peaches, apricots, and plums. We quote as follows: Apricots, 9 to 9½c. per lb. in 50-lb. boxes, 9½ to 16c. in

25-lb. boxes, and 13 to 14c. in 1-lb. cartoon boxes; Peaches, 8½ to 12c. in 25-lb. boxes, and 13c. per lb. in 1-lb. cartoons.

DATES—Quiet, at 5¼ to 5½c. Advices from New York report prices unsettled.

GREEN FRUITS.

There is a brisk demand for lemons and oranges, with prices advancing. Bananas are also moving well. Onions are scarce, and prices have advanced 10c. We quote as follows: Lemons, Messina, \$2.75 to \$3 a box; oranges, Valencia, 420's, ordinary, \$5.50 to \$5.75; 420's, large, \$6 to \$6.25 per case; California navels, \$3.25 to \$3.50; California seedlings, \$2.35 to \$2.50; Sevilles, \$3 a box; Bahamas, \$2.50 to \$3 a box; Canadian apples, spies, fancy red, \$3.75 to \$4; other spies, \$2.50 to \$3.50; common apples, \$2 per bbl.; bananas, \$1.60 to \$2; Canadian onions, red or yellow, in 80-lb. bags, 95c. to \$1; winter pears, 60 to 75c. per basket; cocoanuts, \$4.50 to \$5 a sack, and 60c. doz.; rhubarb, 50 to 60c. doz. bunches; onions, 10 to 12½c. doz. bunches; lettuce, 30 to 40c. doz. bunches; radishes, 40c. doz. bunches; celery, 75 to 90c. doz. bunches; cabbage, 25 to 30c. doz.; parsley, 12 to 20c. doz. bunches.

COUNTRY PRODUCE.

EGGS—The deliveries are good, though

not as free as many dealers expected. There are sufficient coming forward to meet the demand, which is brisk—a natural result of the reduced prices. We quote fresh-laid at 12½ to 13c.

POTATOES—There is a firmer feeling, with prices 56 to 58c. for carload lots, and small lots on the market at 65c. per bag.

DRIED APPLES—Another sale of a carload lot for the Northwest is noted this week. Apart from shipments to British Columbia and the Northwest, there is little doing, as the export demand is dull. Choice stock is selling at 5½ to 5¾c., ordinary stock at 4 to 5c. per lb.

EVAPORATED APPLES — The market is quiet. We hear of one sale of a 50-bag lot at 9¼c. per lb., but other dealers are asking ¼c. higher.

BEANS—There is a quiet, steady movement, with prices practically unchanged. Prime beans are selling at 78 to 80c., which are carload prices, though to make sale it is necessary to sell as few as 10-bag lots at the same figure. Hand-picked are dull at 87 to 90c. per bag. Lima beans are in fair demand at 3½ to 4c. per lb.

HONEY—Business is quiet, with prices unaltered. We quote as follows: Clover honey, 7 to 7½c.; light color, in 60-lb. tins, 6 to 6½c.; 5 and 10-lb. tins, 7 to

POULTR
BUTTER
EGGS
HONEY

ROY

R
Geo. Anders

E.

Wholes
and

Teas, C
Dried Fr
Condens
Canned J
meal, R

Represent
Advance
Bond or
supplied.

Cor

I

Car

M

REPR

WT

Glas

Will b
as Ag
their
Letters

(10)

PC

V
C

Cle

G
42

**POULTRY
BUTTER
EGGS
HONEY**

J. A. McLEAN,
77 Golborne St.
TORONTO.
Commission Merchant.

ROYAL JUBILEE OIL
Is the Best Burning Oil
in the Market.
ROYAL OIL COMPANY
SOLE MANUFACTURERS
Geo. Anderson, Manager. **Toronto**

E. NICHOLSON
Successor to W. F. Henderson & Co.
**Wholesale Commission Merchants
and Brokers**
Teas, Canned Goods, Molasses, Coffees,
Dried Fruits, Syrups, Spices, Starches,
Condensed Milk, Salmon, Bags, Beans,
Canned Meats, Smoked Meats. Lard, Oat
meal, Rice, Tapioca, Sago, etc, etc.
Representing some of the leading houses in the world.
Advances made against consignments. Storage—in
Bond or Free. Wholesale Trade and Millers only
supplied.
124 Princess Street, **Winnipeg, Man.**
Correspondence Invited.

Paul Campbell,
Assignee.
Campbell & Campbell,
Accountants.
McKinnon Building, TORONTO.

REPRESENTATIVES WANTED
WHITELEYS LIMITED
DISTILLERS
Glasgow, London and Liverpool
Will be glad to appoint a reputable firm
as Agents for Canada for the sale of
their Ark Brand Whiskies in Canada.
Letters of application to be addressed to
WHITELEYS LIMITED
Care of The Canadian Grocer
Montreal or Toronto

**POTATOES
POTATOES**
We are selling
choice samples **IN
CAR
LOTS**
Correspondence Solicited.
Clemes Bros. - Toronto

7½c.; buckwheat 3 to 4c.; comb, clover,
\$1.25 to \$1.50 per dozen; buckwheat, 60
to 70c.

POULTRY—Business has been somewhat
quiet, with prices slightly easier than last
week. We quote: Chickens, dressed, 50
to 70c.; turkeys, small and medium, 10½
to 12c.; large, 8 to 10c. per lb.

BUTTER AND CHEESE.

BUTTER—Receipts are rather heavier
than during the previous week, but the de-
mand still absorbs readily all coming for-
ward. During some days it has been found
difficult to fill orders. We quote: Dairy,
large rolls, 17 to 18c.; pound prints, 18 to
20c.; creamery, late make, tubs, 19 to
20c.; prints, 21 to 22c.

CHEESE—The market is still dragging,
though there is now noted a somewhat in-
creased consumption. We quote 8 to 8½c.
per lb.

PROVISIONS AND DRESSED HOGS.

Easter trade is creating a better demand
for all lines of smoked and dry-salted meats.
Lard is steady, with stocks light. Barrel
pork is quiet. Prices throughout are un-
changed. Hogs are coming forward freely,
with a decline of 10c. all round noted. We
quote:

DRY SALTED MEATS—Long clear bacon,
7¾c. for carload lots, and 8c. per lb. for
ton lots and cases.

SMOKED MEATS—Breakfast bacon, 11½
to 12c.; rolls, 8¾c.; hams, large, 10c.;
medium, 10½c.; small, 11c.; shoulder
hams, 8½ to 9c.; backs, 11½c.; with 1c.
less for all meats out of pickle.

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

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

DRESSED HOGS—We quote: \$5.90 to \$6.
for heavy, and \$6 to \$6.10 for light hogs.

FISH AND OYSTERS.

Trade is quiet, whitefish and trout being
the only fish moving well. Split her-
rings are scarce and have advanced 25 to
50c. for half-bbls. We quote as fol-
lows: Oysters, \$1.25 per gal.; fresh trout,
6½ to 7c. per lb.; steak trout, 7c.; fresh steak
cod, 6 to 6½c. per lb.; pickerel, 6c. per lb.;
pike, 4 to 5c. per lb.; perch, 3c. per lb.;
fresh herring, 3½c. per lb.; Labrador her-
ring, \$5.50 per bbl. and \$3 per half-
bbl.; split herring, \$5 per bbl. and \$2.75 to \$3
per half-bbl.; sea herring, \$1.30 to \$1.35 per
100; boneless codfish, 3½ to 5c. per lb.; pure
cod, 6½ to 6¾c. per lb.; fresh water herring
(heads off), \$2.50 per keg; ciscoes, \$1.25 to

The Following Brands
Manufactured by

The American Tobacco Co.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses.

CUT TOBACCOS
OLD CHUM.
SEAL OF NORTH CAROLINA.
OLD GOLD.
CIGARETTES
RICHMOND STRAIGHT CUT.
SWEET CAPORAL.
ATHLETE, **DERBY**

SARNIA **Water White**
Lamp Oil. . .

Equal to the best American Water White Oil. Test
it and be convinced. Genuine is branded **Sarnia**
Water White. Wholesale only by
The **QUEEN CITY OIL CO., Limited.**
TORONTO, ONT.

THE TRADE BUILDERS OF B.C.

ARE
OKELL & MORRIS' GOLD MEDAL BRANDS
OF PURE Preserves, Pickles, Ketchups, Vine-
gars, Confectionery, Candied Peels
We guarantee the purity of
our manufactures. Works:
VICTORIA, B.C.

**THE MANITOBA
PRODUCE AND COMMISSION COY.**
WINNIPEG, MAN.

Wholesale Dealers
PROVISIONS OF ALL KINDS
Consignments Solicited.

Don't Pay Freight on Water

**CONCENTRATED GRAPE WINE
VINEGAR,** best and most economical
Vinegar made. One gallon Concentrated
makes 25/27 gallons Standard Vinegar—
specially suitable for Klondike, Coast,
Lumber, Exploration, and Mining Parties.
Great saving in weight and freight.

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

**EGGS and
BUTTER**
IN BIG DEMAND.
SHIP TO
RUTHERFORD, MARSHALL & CO.
Commission Merchants,
Toronto.

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

\$1.35; Manitoba frozen whitefish, 6½ to 7c. per lb.; smelts, No. 2, 4c.; No. 1, 6c.; extras, 10c.; flounders, 5c. per lb.; haddies, 5½ to 6c. per lb.; fresh haddock, 5c. per lb.; pan frozen haddock, small, 4c.; large, 5c. per lb.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—The wheat market is quiet, with prices easy and unchanged. This week's quotation on cars outside are as follows: Wheat, red winter, 85c.; white winter, 81 to 83c.; goose, 80c. On the street market barley and peas have declined 3c. per bush. We quote: Wheat, red, 92 to 93½c.; white, 82 to 84c.; goose, 86 to 87c.; peas, 58c.; rye, 53c.; barley, 39c.; oats, 35 to 36c. No. 1 hard wheat has declined 3c., and is quoted at \$1.10, Toronto and Montreal freights, or \$1.07 Midland.

FLOUR—The market is dull. Buyers are just ordering what they need for immediate use. Prices are unchanged. We quote: Manitoba patents, \$5.30 to \$5.40; Manitoba strong bakers', \$4.90 to \$5; Ontario patents, \$4.75 to \$4.80; straight roller, \$4.15 to \$4.30, Toronto freights.

BREAKFAST FOODS—Trade continues fair, with prices unchanged throughout. Standard oatmeal and rolled oats, \$3.90 in bags and \$4.00 in bbls.; rolled wheat, \$2.75 in 100-lb. bbls.; cornmeal, \$2.50; split peas, \$3.50; pot barley, \$3.25.

HIDES, SKINS AND WOOL.

HIDES—There has been another decline of ½c. We quote: Cowhides, No. 1, 8½c.; No. 2, 7½c.; No. 3, 6½c.

CALFSKINS—We quote as follows: No. 1 veal, 8 lbs. and up, 12c. per lb.; No. 2, 10c.; Dekins, from 30 to 35c.; culls, 15 to 20c.

SHEEPSKINS—There are not many offering. We now quote at \$1.25 to \$1.35.

WOOL—Trade is quiet, but steady, with pulled wools quoted at 20 to 20½c. Fleeces and tub-washed are nominal.

SEEDS.

The break in roads and low prices has caused deliveries to be rather small. There is no quotable change in prices. Red clover is quoted at \$2.75 to \$3.25. There is such a range of values in alsike that it is quoted all the way from \$2 to \$4. Timothy is steady at \$1 to \$1.50 for machine threshed,

MAKE BUSINESS that is always Reliable by selling

McLauchlan's Biscuits

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

J. McLauchlan & Sons Manufacturers of Biscuits and Confectionery **Owen Sound**

and \$1.50 to \$2 for strictly choice to fancy bright unhulled flail-threshed seed.

SALT.

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

PETROLEUM.

Business is quiet, as is usual at this this season. Prices are unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 14c.; Sarnia water white, 15c.; American water white, 17½c.; Pratt's astral, 17c. in bulk.

MARKET NOTES.

Hides have declined ½c. per lb.

Canadian onions are 10c. per bag dearer.

Eggs have declined 2c. per dozen this week.

Currants are 2s. per cwt. cheaper in Patras.

Dressed hogs have declined 10c., both for heavy and light weights.

Split herrings are scarce and have advanced 25 to 50c. for half-bbls.

The price of oranges and lemons is expected to advance during the next few days.

Valencia raisins are dearer in London, and on Feb. 28 only 6,000 boxes were left in Spain.

QUEBEC MARKETS.

MONTREAL, March 17, 1898.

GROCERIES.

THE grocery market has been rather quiet during the past week, but there is a moderate movement in progress.

Buyers, as a rule, are indifferent in regard to sugar, and the general range of values is unsettled on this staple. Syrups are quiet and steady. Advices from primary markets on molasses are much firmer, and, as a

result, the spot market has a better tone this week. There is only a quiet demand for canned goods, but vegetables are firmly held. Buyers will not operate ahead in tea, despite the fact that stocks here are light, and it is confidently predicted that every box will be wanted before any new crop can arrive. Spices are quite firm, and the cost for forward importation has increased. Coffee continues quiet, while rice is in fair demand. An active demand for prunes, particularly the larger descriptions, and evaporated apples, has been a feature of the dried fruit market. Green fruits have ruled much the same all round, while the mild weather has been beneficial to the fish business. Country produce generally is steady.

SUGAR.

There has been little or no change in the local sugar situation during the week. Demand continues dull, and we quote granulated at 4¾c., with domestic yellows at any price between 3¼ to 4c. Dutch granulated is quoted at 3 15-16 to 4c., and domestic manufactured Dutch, 4 to 4 1-16c. Demand from retailers continues quite moderate, but it is the general opinion that they cannot hold off much longer, as their stocks must be light. Abroad the easy feeling that set in last week continues, and beet is 1½d. lower than it was at 9s. 2¼d. in London. Cane is unchanged at 11s. 3d. for Java and 9s. 9d. for fair refining. In New York raw is reported barely steady.

SYRUPS.

There is a quiet trade in syrups, and prices are held steady at 1½ to 2½c., as to quality.

MOLASSES.

Last week there was more or less of an unsettled feeling in molasses owing to conflicting quotations from Barbadoes in regard to new crop. This week the market is distinctly firm as a result of some extensive purchases at the islands, the fact of which

**WE ARE
PAYING
CASH
FOR**

**DRIED
APPLES**

W. B. BAYLEY & CO.
EXPORT BROKERS

48 FRONT ST. E. Toronto



is spe
quent
prices
27c. i
and
been
26 to

Th
good:
Vege
corn
\$1.1c
to \$1
raspt
\$1.75
cherr
\$2.75
\$1.20
Fren
bran
diar

Th
and,
the a
sons
tailer
prett
tea f

Cheap Canned Goods

Are generally enquired for. High prices are likely to continue in many lines. We therefore offer, subject to being unsold, at EXCEPTIONALLY CLOSE FIGURES for prompt delivery.

GOLDEN WAX BEANS, 2's, very choice goods	ALL FIRST CLASS BRANDS
PUMPKIN, 3's, specially prepared for pies	
MARROW SQUASH, 3's,	
BLUE PLUMS, 3's, in heavy syrup	
LOMBARD PLUMS, 3's, in heavy syrup	
BLACK RASPBERRIES, 2's, in light syrup	
RED RASPBERRIES, 2's, in light syrup	

THE EBY, BLAIN CO., LIMITED
WHOLESALE IMPORTING AND MANUFACTURING GROCERS. **TORONTO**

is specially referred to elsewhere. Consequently jobbers who felt inclined to shade prices last week are firm sellers this week at 27c. in car lots and 28c. in small quantities, and wholesale trade between houses has been done at 25c. Porto Rico is quoted at 26 to 27c.

CANNED GOODS.

There is a quiet, steady trade in canned goods, but no special activity in any line. Vegetables are quite firmly held, especially corn and tomatoes. We quote: Tomatoes, \$1.10 to \$1.25; corn, 90c. to \$1; peas, 90c. to \$1.15; peaches, \$1.75 to \$1.90 for 2's; raspberries, \$1.50 to \$1.90; strawberries, \$1.75 to \$2, according to brand and quality; cherries, \$2.30; apples, gallons, \$2.60 to \$2.75; 3-lb.do., \$1.10 to \$1.20; salmon, \$1.20 to \$1.25 as to brand; lobsters, \$11; French sardines, \$10.25 to \$11 for extra brands, and \$8 to \$9 for ordinary; Canadian do., \$4.25 to \$4.50.

TEAS.

The tea market is without new feature, and, despite the strong position outside and the admitted strong position of values, the consumptive demand is quiet. In fact, retailers will not stock up ahead, though it is pretty generally admitted that every box of tea here will be wanted before the new crop

arrives in. This is especially so in the case of low grade Japans and blacks. We quote as follows: Young Hysons, 18c. for low grades, 24 to 28c. for mediums and 30 to 40c. for good to finest; China Congous, 10 to 17c. for mediums and 25 to 50c. for better grades; Japans, 13 to 17c. for mediums and 28c. for higher grades; Indians and Ceylons, 17 to 20c. for mediums and 35 to 65c. for higher grades.

SPICES.

There has been a good demand for spices, and the firm feeling noted last week is accentuated, if anything, and there have been considerable transactions for import in Penang black pepper, Singapore do., Penang and Singapore white, unbleached ginger, and nutmegs and cloves. We quote: Black pepper, 11 to 15c.; white pepper, 19 to 25c.; pure Jamaica ginger, 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, 25 to 27c.; do. best, 30c.; allspice, 14c.; and nutmegs, 50 to 90c.

COFFEE.

The demand for coffee is limited and the market is quiet and easy, though there is no change in prices. We quote as follows: Maracaibo, 12 to 15c.; Santos, 10 to

12c; Rio, 10c.; Mocha, 25 to 28c., and Java 25 to 30c.

RICE.

There has been a fair trade in rice for the season, and with continued strong advices from abroad prices rule firm. We quote: Crystal Japan, \$5; standard B, \$3.50 to \$3.75; Patna, \$5 to \$5.50; Carolina, \$6.75 to \$7.75; choice Burmah, \$4 to \$4.25, and Java kinds, \$4.25 to \$4.50.

DRIED FRUIT.

There is no change in currants, a steady demand being noted. Abroad, values are firmly held. We quote as follows: Fine Vostizzas, 6½c.; Patras, 6¼c.; choice Filatra, 6c.; half-cases, do., 5¾c.; half-bbls., 5¾c.; fine Provincials, 5¾c., in half-cases.

Valencia raisins are quiet and steady, and we quote: Off-stalk, 4¼ to 4½c.; fine do., 4¾ to 5c.; selected, 6 to 6¼c., and layers, 6 to 6¾c.

California raisins are unchanged locally, and there is nothing special from the Coast. We quote: 2-crown, 6 to 6½c.; 3-crown, 7 to 7½c., and 4-crown, 8¼ to 8½c., duty paid on spot.

Prunes are in active request, and a feature of the market this year is the increased enquiry for the better class of goods. These

CORKS CORKS

Hand and Machine Cut.

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

S. H. Ewing & Sons,

Importers and
Manufacturers,

Montreal

have been scarce all along and naturally are firmly held. We quote: California, 5 to 10c.; Oregons, 7 to 9c.; French, 4½ to 5½c., Austrian, 6½ to 7c.

Dates are steady at 4½ to 5c.

Figs are unchanged. We quote: Eleme, 10 lbs., 10 to 11c.; case lots, 9c.; 12-oz. boxes, 7½c.; 14-oz. boxes, 9c., and bags, 4 to 5c.

NUTS.

There is a steady, but small trade in nuts. We quote: Grenoble walnuts, 10½ to 11c.; Marbots, 9 to 9½c.; Tarragona almonds, 8½ to 10c.; shelled almonds, 20 to 22c., and shelled walnuts, 16 to 18c.; Sicily filberts, 7 to 8½c., and pecans, 9 to 10c.

GREEN FRUIT.

There has been a good demand for green fruits. California oranges are in large supply, and though demand is good values have an easy tendency. Supplies of Jamaica oranges are light and prices steady, while Valencias are scarce and firmer. Sales of lemons have been pretty liberal at the decline, but stocks are still heavy. Pineapples are scarce, with an upward tendency. Florida tomatoes are offering at \$4 to \$4.50. We quote as follows: Jamaica oranges, \$4 to \$5; California navels, \$2.75 to \$3.50; do., seedlings, \$2 to \$2.50; Valencia, \$5.50 to \$6; Florida, \$4.25. Lemons, \$2 to \$2.75; pineapples, 15 to 40c. each, and cranberries, \$9 to \$10 per bbl. for Cape Cod, and \$8.50 to \$9 for Nova Scotia; strawberries, 50c.; bananas, \$1.75 to \$2, and tomatoes, \$4 to \$4.50 per carrier.

DRIED APPLES.

Dried apples are quiet at 5 to 6½c., but there is an active enquiry for evaporated fruit at 9 to 10c.

FISH.

The spell of mild weather which has prevailed, since our last report of the fish trade, has had considerable effect in curtailing sales, especially of the fresh lines, consequently the volume of business has been smaller than a week ago, and the market on the whole, somewhat quieter. The

stock, however, is being gradually reduced and the prospects are still good for a clearance by the end of the Lenten season. The general tone of the market continues steady and prices show little change from a week ago. Fresh caught haddock and cod are arriving and, as this class of fish are much preferred in preference to frozen stock, higher prices have been realized for the same. Haddock have sold at 4c. and cod at 4c. per lb. Frozen haddock and cod are selling at 3 to 3½c.; steak cod at 3½ to 4c.; smelts at 2 to 5c.; Manitoba dore 5½ to 6c.; white fish and trout, 6½c., and pike at 3 to 3½c. Fresh herrings, \$1.25 to \$1.30 per 100 in casks and barrels. Tommy cods 80c. to \$1.

In the line of pickled fish there has been no important change to note, except that salmon are scarce and firmly held at the recent advance. The demand is only for small lots to fill actual wants. We quote: Green cod, No. 1, large, \$4 to \$4.25; No. 1, ordinary, \$3.50; No. 2, \$2; herrings, No. 1, N.S., \$4.25 to \$4.50 per bbl., and \$2.25 per half-bbl.; Cape Breton, \$4.50 to \$4.75 per bbl.; B.C. salmon, \$12 per bbl.; No. 1 trout, \$4.25 per half-bbl.

The feature in smoked fish has been the arrival of a few small lots of new cured haddies, which have met with a ready sale at 7c. per lb. Canadian frozen haddies are still scarce and firm. Haddies are selling at 5½ to 6c. per lb.; Yarmouth bloaters, at \$1.25 per box, and smoked herrings at 10c. per box.

The supply of boneless codfish is still small, and prices have been maintained at the recent advance, with sales at 5 to 5½c. Dressed codfish are quiet at \$4.25 per case of 100 lbs.; dried cod, at \$3.50 per 100 lbs., and boneless fish at 3c. per lb.

SALT.

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

COUNTRY PRODUCE.

EGGS—Are again lower. The receipts continue liberal, for which the demand is

good, and although buyers are only taking sufficient stock to fill actual wants daily, a fairly active trade is doing at 14 to 14½c. per dozen.

BEANS—The demand for beans is slow, and the market is quiet, with prices unchanged at 75 to 80c. for primes and at 85 to 90c. for choice hand-picked per bushel.

HONEY—There is no change in honey. We quote: White clover, 12½c.; dark clover comb, 10 to 10½c., and dark, 7 to 8c.

POTATOES—A fair trade is reported in potatoes, and prices are unchanged at 60c. per bag, in car lots, and at 70 to 75c. in a jobbing way.

ONIONS—Canadian onions are offering at \$2 to \$2.50 per bbl.

PROVISIONS.

There is no important change in the local provision market. The demand for all lines is still limited and trade is quiet at about steady prices. We quote as follows: Canadian pork, \$16 to \$16.50 per barrel; pure Canadian lard, in pails, at 8¼ to 8½c., and compound refined at 5½ to 5¾c. per lb.; hams, 11½ to 12½c.; bacon, 12 to 13c. per lb.

FLOUR, FEED AND MEAL.

A steady business was reported in flour on both local and country account. In consequence the market is moderately active, with no change in values to note. We quote: Winter wheat, patents \$4.75 to \$5; straight rollers, \$4.50 to \$4.60; bags, \$2.25 to \$2.30; Manitoba strong bakers', \$4.90; Manitoba spring patents, \$5.30.

There is no change in meal, prices being steady under a limited demand at \$4 per bbl., and at \$1.95 per bag for rolled oats.

GRAIN AND FEED.

The grain market was without new feature. The demand for all lines was slow. We quote: No. 2 white oats, 33½c., ex-store; 35½c. afloat, May delivery; peas, 67 to 67½c. afloat, May; buckwheat, 43 to 43½c. ex store. Ontario red wheat, 86c., and white, 84 to 85c. along the line. No. 1

Ba

WI

THE

DA

Cor.

Cal

See lin
ing the
were nWrite
efforts
held e
We
Produ
M

Telep

L

F

Ex
Me
Or
Fa
Gr

Bad Seed

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

ALL WHOLESALERS.

WINE

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

\$2.50 per case; 80c. gallon.

THE AMHERSTBURG VINTAGE CO. Amherstburg, Ont.

The **DAWSON** Commission Co., Limited

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

California Navels
California Seedlings
Messina Lemons

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

AUCTION SALES

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

We attend personally to all consignments of Fruit and Produce.

McWILLIAM & EVERIST

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

PURE
LARD

is scarce and selling as fast as made. Protect yourself by buying early what you may want for some time to come, and buy the **BEST** of

F. W. FEARMAN
HAMILTON

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

JUST ARRIVED FROM GERMANY

BALFOUR & CO. - Hamilton

FANCY

♦♦ MOUNT ROYAL MILLS

INDIA BRIGHT
JAVA
ROYAL JAPAN GLACÉ
POLISHED
IMPERIAL SEETA
IMPERIAL GLACE

D. W. ROSS CO. RICES
Agents

COWAN'S

Hygienic and Perfection Cocos and Cocoa Essence

Queen's Dessert Royal Navy and Perfection Chocolates

Chocolate Pink White Lemon Color Icings
A child can ice a cake in three minutes.

Cowan's Famous Blend Coffee is perfection in strength and flavor

THE COWAN CO. LIMITED TORONTO

FIRST QUALITY

Oak Dash Churns

WHITE SPRUCE

Butter Tubs

PARCHMENT

Butter Paper

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

WALTER WOODS & CO.
HAMILTON.

HUGH WALKER & SON

Wholesale Fruit and Commission Merchants

GUELPH, ONT.

KNORR'S

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

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

E. T. STURDEE

Mercantile Broker, Manufacturers' Agent,

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

HAMS BACON LARD

Choicest Quality

The Wm. Ryan Co. Limited
TORONTO

S. K. MOYER,
COMMISSION MERCHANT

Wholesale Dealer in . . .

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

76 COLBORNE ST.,
TORONTO, ONT.

HAM AND EGGS FOR EASTER TRADE

Your stock will not be complete without a supply of our

Maple Leaf Brand Smoked Meats

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

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

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

We
Guarantee
the
Quality.

Vimbos

FLUID BEEF.

BEST ---
FOR STRENGTH AND FLAVOR.

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

53

St. Francois Xavier
Street

MONTREAL

hard Manitoba wheat, 98½c. afloat Fort William, May delivery.

The demand for feed is still good, but supplies are limited; in fact, millers in some cases are so closely sold up that they can only book orders for future delivery. The tone of the market is firm. We quote: Ontario winter wheat bran, \$15; shorts, \$17 per ton in bulk; Manitoba bran, \$15, and shorts, \$17 per ton, including bags.

A fair trade continues to be done in hay, the demand being good for small lots of choice stock, and, as supplies of such are limited, prices rule firm at \$10.50 for No. 1, and at \$8.50 for No. 2 per ton, in car lots.

CHEESE AND BUTTER.

Cheese continues dull for the reason that there is very little stock remaining. Practically all the stock held for sale on spot, aside from a few small outside lots, is concentrated in the hands of two firms, and the largest holder of the two does not appear to be on the market at present, as he was asked to-day to put a price on 500 to 1,000 boxes of finest and refused to do so. Consequently quotations are nominal.

The butter market exhibits no change. Receipts were a little heavier to-day, being over 500 packages, but demand is still more than equal to the supplies. Finest cream-

ery is sold at 20 to 20½c., and western dairy at 17c. in tubs, and 16c. in rolls. Receipts of the latter are very small now.

MONTREAL NOTES.

Sales of new Barbadoes molasses for June delivery have been made at 23c. landed here.

Cables from London on beet sugar are 1½d. lower than they were a week ago. Cane is unchanged.

Spices for forward delivery are very firm, especially Singapore and Penang pepper, unbleached ginger, cloves, and nutmegs.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER,

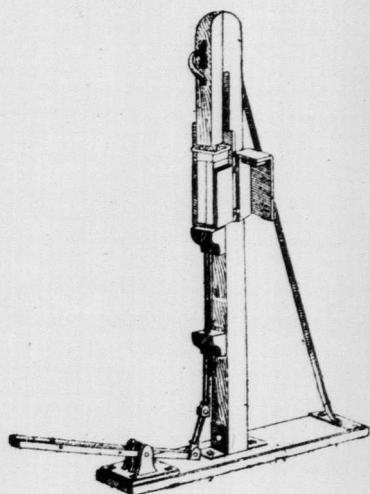
ST. JOHN, N.B., March 15, 1898.

THE past week shows improved business. The weather has been mild and in the city the snow is about gone. Spring orders are being received. Steamers and schooners running to Bay of Fundy ports are coming out of winter quarters, and an active business is again becoming the order of the day. In common with other places we have some Klondyke fever here, and quite a number of young men have already started for the west. While some will stop in British Columbia the larger number expect to push on to the Yukon.

Prince Edward Island furnishes a large number of those who are westward bound. The firm feeling and upward tendency in the markets continue. Cream of tartar is quoted higher in primary markets. Spice continues firm, and many lines of whole goods to import would cost higher. Spot price, while firmly held, show little change. Teas have an improved demand, and a good spring business at firm figures is expected.

OILS—The advance in American oil holds firm. As yet Canadian has shown no change, but the feeling favors an advance. At this season the demand is light. All lines show strength. Cod oil and turpentine are both marked up. The stock of the former is light. Lubricating oils are active. We quote: Best American burning oil, 20 to 21c. Canadian water white, 17 to 18c.; Canadian prime, 15 to 16c.; cod oil, 26 to 28c.; turpentine, 50 to 52c.

SALT—Each weekly steamer from Liverpool brings some coarse salt, but no large consignments are arriving, as the market is well supplied. There is but a light demand and the market is rather easier. The wants of buyers outside the city are being supplied largely from previous arrivals. We quote. Coarse, 40 to 45c.; Liverpool



THE "ARMEDA" Tea-Packing Machine

Patented in Canada, Oct. 16, 1897.

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

Write _____

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

FOR DESCRIPTIVE CIRCULAR AND PRICES.

facto
\$1 to
\$3 to
\$3; t
bbl.;
wood
of 2
C.
the l
the
othe
larly
jobl
adv
the
hav
can
still
Cor
ma
to 1
\$2.
\$2.
2's
per
\$1
pir
\$4
dit
\$2
clz
\$2
de
pe

Fix this fact in your mind.

Nearly every important retailer in Canada to-day has



Miller's
Paragon
Cheese

IN STORE.

WHY ? *The cheese is perfect.
The pots the prettiest.
The goods always satisfactory.*

And we do not use our pots the second time as some makers do.

T. D. MILLAR CHEESE CO.

INGERSOLL, ONT.

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



Pickles.

Heinz's India Relish brings back the keen edge of appetite.

Others of our Popular Specialties are:

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

For sale by _____

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

MEDALS--

PARIS
CHICAGO
ANTWERP
ATLANTA, Etc.

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



factory-filled, 85 to 95c.; Canadian fine, \$1 to \$1.10 per bag; 5-lb. bags in bbls., \$3 to \$3.25; 10-lb. bags, in bbls., \$2.85 to \$3; butter and cheese salt, bulk, \$2.50 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartoons, \$2 per case of 2 doz.; rock salt, \$5 to \$6 per ton.

CANNED GOODS—Perhaps the influence of the Klondyke has been felt here as much in the advance in this line of goods as in any other way. While stocks were not particularly large, they were such as to give our jobbers very satisfactory results from the advance. All lines are held firm. During the past few weeks Canadian canned meats have shown quite an advance. The American shows as yet no change. Prices are still above that of Canadian. We quote: Corn, 90c. to \$1; peas, \$1 to \$1.10; tomatoes, \$1.30 to \$1.40; gallon apples, \$2.65 to \$2.75; corned beef, Canadian, \$2.40 to \$2.50; American, 2-lb. tins, \$2.50 to \$2.75; 1-lb. tins, \$1.45 to \$1.50; oysters, 2's, \$2 to \$2.25; 1's, \$1.40 to \$1.50; peaches, 3's, Canadian, \$2.40 to \$2.75; 2's, \$1.50 to \$1.85; American, 3's, \$2 to \$2.25; pineapple, \$2.25 to \$2.50; fruits in glass, \$4 to \$4.25; salmon, \$1.10 to \$1.20; ditto, flats, \$1.25 to \$1.30; lobsters, \$2.50 to \$2.60; haddies, \$1.00 to \$1.10; clams, \$4.50 for 4 doz.; chowder, \$2.50 to \$2.75 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1 per doz.; kippered herring, \$1.10 per doz.

GREEN FRUIT—There is an improved business. Apples, which for some time have been dull, show improved demand for good quality stock. Oranges and lemons are easy in price. The former are not improving in quality, but there is still good stock to be had. There is an improved sale for bananas, but in this line it is still too early for any large business. Cranberries and grapes are about done. We quote: Lemons, \$3.50 to \$4; Valencia oranges, \$5.50 to \$6; California navels, \$3.75 to \$4; seedlings, \$3 to \$3.50; Jaffa oranges, \$4; apples, \$3 to \$4; bananas, \$1.50 to \$2.25; Cape Cod cranberries, \$12 to \$12.50 per bbl.

DRIED FRUITS—California prunes have an improved sale. Prices, particularly for small sizes, tend higher. It looks as if these goods would entirely take the place of the foreign. California raisins are not a large stock here. Prices are steady. In Malaga loose muscatel raisins quite a few are still held, and prices are rather easier. There is but light sale for Valencias. Seeded raisins are rather lower, and show a better demand. Currants show no change in price. A fair business is doing. Dried and evaporated apples are quiet. In California evaporated fruits there is a larger sale than ever before in this market, and in these lines package goods are becoming popular. Onions are again marked higher, and the outlook is for still higher prices. We quote as follows: Valencias, 5 to 5½c.; California L. M., 3-crown, 6½ to 6¾c.; London layers, \$1.40 to \$1.50; Imp. cabinets, \$1.75 to \$1.80; black baskets, \$2.25 to \$2.30; Dehesa layers, \$2.50 to \$2.75; currants, cases, 6¼ to 6½c.; bbls., 5¼ to 6c.; cartoons,

cleaned, 8 to 9c.; bulk, cleaned, 7 to 8c.; prunes, boxes, 4½ to 9c.; dates, 4 to 5c.; dried apples, 6 to 7c.; evaporated apples, 10¼ to 10½c.; onions, \$2.50 to \$2.75 per bbl.; coconuts, \$3.50 to \$4 per 100 lbs.; figs, 8 to 10c.; Sultana raisins, 9 to 10c.; Malaga loose muscatels, 3-crown, 6½ to 6¾c.; 4-crown L. M. Californias, 7½ to 7¾c.; seeded muscatels, 1-lb. cartoons, 11 to 12c.; new Valencias, layers, 6¼ to 6½c.; citron peel, 18c.; lemon peel, 12c.; orange peel, 13c.

SUGAR—Dealers during the past week have bought rather more freely, but not at all as largely as last season. Though there is some thought that the duty may be increased, for while in this market very little foreign sugar has been imported, quite a quantity has been imported west. There is little, if any, change in price. We quote: Granulated, 4½ to 4¾c.; yellows, 3½ to 4c.; Paris lump, 5¼ to 6c.; powdered, 5½ to 6c.

MOLASSES—The arrival of new goods has given quite a stir to this line, and has caused a decline in prices, though our market was never as firm as that to the west of us, there being enough here for all demands. The principal new goods are Barbadoes, though there have been arrivals of small quantities of Demerara, Antigua and St. Kitts. The quantity of New Orleans handled here during the past season has been light. We quote: Barbadoes, 24 to 25c.; Porto Rico, 27 to 31c.; New Orleans, bbls., 28 to 32c.; Antigua, 22 to 23c.; St. Croix, 20 to 22c.; Demerara, 35 to 36c.

DAIRY PRODUCE—About the only change is in eggs. The warm weather of the last

few weeks has caused quite a steady decline. This is the season of good eggs. In butter, the market is dull, except for best stock, which is scarce, and even for this it is difficult to get full price. Cheese shows little improvement, but stocks are light, and a better business is hoped for. We quote: Dairy butter, 15 to 18c.; creamery, 18 to 20c.; prints, 20 to 22c.; cheese, 9½ to 10c.; eggs, 12 to 14c.

FISH—The season for frozen fish has closed early this year. The quantity handled has been small, particularly in herring. In dry fish there is a good demand, with light stock. Pollock hold their high price, and cod are quoted higher this week. Perhaps the firmness is felt more in pickled herring than in the other lines. Stocks in hand are light, and there are very few, if any, to arrive. Finnan haddies, which continue to have large sale, show no change in price. Smoked herring is quiet. Very few fresh lobsters are being received. The better grades are shipped direct to the United States markets. We quote: Large cod, \$3.45 to \$3.60; medium, \$3.15 to \$3.35; pollock, \$2 to \$2.10; Grand Manan pickled herring, \$1.85 to \$1.95 per half-bbl.; smoked herring, 6½ to 7c.; Canso, pickled, \$5 per barrel; boneless fish, 3½ to 4½c.; cod, 6 to 7c.; frozen cod and haddock, 2 to 2½c.; smelts, 4 to 5c. per lb.; finnan haddies, 4 to 4½c.; lobsters, small, 3 to 5c.

PROVISIONS—Our market, which has been very low all winter, is ruling higher. Stocks are lighter than for a long time. This is particularly true of clear pork. Prince Edward Island pork is quoted this week. In plate beef higher prices are looked for. Smoked meats are having some demand. Prices are likely to rule higher, owing to large western demand. Lard is also firmly held, and is not at all freely offered. We quote: Clear pork, \$15.50 to \$16; old light do, \$14; mess, \$15 to \$15.25; prime mess, \$12 to \$12.50; plate beef, \$14 to \$14.50; extra plate, \$14.25 to \$15; hams, 11 to 12c.; rolls, 9½ to 10c.; pure lard, 8 to 9c.; compound, 6½ to 7½c.

FLOUR, FEED AND MEAL—In flour the

feeling is hardly as strong. This is more restricted in Ontario than in Manitoba flours. Oats and oatmeal also tend easier. Cornmeal is firm at the slight advance. Feed is scarce. Medium beans are held by western dealers at least 10c. above pea beans. The market is firm at quotations. There is an active business in seeds, of which large quantities are handled here. Stocks are quite large. In timothy seed the quotation is rather higher, while if there is any change in clover, it favors an easier feeling. Peas and barley are quoted higher. Hay is dull and low. We quote as follows: Manitoba \$5.90 to \$6; best Ontario, \$5.10 to \$5.15; medium, \$4.85 to \$4.95; oatmeal, \$4.15 to \$4.25; cornmeal, \$2.10; middlings, bulk, carlots, \$19 to \$20; bran, do, \$17.50 to \$18; hand-picked beans, \$1 to \$1.10; prime, 95c. to \$1.00; barley, \$3.35 to \$3.45; round peas, \$1.25; split peas, \$3.60 to \$3.75; yellow eye beans, \$1.75; oats, 39 to 40c.; timothy seed, American, \$1.70 to \$1.90; do., Canadian, \$2 to \$2.25; mammoth clover, 7 to 7½c.; red clover, 6 to 7c.; alsike, 7¼ to 8½c.

ST. JOHN NOTES.

T. H. Estabrooks received a large consignment of coconuts, via the Taymouth Castle, from Trinidad, this week.

N. Marquis, general dealer, Edmundston, has assigned to the sheriff of Victoria county. Liabilities are estimated at \$12,000.

Steamer Alph, running between St. John and Yarmouth, is again making regular trips, leaving St. John each Tuesday.

Bowman & Angevine have just received a consignment of Maconochie's pickles in the large-sized bottle with patent stopper.

The St. John Board of Trade intend asking the Government to arrange a reciprocal tariff between Canada and Bahama. They are asking the Montreal Board of Trade to assist them in the effort.

E. T. Chamberland, representing J. R. Armsby & Co., California dried and evapor-

ated fruits, Chicago, in the Eastern States, lately paid a short visit to our city. J. Hunter White, St. John, is the agent for the maritime provinces.

L. B. Read, of the Merchants Bank of Halifax, Moncton, has just been transferred to the St. John's, Newfoundland, agency, where he will occupy the position of accountant.

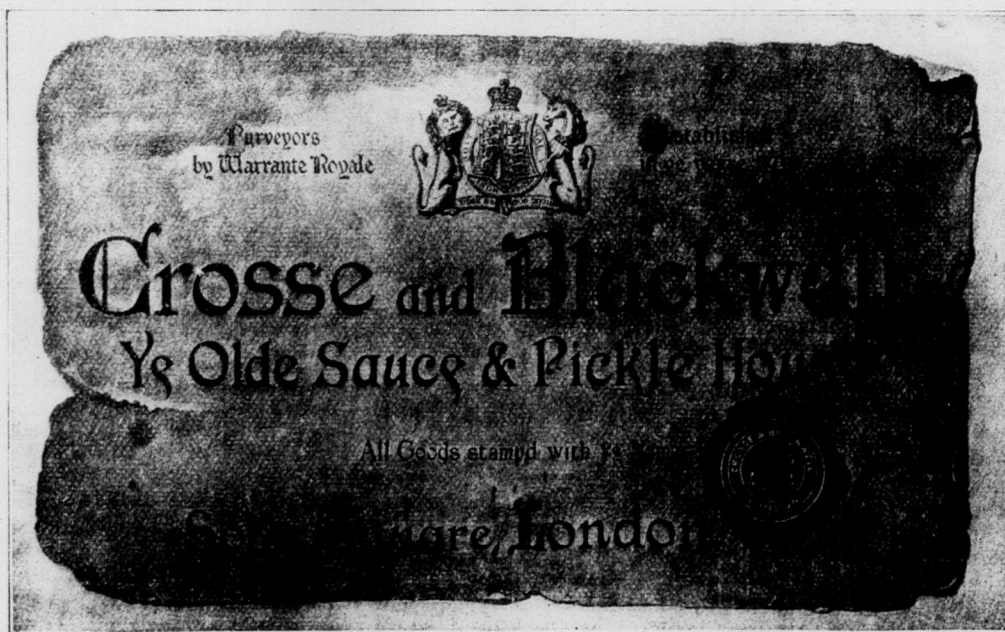
Included in the cargo of the West India steamer arriving this week were 369 casks Barbadoes molasses, 5 casks Antigua, 63 barrels St. Kitts, and 500 bags coconuts. There were also a few fresh tomatoes from Bermuda.

A shipment of 528 barrels of tallow, "fine tried," making 55 tons, went forward from Halifax to Glasgow, Scotland, this week. This is a first shipment. The quality is said to be much better than the American, and the result of the experiment will be watched with interest.

In the banking business New Brunswick is much behind Nova Scotia. In New Brunswick there are but three local banks, each with but one office. The Bank of New Brunswick, St. John; the People's Bank, Fredericton, and the St. Stephen Bank, St. Stephen, are the three banks in question. In every town in these lower provinces are found branches of the Halifax banks, some of which have also branches in Newfoundland doing a successful business.

HIS TRIP SUCCESSFUL.

Mr. C. H. Colson, representing C. C. Colson, of Montreal, is in Toronto this week. He is on his way back from Hamilton and London, where he has been looking up business in Crosse & Blackwell's goods and Epps's cocoa. Mr. Colson has had a successful trip, and, before returning to Montreal, will visit Belleville, Kingston, Ottawa, etc., in the interest of the goods his firm are agents for.



C. E. Colson
Montreal

CADE
CHOC

A
SIM
DEL
ANI
PA
SPE
I
CAN
MA

Agents

THE
Capi
Rese

HON. SIR
Pr
E. B. OSL
Vice-Pr

Belleville
Brampton
Seaforth

TORO
"
"
"

Drafts
and Euro
Letters
China an

ST
CA

Wa

B

be
ca
16
of
at
cl

CADBURY'S CHOCOLATES

ARE SIMPLY DELICIOUS AND ARE PACKED SPECIALLY FOR CANADIAN MARKET.

CADBURY'S COCOA

The LANCET says:— "CADBURY'S represents the standard of highest Purity."

The ANALYST says:— "CADBURY'S is the typical Cocoa of English Manufacture."

IT IS ABSOLUTELY PURE, THEREFORE BEST.

"A PERFECT FOOD," THEREFORE BEST.

The MEDICAL MAGAZINE says:— "For Strength, for Purity, and for Nourishment, there is nothing superior to be found."

It is not dark in liquor like those prepared with Alkali.

VIEW OF MANUFACTORY, BOURNVILLE.

SCENE ON CADBURY'S COCOA ESTATE.

CADBURY'S COCOA

(Absolutely Pure) AND MEXICAN CHOCOLATE HAVE AN ENORMOUS SALE ALL OVER THE WORLD.

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

THE DOMINION BANK

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

DIRECTORS

HON. SIR FRANK SMITH President.	W. INCE. EDWARD LEADLEY.	W. R. BROCK.
E. B. OSLER, M.P. Vice-President.	WILMOT D. MATTHEWS. A. W. AUSTIN.	

HEAD OFFICE TORONTO

AGENCIES

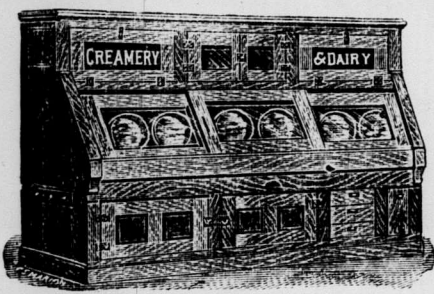
Belleville	Cobourg	Lindsay	Orrilla
Brampton	Guelph	Napanee	Oshawa
Seaford	Uxbridge	Whitby	Winnipeg
	Montreal		

TORONTO—Dundas street, corner Queen.
" Market, corner King and Jarvis street.
" Queen street, corner Esther street.
" Sherbourne street, corner Queen.
" Spadina avenue, corner College.

Drafts on all parts of the United States, Great Britain and Europe bought and sold.
Letters of Credit issued available at all points in Europe, China and Japan.

R. D. GAMBLE, General Manager.

Aubin's Patent Refrigerator



The "Grocer's Standard" is the Favorite.

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

C. P. FABIEN 3107-3171 Notre Dame St. MONTREAL.

RECOLLECT that we can supply you with . . .

FRESH

Maple Syrup

in quantities to suit your trade.

T. A. LYTLE & CO.

Vinegar Manufacturers TORONTO

ST. JOHN VALLEY CANNED CORN.

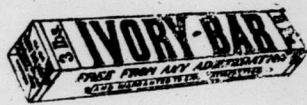
The finest packed.
Unbleached, pure and wholesome.

Wholesale agents:

Warren Bros. & Co.

TORONTO.

BRANTFORD SOAP WORKS CO.



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

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

Extra Choice Hams Bacon Pure Lard Mess Pork

PARK, BLACKWELL & CO. Limited

Pork and Beef Packers,

TORONTO

PRUNES

CALIFORNIA SANTA CRUZ

All Sizes.

Another car just to hand.

PERKINS, INCE & Co.

TORONTO.

Quality Equality

"Excelsior"

EASILY THE BEST.

Uniform Reliable Exquisite Delicious

Supersedes all ordinary

Coffees

Todhunter, Mitchell & Co.

Coffee Specialists.

Roasting by Patented Process.

WHY CANNED CORN SOURS.

GROCERS who have had to undergo losses occasioned by sour canned corn which they have found on their hands will appreciate the value of the investigations and researches that have been and are now being made at the Massachusetts Institute of Technology, very largely under the direction of Mr. S. C. Prescott, who is connected with the institute, and Mr. Wm. Lyman Underwood, of Wm. Underwood Co., Boston, for the purpose of accurately ascertaining the cause of the spoiling of various kinds of canned foods after they have been placed in the cans, and in order that such spoiling may be guarded against and prevented.

The work already done, and that being carried on at the present time, is quite comprehensive in its scope, including lobsters, clams, fish, corn, peas and squash, and it is the purpose of these gentlemen to study, in so far as possible, all kinds of canned goods in which spoiling occurs.

There will appear shortly in The Technology Quarterly an article, the second of the series which they propose, on the souring of canned corn, the first article having been published in March, 1897, and which we shall reproduce in these columns. When it is remembered that the output of canned corn in this country amounts annually to 72,000 tons, the result of this work must prove of incalculable value.

To this end, the practical knowledge of the gentlemen above named has been combined with the facilities possessed by the Institute of Technology for studying bacteriology with relation to its commercial bearings. As a result of their studies, they have discovered that sourness in canned corn is due principally to insufficient sterilization, that often without enough sterilization corn would not swell, also that the bacteria that cause corn to ferment are probably harmless, though unpleasant. The only precautions necessary at the factory are cleanliness and thorough knowledge of sterilization. Although the packers take every precaution,

the souring of corn is a constant worry to them. The milk in the corn is turned into acids, giving it an unpleasant taste.

At the fourth annual convention of the Atlantic States Packers' Association, at Buffalo, N.Y., on Feb. 8, 1898, this subject was considered at length; and from material there presented we extract some information relative to the work carried on by Mr. Underwood and Mr. Prescott, of the biological department of the Institute of Technology. At first the progress of these gentlemen in their investigations was very slow, and many experiments had to be made and methods devised to obtain satisfactory results. With the aid of the microscope they found cans of spoiled goods fairly alive with microbes, or germs. Difficulty was experienced in making them grow outside the cans, so that the different species might be separated and the peculiarities of each watched and studied. Various attempts were made to induce them to grow on different substances, and in different kinds of liquid foods. The temperature favorable to their growth had also to be determined. At length they were successful in making them grow, and were enabled to separate them and obtain pure cultures of several varieties.

It seems that bacteria, or, as they are frequently called, microbes and germs, are not all disease producing, as is the popular belief, but that the great majority of them are harmless.

They cause milk to sour, and sour milk has many uses in the preparation of food. These germs are very small, averaging only 1-20,000 of an inch in diameter. Those found in the spoiled corn are of two different types: micrococci and bacilli. The first are round like minute balls, and the second are elongated; both vary in size. Their growth is by what is known as division, and under favorable conditions is very rapid. Some of the bacilli may divide every twenty minutes, at the end of ten hours, one will have multiplied to over 4,000,000,000.

To illustrate how rapid the growth is, two

cans of corn were inoculated with some of these germs and placed in an incubator at a temperature of 89 degrees at 4 o'clock p.m. The next morning at 8 o'clock it was found that the top of the incubator had been blown off, both cases having burst and their tops being torn completely off. This pressure was caused by the fermentation and formation of gas made by the rapid growth of the bacteria.

Many of the rod shaped forms or bacilli have a peculiarity which enables them to resist heat to a great extent. These forms are called spores, and they are the curse of the canning industry. When they are in this stage a boiling temperature has apparently no effect upon them, unless long continued, how long is not definitely known. They have found some that have stood a boiling temperature for eight hours, and have thrived with this treatment. When seen under the highest power of the microscope many varieties of the rods or bacilli, in their ordinary active state, resemble small rods darting and twisting in all directions. In the spore state, however, they resemble small oval beads and have no motion.

When in their normal condition microbes are easily killed in a boiling heat, and many will succumb even at a lower temperature. Most of the disease germs luckily are killed at 212 degrees or lower. It is hard to accurately determine the temperature necessary to sterilize or kill these spores as some are much more resistant than others. So far as experience goes, 250 Fahrenheit has been sufficient, but it must be certain that whatever heat is required, it shall have reached the centre of each can.

That the packers realize the importance of these matters is evidenced by the freedom with which these matters were discussed at Buffalo. Two years ago the introduction of such questions would have been received with caution and treated with great conservatism.

In closing it may be mentioned that bacteria are necessary, and in daily use in the production of many food products. They are absolutely necessary, but as useful and as harmless as they are in many ways, it is quiet evident that they are out of place in canned corn.—N. E. Grocer.



WINN & HOLLAND
MONTREAL

SOLE AGENTS
FOR CANADA

BRUNNER, MOND & Co.'S
Bicarbonate of Soda
Soda Crystals
Concentrated Sal Soda
Caustic Soda
Bleaching Powder
Pure Alkali

**PUREST THAT
CAN BE MADE**

**BEST IN
THE MARKET**

T
N re
Czar
Arri
and th
unchan
for sale
of 1-16
ous re
large b
ers dec
sugars.
to suga
for sh
cargoe
of 4 1/2
fugals,
were it
fined s
financi
ity of
United
take
cover
The r
owing
due fr
suppli
made
the c
much
the re
will s
seen
wher
and t
the s
per y
TI
amo
cont
shall
of 2
100,
it m
are
ther
con
har
to s
wor
tha
Sta
sho
last
on
sup
shi
sai
sug
fo
sp
at
At
a c

THE SUGAR SITUATION.

IN regard to last week's sugar market Czarnikow, MacDougall & Co. say: Arrivals this week, being again large, and the attitude of our refiners remaining unchanged, those cargoes that were offered for sale could only find buyers at a decline of 1-16c. from the prices given in our previous report, at which decline a relatively large business was done, as several importers decided to sell rather than store their sugars. Transactions were, however, limited to sugars already in port, or nearby. Sugars for shipment from Cuba, or even Java cargoes afloat, are still held above the parity of 4½c., duty paid, for 96 degree centrifugals, and under these circumstances, were it not for a very slack demand for refined sugars and the unsettled conditions in financial affairs by reason of the possibility of international trouble between the United States and Spain, it would not take very long for our market to recover the 1-16c. decline mentioned above. The receipts next week may still be large, owing to the arrival of cargoes now about due from Java, but as the present principal supplier of cane sugar, i.e., Cuba, has not made any fresh sales for America, but, on the contrary, has been holding for prices much above our spot parity, we expect that the receipts at the latter part of this month will show a falling off, unless some unforeseen cause brings about a decline in Cuba, where already the stocks are 100,000 tons, and the estates continue pouring sugars into the shipping ports at the rate of 20,000 tons per week.

The total crop made so far in Cuba amounts to 170,000 tons, and if receipts continue at the same rate as heretofore, we shall have by the beginning of April a total of 250,000 tons, but while Cuba will make 100,000 tons of sugar more than last year, it must be borne in mind that the chances are that 75,000 to 100,000 tons will be held there until late in the fall. This is quite contrary to what occurred last year, when hardly enough sugar was left in the island to supply the local consumption. In other words, while the total crop will be larger than last year, the exports to the United States up to the first of October, 1898, may show no increase on the total of those of last year. There has been very little desire on the part of the refiners to obtain further supplies, either for early arrival or for late shipment, but, on the other hand, it may be said that it is impossible for them to secure any sugars for shipment or for arrival here within four or five weeks at the parity of our present spot prices. New crop Javas are still held at 11s. 6d. c.f., for shipment June, July and August. It is now confidently stated that a conference of the European beet countries

will take place some time this month, and that France is showing more willingness to agree to the abolition of the bounties. Cuba—The number of estates grinding on the 7th inst. was 99, as follows: 25 Mantanzas, 21 Cardenas, 16 Cienfuegos, 15 Havana, 14 Sagua and 8 Caibarien. The total receipts this week are 22,000 tons, against the same quantity last week and 14,500 tons last year; 2,370 tons, 57,936 tons and 49,334 tons for the corresponding weeks in 1896, 1895 and 1894.

CAVERHILL, HUGHES & CO.

The creditors of Caverhill, Hughes & Co., assigned, met, Tuesday afternoon, at the office of J. McD. Hains, 45 St. Sacramento street. The statement issued shows the ordinary, unsecured liabilities to be \$95,591.88. This is divided among some 200 creditors in sums ranging from \$28,000 down to a few dollars.

The indirect liabilities consist of \$43,000 worth of notes under discount at the Merchants Bank of Halifax, while the direct liabilities with the same bank amount to \$37,000.

The assets, stock and fixtures, as per inventory, amount to \$16,000, and stock claimed under revendication is \$1,700 in value. The book debts are summed up as follows: Good, \$8,800; doubtful, \$6,465; bad, \$26,768. The other assets consist of \$1,000 worth of real estate and \$500 in rolling stock.

STOCKS SOLD EN BLOC.

Several stocks were sold en bloc at Suckling's, Wednesday afternoon, as follows:

The general store stock of William Graydon, of Mono Road, billed at \$5,825.06, was sold at 66c. on the dollar.

Taylor & Co.'s dry goods stock at Kingston, valued at \$12,972, brought 50c. on the dollar.

The millinery stock of Stephen Eustace, of Belleville, billed at \$1,296, was sold at 25c. on the dollar.

The general store stock of John J. Hopkins, of Chatsworth, valued at \$1,811, brought 66½c.

The dry goods stock of Lawrence O'Connor, of Sudbury, valued at \$5,757, was sold at 53¾c. on the dollar.

Four boot and shoe stocks were sold en bloc, as follows: One billed at \$2,067, brought 22½c. on the dollar; another at \$2,087 and one at \$1,900, brought 23c. each, and one at \$2,264, was sold at 23½c.

R. T. Hankinson, late of the firm of Apps & Hankinson, St. Thomas, has opened out with a new stock of choice family groceries at 373 Talbot street, St. Thomas.

TOMATOES UNSETTLED IN THE U.S.

ACCORDING to recent advices from the tomato packing centres the pressure to sell which has had a demoralizing influence on futures for some time past seems to have been removed. Most of the cheap sellers it is stated have sold out, but the market is still unsettled and it is impossible as yet to give firm quotations on futures. Most of the sellers, however, are said to have confidence in the future, and are not inclined to force business.

Since the opening of the 1898 season large sales of three pound Jerseys and Marylands, particularly the latter, have been made for forward delivery at prices considerably less than the average at the beginning of the last season. In many cases it is said the low priced sales were made by packers who were in need of money, but who had not yet made contracts for raw stock. They had it is believed presumed that in consequence of the demoralized state of the market for green fruit in the past several seasons, in connection with the depressed condition of the market for the canned stock in general, they will be able to make such contracts with the growers as will admit of the marketing of the canned fruit at a profit at the prices they have named.

The larger canners seem to feel more confidence regarding the future, and now that the cheap sellers are said to have been cleaned out, they are looking for higher prices, but as yet there has been no advance in quotations.

In gallon tomatoes the situation is reported to be particularly strong. It is stated, that spot stocks are well controlled, but the future is somewhat uncertain. Late reports from Jersey packing centres are to the effect that the output of this size will be considerably smaller than last season, owing to the unsatisfactory results of the past year with the jobbing trade.—N.Y. Journal of Commerce.

NEW FIRM IN EDMONTON.

The Marks-Clavet-Dobie Co., Limited, wholesale and retail merchants, Port Arthur, have opened up, in Edmonton, a general supply store under the management of A. Clavet and C. Dobie, both members of the firm, who will cater to the wants of the Klondykers and the surrounding country generally.

R. & T. Watson, confectioners, Toronto, have dissolved partnership, Thomas Watson retiring from the business and Robert Watson continuing. The members of the firm, who are brothers, commenced business about 20 years ago on a small scale, but their growth has been steady. Now few firms are better known throughout Canada.

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

GROCERIES GO UP IN SMOKE.

A FIRE which did a great deal of damage to certain grocery staples broke out in the five-storey storage and bonded warehouse of Robert Carrie, 31 Front street east, Toronto, on Saturday morning last, shortly after 4 o'clock.

The fire broke out in the rear of the warehouse, probably 150 feet from the front of the building, and although the brigade were quickly on the spot, the flames rapidly spread until they not only gutted the Carrie warehouse, but spread to the wholesale warehouse of R. H. Howard & Co., wholesale liquors, No. 31, while the warehouse of the Salada Tea Co. was filled with smoke and deluged with water.

The total loss by the fire is probably in the neighborhood of \$125,000 to \$150,000.

The loss in the warehouse of Robert Carrie is naturally distributed among a number of firms. The American branch of the Indian-Ceylon Tea Co. alone had about \$20,000 worth of teas stored there. Among the others who had goods there were: Dane & Halford, teas; Hunter & Co., teas; Watt & Scott, teas, citric acid, shelled nuts, etc.; Geo. Musson & Co., teas, cigars, etc.; W. F. Morley, sugar, tea, etc.; Sampson, McCuaig & Co., teas.

In addition to occupying its own building, the Salada Tea Co. had the greater part of the second storey of the Carrie building, where the labelling was done and the package teas stored preparatory to being shipped to the company's agencies and customers. The Salada Tea Co.'s total loss is about \$20,000, fully covered by insurance.

The Salada Tea Co. has for some time been carrying large stocks of package tea at Montreal and Buffalo, and even before the fire had been subdued Mr. Larkin telegraphed to Montreal to have a carload shipped immediately. This was done, and the tea was in Toronto on Monday morning, and forthwith utilized to fill orders and keep business going, temporary premises having been taken at 32 Yonge street, where, by Tuesday afternoon, the tea packing machines were again in operation. None of the damaged tea in the warehouse at 25 Front street east will be removed to the temporary premises on Yonge street, but will be emptied from the packages and sold in bulk by auction.

The damage sustained by R. H. Howard & Co. is estimated at from \$6,000 to \$7,000.

Most of the firms interested were fully covered by insurance, and especially those to whose goods the greatest damage was done, while all carried more or less insurance.

The fire was a stubborn one to extinguish. On Sunday morning about 3 o'clock the

flames burst out afresh, and another alarm had to be sent in, and even on Tuesday it was found necessary to turn a stream of water on a part of the Carrie building.

TRADE CHAT.

THE contracts for the supply of provisions to the Ontario Agricultural College have been awarded as follows: J. M. Dooley, groceries; Millman & Co., bacon and hams; George Williams, bread; J. & R. Millar, butchers' meat.

H. F. G. Pett, confectioner, Woodstock, is negotiating with parties in Walkerton with a view to starting a biscuit factory in that town.

Mr. C. C. James, Deputy Minister of Agriculture, has received an enquiry from a large firm in London, Eng., for the names and addresses of such firms as can furnish evaporated fruits for the English market. The United States at present supplies the bulk of the English trade, but it is stated that the Motherland is desirous of purchasing from Canada, if she can supply the goods.

F. A. Spott's grocery store on Wellington street, Ottawa, was broken into last week, and a small quantity of groceries stolen. An entrance was made through the back door. Before leaving, the thieves threw a match into a barrel of rubbish, setting fire to it, and causing the place to be filled with volumes of smoke. A policeman who was passing at the time rung in an alarm, and the fire brigade responded promptly.

On Sunday evening, last week, a burglar forced his way into Kelly Bros.' grocery store on Queen street east, Toronto, through the skylight, but met such a reception from a spaniel dog left to watch the store that he departed without taking anything. As the safe, containing over \$300, had, through a mistake, been left unlocked, Kelly Bros. are congratulating themselves that the burglar did not have time to look around. They intend to buy the dog a new collar.

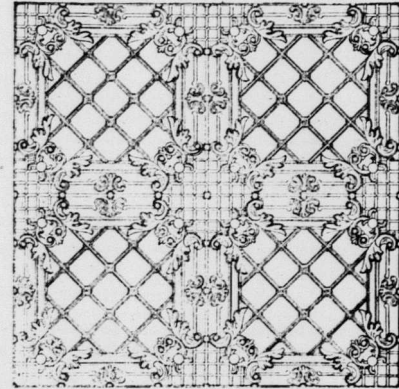
BREWERS AND GROCERS.

THE Hamilton Herald says: The brewers of this city have incurred the displeasure of the retail liquor dealers, especially the grocers, because of the brewers having acquired the bad habit of supplying private parties with beer. It has come to be a regular thing for brewers to supply banquets with the liquid refreshments which go to make so many banquets popular, and the grocers are bound to put a stop to this.

It is contrary to law for the brewers to do this, their licenses allowing them to sell beer to the trade, that is, for the purposes of reselling, and they are liable to fines for

Look up at Your Ceiling

If it looks dingy, better decide to cover both ceiling and walls with our

Embossed Metal Plates.

150 Designs to Choose From.

They make the most handsome interior finish you can find, and are also fireproof and durable—easily cleaned without harming the decoration.

They can be applied over plaster, if necessary, and will add permanent beauty to your store or office.

Prices are moderate—write for full information.

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

supplying private parties, lodges, etc., with the refreshing beverage. This fact has not been generally recognized by the local beer manufacturers, but on the contrary they have, it is said, conveniently overlooked it. The grocers pay a liquor license of \$300 a year, and they naturally object to the brewers taking their trade from them. The trouble is aggravated, from their standpoint, by the fact that lodges can get beer supplies for banquets at about the same rates as the grocers pay for their beer, thus cutting the grocers out of a profitable business.

Inspector Fred Walters has been appealed to, and he has decided to stop the injustice. He has, in consequence, notified all the brewers in the city that it is contrary to law for them to sell beer to anyone not in the business of reselling it, and if the brewers do not take the hint prosecutions are likely to follow.

The chief constable of Toronto has notified the city clerk that 10,305 licenses were issued last year. The largest source of revenue were the dog licenses, which produced \$6,701; cigarettes, cigars and tobacco, 174 in number, produced \$4,203.75; 663 pedlars and petty chapmen paid \$3,777; 871 expressmen contributed \$3,307, and 95 miscellaneous licenses furnished \$3,136 of a total revenue amounting to \$30,560.

Subs
notatio
at any t
by corre
GROCER

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



Metal Ceilings are now being recognized as the most desirable covering for Private Houses, Club Rooms, Public Buildings, etc. They are very handsome in appearance, will not crack and fall off, and compare favorably in price with any good ceiling.

Fully illustrated catalogues sent on request. Estimates furnished on receipt of plans.

The Pedlar Metal Roofing Co.
OSHAWA, ONT.



TENDERS.

INDIAN SUPPLIES.

SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Indian Supplies," will be received at this office up to noon on THURSDAY, 7th April, 1898, for the delivery of Indian Supplies, during the fiscal year ending 30th June, 1899, at various points in the Northwest Territories.

Forms of tender, containing full particulars, may be had by applying to the undersigned, or to the Indian Commissioner, Winnipeg. The lowest or any tender not necessarily accepted.

This advertisement is not to be inserted by any newspaper without the authority of the Queen's Printer, and no claim for payment by any newspaper not having had such authority will be admitted.

J. D. McLEAN,
Secretary.

Department of Indian Affairs,
Ottawa, February, 1898. (14)

THE MODERN GROCER



Being the largest makers of Refrigerators in Canada, we make several lines of Grocers' and Household Refrigerators in various styles and sizes. Modern in design, with best principle of dry cold air circulation, best insulation, and zinc lined. Why buy a home made or poorly made article when you can get an up-to-date Refrigerator for less money? For prices and description send for catalogue.

Knowles, Ham & Nott Co., Limited
BRANTFORD

HORSE HAIR.

Have you any? We buy it.

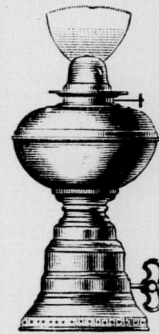
GEO. ROSSITER & SONS,
10 to 14 Pape Ave., TORONTO

THE MOST NUTRITIOUS COCOA.

EPPS'S
GRATEFUL—COMFORTING
COCOA

In labelled Tins. 14 lb Boxes.

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



WANZER.

WANZER LAMP & MFG. CO.
Hamilton, Ont.

INVERNESS, P. Q., Feb. 14th, 1898
WANZER LAMP & MFG. CO.,
Hamilton, Ont.

GENTLEMEN,—We have been using the Wanzer Lamp for about five years and can not praise it too highly, as it is all and more than you represent it to be. I have placed several here—they are giving good satisfaction. Your Cooker is also a success. I am of opinion that every home should have a Wanzer Lamp. I can not praise it too highly.

Very truly yours,
JOHN YOUNG.

Write us for illustrated and descriptive pamphlets and testimonials.

New Profits
—More Pleased Women

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

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

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

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

Fancy their pleasure if you display a sign inside the

Maypole Soap
Washes and Dyes

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

CAPITAL AS A BUSINESS FACTOR.

CAPITAL as a factor of success in business is becoming more and more essential. In the years gone by it was possible for a man whose only capital was ability and industry to launch into business with success. But that time is no more.

A man going into business must have capital unless he is to depend on miracles to save him from failure. It does not necessarily follow that the capital shall be all his own. The capital may be borrowed, but he must have capital, and enough of it.

The man who essays to do business without sufficient capital is so handicapped that he has little, if any, chance of success.

In order to succeed in business the merchant must be able to buy well, and if he cannot buy well he certainly cannot sell well, for it is the way in which a man sells that attracts customers to his store.

The statistics which are issued every year by the commercial agencies show how important it is that a man starting into business should have ample capital.

The most prolific cause of failure in the whole list of contributory causes is lack of capital, and what is perhaps still more striking is the fact that the proportion of these failures to the total number of all kinds is increasing rather than decreasing.

Last year, notwithstanding a decrease in the number of failures in Canada, the proportion of those caused by lack of capital was 70.3, compared with 67.2 in 1896, a year of unusually numerous failures. Even in 1894 the proportion was nearly 2 per cent. lower than in 1897.

Every young man engaged in business pursuits should be ambitious to start up for himself, but he should, particularly in the face of the facts cited, temper his ambition with discretion, and refrain from becoming his own master until he has a fair amount of capital at his command. And then when he has the capital he should also be careful to see that he does not essay to do a business which is out of proportion to it. Many a merchant's bright prospects have been blasted because he has not been careful on this point.

TOBACCO AND SNUFF IN ENGLAND

We learn that the imports of tobacco are again increasing in number and bulk. Last year, although there was a great sale for cigars and tobacco of all kinds—the largest on record, in fact, and two millions of pounds weight greater than in 1896—the quantity imported fell away by 4½ millions of pounds. There is always two years' stock in bond, or, roughly, 65,000 tons. Between tobacco and snuff, the average consumption per head in the United Kingdom was nearly

two pounds for the year ended December 31 last. The use of snuff is dying out rapidly. The demand is very small for all kinds, except "Scotch," made principally in Bristol, and "high-dried Welsh." The difference in these is, we are given to understand, merely a question of fermentation. The common qualities of the former are not put through this process.—Commerce, London, Eng.

STAND FIRM FOR FAIR PROFITS.

ONE of the striking features of business methods in Canada is what may be termed the premeditated effort to sell goods as near the margin of cost as is possible.

This peculiarity is not born of any love for humanity; it is the offspring of a jealous desire to grab all the nuts in the jar. In other words, to do all the business, and leave not even the crumbs for competitors. It is the very opposite to the spirit of live and let live. Manufacturers, wholesalers, retailers, are all in the same boat.

No business man is entitled to an exorbitant profit on the goods he sells, but every business man, in justice to himself, in justice to his creditors, is entitled to a fair profit.

There are no figures extant showing how

many business men fail because they sell their wares at prices which do not return them a fair profit, but the number is undoubtedly large.

Goods should never be sold below cost, except when they have become shop worn, out of date, or damaged. Then business common sense declares they should be marked down to a figure that will ensure their sale.

It is better to make 15 per cent. profit on \$1,000 worth of goods than 5 per cent. profit on \$2,000 worth of goods. And yet there are a good many merchants who appear to lose sight of this fact in their eagerness to get business.

In Great Britain competition is keen enough, but business men there set their confreres in this country an example which the latter should strive to profit by. Over there a merchant fixes the selling price of an article at a figure which ensures him what he believes to be a fair profit. He, no doubt, occasionally cuts it in order to effect a sale, but he by no means does it with the same regularity as does his brother merchant in Canada.

Business is business. Selling an article at a lower figure than it should be sold at is not business. It is foolishness.

It takes backbone to stand firm for a price which is just and reasonable, but it pays.

WILL TICKLE THE SAUCIEST PALATE.

PATERSON'S
WOR'STER
SAUCE

ossesses a
eculiar

iquancy and zest

leasing the Consumer, and

roviding a satisfactory

rofit to the Grocer.

repared by R. PATERSON & SONS,

roprietors and Manufacturers of

PATERSON'S "Camp" Coffee Essence.

PATERSON'S "Eureka" Chutnee Pickles, &c.

Agents—ROSE & LAFLAMME, MONTREAL

Re
25c. pe



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



Slade's Pure... English Butter Scotch

HOME MADE DELICACY

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

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

PURE AS THE CRYSTAL SPRING

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

LAPORTE, MARTIN & CIE.

IMPORTERS AND WHOLESALE GROCERS

Agents in Canada for

"Princess Louise" Japan Tea.

"Victoria" Japan Tea.

"P. Richard's" Brandy.

"Mitchell's" Whiskeys.

72 to 78 St. Peter Street, MONTREAL.

Cassidy Crockery

China, Glass, Lamps, Fancy Goods, etc., just received.

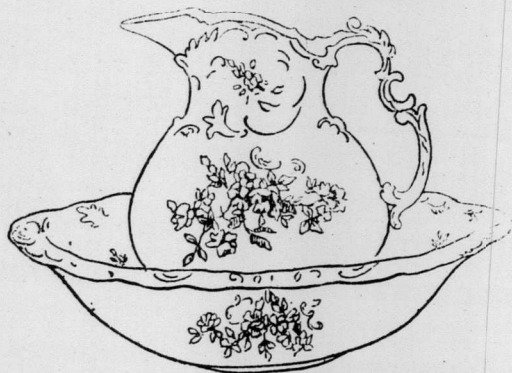
"Our Spring Goods are Arriving Daily"

New Patterns and New Goods from
English and Continental makers.

SOME

JOB LINES

of last year's stock in Glass, China and Printed Ware, in assorted packages, and at special prices, to make room for new arrivals.



The John L. Cassidy Co.

Limited.

339 and 341 St. Paul Street

MONTREAL

TORONTO RETAIL GROCERS.

THE Toronto Retail Grocers' Association held their regular monthly meeting on Monday evening, in St. George's hall, Elm street. There was a good attendance, and the chair was occupied by the president, Mr. W. H. Marmion.

Communications were received from the Toronto Retail Merchants' Association, promising co-operation in regard to the petitions presented to the Dominion Government, and from the mayor of Toronto, acknowledging the receipt of the resolution, passed at the last meeting of the association, approving of any scheme the council may take to advertise Toronto as a summer resort.

The delegates, W. H. Marmion and J. G. Gibson, who were sent to Ottawa to interview the Dominion Government in regard to making garnisheeable the salaries of civil servants and in regard to the collection of fees by inspectors of weights and measures, handed in their official reports. These reports were given in last week's issue of THE CANADIAN GROCER. Both delegates expressed great satisfaction with the prospective outcome of their visit and the manner in which they were treated by the Premier, the Ministers, and Messrs. Richardson, M.P., of Lisgar, and Penny, M.P., of Montreal.

On motion of Messrs. Booth and White the reports were received, and the thanks of the association was tendered to Messrs. Marmion and Gibson.

On motion of Messrs. White and Mills, the thanks of the association were tendered to Messrs. Penny, of Montreal, and Richardson, of Lisgar, for their treatment of the representatives of the association while in Ottawa.

It was moved by Robt. Davies, seconded by J. A. Johnston, that the association's excursion next summer be by boat. This motion created much discussion, and was finally carried.

Messrs. Williamson, White and Booth were appointed a committee to confer as to a suitable point to visit, and to interview the various steamboat companies in regard to rates to various points. It was decided that if this committee considered it advisable, a special meeting of the association should be called by the president.

The bill of expenses of the delegates to Ottawa, amounting to \$17.50 for each of the two delegates, was presented. After Frank Johnston, the vice-president, had taken the chair, it was decided that a grant of \$20 each should be paid to the delegates.

SITUATION IN DATES.

Referring to the situation in Persian dates, a prominent importer said recently that the outlook was decidedly better. A letter from

London, under date of March 2, stated that stocks there were all in second hands and the standard brands were about exhausted. The demand in England, which was poor to the middle of February, has improved considerably in the interim. The stock of old dates in London, which has had a depressing influence on that market heretofore, have now gone mostly into consumption. The writer of the letter referred to expects better prices in the near future. On the other hand, there are said to be cables here from London soliciting bids.—N. Y. Journal of Commerce.

WANTS PROPER NOTICE.

The vaunted valor of the young man employed in a grocery store on Prospect street oozed away one evening recently, and no more will he proclaim what he would do if he happened in a Lynn store when a robber entered and ordered everybody to hold up their hands. This young clerk had stated several times and with much vehemence that no robber could frighten him, and if he was in a store when a hold-up was attempted he would creep behind the counter, get a knife and end the career of the robber, or a plurality of them, if they appeared so numerous. To test his valor he was instructed to drive to Lynn to his father's grocery, one night recently, leaving Salem about 9.30. After considerable evasion he finally admitted that, although not afraid of any man living, he would rather not go to Lynn over the road at that hour of the night, and when pressed for a reason said that somebody might take him unawares and not give him a chance to defend himself. If the robbers will only send him a postal stating the time they may be expected, he will meet them at any store and be prepared to prove that he knows not fear when robbers are the game.—Salem News.

BROCK'S BIRD SEED

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



NICHOLSON & BROCK - TORONTO

OF NERVE--

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

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



is the unadulterated product of the finest tea producing soil in the world, the Island of Ceylon.

The QUALITY is incomparable.

The SALE enormous.

What are your views on the question?

Montreal Wholesale Depot, 318 St. Paul St.

and at

Toronto, Winnipeg, Vancouver, Buffalo, Detroit, Boston, Pittsburgh.

"Magnolia" BRAND
Ceylon Tea

Fine Thick Cup

CHESTS and CADDIES.

Write for Samples.

George Foster & Sons
BRANTFORD, ONT.

PLAIN TRUTH

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

MONSOON
INDO-CEYLON TEA

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

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

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



ONE SWALLOW

does not make a summer.

Neither will ONE CUP
of *CEYLON* or *INDIAN*
tea make every drinker of
tea a convert to the use of
the best teas in the world.

But if you
are wise you will sell only
Ceylon and Indian teas ;
they are purer, healthier,
cleaner and more economi-
cal than the insipid, fishy
teas of Japan or the unclean
and characterless teas of
China.

Ceylons and Indias have come to stay.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

JOHN McD. HAINES has been appointed curator of Caverhill, Hughes & Co., wholesale grocers, Montreal.

David Ruel, grocer, etc., Montreal, is offering 50c. on the dollar.

Elie Langlers, baker, Varennes, Que., is offering 30c. on the dollar.

Mrs. J. Graham, general merchant, Baldur, Man., has assigned.

D. Nelson & Son, general merchants, Fruro, N.S., have assigned.

John L. Rogers, grocer, Gananoque, Ont., has assigned to J. B. Abbott.

G. E. Laurence, general merchant, Upper Haynesville, N.B., has assigned.

W. H. Davidson, general merchant, St. Johns, Nfld., has been declared insolvent.

James J. Galway, general merchant, St. Johns, Nfld., is offering 30c. on the dollar.

McKercher & Rickey, general merchants, Ottawa, Ont., are offering 50c. on the dollar.

John L. McKay, grocer, Wellington, B.C., has compromised at 25c. on the dollar.

U. Bail, general merchant, West Shefford, Que., has compromised at 60c. on the dollar.

Drummond & Spratt, general merchants, Minnedosa, Man, have assigned to Donald Fraser.

Dooring Bros, general merchants, Waterloo, Ont., have assigned to Henry Barber, Toronto.

J. S. R. Page, general merchant, St. Isidore (Laprairie), Que., is offering to compromise.

Anthony Carrier, general merchant, Lozier Settlement, N.B., is offering to compromise.

Chas. Hendry, general merchant, etc., Stirton, Ont., has assigned to E. J. Henderson, Toronto.

J. D. Laidlaw, general merchant, etc., Toronto and Coldwater, Ont., is financially embarrassed.

PARTNERSHIPS FORMED AND DISSOLVED.

J. B. Burns & Co., grocers, Trail, B.C., have sold out to Challerton & Coleman.

A. & W. Johnston, general merchants, Orangeville, Ont., are retiring from business.

Williams & Hilton, dealers in coffee, spices and vinegar, Winnipeg, have sold out to Dyson, Gibson & Co.

McEachern & Sexsmith, general merchants, Trout Creek, Ont., have dissolved, Mrs. L. E. Sexsmith continuing under the style of Sexsmith & Co.

Rooney Bros., general merchants, Shelburne, Ont., have dissolved, M. H. Rooney continuing under the style M. H. Rooney & Co.

A. L. Doyle has withdrawn from the firm,

Canned **MEATS** } the kind YOU WANT
 WITH }
Clark's } are what WE MAKE.
MERIT in them }
EVERY TIN GUARANTEED.

ORANGE MARMALADE
Have you tried Upton's
Gilt Edge Brand ?

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

THOS. UPTON & CO., Hamilton

A. L. Doyle & Co., grocers, Halifax, and Mary F. Doyle has registered as sole proprietor.

Cormier & Chamberland are commencing business as grocers in Somerset, Que.

SALES MADE AND PENDING.

The assets of Joseph Pang, grocer, Montreal, have been sold.

J. E. Jones, cigar dealer, Kingston, has sold out to — Deagan.

The stock of P. Gareau & Co., grocers, Montreal, has been sold.

Laura Moyer, grocer, Vineland, Ont., has sold out to F. W. Moyer.

James C. Parker, baker, Penetanguishene, Ont., has sold out to J. C. Lee.

Edgar Tidey, general merchant, Rymal, Ont., has sold out to Charles Horning.

E. B. Nash, general merchant, Orono, Ont., has sold out to — Cane.

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

Wm. H. Vanblaricon, grocer, Deseronto, Ont., has sold out to Robert A. Rush.

The assets of Robert B. Webster, cigar dealer, Montreal, are to be sold by auction.

W. A. Bothwell, general merchant, Luton, Ont., is advertising his stock for sale.

The assets of C. Henault, flour, etc., St. Barthelemi, are to be sold on the 18th inst.

P. Kennedy, general merchant, Hastings, Ont., is advertising his business for sale.

M. H. Ritchie, general merchant, Poplar Point, Man., has sold out to — Cunningham.

The assets of J. C. Thibault, general merchant, Victoriaville, Que., has been sold.

E. J. Malone, general merchant, Inglewood, Ont., is advertising his business for sale.

The assets of Mrs. John Moisan, general merchant, Drummondville, Que., are advertised to be sold by auction on the 23rd inst.

The assets of S. Leger, general merchant, Portage de la Nation, Que., have been sold at 50c. on the dollar.

The stock of George Craig & Co., departmental store, Winnipeg, has been sold at 50c. on the dollar to A. Campbell; the book accounts at 10c. on the dollar.

The stock of the estate of Rettenmeir Bros., general merchants, Duart, Ont., has been sold.

The stock of the estate of A. Smellie, general merchant, Hepworth, Ont., has been sold.

The stock of the estate of Mayhew Bros., general merchants, Thamesville, Ont., has been sold.

The assets of T. G. Ballentyne & Co., grocers, Sherbrooke, Que., have been sold by auction.

The stock of P. Tede, general merchant, Papineauville, Que., has been sold at 50c. on the dollar.

The assets of J. D. L'vasseur, general merchant, Matane, Que, are to be sold on the 18th inst.

CHANGES.

Helen Clendenning, general merchant, Komoka, Ont., is giving up business.

H. A. Larochelle has commenced business as grocer in Halifax South, Que.

John Armstrong has started business, as confectionery manufacturer, in Montreal.

W. Christie is opening out in business as general merchant in Little Bras d'Or, N.S.

M. M. Hiles & Co., general merchants, Williamsford, Ont., are removing to Atwood.

FIRES.

Clay Bros., grocers, Galt, Ont., have suffered damage by water.

Wm. McKeever, grocer, etc., Listowel, Ont., has been burned out.

John Skelly, manufacturer of cigars, London, has suffered loss by fire.

James Ross, manufacturer of confectionery, London, has been burned out.

P. C. Larkin & Co., wholesale tea merchants, Toronto, have been burned out; insured.

The tea stock, in Toronto, of Fitzgerald, Scandrett & Co., grocers, London, has been burned; insured.

R. H. Howard & Co., wholesale liquor and cigar dealers, Toronto, have been partially burned out; insured.

FOR S

Apply



nc
of
M
gi
be
M

Oak

1, 2, 3
1, 2, 3
1, 2, 3
1, 2, 3
Butche
Fruit 1

Fr

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



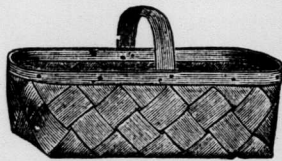
TO WHOM CONCERNED

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

CANADIAN COCOANUT CO.
Montreal

THE Oakville Basket Co.

MANUFACTURERS OF



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

For sale by all Woodenware Dealers.

OAKVILLE, ONT.

HIGHEST PAILS TUBS

And Wood Packages

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

Manufactured by

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

CHAS. BOECKH & SONS
Sole Agents, Toronto

QUALITY

THE PRESS CLIPPING DEPARTMENT

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

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

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

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

The Press Clipping Department, Board of Trade, Montreal

GRIMBLE'S English Malt VINEGAR

Six GOLD Medals GRIMBLE & CO., Limited., LONDON, N.W. ENG.

SALT

We are always fully stocked with Salt for Butter, Cheese, Table and general use. Send a card for prices or samples.

VERRET, STEWART & CO., Montreal - Quebec.

FIRST CLASS RETAILERS SELL

ABSOLUTELY PURE

GIVE IT A TRIAL

COW BRAND SODA



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

The Finest in the Land

Keen's Mustard

has earned its name throughout the world, by reason of its

Pungency and Piquancy.

KEEN'S D. S. F. MUSTARD AIDS DIGESTION

Therefore lengthens life.

CURRENT MARKET QUOTATIONS

Mar. 17, 1898.

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

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

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

BAKING POWDER.

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



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

MAPLE LEAF BAKING POWDER.

1/2 lb. glass jars.....	\$1 25
1 lb. glass jars.....	2 00
1 lb. sealer jars.....	2 25

THE F. F. DALLEY CO.

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

BLACKING.

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

THE F. F. DALLEY CO.

English Army Blacking, 1/4 gross cases.....	\$9 00
No. 2 Spanish ".....	3 60
No. 3 ".....	4 50
per doz.	
No. 5 Spanish Blacking, 1/4 gross cases.....	7 20
No. 10 ".....	9 00
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

BERRY'S ENGLISH BLACKING.

No. 1 Bronze Tins, per gross.....	\$ 2 60
No. 2 Bronze Tins, per gross.....	\$ 3 40
" 3 ".....	5 60
" 4 ".....	10 00

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

THE ALPHA CHEMICAL CO.

Shoe Dressing— in 1/4 gross cases. Per Gross.....	\$ 22 00
French Oil in 3-doz. cases.....	9 00
Reliable Shoe Dressing.....	12 00
Eclipse Combination tan.....	12 00
Moody's Ox Blood.....	12 00
" Chocolate.....	12 00
Alpha Chemical Co. French Castor Oil.....	9 00
Alpha Chemical Co. Refined Sweet Oil.....	9 00
Alpha Chemical Co. Turpentine.....	7 80
Moody's Non-Corrosive Inks.....	4 50



Shoe Blacking— in 1/4 gross cases.....	9 00
Reliable French Blacking, No. 5.....	4 50
No. 2.....	8 00



United Service Blacking No. 4.....	4 25
United Service Blacking No. 1.....	9 00
Patent Leather Polish No. 1 1/2.....	9 00
Waterproof Dublin No. 4.....	9 00
Alpha Metal Polish No. 2.....	9 00



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

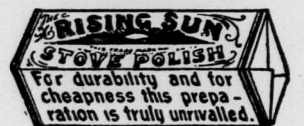
Quickshine Pipe Varnish.....	12
1/4 gross cases pressed top tins.....	

Stove Polish—



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

STOVE POLISH.



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

Vertical text on the right edge of the page, including 'No. 4— No. 6—' and 'Cotta Warble Belgiar Internas German London Bird G Dalley Dalley'.

Starch

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

Once Used Always Used.

The Edwardsburg Starch Co. Limited Cardinal, Ont.



Enameline.



No. 4-3 dozen in case \$4 50
No. 6-3 dozen in case 7 50

BIRD SEEDS

BART, COTTAM & CO.	
Cottams, with Patent Bird Bread.....	0 07
Warbler, with Song Restorer.....	0 05 1/2
Belgian, with Bird Improver.....	0 05 1/2
International, with Bird Treat.....	0 04 1/2
German X, with Cuttlefish Bone.....	0 04 1/2
German, with Cuttlefish Bone.....	0 04 1/2
London Bird Seed, bulk 25 lb. cases.....	0 06
Bird Gravel, 10c. pkts., 24 in case.....	0 06
Bird Gravel, 5c. pkts., 48 in case.....	0 03
THE F. F. DALLEY CO.	
Dalley's Spanish Bird Seed, 40 lb. cases.....	0 06
Dalley's Bird Seed, 40 lb. cases.....	0 06 1/2
NICHOLSON & BROCK.	
Brock's Bird Seed.....	0 07
Norwich Bird Seed.....	0 05
Simple Leaf Bird Seed.....	0 05
Red sea-gravel, 10c. pkts., 24 in case.....	0 06
Red sea-gravel, 5c. pkts., 48 in case.....	0 03

Per gross

THE F. F. DALLEY CO.

Gem Stove Polish, 1/4 gross cases \$9 00	
per doz	
Stovepipe Varnish, 4 oz. bottles 1 00	
6 oz. bottles..... 1 25	
Boston Brunswick Black, 8 oz. bottles..... 1 75	

CORN BROOMS

CHAS. BOECKH & SONS.		per doz.
Carpet Brooms—		net.
"Imperial," extra fine, 8, 4 strings..	\$3 65	
" " " " 7, 4 strings..	3 45	
" " " " 6, 3 strings..	3 35	
"Victoria," fine, No. 8, 4 strings..	3 30	
" " " " 7, 4 strings..	3 10	
" " " " 6, 3 strings..	2 90	
"Standard," select, 8, 4 strings..	2 90	
" " " " 7, 4 strings..	2 75	
" " " " 6, 3 strings..	2 60	
" " " " 5, 3 strings..	2 40	

BLUE.

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

CANNED GOODS.

KEEN'S OXFORD.		per doz.
Apples, 3's.....	\$0 95	
gallons.....	2 50	2 60
Blackberries, 2.....	1 40	1 70
Blueberries, 2.....	0 75	0 85
Beans, 2.....	0 75	0 95
Corn, 2's.....	0 00	0 85
Cherries, red pitted, 2's.....	1 85	2 35
Peas, 2's.....	0 90	0 95
" Sifted select.....	1 10	1 25
" Extra sifted.....	1 25	1 40
Pears, Bartlett, 2's.....	1 50	1 75
" 3's.....	2 00	2 40
Pineapple, 2's.....	2 40	2 65
" 3's.....	2 50	2 60
Peaches, 2's.....	1 40	1 75
" 3's.....	2 00	2 40
Plums, Green Gages, 2's.....	1 30	1 55
" Lombard.....	1 20	1 50
" Damsion Blue.....	1 10	1 40
Pumpkins, 3's.....	0 75	0 90
gallons.....	2 10	2 25
Raspberries, 2's.....	1 40	1 70
Strawberries, 2's.....	1 65	1 95
Succotash, 2's.....	1 15	1 15
Tomatoes, 3's.....	1 20	1 25
Lobster, tails.....	2 40	2 70
flats, 1/2's.....	1 65	1 70
Mackerel.....	1 30	1 35
Salmon, Sockeye, tails.....	1 20	1 30
" Horseshoe.....	1 25	1 30
" Cohoes.....	0 95	1 00
Sardines, Albert, 1/4's tins.....	0 13	
" " " " 1/2's tins.....	0 20	0 21
" Sportsmen, 1/4's genu-ine French, key opener.....	0 12 1/2	
Sardines, Sportsmen, 1/2's.....	0 21	
Sardines, key opener, 1/2's.....	0 18 1/2	0 23
" " " " 1/4's.....	0 10 1/2	0 11
Sardines, other brands 3/4's 11	0 16	0 17

Sardines, P. & C., 1/4's tins....	0 23	0 25
" " " " 1/2's ".....	0 33	0 38
Sardines, Amer., 1/4's ".....	0 04	0 05
" " " " 1/2's ".....	0 09	0 11
" Mustard, 1/2 size, cases		
50 tins, per 100.....	10 00	11 00
Haddies.....	1 20	
Kipperd Herring.....	1 60	
Herrings in tomato sauce.....	1 60	

CANNED MEATS.

(CANADIAN.)		
Comp Corn Beef, 1-lb. cans..	\$1 45	\$1 50
" " " " 2 ".....	2 45	2 50
Comp Corn Beef 6 1/4-lb. can.....		
" " " " 14 ".....	7 75	8 25
" " " " 17 50	18 00	
Minced Callops 2 ".....	2 60	
" " " " 2 ".....	2 60	2 65
Lunch Tongue 1 ".....	3 00	3 10
" " " " 2 ".....	6 00	
English Brawn 2 ".....	2 75	2 80
Camb Sausage 1 ".....	2 50	2 50
" " " " 2 ".....	4 00	
Soups, assorted 2 ".....	1 50	
" " " " 2 ".....	2 20	
Soups and Bouill. 2 ".....	4 50	
" " " " 6 ".....	1 80	
Sliced Smoked Beef, 1/2's.....	1 65	1 70
" " " " 1's.....	2 80	2 95
ARMOUR PACKING CO.—HELMET BRAND		
Corn Beef 1 lb.....	1 65	1 70
" 2 lb.....	2 65	2 75
" 4 lb.....	5 50	5 80
" 6 lb.....	8 50	8 80
" 14 lb.....	18 50	19 00
Roast Beef, 1 lb.....	1 40	1 50
" 2 lb.....	2 75	2 90
Luncheon Beef, 1 lb.....	1 60	1 90
" 2 lb.....	2 75	2 85
Brawn 1 lb.....	1 30	1 40
" 2 lb.....	2 50	2 75
" 6 lb.....	6 60	6 80
" 14 lb.....	14 50	15 00
Ox Tongue, 1 1/2 lb.....	7 00	7 20
" " 2 lb.....	8 50	8 80
" " 2 1/2 lb.....	10 75	11 00
Lunch Tongue, 1 lb.....	3 35	3 50
" 2 lb.....	6 50	6 80
Chipped Beef, 1/2 lb.....	1 75	
" 1 lb.....	3 50	
Pigs' Feet 1 lb.....	1 65	1 75
" 2 lb.....	2 75	
Potted Meats, Tongue or Ham 1/4 lb.....	70	75
Potted Meats, Tongue or Ham 1/2 lb.....	1 20	1 25
Potted Deviled Ham or Tongue, 1/4 lb.....	70	75
Potted Deviled Ham or Tongue, 1/2 lb.....	1 20	1 25

WHITE LABEL.

Soups Assorted, 1 qt.....	3 00	3 15
" " " " 1 pt.....	2 00	2 10
Gelatine of Boar's Head, 2 lb...	3 00	3 20
Braised Beef with Vegetables, Piquant Sauce, Gumbo, Tomato and Rice, 2 lb.....	3 00	3 10
Plover Roast.....	5 00	
Sliced Gold Band Bacon.....	3 00	

CHEWING GUM.

ADAMS & SONS CO.		per box
Tutti Frutti, 36 5c. bars.....	\$1 20	
" " (in cream pitcher) 36 5c. bars	1 20	
" " (in sugar bowl) 36 5c. bars	1 25	
" " (in glass jar) 115 5c. pkgs.	3 75	
Pepsin Tutti Frutti (in glass jar) 115 5c. packages.....	3 75	
Pepsin Tutti Frutti, 23 5c. packages..	0 75	
Round Pepsin, 30 5c. packages.....	1 00	
Cash Register, 390 5c. bars and pkgs.	15 00	
Cash Box, 160 5c. bars.....	6 00	
Tutti Frutti Show Case, 180 5c. bars and packages.....	6 00	
Variety Gum (with book in each box) 150 1c. pieces.....	1 00	
Banner Gum (English or French wrappers) 115 1c. pieces.....		
Flirtation Gum (English or French wrappers) 115 1c. pieces.....		
Mexican Fruit, 36 5c. bars.....	1 20	
Sappota, 150 1c. pieces.....	0 90	
Orange Sappota, 150 1c. pieces.....	0 75	
Black Jack, 115 1c. pieces.....	0 75	
Red Rose, 115 1c. pieces.....	0 75	
Magic Trick, (English or French wrappers) 115 1c. pieces.....	0 75	

CHEESE.



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

RECKITT'S Blue and Black Lead (ALWAYS GIVE YOUR CUSTOMERS SATISFACTION)

Per gross
DSS \$ 8 50
DSS 4 50
..... 10 00
..... 5 00

Try a case of
Boston Laundry Starch



This Starch excels all others for imparting a hard polish to Cuffs, Collars and Shirt Fronts.

SOLD BY

The F. F. Dalley Co., Limited - Hamilton, Can.

The Dry Goods Review



CLUBBING RATES

The Dry Goods Review and
 The Canadian Grocer

\$3.00

Send for Samples.

TELLS what to buy and how to sell it; gives a regular course of Window Dressing, Store Management, Advertising; describes all new goods, etc. What more do you want? **One Pointer** from a single copy should net you at least Two Dollars. Twelve copies, or one year, should net you Twenty-four Dollars. This is a fact, and the reason we have subscribers.

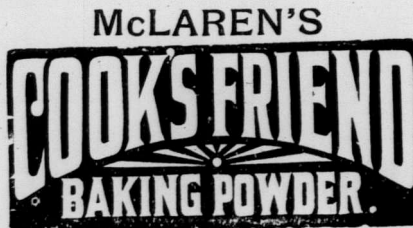
THE DRY GOODS REVIEW

TORONTO

. . . . MONTREAL



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



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

CHOCOLATES & COCOAS.		BENSDORF'S ROYAL DUTCH COCOA.		Cocoa—		ROYAL NAVY CHOCOLATE, 12 LB. BOXES,		
Cocoa—	EPPS.	per lb.	1/4 lb. tins, boxes 4 doz.	2 40	Concentrated, 1/4's, 1 doz. in box	2 40	1/2 lb. cake, per lb.	0 30
Case of 14 lbs. each		0 35	1/2 " " " 2 " "	4 50	" " " 1/2's, 1 doz.	4 50	Mexican Vanilla Chocolate, 12 lb. boxes, 1/4 lb. cake, per lb.	0 35
Smaller quantities		0 37 1/2	1 " " " 1 " "	8 50	" " " 1 lb.	8 25		
	CADBURYS.		Ralston Health Club boxes 6 lbs.	45	Homeopathic, 1/4's, 14 lb. boxes			
	Frank Magor & Co., Agents.	per doz			1/2 lbs. 12 lb. boxes			
	Cocoa essence, 3 oz. packages	\$1 65	CHOCOLAT MENIER.		JOHN P. MOTT & CO.'S.			
	per lb.		In Cases of 12 In 12		(R. S. McIndoe, Agent, Toronto.)			
	Mexican chocolate, 1/4 and 1/2 lb. pkgs.	0 40	Vanilla—per lb.		Mott's Bromo	per lb.	White Moss Brand—	
	Rock Chocolate, loose	0 40	Yellow wrapper,		Mott's Prepared Cocoa	0 28	Pkgs. 1 lb., 15 or 30 lb.	cs. 0 27
	" " 1-lb. tins	0 42 1/2	\$ 0 32 \$ 0 34 \$ 0 36		Mott's Homeopathic Cocoa (1/4's)	0 32	" 1/2 " "	0 28
	Cocoa Nibs, 11-lb. tins	0 35	Blue Premium		Mott's Breakfast Cocoa in tins	0 45	" 3/8 " " 5 or 10 "	0 29
			Per case.		Mott's No. 1 Chocolate	0 30	Bulk—	
	TODD HUNTER, MITCHELL & CO.'S.		Less than case		Mott's Diamond Chocolate	0 28	White Moss, 10, 15 or 20 lb. Pails	
	Chocolate—	per lb.	Pastilles—		Mott's Navy or Cooking Chocolate	0 40	Feather Strip, " " "	
	French, 1/4's—6 and 12 lbs.	0 30	Yellow wrapper, 108 bxs.		Mott's Caraccas Chocolate	0 23	Special Shred, " " "	
	Caraccas, 1/4's—6 and 12 lbs.	0 35	to the case		Mott's French-Can. Chocolate	0 18	Macaroon, " " "	
	Premium, 1/2's—6 and 12 lbs.	0 30	\$20 00 0 20		Mott's Cocoa Nibs	0 28	Crown Desic., 12, 20 or 25 lb.	
	Sante, 1/4's—6 and 12 lbs.	0 26	Croquettes—		Mott's Cocoa Shells	0 05	Special	
	Diamond, 1/4's—6 and 12 lbs.	0 22	Yellow wrapper, 9 bxs. of		Mott's Sweet Chocolate Liquors	0 19 0 30	Barrels, 2c. per lb. less.	
	Sticks, gross boxes, each	1 00	12 packages		COWAN COCOA AND CHOCOLATE CO.		Terms, 3 p.c., off 30 days.	
			\$20 00 0		Hygienic Cocoa, 1/2 lb. tins, per doz.	\$3 75	COFFEE.	
	Cocoa—		FRY'S.		Cocoa Essence, 1/2 lb. tins, per doz.	2 25	Green.	per lb.
	Homeopathic, 1/4's, 8 and 14 lbs.	0 30	Chocolate—		Soluble Cocoa, No. 1 bulk, per lb.	0 20	Mocha	0 27 1/2 0 30
	Pearl,	0 25	per lb.		Diamond Chocolate, 12 lb. boxes,	0 25	Old Government Java	0 30 0 33
	London Pearl, 12 and 18 "	0 22	Caraccas, 1/4's, 6-lb. boxes		1/2 lb. cake, per lb.	0 25	Rio	0 08 0 13
	Rock	0 30	Vanilla, 1/4's				Plantation Ceylon	0 29 0 31
	Bulk, in boxes	0 18	"Gold Medal" Sweet, 1/4's, 6 lb. bxs				Porto Rico	0 24 0 28
			Pure, unsweetened, 1/2's, 6 lb. bxs.				Guatemala	0 24 0 26
	Royal Cocoa Essence, packages	per doz 1 40	Fry's "Diamond," 1/4's, 14 lb. bxs.				Jamaica	0 18 0 22
			Fry's "Monogram," 1/2's, 14 lb. bxs.				Maracaibo	0 16 0 20

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

CELLULOID STARCH

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

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

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

SUGAR.		per lb.
Granulated (St. Lawrence,		
Redpath, Acadia)	0 04½	
German (Canadian) bbls.	0 04½	
" (imported) bags	0 04½	
Dutch, bags	0 04½	
Paris Lump, bbls. and 100-lb.		
boxes	0 05½	
" in 50 lb. boxes	0 06	
Extra Ground Icing, bbls.	0 05½	
Powdered, bbls	0 05½	
Cream	0 04 3-16	
Extra Bright	0 04 1-16	
Bright Coffee	0 04	
Light Yellow	0 03½	
Medium Light Yellow	0 03½	
Yellow	0 03½	
Demerara	3 50 - 3 75	

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

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



BRANTFORD SOAP WORKS CO.



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

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

"SALADA" CEYLON.



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

RAM LAL'S (lead packages)



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

"KOLONA"



Ceylon Tea, in 1-lb. and ½-lb. lead packets.	
black or mixed.	
Black Label, 1-lb., retail at 25c.....	0 19
½-lb.,.....	0 20
Blue Label, retail at 30c.....	0 22
Green Label " 40c.....	0 28
Red Label " 50c.....	0 35
Orange Label, retail at 60c.....	0 42
Gold Label, " 80c.....	0 58
Terms, 3 per cent. off 30 days.	

CROWN BRAND.

(Ceylon in lead packages)

	Wholesale	Retail
Red Label, 1-lb. and ½s.....	0 35	0 50
Blue Label, 1-lb. and ½s.....	0 28	0 40
Green Label, 1-lb.....	0 18	0 25
Green Label, ½s.....	0 19	0 25
Japan, 1's.....	0 19	0 25

TOBACCO AND CIGARS.

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

WOODENWARE.

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

THE E. E. EDDY CO.

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

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

BRYANT & MAY.

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



LICORICE...

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

YOUNG & SMYLLIE

Established 1845.

BROOKLYN, N.Y.

Profits and Good Times

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

J. Bruce Payne's

Celebrated CIGARS

PHARAOH
PEBBLE
LA FAMEUSE
GRIT
BIRD, Etc.

J. Bruce Payne
Granby, Que.

Wethey's Condensed Mince Meat

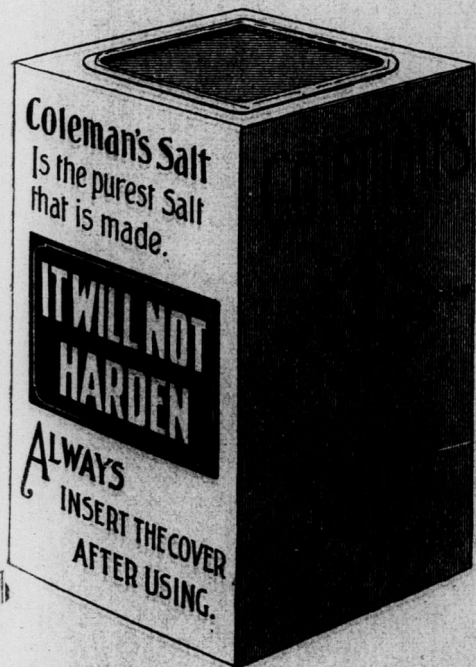
is absolutely Pure and Wholesome. It satisfies the most particular housekeeper.



The better she gets acquainted with it the better she likes it. Tell your customers about it. Tell them it will keep in all weather, Hot or Cold. Tell them it is good all the time.

J. H. WETHEY

Sole Manufacturer St. Catharines, Ont.



It Pays to Keep the Best.

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

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

ADDRESS _____

R. & J. RANSFORD

CLINTON, ONT.

AN.

le Retail
0 50
0 40
0 25
0 25
0 25

RS.
id
0 73
0 71
0 68
0 63
0 60
0 60
0 67
0 63
0 63
0 65

per doz
\$ 1 45
1 60
1 40
1 55
1 40
8 00
6 50
5 50
4 50

1 60
1 40
1 25
1 50
Single
Case
\$3 20
3 00
1 40
1 60
1 50
2 90
2 85
2 35
3 30
2 85

\$ 2 00
1 10
5 00
2 00

e Gro-
Stick
ges, in
sticks;
Tubes,

LIE

NO JOB LOT

BUT STRAIGHT GOODS

A line of

White Granite Plates

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

Can be Retailed for 5 Cents Each

Particulars Gladly Given. _____

GOWANS, KENT & CO.

TORONTO

Tell Your Customers

that if they buy KNOX'S GELATINE and will save the signature side of the Calves Foot Gelatine box or the front of the Acidulated Gelatine box they can secure a nice Pocket Camera FREE.

Grocers and Clerks

can at the same time win DELIVERY WAGONS or High-Grade CAMERAS. Our plan gives all an equal chance. It is worthy your investigation.

Write for Particulars.

C. B. KNOX, Mfr.

AGENTS

A. E. Richards & Co. - Hamilton
William H. Dunn - - - Montreal
Beattie & Elliot - - - Quebec
C. & E. MacMichael - - St. John
Alfred D. Hossack, Vancouver, B.C.
H. F. Baker - - - Halifax, N.S.

JOHNSTOWN,
N. Y.

COX'S GELATINE Always Trustworthy.

ESTABLISHED 1725.

Agents for Canada:

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



DEWAR'S
FAMOUS SCOTCH

can be had from
Geo. J. Foy
R. H. Howard & Co.
Perkins, Ince & Co.
Adams & Burns

and all...
first-class houses

GENERAL MERCHANTS

and other Dealers, who are regular subscribers
to THE CANADIAN GROCER, wishing copies of:

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

May have a single copy of them sent free at
any time they wish to consult the advertising
columns. Special clubbing rates on applica-
tion.

MacLean Publishing Co. Limited

Montreal : : Toronto

BOOKS FOR THE RETAILER

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

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

Pitfalls of the Dry Goods Trade

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

Buying, Selling and Handling of Teas

Three valuable articles full of ideas and suggestions for grocery men.

Causes of Failure in the Hardware Trade

and how avoided. Three comprehensive prize essays reprinted from HARDWARE AND METAL.

Necessary Books for a Retailer

By a practical accountant. This treatise deals with systems of bookkeeping and checking calculated to reduce mistakes and omissions, etc., etc., to a minimum. A most useful book for any retailer.

Any one of the above
mailed for **10 cents**

Credits, Collections and their Management

a most complete and comprehensive work of great importance to any business man.—\$1.50.

Address

The MacLean Publishing Co. Limited

TORONTO and MONTREAL

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

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices, PROPRIETORS

NOS. 346-348 BROADWAY, NEW YORK

Offices in the principal cities of the United States
Canada, the European Continent, Australia and
in London, England.

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

TORONTO OFFICES—McKinnon Building

Cor. Jordan and Melinda Sts.

THOS. O. IRVING, Superintendent.

OAKEY'S

'WELLINGTON'

KNIFE POLISH

The Original and only Genuine Preparation for
Cleaning Cutlery.

JOHN OAKEY & SONS, LIMITED,

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

Wellington Mills, London, England

REPRESENTATIVE IN CANADA:

JOHN FORMAN, 650 Craig Street

MONTREAL