

THE CANADIAN GROCER

VOL. XIII.

TORONTO AND MONTREAL, APRIL 21, 1899.

NO. 16.


QUALITY..



When a salesman talks price to you
Ask him about QUALITY
When he talks quantity . . .
Ask him about QUALITY
When he talks merit to you . . .
Ask him about QUALITY

That's the _____
STRONG POINT
in
Colman's Mustard

ZELLER WAFERS

Are our latest novelty. They are really "wafers," thin, dainty, and most delicately flavored. They are delicious for afternoon tea or dessert, and are likely to satisfy your most particular customer. We make ten varieties, including "Cone" and "Cigarette" wafers, which, being rolled, can be filled with cream, custard, etc.

Chas. Gyde,
Canadian Agent,
MONTREAL.

Peek, Frean & Co., LONDON.

THE CANADIAN GROCER

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

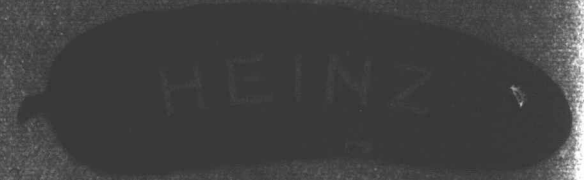
Sample room

MONTREAL, QUE.

56 and 58 Front West, TORONTO.

Sold and highly recommended by all leading grocers.

Sovereign
Matches



Heinz Condiments
Make Happy Homes

If you always supply your trade with the standard Heinz Pure Food Products you will never regret it.

How is your stock?

Canadian Trade supplied by

H. P. Eckardt & Co., Hudson, Robert & Co.,
Toronto. Montreal.

The Salt
that doesn't
Cake

is or can be—Windsor Salt, for the table. Do your customers complain? Salt won't "run" easily from the salt shaker? The remedy is simple—plain—true. Windsor Salt won't "cake"—it runs easily. "A pleased customer" is the best advertisement you can have, you know.

The Salt that is made by the Vacuum Process is the salt that doesn't "cake"—Windsor Salt. See how each separate crystal sparkles—hold it to the sunlight—how clean, and white and dry it is. Sifted, purified, refined and re-refined. The crystals don't adhere in the finest salt there

Windsor Salt

Leading Wholesalers sell it.

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

No argument is needed to sell Lazenby's Goods, Codou's Macaroni and Stephens' Pickles---their names are silent arguments themselves. That is what a **name** will do.

Lazenby's.

A name familiar to England's Nobility for over **100 years**—"E. Lazenby & Son."

Lazenby's Jelly Tablets are made from absolutely pure materials. The fruit, flower, wine and spice flavors are Nature's own. Thirteen different varieties—each one of the very highest quality. "Profitable to use—profitable to handle."

**Jelly
Tablets.**

P. Codou's.

Another name that stands for **all that's good** in Macaroni—P. Codou. With that

name on the package no argument is needed to sell it. Made only from real Russian wheat. Delicate, tender Macaroni.

Macaroni.

Stephens'.

Are you quite sure of the **name** when you buy Pickles in bulk? You **may** get them packed in something else besides Pure Malt Vinegar—unless you look for the name "Stephens." When you see **that** you get absolutely safe packing. The pickles are sound, crisp, piquant, always.

Pickles.

All of the above are sold by leading wholesalers.

AGENTS:

A. P. TIPPET & CO.,

F. H. TIPPET & CO.,

Montreal and Toronto.

St. John, N.B.

DUNN'S PURE MUSTARDS

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

In 25-lb. Jute Packages.

package is neatly printed, making it a very attractive shelf ornament for the store.

We pack our Split Peas, Pot Barley, Wheatlets and Wheat Farina in this way now—to meet the popular demand. And the demand increases right along, particularly among the smaller grocers. We believe in being "up to the times."

THE TILLSON COMPANY, Limited,

*From Manufacturer to
Retailer direct.*

TILSONBURG, ONT

The Jute we use in our 25-pound packages (to meet the popular demand of the Trade) must be strong, soft and silky to the touch, and closely woven to assure its contents protection from dirt and leakage. But that is not all—each

Tillsons'
Pot Barley, Wheatlets
Split Peas, Wheat Farina

GILLARD'S NEW PICKLE

Packed
2 dozen
in case.

Is undoubtedly the best pickle in the world. Just as good as GILLARD'S is not GILLARD'S.

12 GOLD MEDALS have been awarded for superior excellence.

6,000 leading hotels and restaurants throughout Great Britain use them exclusively.

Note the Prices to the Retail Trade:

25-Case Lots	-	-	\$3.10 per dozen
5-Case Lots	-	-	3.20 per dozen
Under 5 Cases	-	-	3.30 per dozen

GILLARD'S NEW SAUCE--

Is unequalled for Gravies, Soups, etc. Reputed 1/2 pints, Barrel lots of 12 dozen, \$1.40; less quantity, \$1.50 per dozen.

SOLD BY ALL WHOLESALE GROCERS IN CANADA.

GILLARD & CO., "The Vintry Works," **London, England.**
Sole Manufacturers,

Good Cigars—Quick Profits.

Any grocer can make a good, quick profit by selling any kind of cigars *once*, but the common-sense grocer doesn't try to build up a permanent Cigar trade by selling Cigars of inferior quality.

Every grocer who has once bought my Cigars continues to buy them of me, and to increase the size of his orders. I believe that this one fact goes to prove conclusively that my Cigars are all right. Let me send you samples—free.

J. Bruce Payne

Cigar Mfr.

Granby, Que.

The "Pharaoh" for a 10c. line.

The "Pebble" for a 5c. line.

BE UP-TO-DATE

and always have on hand a stock of

Crown Flavoring Extracts

They will give your customer the best of satisfaction every time.

Write for Prices.

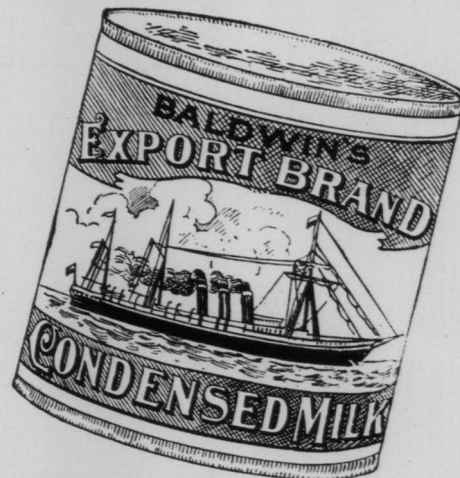
The Greig Manufacturing Co.
MONTREAL.

The Dominion Analyst places Baldwin's

EXPORT

Brand Condensed Milk at the head of the list in competition with all other brands on the market.

ROSE & LAFLAMME, Selling Agents, **MONTREAL.**



Grand Mogul Baking Powder Grand Mogul Tea.

Both these lines are selling very fast. The advertising done by our competitors is greatly assisting the sale of both—for which we return thanks.

WHOLESALE GROCERS

T. B. ESCOTT & CO.

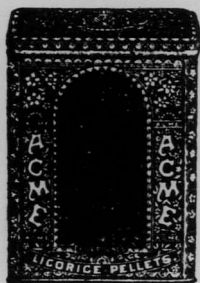
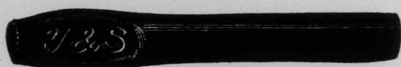
LONDON



SNOW DRIFT BLEND

NEVER MORE FRAGRANT THAN TO-DAY.

ALWAYS THE SAME
ALWAYS THE BEST
ALWAYS THE FAVORITE



LICORICE..

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

YOUNG & SMYLIE
BROOKLYN, N.Y.

Established 1845.

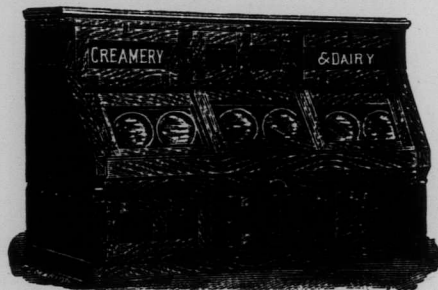
J.Y. GRIFFIN & CO.

Wholesale Produce

Griffin Brand Hams, Bacon and Lard.
LARGEST HANDLERS ON PACIFIC COAST OF CREAMERY AND DAIRY BUTTER, EGGS AND CHEESE.

CORRESPONDENCE SOLICITED.
121 and 123 Water Street, P. O. BOX 28. Vancouver.

Aubin's Patent Refrigerator



The "Grocer's Standard" is the Favorite
This celebrated Refrigerator took Prize and Diploma at Montreal and Ottawa Exhibitions. 1897. Send for Catalogue and Price List.
C. P. FABIEN 3167-3171 Notre Dame St. MONTREAL.

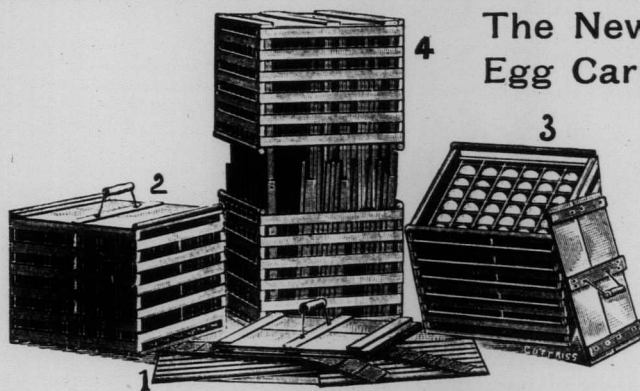


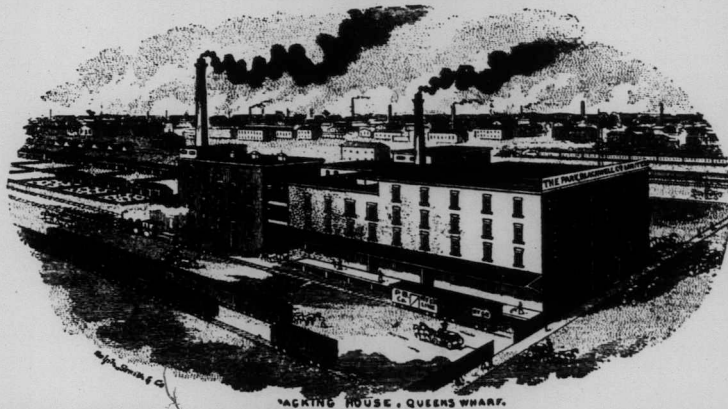
Fig. 1. Folded Flat. Fig. 2. Set up, closed.
Fig. 3. Set up, open. Fig. 4. Shows 1/2-dozen crates packed for shipment.

The Newest and Best Egg Carrier Out.

The Humpty-Dumpty

Has no equal for Farmers' use. Light and durable. Breakages and miscouints out of the question. Handy for carrying anything with fillers removed.

Made exclusively by The... Dowsell Manufacturing Co., Limited, HAMILTON, CANADA.



THE PARK, BLACKWELL CO., LIMITED,

Pork and Beef Packers,

TORONTO

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

IT IS TO YOUR ADVANTAGE

to let your customers know about

Machine-
Made

CEYLON
and
INDIAN
TEAS

Pure and
Wholesome

and induce them to try them, because they will naturally come back to you for more.

*The strength and
flavor of these teas
has made them famous
the world over and the demand
for them is constantly increasing.*

SOLD FROM

ATLANTIC TO PACIFIC

FAC SIMILE OF CASK LABEL.



PURNELL'S

PURE
PLAIN and SPICED
MALT VINEGARS

THE BEST FOR PICKLING.

Brewery, Bristol, England.

AGENTS:

St. John's, Nfld.—Wm. Barker, Water St.
Charlottetown, P.E.I.—Horace Haszard, South Side Queen Sq.
Halifax, N.S.—J. Peters & Co., 47 Upper Water St.
St. John, N.B.—J. Hunter White, 3 North Market Wharf.
Montreal—J. M. Kirk, Imperial Buildings, St. James St.

Toronto—J. Westren & Co., 61 Colborne St.
Hamilton—John W. Bickle & Greening.
Winnipeg—A. Strang & Co., Portage Avenue.
Vancouver, B.C.—C. E. Jarvis & Co., 101 Holland Block.

THE SAUCIEST OF SAUCES.

PATERSON'S

possesses a
eculiar
iquancy, and is more
generally used than other

SAUCES.

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



PREPARED BY—

R. PATERSON & SONS, GLASGOW.

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

Agents:—

ROSE & LAFLAMME, MONTREAL.



Batty & Co.

ESTABLISHED 1824.

LONDON.



OLIVES
AND
PURE
OLIVE
OILS.



Makers of High-class

INDIAN
CURRIES
AND
CHUTNIES.

PICKLES
OF
ALL KINDS.



SAUCES
OF
ALL KINDS.

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

THE CANADIAN GROCER

VOL. XIII.

TORONTO AND MONTREAL, APRIL 21, 1899.

NO. 16

TRAVELING MEN AS COLLECTORS.

(An address by L. T. Ford.)

THE traveling man represents the house to the country customer in all its departments. It may be usually conceded that he only acts as salesman, and all he has to do is to quote prices and take his order, but often there come up matters between the retailer and the jobber, or manufacturer, which need personal attention, and the retailer very naturally makes his complaint to the traveling man, as he is a personal acquaintance. He is called upon by the retailer

TO MAKE GOOD SHORTAGES

and damages, as the traveling man can see the goods in the same place as the retailer, and from his personal acquaintance with his customer, he can settle such complaints to the satisfaction of the employer and customer. Quite often such settlements can be made more satisfactorily by the traveling man, as he can give them a personal investigation, whereas the jobber is usually at a loss to know what allowance would be equitable after reading the retailer's complaint. In many ways the salesman and customer cultivate each other's acquaintance until the customer looks to

THE SALESMAN AS HIS FRIEND

in all matters pertaining to his business with the house. If he gets behind with his account he confides more fully with the salesman, telling him he will buy in smaller quantities until his surplus stock is reduced and his account is reduced to a more satisfactory amount. As the traveling man attends to other matters arising between jobber and retailer, it becomes part of his business to look after the accounts for goods which he has sold. It perhaps requires more tact on the salesman's part to collect for merchandise sold than to make the sale. However, he can educate his trade to his

manner of doing business, and in time the collecting becomes so much a

PART OF THE BUSINESS

to be transacted that it becomes an easy task. I have had traveling men tell me of different customers who, after the usual greeting, will say: "Well, Charley, you have my statement with you, let me get that settled; then I will see what I want." Such customers usually confine their trade to a few houses in which they have confidence, and the confidence reposed in the house is due to his favorable acquaintance with the salesman.

I believe it is policy, to bring the salesman into the credit office often and talk over different customers, and many times during such conversations opinions will be expressed by one or the other that will direct the credit man to

HANDLE WITH MORE

care certain customers, or the salesman will take more particular notice of some customer to guard against the account getting in bad shape, for the salesman who endeavors to make a record strives to keep his bad accounts at the minimum.

As business methods change a demand for a different kind of commercial traveler is created, and a "has been" salesman is not usually wanted by the house seeking a new man.

THE TRAVELING MAN

that is demanded to-day is an all-round good business man, and it does not make so much difference whether or not he "stands in" with the boys, but has he the ability to attend to his business and the ambition to be everlastingly at it. Ability, ambition and honesty is what we want in men to represent us to our customers. I believe nearly every jobber in this city could use

another man as salesman if they could find just the kind of man they want.

By the salesman attending to these different features of the jobber's business, he will take particular notice of any detrimental change in his customer's affairs that may come to his notice on his customary visits. On his entering his customer's store, he will bear in mind

HIS CREDIT STANDING

and how his account stands, so when buying goods the customer also knowing that the salesman carried his accounts in his pocket, will be cautious that he does not overreach his credit, especially if he is not prepared to pay bill due.

What I have said applies principally to jobbers whose accounts are small and who sell to a class of trade with limited capital. However, it often works well for the salesman to collect from some customers whose credit standing is good but for some reason they

NEGLECT THEIR ACCOUNTS.

To collect and do satisfactory work it is necessary that the salesman and the credit man act in harmony, so that the disposition of the salesman will be to carry out the will of the credit man regarding the collections.

I don't know that I should advocate that salesmen should carry statements and make a business of collecting their accounts for houses whose business is in large accounts; however, if the jobber could get the right kind of a salesman to represent him, it might prove to his advantage at many times.

I have not attempted to cover the subject in these few remarks, but simply gave you a few ideas that came to me.—The Lawyer and Credit Man.

P. F. Curtis, general merchant, Baldur, Man., has sold out to J. W. Waugh.

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.

EARLY CLOSING IN LONDON.

A MEETING of the Retail Grocers' Association, of London, Ont., was held on the 11th inst., the president, Mr. R. A. Jones, in the chair, and there was a larger attendance of members than usual, due probably to the early closing movement.

After routine business, Mr. T. A. Rowat reported on behalf of the committee on

EARLY CLOSING

that the committee had cards printed and distributed among the grocers who were willing to close. The secretary did the distributing, and he thought the outlook very encouraging for the movement being a success. Some few are reported as not being in favor of closing, but he felt certain that if those in favor of the movement will continue closing their stores for a while, the few who are now keeping open will soon fall into line. On motion, the report was received.

The secretary reported communications from other associations regarding

TRADE DISCOUNTS.

The communications were read and found to be in hearty sympathy with the views of this association, and promising support in any movement towards obtaining better arrangements with the wholesale trade.

The secretary reported that a committee of the Ministerial Association requested that a deputation from their association be permitted to address this meeting on the early closing movement, and on motion the request was granted.

GROCCERS' OUTING.

Messrs. J. C. Trebilcock, F. Harley, J. McGlade, President Jones, Vice-President Cullis and T. A. Rowat, were named as a committee to formulate plans for the grocers' outing and report at next meeting of the association.

The secretary was instructed to communicate with other associations, asking them to

renew the request from Parliament for an amendment to the Garnishee Act.

The deputation from The Ministerial Association were reported in waiting, and were cordially received.

Rev. Dr. Saunders was introduced, and thanked the association for the privilege extended the deputation. He said he was pleased to note the effort being made for the earlier closing of stores. The

MINISTERS OF THE DIFFERENT CHURCHES

had addressed their congregations on the question at different times, requesting them to, as far as possible, do their purchasing on other days than Saturday, and, if on Saturday, early in the day. The employers of labor had been interviewed and had agreed to pay their employes not later than Friday evening, and many of them propose to make Monday or Thursday pay day. Pamphlets had been placed in the hands of the citizens, requesting cooperation in the early-closing movement, and it was felt by many that some more definite plan should be adopted. It was, therefore, proposed to circulate petitions for signature of the different lines of trade requesting the city council to pass a by-law for a stated hour for closing all places of business on Saturday evenings. He would like to see the members of this association support the movement.

Rev. W. M. Walker said the ministers of the city did not wish to interfere with the business of the merchants, but the early closing movement had been advocated from the pulpit and by the press for several years past, with only partial success. Many of the merchants and very many of the citizens were

HEARTILY IN FAVOR

of the movement, and considerable improvement had been made, but there were always a few who will not fall into line, and it appeared to be a pity that many should be, to a certain extent, deprived of their

just privileges by a few, who, on some trifling excuse, will keep their places of business open, and thereby cause nearby tradesmen to become unsettled and to begin to keep open a little later each evening, until, in a short time, all were back to the old time again. An early closing by-law would not interfere with those in favor of early closing; and, if the large majority were found to be in favor of closing, the others should be willing to fall into line. Such a by-law was reported to be working very satisfactorily in other cities, and why not in this city? He asked the members of the Grocers' Association to give the question careful consideration, and hoped for their support in the movement.

The deputation retired and the members discussed the question for some time, but, the hour being late, the question was finally laid over until next meeting.

The early closing of grocery stores, recently started, was reported as being very generally observed, with the exception of an odd store in different parts of the city; and a very large majority of the grocers being strongly in favor of closing, it is felt that those who are waiting to see how the movement will succeed before they close will soon fall into line.

The meeting adjourned.

A TEA BRANCH IN VANCOUVER.

J. W. Berry, of the firm of John Tobin & Co., West India tea merchants of Halifax, N.S., arrived in Vancouver yesterday to establish a branch of his firm here. Michael Dwyer, senior member of this house, and a director of the Merchants Bank of Halifax, visited British Columbia last fall, and was so impressed with the country and its possibilities that it was decided to open a connection. Mr. Berry is a tea specialist, and for the present, the firm will give particular attention to teas.—Province, Vancouver, April 7.

Getting New Customers



People who never bought **Coffee** from us before, are this year tempted by our prices and designs. The handsome stock tin given with our **L. S. & B.** blend, also the sample coffee measures (free) are winners. Our 1-lb. tin of "Cafe Exquisite de Paris" no one can equal, and the **Empire** blend (whole) is the best 25-cent Coffee ever offered.

Lucas, Steele & Bristol, Hamilton.

Our Tea and Coffee Blends, when introduced, always lead to large business.

RANGNUGGER. A Bulk Blend of Ceylon and Indian Tea, the top Blend in Canada (so the trade tell us).

GOLDEN AGE. Package Tea. (1's and 1/2's), Ceylon and Indian, a splendid seller, to retail at 40c.

MASCOT. Package Tea. (1's), Ceylon and Indian, to retail at 25c.

"OUR COFFEES"

The MECCA. The finest Coffee grown, to retail at 45c.

DAMASCUS. Equal to any Coffee sold in Canada (other than Mecca) retailing at 40c.

CAIRO. A nice mild Coffee, good body, to retail at 30c.

SIRDAR. Strong and heavy bodied, more strength than flavor (no Rio in the blend), retails at 25c.

OLD DUTCH RIO. Roasted from High-Grade Rios, no quaker beans, retails at 20c.

JAMES TURNER & CO.,

Importers and Wholesale Grocers

... HAMILTON

**Freshness
is necessary---in Milk.**

"REINDEER BRAND"

CONDENSED MILK

is manufactured from rich new milk, fresh every day.

Crown Brand Baking Powder.

Please your customers and increase your profits by handling this powder.
Put up in

1-lb. Round Tins to retail at . . . 15 cts.
 $\frac{1}{2}$ -lb. " " " " . . . 10 cts.
 $\frac{1}{4}$ -lb. " " " " . . . 5 cts.

Since placing this powder on the market we have with difficulty been able to supply the demand.
Our guarantee goes with every tin.

T. KINNEAR & CO. 49 Front Street E. **Toronto.**

TRADE WITH JAPAN.

T NOSSE, consul-general for Japan at Chicago, was in Ottawa this week on business with the Government. Mr. Nosse was formerly Japanese consul at Vancouver, but, about a year ago, he was given a more extended territory, embracing fifteen States of the Union, and all that portion of the Dominion lying east of Winnipeg, with headquarters at Chicago. At present, there is no consul-general resident in Canada, but it is said that when the Japanese Diet meets next November, a sum will be voted for the establishment of a consulate at Montreal, and Mr. Nosse will, most probably, be the first consul-general to Canada from Japan.

Mr. Nosse is very sanguine that the anti-Japanese legislation passed by British Columbia last year will be disallowed, although only two months remain within which the Government can take action. This is one of the subjects that he will discuss with Sir Wilfrid Laurier, Hon. Mr. Mills and others.

In conversation with your correspondent, Mr. Nosse expressed his appreciation of the way in which Canadian newspapers, irrespective of party, have condemned the action of the British Columbia Legislature.

"The interests of two great nations, Great Britain and Japan," he said, "are too closely entwined in the Far East to be jeopardized by the action of a Provincial Government of Canada. I have every reason to know that my country desires to be on the most friendly terms with Great Britain. Japan has done much in recent years to show her anxiety to take her place with the leading nations of the earth. We have sent our young men to England, and to the United States to learn all that you can teach us in the way of government, the development of arts and manufactures, the improvement of our railroads, our steamships, etc., and we pay to your Motherland a compliment offered to no other country, by printing our official publications in English as well as Japanese. I am glad to know that your statesmen realize that the interests of these two great countries are far more important than petty harrassing legislation, which, while it would not particularly benefit British Columbia, is certainly annoying to us."

During the past few years, since the institution of the Canadian Pacific Railway's Empress line, there has been a steady growth of trade between Japan and Canada, and it would be regrettable if this trade were injured in any way.

"Has your visit to Ottawa anything to do

with the suggested imposition of a duty upon tea?" asked your correspondent.

"Well," replied Mr. Nosse, "I know nothing of such a contemplated duty except what I have seen in your newspapers. Of course, I realize that this is a matter for your Government and Parliament, but, personally, I should be sorry to see any action taken which might hamper trade between my country and yours. I have every reason to believe that the agitation in favor of a duty on tea is fostered by firms handling Indian and Ceylon teas, as, with a duty placed upon tea, they would get the British and colonial preference of 25 per cent. They are shrewd enough to see this, and it looks very much as if the inspiration of these gentlemen has led to the newspapers taking hold of the matter. In referring to the subject, the alleged excuse is put forth that the teas of China and Japan are impure. So far as the China teas are concerned, I have nothing to say; the Chinese can attend to their own affairs, but, as regards Japan tea, I give a most emphatic denial to any report that impure teas leave Japan. The Government of Japan has, after consultation with the great tea associations of my country, instituted a system of inspection before any tea is allowed to be exported. So that if any person attempts to adulterate the pro-



SOMETHING NEW

is always appreciated. Our **NEW INDIVIDUAL JAR**, apart from being new, has many other points which merit attention. One of its chief features is the large amount of cheese it contains. One of these jars at 10 cents contains as much real food as 30 cents worth of ordinary cheese.

It's the neatest package on any grocer's counter.

A. F. MacLAREN & CO., - Toronto, Canada.

PICKLES.

SPECIAL--We offer for prompt shipment an exceptionally fine pickle, prime stock, solid packed, in Imperial Quarts. Price very low. Only a limited quantity left. Order early.

THE DAVIDSON AND HAY, LIMITED

Wholesale Grocers

TORONTO

duct he is immediately caught. This policy was adopted for the purpose of maintaining the high reputation of Japan tea and it has been most successful.

"I think, however, that this fact is not generally known, and it may, therefore, interest your readers. I may mention that last year in the city of Chicago, which is a large importer of Japan teas, not one single chest of tea was condemned as being impure, this bearing out what I have just said. Reverting for a moment to the suggestion of a duty upon tea by Canada, let me call your attention to this peculiar fact, I understand the principle of taxation in any country is to apply it equitably; it is hardly possible to do this in Canada as regards tea. The Provinces of Ontario and Quebec are large consumers of Japan tea, indeed, these two Provinces take 90 per cent. of the total amount imported into Canada. If, therefore, your Government should unfortunately decide to impose a duty upon tea it will have the effect of making these two Provinces pay 25 per cent. more than the other Provinces, which consume black tea chiefly coming from India and Ceylon. That is a point which is well worthy of consideration by your Parliament."

H. P. Eckardt & Co. are offering special prices on canned salmon.

THE WORLD'S COFFEE TRADE.

Vice-Consul Julian Haugwitz, of Santos, Brazil, in a report to the State Department, says:

"The history of coffee export from Brazil begins at Rio in the year 1817, when 63,986 bags were shipped. In 1832 the figures stood at 478,950 bags; in 1840, 1,000,000 bags was reached; in 1851, the figures exceeded 2,000,000 bags, and kept at that average until 1875, when exports amounted to over 3,000,000 bags. In 1881 the highest mark was attained, at 4,377,418 bags. In later years the number began to decline, owing to the exhaustion of the productive power of the trees in the old districts. At Santos the records go back to 1850, when nearly 100,000 bags left this port. In 1871 the exports had grown to 500,000 bags; in 1877 to 1,000,000 bags; they increased in 1884 to 2,000,000 bags; in 1890 to 3,000,000 bags; in 1894 to 4,000,000 bags; in 1896 to 5,000,000 bags; in 1897-98 to 6,000,000 bags; near which figure production in this district is likely to maintain itself as long as the present economic conditions prevail, although the area available for coffee planting in this State is practically inexhaustible, and no soil more appropriate for the purpose exists in the world.

"For 1898-99 the Rio and Santos crops

are estimated at 8,500,000 bags, and the visible supply, meaning the stocks in Rio, Santos, afloat, and in the public warehouses in Europe and the United States, had increased to 6,576,000 bags on January 1, 1899. The enormously heavy deliveries of the last year are, no doubt, to be accounted for by reason of the present low price of coffee, which latter is again a consequence of the extended Brazilian production. In the United States the deliveries of Brazilian coffee were in the following proportions:

Year.	Brazil. Bags.	Other kinds. Bags.	Total. Bags.
1892-93.....	8,392,492	1,006,057	4,398,549
1893-94.....	3,169,717	1,138,128	4,298,845
1894-95.....	3,167,840	1,228,106	4,395,946
1895-96.....	3,142,140	1,199,988	4,339,128
1896-97.....	3,989,057	1,099,537	5,088,594
1897-98.....	5,085,705	1,251,631	6,337,336
1898-99(6 mo.)	2,002,757	439,357	2,433,114

"The leading position of the United States as a coffee-using country—consuming now over 40 per cent. of all the coffee disposed of in the world—should make its commercial friendship a valuable desideratum to all sellers of this product and entitle it to corresponding trade concessions from the latter. This proposition applies with particular force at the present time of over-production, when the buyer holds the balance of power, and any additional onus in the shape of taxes would have to be borne by the producer."



THERE ARE MANY PEOPLE WHO NEVER EAT

marmalade. But then, they never tasted UPTON'S. It's a combination of purity and rich flavor which will satisfy the most fastidious.

FOR SALE BY ALL WHOLESALE GROCERS,

In 1-lb. Glass Jars, \$1 00 per doz.

In 7-lb. Wood Pails, 7½c. per lb.

HENRY WRIGHT & CO., Agents, TORONTO

CAN RELAILERS DO A CASH TRADE ?

ANOTHER LETTER ON THE SUBJECT.

Editor CANADIAN GROCER, — I was pleased to read several letters on the cash system from brother grocers. I feel pleased to think that so deep an interest is being taken by merchants nowadays in matters of vital importance in our trade, which is our means of making a livelihood, a very important matter, I tell you—in these days of close competition.

Kingston grocers, up to two years ago, enjoyed the absence of such things as cutting prices, trading stamps, cash coupons, etc. Good, honest trade was done. Good, honest, pure goods were dispensed; but, alas! now, articles that we used to enjoy a good profit on are given away in the crazy desire of some to grab all, and ruin brothers in trade.

It is not the owners of large stores that do the cutting, not men who have been brought up to know what business means, but men who have had little experience. They get a store, and think that by cutting such articles as tobacco, sausages, coffee, cocoa, etc., down to cost price, that they will bring all men unto them.

If merchants would not follow them, but simply ignore them, it would be better, for they would soon come to know that they were simply digging their own graves.

The world has often been visited by plagues, pestilence, and famine, so, the commercial world is suffering from the coupon, trading stamp, and similar schemes.

The merchants are simply robbed of their hard earnings.

Imagine a grocer selling a family flour costing him \$1.85 for \$2 per cwt., keeping clerks, drivers, and feeding horses to deliver the same! Imagine how he feels when he puts 5c. into his pocket and hands over the other 10c. to the coupon people, who do not work very hard! But, like other plagues, it is to be hoped it will soon die out, and be a lasting lesson to merchants.

Your good paper sent out its warning appeals, tried to vaccinate us, but we disobeyed, and we humbly acknowledge we have done wrong.

The Kingston grocers will have to form their association again, for, when it was in existence, good work was accomplished, grocers were friendly to one another, which means better times in the trade.

The merchants here have given the trading stamps, coupons, etc., a good trial, and are heartily sick of them. The trading stamp people have been given, up to this week, nearly \$7,000, and they are but a few

months here, and the value they have given I need not mention.

Barnum used to say people liked to be humbugged, and they are getting it in fine style.

Yours, etc.,

J. GILBERT.

Kingston, April 14, 1899.

P.S.—I regret saying that I am handling trading stamps, but am anxious for my time to expire. J. G.

DRESS IS NOT BRAINS.

Generally shyness comes from a person thinking too much about himself—which in itself is a breach of good breeding—and wondering what other people think about him.

Beauty in dress is a good thing, rail at it who may; but it is a lower beauty, for which a higher beauty should not be sacrificed. They love dress too much who give it their first thought, their best time, or all their money; who for it neglect the culture of the mind or heart, or the claims of others on their services; who care more for dress than for their character; who are troubled more by an unfashionable garment than by a neglected duty.

When Ezekiel Whitman, a prominent lawyer and graduate of Harvard, was elected to the Massachusetts Legislature, he came to Boston from his farm in countryman's dress, and went to a hotel in Boston. He went into the parlor and sat down, when he overheard a remark between some ladies and gentlemen. "Ah, here comes a real homespun countryman. Here's fun." They asked him all sorts of queer questions, tending to throw ridicule upon him, when he arose and said: "Ladies and gentlemen, permit me to wish you health and happiness, and may you grow better and wiser in advancing years, bearing in mind that outward appearances are deceitful. You mistook me, from my dress, for a country booby; while I, from the same superficial cause, thought you were ladies and gentlemen. The mistake has been mutual." Just then Governor Caleb Strong entered and called to Mr. Whitman, who, turning to the dumbfounded company, said: "I wish you a very good evening." Dress, like wealth, is a power, but we must not be its slaves.—Pushing to the Front.

The handsome 2-lb. packet of extra table salt, "Favorite," sold with "Diamond Crystal" goods, by Lucas, Steele & Bristol, is meeting with much favor.

TOBACCO....

IF YOU WISH TO
MAKE MONEYinvest in Tobaccos
manufactured by

Empire Tobacco Co.

Limited

THEY cost less and bring
LARGER RE-
TURNS than any
other tobacco.THEY SELL ALL DAY
EVERY DAY.Something Good }
Royal Oak ... } SmokingFree Trade ... }
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TOBACCO
CO., Limited

Granby, Que.

See Prices Current.

ENGLISH ARMY BLACKING

STANDS ALONE.



It has no equal for a lasting polish.
It is a trade winner.

Sold by all wholesale dealers and

The F. F. DALLEY CO.
HAMILTON, CANADA. LIMITED

EXTENDED INSURANCE.

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

Confederation Life Association.

HEAD OFFICE--TORONTO.

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

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

W. C. Macdonald,
Actuary.

J. K. MACDONALD,
Managing Director.

"The Salt of the Earth."

RICE'S PURE SALT.

Put up in handsome packages—for all purposes, and costs
you no more than inferior makes.

SOLE MANUFACTURERS:

The **North American Chemical Co. Limited**
GODERICH, ONT.

THE CURRANT SITUATION.

IN its review of the currant situation, The Produce Markets' Review of April 8, says: "In spite of the Easter holidays there has been a heavy week's business in currants, and a further advance in the price of medium and better qualities. So far as Provincial are concerned the London market remains unchanged, the supply having been supplemented by the arrival of a cargo, the greater portion of which had been already purchased by the trade at prices much lower than those now asked in Greece.

"The higher level of prices in Greece is to be accounted for in two ways. Firstly, the lowest sales made from that country were probably not warranted except by the expectation of holders that a decline would take place from the then existing level. Secondly, these expectations were not verified, on account of a good general demand springing up somewhat suddenly, thus encouraging the pretensions of holders of actual fruit, and at the same time forcing the hands of speculators for the fall. The present prospects of the growing crop also continue to be of such a character as to discourage the expectation of any immediate decline in the price of Provincial fruit, whatever may result from ultimate developments. When the position of the better kinds of fruit comes to be considered, the circumstances are very different. The visible supply of these would seem to be inadequate for requirements; unless, indeed, it can be supplemented from the stock of the finer parcels of Provincial and Amalias, which recent shipments would indicate as still being fairly plentiful in Greece. Contrary to ordinary expectation and experience, there also apparently remains there a certain quantity of Guelph and Vostizza fruit.

"Even taking all these circumstances into consideration, it would appear that some advance on the prices of a week or two ago might be warranted, and, indeed, expected, as the season became further advanced. Whether this tendency is or is not carried too far by the heavy speculative business of the past fortnight only time can show. There has already been a substantial advance, and if the speculators are to realize a profit, as they naturally expect to do, a further rise must, of course, take place. In the healthiest of markets, however, expectations based on speculative operations are often seen to be unfulfilled, and it would probably have been in the long run more satisfactory and profitable for all branches of the trade if this element had remained absent.

"In the present case, there is another circumstance of some importance to chronicle, and that is, that ordinary trade

buyers have all along been able to supply their somewhat modest actual requirements at lower prices than the bolder operators, for the wise have shown themselves willing to pay, thus reversing the ordinary commercial experience, in which large buyers generally obtain some concession in price by way of discount on the magnitude of their transactions. If the impression should gain ground in the trade generally that prices have become unduly or too rapidly inflated, a great part of the advantage of a moderate supply and a really sound actual basis for the future may possibly become lost."

THE PRESERVATION OF MILK.

A process now coming into use in London for the better preservation of milk has oxygen and carbonic acid gas for its basis. The milk, as soon as possible after it comes from the cow, is put into self-closing bottles, such as are used for aerated waters, and is subjected for a fraction of a minute, whilst in a special machine, to the action of a mixture of the above gases at a pressure of several atmospheres. In the first instance, the bottles are completely filled, but, on being removed from the machine, they are left with a small space containing gas, whose pressure serves to retain the stoppers in place. This treatment has the effect of preserving the milk fresh for a considerable time, some samples being found to be quite sweet when examined 50 or 60 days after being bottled. Indeed, the contents of the bottles, after they had been opened, seem to remain sweet for a longer time than ordinary untreated milk. Thus, in one experiment, in which portions of new milk and preserved milk were placed side by side, the former went sour in three days, while the latter was fresh at the end of nine. The milk does not undergo any visible change, and no alteration is apparent in its flavor, though whether any more subtle changes are produced in its character or composition under the influence of the oxygen is a point that does not seem, as yet, to have been definitely determined. The inventor also considers that the treatment probably destroys all harmful bacilli, but that, too, is a proposition which requires some further proof. Neither oxygen nor carbonic acid is fatal to all forms of bacterial life; the bacillus of typhoid fever, for example, has been found to grow in an atmosphere of the latter, as well as in the air, and there are species which will not grow in pure carbonic acid, yet flourish in a mixture of the two gases.—Commerce.

The "Salada" Tea Company state they have now over one thousand grocers selling "Salada" in the city of Pittsburg, and it has been largely brought about by the efforts of Mr. H. W. Bender, who is manager of that branch.

PROPOSED PEANUT TRUST.

THE present scheme to unite the southern peanut factories into a trust, with a capital of \$5,000,000, seems very likely to go through, according to The Grocery World. The backers of the Trust have options on most of the Virginia peanut factories until May 15, and are using the interval before that time to examine the books of each concern in order to fix its proper value. The Trust, if it succeeds, will be known as The American Edible Nut Co., and claims to be able, granting that its present plans go through, to control the peanut market of the whole United States. The bulk of the peanuts sold in this country is grown and prepared for market in North Carolina and Virginia, and it is said that the growers of both States are anxious to go into the scheme. Other factories are located in Ohio and Indiana, and options have already been secured on these.

The Peanut Trust has the same object as all such combinations—increasing profit. There has been a great deal of cutting in the price of peanuts for several years, and to stop this, the attempt to form a trust has been made several times. It has always been unsuccessful, however, because of the defection of some of the growers.

A COCOA FIRM'S OFFICES.

The Cowan Co., Limited, owing to its large increase in business was compelled to remove to larger premises, and has taken the ground floor of No. 454 St. Paul street, Montreal. This building has an entrance both from St. Paul and St. Nicholas streets. It has been thoroughly renovated and a bright roomy office built. The company now has sufficient room for a good display of its many lines, and being so centrally situated will undoubtedly find this a great improvement over the old premises. The Montreal branch is under the management of Herbert L. Cowan, who has succeeded in establishing a good trade for the company's goods. Cowan's chocolates and cocoas are fast winning their way to public favor. The company also manufactures a high grade of icing for cakes and pastry, which is always in good demand.

Mr. Cowan is busy just now getting his new premises in order to receive his customers. He informed THE CANADIAN GROCER that business this spring had been good.

ITEMS REGARDING RETAILERS.

A Montreal firm has been advised of an advance of 10s. per ton in the price of soda on the English market.

E. O'Flaherty, grocer, Stratford, has moved into larger premises in the Catholic Association building where he smiles in comfort.

W. Corcoran, for many years salesman on The New York grocery store, London, has located for himself at 495 Richmond street, where he carries a fine stock of groceries and provisions.

S
|
F
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W.

Housekeeping Helps

FOR SPRING TRADE.



Homely Goods, forming an important part of the grocer's stock-AND PROFITS -if bought correctly.

WE CAN SELL YOU.

THE **EBY, BLAIN CO.** LIMITED

WHOLESALE GROCERS, MANUFACTURERS
IMPORTERS OF TEAS.

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POPULAR

Because they are **Good**

W. B. & C. Sweet Pickles

Sour Pickles

Waldorf Catsup

W. B. & C. French Mustard

Horse Radish Mustard

Waldorf Baked Beans

Possessing true merit they rapidly gain favor, and it will pay you well to handle a complete line of these goods.

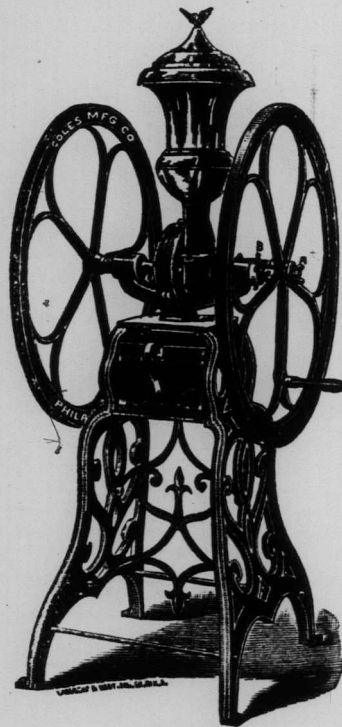
....ASK YOUR WHOLESALER....

A. E. RICHARDS & CO., Selling Agents, **HAMILTON.**

Salmon.

We are quoting Clover Leaf, Lynx R.R.R., Imperial, Sunset, Monogram, Lily and Snowshoe Brands.

H. P. ECKARDT & CO., TORONTO.



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.
FORBES BROS., Montreal.

Coles Manufacturing Co.
PHILADELPHIA, PENN'A.

Health Soap

Don't let your skin take chances, better use pure white, odorless, clean Wool Soap—your skin likes it.

Swift & Co., Makers
Chicago.

CANADIAN
REPRESENTATIVES:

W. T. Strong & Co.,
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Thos. H. Goldring,
Toronto.
W. J. Cairns, Ottawa.
A. E. Richards & Co.,
Hamilton.



"My mama used wool soap."

"I wish mine had."



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

AN ANTI-TRADING STAMP BILL.

THERE is a bill before the New York State Assembly, at Albany, prohibiting the use of trading stamps, and one day last week the committee to whom the bill has been referred for consideration gave a hearing to those in favor and to those opposed to it.

Among those present in favor of the bill and against trading stamps were the members of the Merchants' Legislative League of the State of New York, which is composed of merchants of Buffalo, Rochester, Syracuse, Utica and other cities.

One of the merchants said he was a member of a big dry goods firm and a representative of 27 firms which have used trading stamps. He also represented merchants from several other towns. All of them had used trading stamps and all of them believed that the trading stamp promoted illegitimate competition in business.

One of the Assemblymen appeared as the champion of the trading stamp companies. The bill in question he declared to be an attempt at class legislation, and averred there was no practical difference between

handing out trading stamps and the placing of coupons in soap and other packages.

What the Assemblyman said by way of comparison in regard to trading stamps and soap coupons may be true enough, but that is no argument in favor of trading stamps. Two wrongs can never make a right.

FUTURE OUTLOOK ON TEA.

THOUGH it has not as yet led to any great speculative demand, there is considerable speculation as to the effect on the tea markets of the new United States standards which go in force on May 1 next.

The new standards, according to leading authorities in the trade, will admit a grade of tea into the United States that was barred out by the old standards. For this reason holders of teas running from 15c. down have expectations that there will be a demand for stock of this description now held in first hands in Canada.

As the Canadian reserve consists almost chiefly of teas running from 16c. down to 13c., and is comparatively limited, the prediction is made that if this demand is experienced, the price of these medium and low-grade goods will almost certainly advance. Accordingly, many holders are not disposed to urge business until after May 1, when the exact effect of the change in the American standards can be more accurately gauged.

The tone, therefore, is quite firm for all kinds of low-grade tea, Pingsueys, Congous, Ceylons, and Japans, and it may be remarked that the first named are scarce, indeed and never sold as cheap as they did during the past season. In fact, in a number of instances, sales were made in Montreal, at prices which did not begin to cover the first cost.

Recent shipments to New York from Montreal, have comprised some 2,000 odd packages of Congous.

Another feature in the same connection has been the demand for gunpowders experienced in Montreal from the same market, sales of several good-sized lots, aggregating 1,000 packages, being made at an advance of 3c. per lb. over the price the same goods sold for a short time ago, which was about 14c.

Reports from Ceylon also have been quite bullish lately, recent estimates reducing the

Ceylon output for March several million lb., against last year's actual export of 9,500,000 lb., and the consequence has been a rise in Indian and Ceylon leaf of $\frac{1}{4}$ d. per lb.

More recently, the Ceylon estimate has again been reduced to six and a half million pounds for March on account of bad weather.

With a shortage in China and India, this reduction in the Ceylon possible supply becomes a serious consideration, and is expected to have an important bearing on prices. Possibly, this condition has something to do with the inquiry experienced in Montreal and New York lately from London for Ceylon teas.

FLUCTUATION IN MOLASSES.

THE fluctuation in the molasses market continues, recent advices noting another change at Barbadoes, the alteration this time coming in the shape of an advance of $1\frac{1}{4}$ c. in the first cost, to $12\frac{1}{4}$ c.

Since this intelligence was received, business in a large way at Montreal has been more active, and it is claimed that the bulk of the stock held in first hands at Montreal has been bought up. One lot, consisting of 500 puncheons and 50 tierces Barbadoes, was sold at $28\frac{1}{2}$ c., and another lot of 150 puncheons at $28\frac{1}{2}$ c.

Owing to the scarcity of low-grade cane sugars in the United States and Canada, sugar refiners are holding down molasses, and a sale of a cargo of 1,000 puncheons Antigua was made recently to one of the Montreal refineries at a price equal to 26c. laid down.

Private cables this week from Barbadoes state that inquiry is increasing faster than the receipts, and that prices are likely to advance, unless offerings become more ample.

Late mail advices from Antigua state that supplies are impossible to get at present, and planters will not sell ahead. A private cable received from Barbadoes says: "Cannot make firm offer, but think might secure a cargo at $21\frac{1}{4}$ c. per gal. f.o.b. Market has advanced. Supplies not equal to the demand." It was reported also that a Montreal speculator recently bought a cargo of Antigua molasses and turned it over at a handsome profit.

A YEAR'S GROCERY IMPORTS FROM GREAT BRITAIN AND THE UNITED STATES.

THE Trade and Navigation Returns for the fiscal year ending June 30, 1898, issued a few weeks ago, enables a comparison to be made of the imports of groceries into Canada during that period from Great Britain and the United States.

On account of the existence of the preferential tariff, giving a rebate of one-eighth of the regular duty, the comparison is all the more interesting. The fact that the figures are some ten months old takes somewhat from the interest that surrounds them, but there is still probably enough interest left to warrant the subject being dealt with. It is unfortunate, however, that the returns are issued so late year after year.

For the purpose of comparison we have

selected over 90 different items, and while they do not comprise the whole of the list appertaining to groceries, they do nearly so.

The total imports from Great Britain in the items enumerated were \$2,869,271. This was a decrease of \$137,283, or 4.56 per cent. compared with the previous year. This was more than accounted for by the decrease in the free imports, the decline in which was \$544,360, or 34.54 per cent. The dutiable imports increased by \$317,077, or 20.72 per cent.

From the United States the total imports were \$2,821,415, or but \$47,856 less than those from Great Britain. In 1897 the figures were \$2,657,887, or 6.36 per cent. less than in 1898. The increase was alto-

gether due to the enlarged imports of dutiable goods, which gained \$185,182, or 7.17 per cent. In free goods there was a decrease of over 28.40 per cent.

The following table shows at a glance the relative totals of the two countries :

	Great Britain.	United States.
Dutiable goods, 1898.....	\$1,867,815	\$2,766,847
" " 1897.....	1,530,738	2,581,065
Free goods, 1898.....	1,001,456	54,222
" " 1897.....	1,475,816	7,222

It will be noticed that the dutiable imports from the United States were in 1898 nearly \$900,000 larger than those from Great Britain, compared with \$1,000,000 in 1897. Another feature is that the free imports from Great Britain in 1897 were slightly in excess of the dutiable imports the same year.

The list in detail is given below.

In the nearly ninety lines enumerated in the dutiable list, 57 show an increase on

	1898.		1897.			1898.		1897.	
	Great Britain.	United States.	Great Britain.	United States.		Great Britain.	United States.	Great Britain.	United States.
Ale, beer, porter, in bottles.....	\$88,587	\$39,560	\$76,652	\$35,657	Ginger and spices of all kinds, n.e.s., unground.....	64,136	78,411	61,323	41,638
Baking powder.....	154	101,801	676	79,181	Ginger and spices of all kinds, ground.....	5,058	11,253	4,780	9,899
Shoe blacking, etc.....	3,125	15,747	2,179	20,658	Nutmegs and mace.....	13,952	4,572	21,189	2,598
Biscuits, not sweetened.....	1,834	17,699	2,325	16,421	Brandy.....	32,988	5,870	29,856	953
" sweetened.....	4,844	14,772	5,681	17,046	Cordials and liqueurs, n.e.s.....	6,326	5,256	4,899	6,412
Macaroni and vermicelli.....	852	7,699	379	7,679	GIN of all kinds.....	42,234	43	38,887	49
Rice, cleaned.....	121,175	4,543	56,836	2,381	Rum.....	12,677	105	12,929	81
" uncleaned.....	2,418	1,002	4,623	1	Whiskey.....	368,794	2,311	321,491	2,269
Rice and sago flour and sago.....	3,891	8,338	3,378	7,186	Wines, non-sparkling.....	28,771	20,579	28,157	17,986
Tapioca and arrowroot.....	21,636	7,932	22,378	1,997	Wines, champagne and other sparkling wines.....	11,272	4,602	7,472	11,648
Candles, tallow.....	15	4,412	580	26,668	Starch, including corn starch, etc.....	19,573	54,909	20,973	41,186
" paraffine wax.....	608	4,973	323	2,516	Sugar, refined.....	101,784	194,226	5,058	6,768
" all other.....	8,329	65,975	9,215	19,491	Sugar, raw.....	54,482	356,444	13,478	798,223
Chicory, kiln-dried, roasted or ground.....	2,675	1,147	2,068	359	Mustard, French, liquid.....	14	3,369	30	2,339
Cocoanut, desiccated.....	240	655	148	1,025	Castor oil.....	24,152	2,331	11,103	2,145
Cocoa paste, etc.....	16,586	49,322	13,627	44,419	Olive oil.....	5,122	5,421	4,737	3,048
Cocoa shells and nibs, chocolate and other preparations of cocoa, n.e.s.....	41,761	33,956	35,810	28,796	Pickles, in bottles, etc.....	58,860	29,565	53,350	18,229
Coffee, green, n.e.s.....	202	30,098	328	20,888	Pickles, in bulk.....	453	5,734	1,724	4,237
Coffee, extract or substitutes.....	1,375	3,130	1,378	1,629	Canned meats, canned poultry.....	5,881	69,426	4,717	67,900
Coffee, roasted or ground, when not imported direct from country of production.....	444	42,025	413	39,491	Extracts of meats, fluid beef, soups.....	36,447	27,889	14,875	12,387
Coffee, roasted or ground, and imitations, and substitutes for, n.o.p.....	114	4,419	67	2,639	Salt, coarse, n.e.s.....	2	8,408	.....	4,730
Coffee, condensed, with milk.....	226	227	178	16	Salt, fine, in bulk.....	35	3,441	.....	3,346
Gelatine and isinglass.....	14,491	14,289	13,188	12,094	Salt, n.e.s., in packages.....	70	20,276	370	25,006
Liquorice paste.....	2,069	2,536	3,584	3,513	Sauces and catsups, in bottles.....	36,026	14,730	31,728	9,330
Liquorice, in rolls and sticks.....	1,787	18,701	1,351	15,021	Soap, common or laundry.....	100,780	14,600	83,752	9,678
Milk food and other similar preparations.....	1,518	23,595	1,207	13,113	Soap, common, soft or liquid.....	1,474	8,236	867	3,721
Soda, bicarbonate of.....	39,671	26,241	45,270	13,275	Soap, Castile, mottled or white.....	860	2,434	917	2,756
Anchovies and sardines.....	30,610	3,390	52,294	5,855	Soap, toilet.....	17,033	54,499	20,420	51,001
Currants.....	15,023	40,550	6,174	23,141	Soap powders.....	316	61,277	226	63,491
Dates.....	23,201	5,095	16,317	6,815	Molasses and syrups.....	74	83,333	1,732	92,810
Figs.....	3,397	9,540	3,498	5,762	Sugar candy, confectionery, candied peel, etc.....	43,862	51,030	36,098	35,145
Prunes.....	200	87,825	273	33,133	Glucose or grape sugar, glucose and corn syrup, etc.....	203	50,653	706	28,881
Raisins.....	18,884	104,130	15,819	102,612	Tea.....	2,576	63,308	2,129	20,076
Almonds, shelled.....	261	4,852	525	4,945	Cigarettes.....	4,664	375	3,262	1,033
Almonds, not shelled.....	315	4,519	213	5,253	Cigars.....	2,740	3,958	2,078	2,780
Brazil nuts.....	226	4,804	254	4,562	Tobacco, cut.....	29,472	7,697	14,362	8,962
Walnuts.....	401	7,434	298	10,545	Tobacco, all other manufactures of, n.e.s.....	377	16,613	525	17,719
All other nuts, n.o.p., not shelled.....	696	62,166	2,860	51,911	Vinegar.....	6,655	4,898	6,532	7,224
All other nuts, shelled.....	227	3,471	211	3,426					
Oranges, lemons and limes.....	73,168	439,516	115,335	306,871	Total dutiable goods.....	\$1,867,815	\$2,766,847	\$1,530,738	\$2,581,065
Fruits in air-tight cans and packages.....	3,009	31,473	2,102	26,193					
Hops.....	25,657	46,136	13,871	46,222	FREE IMPORTS.				
Jellies, jams, preserves, n.e.s.....	31,314	3,538	28,356	2,713	Salt.....	\$216,426	\$22,557	\$241,259	\$1,712
Lime juice, fruit juices and syrups.....	8,141	6,444	4,737	6,030	Cream of tartar, crystals.....	26,720	11,412	45,261	2,051
Milk, condensed.....	1,827	54,883	1,095	47,255	Saltpetre.....	10,105	20,599	5,036	3,459
Blacklead.....	7,464	12,219	6,184	11,679	Coffee, green, imported direct.....	82,556	.....	136,499	.....
Mustard, ground.....	48,902	12,325	51,068	15,328	Tea, imported direct or purchased in bond in the U. K.....	665,649	.....	1,047,761	.....
Ginger, preserved.....	1,047	1,161	899	1,687	Total free goods.....	\$1,001,456	\$54,568	\$1,475,816	\$7,222

British account and 64 on United States account. Taking, however, the percentage of increase in dutiable goods, those from Great Britain show the largest gain, being, as already pointed out, 20.72 per cent. against 7.17 per cent. for the States.

The chief increases are in rice, refined sugar, raw sugar, whiskey, these items alone accounting for an increase of over \$269,363 out of a total of \$317,077.

When the preferential tariff was brought down, THE CANADIAN GROCER ventured the opinion that the rebate of one-eighth in the tariff in favor of British goods was not likely to materially assist in the importation of British goods, being too small to exercise much influence. Of course, whatever influence it did exert it naturally was in the direction of assisting British trade; but this paper is of opinion that the advertisement which the preferential tariff gave Canada did more to attract British goods to this country than the rebate in itself did. At any rate, the large increase in the importation of sugar and whiskey could not have been influenced by the rebate, for they were exempt from the operations of the preferential provisions. The reduction in the duty on refined sugar doubtless helped that commodity, but then the United States as well as Great Britain shared in that.

But whatever interest the one-eighth rebate may have had, it must be gratifying to British exporters of groceries that while the dutiable imports from the United States in the articles enumerated increased by 7.17 per cent., those from Great Britain appreciated by 20.72 per cent.

In tea and coffee Great Britain gets an advantage over the United States on the Canadian market which transcends that which accrued, at any rate, from the one-eighth preferential rate, for, while not a dollar's worth came in free from the United States, \$748,205 worth came from Great Britain. This is due to the clause in the free list of the tariff which reads:

Tea and green coffee imported direct from the country of growth and production, and tea and green coffee purchased in bond in the United Kingdom, provided there is satisfactory proof that the tea or coffee so purchased in bond is such as might be entered for home consumption in the United Kingdom.

The rebate of 25 per cent. of the duty went into operation exclusively on British goods, on August 1 last. That should help British goods, but to what extent can only be gathered after the returns for the fiscal year ending June 30 next are issued.

THE BANKS AND THE INSOLVENCY BILL.

A PROPOSED COMPROMISE.

THE chief opposing force during last year to the insolvency bills which have been submitted to Parliament

was the banking institutions. And the chief cause of their complaint was that the bills did not allow them to enjoy double liability on negotiable paper in which insolvents were interested.

At the present session of the Dominion Parliament, a bill has again been introduced with a view to giving the country the long needed insolvency law, and with the view of securing the cooperation and not inciting the opposition of the banking fraternity, a compromise proposal will be submitted to the council of the Bankers' Association some time this month, on behalf of the board of trade.

This compromise proposes that where there is a negotiable instrument which has not matured, such as a promissory note, for example, held by the bank and for which the insolvent is only secondarily liable, the bank shall set a value upon the liability of the person primarily liable, who, of course, is the maker, and the difference between such value and the amount of the claim, shall, until the instrument matures, be the amount at which the claims shall be calculated for the purpose of voting at meetings and other purposes, except the payment of dividends thereon. After the maturity of the instrument the claim is to be calculated for all purposes at the full amount.

The proposal strikes us as being a most fair one. Whatever the financial standing of the maker of a negotiable instrument is, it is only fair to all parties concerned, and particularly to the creditors other than the bankers if his financial standing be A1, that his value should be taken into consideration. It is obviously unfair to the other creditors, outside the banks, that he should be accounted as if he were a man of straw in order that the banks may enjoy special and unwarranted privileges.

As it is, the boards of trade have, in their compromise, exhibited a most liberal spirit particularly in allowing the bank holding the negotiable paper to be the valuator of the person primarily liable thereon.

But, to secure an insolvency law, it is

worth compromising as long as the concessions demanded are not too unreasonable.

SCEPTICS WITHOUT MUCH CAUSE.

When "Old Probs," as we are accustomed to call the meteorological service when personifying it, makes a miscalculation in his weather forecasts, most of us are ready to deride him and to make sceptical remarks as to his ability to foretell the weather. A table, however, which appears in the recently issued report of the Marine and Fisheries Department of the Dominion shows what little ground we have for being doubting Thomases.

The meteorological service of the Dominion is divided into 11 districts, and the return in question shows that the average percentage of the forecasts verified in all these during the year ending June 30 last, was not less than 82.5.

The district which showed the lowest percentage was Manitoba with 81.1, and that which showed the highest was the Ottawa Valley with 84.8.

It is evident we can put our trust in "Old Probs" with a no small degree of confidence after all.

STARCH IS LOWER.

The manufacturers of starch in Canada this week announce a decline in the price of certain kinds of starch.

Canada laundry starch, silver gloss crystals in kegs, No. 1 white, and rice starch in cartons are $\frac{1}{4}$ c. per lb. lower.

In order to meet American competition, the manufacturers have been putting a special package of corn starch on the market without attaching their names to the same. The price of this has been reduced $\frac{1}{2}$ c. per lb.

The reductions are due to the recent competition of a new American starch on this market.

DECLINE IN EGYPTIAN ONIONS.

A cable received in Toronto this week announces a decline of 8d. per bag in the price of Egyptian onions. A good many onions are coming forward that were purchased at the higher prices.

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4,730
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9,390
9,678
3,721
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\$1,712
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\$71,222

You Need a Sample Case of "Salada" Ceylon Tea to prove its worth and remarkable selling qualities.

"SALADA"

CEYLON TEA

IT CAN'T BECOME "SHELF STOCK," THE QUALITY WON'T ALLOW IT.

Wholesale: 32 Yonge St., TORONTO

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Ivory Bar

IS PUT UP IN

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

Ivory Bar Twin Cake

12-oz., 100 cakes in box.

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

The BRANTFORD SOAP WORKS CO.
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F. E. JODERY & CO.

PRODUCE AND PROVISIONS.
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BUTTER, CHEESE, EGGS,
GAME and POULTRY,
and all kinds of
COUNTRY PRODUCE

Sold on Commission

Reference—Merchants Bank of Canada.

8 and 10 Lemoine Street, **MONTREAL**

All enquiries by letter or telegram promptly answered.

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

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IMPORTERS OF TEAS

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

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

All orders promptly attended to.

SEE OUR
BANNER
WASHBOARD
for the best 25 cent line made.
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HAMILTON

THE MOST NUTRITIOUS COCOA.

EPPS'S
GRATEFUL
COMFORTING
COCOA

In labelled Tins.

SPECIAL AGENTS 14 lb. Boxes.

For the entire Dominion, **C. E. COLSON & SON,**
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In Manitoba, **Buchanan & Gordon, Winnipeg.**

HORSE HAIR.

Have you any? We buy it.

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SALTPETRE

SAL SODA

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Wholesale Quantities Only.

E. FIELDING,

34 Yonge St., TORONTO

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



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

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

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

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

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

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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.
Teas & Perse, Winnipeg, for Manitoba and N.W.

MARKETS AND MARKET NOTES

GROCERY QUOTATIONS BY WIRE.

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

ONTARIO MARKETS.

TORONTO, April 20, 1899.

GROCERIES.

IN spite of the bad condition of the country roads, the local wholesale trade is fairly good. Orders individually are not very large, but business is really better than might be expected, on account of the adverse conditions already noted. The most active lines are tea, sugar, and canned goods, which are, of course, the three staple lines. The market for canned goods remains much as it was a week ago, unless it be that there is a little easier feeling in regard to corn, which has been offered at a lower figure by some holders. The wholesale price, however, is without change, and it is the general opinion that the slightly easier feeling is only of a temporary nature. Sugars are even stronger than they were a week ago, in sympathy with the outside markets, an advance of 5c. per 100 lb. having been made on Wednesday. The outside markets are, however, higher than they were a week ago. Syrups and molasses are quiet, but firm. Coffees are also a little firmer. The tea market continues strong, although business in this line is not as brisk as it was. The currant market is cabled dearer in Greece, and Valencia raisins are higher in London, with a little more business being done here for importation. Prunes are also firm and in active demand. The principal change in prices during the week is a decline of ¼c. per lb. in the price of laundry and rice starch and of ½c. per lb. on 2-down starch, put up to meet American competition, but not listed.

CANNED GOODS.

The feature of the week in this line is a rather easier feeling in regard to canned corn. It seems that one or two holders have been offering at lower figures than they have heretofore been willing to accept. For instance, we know of one holder, not a packer, who has been offering corn at slightly below 95c., for which he would not a short time ago accept less than \$1. Corn

has also been offered and sold lower in Montreal. Wholesalers, however, are firm in their figures to the retail trade at 95c. to \$1 per dozen, and some of them claim to have paid \$1 during the past week. It is a well-known fact that some of the wholesale houses are practically cleaned out of canned corn. The general opinion appears to be that the weakness, if such it can be called, is only of a temporary nature. At the same time, however, it is the general opinion that corn, if it goes any higher, will interfere with the consumption. In regard to canned tomatoes there is nothing new to report. The market appears to be steady at present figures, namely, 85 to 90c. to the retail trade. The demand for canned vegetables is steady, most orders coming in wanting an odd case or so.

The improved demand noticed during the past couple of weeks for canned fruits has been maintained. Canned salmon is just in moderate demand at unchanged prices. Of course, the season when the demand

See pages 31 and 32 for
Toronto, Montreal, St. John,
and Winnipeg prices current.

becomes active has yet to come, but so far the trade in this line has not been up to expectations.

Canned tomatoes are being offered for future delivery at from 70 to 75c. There was a transaction a week or so ago at a lower price than either of these, but there does not appear to be anyone now offering at the figure at which this particular transaction was consummated. Corn for future delivery has been offered to the trade at 70c. and peas at 60c.

COFFEES.

The coffee market during the past week has ruled steady to firm and local representatives of Brazil coffee houses report a little more inquiry for importation, although the inquiries so far do not appear to have led to much business. Stocks of green coffee on the local market are light, and this seems to be somewhat interfering with the business, but shipments are now arriving and prices remain much as before.

SUGARS.

The market during the past week has been a decidedly strong one. Cables from Europe have almost every day shown an

advance in prices, and beet sugar is 1s. per cwt. dearer on the London market than it was two weeks ago, while cane during the same time has appreciated 6d. In New York, cane is 1-16 to ¼c. higher, and refined, ½c. higher per lb. On the local market there is a decidedly firmer feeling, in sympathy with the outside markets. All the refineries advanced their prices on Wednesday morning 5c. per 100 lb. The local demand for sugar has rather improved during the past week, and a fairly good trade is being done. Stocks in all hands in Canada are light. One refinery, the St. Lawrence, which was shut down for some time is now only working under light pressure. The wholesale trade is experiencing a fairly good demand for sugar. The ruling price in Toronto for Montreal sugar is \$4.63, and for Acadia the same figure is now quoted.

SYRUPS AND MOLASSES.

Sugar syrups are still somewhat neglected, while the demand for corn syrups continues good at the following prices: Barrels, 2½c. per lb.; half barrels, 2⅝c.; kegs, 2¾c.; 3-gal. pails, \$1.20; 2-gal. pails, 90c. The demand for molasses is quiet, but prices are firm. The prices from New Orleans show that receipts are small. The latest advices from Porto Rico report an advancing market, with offerings moderate.

STARCH.

A reduction of ¼c. per lb. is announced this week in the price of certain lines of laundry starches. "Canada Laundry" is now quoted at 4¼c., instead of 4½c.; "Silver Gloss," in kegs, 6c.; No. 1, white, 4½c.; No. 1 white rice starch, in 1-lb. cartons, 9c. There is a ½c. reduction in corn starch put up to compete with American starch, but not listed.

NUTS.

Mail advices state that the stock of Valencia shelled almonds is very much reduced, and that higher grades are out of stock altogether.

TEAS.

The market continues as strong as ever. In fact, on the local market if anything, the situation is stronger than it was a week ago. Stocks in first hands on spot are very light, and, on account of this, together with the fact that the London grade is about 2c. above the parity of this market, the business of the brokers, at the moment, is largely confined to selling lots between one wholesaler and another. The lowest

SURPRISE SOAP

has exceptionally good qualities for laundry uses. It is made especially for that purpose. You can guarantee it a pure, hard soap that lasts well and looks well.

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WINNIPEG: E. W. Ashley.
VANCOUVER: 430 Cordova St.
ST. JOHN'S, NEWFOUNDLAND.

THE ST. CROIX SOAP MFG. CO.
ST. STEPHEN, N.B.

priced Indian and Ceylon tea to be had on this market is about 16 to 16½c., while some holders have nothing below 17½c. The few that hold stocks on the local market are not at all disposed to sell, believing that they will eventually obtain still higher prices than those now ruling. It may be noted that the teas which can be obtained at 16 to 16½c. were, a short time ago, quoted at 13 to 13½c. Prices in low-grade teas on the London market are almost out of reach of the local trade. Spot teas showing good value are eagerly picked up. It is the general opinion among those in a position to speak that the present high range of values will obtain until at least next fall, while others do not look for any decline until December.

There are a few Japan teas offering, but there is not much business being done. Stocks that are being held in the country are being held at prices above buyers' views.

China green teas are somewhat neglected owing to the high price ruling on them. China black teas are strengthening in price, and Congous that cost 12½c. laid down here a short time ago could not now be obtained at less than 15½c.

FOREIGN DRIED FRUITS.

CURRENTS—A cable received in Toronto on Monday reported the market in Greece a little firmer. A fair business is being done by local brokers in currants for importation. It is said that this year there will be no spring steamer with currants via Montreal, calling at Patras. Early shipments are being made via New York. Local wholesalers are doing a fairly good trade in currants.

VALENCIA RAISINS—Mail advices from London state that the market is strong and that supplies are short. The stock there is

now given at 345 tons, as against 984 tons last year. It may be noted that the price of Valencia raisins in London has advanced about 2s. since March last, and further advances are expected. On the local market there is some inquiry for spot goods, and a few transactions have taken place. The demand is chiefly for fine off-stalk and selected. On account of the firmness of the outside market, some of the local wholesalers are this week notifying their travelers that they will not accept old figures.

CALIFORNIAN EVAPORATED FRUITS—The market is strong and advancing. There do not appear to be any peaches on the market at less than 17 to 17½c. per lb. These are, however, fancy stock. At the prices now ruling on the Coast, evaporated apricots could not be laid down here at less than 20 to 21c. per lb.

GREEN FRUITS.

The warm weather is causing a large increase in the movement of lemons and bananas. Mediterranean sweets are about the only oranges that are arriving in liberal quantity, and the movement of these is large. The supply of bananas is sufficient for requirements. Lemons are offering so freely that a decline of 50c. is noted. Pineapples of fine quality are now plentiful at 15 to 20c. Sweet potatoes, cocoanuts and apples are plentiful and are moving well at steady prices. The demand for Egyptian and Bermuda onions is unusually large. The supply is abundant. Bermudas are selling at from \$2 to \$2.25 and the Egyptians at \$3 to \$3.25. Egyptian onions are cabled 8d. per bag lower.

COUNTRY PRODUCE.

EGGS—The past week has witnessed a steady increase in receipts, and, although

the demand is growing, stocks are accumulating, and prices are slow in falling. From 11½ to 12c. is now quoted, as compared with 13c. a week ago. Picklers commenced operations about April 1 last year, with eggs at from 10 to 12c. This year prices have ranged so much higher, until this week, that many have not yet begun to pickle.

POTATOES—A firm feeling continues, with prices unaltered. We quote at 80 to 82c. for cars on track, Toronto. The street market is firm at 90c. to \$1 per bag.

BEANS—Medium grades are steady at 90c. to \$1, and hand-picked are firm at \$1.10 to \$1.15.

DRIED AND EVAPORATED APPLES—The dried apple market is dull, and, though stocks are light, the feeling is easy at 5c. outside. The jobbing price is nominally 5½ to 6c. Evaporated apples are moving at 9¼ to 9½c. Toronto.

MAPLE PRODUCT—New maple syrup is now offering in liberal quantities. The indications point towards a short season, so prices are expected to rule firm. The demand is good. We quote: Imperial gallon tins, 90 to 95c.; do., more than five tins, 85 to 90c. per gal.; wine gallon tins, 75 to 80c. Maple sugar is offering freely at 8½ to 9.

VEGETABLES—All stocks are coming in liberally. Green onions are 5c. per dozen cheaper. Carrots have declined 10 to 20c. per bag. We quote: Rhubarb, \$1 to \$1.25; greenhouse radishes, 40 to 50c. per dozen bunches; spinach, \$1 to \$1.25 per bush; green onions, 10 to 15c. per doz.; celery, 75c. to \$1 per doz.; lettuce, 20 to 30c. doz. bunches; cabbage, per doz; \$1.00 to \$1.25; parsley, 20 to 25c. per doz. bunches; turnips, 35 to 50c. per bag; beans,

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

Cost you 7½c. and sell from 10c. to 15c. for scraping goods out of bags or mats; no dust and dirt nor loss of weight, time and custom, but

CHOICE GOODS THAT SELL AT SIGHT.

Half size sample mailed on receipt of 5c. in stamps; or, to meet numerous requests, we will on receipt of value (\$3.60) ship and prepay freight on 1 caddy to any part of Ontario. State name of your wholesaler in ordering.

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

Corona Golden Figs

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Excellent Reasons, are they not?
Why grocers should handle



They give you a fair margin of profit.
They give you a reputation for handling superior goods.
They give you entire satisfaction

McLauchlans' Cream Sodas.

Biscuit Manufacturers

J. McLAUHLAN & SONS,

OWEN SOUND.

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Manufacturers and Shippers who are not represented in

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Will do well to correspond with me.

E. NICHOLSON

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

Wholesale Commission Merchants and Brokers.

Established 1882.

16 years' experience.

COX'S GELATINE

Always Trustworthy.
ESTABLISHED 1725.

Agents for Canada:

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ARTHUR P. TIPPET & CO.,

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SARNIA Water White Lamp Oil. . .

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

The **QUEEN CITY OIL CO., Limited.**
TORONTO, ONT.

We solicit consignments of

**POULTRY
ROLL BUTTER
FRESH EGGS.**

Highest prices obtained. Quick returns.

The **Wm. Ryan Co. Limited**

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

50 to 60c. per bag; parsnips, \$1 to \$1.20 per bag; carrots, 40 to 60c. per bag; onions, Danvers, \$1.25 to \$1.40 per bag; butter squash, \$2; Hubbard squash, \$2; red cabbage, 50c.

BUTTER AND CHEESE.

BUTTER—A decidedly easy feeling is manifested, and the decline of last week has been followed by another fall of 1½ to 2c. this week. Stocks of all kinds are accumulating.

CHEESE—The market keeps firm. What fodder cheese is coming in is held at 11c. Toronto, but there is not yet much offering. The demand for old cheese, consequently, has not been affected by receipts of the new.

FISH.

Split and fresh-water herring are practically done. The scarcity of fresh-water fish has not yet been relieved. We quote as follows: Manitoba fresh whitefish, 10c.; trout, 9c.; black bass, 8 to 9c.; steak cod, 7½c.; fresh herring, 4c. per lb.; St. John herring, \$1.35 to \$1.40 per 100; Labrador herring, \$5.75 per bbl. and \$3.25 per half-bbl.; Digby herring, 9 to 10c. per box; Halifax herring, \$1.50 to \$1.65 per 100; cod, in 1-lb. blocks, 6½ to 7c. per lb.; boneless fish, 4 to 4½c. per lb.; boneless fish in 1-lb. blocks, 5½ to 6c.; ciscoes, 60c. to \$1.25; haddies, 8 to 9c. per lb.; fresh haddock, 7c. per lb.; oysters, \$1.15 to \$1.25 per gallon, or \$6.75 to \$7 per large pail.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—There is no change in the wheat situation, red and white at middle freight stations being 67c. straight. There is very little doing on the street market. We

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

Toronto Salt Works

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Write us for **SALT** of any kind.

Also **SALTPETRE**, car lots or less.

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Correspondence Invited.

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68 Front Street East, **Toronto.**

WE ARE OFFERING

All
Kinds
Seasonable
Fruit
in
Stock.

Fancy November Cut Lemons

For May Delivery

Write for prices.

51 Front St. East.

CLEMES BROS.

quote as follows: Wheat, white, 70 to 71c.; red, 70 to 71c.; goose, 66c.; peas, 61 to 62½c.; oats, 37 to 38c.; barley, 43c. No. 1 hard Manitoba is unchanged at 80c., Toronto and west.

FLOUR—There is no change. The feeling is steady. We quote as follows: Manitoba patents, \$3.90; Manitoba strong bakers', \$3.70; Ontario patents, \$3.60; straight roller, \$3.10 to \$3.20, Toronto freights.

BREAKFAST FOODS—Standard oatmeal and rolled oats have advanced 20c. Otherwise there is no change. We quote as follows: Standard oatmeal and rolled oats, \$4.00 in bags and \$4.10 in bbls.; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$2.50; split peas, \$4; pot barley, \$4.

HIDES, SKINS AND WOOL.

HIDES The feeling continues easy. We quote cowhides as follows: No. 1, 8¼c.; No. 2, 7¼c.; No. 3, 6¼c.; Steer hides are worth ½c. more. Cured hides are worth 8¼c.

SKINS—There is a good supply of calfskins at steady prices. We quote as follows: No. 1 veal, 8-lb. and up, 10c. per lb.; No. 2, 8c.; dekins, from 30 to 35c.; culls, 15 to 20c. Offerings of sheepskins and lambskins have fallen off, few now coming in. Prices are firm at 90c. to \$1.

WOOL—Fleece is easy and unchanged at 13 to 14c., and unwashed at 8 to 8½c.

SEEDS.

Deliveries have been more liberal the past week. The firmness of last week has given way, and a decline of 25c. is noted for red clover, which is now steady at \$3 to \$3.50, on board at outside points. Alsike is easy at \$2.50 to \$4 outside. There is considerable jobbing being done at 40 to 50c. advance on the above figures, which advance covers freight, cleaning and handling.

SALT

There is no change. We quote at Toronto: Carload lots, \$1.05 per bbl., and 65c. per sack of 200 lb.; less than carload lots, \$1.10 per bbl., and 70c. per sack. At the wells, we quote F.O.B., barrels, 75c.; sacks of 200 lb., 45c. English salt is quoted at 48½c. per sack of 154 lb.

MARKET NOTES.

Oatmeal is 20c. dearer.

Lemons are 50c. cheaper.

Red clover seed has declined 25c.

Currants are cabled dearer in Greece.

Evaporated apples have declined ¼ to ½c.

Eggs are 11½ and 12c., a decline of 1 to 1½c.

Fresh water and split herring are out of the market.

Canada laundry starch and rice starch is ¼c. per lb. cheaper.

All grades of dairy and creamery butter are 1½ to 2c. cheaper.

All refined sugars were advanced 5c. per 100 lb. on Wednesday.

Maple syrup is offering at 75 to 80c. per wine gal. Sugar is selling at 8½ to 9c.

Bermuda onions are offering at \$2 to \$2.25 per case, and Egyptians at \$3 to \$3.25.

W. G. A. Lambe & Co., Toronto, have been appointed agents for Bodenheimer & Bro, molasses and rice, New Orleans.

QUEBEC MARKETS.

MONTREAL, April 20, 1899.

GROCERIES.

THE unsettled state of the country roads, which has tended to restrict trade, has been modified during the past week, and the actual movement of merchandise has been increased, and the general tone of the grocery market is essentially a healthy one. Owing to the continued strength of raw sugar abroad, the price of the refined article is 5c. per 100 lb. dearer. Cables note a brisk market for tea in Great Britain, and there has been inquiry both here and in New York, on London account, for Ceylons. In green teas, good-sized lots have been withdrawn from this market for shipment to New York, also. In fact, firmness seems to be the general rule in all groceries, at the moment.

SUGAR.

The sugar market, locally, has maintained its firm tone, in sympathy with the strong position of outside markets. Still, the volume of trading has been light, but, within the past few days, demand has been more active, and, as the country roads improve, a better business is looked for. All reports agree that stocks at country points are small. Prices are 5c. per 100 lb. dearer. Cables from London state that the market for cane is steady, at 12s. 6d. for Java and 11s. 3d. for fair refining. Beet has been weaker lately, with business at lower prices, present month's delivery declining 1½d. to 10s. 9¾d., and next month 1¼d. to 10s. 9¾d.. In New York, raw sugar is strong; fair refining, 4¼c. bid; centrifugal, 96 test, 4 9-16c. bid, and molasses sugar, 4c. bid. Refined is firm there also.

SYRUPS.

Demand for syrups is still slow, and business is very light. Prices are nominally unchanged at 1¾ to 2¼c. per lb., as to quality.

MOLASSES.

Aside from demand for importation and some business in this connection, there has

been little to report in molasses, so far as the jobbing demand is concerned. Cables from primary sources are rather firmer in tone lately, and first cost at the Islands has again advanced. Here, however, prices are unchanged at 28½ to 30c., as to the size of the lot.

CANNED GOODS.

A somewhat easier tendency has been noted in corn here lately, and round lots of 500 and 1,000 cases have been offered at 90c. per dozen. Tomatoes are quiet and steady, figures ranging from 87½ to 90c., and peas, 80 to 85c., these prices, of course, being for round lots. There is little or nothing to report in salmon, while lobsters have met a fair inquiry for future delivery, and rule steady as last quoted.

DRIED FRUITS.

According to mail advices received here, a somewhat firmer feeling is noted in Sultana raisins, and imports into Great Britain are 124,547 packages less than in 1898, to the end of March. Currants are firm abroad, and the European demand is reported to continue exceptionally brisk. The tone, accordingly, is firm. A few lots of Valencia off stalk raisins have come forward lately and have been promptly taken by local jobbers. Prices here are steady. The same remark applies to prunes, dates and figs.

RICE.

There is nothing new to report in the rice market. A fair inquiry is experienced for the season, and prices show no change.

COFFEE.

Business in coffee has been quiet, and the market is entirely without new feature. Some sales of 50-bag lots of Maracaibo are noted at 9½ to 10c., and Santos at 8 to 10c. Nothing was reported in other descriptions.

SPICES.

The market continues firm for pepper; in fact, for all staple descriptions of spices.

TEAS.

There has been some activity noted in the tea market, the demand being principally for gunpowders and Ceylons, and the market is now pretty well cleaned up of the former, and nothing in the latter can now be had under 15½c. A feature of the week has been the demand for gunpowders from New York, specially referred to elsewhere. Inquiry for Japan teas has been slow, but prices are firmly held.

GREEN FRUITS.

Trade in green fruits has been rather quiet during the past week. Oranges have met a fair inquiry, and holders are pushing sales in order to effect a clearance before the large annual spring sales of direct fruit,

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In choosing your coffees. We are offering a full range in

**Javas, Mochas, Rios, Santos, Maracaibos,
Jamaicas, Japans, etc., etc.**

A new shipment of RIOS just in. Send for samples and quotations.

S. H. EWING & SONS,

MONTREAL.

which take place early next month. Carload lots of navel oranges have sold, during the week, at \$1.95 for 216's. Valencias are selling at \$5 to \$5.50. Lemons are in about the same position as oranges, dealers forcing sales to make room for the large sales. Good sound stock range from \$2.25 to \$2.75 per box. Bananas are moving better, and, although receipts have been heavy, they have not been more than equal to the demand, firsts, \$1.60 to \$1.70, and seconds 85c. to \$1.

APPLES.

Apples continue quiet, but firm, at \$3 to \$5 per bbl.

COUNTRY PRODUCE.

EGGS—These has been a regular slump in the egg market owing to heavy offerings of American and increased receipts of domestic. Prices have dropped fully 6c. on the week, and are now easy at 12½ to 13½c. per dozen for fresh eggs.

MAPLE PRODUCT—There was no change in maple product, and business was quiet. Syrup in wood sold at 5 to 5½c. per lb., at 60 to 65c. per tin, with old stock at 50 to 55c. Sugar brought 7 to 7½c. per lb.

HONEY—The honey market was quiet and featureless. We quote as follows: White clover comb, in 1-lb. sections, 8 to 8½c.; dark, 6½ to 7c.; white extracted, 6 to 6½c., and dark, 5 to 5½c.

BEANS—In beans business was of a job-

bing character and prices rule steady. We quote: Choice hand-picked, 95c. to \$1 per bushel; primes, 85 to 90c.

DRIED APPLES—The market is steady at 5 to 6c. for dried, with stocks light, and evaporated, 8½ to 9c.

HOPS—Rule quiet and unchanged, a few lots of Ontario hops, last year's crop, selling at 19c.

POTATOES—Quiet, and rather easier at 68 to 70c. per bag, on track.

TALLOW—Keeps firm at 5 to 5½c. for refined, and 3 to 3½c. for rough.

PROVISIONS.

The demand for all lines of provisions is of a limited character, in consequence, the market was quiet and without new features. We quote: Canadian pork, in barrels, \$15 to \$15.50; pure Canadian lard, in pails, 6¼ to 7c. per lb., and compound refined at 5 to 5½c. per lb. Hams, 10 to 12c., and bacon, 10½ to 11c. per lb.

FLOUR, GRAIN, ETC.

GRAIN—The grain market was without any new feature. The demand for all lines was slow, but the undertone was firm, and prices show no change. Sales of No. 1 hard Manitoba wheat were made at 71¼c. afloat Fort William, prompt delivery, but later, higher prices were asked. No. 2 white oats afloat May were quoted at 36 to 36¼c., and at points west of Toronto 31c.

was paid. Peas sold in round lots at 74c. afloat May, and at points west 65c. was paid. Buckwheat was quiet at 58½c. ex store.

FLOUR—A few inquiries were received from foreign buyers for Manitoba grades of flour, but no actual business was done. The demand from local and country buyers is up to the average for the season, and prices rule about steady. We quote: Winter patents, \$3.75 to \$4; straight rollers, \$3.50 to \$3.60; in bags, \$1.65 to \$1.75; Manitoba patents, \$3.90 to \$4.05; strong bakers', \$3.70 to \$3.80.

MEAL—There was no improvement in the demand for rolled oats, and the market was quiet and steady at \$3.60 to \$3.65 per bbl.

FEED—In feed business continues active, in fact millers in some cases state the demand is so great that they are behindhand with their orders, in consequence, prices are firmly held. We quote: Ontario white wheat bran, in bulk, sold at \$16 to \$17, and shorts \$17 to \$19 per ton; Manitoba bran, \$16; shorts, \$18, and mouille, \$18 to \$25 per ton, including bags.

HAY—A fairly active trade continues to be done in baled hay, and prices are firming up some. We quote: No. 1, \$6 to \$6.50; No. 2 extra, \$5 to \$5.50; clover and clover mixture, \$4 to \$4.75 per ton.

American Sugars.

**Absolute Purity
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Get quotations on car lots, freight paid.

A. H. CANNING & CO.

57 Front Street East,

TORONTO.

CHEESE AND BUTTER.

Cheese continues firm in tone, but prices are nominal in the absence of trading. Reports from the country state that more factories are going into operation every day, but so far the output has not been very appreciable. A conservative estimate places the April make in Canada at 10,000 boxes and the great bulk of this will not be made until the last week of the month, so that it will not become a serious factor of business until the second week in May. Bids for the April make reported from the country are 10c., which is an advance on the earlier offers.

The butter market exhibits a rather steadier feeling, but there is no quotable change in values, which we quote at a range of 17 to 17½c. as to grade. Dairy stock is not quotable.

MONTREAL NOTES.

There has been a slump of 6c. per dozen in the price of eggs.

Inquiry from New York for Pingsuey tea has been one of the features of the week.

The first cost price of Barbadoes molasses at the Islands has again fluctuated, this time advancing 1¼c.

Oranges and lemons are being pushed here to effect a clearance before the arrival of the big spring cargoes.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER,

ST. JOHN, N.B., April 20, 1899.

SO far as the weather is concerned, the season is backward—much more so than the spring of 1898. The last week, however, has made quite a change, and we shall soon have open rivers and better country roads. There is a fair volume of trade in progress. The lumber trade is active, and the mills here are starting up earlier than usual. Traders in all lines of business look forward to a fairly good year.

CANNED GOODS—Oysters have advanced 25c., with 2's quoted at \$2.10 to \$2.25 and 1's at \$1.30 to \$1.45. Scallops, which are put up by a Charlotte county packer, and have quite a sale here, are 50c. higher, at \$6 per case. New canned lobsters are on the market at \$10 per case. Salmon are firm and in light supply at \$5 to \$5.25. Vegetables are steady at : Corn, 90c.; peas, 80c.; tomatoes, \$1.

GREEN FRUITS—Oranges are scarce, and Valencias have advanced to \$6.50 to \$7. Bloods, at \$2.25 to \$2.50, are the only others in the market. Lemons are steady, at \$2.75 to \$3.50. Cranberries are \$9.50 to \$10. Apples range from \$2 to \$5. St. John will be represented at the coming fruit

auctions in Montreal, and several carloads taken for this market. The trade in bananas is opening up well.

DRIED FRUITS—Trade is quiet and without special feature. Stocks of raisins and currants are ample and demand light. In other lines prices are without change. Stocks of evaporated fruits are light. We quote : Dried apples, 5½ to 6c.; evaporated do., 9½ to 10c.; evaporated peaches, 14 to 15c.; do. apricots, 17 to 18c.; Bosnia prunes, 5 to 5½c.; Californian do., 6 to 10c.; dates, 5 to 6c.; figs, 16 to 22c. New Egyptian onions are easier at 2½ to 2¾c.

SALT—Business is good. There were further receipts from Liverpool this week. The price is higher than at last report. We quote : Liverpool coarse, 40 to 45c.; English factory-filled, 80c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.50 per bbl.; 5-lb. bags, \$3 to \$3.25 per bbl.; 10-lb. bags, \$2.85 to \$3 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb.

SUGARS—Trade is now practically confined to Canadian sugars. American granulated is out, and, though some yellows are still offered, the competition is scarcely felt and will soon be at an end. The market is strong at the recent slight advance, and is strengthened by the very firm position of raws. There is no dark yellow sugar on the market, and the refineries had none to offer last week, but doubtless the deficiency will soon be remedied. We quote : Granulated, \$4.50 to \$4.55; yellows, \$3.80 to \$3.95.

MOLASSES—Three small cargoes of Porto Rico have arrived here, and as many more are booked for this market. The steamers have brought some from Barbadoes and St. Croix. The future of the market is a little uncertain, but advices indicate that the Porto Rico crop is not as large as usual, while last week the price at Barbadoes moved up 1c. to 12c. first cost. Quotations here are : Porto Rico, 32 to 33c.; Barbadoes, 29 to 30c.; St. Croix, in bbls., 29 to 31c.

FISH—This market is now entirely bare of pickled herring. Stocks of Canso, Shelburne, and Grand Manan, have all been cleaned up, and orders in these lines cannot be filled. Dry fish are scarce and firm. Fresh fish are scarce, but the catch of gaspereaux in the harbor has begun, and, with warmer weather, will doubtless be large in the next few weeks. We quote : Large and medium dry cod, \$4; small, \$2.25; pollock, \$2 to \$2.10; pickled shad, ½-bbl., \$3.75 to \$5, as to quality; smoked herring, 6 to 7c. per box; haddies, 6c.; fresh haddock, 4 to 5c.; gaspereaux, \$1 per 100;

halibut, 11 to 12c.; boneless fish, 4 to 5c.; cod, 7 to 7½c.

PROVISIONS—The market is practically without change. Domestic mess pork at \$14.50 to \$15 is 50c. higher than American mess, and only 25c. lower than American clear. Plate beef is steady at \$13 to \$13.50, and extra plate at \$13.75 to \$14. Lard has shown no material change for months past.

FLOUR, FEED AND MEAL—The flour market continues steady and quiet. Oatmeal

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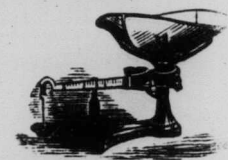


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GUELPH, ONT.

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OF THE

42 SCOTT ST. TORONTO. CELEBRATED

BLUERIBBON TEAS

has quite a wide range, as to quality. Middlings are scarce and higher, and bran is practically out of the market. Cornmeal is in very active demand, and the mills here are rushed with orders. The seed trade is a little more active, and prices have settled down to a definite range. In beans, a scarcity of yellow-eyes has caused an advance. Split peas are also higher, and pot barley very firm. We quote as follows: Manitoba flour, \$4.65 to \$4.75; best Ontario, \$3.90 to \$4.05; medium, \$3.70 to \$3.85; oatmeal, \$3.90 to \$4.10; cornmeal, \$2.15 to \$2.20; middlings, \$2.00 to \$2.10; oats, 38 to 42c.; hand-picked beans, \$1.05 to \$1.10; prime, 90 to 95c.; yellow-eye beans, \$1.90 to \$2; split peas, \$4.10 to \$4.20; round, \$3.25 to \$3.40; pot barley, \$4.14 to \$4.25; hay, \$7 to \$8; timothy seed, American, \$1.50 to \$2.00; do., Canadian, \$1.80 to \$2.25; mammoth clover, 7 to 7½c.; alsike, 7½ to 8c.

CHEESE AND BUTTER—Stocks of old cheese are pretty well cleaned up. A few new cheese from the Sussex dairy school were brought in last week and sold out of store at 12c. The outlook indicates a further increase in the output of cheese in the Province this year. The break in the Montreal butter market gave a slight shaking-up to the trade here, which has been moving along for months with very little change. Creamery butter had been quoted at 20c. delivered here, but, last week, Montreal undersold that figure by nearly 2c. There is, as usual, an over-supply of poor dairy butter. The amount of annual loss on this stuff would give quite a lift to the creamery business, and a change in methods by our farmers would take a great burden off the country trader, who has to accept everything that is offered him, and his city consignee, who has to work it off on the public.

EGGS—Here, as elsewhere, the price of eggs, which after Easter dropped to 12½c., ran up again to 18c., and sales last Saturday were still at 17c. This week the market is easing off, and low prices are expected to prevail in a few days.

OILS—We are likely to have keen competition in burning oils. The representative of the Cornplanters' Refining Co., of Pennsylvania, has asked the city council to grant him equal privileges with the Imperial Oil Co. for the storage of oil, and has promised to erect substantial buildings and be ready for business in two months. R. W. Ambrose, a well-known oil traveler, has been appointed the company's manager here. It is expected the concession asked will be granted, and the new company, to be known here as The Sun Oil Refining Co., Limited, will enter into business, handling American oils. The trade in lubricating oils is quite active. Prices in all lines are without change.

MAPLE PRODUCTS—These are now on the market and are quoted as follows: Maple sugar, 8 to 10c.; candy, 12 to 15c.; syrup, \$1 to \$1.25 per gallon.

ST. JOHN NOTES.

Since January 1, over 20,000,000 superficial feet of long lumber has been shipped from this port to the United States, besides over 20,000,000 laths and some shingles and piling. Nearly all the sawn lumber was the product of Maine logs, manufactured here. Prices of lumber are notably higher than last year in both the English and American Markets. The winter's cut of logs is below the average.

MANITOBA MARKETS.

WINNIPEG, April 17, 1899.

THE weather is fine and Winnipeg streets are almost dry. Trade is improving and all the merchants are looking forward to the opening of navigation. Already the C. P. R. has large shipments of goods in store at Owen Sound waiting the first boat, and lake and rail rates will be in force next week.

There is a temporary famine in eggs owing to bad country roads, but probably by next week the market will be glutted.

There has been a general advance of 5 per cent. on all lines of woodenware, especially tubs, butter tubs, wire hoop ware and pails.

The "Royal Crown" Soap Co. are putting two new lines of goods on the market this week, household ammonia and liquid glue. There has been a slight increase in the price of medium Ceylon and Indian teas and speculators seem to anticipate a further advance. The demand for staple lines of all kinds, though not unusual, is steady, with little fluctuation in prices.

CANNED GOODS—There is no change here, excepting a very slight additional price for corn, which has not yet affected the prices from jobbers to retailers, and an advance of 25c. per case on Canadian canned peaches. Strawberries are offering very freely, but no large sales have been effected so far.

SUGAR—The advance of last week is maintained, and there is a good deal of uneasiness in the market here. Jobbers seem to anticipate a further advance, which, even with the reduction of the lake and rail rate, will practically keep it at the same figure.

SYRUPS AND MOLASSES—Are very active, though prices have not advanced. Last week's figure of 2¼c. for bright syrup is still maintained.

MAPLE SYRUP—The American goods reported last week are on the market, but no Canadian syrup has been received. The

demand here is for the latter rather than the former.

EVAPORATED AND DRIED FRUITS—This market is very active just now, and the price of apricots and peaches being so high there has been an unusual run on prunes, which has led to an advance in this fruit of from ½ to ¼c., according to quality. The Coast stocks are running low and even higher prices are looked for. Dried apples are in greater demand, but very scarce and the price high, 7¼ to 7¾c. being the present quotations.

CEREALS—No change in cereals. Rolled oats are \$1.90 for 80's and American goods in car lots have been offered for \$1.70, but I cannot locate any sales at these figures. Pot barley has gone a little higher, but not enough to affect the price to the consumer.

COFFEE—Market is fairly active, but prices for Rios are very low, 8¼ to 9½c. being about the quotation.

CURED MEATS—This market shows no change for the week, although sales have been larger. Hams, 10¼c.; breakfast bellies, 11c.; backs, 10½c.; shoulders, 8½c.; short clear, 7½ to 8c.

SODA—Bi-carbonate of soda has advanced very slightly, but consumers' price is not yet affected.

BUTTER—The market here is peculiar. There is an active demand for separator-made dairy butter, but very little is offered. Dealers are quoting 22c. for this line. On the other hand, fresh dairy rolls are only worth from 15 to 16c., tubs even lower. Of course, no fresh creamery is obtainable in this Province yet.

CHEESE—Very quiet, at 10c. for large and 10½c. for small, with really no movement.

GREEN FRUITS—The increasing warm weather is improving the fruit market. Retail dealers are showing fresh wax beans, as well as lettuce, radishes, onions, cress and the like. The fruit market proper is well supplied with staple lines, and bananas have now arrived in car lots, so that the supply is plentiful; the prices range from \$2.25 to \$2.75, according to size. In oranges, the market is unchanged; the supply is fair, and prices run from \$3.50 to \$4.50, according to variety. Lemons are slightly lower, and are quoted at \$3.75, and the usual spring demand is in full blast. Sweet potatoes, fancy Illinois stock, are \$5.50 per bbl. Strawberries are arriving in small quantities, and are quoted at \$6 per case of two dozen. Pineapples are quoted to arrive this week; prices are not yet established.

"Crown" and "Monarch" California prunes, 30-40's and 40-50's, and "Ruby" prunes, 50-60's and 60-70's, are in stock with The Eby, Blain Co., Limited.

PURVEYORS BY APPOINTMENT



To H.R.H. The PRINCE OF WALES.

MUSTARD MANUFACTURERS
by Special Warrant



To Her Majesty The QUEEN.

PURVEYORS BY APPOINTMENT



To H.R.H. The PRINCE OF WALES.

COLMAN'S



MUSTARD

In the High Court of Justice.

J. & J. COLMAN, LIMITED

AND

GORMAN, ECKERT & CO.

Plaintiffs.

Defendants.

TO THE PUBLIC.

TAKE NOTICE that in an Action, entitled as above, pending in the High Court of Justice for Ontario, Canada, the Honorable Mr. Justice Meredith on the 2nd day of June, 1898, directed that a Judgment should issue containing a **PERPETUAL INJUNCTION** restraining the above named Defendants, their Servants, Workmen or Agents, from infringing the Plaintiffs' Trade Marks registered in pursuance of the Trade Marks Act of 1868, or from selling any Mustard not manufactured by the Plaintiffs in any tin, package, or wrapper (label), having printed thereon any imitation or colourable imitation of the Plaintiffs' Trade Marks or any word or words so contrived as to represent or lead to the belief that the Mustard contained in such tin, package, or wrapper, was the manufacture of the Plaintiffs. **AND FURTHER TAKE NOTICE** that by the said Judgment the said Defendants were enjoined to destroy or deliver up to the Plaintiffs all labels, wrappers, blocks, dies, or plates which offend against the said Injunction; and to pay certain damages therein fixed together with the costs of the Action.

CAUTION.

Similar goods to those manufactured by J. & J. Colman, Limited, of 108 Cannon Street, London (England), occasionally make their appearance on the Market, displaying a Trade Mark liable to be confounded by the Public with their well-known Trade Mark of a Bull's Head and also closely resembling J. & J. Colman's goods in get up, presumably with the intention to deceive the buyer and consumer. Such goods are generally of an inferior quality. J. & J. Colman, Limited, would be grateful to members of the trade having any goods brought to their notice which appear to them infringements on J. & J. Colman's rights if they would at once communicate with them. Traders may rely upon their communications being treated in the strictest confidence.

Blue Label Tomato ..Ketchup

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



Prepared by . . .

Curtice Brothers Co.

ROCHESTER, N.Y.

Proprietors of

The largest Canned Goods Packing Establishment in the world.

Manufacturers of Canned Fruits, Vegetables, Preserves, Jams, Jellies, Soups, Meat Delicacies, etc.

WRITE FOR QUOTATIONS.

Then take

PURE GOLD JELLY.

Did you ever have a thing which sold easier and gave more general satisfaction?

It costs you 90c. per doz. packed in 1, 3, 12 or 24 doz. cases.

10 flavors and every one pronounced and true.

Retails for 10c. and is in every good grocery store in Canada.

HINTS TO BUYERS.

WARREN BROS. & Co. are putting currants on the market in 1-lb. cartons, under the name of the "Queen" brand.

Gallon apples are in stock with H. P. Eckardt & Co.

Clemes Bros. have a shipment of Egyptian onions arriving this week.

H. P. Eckardt & Co. report a shipment of polished Patna rice.

A. P. Tippet & Co. report good demand for "Maypole" soaps.

H. P. Eckardt & Co. are now booking orders for Montserrat lime juice.

T. Kinnear & Co. are in receipt of a shipment of sugar syrup.

H. P. Eckardt & Co. have a full line of Clark's canned meats in stock.

Clemes Bros. have just taken into stock a shipment of Californian evaporated peaches.

The Eby, Blain Co., Limited, quote close prices on Valencia raisins—fine off-stalk, selected and layers.

Just at hand with W. H. Gillard & Co., Hamilton, a large shipment of Gillard & Co.'s new pickle and new sauce.

Choice Turkey figs, in 35-lb. boxes, are meeting with ready sale with The Eby, Blain Co., Limited.

The 1-lb. fancy tins in which Lucas,

Steele & Bristol's cafe exquisite de Paris is put up are strikingly handsome.

A shipment of French red kidney beans, scarce goods, is in stock with The Eby, Blain Co., Limited.

Warren Bros. & Co. have a large shipment of green Rio coffee arriving. There are 19 chops in the shipment.

A further shipment of Cook's flaked rice has been passed into stock by The Eby, Blain Co., Limited.

The Foreign Cheese and Importing Co. have just received a direct shipment of extra choice Gruyere and Edam cheese.

The Foreign Cheese and Importing Co. have just received a shipment of New England "Bunker Hill" pickles.

Freed's tomato catsup (no coloring) is being offered by Lucas, Steele & Bristol at a bargain. The firm bought up his full stock.

A full line of Bryant & May's English safety matches, wax vestas, etc., now carried by Frank Magor & Co., 16 St. John street, Montreal.

A carload of Williams Bros. and Charbonneau's pickles, sauces and table condiments is arriving for The Eby, Blain Co., Limited.

W. H. Gillard & Co. have been appointed wholesale agents for Ontario for New York ginger ale and summer beverages. The

same firm has had this agency for some years past, and, on account of the superiority of these beverages, look for a large demand this season.

A. P. Tippet & Co. have just received a consignment of Garafolo's Italian macaroni, and also report large sales of Codou's French macaroni.

Thos. Upton & Co. have received several very heavy orders for their marmalade, jams and jellies this week from the Northwest and British Columbia.

W. H. Gillard & Co., Hamilton, report a very active demand for the "Aurora" coffee, in 1-lb. cartons and 25-lb. tins, which they have recently placed on the market.

Messrs. A. F. MacLaren & Co. have just placed a new jar Imperial cheese to sell at 10c. on the market, which is considerably larger than their former 10c. jar, and it also has a glass lid. It is a very attractive package, and should be a ready seller. Messrs. MacLaren & Co. will be pleased to send a sample to anyone on application.

A few more copies of Keen's new show-card the "Connoisseur" still on hand. Owing to the high postage rates in Canada we have hitherto only sent out paper copies, but we are making arrangement with the express companies to send cardboard mounted copies as long as the supply lasts. Frank Magor & Co., 16 St. John street, Montreal, Agents for Keen, Robinson & Co., London, Eng.

This the cities per Van such quar terms of Goo All who call Dairy, ch Creamery Cheese Apples, 3 Blackbe Blueberr Beans, 2 Corn, 2's. Cherries, Peas, 2's. " sifto " ext Pears, B Pineappl Peaches, Plums, g " I Pumpkin Raspber Strawber Succotas Tomatoo Lobster, " Mackerer Salmon, " Sardines " Fruit in Haddes Kippers Herring Orange Lemon Banana Apples Grape Sweet L Ameri E pthi Bannu Coan Granul Rec Granul Parisht Extra Powde Flour Cream Extra Bright No 2 No 3 Tinned

CURRENT MARKET QUOTATIONS

April 20, 1899.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, Hamilton, London, St. John, N.B., Halifax, Winnipeg, Vancouver and Victoria. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations for staple products are under the direct control of the Editors who call daily upon all the leading houses in the principal centres.

BUTTER AND CHEESE

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Dairy, choice, large rolls, per lb	12	13 1/2	14	
" " pound prints.....	14	15	17	
" " tubs, best.....	12	13	16	
" " tubs, second grade.....	10	11	14	
Creamery, tubs and boxes.....	18	18 1/2	19	20
" " prints and squares.....	19 1/2	17	20	22
Cheese.....	11	11	11 1/2	9 1/2

CANNED GOODS

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Apples, 3's.....	\$.90	\$ 1.00	\$.85	\$.90
" " gallons.....	2.10	2.20	2.00	2.25
Blackberries, 2's.....	1.40	1.70	1.50	1.80
Blueberries, 2's.....	75	85	85	95
Beans, 2's.....	85	90	75	95
Corn, 2's.....	90	95	95	1.00
Cherries, red, pitted, 2's.....	1.80	1.85	2.30	2.40
" " white, ".....	1.75	1.80	2.00	2.10
Peas, 2's.....	80	85	80	90
" " sifted.....	75	80	80	90
" " extra sifted.....	1.00	1.25	1.20	1.25
Pears, Bartlett, 2's.....	1.45	1.25	1.50	1.70
" " 3's.....	1.45	2.00	2.40	2.50
Pineapple, 2's.....	2.10	2.40	2.25	2.50
" " 3's.....	2.50	2.60	2.50	2.60
Peaches, 2's.....	1.45	1.50	1.60	1.65
" " 3's.....	2.40	2.60	2.50	2.75
Plums, green gages, 2's.....	1.35	1.10	1.25	1.30
" " Lombard.....	1.00	1.25	1.30	1.50
" " Damson, blue.....	1.00	1.00	1.10	1.30
Pumpkins, 3's.....	75	85	65	75
" " gallon.....	2.10	2.25	2.10	2.25
Raspberries, 2's.....	1.35	1.50	1.45	1.65
Strawberries, 2's.....	1.35	1.50	1.25	1.50
Succotash, 2's.....	1.10	1.15	1.15	1.15
Tomatoes, 3's.....	90	95	85	95
Lobster, talls.....	2.50	2.95	2.50	2.50
" " 1-lb. flats.....	2.75	3.00	3.25	1.25
" " 1/2-lb. flats.....	1.65	1.85	1.85	1.85
Mackerel.....	1.80	1.35	1.35	1.25
Salmon, sockeye, talls.....	1.30	1.35	1.40	1.60
" " flats.....	1.30	1.40	1.60	1.30
" " Horseshoe.....	1.40	1.45	1.50	1.60
" " Clover talls.....	1.55	1.60	1.60	1.60
" " Leaf flats.....	1.60	1.60	1.15	1.25
" " Cohoes.....	1.00	1.10	1.15	95
Sardines, Albert, 1/4's.....	12	12	13	14
" " 1/2's.....	20	21	21	20
" " Sportsmen, 1/4's.....	12 1/2	12 1/2	12 1/2	12
" " 1/2's.....	20	21	21	21
" " key opener, 1/4's.....	10	11	10 1/2	11
" " 1/2's.....	18	18 1/2	23	10
" " other brands, 1/4's.....	16	17	16	17
" " P. & C., 1/4's.....	23	25	23	25
" " 1/2's.....	33	36	33	36
" " American, 1/4's.....	5	4	5	5
" " 1/2's.....	11	10	11	11
Mustard, 1/4 size, cases.....	9.50	11.00	10.00	11.00
50 tins, per 100.....	4.25	4.50	4.25	4.50
Fruit in glass jars.....	1.20	1.50	1.60	1.15
Haddies.....	1.20	1.50	1.60	1.15
Kipperd Herrings.....	1.80	1.45	1.20	1.60
Herring in Tomato Sauce.....	1.80	1.45	1.20	1.60

GREEN FRUITS

Oranges, Valencias, 714's.....	5.00	6.50	8.00	6.00	6.50
" " 420's, large.....	5.00	6.50	8.00	6.00	6.50
" " ordinary.....	4.00	4.25	3.75	4.00	4.25
" " Jamaica, per bbl.....	4.00	4.25	3.75	4.00	4.25
" " California Navels.....	3.25	3.50	3.00	3.25	3.50
" " Cal. Med. Sweets.....	3.00	3.25	3.00	3.25	3.50
" " Marmalade.....	1.50	2.25	2.00	2.50	3.00
Lemons, Messina, new, p. box.....	1.25	2.00	1.50	2.25	2.00
Emanus, per bunch.....	3.50	5.00	2.50	4.50	3.00
Apples, per bbl.....	7.00	8.00	6.50	7.00	10.00
Cranberries, per bbl.....	3.50	4.00	4.00	4.00	4.00
Sweet Potatoes, bbl.....	9.00	10.00	10.00	6.00	7.00
Almeria Grapes, per keg.....	3.00	3.25	3.00	3.25	3.50
Egyptian Onions, about 100 lb.....	2.00	2.25	2.25	2.50	2.50
Bermuda Onions.....	3.25	4.00	4.00	4.50	3.50

SUGAR

Granulated (St. Lawrence, Redpath).....	\$ 1.50	\$ 1.55	\$ 1.65	4 3/4	4 1/2	5 1/2	5 1/4
Granulated, Acadia.....	4.50	4.63	4.63	4 3/4	4 3/4	5 1/2	5 1/4
Paralump, bbls. and 100-lb. bxs.....	5.60	5.78	5.78	5 3/4	6		
Paralump, in 50-lb. boxes.....	5.70	5.88	5.88	5 3/4	6		
Extra Ground Cing, bbls.....	5.20	5.35	5.35	5 3/4	6		
Powdered, bbls.....	5.05	5.12 1/2	5.45	5 3/4	6		6 3/4
Phoenix.....	4.40	4.48	4.48				
Cream.....	4.40	4.48	4.48				
Extra bright.....	4.35	4.38	4.38	3 3/4	3 3/4	4 3/4	4 3/4
Bright coffee.....	4.25	4.28	4.28	3 3/4	3 3/4		
No. 3 yellow.....	4.05	4.18	4.18	3 3/4	3 3/4		
No. 2 yellow.....	3.95	4.08	4.08				
Trinidad.....	3 1/2						

SYRUPS AND MOLASSES

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Syrups.....				
Dark.....	1 1/4	30	32	3
Medium.....	2	35	37	3 1/2
Bright.....	2 1/4	35	37	3 1/2
Honey.....		40		
" " 25-lb. pails.....	90	1.00		
" " 35-lb. pails.....	1.20	1.40		
Molasses.....				
New Orleans.....		26	45	28
Barbadoes.....	29	30		29
Porto Rico.....		38	42	32
Antigua.....				25
St. Croix.....				27

CANNED MEATS

Comp. corn beef, 1-lb. cans.....	\$ 1.50	\$ 1.40	\$ 1.50	\$ 1.50	\$ 1.65	\$ 1.75
" " 2-lb. cans.....	2.65	2.50	2.60	2.50	2.65	3.00
" " 4-lb. cans.....	8.25		8.00	8.75	9.25	
" " 6-lb. cans.....	18.00		18.00	20.00	21.00	
Minced callops, 2-lb. can.....	2.60		2.60	2.75	2.50	
Lunch tongue, 1-lb. can.....	3.30	3.20	3.25	3.00	3.25	3.00
" " 2-lb. can.....	6.70	6.75	7.00	5.80	6.00	6.50
English brawn, 2-lb. can.....	2.40	2.60	2.50	2.75	2.80	2.75
Camp sausage, 1-lb. can.....			4.00	4.00		
Soups, assorted, 1-lb. can.....			1.50	1.40	1.50	
" " 2-lb. can.....			2.20	2.25	2.30	
Soups and Bouill., 2-lb. can.....			1.80	1.75	1.80	
" " 6-lb. can.....			4.50	4.25	4.50	
Sliced smoked beef, 1/2's.....	1.70	1.65	1.70		2.00	
" " 1's.....	2.50	2.80	2.95		3.25	

COUNTRY PRODUCE

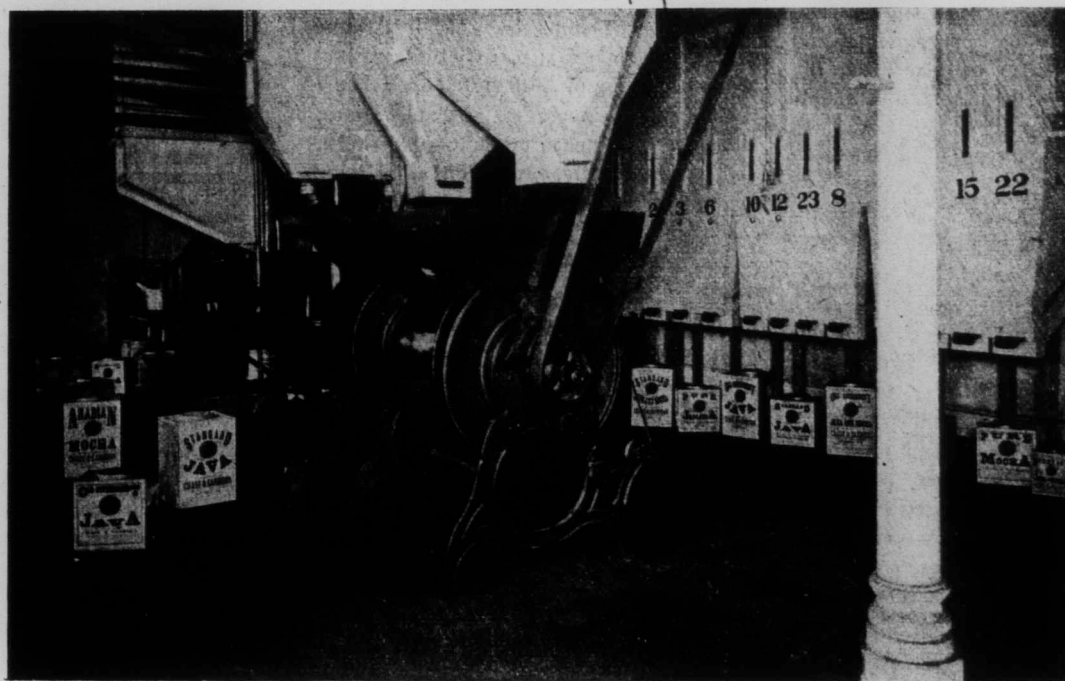
Eggs, new laid.....	12 1/2	13 1/2	11 1/2	12	13	14	15
" " limed.....							
" " held or cold stored.....							
Poultry—chickens, dressed.....		60	80	45	70		
Geese, per lb.....		7	8	50	70		
Ducks, per pair.....		75	1.00	50	60		
Turkeys, per lb.....		10	14	10	14		
Honey, comb, per doz.....	8	9	6	6 1/2	7	8	
" " light color, 60-lb. tins.....				7	8	10	
" " 5 and 10-lb. tins.....				3	4	5	6

FRUITS

Foreign.....							
Currents, Provincials, bbls.....	4 1/2	4 3/4	4 3/4	4 1/2	5	7	7 1/4
" " Filiatras, bbls.....	4 1/4	4 1/2	4 1/2	4 1/2	5 1/2	7	7 1/4
" " 1/2-bbls.....	4 1/4	4 1/2	4 1/2	4 1/2	5	6 1/2	7 1/4
" " cases.....	4 1/2	4 1/2	4 1/2	4 1/2	5 1/2	6	7 1/4
" " 1/2-cases.....	4 1/4	4 3/4	4 3/4	4 3/4	5 1/2	6	7 1/4
" " Patras, bbls.....					6	7	7 1/4
" " 1/2-bbls.....					6	7	7 1/4
" " cases.....					6	7	7 1/4
" " 1/2-cases.....					6	7	7 1/4
Vostizzas, cases.....	5 1/2	6 1/2	6	6	6 1/2	8	8
Dates, boxes.....	5 1/4	6	5 1/2	6	5 1/2	6	7 1/2
Figs, 10-lb. boxes, per lb.....		18	20	14	16		
" " Mats, per lb.....			3 1/2	3 1/2			
" " Naturals, per lb.....			8	8 1/2			
" " Naturals, boxes.....			12	12			
Prunes, California, 40's.....		10	11	10	12		
" " 50's.....		8 1/2	9 1/4	8 1/2	9		
" " 60's.....		8	8 1/2	8	8 1/2		
" " 70's.....		7 1/2	7 1/2	7 1/2	8		
" " 80's.....		7	6 3/4	7	7 1/2		
" " 90's.....		6	6	6 1/2	7	6 3/4	6 1/2
" " Bosnia, B.....							
" " C.....							
" " D.....							
" " U.....							
Raisins, Valencia, off stalk.....	4 1/4	4	4 1/4	5	6	1.70	1.90
" " Fine off stalk.....	4 1/2	4 1/2	4 1/2	5	5 1/4		
" " Selected.....	5 1/4	5	5 1/2	6	7		
" " Layers.....	5 3/4	5 1/2	6 1/4	5 3/4	6	8	8 1/2
" " Sultanas.....	11	16	15	10	12	10	12
" " California 3-crown.....	6 3/4	7	7 1/2	7	7 3/4	7	7 1/2
" " 4-crown.....	7 3/4	7 3/4	8 1/2	8	8 3/4	9	9 1/2
Domestic—Apples, dried.....	6	6 1/2	5 1/2	6	6 1/2	8	8 1/2
" " evaporated.....	9	9 1/2	9 1/4	9 1/2	10	11	12

PROVISIONS

Dry Salted Meats—							
Long clear bacon.....		6 1/4	7				9 1/4
Smoked Meats—							
Breakfast bacon.....	10 1/2	11	10 1/2	11		11 1/4	12
Rolls.....	9	7 3/4	8	9 1/2	10	10 1/2	10 1/2
Hams.....	10 1/2	12	10	10 1/4	10 1/2	12	11 1/2
Shoulder hams.....	10	7 1/2	7 3/4	8	9	9 1/2	9 1/2
Backs.....		10	10 1/4				



Where Seal Brand Coffee is Ground.

THE shrinkage of coffee by roasting averages 15 to 16 per cent.; extremely green lots losing 18 per cent., while a very old lot will not lose over 12 or 13 per cent.

The roasting process will develop in every coffee more or less of what is termed in coffee parlance, quakers. Too much importance is attached to these kernels, many supposing that their presence indicates a mixture. Such is not the case: they are simply a bean, which, while on the trees, become sun dried, leaving nothing but a lifeless berry; they roast white and are perfectly tasteless.

Simple as it may seem, the process of grinding the roasted bean is one that requires more attention than what is usually given to it. Coarse ground coffee requires protracted boiling to extract its strength, and much boiling is fatal to a good cup of coffee. While one may grind too finely, the mistake of grinding too coarsely is that most frequently made. Just to what degree of fineness it should be ground, depends somewhat on the manner of making the coffee. There are three distinct methods employed in making coffee, as follows: Boiling, filtering and by infusion. The first method is the most common one, and the coffee used should be ground so that the larger particles would not exceed in size the head of a pin: while, for the other two methods, the coffee should be ground very fine, and we believe that it is of very great importance to the retail grocer that he should discover just what method each consumer uses, and adjust his mill to individual requirements.

CHASE & SANBORN

Proprietors of "Seal Brand" Coffee,

MONTREAL

POSITION OF CHEESE IN ENGLAND.

THERE are still two full months before the new make of cheese, either from home sources or from America and Canada, can begin to be placed on the market, and sellers here now find themselves thrown pretty much on their own resources, which do not appear to be very extensive. Cable offers have ceased to come from Canada, America has practically disappeared from competition, and New Zealand, which was looked upon as a certainty for a considerable addition to this country's wants, turns out to be a broken reed. Thus prices, which had halted long under 50s. for finest September makes, have commenced their ascent towards 60s., having reached 54s., and promising to go higher still as the warm open days come on and increased consumption puts buyers under the necessity of replenishing stocks. As it is, prices are already some 12 to 14s. above those ruling this time last year; a situation which has been arrived at in consequence of the steadily decreasing shipments, culminating in the information sent across the Atlantic to the effect that, save for a few lots held on account of importers here, there are very few parcels to come forward.

It has been matter for some speculation on the other side during the winter, that prices should have so long remained at a comparatively low figure in the face of diminished output; but the fact is, we have heard of that lessened make before, and grown used to seeing reports of it, followed, towards the end of the season, by mysterious consignments of heavy lots which have knocked the bottom out of prices and netted a loss to other holders. Thus, buyers have held off, refusing to believe in scarcity, present or prospective, until now they find themselves, if report be true, pretty well bare. Moreover, they had the New Zealand make to look to. It was expected that this season there would be a fairly large import thence; but it has not come.

It is not clear what the reason for this is. It may be that the colony's milk has been put into butter, supposed to pay better; but it is thought in some quarters that shipments have only been delayed in order that the arrivals should reach us on the top of the rising wave. If this be so, the shippers have gone past themselves, and stand to get left, as a big consignment at the fag end of the season would require some skilful engineering to clear at high figures. The home make has undoubtedly got into very small compass, and all round there is little to be found to come; full cream Dutch being as scarce as American, Canadian, New Zealand, and home varieties

competing with them. It is impossible to say how much remains in the hands of the retailers and big buyers, or even in the warehouses of importers, but it is quite evident that there is a scarcity there was not at the beginning of April, 1898, and, should the weather change to settled warmth, allowing an increase of out-of-door work, and, consequently, an addition of some magnitude to the demand for cheese for consumption, stocks would be so much further run upon that prices would go higher still.

Liverpool is more speculative than London, and rushed up the price before Metropolitan dealers did; but a true sign of scarcity is the fact that in the provinces rates went considerably higher without waiting for the London lead. We do not suppose that in any circumstances such a pitch of excitement would be reached that very much higher prices could be expected, as consumption would be instantly checked if a great increase had to be made in the retail price. Still, it might easily go to 60s. for finest September Canadians, which would be a better wind up for the producer than he has seen for years, and would inevitably have its effect in all centres of production.

If the rise must come, it must; and after so cheap a season the public cannot grumble if they have to pay a little more than they have done during the winter. All we fear is that our friends in Canada may get too big a notion of our dependence upon them if we rush up quotations too far, and the new season would open at a height which it could not maintain, and which would cause disaster. Moreover, that wretched product, the fodder cheese, would inevitably come along in increased amount, in haste to catch some of the profit to be made with the market at great height, and this is far from being desirable. Those leathery goods are bad for the seller on both sides—the producing country is prejudiced by them, and the vendor here does not satisfy his customers. We hope there may be few fadders in the coming season, and no "filleds," for they are both an abomination.—Grocers' Journal, April 8.

NEW FIRMS COMMENCING.

A. Charson has started as grocer, in Montreal.

Thomas Roy has opened a grocery store in Westville, N. S.

H. J. Shea has opened a confectionery store in Westmount, Que.

Mederic Daignault has started business as general merchant, in Chambly Basin, Que.

THE QUEER TOMATO MARKET.

THE GROCERY WORLD, of Philadelphia, says: "The canned tomato market can usually be depended on to do some strange things, and it has done a few of them since January 1. The market was rather low about that time, and the entire trade expected prices to advance when the new year began. This was on the theory that a shortage in the spot stock would begin to make itself felt about that time.

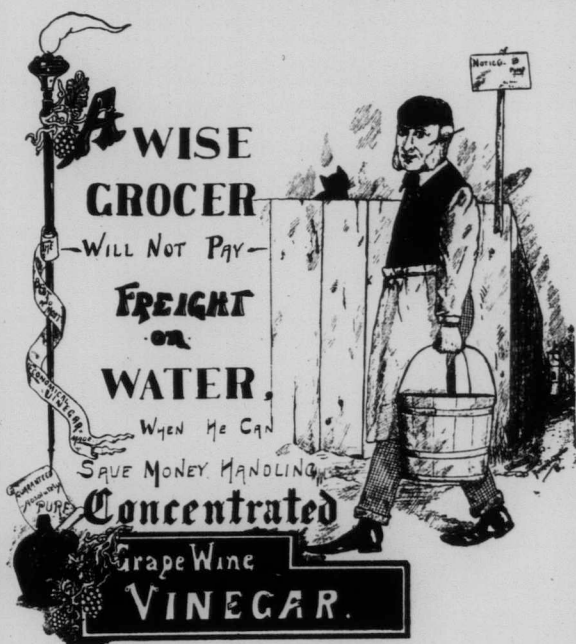
"The stock of canned tomatoes is proverbially elastic, and seemed just as plentiful after January 1 as before. Consequently, the price sagged instead of stiffening, and finally declined. At present the market for spot stock is about midway between 60 and 70c. in car lots, which is a decline of about 5c. per dozen since a few weeks ago. Even at the decline, the market is none too strong, and there are those who prophesy it will go even lower. It is scarcely likely to go to the old 60-cent basis, because it would pay to buy and carry over at even a higher price than that, which fact will likely prove a stiffener of the market. A decline of 2½ cents from the present basis, however, is not unlikely, especially if the demand continues as poor as it has been for the last thirty days.

"One reason why the spot stock of tomatoes holds up so well is the fact that last year, retail grocers all over the country largely increased their purchases of futures, and this stock is not yet exhausted. This keeps retailers off the market, and, besides, constitutes a factor in figuring the available supply."

HARD ON THE SMALL RETAILER.

Competition is keen in the grocery trade as between individuals; it is keener as between them and companies and stores; and now—as if the strife were not sufficiently bitter—we have restaurateurs entering the arena. A certain big firm, having achieved success in the department of the public supply relating to the satisfaction of human appetite on its walks abroad, following this up by securing contracts for feeding society in its merry moods and at its public functions, is now sighing for new worlds to conquer. It seeks to penetrate the household, and to bring home its wares to those who will not call for them. Thus it comes to pass that in certain districts—pioneers only, possibly, in a movement destined to encompass the metropolis—householders are receiving presents of bread and tea. If the samples please, they can buy the bread ½d. per quarter under the current rate, and the tea at 1s. 4d. Truly, the small retailer is in a hard case in his fight with the giant of trade.—Grocers' Journal.

“Don't Pay Freight on Water”

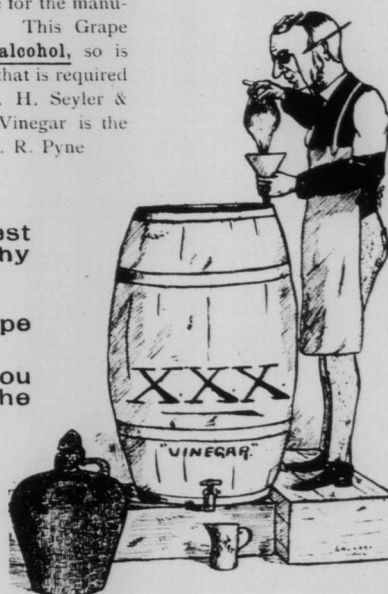


BUY **CONCENTRATED
GRAPE WINE VINEGAR**

(IMPORTED FROM GERMANY)

Absolutely Pure. Highest Awards in Europe and America.

The Canadian Journal of Medicine and Surgery, the recognized authority in Canada on Medical and Health Subjects, in speaking of Seyler's Concentrated Grape Wine Vinegar, says, referring to its purity and cleanliness: "There are too many Vinegars of which this cannot be said, so that when medical men know that an article such as this is pure, **and as represented**, they, of all men, are able to do more for the manufacturer than any other class can. This Grape Wine Vinegar is **quite free from alcohol**, so is specially suitable for the sick. All that is required to prove to the profession that W. H. Seyler & Co.'s Concentrated Grape Wine Vinegar is the best is to quote what Analyst Dr. A. R. Pyne says about it."



GROCERS: Such high authorities, who have no interest whatever in the making of vinegars, are worthy of a hearing.

GROCERS: Save money by buying Concentrated Grape Wine Vinegar.

Why pay more for COMMON Vinegars when you can buy the BEST and PUREST made in the world for less money?

Why bother with barrels?

Why bother with carting water from the station to the store?

STOP AND THINK FOR A MOMENT how much you will save, how much more pleased your trade will be with Concentrated Grape Wine Vinegar! Don't let others think for you, investigate for yourself.

Sole Importers in Canada:

WM. H. SEYLER & CO.

Ask your wholesaler for it. If he does not keep it, write to us direct.

Room 100 Board of Trade. **TORONTO**

Crosse & Blackwell, Limited

PICKLES, SAUCES, MALT VINEGAR

JAMS and CONDIMENTS

KIPPERED HERRINGS ⁱⁿ Tomato or Shrimp Sauce;

C. E. COLSON & SON,

MONTREAL

OF COURSE THIS IS TRUE.

THE first victory over the traveling man was won in this way, and the others same ad libitum in about the same manner, so that the story of one is the story of all of them, says The Minneapolis Commercial Bulletin.

The traveling man wore a carnation in his buttonhole and a smile of greeting when he invaded the retailer's sanctum with his new clothes.

"Want anything to-day?" he inquired in an off-hand jovial way.

"Nope," was the merchant's laconic reply.

"House is offering some real bargains this trip."

Ignoring the statement, the merchant inquired:

"Carry any butter color?"

"Yes, sir."

"What does it cost?"

"Two dollars a case."

"Too high."

The traveling man leaned confidentially over the counter, as traveling men sometimes do when they are making an effort to secure the trade of a hard customer, and whispered in the merchant's ear:

"Sell it on commission," he continued.

"Can't cut under the price. I'll tell you what I will do, though. We will make it \$1.90 and give you a 10 per cent. cash rebate, permitting it to be billed to you at \$2."

The traveler fished a dime out of his pocket and handed it to the merchant and the order was sent in.

In a few days a reply came back from the jobbing house saying they were out of butter color and would not handle it thereafter.

Two weeks later the traveler reached the town on his rounds again.

"Make the same price on butter color?" asked the merchant.

"Will to you," was the reply.

"Send me two cases."

The traveling man gave up 20c., and a few days later the merchant received a letter from the jobbing house similar to the first.

"How is butter color?" asked the merchant the third time the traveler appeared.

"The same."

"Send me three cases."

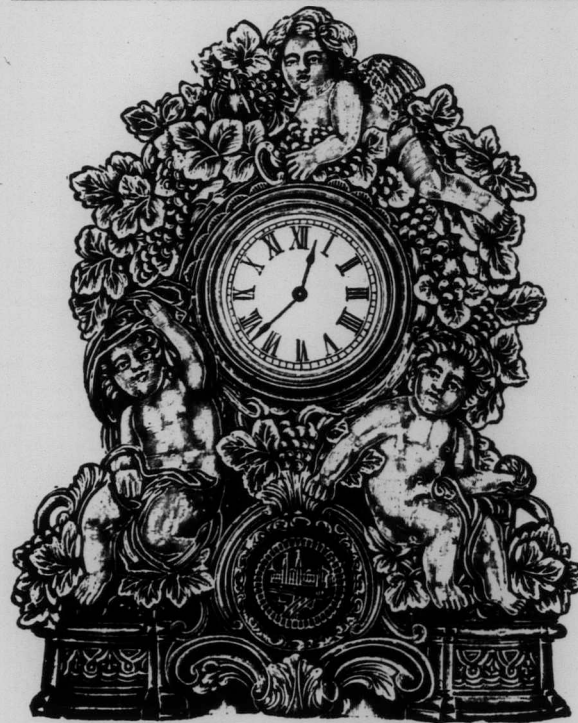
The merchant put 30c. down in his pocket, but no butter color came. The customary letter showed up a few days later.

Now, as this thing had been going on for a number of years and the merchant has ordered butter color every time the traveler has called on him, and has received his cash

rebate without ever having the order filled, I will leave it to you, gentle reader, isn't he entitled to have chunks of fame thrust upon him? Isn't a man that can fool a traveling man that way a Napoleon or something or other?

Pickles to retail at 10c. per bottle are in stock with H. P. Eckardt & Co.

"Japan and Patna rice, bought at the lowest figures in the market, carload just arrived, which we are offering at very low prices," write T. B. Escott & Co.



(Size 14½ x 12 inches.)

THE DRESDEN

A large and massive

CLOCK Gold Finished.

Packed with an assortment of Adams' Tutti Frutti Gum and other brands, viz.:

72 Bars Tutti Frutti.....	\$ 3 60
30 Packages Pepsin Tutti Frutti	1 50
72 Bars Globe Fruit.....	3 60

The Dresden, Gold Finished...	8 70
	6 50
	\$15 20

**Price, Complete,
\$7.00.**

ADAMS & SONS CO.

(Toronto Factory)
11 and 13 Jarvis St.,

Toronto, Ont.

Brushes Brooms Woodenware.

There is no haphazard guesswork in the various grades of our Brooms, Brushes and Woodenware.

Each separate article is governed and judged on its quality and workmanship by one standard. If the article fails to reach the excellence of that standard it is cast aside—NO ONE GETS IT.

The reputation of 43 years is not to be lightly tampered with—that's the way we feel about it.

Perhaps you feel the same way about the quality of the household necessities you sell. If you do—write us. We will co-operate together for more business.

Boeckh Bros. & Company

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

Manufacturers

Toronto.



Hudson's Soap

A FINE POWDER. IN PACKETS ONLY.

Will wash more clothes, and do more work in much less time than any other Soap.

SOAK YOUR CLOTHES

with HUDSON'S, and the Dirt will slip out with about half the usual labour.

R. S. HUDSON,
34, Chabollez Square,
MONTREAL.

Used in all the "Happy Homes of England."

"It pays to sell only reliable goods."



The Leading Canadian Pickle

The Famous "Sterling" Brand.

You know the old adage: "A pleased customer is a come-again customer." If you sell your customers the well-known "Sterling" brand pickles they will be pleased and become permanent customers of your store. These pickles are made from purest selected Canadian vegetables, and made in a thoroughly scientific manner by those who are masters of the pickling business—the equal of any pickle, home or foreign, excelled by none.

T. A. LYTLE & CO.

"Canada's Greatest Pickle Manufacturers."

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

"Queen Brand"

CLEANED CURRANTS

— in —

1-LB. CARTOONS

No stems, stones, dirt or germs.

WARREN BROS. & CO.

TORONTO.

B. C. First, last and all the time.

Send us your quotations on Butter, Eggs, Cheese, etc., etc., or your enquiries for prices.

F. R. STEWART & CO.

VANCOUVER, B.C.

Branches: Victoria and Nelson.

Canadian Agents for "HONDI" Pure Ceylon Tea.

NEW CUSTOMERS

secured by selling

THE FRAGRANT . . .

"MAGNOLIA"

CEYLON TEA

Dissatisfied customers a thing of the past

BEST TEA. BEST PROFIT.

MOST ATTRACTIVE PACKAGE.

GEORGE FOSTER & SONS

Wholesale Grocers,
BRANTFORD, ONT.

STARCH

ARGO

GLOSS

in 1-lb., 3-lb. and 5-lb. packages, and 50-lb. boxes, and 200-lb. brls.

A SHIPMENT JUST ARRIVING.

PERKINS, INCE & Co.

TORONTO.

The Why of it.

There has been very little change in the value of genuine high-grade Java and Ceylon Coffees, notwithstanding the fact that there is such a large surplus of cheap, medium and low-grade South Americans offering under different names.

Well posted dealers know this, and that is why so many pay a premium for EXCELSIOR BLEND over other so-called best Brands. They know they are getting value for each cent in EXCELSIOR.

It is a perfect Blend of highest grades. There is

only one Excelsior.

Todhunter, Mitchell & Co.

Importers Highest Grade Coffees,
TORONTO.

TRADE IN OTHER COUNTRIES THAN OUR OWN.

OPENING PRICES ON SALMON.

NO opening prices have yet been made on Columbia river salmon, but it is expected that they will be published during the next week or ten days. The general impression is that the opening price will be on the basis of \$1.25 for talls, though, in view of the fact that no raw fish is to be obtained at less than 4½c. and the indications point to even higher figures on the latter, a still higher price than \$1.25 for talls may be established. According to late advices from the Coast the independent packers are waiting for the association to make prices, while the latter is thought to be holding back for a while, until the plan of action of the outsiders is developed.

THE BARBADOES SUGAR CROP.

Clairmonte, Man & Co., in their circular dated Barbadoes, April 1, say: "The reaping of our crop has been much retarded by showery weather and the unripeness of the canes; however, all estates are now working, and as a consequence molasses is being offered more freely by planters and value has declined; sales made on the 30th ult. at 11c. per gallon and \$4 for pun. Sales of muscovado sugar are being made at \$1.90 per 100 lb. and hhds. \$5, basis 89 deg., and bags, \$2 per 100 lb; dark crystals, \$2.50 per 100 lb."

DRIED FRUITS IN LONDON.

Advices by mail from London make the stock of currants there on April 1, 7,552 tons, against 8,607 tons at the same date last year and 10,697 tons in 1897. Of Valencia and Denia raisins the London stock on April 1 was 345 tons in 1899, 984 tons in 1898 and 637 tons in 1897. Of Smyrna sultana raisins at this date the quantities were: 78 tons in 1899, 49 tons in 1898 and 59 tons in 1897.

SICILY ALMONDS EASIER.

Late cables from Sicily denote an easier feeling in shelled almonds there, as the damage to the crop has not been as great as previous advices made it appear, and a good output is now expected. The reports from France, however, are to the effect that the crop there will prove to be almost an entire failure.

THE COMING FIG CROP.

A New York firm has sent out the following report:

"Our friends in Smyrna write us fully about the future crop, which is promising

remarkably well. The severe frosts which occurred in the fig district during February, 1898, killed down to the roots a considerable portion of the trees, but, with ordinary weather during the season of growth, there should have been, during the season of 1898, about one-half an average crop, instead of something less than one-fifth of a crop, as finally resulted; the great depreciation was caused by the exceedingly dry weather of the 1898 summer, the trees which were not killed having very little vitality owing to the frost damage. During the past months the rainfall appears to have been ample, and everything favors the crop of the coming year; and, while it is early to have reliable information, still our friends look forward to a crop of about 40,000 loads, compared with an average crop of 70,000, and with only 13,000 final outturn of the crop of 1898. Should the crop prove as at present expected, we shall doubtless again see reasonable prices for this article during the coming campaign, as the previous crops of 70,000 loads were considered excessive and beyond the wants of consuming countries."

Advices by mail from Baltimore are to the effect that the market has been closely cleaned of stock of 3-lb. standard tomatoes at 65c. net cash, though it was still thought possible that a few small lots might yet be secured at that figure. The majority of the holders, however, were asking 67½c., and were said to show little disposition to sell even at this price. The west is reported to be inquiring for tomatoes in Baltimore, although as yet there have been no sales of

consequence to that section.—New York Journal of Commerce.

IS IT TRUE?

The other day, says a writer in Retail Grocers' Advocate, a grocer told me the following—I wonder if it is true? :

"I have been buying goods of a certain house for years, and have always paid them promptly so as to get my discounts.

"We have in our neighborhood another grocer, who sells close, and is reported to be able to give things away if he feels inclined, because he is said to have failed as many as four times in the last five years, and never to have paid a cent in settlement.

"The store is open the next day, and is owned by some other member of the family always, who knows nothing of previous transactions.

"Recently, he has been going amongst my customers, and has offered certain canned goods only to be had of this house, at a price slightly less than my purchase price.

"Knowing that if there were any advantages to be had in buying, that I should get them, I made it my business to get at the facts.

"What do you think that I was told in explanation of the fact (as I found to be true) that the other fellow was buying cheaper than I was? Simply this: 'He buys all his goods regularly of us, and does not shop about, as you do now and then, and, of course, we can afford to sell him cheaper than we do you.'

"Well, that's a sort of reasoning I do not understand, especially when the 'regular' owed much money to this particular firm, had not paid many others, and I, on the contrary, had."

If this is true, and it is so alleged, the conflict has reached a new and interesting phase.



A profit-maker for the retailer.
A HAPPY HOME-MAKER for the user.

SILVERINE PROFITABLE
ATTRACTIVE
GUARANTEED

Should be on your shelves

See our quotations.

(It won't stay there long.)

SILVERINE MFG. CO. - - MONTREAL.



Cow Brand Baking Soda

is making wonderful progress in regard to sales. The demand increases every month. Every farmer's wife in Ontario has our recipe book, which has been mailed at the rate of 5000 per week for some months past.

GROCERS:—Do not let your stock run out; every wholesale house carries all sizes of packages.

JOHN DWIGHT & CO.
TORONTO AND MONTREAL.

THE DISCOVERER OF BEET SUGAR.

THE Berlin correspondent of The Louisiana Planter states that in many papers, German and foreign, it has been noted that on January 11, 1899, the beet sugar industry celebrated its hundredth anniversary, as on that date, one hundred years ago, Achard submitted to King Frederick William III. of Prussia a report of certain successful experiments made in the production of sugar from beets, which was accompanied by samples of the new kind of sweet, and it is alleged that with this report the feasibility of beet sugar production was, for the first time, practically demonstrated.

This, however, says the correspondent, is not correct. It is a well-known fact that Marggraf in 1747 discovered the sugar in the beet, and that this discovery was laid before the Academy of Science in Berlin in that year; so that the jubilee of the beet sugar industry should have been celebrated in 1847. It is true, however, that about 40 years elapsed before the discovery of Marggraf was developed into practical results. A scholar of the latter scientist, Achard undertook in 1786 experiments in growing beets rich in saccharine matters, and he not only succeeded in this respect, but he also extracted sugar from the roots, of course, only on a small scale. Archard begged the king to grant him a privilege for the manufacture of beet sugar for ten years, and at the same time wished to have given him an estate on which he might continue his experiments and eventually build a factory; but these wishes were not complied with. A royal commission was appointed to examine the experiments of Achard, and consequent to the reports of this commission it was intended to build a small factory; but this plan was never executed. In 1801, when King Frederick Wilhelm condescended to support Achard's aspirations by a loan, the latter was enabled to buy an estate in Silesia and to construct a factory, which, in the month of March, 1802, started work. It was, no doubt, a memorable moment in the history of the sugar industry when Achard presented, in 1797, his report to the king; but for jubilees either the year 1747 or the year 1802 should be taken as departures—the latter because the industry was really started in 1802.

ST. JOHN'S WINTER PORT TRADE.

When the Allan liner Mongolian sails next Sunday, the winter port trade from St. John, N.B., will be over. Fifty steamers will have taken cargo as follows: Dominion line to Liverpool, 13; Allan line, 9; Beaver line, 2; Donaldson line to Glasgow, 13;

Manchester line to Manchester, 6; Head line to Belfast and Dublin, 7. There were also the regular fortnightly sailings of the small Furnace liners to London. This year's total trade shows an increase over that of last year. For example, the value of cargo taken to Glasgow is 40 per cent. greater than that of last season. The proportion of American produce carried was larger this season than last.

The Provincial Legislature has given its endorsement to the scheme to provide a great modern dry dock at St. John. It is hoped to get Federal and Imperial aid.

MONTREAL RETAIL GROCERS.

The monthly meeting of the Montreal Grocers' Association was held last Thursday evening in the Monument National, the president, Mr. J. Scanlan, occupying the chair. The secretary read letters from the Hon. F. G. Marchand and Mr. R. Lemieux, M.P., in which the latter acknowledged the association's thanks for services rendered during the passing of the Pharmaceutical bill.

The treasurer, Mr. Dixon, reported that the \$800, which had been contracted, remained good until July. The treasurer said that he hoped that the members would make a strenuous effort to reduce the debt, and that, with a successful picnic, the whole amount could be paid off.

The treasurer also read the bill which is now before Parliament, respecting the inspection of fruits, and he hoped that the association would strongly support it.

With reference to the bill respecting the seizure of salaries of Government employes, the secretary was authorized to write to the promoters of the bill, assuring them that they had the unanimous support of the association.

THE BUTTER MARKET.

Receipts of butter on Toronto market have, in the past week, been so much in excess of the demand, either local or shipping, that accumulation of stock is reported everywhere, and the price is to-day fully 3c. below that of a fortnight ago.

Even at the prices quoted, there is an easy feeling, and a large buyer could get a material reduction. As the stock coming in is fodder butter, it has not the keeping quality or the color of the stock that will arrive in a short time, so commission men would give a cent or so to an extensive buyer.

The indications point towards a large make this spring, notwithstanding the high price and the probability of a big make of cheese, so prices of both creamery and dairy are likely to go still lower than they are at present.

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

Royal Snaps

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

THE HOME CAKE CO. GUELPH, ONT.

In Baking Powder

THREE STANDARDS ARE:

WHITE SWAN

1-lb. Tin, 25c.

ROYAL CANADIAN

1-lb. Tin, 15c.

QUEEN'S FAVORITE

1-lb. Tin, 10c.

Supplied through the trade.

SMITH & SCOTT, Mfrs.

TORONTO

DON'T PAY FREIGHT ON WATER

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

Agents—

W. H. SEYLER & CO.

Room 100, Board of Trade, TORONTO

Agents for HEINRICH FRANCK SOHNE & CO.

German Chicory, Coffee, Extracts and Essences

LUDWIGSBURG, GERMANY FLUSHING, N.Y.

COWAN'S

Hygienic Cocoa

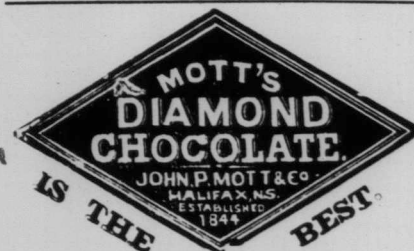
Royal Navy Chocolate

AND

Famous Blend Coffee

are the favorites with all grocers.

THE COWAN CO., LIMITED, TORONTO



IS THE BEST. ASK FOR MOTT'S

TRADE CHAT.

COUNTERFEIT 50c. pieces are being circulated in Essex county, Ont. They are reported to be excellently made, but a trifle heavier than the genuine article.

Jas. Alexander, cheese exporter, Montreal, has opened an office in Belleville, with J. A. Ken as manager.

Two of the biggest breweries in Montreal, Eker's brewery and the Canadian Brewery Companies, have been consolidated.

The style of G. T. Somers, banker, Beeton, Ont., has been changed to G. T. Somers & Co., and a branch has been opened at Cookstown, Ont.

W. Gibson & Co., confectioners, Brantford, Ont., intend erecting a modern bake-shop in that place. Besides confectionery, bread will be made in the new shop.

W. C. Crawford, hardware dealer, Tilbury, Ont., is adding drygoods, groceries, boots and shoes, etc., to his business. This has necessitated a large addition to his premises.

The Standard Oil Company will use oak barrels in future in the distribution of coal oil throughout Canada, discarding the elm barrels now in use as speedily as the others can be received.

The annual report of the Marine Department shows that, during the year 1898, the number of wrecks in Canadian waters was 187, representing a total loss of \$722,967 in vessels and cargo.

Overland shipments of oranges from Southern California for the week ending April 5 aggregated 387 cars, making the total shipments from the beginning of the season to that date 7,390 cars.

A bill has been introduced into the Pennsylvania Legislature requiring that alum baking powders should have designated on their label their true character by having inserted the words "This baking powder contains alum."

A deputation from Quebec, headed by Rev. Dr. Rose, director of the Agricultural College at L'Assomption, Que., waited on the Minister of Inland Revenue last week asking that the Government should help find a market for Canadian-grown tobacco.

Small Boy (to grocer)—Will you let my mother have a pound of treacle and she'll pay you on Saturday?

Assistant—Tell your mother we don't give credit.

Small Boy—She doesn't want credit; she wants a pound of treacle.—Tit-Bits.

A company with a capital stock of \$200,000 is being formed to take over and enlarge the wine business of Ernest Girardat

& Co., Windsor, Ont. The present output of the Girardat plant is about 50,000 gallons a year. The new company will increase the capacity to 200,000 gallons a year, and expects to practically control the native wine trade of Canada. The company will also go extensively into the manufacture of vinegar and champagne, and will equip a large cooperage plant.

A Victoria despatch says that at the annual meeting of the British Columbia Salmon Cannery Association, a series of resolutions were passed condemning the new fishery regulations, and asking the Government to establish additional hatcheries, and that spawning beds be conserved. If the revenues will not permit this, the canners are willing to pay a tax of 1 per cent. on every case of fish, the money to be used for the above purpose.

THE SUGAR WAR.

The fierce competition which marks the sugar refining interest never was stronger than at present. It looks now as if the outcome of the trouble would be a complete revolution in methods of distribution. We would not be surprised if eventually refiners were forced to sell sugar direct to consumers, just as milk, soap, and other articles are now sold. The introduction of package sugar was an innovation that is still in its infancy. The 2-lb. paper package has been followed by the 2-lb. and 5-lb. cotton packages, and in time the packages will be made to conform to the wants of consumers in various sections. And then we shall have the dollar package, and soft sugars, as well as hards, in packages of varying weight. And then?—American Grocer.

IMPORTS OF TEA IN THE UNITED STATES.

The imports of tea for the first eight months of the present fiscal year, ending February, were as follows:

From—	1898. Pounds.	1899. Pounds.
China	32,145,071	26,647,600
Japan	19,731,223	27,469,665
United Kingdom	1,491,014	943,533
East Indies	1,469,126	1,069,657
British North America	439,125	596,152
Other Asia and Oceania	257,778	1,187,253
Other countries	1,911	9,392
Total	55,535,248	57,923,252

CANNED FRUITS FOR ENGLAND.

Mail advices from San Francisco to April 8 state that of the 459,696 cases of Californian canned fruits shipped by sea to England, 401,199 cases have arrived, leaving but 58,497 cases to hear from. Spot stocks on the Coast were reported to be low and are expected to clean up very close before new pack is available.

A BRUSH FIRM'S SAMPLE-ROOM.

BOECKH BROS. & COMPANY., Toronto, have recently remodeled their offices and sample-rooms on an elaborate scale, and they are, without doubt, one of the finest equipped premises in their line in Canada.

The samples of brushes are arranged in long glass-covered cases with sliding tops, where the smallest artist's brush to the largest painter's and kalsomine brushes, may be seen, and it is really surprising to see the variety of this class of goods to select from. Under these glass cases are fitted sliding drawers, containing scrub, shoe, stove, dandy, horse, and clothes brushes; also, various other lines too numerous to mention. Brooms are fitted in a rack along the wall, with whisks placed in between. Underneath are washboards, tubs, pails, churns, and other wooden packages. Above the brooms are bannister brushes, hair brooms, hearth dusters, and other goods of this class. A large assortment of baskets for all purposes is neatly arranged to attract the customer's attention.

On the south side, the offices are divided from the sample-room by a glass partition, fitted with handsome fixtures. Adjoining the general offices are private offices for general manager, secretary, and cashier; also, for buyer and sales department. A vault has been built of substantial size for books, etc.

Separate from this again the numerous traveling salesmen have not been overlooked, having a room fitted up for their use in grand style. Between this and general offices is a typewriter's department for the stenographer and stationery stock. The stationery stock contains no small amount of printed matter of various kinds.

Wash-rooms are in keeping with the other parts, being modern and up-to-date in every respect.

An electric elevator replaced the old Armstrong patent which makes a big saving in time, both to the firm and employes.

Luxfer prisms have been fitted over the front window, which throw abundance of light into the back part of the warerooms.

The building has been fitted throughout with a system of steam heating and is lighted by electricity.

On passing out on to the street again attention was called to the various lines of adjustable show and display tables, which are neatly decorated with brushes, and, as a finishing touch to the artistic appearance of the showrooms, a number of flowers and palms occupy prominent places which add much to the beauty of the place.

The factories of the company are located on Adelaide street west, and goods are sent to warerooms every day for shipment.

PARLORS

“Eagle,” 200's and 100's.

“Victoria,” 65's.

“Little Comet”

SULPHUR

“Telegraph”

“Telephone”

“Tiger”

**Eddy's
Matches.**

THESE MATCHES

are known as the best in Canada,
and are famous for their

CERTAINTY IN PRODUCING A LIGHT.

ABSENCE OF BAD ODORS.

**IMPERVIOUSNESS TO MOISTURE
IN ANY CLIMATE.**

See that you are well stocked with all of EDDY'S BRANDS.
Present prices subject to change without notice.

The E. B. EDDY CO., Limited

HULL.

MONTREAL.

TORONTO.

**Hamilton,
Winnipeg,**

**London,
Vancouver,**

**Kingston,
Victoria,**

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

**Halifax,
Quebec.**

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

THE KING BOLT CIGAR CO., cigar manufacturers, London, Ont., are offering 25c. on the dollar.

Pierre Bougie, tobacconist, etc, Montreal, has assigned.

P. E. Hudon, general merchant, Hebertville, Que., has assigned.

E. Peltier, general merchant, Etchemin, Que., is offering 75c. on the dollar.

Assignment has been demanded of Max Winter, general merchant, Grand Mere, Que.

J. F. Therien, general merchant, St. Gregoire, Que., is offering 60c. on the dollar.

Kidd & Beattie, general merchants, Asbestos, Que., have assigned to Lamarche & Benoit.

PARTNERSHIPS FORMED AND DISSOLVED.

A. Edwards & Co., grocers and provision dealers, Truro, N.S., have dissolved.

Alexander Martin, general merchant, Cochrane, N.W.T., has admitted — Foley.

Allaire & Co., general merchants, Somerset, Man., have dissolved, J. P. Allaire retiring.

Wm. E. O'Brien and S. V. Thayer have registered partnership under the style of W. E. O'Brien & Co., general merchants, Dunham, Que.

Alphonse Malloux has ceased doing business under the style of Martin Freres, cigar manufacturers, Montreal, and Meredic Martin has registered as proprietor.

S. H. White & Co., general merchants, etc., Sussex, N.B., have dissolved, Andrew L. Price retiring and selling his interest to Simeon H. White, who continues with Walter J. Mills under the old style.

Edward Brooks and Kenneth M. Brooks have registered new copartnership under the style of E. Brooks & Son, general merchants, Paradise, N.S., who have bought out S. McClaskey & Co., general merchants, of the same place.

SALES MADE AND PENDING.

Joseph M. Weeks, grocer, Dartmouth, N.S., has sold out.

The assets of Alphonse Dompierre, baker, Ottawa, Ont., have been sold.

The stock of W. S. Bigelow, grocer, Wales, Ont., has been sold at 66c. on the dollar.

The assets of E. A. Dool, general merchant, Easton's Corners, Ont., are to be sold on the 27th inst.

The stock of G. E. Harvey, general merchant, Pointe au Pic, Que., has been sold at 57½c. on the dollar.

The stock-in-trade, book debts, etc., of the estate of K. R. McKenzie, general

merchant, North Sydney, N.S., are advertised for sale by tender.

The assets of A. Spenard, general merchant, St. Jean de Chaillons, Que., are to be sold on the 21st inst.

CHANGES.

W. H. Dorland, grocer, Ash, Ont., is retiring.

Joseph R. Decarie, grocer, Montreal, has closed up his business.

G. Ulrich, grocer, Montreal, has removed to Chambly Canton, Que.

F. Sherman & Co., grocers, etc., Montreal, are giving up business.

Daniel Johnson, of D. Johnson & Co., general merchants, Westville, N.S., is away.

S. Rutledge, grocer, etc., Leamington, Ont., has been succeeded by Charles Manery.

John Cunningham, general merchant, Pembroke, Ont., has sold out to R. F. Beamish.

E. H. Betts, baker and grocer, Georgetown, Ont., has been succeeded by L. Kennedy.

The Fraser River Canning Co., North Arm, B.C., has sold out to The Canadian Packing Co.

Dunlop Bros. & Co., general merchants, Amherst, N.S., have been succeeded by George R. Smith.

Wm. Little, general merchant, Burlington, Ont., has sold out to J. J. Fields, who has sold out his Kilbride, Ont., business.

The style of The Hamilton Produce Co., Limited, Hamilton, Ont., has been changed to The L. & S. Rosemary Co., Limited.

McArthur & Harper, general merchants, Kamloops and Ashcroft, B.C., have sold their Ashcroft business to Deans, Shaw & Creelman.

FIRES.

Hemenway & Lawson, general merchants, Carman, Man., have been burned out.

DEATHS.

Auguste Lefrance, grocer, Ste. Flavie, Que., is dead.

TOBACCO CULTURE IN SUMATRA.

The close of the yearly tobacco auctions in Amsterdam gives a very clear idea of the enormous sums which Holland derives from the culture of tobacco in Sumatra. The island yielded 201,800 bales of tobacco, each bale weighing about 200 lb. The whole, when disposed of, amounted to \$14,518,000, one-third of which, or about \$4,800,000, represents a net gain. Without doubt, there are years when 70 to 80 per cent. dividends are declared in the larger Sumatra tobacco companies. So much for Sumatra alone, without taking into consideration the production of the large tobacco plantations of Holland in Java.

HANDICAPPED BY UNSALABLE GOODS.

FEW retail merchants realize the constantly increasing cost of portions of their stock, which is daily, monthly and yearly growing in amount because original figures are adhered to for selling prices, regardless of the fact that certain articles, by lack of popularity, or because they already had their day, are worth less than their first cost. The tenacity with which some merchants hang on to old goods year after year, inventoring them at the original cost, instead of present value, is certainly worthy of a better cause.

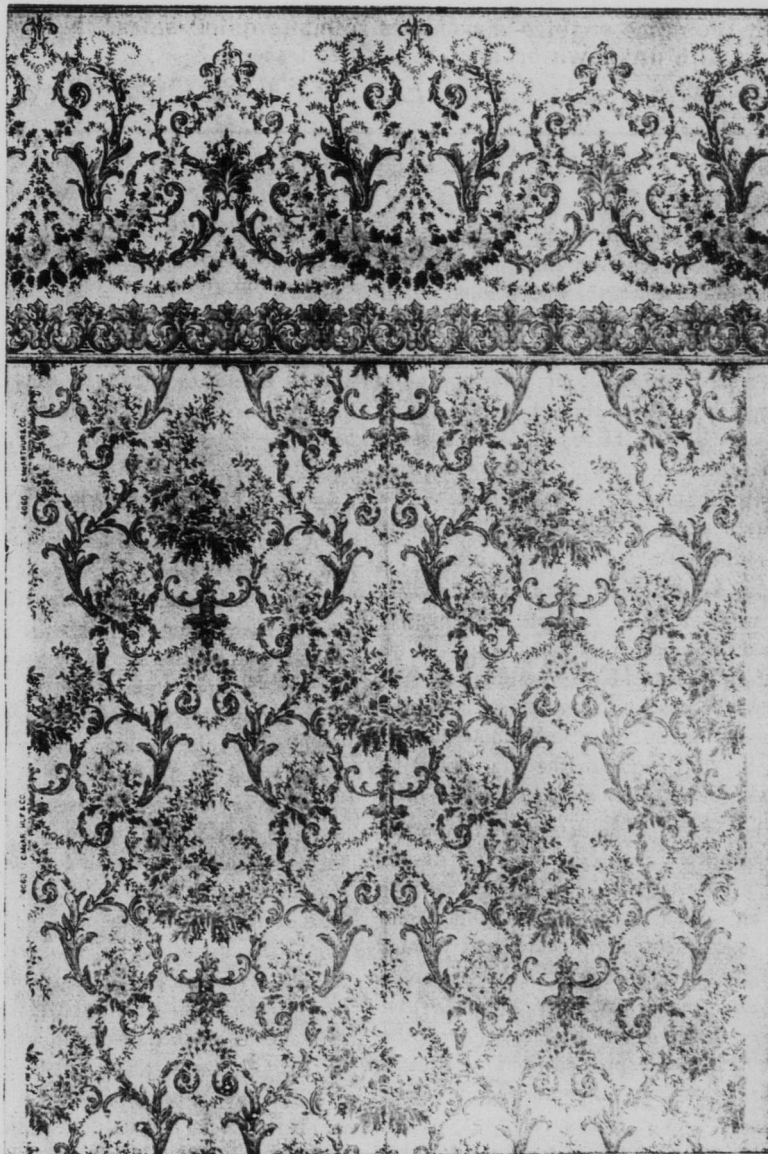
An article costing originally \$10, taking the value of money at ordinary interest rates, would stand at the end of the second year at about \$11, at the end of the fifth year \$13, and so on, each succeeding year piling up the cost, in that the money represented has not been earning an interest or a profit elsewhere, and therefore it would be charged to the goods. Meanwhile, the goods are diminishing in value, compared with original figures, in a more rapid ratio than their cost is piling up.

If the merchant had sacrificed the article the first year for eight dollars, the loss on the transaction at the end of five years, using the same interest calculation as before, would amount to only \$2.75; but the \$8 at the usual percentage of profit would have earned much more than this. By comparison, the oft-quoted saying, "We got our money back anyway," uttered by those who hold an article for several years and then sell it at its original cost, becomes extremely ridiculous.

Carrying a stock of dead or unsalable goods locks up so much capital in trade that the merchant often finds himself unable to take advantage of the usual cash discounts. This means that goods otherwise costing him \$10, less 7 per cent., for quick money, or \$9.30 net, will stand him \$10 net. His reputation of being a close cash buyer is thus lost, and the consequence of a considerable amount of dead stock on the shelves is that the merchant is obliged to pay long prices for all his goods.

Merchants who get into this position are no longer sought after by wholesalers when there are special bargains to be offered, for at such times only strict cash buyers are approached. This frequently means in a given community that the merchant's competitors can sell certain goods and make reasonable profits at prices that represent actual cost to him. Putting the knife into the prices of unsalable goods, and getting rid of them, is the only way to conduct a successful business. The first loss on unsalable articles is always the smallest loss. —C. H. Arnold.

Our Goods are Sellers



Pattern No. 706.

We will send a line of Sample Books, express prepaid, to any dealer who desires to replenish his stock.

WRITE QUICKLY.

COLIN McARTHUR & CO.

1030 Notre Dame Street, ——— Montreal.

Enameline

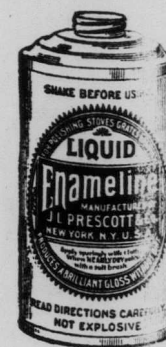
The Modern STOVE POLISH



CAKE.



PASTE.



LIQUID.

We present herewith cuts showing the three different forms of package in which Enameline is put on the market. The enormous amount of advertising being done to familiarize house-keepers with the name enables merchants to make quick sales. Don't load up with unknown brands—that's dead stock.

J. L. PRESCOTT & CO., New York.

"A STITCH IN TIME SAVES NINE."

"IT IS surprising how quick the little profits on cigars count up in the course of a week," said a progressive grocer to a representative of this paper one day last week. "If anyone had told me a year ago how many of the small expenses of running my store could be met by selling cigars, I would have put him down for an idiot, because, at that time, I firmly believed that only the very large stores in our large cities could sell cigars and make any money out of them. I think differently now," he added reflectively, "and all that I can say is that I would have been a great many hundred dollars to the good if I had taken the trouble to look into the matter before I did, but I was prejudiced by my own judgment, and I let that prejudice influence me, without investigating in a practical way, as I should have done."

We believe that a great many grocers are to-day in the same position that was occupied by the grocer whom we quote above—that is to say, they are as much in the dark regarding the real benefits to be derived from the selling of cigars as he was a year ago.

We cannot understand why a grocer will allow a prejudice to grow up in his mind without having a practical reason to give why that prejudice exists. There is too much theorizing about the whole matter—conditions in one part of Canada cannot be so materially different from those in another part as to affect the ultimate value of the business of cigar-handling by grocers. Indeed, everything points the other way,

namely, to prove that it is a safe and a very profitable business.

The gist of the whole conversation which THE GROCER'S representative had with the gentleman quoted in the opening paragraph above—the very essence of it—was that unless that grocer's business had received some sort of a stimulant at the time he referred to he would have been obliged to have cut off some expenses in the running of his store, but that the little daily profits he made from the selling of cigars amounted, in the aggregate per month, to enough money to liquidate them.

It may be pertinent to say right here that there was one thing in particular that the grocer dwelt upon most persistently in his conversation with our representative, and that was the absolute necessity of handling only such lines of cigars as he could depend upon to run evenly in the grade and to maintain their quality steadfastly.

Asked as to how he determined in order to be sure of not making a false start (as to quality) with his trade, he replied that he wrote to two or three cigar manufacturers whom he knew advertised right along, securing from each one of them a sample cigar and then testing it himself, and thereby deciding, in a general way, the merits. It so happened that he was a smoker himself, but he ventured the remark that, if he had not been, he would have done the next best thing, which was, to his way of thinking, having their quality passed upon by one of his customers.

There is no doubt but that any of our readers (that is, any of them who are retail grocers) could easily secure samples from a

manufacturer who is well and favorably known, and it would be well worth such a person's time to "take his pen in hand" and invest it in a post card, or, perhaps better still, to send a request in a sealed letter to-day.

Remember the old proverb: "Never put off for to-morrow what you can do to-day," and also that "A stitch in time saves nine."

TEA IN SHANGHAI.

A Shanghai circular under date of March 18, says: "Green teas—Some 600 half-chests of local packed leaf have been put on the market during the interval. Settlements consist of a small chop of 97 packages at 23 tls. and 212 packages at 18 tls. Pingsueys—A fair inquiry has existed; teamen have been, as a rule, willing sellers and prices have ruled rather easier. About 7,000 boxes have been placed on the market during the past month, while we understand there is sufficient leaf kept back in the country to pack about 5,000 boxes more in case of need. Settlements, including some small shipments on native account, 3,947 half-chests at prices ranging from 14 to 32 tls. Country tea and local packed, total arrivals, 193,889 half-chests, against 209,575 half-chests in 1897; settlements, 913,059 half-chests, against 209,441 half-chests in 1897; stock, 830 half-chests, against 134 half-chests in 1897. Pingsuey, total arrivals, 83,973 half-chests, against 111,395 half-chests in 1897; settlements, 81,823 half-chests, against 90,665 half-chests in 1897; stock, 2,150 half-chests, against 2,736 half-chests in 1897.



Good in Any
Climate
Wherever
There Are Flies.

TANGLEFOOT

SEALED
STICKY
FLY
PAPER.

Ask
Your
Jobber.

Cu

Quotation
etc., are s
agents, wh
accuracy.
If a change
cline, it is
as a mater
request it

B



4 lb. cans
5 lb. cans
Cook's I
Size 1, in
" 2, in
" 3, in
Pound tin
oz. tins,
oz. tins
1 lb. tin
1 1/2 lb. tin
2 lb. tin

Silver Ore
English C
1 lb. tin
Kitchen C

Always Uniform.
Always the Best.

SOUTHWELL'S ORANGE MARMALADE
and
SOUTHWELL'S PURE FRUIT JAMS

are recognized throughout Canada as Perfection.



FRANK MAGOR & CO., 16 St John Street, MONTREAL. Agents for the Dominion.



LORD KITCHENER CONQUERED THE SOUDAN and
"THE SIRDAR" Smoking Tobacco

is conquering the tastes of the Canadian public.

GROCERS.—A good Tobacco, a good seller, a good profit. Put up 8's to the lb.; caddies 20 lb. Ask your wholesaler for it. Price, 52c. per lb.

JOLIETTE TOBACCO CO.

F. W. HUDSON & CO., Agents for Ontario, TORONTO, ONT.

Current Market Quotations for Proprietary Articles

April 20, 1899.

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

BAKING POWDER.

PURE GOLD.	
3 oz. cans, 4 and 6 doz. in case	95
4 oz. cans, 4 and 6 doz. in case	1 40
6 oz. cans, 2 and 4 doz. in case	1 80
8 oz. cans, 2 and 4 doz. in case	2 70
12 oz. cans, 2 and 4 doz. in case	3 60
16 oz. cans, 2 and 4 doz. in case	9 00
2 1/2 lb. cans, 1 and 2 doz. in case	14 40
4 lb. cans, 1 doz. in case	18 00

Cook's Friend—	
Size 1, in 2 and 4 doz. boxes	\$ 2 40
" 2, in 4 doz. boxes	2 10
" 2, in 6 "	80
" 2, 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
oz. tins, 1/2 "	14 00

Diamond—	
1 lb. tins, 2 doz. in case	per doz. 2 00
1/2 lb. tins, 3 "	1 25
1/4 lb. tins, 4 "	0 75

THE F. F. DALLEY CO.	
Silver Cream, 1/4 lb. tins, 4 to 6 doz. per doz cases	\$0 75
English Cream, 1/4 lb. tins, 4 to 6 doz. cases	1 5
1 lb. tins, 2 to 4 doz. cases	2 00
Kitchen Queen, 1/4 lb. tins, 4 to 6 doz. cases	0 55

1/4 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 1/2 lb. jellies	2 25
1 1/2 lb. Crown sealers	2 25

JERSEY CREAM BAKING POWDER.	
1/8 size, 5 doz. in case	40
" " " " " "	75
" " " " " "	1 25
" " " " " "	2 25

SNOW DRIFT BAKING POWDER.	
1/4 lb. tins, 4 doz. in case	per doz. \$ 75
1/2 " " " " " "	2 00
3 " " " " " "	6 50
5 " " " " " "	10 00
1 lb. boxes	per lb. 16
35 lb. pails	16

WHITE SWAN BAKING POWDER.	
1/4 lb. tins, 3 doz. in case	per doz. 0 80
" " " " " "	1 20
" " " " " "	2 00
" " " " " "	9 00

CANADA MFG. CO.	
Queen Baking Powder, 1/2-lb. tins	1 20
1-lb. tins	2 15

BLACKING.	
P. G. FRENCH BLACKING	
No. 4, 1/4 grs. lxs.	\$4 00
" 8, 1/2 " " "	7 25
" 10, 3/4 " " "	8 25
" 10, Jet Enamel.	8 25

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

THE ALPHA CHEMICAL CO.

Stove Polish—	
Quickshine	per gross 9 00
Electric Crown Paste	8 00
Electric Crown Lead Bar	7 80

Patent Stove Polish—	
Sunlight Lead Bar 6's	per gross \$2 25
Packed in 1/2 gross cases	10 80
unlight Liquid, 1/2 gross cases	4 25
Moody's Black Lead 3's	1/2 gross case 14 40
Reliable Stove Pipe Varnish	1/2 gross cases 12 00
6-oz. bottles	14 40

Alpha Metal Polish No. 2	
Shoe Dressing—in 1/4 gross cases	2 20
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
Alpha Chemical Co. Turpentine	7 80
Moody's Non-Corrosive Inks	4

Shoe Blacking—	
Reliable French	in 1/4 gross cases. 9 00
Blacking No. 5	4 50
No. 2	United Service Blacking No. 4 8 00
United Service Blacking No. 4	8 00
United Service Blacking No. 1 1/2	4 25
Patent Leather Polish No. 1 1/2	9 00
Waterproof Dublin No. 4	9 00

BIRD SEEDS

THE F. F. DALLEY CO.	
Dalley's Spanish Bird Seed, 40 lb. cases	0 06
Dalley's Bird Seed, 40 lb. cases	0 06 1/2
NICHOLSON & BROCK.	
Brock's Bird Seed	0 07
Norwich Bird Seed	0 06
Maple Leaf Bird Seed	0 05
Bird sea-gravel, 10c. pkts. 24 in case	0 06
" " " " 48 " "	0 03

BLUE.	
KEEN'S OXFORD.	
Per lb	per lb \$0 17
In 10 lb lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16

BLACK LEAD.	
Reckitt's, per box	1 15
Box contains either 1 gro., 1 oz. size: 1/2 gro., 2 oz. or 1/4 gro., 4 oz.	

CORN BROOMS

BOECKH BROS & COMPANY.	
Bamboo Handles, A, 4 strings	doz net 3 25
" " B, 4 strings	3 05
" " C, 3 strings	2 97
" " D, 3 strings	2 70
" " F, 3 strings	2 45
" " G, 3 strings	2 15
" " I, 3 strings	1 70

CHEWING GUM.

ADAMS & SONS CO.	
Tutti Frutti, 36 5c. bars	per box \$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
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	

STARCH—3 Safe Sellers:

You remember the old motto: "Be sure you're right, then go ahead." When you lock money up in goods of doubtful value, you begin to accumulate "dead stock," and dead stock eats up profits very fast.

There are 3 safe sellers that you can't go wrong with:

Benson's Prepared Corn Edwardsburg Silver Gloss and Benson's Enamel Starch

But you must see that the name of the makers (The Edwardsburg Starch Co., Limited) is on every package you get from your wholesaler. "Edwardsburg," for forty years a favorite, makes you absolutely safe.

THE EDWARDSBURG STARCH CO., Limited CARDINAL, ONT.

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
CHOCOLATES & COCOAS.	
Cocoa—	EPF'S. per lb.
Case of 14 lbs. each.....	0 35
Smaller quantities.....	0 37½
CADBURY'S.	
Frank Magor & Co., Agents.	per doz
Cocoa essence, 3 oz. packages.....	\$1 65
Mexican chocolate, ¼ and ½ lb. pkgs.	0 40
Rock Chocolate, loose.....	0 40
1-lb. tins.....	0 42½
Nibs, 11-lb. tins.....	0 35
TODHUNTER, MITCHELL & CO.'S.	
Chocolate—	per lb
French, ¼'s—6 and 12 lbs.....	0 30
Caracas, ¼'s—6 and 12 lbs.....	0 35
Premium, ½'s—6 and 12 lbs.....	0 30
Sante, ¼'s—6 and 12 lbs.....	0 26
Diamond, ¼'s—6 and 12 lbs.....	0 22
Sticks, gross boxes, each.....	1 00
Cocoa—	
Homeopathic, ¼'s, 8 and 14 lbs..	0 30
Pearl, " " " " " " " " " "	0 25
London Pearl 12 and 18 " " " "	0 22
Rock " " " " " " " " " "	0 30
Bulk, in boxes.....	0 18
Royal Cocoa Essence, packages.....	per doz 40
FRY'S.	
Chocolate—	per lb
Caracas, ¼'s, 6-lb. boxes.....	0 42
Vanilla, ¼'s, " " " " " " " " " "	0 42
"Gold Medal" Sweet, ¼'s, 6 lb. bxs.	0 29
Pure, unsweetened, ¼'s, 6 lb. bxs.	0 42
Fry's "Diamond," ¼'s, 14 lb. bxs.	0 24
Fry's "Monogram," ¼'s, 14lb. bxs.	0 24
Cocoa—	per doz
Concentrated, ¼'s, 1 doz. in box..	2 40
" " " " " " " " " " " " " "	4 50
" " " " " " " " " " " " " "	8 25
Homeopathic, ¼'s, 14lb. boxes.....	.....
" " " " " " " " " " " " " "

JOHN P. MOTT & CO.'S.	
R. S. McIndoe, Agent, Toronto.	
Mott's Broma.....	per lb. 0 30
Mott's Prepared Cocoa.....	0 28
Mott's Homeopathic Cocoa (¼'s).....	0 32
Mott's Breakfast Cocoa (in tins)...	0 40
Mott's No. 1 Chocolate.....	0 30
Mott's Breakfast Chocolate.....	0 28
Mott's Caracas Chocolate.....	0 40
Mott's Diamond Chocolate.....	0 23
Mott's French-Can. Chocolate.....	0 18
Mott's Navy or Cooking Chocolate...	0 28
Mott's Cocoa Nibs.....	0 35
Mott's Cocoa Shells.....	0 05
Vanilla Sticks, per gross.....	0 90
Mott's Confectionery Chocolate.....	0 21 0 43
Mott's Sweet Chocolate Liqueurs.....	0 19 0 30

COWAN COCOA AND CHOCOLATE CO.	
Hygienic Cocoa, ¼ lb. tins, per doz..	\$3 75
Cocoa Essence, ½ lb. tins, per doz..	2 25
Soluble Cocoa, No. 1 bulk, per lb.....	0 20
Diamond Chocolate, 12 lb. boxes,	
¼ lb. cake, per lb.....	0 25
Royal Navy Chocolate, 12 lb. boxes,	
¼ lb. cake, per lb.....	0 30
Mexican Vanilla Chocolate, 12 lb.	
boxes, ¼ lb. cake, per lb.....	0 35

CANADIAN COCOANUT CO.	
White Moss Brand—	
¼ lb. Packages, 15 or 30 lb. cases....	0 27
½ & ¼ lb. " " " " " " " " " "	0 27½
¼ " " " " " " " " " " " " " "	0 28
½ " " " " " " " " " " " " " "	0 29
¾ " " " " " " " " " " " " " "	0 29
1 " " " " " " " " " " " " " "	0 30
1½ " " " " " " " " " " " " " "	0 30
Bulk—	
White Moss, 10, 15 or 20 lb.....	0 18
Feather Strip, " " " " " " " " " "	0 20
Ribbon, " " " " " " " " " " " " " "	0 18
Special Shred, " " " " " " " " " "	0 16
Macaroon, " " " " " " " " " " " " " "	0 16
Crown Desic'd, 12, 20 25.....	0 16
Special, " " " " " " " " " " " " " "	0 15

STANDARD COCOANUT MILLS.	
Feather strips.....	18 21
Cream shredded.....	17 20
Standard.....	15 18
Macaroon.....	15 17
Desiccated.....	14 16
Shavings in packages.....	18 18
Cream shredded, ¼ lb.....	29 29
" " " " " " " " " " " " " "	18 18
" " " " " " " " " " " " " "	29 29

CHEESE.



MacLaren's Imperial—

Larg size jars.....	Per doz \$8 25
Medium size jars.....	4 50
Small size jars.....	2 40
Ind vidual size jars.....	1 00
Imperial Cheese Silver Holder—	
Large size.....	18 00
Medium size.....	15 00
Small size.....	12 00

COFFEE.

JAMES TURNER & CO.	
Mecca.....	per lb 0 32
Damascus.....	0 28
Cairo.....	0 20
Sirdar.....	0 17
Old Dutch Rio.....	0 12½
TODHUNTER, MITCHELL & CO.'S	
Excelsior Blend.....	0 32
Jersey.....	0 29
Rajah.....	0 20
Old Government Java.....	0 28 0 30
Marscaito.....	0 18 0 22
West In ia.....	0 16 0 18
Rio, choice.....	0 12

CLOTHES PINS.

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

EXTRACTS. per doz.

Dalley's Pure Fruit Extracts, 2½ oz.	bottles, all flavors.....	\$2 00
Dalley's Tropical Extracts, 2 oz. bottles	all flavors.....	0 75
Dalley's Fine Gold Extracts, 2 oz. bot-	tles, all flavors.....	1 25
Crown Brand (Greig Mfg. Co.)—		
1 oz. Bottle, per doz.....	0 90	
2 " " " " " " " " " " " " " "	1 50	
2½ " " " " " " " " " " " " " "	2 00	
4 " " " " " " " " " " " " " "	3 00	
8 " " " " " " " " " " " " " "	6 00	
4 " " " " " " " " " " " " " "	4 00	
8 " " " " " " " " " " " " " "	6 00	

P. G. FLAVORING EXTRACTS

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

ROBINSON'S BARLEY AND GROATS. per doz.

Patent Barley, ¼ lb. tins.....	1 25
" " " " " " " " " " " " " "	2 25
" " " " " " " " " " " " " "	2 25
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DALLEY'S ROYAL HYGIENIC SELF-RISING	
FLOURS. per doz.	
Buckwheat, 2½-lb. pkgs, 3 doz. case.....	20
Pancake, 2 lb. pkgs, 3 doz. case.....	20
Tea Biscuit, 2-lb. pkgs, 3 doz. case.....	20
Graham Flour, 2-lb. pkgs, 3 doz. case.....	20
Bread and Pastry Flour, 2 lb. pack-	
ages, 3 doz. cases.....	20

CANADA MFG. CO.

"Star" Self-Raising Flour, 3-lb. pkgs.....	30
" " " " " " " " " " " " " "	60
Flexman " " " " " " " " " " " " " "	30
" " " " " " " " " " " " " "	60
GELATINS.	
COX'S	
2's.....	10
4's.....	20
8 Quart size.....	12

FANCY ↔ **MOUNT ROYAL MILLS**
 INDIA BRIGHT
 JAVA
 ROYAL
 JAPAN GLACÉ
 POLISHED
 IMPERIAL SEETA
 IMPERIAL GLACE
D. W. ROSS CO.
 Agents
RICES

HIGHEST
PAILS
TUBS
 And Wood Packages
 FOR
 Lard, Candy, Spices,
 Pickles, Syrup, etc.
 Manufactured by
The Wm. Cane & Sons Co., Limited
 Newmarket, Ont.
BOECKH BROS. & COMPANY
 Sole Agents, Toronto.
QUALITY

MONSOON

INDO-CEYLON TEA.

YOUR STORE IS JUDGED

by your leaders—not by your staples.

What is your leader? What do you give the ladies who want the best tea for their money, and who know what the best is?

If you give them a mediocre tea you get the reputation of running a poor store—a good place to keep away from. If you give them **MONSOON** you give them the best and most widely known tea in the country—a tea everybody likes—a tea everybody knows about—a tea that is a staple in the best grocery stores in Canada. If you want the custom of good families give them a good tea—the best.

THE MONSOON TEA CO.
 Toronto and Montreal.

MONSOON

INDO-CEYLON TEA.

Eclipse Soap

SELLS ITSELF.

Let your customers compare it with any other for **quality** and **price**.
 More soap and better.

Show your customers the merits of **Eclipse Soap**.

JOHN TAYLOR & CO.

MANUFACTURERS

Montreal Branch—
 449 St. Paul Street.

TORONTO.

d
to
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ler.
e.
d
per doz.
\$2 00
0 75
1 25
0 90
1 50
2 00
3 00
6 00
4 00
6 00
TRACTS
\$6 00
4 00
5 00
3 00
2 00
1 80
1 20
7 00
1 00
per doz.
1 25
2 25
1 25
2 25
per doz.
20
20
20
20
20
1 30
60
1 30
60
1 10
20
2 12

INDURATED FIBRE WARE.

THE E. B. EDDY CO.

1/2 pail, 6 qt.	\$3 35
Star Standard, 12 qt.	3 80
Milk, 14 qt.	4 75
Round-bottomed fire pail, 14 qt.	4 75
Tubs, No. 1.	13 30
" " 2.	11 40
" " 3.	9 50
Fibre Butter Tubs (30 lbs)	3 80
Nests of 3.	2 85
Keelers No. 4.	8 00
" " 5.	7 00
" " 6.	6 00
" " 7.	5 00
Milk Pans.	2 65
Wash Basins, flat bottoms	2 65
" " round bottoms	2 50
Handy Dish.	2 25
Water Closet Tanks.	17 00
Dish Pan, No. 1.	7 60
" " 2.	6 20
Barrel Covers and Trays.	4 75
Railroad or Factory Pails.	4 75

JAMS AND JELLIES.

SOUTHWELL'S GOODS. per doz

Frank Magor & Co., Agents.

Orange Marmalade.	1 50
Clear Jelly Marmalade.	1 80
Strawberry W. F. Jam.	2 00
Raspberry " " "	2 00
Apricot " " "	1 75
Black Currant " " "	1 85
Other Jams, W. F.	1 55
Red Currant Jelly.	1 90
All the above in 1 lb. clear glass pots	2 75

P. G. JELLY POWDER

Raspberry, strawberry, orange, lemon, vanilla, pineapple, cherry, calves foot and grape fruit, doz cases 90c. per doz.

P. G. ICINGS.

Chocolate 2 doz. cases \$1 25 per doz.

Lemon, white, pink, canary and Kerneline 2 doz. cases \$1.00 per doz.

T. UPTON & CO.

Raspberry, Strawberry, Red Currant, Pin apple.

1-lb. glass jars, 2 doz. in case, per doz	\$1 00
5-lb. tin pail, 8 pails in crate, per lb.	0 65
7-lb. wood pails, 6	0 65
14-lb. wood pails, per lb.	0 14
3-lb.	0 06 1/2

LICORICE.

YOUNG & SMYLLIE'S LIST.

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

MINCE MEAT.

Wetley's Condensed, per gross, net	\$10 80
" " per case of 3 doz., net.	2 70
Nicholson's, per gross.	10 80
" " per 1/4 gross case.	2 70

MUSTARD.

COLMAN'S OR KEEN'S.

D. S. F., 1/4 lb. tins, per doz.	\$1 40
" " 1/2 lb. tins, " "	2 50
" " 1 lb. tins, " "	5 00

In Jars—

Durham, 4 lb. jars, per jar.	0 75
" " 1 lb.	0 25

F. D., 1/4 lb. tins, per doz

0 85	
1/2 lb. tins, " "	1 45

FRENCH MUSTARD

Crown Brand—(Greig Mfg. Co.)

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

THE F. F. DALLEY CO.

Dalley's Mustard, bulk, pure, per lb.	0 25
Dalley's Mustard, 1/2 lb. tins, 2 doz. in case, per doz.	2 00
Dalley's Mustard, 1/4 lb. tins, 4 doz. in case, per doz.	1 00
Dalley's Superfine Durham Mustard bulk, per lb.	0 12
1/4 lb. tins, 4 doz. in case, per doz.	0 65
1/2 lb. tins, 2 " "	1 20
1 lb. jars, per doz.	2 40
4 lb. " "	7 80
1/2 lb. glass tumblers.	0 75
Jersey Butter Color, 2 oz. btl., per oz.	1 25
1 gallon tins, per gal.	2 50
Celery Salt, 2 oz. btl., sil. tops, per doz	1 25
Curry Powder, 2 oz. bottles, silver tops, per doz.	1 75

ORANGE MARMALADE.

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	\$1 60
7-lb. pails, 6 pails in crate, per lb.	0 07 1/2
Silver Pan, 1-lb. fancy glass jars, 2 doz. in case per doz.	1 30


PICKLES—STEPHENS'

A. P. TIPPET & CO., AGENTS.

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

SODA—COW BRAND.

DWIGHT'S SODA



Case of 1 lbs. (containing 60 pkgs.), per box, \$3.00.
Case of 1/2 lbs. (containing 120 pkgs.), per box, \$3.00.
Case of lbs. and 1/2 lbs. (containing 30 1 lbs. and 60 1/2 lb packages) per box, \$3.00.
Case of 5c. pkgs (containing 96 pkgs), per box, \$3.00.

SOAP.

JOHN TAYLOR & CO.

Eclipse (Twin-bar), per box \$4 00
Freight prepaid 5-lb. lots. Special discount for larger quantities.


BRANTFORD SOAP WORKS CO.

IVORY BAR SOAP



"Ivory Bar" Soap is put up in Twin Cakes, 12 oz. each, and in Bars, 1 lb., 2 1/2-lb. and 1 lb. Quotations furnished for "Ivory Bar" and other grades of soap on application.

SURPRISE SOAP



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

MAYPOLE SOAP



A. P. TIPPET & CO.,
Maypole Soap, colors per grs., \$12.00.
Maypole Soap, 8 1/2 lb. boxes, 10 per cent. discount on gross lot of 5 box lots.

STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—
No. 1 White or Blue, cartons... 0 05 1/2
Canada Laundry... 0 04 1/2
Silver Gloss, 6-lb. draw-lid boxes... 0 07 1/2
Silver Gloss, 6-lb. tin canisters... 0 07 1/2
Edwardsburg Silver Gloss, 1-lb. chrome package... 0 07 1/2
Silver Gloss, large crystals... 0 06 1/2
Benson's Satins, 1-lb. cartons... 0 07 1/2
No. 1 White, bbls. and kegs... 0 04 1/2
Benson's Enamel, per box... 3 00

Culinary Starch—
W. T. Benson & Co.'s Prep. Corn... 0 06 1/2
Canada Pure Corn... 0 05 1/2


Rice Starch—
Edwardsburg No. 1 white, 1-lb. cart. 0 09 1/2
Edwardsburg No. 1 White or Blue, 4-lb. lumps... 7 1/2

THE F. F. DALLEY CO.


Boston—Laundry, 40 pkgs. to box, per package... 0 68

Culinary—Toledo Corn Starch, 40 pkgs to box, per lb. 6 1/2c.


BOSTON LAUNDRY STARCH



TOLEDO CORN STARCH



KINGSFORD'S OSWEGO STARCH



SILVER (40-lb. boxes, 1-lb. pkgs., 0 08
GLOSS (6-lb. boxes, sliding covers (12-lb. boxes each crate) 0 08 1/2
PURE—40-lb. boxes 1-lb. pack... 0 17
48-lb. " 16 3-lb. boxes... 0 07

For puddings, custards, etc.

OSWEGO 40-lb. boxes, 1-lb. packages... 0 07 1/2

CORN STARCH.

ONTARIO 38-lb. to 45-lb. boxes, STARCH 6 bundles 0 06


STARCH IN Silver Gloss... 0 07 1/2
BARRELS Pure... 0 06 1/2

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—
Canada Laundry, boxes of 40 lbs. 0 04 1/2
Finest Quality White Laundry—
3 lb. cartons, cases 36 lbs... 0 05 1/2
Bbls., 175 lbs... 0 04 1/2
Kegs, 100 lbs... 0 04 1/2

Lily White Glose—
Kegs, extra large crystals, 100 lbs. 0 06 1/2
1 lb. fancy cartons, cases 36 lbs. 0 07 1/2
6 lb. draw-lid bx. 8 in crate, 48 lb. 0 07 1/2
6 lb. tin enamelled canisters, 8 in crate 48 lbs... 0 07 1/2

CELLULOID STARCH



A NOVEL INVENTION! REQUIRES NO COOKING!
CELLULOID STARCH COMPANY
NEW HAVEN, CONN. U.S.A.

Brantford Glose—
1 lb. fancy boxes cases 36 lbs... 0 07 1/2

Brantford Cold Water Rice Starch—
1 lb. fancy boxes, cases 28 lbs... 0 09

Canadian Electric Starch—
40 packages in case... 3 70

Culinary Starch—Chal Prep. Corn—
1 lb. pkgs., boxes 40 lbs... 0 05 1/2
No. 1 Pure Prepared Corn—
1 lb. pkgs., boxes 40 lbs... 0 06 1/2

STOVE POLISH.

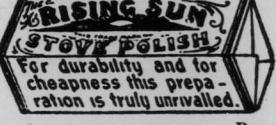
ENAMELINE



For durability and for cheapness this preparation is truly unrivalled.

No. 4—3 dozen in case (net cash) \$1 50
6—3 dozen in case " " 7 50

RIISING SUN STOVE POLISH



For durability and for cheapness this preparation is truly unrivalled.

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

SUN STOVE POLISH



DUSTLESS, LABOR-SAVING, BEST IN THE WORLD.

TIGER STOVE POLISH



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

Tiger Stove Polish, 1/4 gross boxes, large per gross, \$7.20; small, per gross, \$4.50.

Stovepipe Varnish, 4 oz. bottles... 1 00
6 oz. bottles... 1 50

Boston Brunswick Black, 8 oz. hot's... 1 50


SILVERINE STOVE POLISH



SILVERINE. Per gross.
No. 4—5c. size... \$3 85
No. 6—6c. size... 5 50
No. 8—8c. size... 6 60

TEAS

SALADA CEYLON TEA




Wholesale. Retail

Brown Label, 1's and 1/2's	0 20	25
Green Label, 1's and 1/2's	0 22	30
Blue Label, 1's and 1/2's and 1/4's	0 30	40
Red Label, 1's and 1/2's	0 36	50
Gold Label, 1/2's	0 44	60

Terms, 30 days net.

RAM LAL'S PURE INDIAN TEA



WARRANTED ABSOLUTELY PURE
MANUFACTURED ON THE GARDENS OF INDIA

RAM LAL'S lead packages.

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

KOLONA PURE CEYLON TEA



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

Black Label, 1-lb., retail at 25c.	0 13
" " 1/2-lb., " "	0 20
Blue Label, retail at 30c.	0 22
Green Label " 40c.	0 28
Red Label " 50c.	0 35
Orange Label, retail at 60c.	0 42
Gold Label, " 80c.	0 55


Terms, 3 per cent. off 30 days.

CROWN BRAND.

(Ceylon in lead packages)

Wholesale	Retail
Red Label, 1-lb. and 1/2's	0 35 0 50
Blue Label, 1-lb. and 1/2's	0 28 0 40
Green Label, 1-lb.	0 18 0 25
Green Label, 1/2's	0 19 0 25
Japan 1's	0 19 0 25

LUDELIA CEYLON TEA



LUDELIA CEYLON, 1's AND 1/2'S PKGS.

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

TOBACCOS.

EMPIRE TOBACCO CO.

Foreign—	
Royal Oak, 2 x 3. Solace, 8s	0 52
Something Good, rough and ready, 7s	0 53
Louise, 2 x 3, 14s	0 54
Domestic Chewing	
Currency 13 1/2 oz. bars, spaced 9s, (10 1/2 to the lb.)	0 39
Patriot, 2 x 6, Navy 5s	0 41
Old Fox, Narrow 12s	0 44
Free Trade, 8s	0 44
Snowshoe, 10 1/2 oz. bars, spaced 8s, (12 to the lb.)	0 44
Snow-hoe, pound bars, spaced 6s	0 44
Cut Smoking	
Leader, 9's, in 5 lb. boxes (10 lbs. in case)	0 32

WOODENWARE.

THE E. B. EDDY CO.

Washboards, X	1 50
" XX	1 50
" Waverly	1 70
" Planet	1 50
" Special Globe	1 70
" Solid Back Globe	1 50
" Electric Duplex	2 30
Matches—	
5-Case	Single
Telegraph	\$3 00
Telephone	2 80
Tiger	2 65
Empire, (slide box)	2 25
Safety, Capital	2 75
Parlor, Eagle, 200's	1 30
" " 100's	1 50
" Victoria	2 50
" Little Comet	2 00
Flamers	2 25
(wax stems)	3 20

BOECKH BROS. & COMPANY.

Washboards, Leader Globe	1 50
" Improved Globe	1 50
" Standard Globe	1 70
" Solid Back Globe	1 50
" Jubilee (perforated)	1 50
" Crown	2 25
F.o.b. Toronto.	
Matches, Kodak, per case (10 gross in case)	2 38

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Foreign Cheese?**

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EDAM
ROQUEFORT**

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- 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.
- 1, 2, 3, 4 kitchen and crockery baskets.
- 1, 2, 3, 4 suit packages of all descriptions.

For Sale by all Woodware Dealers.

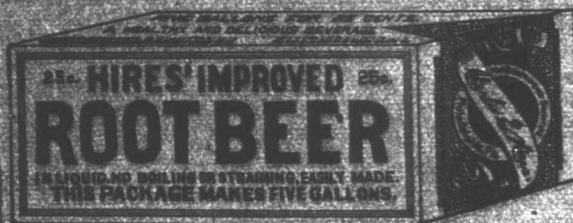
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**Buy a Seller—Sell a Winner
Win a Buyer. Stock HIRES'—It's a Seller**

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THAT PULL THE
TRADE.**

All Wholesalers keep it.

W. P. DOWNEY
Sole Canadian Agent
40-42 St. Peter Street, MONTREAL.



Dewar's Famous Scotch

Can be had from

Geo. J. Foy
Perkins, Jones & Co.

R. H. Howard & Co.
Adams & Burns

Toronto.

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



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

The Dry Goods Review



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.

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The Canadian Grocer

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TORONTO . . . MONTREAL

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BUREAU**

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

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

We are pleased

to say we are in position to fill all general orders promptly.

Goods cabled for from England are now arriving daily, and many *new lines* of

Toilet Ware Dinner Ware Tea Ware

and *miscellaneous products* of the *English Potteries* are being placed on our sample tables.

The fact of our keeping a resident buyer in the potteries enabled us to have goods sent forward much more quickly than if we had had to trust to the ordinary methods of delivery.

Our stock of American and Canadian Glassware is very complete.

Gowans, Kent & Co. - Toronto

We solicit a call or a letter of enquiry.

Temporary premises :
27 Wellington Street West.

HERE IT IS



The purest and best Mince Meat ever manufactured. Always carry it in stock. It's a winner everywhere.

J. H. WETHEY

Sole Manufacturer.

St. Catharines.

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

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Market, corner King and Jarvis street.
Queen street, corner Esther street.
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Spadina avenue, corner College.

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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 1899 catalogue.

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Formerly Knowles, Ham & Nott Co., Limited
BRANTFORD.

CAPITAL CITY BUSINESS COLLEGE.

A. M. Grimes, M.A., Principal.

Shorthand, Bookkeeping, Penmanship, Telegraphy, Business Correspondence and Proofreading, Pitman's or Munson's Shorthand, per month, \$4.00. White's Phonography, per month, \$8.00. Telegraphy, per month, \$8.00. Bookkeeping and Business Practice, per course, \$35.00. Bookkeeping and Business Practice, per month \$5.00. Penmanship, per month, \$3.00. Night School, per month, \$3.00. Private Lessons, each, \$1.00. Address, A. M. GRIMES, Principal, Cor. Bank and Sparks Sts., Ottawa.

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COTTON CLOTHES LINES

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COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers
See that you get them.

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

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THE BRADSTREET COMPANY, PROPRIETORS

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The Original and only Genuine Preparation
Cleaning Cutlery.

JOHN Oakey & Sons, Limited

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

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