

THE CANADIAN GROCER

VOL. XI

MONTREAL AND TORONTO, APRIL 9, 1897.

No. 15

COLMAN'S MUSTARD



BEST ON EARTH

**PEEK
FREAN
& C^o'S**

**BISCUITS
AND
CAKES.**

Have obtained great Celebrity for their
→ PURITY & EXCELLENCE ←

Factory—LONDON.

Sample Room—Schepp Building, Hudson and Duane Sts., NEW YORK.

The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

Laboratory of Inland Revenue,
Office of Official Analyst,
MONTREAL, April 8th, 1895.

I hereby certify that I have drawn, by my own hand, ten samples of the **ST. LAWRENCE SUGAR REFINING CO.'S EXTRA STANDARD GRANULATED SUGAR**, indiscriminately taken from ten lots of about 150 bbls. each, I have analysed same, and find them uniformly to contain :

99⁹⁹/₁₀₀ to **100** per cent. of Pure Cane Sugar with no impurities whatever."

(Signed) JOHN BAKER EDWARDS, Ph.D., D.C.L.
Prof. of Chemistry and Pub. Analyst,
MONTREAL

Do You Sell Crockery?

Then we want
your business

We manufacture all kinds of

White Enamelled Bristol Stoneware Butter Crocks, Churns, Milk Pans, Liquor Jugs, Molasses Jugs, Preserve Jars, Fire-Proof Stew Pans, Bar Spittoons, Cuspidores, Bed Pans, Beer Mugs, Ale Tumblers Ink Bottles and Ginger Beer Bottles, Flower Pots, etc.

We have the largest Stoneware Pottery in Canada, most modern equipment, and can give close prices for any of above lines. Write for our Illustrated Catalogue.

GLASS BROS. & CO. POTTERSBUrg P.O. *London, Ont.*

BROOMS

People will soon begin to think of house-cleaning. See that your stock of brooms is complete. You need not hesitate to recommend our

Rose, Pansy and Thistle

as the best on the market. Freight paid on lots of 6 doz.

The H. A. NELSON & SONS CO., Ltd., Toronto - - Montreal.

A shrewd and successful Business
Man once said,

“Never allow yourself to become prejudiced or your business to
“get into a rut. Seek the lowest market on the most trivial article, and
“always place your order with a house that gives the lowest figure for
“*the best value*. Deal with your neighbors if you can, giving them
“first, and always your own countrymen, the preference. It is these
“small items that count in business.”

Eddy's Matches

are always up to the mark—are the best
value for the money—
are made in Canada for
us Canadians. Please
keep fully stocked with
these reliable, well-
known and ready-sel-
ling Brands . . .

TELEGRAPHS
TELEPHONES
TIGERS
PARLOR
SAFETY
WAX

The E. B. EDDY CO. Ltd.

HULL, QUE.

38 Front St. West - - TORONTO
318 St. James St. - - MONTREAL

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

OUR Standard Blacks.



TEAS that demand the earnest consideration of discriminating buyers. Rich, creamy, invigorating beverages. Consumers delighted; your trade enlarged; your profits increased.

NO CHANCE VALUES HERE: Every tea forming a part of these blends carefully tested and selected, with a view to securing the most pleasing and stimulating liquors possible.

Uniform, Satisfying. Sought after by those who appreciate "THE BEST" in Teas.

Five Brands...

THE 400 SELECT MORNING LUXURY
GLOBE
IMPERIAL RUSSIAN



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

JOHN MOUAT, Northwest Rep., WINNIPEG.

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

THE CANADIAN GROCER

Vol. XI. (Published Weekly)

MONTREAL AND TORONTO, APRIL 9, 1897

(\$2.00 per Year) No. 15

HOW GLUCOSE IS MADE.

GLUCOSE is connected in the minds of the people with all that is bad. Some think it is made from dead horses; others believe that it comes from glue, and most of them are sure that it destroys the lining of the stomach. The fact is, says Chicago Record, glucose is a sugar, resembling cane and beet sugar in many of its properties, but is not quite so sweet. It is perfectly harmless, and can be used to advantage as a substitute for the more expensive sugars in preserving fruits, and also for making candies, jellies, syrups, and like purposes.

A great deal of it is used in the manufacture of wines and beers, for glucose can be converted into alcohol by fermentation. Glucose can be made from any substance containing starch, and practically all of the glucose turned out in this country is made from corn. In Europe potatoes are used as a source of glucose. A bushel of corn yields about 40 pounds of glucose.

Corn can be converted directly into glucose; that is to say, it can be ground without preliminary treatment, and then boiled with water and acid until the starch is entirely converted into glucose. But this process is attended by so many drawbacks that most manufacturers prefer to use the longer, but more satisfactory, process of separating the starch from the remaining constituents of corn, and then using the starch so obtained for making the glucose.

The first step in this process is the "steeping" of the corn. Large wooden tanks are used for this purpose, and from 2,000 to 3,000 bushels of corn are run into these tanks and covered with water. The temperature of the water is kept at nearly 80 degrees Fahrenheit during the steeping stage. The fumes of burning sulphur, known to chemists as "sulphur dioxide," are blown into the tank from below, and in this way the corn becomes strongly saturated with a sulphurous acid.

The object of the steeping process is to

soften the corn so that it can be easily ground, and to dissolve the gummy substance which binds together the starch and the gluten. From one to three days are required to properly steep the corn. Then the steep water is run into the sewer, the corn is washed with fresh water, and a door in the bottom of the tank is opened, and the corn is taken by a screw conveyor to the mill.

There the corn is ground, either between millstones or rollers. If a grain of corn is examined, it will be found that on the pointed end of the grain is a soft pliable mass, which can be easily removed from the starchy part of the grain with a pen-knife. This soft part is the germ, and if this germ is pressed between the fingers it will exude an oily substance, for there is about 50 per cent. of oil, known as corn oil, in the germ.

It is valuable as a salad oil, and is used in the making of toilet soaps and in mixing paints. By an ingenious mechanical process the germs are separated from the starchy matter by some of the most enterprising manufacturers. This is done by crushing the corn before it is thoroughly ground by running it between corrugated rolls. The crushed corn is then run into a tub of starchy water, which is stirred mechanically.

The germs are much lighter than the starch, and float on the surface of the water, and are carried off through an exit pipe, whose mouth is just above the surface of the water in the tub. The germs are then washed on a gently moving sieve, which retains the germs, but permits the starchy water to run through.

The germs are freed from the greater part of the water they contain by rotation in a centrifugal machine. They are then dried in hot air, ground and shaped into cakes. The cakes are put into a powerful hydraulic press, where they are subjected to a pres-

sure of 4,000 pounds; the oil runs out in a steady stream and is collected in a tank.

The cakes that remain are a rich food for cattle, and are known commercially as oil cake, which is worth from \$10 to \$20 a ton. Most of it is exported to Europe.

The starchy mass left after germs have been extracted is now ground until all of it has disappeared. The glucose makers recognize four substances in corn—starch, gluten, oil and bran. The germs contain nearly all of the oil and a large part of the gluten, and they carry with them some of the bran. It is now necessary to separate the remaining bran and gluten from the starch.

The ground material is run into a tank and mixed with water until it has the necessary consistency, and then it is forced in a powerful stream on to a mechanical sieve, known as a shaker in glucose factories.

The shaker is a frame about 8 feet long and 3 feet wide covered with fine bolting cloth. It is inclined to an angle of 30 degrees to the horizontal, and in order that the corn may move along it in a steady stream, flowing into the screen at the upper end and dropping off at the lower end, the screen is kept in constant vibration, a suitable mechanism causing it to move back and forth. Numerous jets of water play upon the screen at different points. In this way the fine particles of starch and gluten are washed away from the bran, which drops off from the end of the screen and is carried away. The bran is either sold as wet feed or is dried for shipment as dry feed.

At this point there is left a yellowish milky mash containing starch and gluten. Starch is considerably heavier than gluten, and the manufacturer takes advantage of this fact to separate them. The milky liquid is allowed to run over slightly inclined tables, about 200 feet long. The heavy starch settles near the head of the tables in great quantities, and in lesser quantities throughout the length of the tables. A large factory will

THE RISING SUN STOVE POLISH

AND

THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.

FOR SALE BY ALL WHOLESALE GROCERS, ALSO THE M'CLARY MFG. CO., LONDON AND TORONTO.

have, perhaps, 1,000 of these tables. The gluten floats away with the water, and runs through a pipe at the end of the tables into large settling tanks.

Here it is allowed to settle for a day or two; the water, which is almost clear, is run into the sewer. The gluten that is left in the tank still contains a large amount of water; most of this is removed by forcing it into a filter press, which retains the gluten and allows the water to escape. The press consists of a series of grooved iron plates, with a central orifice. Cloths are placed between the plates in such a manner that the solid gluten cannot pass the cloths, but must remain between them and the plates, while the water escapes through the pores of the cloth and leaves the press by a suitable opening. The liquid enters the press by the central orifice. After the spaces between the plates have become filled with gluten the pressure is removed by means of a screw, and the cakes of gluten are removed after separating the plates.

The gluten is then thoroughly dried by means of hot air or steam driers; it is then placed in bags, and is ready for the market. It is a grey or yellowish coarse flour, and sells for \$20 a ton. It is a valuable cattle food.

Having now got rid of all his by products, the manufacturer can proceed at once to the preparation of glucose. The starch is well mixed with water in a tank, and is then pumped into the converters, where it is mixed with about 25 pounds of muriatic and sulphuric acids. The converter is a large copper boiler, into which live steam is introduced by means of a perforated pipe. The starch is heated in the converter for about an hour at a pressure of 30 to 40 pounds. The heating is entirely done by steam. The conversion is finished when a simple chemical test shows that no more starch is present.

The action in the converter is nothing but a chemical change from starch into glucose, or grape sugar, as it is sometimes called. A fair-sized converter will convert 750

pounds of starch at a time to glucose—the yield of glucose being in the neighborhood of 1,000 pounds. After conversion is complete the operator opens a valve and allows the glucose to enter the neutralizing tank. The glucose, as it enters the neutralizer, is a yellowish-brown liquid, containing about 30 per cent. solid matter, mostly glucose.

The acid which was added to the starch is still present in the glucose, and the next operation is the addition of a neutralizing agent. If muriatic acid was used for converting, soda is used for neutralizing; but if sulphuric acid was used, marble dust is added for this purpose. The workman must be careful to add the exact amount of soda or marble dust required to effect neutralization, for a perfectly neutral product is desired. After the goods are neutralized some solid matter separates; it is removed by filtration through filter presses, or sometimes by filtration through long canvas bags.

The weak solution of glucose is known as bag liquor or press liquor at this stage. It must now be clarified, which is effected by passing it over filters of bone coal. These filters are iron tanks, 20 feet high, and filled with animal charcoal or bone coal. Animal charcoal possesses the wonderful property of absorbing coloring matter from sugar solutions, and absorbs only a small amount of sugar.

The bag liquor is allowed to percolate through this filter, and comes off the coal looking perfectly clean. After a certain amount of liquor has passed over the coal it becomes saturated with impurities, which are then removed by washing with acid and burning in a kiln. The liquor from the coal is known as light liquor; it contains 65 to 70 per cent. of water, and most of this must now be removed by evaporation. If a solution of sugar or of glucose be heated in the air it will soon turn brown, owing to the oxidation or burning. So in evaporating a solution of glucose, resort is had to a vacuum evaporator.

Water will boil at a much lower tempera-

ture in a vacuum than in air, and therefore the evaporation of a saccharine liquor can be conducted in a vacuum without danger of charring. Ordinarily a system of three evaporators is used together. This is called triple-effect system, and by using it all the waste steam is utilized. The evaporation is continued in the triple-effect system until the liquor contains about 60 per cent. of sugar. It is now filtered over bone coal to remove any remaining color, and is then boiled in a vacuum pan—a large copper boiler heated by means of a steam coil and connected with a vacuum pump—until it has reached the desired degree of concentration.

The operator takes off a sample through a valve when nearing the end of the boiling, and determines its density or gravity by means of a hydrometer spindle. Glucose comes on the market in different grades, according to the gravity. Mixing glucose has a gravity of 41 degrees Beaume; confectioners' glucose, 42, 43 and 44 degrees Beaume, as desired. The boiling is stopped whenever the desired gravity is acquired. The finished glucose is run off into tanks, and is shipped in barrels when ordered.

Glucose is a thick syrup. It should be perfectly clear and colorless, and if properly made will not leave an after taste in the mouth. By some few changes in the method of converting and boiling a solid crystalline product can be obtained, called grape sugar. Grape sugar is used for making beer and wines.

There are only about half a dozen glucose factories in operation in this country. The smallest of them grinds 10,000 bushels of corn a day; the largest 30,000. Most of the glucose produced finds its way into candy and syrup.

FLANNELETTES.

Purchases for fall hover at the 5c. basis, and lighter weights are now on the market as a kind of justification for the continued low prices. It is believed that neither manufacturer nor wholesaler makes money at the present figure, and the introduction of cheaper grades should lead the retailer to scrutinize his goods very carefully to see that they are up to sample.—Dry Goods Review.

Quality Wins . . .



THE SUCCESS OF

CIRCLE TEA

Repeat orders are coming in and everybody is pleased. Correspond with us. Send for samples. Call when in City. . .

IS ASSURED

LUCAS, STEELE & BRISTOL - - HAMILTON

Hyson Teas

ARE ADVANCING and being rapidly picked up. We have a large and well assorted stock which we offer for a short time at low figures, also some Japan Siftings, loose and in packages.

JAMES TURNER & CO. - - HAMILTON, ONT.

TEA IMPORTERS

Spring Shipments

"REINDEER" BRAND

Condensed Milk, Condensed Coffees, Condensed Cocoa,
Evaporated Cream.

There is always an active demand at this Season.

It will pay you to keep a well assorted stock of "Reindeer" Goods.

ore
can
ger
ree
led
the
n is
the
gar.
ove
in a
ted
hed

ugh
oil-
vity
Glu-
des.
ose
on-
rees
ped
red.
nks,

l be
erly
the
thod
lline
gar.
and

ose
The
s of
st of
into

asis.
arket
nued
anu-
t the
n of
er to
see
oods

Snaps

— IN —

Prunes

This is the Season for Dried Fruits.

Sphinx Brand	U	Prunes,	1895—	Good
"	"	"	1896	} Very fine
"	"	"	1896	
California	25-lb. Boxes	40 to 50	—Extra fine	
"	"	"	50 to 60	"
"	"	"	60 to 70	"

THOS. KINNEAR & CO.

49 FRONT STREET EAST

Wholesale Grocers

TORONTO

THE YOUNG MAN AND HIS MONEY.

"THE love of money is the root of all evil," was said by the Great Teacher. The force of this teaching went against money as a dangerous thing; for it was easy to carry the stress of the teaching over from the love of money to money itself, and so call money the root of all evil. The point in the teaching is against the love of money. Money is, left in its innocence, as harmless in itself as a buttercup, or a diamond. It is only in the bad uses to which men put it that it ever becomes evil. In modern times there has come another saying which men like better—"Money makes the mare go," the meaning of which is, that money is a motive power of great force among men—a dominant power. The two statements are not so different as they seem. They are only different ways of setting forth a fact important for everybody to know, that money is so potent an agency in this world that it has a controlling influence in its affairs. Go into the busy marts of business—into the industries of men along the thoroughfares of exchange and travel, into the offices of the professions, the halls of learning, the churches, the courts, the headquarters of official power, and everywhere it will be seen that money represents and serves all these important agencies. Go among the evil things that annoy and disgrace men—the things that corrupt society, ruin nations and make hard and wretched the ways of humanity—and money is there equally the great agency in promoting the evil of the world. It seems to be true that money moves the world, simply because it is the representative of all values, real or fictitious.

It is apparent at once that money has no moral quality—is neither good nor bad. Neither the money itself nor the love of it is the root of evil only as it is coveted and used for evil purposes. The evil is not in the money but in the one who covets, or uses it. It is an innocent and very convenient agency for the expression of values in aid of exchanges between men.

Money must be called an invention. There is but little intrinsic worth in it. It is nearly useless except for the purposes of traffic; and yet by the invention of men, it has been made one of the most serviceable utilities of our civilization. It is good in itself and is to be sought in just and honorable ways; and sought earnestly and with perseverance. If it has any moral value it is in its use, and not in itself. The same dollar can be used for charity, or cruelty, for religion, or sin. The money that yesterday served an outlaw, may to-day serve a saint. Moral character is not in money but in the one who uses it. A case illustrative of this is in the history of the struggle of the people of the United States for their independence. In that struggle there was one very brilliant and for a while useful young man who served the cause with much efficiency till his name became a tower of strength, and he was promoted to giddy heights of honor; and yet in a brief time thereafter, he blackened that name with deepest disgrace and associated it forever in this country with Judas Iscariot. This was Benedict Arnold, who attempted to sell his country for a price—Arnold, the traitor. He seemed as self-sacrificing, honest and zealous for the cause he had espoused, as the great patriots of the day; had the confidence of Washington, the army and the country; and yet leaped from his high position into the infamy of a traitor. And why did he do it? Because he did not know the value and use of money. He was trusted with important duties with his headquarters in Philadelphia. The glitter of military and fashionable life was about him. Society courted and flattered him. He lived high and fast; and in a short time got into debt—heavily in debt. He could not raise the money to pay, and was looking disgrace in the face. Soon after he was transferred to West Point, near the headquarters of the British in New York. Arnold's debts and their ready money made the temptation too great for him, and he sold himself to them to pay the debts his foolish

vanity had contracted. He bargained to sell his command, it was believed, but the plot was discovered in season to save the command, while he fled to the enemy—a perpetual monument of financial incompetency.—Looking Forward for Young Men.

FRANKFORT FRIED SAUSAGE.

FOR every lot of 100 lbs.: Use pork of young, light, firm hogs that contains much gelatine; use ham or shoulder, bellies and necks. Clean off the skin and bones a day before using, and preserve the meat on hooks in intervals in an airy room when it will cool and dry. Use about two parts lean meat, one part fat. Chop to about half a walnut size, and add 49 4-10 oz. English salt, 5 1/2 oz. pepper, 2 1-10 oz. mace. Continue chopping, wiping knife frequently, and adding one gallon of water while chopping; use more water if yet too stiff. Reduce to about grain size, which is best observed by beating the mass flat with the palm of the hand, then throw the mass apart from right to left a few times; without kneading, however. Then put into stuffing machine, press down carefully so as to press out all air.

Fill into narrow hog casings previously well washed and freed from water; fill casings full; do not tie, but turn links off according to local custom, either four or five pieces to the pound; that is, one pair from 7 to 8 oz. Leave a small butt end on each sausage, hang on clean sticks and allow to dry for five or six hours. Put in smoke very high; smoking room has about 22 feet in diameter. At both sides of the fire should be an air-shaft with door about 8 feet square, for you have to smoke with a continuous draft of air. Use dry oak and beech shavings at a uniform temperature of about 72° to 77° F., until the sausage has assumed a reddish-yellow color, which will be obtained in from eight to ten hours.

If smoked too fast the color will not stay. Before using these sausages they should be kept for eight minutes in boiling water until they feel firm to the touch. Fry in brown butter three minutes on each side. If intended for immediate consumption, a little cardamom and finely-ground lemon-peel may be added to the spicing.—National Provisioner.

Do You Want the Best?

Then order "Washington" Concentrated Lye. 100 per cent. strength; attractive package; moderate cost. Try a sample case. Your customers can get nothing better. It shows you a good margin.

See our travellers' samples of PORTO RICO AND DEMERARA SUGARS.

THE DAVIDSON & HAY, Ltd.

WHOLESALE GROCERS

TORONTO

TELEPHONES 399 AND 1399.

**Good
Sure
Profits**

Profit is the life of trade. There is no Corn Meal made anywhere by anybody that your customers will pay more money for than for Tillson's "Gold Dust." This is so because there is no brand (foreign or domestic) that is freer from black specks—yellowish—or more evenly cut. We do not claim that it is "just as good" as something else, because that is not a fair comparison for "Gold Dust."

It simply amounts to this. The very best selected corn is used—millers of long experience mill it—the most modern machinery that is made grinds the corn. If any Corn Meal can make good, sure profits for you, "Gold Dust" certainly can and will.

**Gold Dust
Corn Meal**

The Tillson Company Ltd.

Tilsonburg, Ont.

From Manufacturer to
Retailer—Direct.

One testimony is worth more than twenty arguments.

A Montreal correspondent writes:

"Your Peerless Washing Compound was put in competition with three other prominent washing compounds and secured the order. That speaks for

PEERLESS."

How about your supply?

Orders by mail or traveller promptly filled.

PURE GOLD M'FG. CO. 31 & 33 FRONT ST. EAST.
TORONTO.

BLENDED TEA.

IN no branch of the grocery trade has more enterprise been shown than in blended tea, the demand having increased to an extent little dreamt of a few years since. The trade papers teem with advertisements, in many cases of such an extravagant and high-flown character as to suggest the idea that a not very complimentary estimate has been made of the intelligence of the readers to whom the remarks are addressed. There is, however, no royal road to success in this or any other business where competition is as keen as it is in the tea trade. Mincing Lane is the one market, or at all events the best market, from which the wholesale trade can draw their supplies. The rest is a matter of skill in the manipulation of various kinds, coupled with facilities for working cheaply by the use of the best time and labor saving appliances. The question of value is, of course, an all-important one from the buyer's point of view, and care should be taken to guard against being misled by offers of low-priced teas, which are frequently quoted at cost, or even less, the idea undoubtedly being to obtain compensation by getting an extravagant rate of profit on the higher-priced blends. It would therefore be advisable in cases where these remarks apply, to favor the houses in question with orders for the cheapest kinds only, and to buy the better sorts where extreme profits are not charged to compensate for the apparent cheapness of the lower qualities, which form but a small percentage of the sales of an ordinary trader.

The phenomenal growth of the blended tea trade as a whole shows that it answered a great public want. As a matter of fact, there is an increasing necessity for general traders, such as the grocers have become, to buy everything ready for use. The abandonment of moist sugar mixing and of the chopping up of loaf sugar, and the packing of cocoa, chocolate, sweets and many other miscellaneous articles by the manufacturers, are all exemplifications of this. Further, the great fall in the price of tea and the consequent proportionate diminution of the retail profit upon it have increased the disinclination of the grocers to continue the disagreeable operation of blending in their own place. Ordinary buyers also find that a very great saving in capital is effected by ceasing to hold heavy stocks in bond, especially as the latter often deteriorate in value as teas are now made. Again, in former years people had only to consider one market—that for China tea. Now they have, in addition, to study Indian and Ceylon kinds as well, and owing to the enormous extent of some of the districts,

especially in India, there are infinitely more varieties in the character of tea than used to be the case. While these facts impose increased difficulties in the way of retail blending, they at the same time afford a far greater opportunity to the wholesale blender than he could possibly have had a few years ago; in fact the increased number of markets and varieties gives just the opening required, and, coupled with the use of machinery and the other causes named above, mainly account for the increase in the trade. The standard for blending has also greatly risen and is more difficult for the retailers to meet, unless they work on a very large scale. Years ago ancestral methods of tea mixing were no doubt all very well, but they are useless in the present days of keen competition, especially as most of the teas and flavors that used to be the favorites are practically obsolete.

It is satisfactory to notice that the grocers are regaining a considerable proportion of the trade they lost a few years ago, through the onset of new and, in some cases, very unfair competition. In these days of general trading it was in reality most improbable that any lasting attack could be sustained against the grocers in this respect. Tea now only yields small profits and there is not, or ought not to be, a margin for lavish advertisement. The public may be left to judge for itself whether it is not the fact, that the grocer in a fair way of business can supply, with a fair return to himself, teas 4d to 6d per pound, or, say, 30 per cent., cheaper than those advertised at a gigantic cost. Among the special points for the ordinary run of grocers to study in connection with this and other forms of competition is undoubtedly the purchase of properly blended tea.—Produce Markets' Review.

A FINE ESTABLISHMENT.

The improvements and additions made to Mr. Fred Krug's store at Tavistock constitute a complete establishment that would do credit to any city. Mr. H. I. Johnson, the buyer, was kind enough to show a friend of THE CANADIAN GROCER through the other day. The main store is about 150 x 30 feet; the ceilings are oak finished with pressed iron decorations. There is a cash railway connecting with the telephone office in the centre of the store. At the rear are the fine offices of the firm. Going up-stairs one finds that the second floor is finished in the same artistic style as the first and contains a fine selection of goods. The millinery, dressmaking, tailoring, post office, etc., are all distinct departments connected with the main store by arches. The store being on an angle of ground in the town, faces on three streets and is well lighted. In the

rear is the hardware department, and there is a good elevator for taking goods up and down. The whole building is heated with hot water and steam. Mr. Krug does a splendid business, and although Tavistock is but ten miles from the city of Stratford, his establishment being so complete and well managed has no reason to fear outside competition.

THE PORT OF ST. JOHN, N.B.

Editor CANADIAN GROCER: I have recently sent you copies of local papers containing references to the winter shipments from this port. It will be very gratifying to Canadians generally to note the remarkable developments of this traffic and the evidence that a Canadian harbor can compete with the United States ports. I would particularly draw your attention to the fact that while there has been a development of about 50 per cent. in the traffic during the present season over that of the preceding winter, that the local manager of the Canadian Pacific Railway states that the business has only been limited by the amount of ocean tonnage offering; also that if the steamers had been available the business would have been double that of the present season.

While the undertaking was in an experimental stage our citizens willingly undertook the work, and at an expense of nearly half a million dollars (without any aid from the Dominion Government as to harbor improvements, including elevator, etc.), put their harbor in a position to cater for this traffic. The business has passed through this stage, and they are still continuing to use their utmost efforts to meet the increased developments, but find that the Federal Government of the United States is now an element in the competition. That Government is spending millions of dollars on their Atlantic sea-ports in order to compete for this traffic. As an illustration, over \$800,000 is to be spent on the harbor of Portland alone. Under the circumstances, they feel that as it has become a matter of competition in which the Government of the United States is assisting their ports, that similar assistance should be granted by the general Government of Canada to the Canadian winter port which has proved itself worthy of the name.

As the traffic during the past has been largely from all parts of Canada, as well as the Western States, they feel that it is a matter of national importance.

Trusting that you may give this matter your valuable advocacy,

I remain, yours respectfully,

IRA CORNWALL,
Secretary.

March 30th. 1897.

... Are you interested in ...

Jams and Jellies ?

Bargains in them the next two weeks.

::: VINEGAR :::

pure and free from acids and prices away down.

DRIED APPLES

I am wanting a few carloads of choice stock and pay cash. Send samples and quantity you have.

R. J. GRAHAM

Belleville - - - - - Ont.

For a Shine that will Last . . .



To keep your boots from getting hard

USE

ENGLISH ARMY BLACKING

Sold by all Wholesale Dealers

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

VERY OLD
HIGHLAND WHISKY.



Cockburn & Co.,
ESTABLISHED 1796. *Leith & London.*

Try—
**COCKBURN'S
SCOTCH
WHISKY**

Nothing Finer in the Market

This firm was established in Leith in 1796. The quality of their Whisky has never been excelled, and you can rely upon duplicate shipments always being equal to the preceding. Their brands are

J. & R. McLEA, Montreal

AGENTS FOR
THE DOMINION

Cockburn's Special Liqueur
Cockburn's Special Scotch
Cockburn's Very Old Highland

WANTED SYRUP WITH A STING.

A GOOD story is told of a Kansas farmer who entered a general store in Emporia and inquired for "some-thing nice to put on griddle cakes."

"Molasses?" said the storekeeper.

"Naw; somethin' nicer. Be'n eatin' molasses for twenty years. Ain't you got somethin' slicker?"

The grocer told him about maple syrup and praised it highly. All the "tony people" of Emporia used it, he said.

"That's what I want. The high toned-est you've got."

By a strange mishap, when the boy went to pack the goods for the socially ambitious farmer he took a tin of varnish, the varnish coming in square cans of a kind similar to those containing the maple sap. Three or four months afterward the man came back to town and reported at the store. The storekeeper having made the discovery of the error, was in a panic. At length he mustered up courage to ask how the maple syrup had answered.

"Oh, she was all right," said the customer. "Kinder highfalutin', but good. My wife at first said she thought it was some rancid, but when I told her what you said about it bein' a high-toned dish that the best people in Empory jes' nacherally craved she seemed to take a second holt, and now

she won't eat nothin' else. I thought there was a kind of a snap an' bite to it that sorter reminded me o' what we used to git when prohibition frst struck the country, but in general it's mighty good stuff."

"Was there any bad effect at all?" inquired the amazed storekeeper.

"Well, now, I can't say there wasn't. You see, it was my wife's first experience with dude grub, and she kinder lost her head; got ambitious; allowed that if we was good enough to have that kind of eatin' we was good enough to have some other things to match. Bought a lot o' new chiney dishes from a peddler, an' made me promise I'd get her a new hat with red in it, an' a dress this trip in town. Yes, I s'pose you might say that there was some bad effects, because vanity is certainly sinful. But you're a married man yourself, an' you know they ain't no way to stop a woman's ambitions when she begins to kinder get in society. Gimme a couple gallons more o' that syrup, an' if you have some that has jes' a little more o' that pleasant bitin' sting to it, why let's have that."—Chicago Record.

CAERPHILLY CHEESE.

A correspondent of The London Grocer states that competition between England and America in the matter of cheese is exercising a good deal of interest in Welsh circles. Not a little perplexity has been

felt in distinguishing real Cheddar from American.

The Welsh cheese par excellence is the Caerphilly cheese, which is associated with a little market town on the borders of Glamorganshire, but known throughout every county in Wales, just as Cheddar is known throughout any county in England. Though not entering into competition with the American cheese, the Caerphilly market people some time ago resolved that every cheese passing through Caerphilly market should be branded, and that no cheese which was not so branded should be considered "Caerphilly." Notwithstanding this, large—that is, comparatively large—lots of cheese are being made and sold as "Caerphilly" that have not passed through the market. Branded or unbranded, there is no doubt that Caerphilly cheese is a unique production. This cheese was originally sold at Caerphilly, where a market for it had been in existence from a period beyond memory. It is maintained that, owing to climatic influence, combined with a suitable herbage and the formation of the soil, Caerphilly cheese, or cheese containing that agreeable flavor—being easy to digest, with a thin, wrinkled rind, most rich and palatable, but still retaining the valuable property of keeping, if required—can only be produced in Monmouthshire, say west of the river Usk, and that portion of Glamorganshire already indicated.

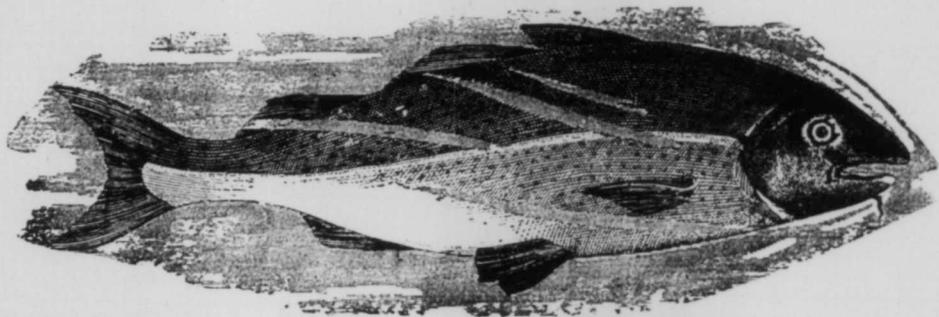
SALMON

We are just receiving 1,000 cases of our celebrated brand of Salmon—"LYNX"

We also have
to offer

Fine Cohoes

in tall and flat
tins. . .



"Royal Eagle,"

"Imperial,"

and the well known brands

"Horse Shoe," "British American," "O-Wee-Kay-No."

SPECIAL PRICES TO BUYERS IN ROUND LOTS.

L. CHAPUT, FILS & CIE., - Montreal



"KOLONA" CEYLON TEA

Sells easily . . .

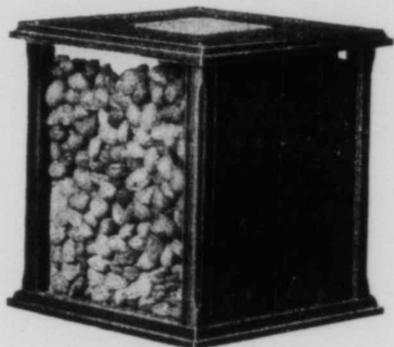
Because
it is

Pure
Healthful
Uniform in flavor
Economical
And pays the retailer a
good profit

You should
have it.

The EBY, BLAIN COMPANY Ltd.

WHOLESALE AGENTS
TORONTO - CANADA



The Grocers' Show Case

An attractive display
IS A SALE HALF MADE.

Lines otherwise hidden from view **PROMINENTLY BROUGHT BEFORE THE CONSUMER.**

THE GREAT SELLING FACILITIES of these cases at once commend them to the wide-awake grocers. Neatly designed, finished in hardwood, of convenient size and a great economizer of space where counter room is limited.

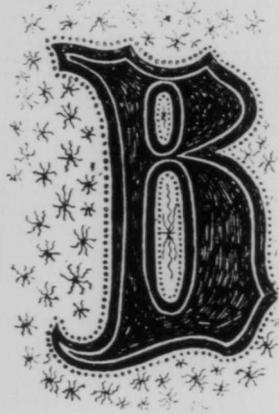
ORIGINALLY sold at \$1.50, but under most advantageous arrangements with the manufacturers can now be sold at \$1.10 apiece. Packed 2 and 4 cases in a crate.

— ONLY A FEW DOZEN LEFT. —

W. H. GILLARD & CO.

Wholesalers Only

HAMILTON



UTTER-PLATES

Two strong well-made delivery baskets with each half-thousand plates

Different size baskets with the different size plates. No extra charge for the baskets.

WRITE FOR PRICES _____

H. P. ECKARDT & CO., Wholesale Grocers **TORONTO**

The Cure Does It.

If you get lower quotations than ours, for Hams, the reason is plain—inferior quality. Choose between quality and price. Which is the best business builder in the end? Your customers have their hobbies. No one wants to cut and fry a Ham that is cured for boiling. And few people care to boil a Ham that is cured for frying—think of the salt that would fry out. Rose Brand Hams are properly cured—but they are cured for the purpose for which they're to be used.

The Geo. Matthews Co. Ltd.
Ottawa and Peterborough

“Rose Brand” Hams



Looking 'round . . .

for better Mince Meat will bring you back again just where you started. You won't find a better article in the world than

WETHEY'S CONDENSED MINCE MEAT

because it combines the purest and best meat, fruits and spices procurable. Nothing second rate is used.

J. H. Wethey, Mfr. St. Catharines, Ont.

THE CANADIAN GROCER

BAYNE MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

THE MacLEAN PUB. CO. Limited.

Fine Magazine Printers and Trade Newspaper Publishers

TORONTO: 26 Front St. W. Telephone 2148. MONTREAL: Board of Trade Building. Telephone 1255.

John Cameron, General Subscription Agent. Major A. G. Campbell, General Subscription Agent.

WHOLESALE ROBBERY BY EMPLOYEES.

WHAT is alleged to have been a most extensive system of robbery by employes was unearthed last week in a large business house in a certain Canadian city.

The head of one of the departments, it seems, was suspected of dishonesty. A search-warrant was placed in the hands of a detective, who, accompanied by the police patrol wagon, visited the house of the suspect. As a result of the visit more than a wagon load of stolen goods was collected and the suspected employe was arrested. Among the goods were articles from several departments besides those immediately in the charge of the suspected man.

After the arrest the prisoner was bailed out and escorted to the business house of his employers. It is said that he was there told that if he would divulge the names of those who were in collusion with him the firm would not prosecute him. He agreed to this, and gave the names of about thirty employes, five of whom were heads of departments. And as there were the goods from these departments to corroborate the charges, each one was promptly dismissed from the firm's service.

This reveals a deplorable state of affairs. All those charged with dishonesty may not have been guilty, but it is evident that a good many of the employes must have been in collusion with each other.

Such wholesale pilfering as this weakens one's faith in humanity. And it must

necessarily loosen the confidence of employers in employes.

It is unfortunate that such should be, but such naturally must be the outcome of exposures like that just cited. For what goes on in one establishment it is quite possible goes on in another.

Employers may often be partly to blame for dishonesty in their employes, in that they do not give them sufficient remuneration to maintain that respectability which their position demands.

But the fault of an employer is no excuse for the dishonesty of an employe.

No matter how adverse a young man's or a young woman's circumstances may be, honesty is always the best policy.

A young man makes the mistake of his life when he imagines that even in temporal matters he can build himself up by filling his pockets at the expense of his employers.

It is to be hoped that the circumstances cited will be a lesson well heeded by those who may be predisposed to dishonesty. It is with this object in view that THE CANADIAN GROCER gives the case publicity.

CEYLON TEA EXPORTS.

THE Ceylon tea trade continues to develop at an extraordinary rate. This is evident from the figures showing the exports from Ceylon during 1896.

These figures reveal the fact that in that year the exports of tea to all countries aggregated 108,141,412 pounds, or about 11.33 per cent. larger than in 1895, and over 28 per cent. larger than in 1893.

The subjoined table shows how the exports were distributed among the various countries:

	1896.	1895.	1894.	1893.
United Kingdom	93,996,361	85,713,339	75,318,644	75,500,077
Austria	31,556	5,335	6,934	7,190
Belgium	31,695	12,233	8,961	3,509
France	72,185	49,586	18,366	27,992
Germany	130,462	281,578	149,839	225,636
Holland	6,121	15,833	600	10,818
Italy	10,770	8,556	4,800	9,087
Russia	216,233	333,518	41,494	53,272
Spain	54,685	64,285	45,753	37,513
Sweden	16,395	750	500	3,550
Turkey	17,304	15,017	9,105	8,434
India	924,272	831,070	875,578	964,104
Australia	11,062,832	9,379,561	7,446,782	6,968,956
America	718,630	393,527	216,422	112,449
Africa	142,073	150,490	74,789	114,857
China	370,480	321,431	155,522	188,059
Singapore	93,445	34,351	26,465	21,906
Maritius	124,254	186,096	106,675	110,079
Malta	151,750	103,265	46,615	38,435

Total lbs. 108,141,412 97,939,871 84,591,714 84,406,064

As the exports to Canada and the United States are all enumerated under the word

"America," of course the figures given above convey no idea of the shipments to Canada direct. Neither do the figures furnished by the Dominion Trade and Navigation Returns reveal the amount of our direct imports of Ceylon tea, all these returns give being the direct importations from the British East Indies, which, of course, include India as well as Ceylon. The imports on this joint account for the fiscal year ending June 30, 1896 were: 1,487,883 pounds, valued at \$215,561, compared with 443,723 pounds and \$77,414 in 1895, or an increase of over 235 per cent. in quantity of importations. None of these figures, of course, include the large quantity of Indian and Ceylon teas imported by Canada via London.

The figures appertaining to the imports of these teas by North America (Canada and the United States) during the first two months of the present calendar year are also to hand, and they too show a remarkable increase.

Direct shipments to North America from London of Indian and Ceylon tea are given at 1,202,000 lbs., compared with 262,000 lbs. for January and February of last year, an increase of nearly 359 per cent.

From Colombo direct the imports were 260,000 lbs. in February, 1897, compared with 91,000 lbs. the same month last year, or an increase of over 187 per cent.

A store sign often indicates more than the merchant's name.

ONTARIO DEPARTMENT STORE BILL.

Middleton's department store bill, introduced in the Ontario Legislature, has been withdrawn.

This bill, it will be remembered, provided that cities with a population of 30,000 and over might impose, on a two-thirds vote of the members of the council, a special tax on any department store carrying on more than three distinct classes of business.

The bill in question came up for its second reading on Monday, and while in the debate which followed the consensus of opinion was to the effect that the department store was an evil, it was felt that it was too late in the session to give the measure proper consideration, and so it was withdrawn with the understanding that it would be again introduced at the next session of the Legislature.

THE TELEPHONE QUESTION IN TORONTO.

RUMOR has it that the Dominion Government is likely to grant the Bell Telephone Co. the desired power to increase its rates in Toronto by over 66 per cent.

It is to be hoped the rumor has no foundation in fact.

The argument of the company why it should be granted the powers in question is a specious one: It is losing a good round sum annually on its Toronto service.

It might be. But that is open to grave doubt. At any rate, it manages to pay its shareholders a dividend of eight per cent. annually, quite a nice snug little sum in these days of small dividends. And that is not all: it also manages to pay five per cent. on its bonds. Not bad at all for a concern that is losing money at the rate of seventeen dollars per telephone in its Toronto system.

But, supposing it is true that during the last year or two its Toronto service has not been a remunerative one; what has been the chief cause of it? It surely cannot be that the rate per telephone has not proved sufficient. It was good enough on which to base a bid for the franchise a few years ago. And if then, why not now under ordinary circumstances?

If, as the company asserts, the Toronto system has not been remunerative lately, the cause, it is pretty safe to say, was not the rate it charged subscribers. On the contrary, it was because of the damage which the winter storms wrought upon wires and poles upon a couple of occasions during the past year or two. And that was due to imperfect mechanical arrangement as well as to the storms. The conditions of the Canadian winter were well known and they should have been prepared for.

When a vessel, carrying too much sail and not navigated by a cautious captain, is struck by a squall and goes down, the owners do not charge the consignees of the cargo with not paying a sufficient freight rate. No; if the vessel is badly sailed, they blame the navigator, if anybody. And if the craft happens to have been an old hulk that had rightly passed her days of usefulness they say nothing.

If the Bell Telephone system does not pay, it is either from one of two causes: It

is either because of bad management or the system has seen its best days. And in neither case can the losses occasioned thereby be chargeable to subscribers. Nor can the cost of the damage by storm. That must come out of the pockets of the shareholders.

But after all, there are a good many whom look upon the movement of the company to acquire power to increase its subscription rate as a game of bluff. Whether or no this is true we cannot say. Possibly it is true.

As everyone knows, an idea obtains that the present rate of \$45 for business and \$25 for private service telephones is, instead of being too low, too high. That being the case, it is argued that it is quite reasonable that the company should take the steps that it now has in order that it may be in a position to offer, as a compromise, the rates which it now professes to be unremunerative.

Another argument used by those who claim the company is playing a game of bluff is that it hopes to frighten away the companies that are now bidding for the Toronto franchise.

But whatever may be the motive of the company in asking the Government to give it power to increase from \$45 to \$75 the rate on telephones used by business men, it would be a crying shame to grant it.

There are other companies who are prepared, upon being granted the franchise, to supply a business service at \$9 less and a private house service at \$5 less than the rates now charged by the Bell people. And furthermore, to pay over to the civic authorities five per cent. of its earnings.

Surely if one company can do this another must, or else pack up its baggage and get out. If its system is being outstripped in the race by more modern systems, the onus is upon its shareholders and not upon the people who use their telephones.

But whether or not the Bell Telephone Co. can work its system lower than it does to-day, one thing is certain: the Bell Telephone system has been worked lower where competition has compelled it to do so. In Michigan City, Ind., for instance, the rate was at one time reduced to less than one-half what it is in Toronto to-day.

In view of the facts above cited it would be a most unjust thing for the Dominion

Government to put into the hands of the Bell Telephone Co. the power to wring from business men and other subscribers even one dollar more than they are to-day getting for a service whose imperfections are an abomination.

The merchant or clerk who does not exercise tact will some day receive as great a surprise as if he had unconsciously sat upon a tack.

THREE MONTHS' FAILURES.

IN spite of the cry of hard times it is gratifying to know that, as far as failures are concerned, Canada's position is more satisfactory than it was at the same time a year ago. This is shown by the reports of the quarterly report of the commercial agencies. The figures in the following table give the failures for the three months ending March 31st and are taken from Bradstreet's returns:

	No. Failures.	Assets.	Liabilities.
Ontario.....	314	\$877,487	\$1,990,057
Quebec.....	210	602,091	2,015,648
New Brunswick.....	26	54,400	116,500
Nova Scotia.....	58	175,890	371,261
Prince Edward Island.....	4	15,800	37,602
Manitoba	17	103,095	293,404
Northwest Territories.....	2	21,700	31,773
British Columbia.....	12	18,500	53,100
Totals, Canada	683	1,866,963	4,819,345

Compared with the same period in 1896 these figures show a decrease of 12.54 per cent. in the number of failures, of 2.40 per cent. in assets, and of 16.23 per cent. in liabilities.

A comparison of the assets to liabilities do not, however, show scarcely as good results. For instance, in 1896 the proportion of assets to liabilities was 40.76 per cent., while for the first three months of the present year they were but 36.66 per cent., or 4.10 per cent. less.

The returns are, on the whole, however, gratifying, indicating as they do that the condition of the business men of the country is improving in spite of restricted trade consequent upon the anticipated tariff changes.

With the tariff question settled Canada will doubtless experience an appreciable revival in trade.

A merchant usually puts his business on a cash basis in order that he have it upon a sound financial basis.

THE ADVANCE IN SUGAR.

THE fact that sugar refiners advanced their price on refined $\frac{1}{8}$ c. per pound last Friday has directed attention to the sugar market with renewed vigor this week.

During the spring of 1895 the situation was equally interesting. It was at that time that Mr. Foster brought down his tariff changes, among which was the duty of $\frac{1}{2}$ c. per pound on raw sugar. Previously, the refiners got their supplies free of duty. The trade anticipated the change to a great extent, the result being a regular boom during February, March and April of 1895.

When the duty went into effect granulated advanced $\frac{1}{2}$ c. per pound to 5c. at the refineries.

It is worthy of note, however, that it did not long remain at this comparatively high figure, for the natural conditions of the market led to a decline in price.

In April 1896, a year later, the basis was $4\frac{1}{2}$ to $4\frac{3}{4}$ c. for granulated, and yellows of course declined proportionately.

During last summer granulated was sold as low even as 4c.; indeed it was claimed in many instances that that price had been shaded.

Since the first of the present year the tendency of values outside has been upward, but the Canadian market was slow to respond to this influence. About three weeks ago, however, as noted by THE CANADIAN GROCER, a demand set in from wholesalers, who are generally reported to have been extensive buyers of the refined article.

It is claimed, in fact, that individual houses in Montreal control as large a quantity as 10,000 barrels of refined.

This speculative enquiry—for the regular consumptive demand has been only of an ordinary character—is due to the impression, which generally prevails, that the duties on sugar in the coming tariff are to be altered in such a way as to secure an increase in revenue, to offset reductions made in other directions.

At this writing refiners are firm at $4\frac{1}{8}$ to $4\frac{1}{4}$ c. on granulated, and $3\frac{3}{8}$ to 4c. on yellows.

ORDERS FROM ENGLAND.

The Capital Cash Register Co., Ottawa, are advertising in two papers only, THE CANADIAN GROCER and Hardware and

Metal. They have had enquiries from the extreme west of Canada as well as from the Maritime Provinces, but they now have one from a strong firm in Wolverhampton, England, who say they saw the advertisement in Hardware and Metal. This paper now has several hundred readers in Great Britain.

THE LATE THOS. DOHERTY.

The death of Mr. Thos. Doherty removes a personality well known in the tea trade of Montreal. Mr. Doherty was born at Omagh, county of Tyrone, Ireland, about 53 years ago, and came to this country in 1862, and finally settled in Montreal. He became identified in the tea importing business, and established a firm under the style of Downey, Doherty & Co. He was afterward associated with the late Thomas Kearney in the same business, under the firm name of Thomas Doherty & Co. Mr. Bartholomew Wall was afterward associated with Mr. Doherty. After this firm was dissolved Mr. Doherty conducted the business alone under the same firm name. Mr. Doherty married Miss Moore, who survives him with three children.

A MUCH-NEEDED CHANGE.

The location of the Bristol steamers at the extreme eastern end of Montreal harbor has been a fruitful topic of discussion in export produce circles, as it necessitated a long cartage during the hot summer months, which naturally was injurious to such goods as butter and cheese.

The butter and cheese trade have petitioned the Harbor Commissioners frequently in regard to the matter, without result until this spring.

Last Thursday that body decided to allot the outside berth on the Island wharf, which has formerly been occupied by the Black Diamond Line, to Messrs. Elder, Dempster & Co., and this year they will use it for the Bristol Line. In turn, the Black Diamond Line has been allotted 300 feet of space at the lower end of the city, which last year was occupied by the London line of the Elder, Dempster Line.

This is in the centre of the harbor, and most convenient to that portion of the city where all the cold storage warehouses are situated.

AGAINST THE I.C.R. EXTENSION.

Halifax merchants are not, it appears, a unit on the extension of the I.C.R. from Levis to Montreal. Opposition to the project has only developed recently, but it is strong nevertheless.

A joint committee of the Board of Trade and City Council, of Halifax, adopted a report favoring the extension of the road, but the Council has not as yet adopted it, on account of the opposition raised, and there is a possibility the Board of Trade will also give it the cold shoulder.

Mr. Dwyer, a former president of the Board of Trade, and a prominent wholesale grocer, is out in print against the scheme, which, he contends, will only help Montreal to compete for the trade of the province.

CANADIAN BUTTER IN ENGLAND.

A representative of THE CANADIAN GROCER had a chat with Hon. Mr. Ballantyne in the Russell House, Ottawa, the other day, and found him quite enthusiastic about the success of Canadian winter butter in England. During the past winter he has been handling the product of ten factories, and paying them an average of 20c. per pound. This, he estimates, is 3c. better than the American factory men are getting for finest Elgins and butters of that quality. In England the quality has been so good when Canadians arrive there that he has been getting one shilling better than New Zealand and Australian butters, and within a couple of shillings of finest Danish. He says the quality of Canadian butter is quite equal to Danish, but the latter has been advertised extensively for a long time, and a strong prejudice in its favor exists. Canadian butter, however, is gradually working its way in, and if the quality is strictly maintained and if it is judiciously advertised we are bound to have a very large and profitable trade.

WASHING SODA HIGHER.

Cable advices on washing soda have been strong lately, and this week a further advance was reported.

The total gain from the lowest point ranges from 10 to 12c. per 100 pounds, which is quite a rise, compared with the level which prevailed last spring.

HAMILTON'S PURE FOOD SHOW.

THE grocers of Hamilton are to be congratulated upon the success of the pure food show which opened under their auspices in the drill hall on Monday night.

The decorations and the beauty and variety of the exhibits combine to make the scene a most charming one.

Mayor Colquhoun presided at the opening ceremony, being introduced by Mr. Frank G. Close, of the Grocers' Association. Mrs. Rorer, of Philadelphia, the celebrated authority on cooking, who has been engaged to lecture daily while the show lasts, delivered an address, and Mr. H. S. Brennan, of the Hamilton Board of Education, also spoke.

The duty of declaring the show opened devolved upon Hon. G. W. Ross, the Minister of Education. He was warmly received, and he congratulated the promoters of the show on their success in doing things well. He spoke favorably of domestic science, and referred in a complimentary way to the school of that city. He considered the art of cooking and the knowledge of how to select pure foods of great importance, and he referred to the teaching of domestic science in the schools of Toronto. He hoped the educational system would ere long expand so as to provide for technical schools for boys as well as girls.

Tuesday was Physicians' Day, and the chief speaker was Dr. G. S. Ryerson, M.P.P. Dr. Ryerson put himself en rapport with his audience at once, by referring to the city as the hub of the Dominion and himself as a visitor from its suburbs. He believed that if one confined himself to the pure food exhibited at this show he would live forever, but should illness come he could desire no better physician than Mrs. Rorer. Speaking in seriousness, the doctor referred to the exhibition as a new field of competition with Toronto, and remarked that Hamilton in this matter had given a pointer to the whole Dominion. Dr. Ryerson's address closed with a brief exposition of the physiology of eating.

Wednesday was Grocers' Day, and it was probably the most successful day of the show up to then. Mrs. Rorer lectured in the afternoon. Her subject was "Left Overs, Chicken, Aspic, Bondin's Sauce, Bechamel, Curry, and Spring Salads." Mrs. Rorer also lectured again in the evening, and the programme of music was contributed by Mrs. Bruce Wikstrom and E. F. Martin.

The show closes on Saturday.

CANADIAN HORSES IN JAPAN.

Recent information through the State Department calls attention to the fact that

Japan maintains a force of about 20,000 cavalry, for which purpose native horses are useless on account of their small size. An attempt has been made to improve the stock by the importation of high class stallions, but it proved a failure.

Australian horse breeders have made a bid for this market, but their horses and prices are both too large. It is suggested that the best horse extant for the use of the Japanese cavalry could be selected from the herds that thrive so well on the plains of Western Canada. What the Japanese want is a light, medium sized animal, not over gentle, and tough as a rawhide.

SEA WATER THAT LOOKS LIKE BLOOD.

SIR HENRY MANCE, is speaking of the varied experiences which are specially incident to the life of a submarine telegraph engineer, says that natural phenomena are occasionally witnessed in the Persian Gulf which to the untraveled would appear incredible.

In the mountains near Mussendom he has seen, during a thunderstorm, lightning displays which baffle description, and at certain seasons of the year the water in the bay, which is large enough to hold all the fleets in the world, presents exactly the appearance of blood, says The Pittsburg Dispatch. At such times, as soon as night sets in, the silvery emerald green phosphorescent effects produced by the moving of boats and the splashing of oars are indescribably beautiful.

Not many miles from Mussendom mysterious fire circles will sweep over the surface of the sea at a speed of 100 miles an hour. This phenomenon is seldom witnessed and has never satisfactorily been explained.

While steaming along the coast of Beloochistan Sir Henry has often been called from his cabin at night to gaze on the more common phenomenon of a milky sea, the water for miles around being vividly white and luminous.

In the same locality he has known the sea to be for short periods as if putrid, the fish being destroyed in myriads, so that to prevent a pestilence measures had to be taken to bury those cast up on the beach. The cause was doubtless the outbreak of a submarine volcano and the liberation of sulphuretted hydrogen.

In these waters jellyfish are as large as footballs, and sea snakes of brilliant hue are met with in great numbers. On one occasion a swarm of sea snakes forced their way up one of the creeks in Kurrachi harbor, apparently for the purpose of settling some tribal differences, for the ground be-

tween high and low water mark was thickly covered with their bodies, in positions which betokened a deadly struggle.

FISH BISCUIT.

Prof. Sahlstrom, of Newfoundland, has solved the problem of producing a biscuit composed of fish and flour, half of each ingredients being mixed up by the aid of an essence extracted from the head bones and other hitherto useless parts of the fish. By this means there is no water used, and the biscuits are then baked and kiln-dried, so that they are perfectly dry, and weigh only 1 ounce—a pound of biscuit being equal to three pounds of food, and these biscuits, when fried, make most palatable and appetizing fishcakes.

They can also be broken up and made into curries and pies, and it is claimed that by reason of their economic preparation they are the cheapest and most nutritious fish food on the market. It is believed that it can be readily introduced into foreign countries where our codfish is exported, and should also find an acceptance in army and navy circles, the comparative lightness and ease of handling making it very convenient in military expeditions. The biscuits will be sold for about eight cents per pound and should meet a ready sale.

HE TOOK ONE LOAD.

It is reported of the late William H. Vanderbilt that his father, the commodore, did not give his son, when a young man, much credit for business ability. Absolute verification of this is doubtful, but a good story is told of an incident wherein the son proved that he too carried in his head some of the astuteness in commercial intercourse that his father possessed. The commodore presented him with a farm on Staten Island, informing him that he might live there, and to make the land pay, as that was all he cared to contribute towards the lad's support. A short time later the commodore enquired of his son how he was getting along.

"Not very good, father," the young man replied. "What I need badly is some means of improving the earth."

"Well suppose you go up to my stables and get a load of refuse; but mind, I shall only give you one load."

"All right," replied the son, and he took one load; but, to the astonishment of the commodore, when he went to the stables they had been entirely cleaned.

"How many loads did that boy of mine cart away from here?" he enquired of the stableman.

"One, sir," replied that functionary; "but he carried the stuff away in a barge, sir."—Harper's Round Table.

A
I
T wa
groc
nice
lull in
so-calle
Th
Shall I
asked t
In
grocery
where i
use saw
use it ir
and he
himself
hands t
honest
I fi
said the
second
No
don't k
be just
it. Pu
they o
with ci
as good
he will
stinkac
error in
he wor
It
come a
clerk,
Day
glass c
Y
getting
N
day w
they le
was a
W
to kee
stores
man,
pickle
G
to-day
Y
the pe
price
qualit
gain
Just
and th
the di
is the
A
for th
she p
usual

A FEW "BUSINESS HINTS."

It was Saturday afternoon in the corner grocery, and they were making it look nice for the evening trade during a little lull in the business, says an exchange, in a so-called humorous sketch.

"There's only a pound of sand left. Shall I sand the floor or put it in the sugar?" asked the new clerk.

"In the sugar, by all means," said the groceryman, kindly. "Always put a thing where it will do the most good. We can use sawdust for the floor, but we could not use it in the sugar without it being noticed," and he dumped the sand into the barrel himself and mixed it with his hands, those hands that were accumulating a fortune by honest toil.

"I find we're all out of the best coffee," said the clerk. "Shall I put in some of the second best?"

"No, my boy; you mean well, but you don't know. People would kick, for it would be just enough different for them to detect it. Put in the worst and they'll imagine they only fancy it's bad. It's the same with cigars. Give a man a cigar not quite as good as he is in the habit of smoking and he will tumble to it. Give him out-and-out stinkadoro' and he thinks he's made an error in judgment, and nine times out of ten he won't kick."

"It's almost time for that candy man to come around with more candy," said the clerk, as he picked up the "Fresh Every Day" sign off the floor and laid it on the glass case. "Isn't the 15th his day?"

"Yes; every other month, Are they getting low?"

"No; there was an old lady here yesterday who said she hated to disturb them, they looked so pretty in the case. Said it was a permanent attraction.

"Well, she said that for spite. She used to keep a candy store until the dry goods stores knocked her out," said the groceryman, picking the kitten out of the barrel of pickles, into which it had just fallen.

"Going to have any special prices to-day?" asked the clerk.

"Yes; we must work off that ham that the people wouldn't have at the regular price of 14 cents a pound. Call it 'first quality, sugar-cured,' and sell it as a bargain 'for to-day only' at 20 cents."

Just then a couple of customers came in and the groceryman ostentatiously brushed the dust off the illuminated sign, "Honesty is the best policy."—Exchange.

SHE BOUGHT.

"What! do you expect me to pay 5c. for that?" says a customer to her grocer as she points to a common cleansing article usually sold at that price. "If I go to

Sixth Avenue I can get the same article for 3c." "And 10c. for car fare," says the grocer, "makes the price 13c., see!" The lady replies, "When I go down there I buy six, and pay, including car fare, 28c." "Oh! but if you buy six here you shall have them for 23c., and you save 5c. Do you want six?" She bought.—Retail Grocers' Advocate.

SHE WAS A BUSINESS WOMAN.

"There are more ways than one to make a living," said a demure little woman, with flashing brown eyes, to a reporter. "I know a woman who was left penniless in Manchester. She was riding in a tram one day, when she was struck with the sameness of the advertisements that are posted up in the cars. She believed that she could write good advertisements, and she thought out a lot of little four-line rhymes for a certain article. She submitted them to the advertising manager of the firm who manufactured it, and they were accepted, and now she is making a lot of money every year with her verses, extolling various wares."

"Pshaw!" said the blonde, who sat next to the demure little woman. "I know of a case that discounts that."

"I don't believe it," said the demure little woman.

"Well, I do, and I'll tell you about it, to prove it. A friend of mine, who had been doing some newspaper work, got the craze for writing advertisements, and she went around to a lot of establishments, only to find that they were well supplied with people to look after that branch of their business. She did find one firm that was willing to let her try her hand, and she began work. In less than a year she was comfortably off for the rest of her life."

"Did she invent some new style of writing or something of that kind?" asked the demure little woman.

"No," replied the blonde, "but she married the senior partner."—Odds and Ends.

CELERY SOUP WITH OYSTERS.

Cut three heads of celery into small pieces, using both roots and stalks; add a piece of onion as large as a hickory nut and a sprig of parsley; put into a saucepan with a pint of boiling water and boil half an hour; put one quart of milk into a double boiler; rub to a smooth paste a heaping tablespoonful of flour, and add to it, a little at a time, a half cup of warm milk; pour this into the hot milk and stir until it is smooth and creamy; remove the parsley and rub the remaining contents with the water through the colander and add this to the milk; add a teaspoonful of salt and half a teaspoonful of pepper; as soon as it boils

add two dozen nicely washed oysters; when it reaches the boiling point again remove from the fire and serve.

CANARY SEED OUTLOOK.

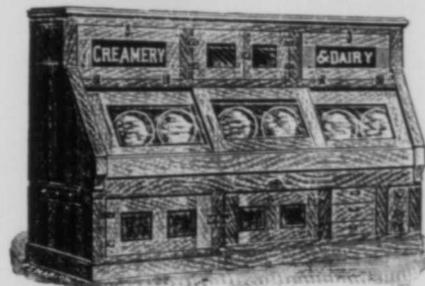
Canary seed is likely to be a paying crop for the next few years. It appears that for various reasons the farmers of the Argentine, Holland, England, Morocco, and Spain have, to a large extent, given up its cultivation, and it may not be inadvisable therefore for British and other farmers again to take up its cultivation, in spite of the low prices now ruling, and continue to grow it simply because a number of foreign countries have abandoned it. It is probable that values will soon advance from the 27s. and 36s. per quarter of 464 lbs. now prevailing towards the lucrative rates of 46s. and 80s. in 1892. At present the visible supply in Turkey itself is most insignificant, and practically the whole of the world's supply is in the hands of either direct consumers or of the general trade throughout the world.—British Trade Journal.

INSURING CLERKS' HONESTY.

A Cleveland newspaper mentions a novel scheme adopted by a hardware merchant of that city to insure himself against loss by the dishonesty of employees. When a new man comes into his employ he is called to the office, where there is a private interview. The employer promptly comes to the question, and asks the man if he thinks that he is honest. The replies naturally vary in frankness, but that is immaterial.

"Well, replies the merchant, "if ever you have an inclination to steal, just come to me and I will give you the amount you thought of taking. Have no hesitancy, but come right up and I will gladly give it. We will thus save your character and I'll save a clerk."

In all his experience only one man has come to him for this purpose, and he was in desperate straits. As for any money being stolen—never.

Aubin's Patent Refrigerator

The "Grocer's Standard" is the Favorite.

Send for Catalogue and Price List.

C. P. FABIEN 3167-3171 Notre Dame St., MONTREAL.

A Trade Winner ...

OUR

CROWN BRAND FLAVORING EXTRACTS

— are growing in favor every day.

There is reason in this. It is simply owing to the fact that we are so careful in the manufacture that our Extracts cannot be surpassed by any for purity, strength and flavor. We make a large variety. Not only the standard Lemon and Vanilla, but almost every fruit, flower and spice flavor known can be had for the asking.

The point is--It will pay you to push the sale of this line. The goods will please your customers and win trade for you.

Robert Greig & Co.

456 St. Paul Street, MONTREAL.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, April 8, 1897.

GROCERIES.

There is still some speculative buying in tobacco, teas and sugars, but it is not so pronounced in any of those lines as it was a week ago. The influence of the coming tariff changes is more strongly felt at the moment than it has at any time heretofore been. Consequently, taking it all round, business is quiet, and wholesalers are wishing for the speedy appearance of the budget speech. Shortly after we went to press last week an advance of $\frac{1}{8}$ c. per pound was decided upon by the Canadian refiners in the price of all grades of refined sugars. That advance has been maintained, although the demand is not as brisk as it was. Canned goods are only in moderate request. Coffees are meeting with a fair demand. Currants are being firmly maintained in the primary market, and local wholesalers have again marked their figures up. Spices are quiet and steady. Payments are rather slow.

CANNED GOODS.

No new features have developed during the week. Prices rule steady on tomatoes and peas, but the volume of business is only fair. Canned fish is not receiving the attention that is looked for at this time of the year. We quote standard brands as follows: Tomatoes, 75c.; corn, 55 to 75c.; peas, 75 to 80c. for ordinary;

sifted select, 90 to \$1; extra sifted, \$1.25 to \$1.40; beans, 65 to 95c.; peaches, \$2.50 to \$3 for 3's, \$1.65 to \$2 for 2's; raspberries, \$1.50 to \$1.80; strawberries, \$1.65 to \$1.95, according to brand and quality; blackberries, \$1.40 to \$1.70; cherries, \$2 to \$2.25; apples, 3's, 70 to 95c.; gallons, \$1.65 to \$2.25; salmon, "Horseshoe," \$1.50; cohoes, \$1.10 to \$1.25; canned mackerel, \$1.20 to \$1.30; lobsters, \$2.25 to \$2.40 for tall tins; flats, \$2.85 to \$2.90; $\frac{1}{2}$ -lb. flats, \$1.60 to \$1.65; Canadian canned beef, 1's, \$1.20 to \$1.30; 2's, \$2.25 to \$2.40; 6's, \$7.75 to \$8.25; 14's, \$15 to \$16.

COFFEES.

There is a moderate demand for green Rio coffees. The market for Rio coffees is a little weaker this week owing to liberal receipts at Rio and Santos. Jobbers quote green in bags: Rio, 14 to 16c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22 $\frac{1}{2}$ c.; Java, 30 to 33c.; Mocha, 27 $\frac{1}{2}$ to 30c.; Maracaibo, 18 to 20c.; Jamaica, 19 to 22c.

SYRUPS.

Refiners' supplies of syrups are light and wholesalers report a fair demand. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3 $\frac{1}{4}$ c. per lb.

MOLASSES.

There is a little business being done, but the market is devoid of any striking features.

We quote: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

The advance of $\frac{1}{8}$ c. in the price of all sugars which took place shortly after we went to press last week has been maintained. This advance had the effect of checking the demand to some extent, which is thought by a good many to have been the object desired by the refiners when they marked their prices up, the orders previous to that having been of a character which threatened to overtax their energies. The refiners, however, claim that the condition of the raw market warranted the advance. The London market has, however, been somewhat irregular during the past week. On Friday the cables noted an advance of $\frac{1}{4}$ d. on beet for next month's delivery, but on Tuesday the cables announced a decline in beet of fully 1 $\frac{1}{2}$ d. on this and of 2 $\frac{1}{4}$ d. on next month's delivery, due, it is believed, to a report that the increased bounty law in France had passed. Local wholesalers' quotations are now: Granulated—St. Lawrence and Redpath's, 4 7-16c. for single barrel lots and 4 $\frac{3}{8}$ c. for 5-barrel lots; Acadia, 4 $\frac{3}{8}$ c. for single barrel lots, and 4 5-16c. for 5-barrel lots; yellows, 3 $\frac{3}{8}$ to 4 $\frac{1}{8}$ c. per lb.; Demerara crystals, 3 $\frac{3}{8}$ c.

SPICES.

The spice market is quiet with prices

Washboards

OUR LEADING LINES ARE

BANNER GLOBE
S.B. GLOBE
GENUINE GLOBE
AND
SPECIAL STAR

We will be pleased to make a sample shipment . . .

WALTER WOODS & CO.
HAMILTON

OTHER FIRMS

Are not content with copying our package, but are using the identical words on our labels. Imitation is the sincerest flattery, but do not be deceived, as Meadow Sweet Cheese has the largest sale of any package cheese in England and United States, and the sales in Canada are growing every day.

Sold retail in 10c. packages, and 15 and 20c. pots, allowing 30 per cent. profit to the Grocer.

Write to
Meadow Sweet Cheese Co.

P.O. Box 2321, Montreal
For Price List.

IMITATIONS! IMITATIONS!

Canada is full of imitations of

"SALADA"

CEYLON TEA

But then, as the grocer knows, imitation is the sincerest flattery, and nothing but what is good is imitated. "SALADA" Ceylon Tea has no equal, but many imitations.

"SALADA" CEYLON TEA CO.

25 Front Street East - - TORONTO
15 Niagara Street - - - BUFFALO
318 St. Paul Street - - MONTREAL
Chronicle Telegraph Bdg. PITTSBURG



THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

BRANCHES—

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

still steady. We quote: Pure Singapore black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar French, 25 to 27c.; do. best, 28 to 30c. per lb.; allspice, 14 to 18c.; cassia, quoting 2½ to 3½c. for choice to fancy stock.

NUTS.

Advices received in Toronto this week state that the ss. Cambrian, to whose accident reference was made last week, is due in New York on the 25th with her shipment of Tarragona almonds for the Canadian market. Locally there is nothing new to note. We quote: Brazil nuts, 11 to 12½c.; Valencia shelled almonds, 18 to 22c.; Tarragona almonds, 9½ to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12½c.; Marbot walnuts, 9½ to 11c.; Bordeaux walnuts, 8 to 9c.; Sicily filberts, 10c. for sacks and 10½ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12½c.

RICE, TAPIOCA, ETC.

The rice market generally appears to be strong. Locally business is quiet. We quote: Rice, Standard "B," 3¼ to 3½c.;

imported Japan, 5¼ to 5¾c.; tapioca, 3¼ to 4½c.; sago, 3½c.

TEAS.

More interest has been taken in China blacks the past week than at any time since the speculative demand, on account of the anticipated change in the duty, began. This, it is thought, is due to the fact that available Indian and Ceylon teas and Japans are all now about taken up, while China teas on spot are showing good value. Desirable medium-grade Indian and Ceylon teas are scarce in Toronto. There has been a little buying by local wholesalers during the week of London teas, principally, it seems, by the package-tea men, "who," to quote the words of a tea man, "recognise that, duty or no duty, they must have teas to supply the regular demand. Ruling prices on the Toronto market to retailers are: Young Hyson, 18 to 21c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

There has been no further advance in currants, but the market continues firm.

The lower grades of fruit are scarcely obtainable. We quote: Provincials, 4½ to 4¾c. in bbls.; fine Filiatras, in bbls., 4½ to 4¾c.; do., half-bbls., 4½ to 4¾c.; Patras, 5 to 5¼c. in bbls., 5½ to 5¾c. in half-bbls., and 5½ to 5¾c. in cases; Vostizzas, cases, 6 to 8c.

Valencia raisins continue uninteresting. We quote: Off-stalk, 5 to 5¼c.; fine off-stalk, 5¼ to 6c.; selected, 6¼ to 7c.; layers, 7 to 7½c.

California loose muscatel raisins are neglected. Advices state that the stock of two-crown loose raisins on the Coast are reported to be extremely light, and the few holders, it is said, are unwilling to sell them alone, preferring to keep them to fill out mixed cars. We quote: 3-crown, 7½c.; 4-crown, 8 to 8½c.

Figs are in much the same condition as a week ago. We quote: 10 oz., 7½c.; 10 lb., 9 to 10c.; 18 lb., 10 to 12c.; 28 lb., 11 to 13c.; taps, 3¼ to 3½c. net; natural, 4½c. in bags, and 7c. in boxes.

Dates continue quiet. We quote: 5½ to 6c. for Hallowee and 5 to 5¼c. for Kadrowee.

This is prune season, but the demand has so far been disappointing. We quote: Bosnias, U's (110 to 113 half kilo), 6 to 6½c.; C's (85 to 90 half kilo), 7

BUTTER AND EGGS

Are in good demand. We can place any quantity at highest prices, and assure you prompt returns.

J. A. McLEAN,

Successor to GRAHAM, McLEAN & CO.
77 Golborne St. TORONTO.

VINEGARS

Made under Government Supervision. Absolutely pure.

**BADGEROW
SCOTT & CO.**

79 and 81
JARVIS ST.
TORONTO.

E. NICHOLSON

124 Princess Street, Winnipeg, Man.

Successor to

W. F. Henderson & Co.

Wholesale Commission Merchants and Erokors.

Correspondence solicited from Manufacturers and Importers.

Jobbing Trade only supplied.

References: R. G. Dunn & Co., Bank of Ottawa.
All Wholesale Grocery Houses in Winnipeg.

J. F. ROGERS

16, 18 and 20 FRANCIS STREET TORONTO

PORK PACKER, Etc., Etc.

Importer and dealer in best brands of

English Sheeps' Casings

AND

American Hogs' Casings

MANUFACTURER OF

BOLOGNAS, ETC., ETC

Kettle-rendered Lard of best quality

..Preservatives and Seasonings a specialty..

DO YOU HANDLE

BANANAS ?

We have them.

ALSO...

"Date Palm" NAVEL ORANGES
VALENCIA ORANGES
MESSINA LEMONS

CLEMES BROS., - Toronto

51 Front Street East.

to 7½c. per lb. California, 90 to 100's, 6½c. per lb.; 70 to 80's, 7½c.; 60 to 70's, 7½ to 8c.; 50 to 60's, 8 to 8½c.; 40 to 50's, 9½ to 10½c.; 30 to 40's, 12½ to 13c.; "Ruby" prunes, 7½ to 8c.; French, 4½ to 5c.

California evaporated fruits are experiencing a little better demand than they were, but the volume of business is still dull. We quote: Peaches, 7 to 10½c. per lb., according to quality; apricots, 6½ to 15c.; pears, 5½ to 10½c.; egg plums, 5½ to 11c.; silver prunes, 8½ to 13½c.

GREEN FRUIT.

Valencia oranges have experienced a further demand in Liverpool, being something like a shilling higher than they were a week ago. Locally both oranges and lemons are in good demand. Valencia oranges in the 420 size are quoted about 50c. per case lower. The demand for bananas is extra good. We quote: Oranges—Valencias, ordinary, 420's, \$3.75 to \$4.25 per case; large 420's, \$5 to \$5.50; 714's, \$4.50 to \$5 per case; marmalade oranges, \$3 to \$3.50. California navels, \$3 to \$4.50 per box, according to size. California Tangerines, \$2.75 per box. Lemons—Messinas, \$2 to \$2.75 per box for both 300's and 360's, and \$2.25 to \$2.50 for choice; cocoanuts, \$3.75 a sack and 60c. per doz. Onions, \$1.50 per 80 lb. bag for Danvers. Cranberries, Jerseys, \$5 to \$7 per bbl. and \$2 per case; bananas, \$1.50 to \$2. Pine apples, 20 to 25c. each. Strawberries, \$2.75 per case for pints. Cucumbers, \$1.75 per dozen.

APPLES.

The English market is about 6d. higher, but prices are still unremunerative. The local demand is light, at \$1.50 to \$2 for Spies, \$1 to \$1.50 for Russets and Baldwins and \$1.25 for Ben Davis. Shipments from the Atlantic ports last week were only 18,000 barrels, compared with 42,000 barrels the week before. Total shipments up to the end of last week were 2,855,000 barrels, compared with 730,000 barrels for the same period last year.

BUTTER AND CHEESE.

BUTTER—The market still continues firm for good grades of dairy butter, receipts of which are still light, although better than a week ago. The demand is good for the better grades, with the lower grades difficult to sell. Receipts of creamery butter are increasing, and the tendency is toward an accumulation of stock. Although prices are quotably unchanged dealers would shade

The Following Brands
Manufactured by

The American Tobacco Co.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses.

CUT TOBACCOS

OLD CHUM.

SEAL OF NORTH CAROLINA.

OLD GOLD.

CIGARETTES

RICHMOND STRAIGHT CUT.

SWEET CAPORAL.

ATHLETE.

DERBY.

Bright & Johnston

Wholesale Fruit Importers and Commission Merchants.

Consignments
Solicited.

140 Princess St.
Market Square
WINNIPEG

MORROW & EWING

General Commission Merchants

13 St. John St., MONTREAL

We beg to notify the Wholesale Grocery Trade that we have to offer best values in

**Rio, Santos, Maracaibo
and Mocha Coffees**

also have on hand full lines of

**Japan, Congou, Indian, Ceylon
and Gunpowder Teas**

Samples and particulars on application.
Wholesale supplied only.

BUTTER

Brisk demand for all good Roll Butter.
Selling at 13 to 15c. for large Rolls and
Pounds

EGGS STEADY AT 11c.

Correspondence invited
Consignments solicited

Rutherford, Marshall & Co.

62 Front St. East, TORONTO

JAPAN MOUNT ROYAL JAVA
RICE
MILLS BRAND
PATNA BURMAH
D. W. Ross Co., Agents.

G.F. & J. GALT

PACKERS
OF THE

42 SCOTT ST. TORONTO. CELEBRATED

BLUE RIBBON TEAS

We make the *Best Biscuits*

Our output in "SODAS" last year exceeds all other years. We believe every Grocer could handle them to advantage.

Jas. McLauchlan & Sons

Biscuit
Manufacturers

Owen Sound.

figures. We quote: Dairy butter—Tubs, 12 to 14c. for good to choice; low-grade to medium, 7 to 9c.; large rolls, 13 to 14½c. for good to choice, and 7 to 10c. for low-grade to medium; pound prints, 15 to 16c. for good to choice. Creamery—Tubs, 18 to 19c.; 1-lb. blocks, 19 to 20c., according to make.

CHEESE—Stocks of fall makes are still light. Shipments of fodder cheese continue to arrive, and, although the quality is not satisfactory, the low price ruling tends to make them sell. We quote September and October makes at 11 to 12c. per lb. and fodder cheese at 9½ to 10c.

COUNTRY PRODUCE.

BEANS—The condition of the market is most unsatisfactory, and it is difficult to give reliable quotations. Jobbers, as a rule, quote mixed at 40 to 50c. and hand-picked at 65 to 75c.

DRIED APPLES—There is no improvement. Choice are quoted by wholesalers at 2 to 2½c., and fancy at 2½ to 3c.

EVAPORATED APPLES—Little or nothing doing. Wholesale quotations are: Quarters, 2¾c.; sliced, 3c.; best brands, 4 to 5c.

HONEY—Quiet. We quote: Comb, 80 to 90c. per dozen for dark and \$1.50 to \$1.75 for light; strained, 6 to 7c. per lb.

EGGS—Supplies are large and the demand good, with prices lower than a week ago. There have been some sales as low as 8¾c. per dozen, but as a rule prices are steady at 9c.

POULTRY—There is still little or nothing coming forward and prices are firm. We quote: Chickens, 40 to 60c. per pair; turkeys, 11 to 12c. for bright stock; geese, 7 to 9c.; ducks, 60 to 80c.

MAPLE SYRUP AND SUGAR—Maple syrup is coming forward freely and is in good demand at 75c. to 80c. per tin and at 80c. to 85c. per Imperial gallon in five-gallon tins. Arrivals of sugar are light and prices are firm at 9c.

POTATOES—Offerings are more liberal and prices are weaker at 18 to 20c. in carloads on the track; out of store, 25 to 30c. per bag is quoted, but dealers are glad to accept almost any price.

FISH AND OYSTERS.

Fish continue in light demand with prices much as before. We quote: Manitoba white fish, 5½ to 6c.; ditto in kegs, \$4.50; frozen trout, 5c.; ditto in kegs, \$4.50; pickerel, 6c. per lb.; haddies, 6c. per lb.; Labrador herring, \$4.50 to \$5 per bbl. and \$2.75 per half-bbl.; split herring, \$4.50 per bbl. and \$2.50 per half-bbl.; boneless fish, 3½ to 4c. per lb.; pure cod, 6½ to 6¾c. per lb.; ciscoes, \$1.25 per 100; haddock, 4½c. per lb.; steak cod, 6c. per lb.; frozen herring, 4c.; sea herring, \$1 per 100; fresh water herring (heads off), \$2.50 per keg; smelts, 6 to 9c. Oysters are quoted at \$1.20 for standards, and \$1.50 for selects.

SALT.

Trade is fairly good this week. We quote at Toronto: In carload lots, \$1 per bbl. and 60c. per sack; in less than carload lots, \$1.05 per bbl. and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

PROVISIONS AND DRESSED HOGS.

Provisions continue firm in price, with the demand for all lines active. Dressed hogs are a little easier this week owing to large receipts, while the packers are stopping operations for the season. Prices range from \$6 to \$6.40.

DRY SALTED MEATS—Long clear bacon, 7c. for carload lots, and 7¼ to 7½c. per lb. for ton lots and cases; backs, 8c.

SMOKED MEATS—Breakfast bacon, 11c.; rolls, 7½ to 8c.; hams, large, 22 lbs. and over, 10½ to 11c.; medium, 15 to 20 lbs., 11½c.; small hams, 11¾c.; backs, 10 to 11c.; shoulder hams, 7c.; all meats out of pickle, 1c. less than above.

LARD—Pure Canadian, tierces, 6½c.; tubs, 6¾c.; pails, 7 to 7¼c.

BARREL PORK—Canadian heavy mess, \$12.50; Canadian short-cut, \$13 to \$13.50; clear shoulder mess, \$11 to \$11.50.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—Receipts of grain are a little more liberal, but prices are lower. We quote: Wheat, 73 to 74c. for white and 72 to 73c. for red, and 62½ to 63c. for goose; oats, 21 to 22½c.; peas, 41 to 42c.

FLOUR—People are only buying in small lots and confidence in the market is lacking. We quote in carloads on track, Toronto: Manitoba patents, \$4.70; Manitoba strong bakers', \$4.30; Ontario patents, \$4.30 to \$4.50; straight roller, \$3.85 to \$4, Toronto freights.

BREAKFAST FOODS—Business is still only moderate. We quote: Standard oatmeal and rolled oats, \$2.80 in bags and \$3 in bbls.; rolled wheat, \$2.50 to \$2.60 in 100-lb. bbls.; cornmeal, \$2.25; split peas, \$3 to \$3.25; pot barley, \$3 to \$3.25.

PETROLEUM.

There is nothing new to be reported. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19c.; Pratt's astral, 18½c. in bulk.

HIDES, SKINS AND WOOL.

HIDES—Are unchanged with cured quoted at 8¼ to 8½c. Dealers pay 7½c. for No. 1, 6½c. for No. 2, and 5½c. for No. 3.

CALFSKINS—Market is dull at 7 to 8c. for No. 1, and 5 to 6c. for No. 2. Sheep and lambskins, \$1.10 to \$1.25.

WOOL—The market is quiet and prices unchanged. Combing fleece nominal at 21 to 22c. and rejections 17c. Pulled superes are 20 to 21c., and extras at 22 to 23c.

MARKET NOTES.

Sugar is ¾c. per lb. dearer. Valencia oranges have again advanced in Liverpool. The ss. Cambrian with Tarragona al-

**WE ARE
PAYING
CASH
FOR**

**DRIED
APPLES**

W. B. BAYLEY & CO.
EXPORT BROKERS

46 FRONT ST. E. **Toronto**

Smoked Hams
Smoked Rolls
Pure Lard

UNSURPASSED IN QUALITY
SAMPLE ORDER SOLICITED

PARK, BLACKWELL & CO., Ltd.
Wholesale Pork Packers
TORONTO

"B"

Just the letter "B" but it stands for many things worth remembering. Boeckh's Brooms—Best Brush. Boeckh's Brushes—Best Bristles. Buy Boeckh's Brooms. Better buy 'em now, if you want to start the Broom season right. Illustrated Catalogue—127 pages—free.

Brushes
Brooms
Woodenware

Montreal Branch
1 and 3 De Bresoles St.

Chas. Boeckh & Sons, Mfrs.
Toronto, Ont.



The Club Coffee

Clubmen always want the best. That is how this Coffee gets its name. There are still a few towns unrepresented. Do you want a *good thing*? Write

Ewing, Herron & Co.
Coffee and Spices
Montreal.

Ask our Travellers to show you our LEADERS in BULK

Ceylon and Young Hyson

TEAS

SPLENDID VALUES.

Agents in Canada for ENGLISH BREAKFAST HOP TEA.

Pounds and Half Pounds. + Once Tried Always Used.

BALFOUR & CO., HAMILTON

Success in Selling

Depends upon the quality of the article sold

In Tomato Catsup

There is none better than we make. Put up in glass or wood.

Write for quotations.

T. A. LYTLE & CO.
Vinegar Manufacturers
TORONTO

RIO COFFEES

Now in store ex ss. Imperial Prince, a choice selection high grades.

WARREN BROS. & CO.
TORONTO.

DO YOU WANT COCOANUT?

Packages or Bulk

If so, you want the best, that's



Schepp's
THE STANDARD COCOANUT

If your wholesale grocer cannot supply you refuse a substitute and drop us a card.

Prices and samples on application.
6-8 Bay St. — TORONTO.

A Certainty

is better than an uncertainty at any time. Don't experiment on your customers any more than you have to.

Excelsior Coffee

has always been a favorite, and it is a profitable article in constant demand. Why should it be necessary to have your good trade experimented on with new brands having no reputation?

Todhunter, Mitchell & Co.
Coffee Importers and Roasters
TORONTO

BUY

Ivory Bar Soap

THE BEST MADE

FIGS...

Special Value in
SMYRNA and COMADRA

BOXES, BAGS AND TAPS. . . .

PERKINS, INCE & Co.
TORONTO.

monds for Canadian merchants is due in New York on the 25th inst.

Cream of tartar is strong and advancing in the primary market.

The Salada Ceylon Tea Co., of Toronto and Montreal, is opening a branch in Boston, and Mr. P. C. Larkin will leave for there in a few days to start operations. This company now has branches in Buffalo, Pittsburg and Scranton.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., April 8, 1897.

A fair general business is being done. Merchants find collections slow, and outside dealers meet their paper poorly. The delayed tariff each week becomes more of a disturbing factor in business. In grocery lines expectations are chiefly toward higher duties. While last week tea and sugar were largely bought, this week it has been tobacco. Large quantities have been entered here and large quantities bought duty paid. Liquor dealers are also entering large quantities of goods. As the time approaches there seems a growing feeling that no duty will, after all, be put on tea. Buyers have, however, protected themselves, and largely. Sellers of hops have tried to aid sales by suggesting a higher duty on their products. In dry goods, however, the buyers are holding off, expecting lower duties.

OIL.—This for the present is hardly a matter of interest. In burning oil there is nothing doing except a bare hand-to-mouth business, while even buyers of lubricating, usually open to give large orders at this season, are inclined to await developments. Best American burning oil, 19½ to 20c.; Canadian, 18¼ to 19c.; prime, 16 to 17c.

SALT.—While there has been a quiet week, large quantities are due here. The direct steamers are making their last trips between St. John and Liverpool and are bringing large quantities. One steamer, the Lake Ontario, it is said, will have the largest importation of the season, some 1,300 tons being expected. Large quantities will be shipped to Maine for use in the fisheries. In Canadian salt a much better demand is noted, particularly in butter and cheese salt in bulk in barrels. Box salt for table use, has a steady demand right through the year. We quote: Coarse, 43 to 45c.; Liverpool factory-filled, 90c. to \$1; Canadian fine, 90c. to \$1 per bag; 5-lb. bags, in bbls., \$3 to \$3.25; 10-lb. bags, in bbls., \$2.85 to \$3; butter and cheese salt, bulk, \$2.60 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartoons, \$2 per case of 2 doz.

CANNED GOODS.—Peas and tomatoes are being sold here below what they could be

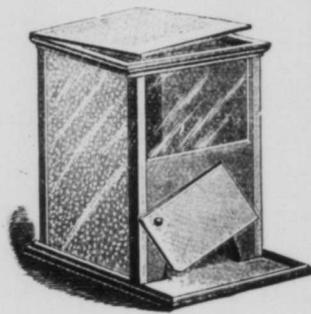
replaced at, but market even here is gaining strength, and higher prices must follow. Buyers find it difficult to buy pineapples, and prices tend higher. Lobsters are out of sight at the high prices. Wholesale dealers are limited buyers. Apples have slow sale. Baked beans are receiving considerable attention, both plain and in tomato sauce, and prices rule low. We quote: Corn, 65 to 70c.; peas, 75 to 80c.; tomatoes, 80 to 85c.; gallon apples, \$1.75 to \$1.90; corned beef, Canadian, \$2.25 to \$2.35; American, 2-lb tins, \$2.40 to \$2.50; 1-lb tins, \$1.30 to \$1.50; oysters, 2's, \$2 to \$2.20; 1's, \$1.40 to \$1.50; peaches, 3's, Canadian, \$2.75 to \$3; 2's, \$1.75 to \$1.85; pineapple, \$2.25 to \$3; salmon, \$1.25 to \$1.40; lobsters, \$2.20 to \$2.25; haddies, \$1.20 to \$1.25; clams, \$5 for 4 doz; chowder, \$2.60 to \$2.75 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1 per doz.; kippered herring, \$1.10 per doz.

GREEN FRUIT.—There is a good business. Cranberries, best quality, are becoming scarce, and a fair price is being obtained for a limited quantity. The past season has been an unsatisfactory one. Some extra quality California blood oranges have been received here, and, while high in price, they are better fruit than the regular shipments, and in noting price it should be remembered they come in whole boxes, not halves, as the others. California oranges, as noted last week, have been in rather less demand. Valencia oranges are selling freely. Bananas are quoted lower, and dealers are about to begin larger importations. During the early spring all coming have of course been crated. They will now be brought loose and green. Apples are dull, though for best stock, of which there is a little, fair prices are obtained. Strawberries keep high and sell slowly. Lemons tend high, owing to the new American duty, New York and Boston

WANTED Consignments of
BUTTER, EGGS & POULTRY

Quick returns guaranteed.

CHAS. J. GRAHAM, Produce and Commission Merchant
88 Front Street East, TORONTO.



MARSHALL'S

Saratoga Potato

CHIPS.

Grocers sell them.
Manufactured by . . .

JOHN E. MARSHALL
118 Commercial St.,
Boston.

D. H. RENNOLDSON,
Agent in Montreal.



You Know it is Lent

And we want you to
know that we sell . . .

GOLDEN HADDIES

The most **POPULAR** canned fish put up, and for which there is a big demand during **LENTEN SEASON**. Only the **VERY BEST FISH** are used, and they are smoked and packed immediately after being caught.

Delicious, Delightful and Delicate

Put up in full pound cans

NORTHROP & CO.

Packers' Agents, ST. JOHN, N.B.

LEONARD BROS.'

Montreal House

Are offering their usual large variety of

Fresh Frozen Fish

FRESH AND SALT WATER

Ask for Quotation

24 and 26 Foundling Street

MONTREAL

ALFRED POWIS

BROKER

HAMILTON, ONT.

is prepared to purchase a limited
quantity of first-class

DRIED APPLES

**Must be Bright
and Dry.**

WRITE STATING PARTICULARS.

TRADE MARK
BEARDSLEY'S SHREDDED CODFISH

Ready for the table in 10 minutes.
 No Soaking. No Boiling. No Odor.

SELLING AGENTS: J. Harley Brown, London; R. Thomson, Hamilton Chambers, 17 St. John St., Montreal; J. E. Huxley, Winnipeg; J. Hunter White, St. John, N.B.; H. F. Baker, Halifax, N.S.; W. H. C. BURNETT, General Western Manager 509 Masonic Temple, Chicago, Ill. **J. W. BEARDSLEY'S SONS, New York, U.S.A.**

The World's Best must be good, safe and profitable enough for every Grocer to handle. **COTTAM'S BIRD SEED** occupies this unique position. Embodying the most recent and valuable discoveries for birds, covered by 6 patents, we guarantee 1-lb. packet of C. B. S. better value than 2½ packets of any other brand selling at the same price. This is why C. B. S. is so popular from one end of the Dominion to the other. All wholesalers

APPLES
FOR EXPORT.

We are in position to handle all your apples in Great Britain, and as we have engaged considerable space to Liverpool, we can save you money in freight rates.

DAWSON & CO.
 32 WEST MARKET STREET
TORONTO.
 Correspondence Solicited.

GEORGE McWILLIAM. FRANK EVERIST.
 TELEPHONE 645.

McWILLIAM & EVERIST
 GENERAL FRUIT
Commission Merchants
 25 and 27 Church street,
TORONTO, ONT.

Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.
 All orders will receive our best attention.

Ham and Eggs

This is the correct thing for Easter. We can supply you with both. Send on your order early, so as to ensure a supply of "Star Brand" Hams. Also English Breakfast Bacon, Spiced Rolls and Backs. All sugar cured and the very best that can be made.

F. W. Fearman
HAMILTON

being the importing centres for this market. We quote: Messina lemons, \$2.50 to \$3.50; oranges, Valencia, \$3.50 to \$4.50; California oranges, \$3.75 to \$4.50; Blood oranges, \$2.50 to \$3; California bloods, \$4 to \$4.50; bananas, \$1.50 to \$2.25; apples, \$1 to \$3 per bbl.; cranberries, Cape Cod, \$4 to \$6.50 per bbl.; strawberries, 30c.

DRIED FRUIT—There is but a fair business, in spite of a tendency to higher prices. Dates move slowly. Prunes, particularly California, find a better sale. Raisins slow. Valencias are scarce. A few Valencia layers are still here. Currants have a good demand and price is well maintained. Market is well supplied with evaporated apples. Quality is good and prices low. Onions are rather higher and are now chiefly sold by the crate. Bermudas are expected this month. Peanuts, which have been low, are rather higher, and a further advance is looked for. We mark cocoanuts a little lower. Some consignments of Venezuela nuts are being received. Seeded muscatels move slow owing to price, but it is felt they have come to stay. We quote: Valencias, 5¼ to 6c.; California L. M. 3-crown, 7¼ to 7¾c.; London layers, \$1.75 to \$2; currants, cases, 4¾ to 5c.; bbls., 4¼ to 4½c.; cartoons, cleaned, 7¼ to 7¾c.; bulk, cleaned, 6¼ to 6½c.; prunes, boxes, 5 to 10c.; dates, 4½ to 5c.; dried apples, 3 to 3½c.; evaporated apples, 4½ to 5c.; onions, \$4 bbl.; ditto per crate, \$1.50 to \$1.60; cocoanuts, \$3.25 to \$3.50 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, 7½ to 9c.; Valencias, layers, 6½ to 7c.; Malaga loose muscatels, 6 to 6½c.; 4-crown L. M. Californias, 8¼ to 9c.; seeded muscatels, 1-lb. cartoons, 12 to 13c.

SUGAR—There is a fair sale. Merchants have large stocks and are pushing business. Refineries are firm and higher, and sugars are quoted almost as low out of store as ex-refinery. We quote: Granulated, 4¾ to 4¼c.; yellows, 3¼ to 3¾c.; Paris lump, 5¾ to 6c.; powdered, 5½ to 6c.

MOLASSES—Barbadoes molasses is reported firmer at the island. A large quantity will arrive in a few days, bought at the lowest price. The market is easy. Quality, fortunately, this year is better than last. Dealers are awaiting arrivals of new Porto

KEEP ONLY THE BEST
 For your customers. It pays in the long run.
BROCK'S BIRD SEED



Is admittedly the cleanest and best on the market. ALL WHOLESALERS.
NICHOLSON & BROCK - TORONTO

E. T. STURDEE
 Mercantile Broker,
 Manufacturers' Agent,
 ST. JOHN, N.B. ETC., ETC.
 Wholesale trade only.

EASTER
 ORDERS FOR
HAMS AND BACON
 Are coming now. Be in time
SEND YOURS . . .

The WM. RYAN CO. Ltd.
 Pork Packers - Toronto

S. K. MOYER,
COMMISSION MERCHANT

Wholesale Dealer in . . .
 Oysters, Finnan Haddies, Fresh and Frozen Fish, Oranges, Lemons, Almeria Grapes, Cranberries and Dates

76 COLBORNE ST.,
TORONTO, ONT.

YOU will ensure prompt returns by sending your produce to us. •• Our experience of a QUARTER OF A CENTURY ought to help you to secure best results.

D. GUNN, BROS. & CO.
 Commission Merchants
 76-80 Front Street East, **TORONTO**

FRESH ARRIVALS

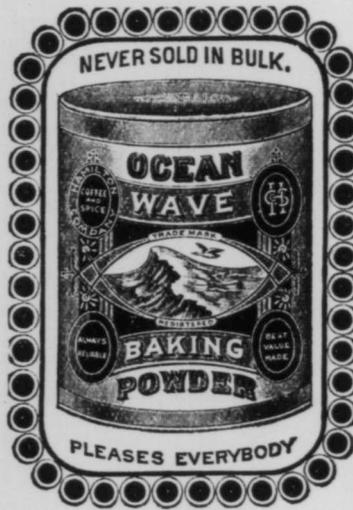
FANCY CALIFORNIA WASHINGTON NAVELS BUDED SEEDLINGS SEVILLE (Bitter) ORANGES for MARMALADE Fine Quality VALENCIAS 420's and 714's Extra FANCY LEMONS
 All above are of fine quality and free from frost.

HUGH WALKER & SON
GUELPH, ONT.

For the Whitest, Lightest and Sweetest Cakes

USE

Ocean Wave Baking Powder



Manufactured by the

HAMILTON COFFEE AND SPICE CO.
HAMILTON, ONT.

Rico. Many of our retailers will have nothing else for best grade. Some New Orleans still arrives, but during the summer months importations are much smaller than in the fall and winter. We quote: Barbadoes, 25 to 28c.; Porto Rico, 28 to 30c.; New Orleans, bbls., 26 to 28c.; Antigua, 25 to 26c.; syrup, 36 to 38c.; Nevis, 25 to 26c.

DAIRY PRODUCE—Eggs keep scarce, but do not get up much in price, though some have been sold at a slight advance. Retail and wholesale price is the same. There is, however, a sale in the best retail stores for hennery eggs, which keep well above the regular market. Butter is in rather better demand; quality is the chief factor. There is, however, little chance of much advance in prices. Cheese are scarce and high. A few new are here from Ontario, but it is rather early and quantity bought is small. We quote: Dairy tubs, 15 to 18c.; creamery, 20 to 21c.; prints, 20 to 22c.; eggs, 12 to 13c.; cheese, 11½ to 12c.

FISH—Business is dull and prices easier. There is no demand here for small dry cod. The sale is for medium fish. We quote prices rather lower this week. Pickled herring are all about of one kind. Lobsters are scarce, more so than for a number of seasons, and last year they were not plentiful. Smoked herring keep low. Frozen

fish are out of the market. In gasperaux the catch this week has been small, but a few warmer days will bring them along. We quote: Large cod, \$3.25 to \$3.30; medium, \$2.75 to \$3.85; pollock, \$1.20 to \$1.25; bay herring, \$1.25 to \$1.30 per half-bbl.; smoked, new, 5 to 6c.; shad, half-bbl., \$4.50 to \$5.50; boneless, 2½ to 8c.; bloaters, 50 to 65c. per box; kippered, 90c. per box; Barrington, \$3.25 per bbl.; Shelburne, \$3.50 per bbl.; lobsters, 4 to 12c. each.

PROVISIONS—This is one of the few lines showing strength. In clear pork we again mark the price up. At the quotation the market is steady. Mess pork keeps low, and it is good stock at the price asked. Smoked meats, particularly hams, are higher, and a further advance would not surprise anyone. Lard is firm. Beef is also marked up this week, Canadian, as well as American, having advanced. We quote: Clear pork, \$15 to \$16.50; mess pork, \$12.50 to \$13.50; plate beef, \$12.50 to \$13.50; hams, 12 to 13c.; rolls, 8 to 9c.; pure lard, 7 to 7½c.; compound, 6¼ to 7c.

FLOUR, FEED AND MEAL—Buyers and sellers in flour are still somewhat apart, though there is a rather better business doing this week. The price here is held firm. While oatmeal is higher, there is little if any change here, dealers being well stocked.

OUR STANDPOINT

In pushing our biscuits we admit there are already excellent brands on the market. We nevertheless have solid practical reasons for considering that

Jamieson's Biscuits

are better, and this view is being convincingly confirmed by daily extensive and extending demands—the true touchstone of merit.

The Manufacturer, R. E. Jamieson, Ottawa

Cornmeal keeps firm at the advance. At outside points Ontario mills compete with local mills, particularly where shipped in mixed cars. Oats are a little firmer, but hay is easier, some good Quebec hay being sold here at low prices. Middlings and bran keep high, and at the prices ruling sales are light. Beans are unchanged. Seeds sell more freely at firm prices. We quote: Manitoba flour, \$5.15 to \$5.25; best Ontario, \$4.60 to \$4.70; medium, \$3.15 to \$3.25; oatmeal, \$3.15 to \$3.25; cornmeal, \$1.80 to \$1.85; middlings, \$15 to \$16; bran, \$14 to \$15; hand-picked beans, 85 to 90c. per bush.; prime, 75 to 80c.; oats, 32 to 33c.; hay, \$10.50 to \$11.50; barley, \$3; round peas, blue, \$1.15; split peas, \$3.10 to \$3.25; yellow eye beans, \$1.25 to \$1.50.

ST. JOHN NOTES.

Jardine & Co. have put a second traveler on the road, Mr. J. E. Angerine.

Jardine & Co. received this week a shipment of fine quality California prunes in 25-lb. boxes.

Large quantities of tea still arrive, 2,000 packages landing this week ex steamer Stockholm City.

Messrs. Arthur Bowman and — Cauley, both with Geo. E. Tuckett & Sons Co., Ltd., have been in the city this week.

St. John's revenue for March as com-

A



The
the
Ma
cre
ed
fin
fit
A.

pare
\$79
Mar
C
part
wee
hea
M
as
ago
bus
V
sus
by
est
co
m
th
se
al
la
a
fo

A BLACKSMITH . . .



knows more about blacksmithing than a philosopher; so do experienced cheese manufacturers understand their business better than others.

Look at this Jar

Then remember those relics of the past, the poor rubbish you used to sell. MacLaren's Imperial Cheese contains more cream than any other cheese ever offered to the public. It always retains its fine fresh flavor, and every particle is fit for use.

A. F. MacLAREN & CO. - TORONTO.

Heinz's Pickles.

Heinz's Baked Beans with Tomato Sauce is a highly nutritious and pleasing food, prepared ready for the table. Put up in tins of convenient size for family use. May be served cold, or heated by placing tin in boiling water for ten minutes.

Other Popular Specialties

**SWEET PICKLES
INDIA RELISH**

**TOMATO CHUTNEY
TOMATO KETCHUP**

ETC.

For sale by

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

MEDALS--
PARIS
CHICAGO
ANTWERP
ATLANTA, Etc.

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



pared with last year is as follows: Customs, \$79,497 for last March, and \$78,191 for this March.

C. & E. Macmichael, whose business is particularly with the city retail stores, this week received some "Log Cabin" baked beans in tomato sauce.

Mr. Tilton, of Smith & Tilton, reported as sick in THE GROCER some four weeks ago, is still unwell and unable to attend to business, but he is improving.

W. F. Harrison & Co., wholesale grocers, suspended payment this week. The trade, by whom Mr. Harrison was held in high esteem, sympathise with the firm.

The smelt shipments from the northern counties of this province for this season were much smaller than last year. At Richibucto the shipments were 15 cars short.

One very active branch of business in St. John this week was that of millinery. The importance of this branch of business becomes more felt here from year to year. The number of milliners from outside points to the openings here was very large this year.

W. B. Bayley & Co., of Toronto, have secured a good share of the evaporated apple trade here this spring. Some three cars landing this week. Mr. Bayley's name on a box of apples carries with it a reputation for quality of which any man should be

proud. Among the buyers were: Hall & Fairweather, Dearborn & Co., Vincent S. White & Co., W. Frank Hatheway, C. & E. Macmichael, and C. M. Bostwick & Co.

QUEBEC MARKETS.

MONTREAL, April 8, 1897.

GROCERIES.

THE regular jobbing demand for staple groceries is not of a very lively character at present, but there has been speculative activity in the two leading staples of tea and sugar owing to the possibility of tariff changes necessitating an advance in values. In sugar the additional fact of a generally strong situation outside caused an advance of 1/8c. per pound last Friday. The demand for teas is confined chiefly to low grades, which, of course, will be influenced the most by the imposition of a duty. Molasses continues firm, and in other departments of the market there are few interesting facts to record.

SUGAR.

The firm feeling noted for some weeks back culminated last Friday in an advance at the refineries of 1/8c. per pound on both granulated and yellows. The strong tone is general everywhere and this, coupled with the expectations regarding the coming tariff changes, has the effect of stiffening holders all round. The refiners this week are not

by any means free sellers at 4 3/8 to 4 1/4c. for granulated and 3 3/8 to 4c. for yellows, while the wholesale grocers have advanced their prices to 4 3/8 to 4 1/2c. on granulated and 3 1/2 to 3 3/4c. on yellows.

SYRUPS.

Demand for syrups is not brisk, but prices are unchanged, at 1 3/8 to 1 7/8c. per lb., as to quantity and quality.

MOLASSES.

The molasses market is firm and unchanged, with holders not urging sales on what stock they have on hand, and 25c. has been refused this week for round lots of old Barbadoes on spot, while jobbers are holding their stocks firm at 30c. Offers on new stock are equivalent to a cost of over 27c., in fact a bid of that figure was declined for a round lot of new. Cables from the Island quote the same figures, first cost, as noted last week.

RICE.

There is no change in rice, business continuing quiet. We quote: Crystal Japan, \$5 to \$5.25; standard B., \$3.50; Patna, \$4.50 to \$5.25; Carolina, \$6.75 to \$7.75; choice Bermuda, \$4, and Java kinds, \$4.25.

SPICES.

Business in spices rules quiet, orders coming to hand being for small quantities. Prices generally are steady. We quote: Pure black pepper, 8 to 10c.;

pure white, 12 to 15c.; pure Jamaica ginger, 20 to 25c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do., best, 28 to 30c. per lb.; all-spice, 10 to 14c.; nutmegs, 35 to 75c.

COFFEE.

There has been some enquiry for Maracaibo and Rio coffee during the week, and several invoice lots of each changed hands during the week. Prices continue steady. We quote: Maracaibo, 15 to 20c.; Santos, 13 to 18c.; Rio, 13 to 16c.; Mocha, 24 to 26c., and Java, 22 to 27c.

TEAS.

The tea market has continued fairly active in a straight wholesale way in anticipation of the belief that a duty will be placed on tea. The demand has been chiefly for Japans around 15c., but Young Hysous and Ping Sueys have also moved freely. We quote: Young Hysous, 13 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 12 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 21c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 16½ to 20c. for mediums, and 30 to 65c. for higher grades.

DRIED FRUIT.

Valencia raisins continue quiet and steady. We quote: Ordinary off-stalk, 5¼ to 5½c. fine, 5¾ to 6c.; and selected, 6¼ to 6½c., with layers, 6¾ to 7c.

Californias are firmly held under moderate supplies and a very steady feeling on the Coast. Prices are: 6½ to 6¾c. for 2-crown, 7 to 7½c. for 3-crown, and 8 to 8½c. for 4-crown.

Currants are steady and unchanged. We quote: Provincials, 4 to 4½c.; Filiatras, the same; Patras, 5½ to 6c., and Vostizas, 6½ to 8c.

Prunes are a very small stock and prices are steadily held. We quote: French, 5 to 15c., as to grade; Austrian, 6 to 8c., and Californias, 10 to 11c. for 40 to 50's.; 9 to 10c. for 50 to 60's.; 8 to 9c. for 60 to 70's.; 7 to 8c. for 70 to 80's., and 6½c. for 90 to 100's.

There is no change in figs, which we quote at 8 to 12c., and dates at 5 to 6c.

CANNED GOODS.

The remarks made last week regarding the heavy feeling in vegetables, with the exception of tomatoes and all kinds of fish, may be repeated. We quote: Tomatoes, 75 to 85c.; corn, 60 to 90c.; peas, 80 to 90c.; beans, 70c. up; peaches, \$1.50 to \$1.80 for 2's; raspberries, \$1.40 to \$2; strawberries, \$1.80 to \$2.45, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 85 to 90c.; gallons, \$1.55 to \$1.65; pumpkins, 75 to 85c.; salmon,

"Horseshoe," \$1.40 to \$1.45; "Clover Leaf," \$1.35; "Lion," \$1.37½ to \$1.40; Lowe Inlet, \$1.30, in tall tins; cohoes \$1.05 to \$1.15; canned mackerel, \$1.25; Canadian canned beef, 1's, \$1.20 to \$1.25; 2's, \$2.15 to \$2.25; 6's, \$6.75 to \$7; 14's, \$14 to \$15; lobsters, \$8.50 to \$11 per case; French sardines, \$10.25 to \$11 extra brands; ordinary brands, \$8 to \$9; Canadian brands, \$4.25.

GREEN FRUIT.

The fine weather has had an opposite effect on green fruit. Receipts of bananas have been extremely heavy, and prices are lower as a consequence. The advance in Valencia oranges abroad has had little effect on this market. Pineapples are scarce and firm. New asparagus is selling this week, also California celery. We quote: California oranges, \$3 to \$4.50 per box; Valencia oranges, \$3.50 to \$4 per box; lemons, \$1.75 to \$3 per box; cranberries, \$1 to \$4 per bbl.; Malaga grapes, \$7.50 to \$8; bananas, \$1 to \$2 per bunch; pineapples, 20 to 35c. each; asparagus, \$4.50 to \$5 per dozen; California celery, \$1.25 per dozen; southern spinach, \$2.50 to \$3.

APPLES.

Apples have been dull and featureless this week; prices ranging from \$1 to \$1.75 per bbl., which is a decline from last week.

DRIED APPLES.

There is practically no sale for dried and evaporated apples, at 3c. and 3¾c., respectively.

FISH.

The pickled fish market continues dull and easy; in fact, prices are hardly quotable. In prepared fish quotations range about as follows: Haddies, 5 to 6c. for Lower Province, and 6 to 7c. for Portland; Yarmouth bloaters, 75 to 85c. per box, and kippered herrings, 85c. to \$1 per box.

COUNTRY PRODUCE.

EGGS—The egg market has declined under increased receipts, but, at this writing, rules steady at 9½ to 10c., according to the size of the lot, for new-laid stock.

MAPLE STOCK—There has been a good demand for maple syrup at 50 to 55c. per tin, while sugar sells at 7 to 7½c.

BEANS—There was no change in beans, business being slow at 55 to 60c. in car lots, and 65 to 70c. in a small way.

POTATOES—The market for potatoes was unchanged at 35 to 40c. per bag in car lots, and at 45 to 50c. in a jobbing way.

ONIONS—American buyers are in this market for Canadian onions at \$2.25 to \$2.50 for red, which are the only kind offering.

HOPS—Have ruled rather firm this week at 12 to 13c. for 1896 crop, and 5 to 6½c. for yearlings.

TALLOW—Rough tallow continues steady at 1½ to 2c., and rendered at 2½ to 3c.

PROVISIONS.

A fair trade was reported in smoked meats, but the demand for pork and lard continues of a limited character and prices rule steady. We quote: Canadian pork, \$12 to \$13 per bbl.; pure Canadian lard, in pails, 6 to 6½c., and compound refined at 4½ to 5c. per lb.; hams, 9½ to 11½c., and bacon, 10c. per lb.

FLOUR, MEAL AND FEED.

Manitoba millers report an active demand for flour from local and country buyers, and a number of car lots were sold at steady prices. In Ontario grades business was quiet. We quote: Winter wheat patents, \$4.30 to \$4.50; straight rollers, \$3.90 to \$4.10; and in bags, \$1.90 to \$1.95. Manitoba spring wheat patents, \$4.60 to \$4.80; and strong bakers', \$4.25 to \$4.50.

In feed a fair trade was done at steady prices. Manitoba bran sold at \$12, and shorts at \$13 per ton, including bags. Ontario bran brought \$12, and shorts \$13 to \$13.50 per ton in bulk.

The demand for oatmeal continues slow, and the market rules quiet and about steady. Rolled oats are offering at \$2.70 to \$2.80 per barrel, and at \$1.35 to \$1.40 per bag.

BALED HAY.

The hay market has shown more firmness during the week, and prices are 50c. per ton dearer than at last writing. We quote: No. 1, \$9.50 to \$10 f.o.b. on the cars here and No. 2, \$8.50.

CHEESE AND BUTTER.

The new feature in cheese has been the receipt of new fodder stock. The quantity so far is inconsiderable, and exporters have been buyers all the way from 10 to 10¼c.

Butter continues quiet, and receipts have been quite large for the time of the year during the past week. In consequence of this values are rather easier at 19½ to 20c., as to grade, with some special lots fetching 20½c. from local grocers.

MONTREAL NOTES.

Japan teas at 15c. or thereabouts continue in active enquiry this week.

Large receipts of fresh eggs have caused another decline of ½c. per dozen.

The price of refined sugar, both granulated and yellows, has been marked up ½c. per pound.

An advance of 1s. 6d. in the price of Valencia lemons abroad has not affected the spot quotation to any extent.

There is almost no sale for dried and evaporated apples owing to the large supplies of green fruit of all kinds.

Cable advices on Barbadoes molasses this week do not indicate any change in the first cost at the Islands, but the tone is firm at the recent advance.

The general feeling among the retail merchants in Montreal at the present time is that there will be a boom in business as soon as the tariff question is settled.

HALIFAX TRADE GOSSIP.

COLD storage is now assured. A contract has been entered into for the erection of a building and plant on the property of the Halifax Graving Dock Co. The price is \$35,000. The Canadian Atlantic Cold Storage Co. is the name of the concern interested. It is incorporated by the Provincial Government, with an authorized capital of \$500,000, in 8,000 preference shares at \$50 each and 2,000 ordinary shares at \$50 each. The preference shares are entitled to a cumulative preferential dividend of 6 per cent. per annum and one-half the surplus profits. The directors are: Geo. E. Boak, fish merchant; Thos. Kitchie, barrister; J. C. Mackintosh, banker; J. W. Bigelow, fruit grower, and William Clarke, promoter.

R. T. Craig & Co., grocers, are preparing to build at Truro a handsome store. It will be three storeys high.

Nova Scotia is now in the heat of a local election, and as every man in Nova Scotia is a politician, somebody is neglecting his business. Trade is, consequently, dull. It is generally dull at this season, anyway, but the campaign is not improving matters. Several heavy bills of sales have been recorded during the past few days, which do not put a very bright face on the prospects.

Apples continue to go forward from the Annapolis Valley to the English market. Poor stocks are about used up and good stocks cannot be had for less than \$2 per bbl. from jobbers.

There have been some arrivals of molasses during the past few days, principally to G. P. Mitchell & Sons. Trade remains quiet. Quotations are: Antigua, 24c.; St. Croix, 25c.; Porto Rico, 29 to 32c.; Trinidad, 26c.; Barbadoes, 26c.; Demerara, 39c.; St. Kitts, 22 to 25c.

The local fish market is looking well. One of the large exporting firms showed THE GROCER a cable order worth \$10,000, which in itself is a sign of improvement. Quotations are: Dry cod, from vessels, tol quol, shore, prime, \$2.50 to \$3.50; small bank, \$2.50 to \$2.75; large do, \$3 to \$3.25; bay, \$2.25 to \$2.50; Labrador, \$2.50; haddock, \$1.75 to \$2; hake, \$1.75; pollock, \$1.75; shore cod, from store, large, hard, \$4 to \$4.50; herring, Bay of Islands, split, No. 1, \$1.50; Labrador, No. 1, \$6; do, No. 2, \$4; shore, No. 1, large, split, fat, \$3.25 to \$4; alewives, No. 1, \$2.75; mackerel, No. 1, \$15.50; No. 2, \$13.50; No. 3, \$7; salmon, No. 1, \$13; No. 3, large, \$11; No. 3, small, \$9.

Eggs are still low and large consignments are being received. Case lots sell as low as 9c.

Cheese remains very firm at 12½ to 13c.

Butter is in fair demand, but the quotation varies from day to day.

Flour and all feedstuffs are quiet. Quotations remain unchanged as follows: Hungarian patent, Manitoban, \$5.30 to \$5.40; Manitoba strong bakers', \$4.90 to \$5; Canadian pastry, \$4.80 to \$5; 75 p. c. roller patents, \$4.40 to \$4.50; 80 do, \$4.30 to \$4.40; 90 do, \$4.20 to \$4.30; straight, \$4.15 to \$4.25; extra, \$3.90 to \$4.

The sugar market is very firm. The refinery has been very busy of late, as orders are coming in more freely than for some months. Quotations are: Yellow "C," 3½c.; yellow "XC," 3½c.; standard, 3½c.; extra "C," 3½c.; standard "A," 3¼c.; granulated, 4¼c.; pulverized, 6c.; cut loaf, 6c.

MANITOBA MARKETS.

WINNIPEG, April 8, 1897.

ROADS are still in bad condition and trade is still dull. There is some excitement as to changes in tariff, and there is no doubt that a speedy settlement of the tariff will be better for trade. The dangers of a flood are not yet over, but they lessen with every passing day. The weather has been warm, without rain, and the snow has disappeared with great rapidity. The news of the floods to the south has caused some uneasiness, but the water is lowering there by absorption, and, unless the spring rains are very heavy, it is not likely that the flood will reach as far north as Winnipeg. There is no noticeable change in prices since last week. Sugar has risen ½c. since last week. Country produce, such as butter and eggs, is still very short, and cheese is nil. Syrup, cigars, teas, dried fruits and canned goods, same as last week.

SUGAR—½c. advance.

FISH—Jobbing prices: Finnan haddies, 8c. per lb.; whitefish, 4 to 5c.; Lake Superior trout, 9c.; salmon, 12c.; bloaters, \$1.10 to \$1.40 per box; red herrings, 20c. per box; boneless fish, 5c. per lb.

BUTTER—Supply very limited, no creamery offering, first-class dairy selling at 18c., and supply not equal to demand.

EGGS—Supply still short, very small shipments coming in from Manitoba; price, 17c.

GREEN FRUITS—Apples are coming in freely from the east, but do not keep well, and good apples bring full prices. Fruits from the south have been interrupted by the recent flood, but are coming in again now, though somewhat uncertain. We quote: Apples, \$3.75 to \$4 for choice stock, others, \$3 to \$3.50. Oranges, navels, \$4.50 to \$4.65 per box; seedlings, \$3.50 to \$4; Messina lemons, \$4.50 to \$5; bananas, \$2.50 to \$3 per bunch.

OATMEAL—Market easy. Rolled oats, 80-lb. sacks, \$1.60; Standard, \$1.85; granulated, \$1.90 in 98-lb. sacks; rolled wheat, 80-lb. sacks, \$1.60.

CURED MEATS—Market very firm, with prices unchanged. Hams, assorted sizes, 10 to 10½c.; bacon, bellies, 10 to 10½c.; backs, 9 to 9½c.; short, spiced rolls, 7 to 7½c.; shoulders, 6 to 6½c.

LARD—Firm and unchanged. Prices are: Pure, \$1.55 to \$1.60 for 20-lb. pails, and \$8.50 for 50-lb. pails; pure leaf lard, 3, 5 and 10-lb. tins, \$5.75 per case of 60 pounds.

CRANBERRIES.

When the cranberry crops were being harvested, in September and October, there were many statements by growers of short yields, and predictions of very high prices for this article in the winter. Nevertheless the general crop turned out to be a good one, and average prices for this wholesome and delicious fruit have been the lowest on record. The growers who held back their best-keeping berries for the late market are realizing lower figures than could have been obtained in the fall, and many crops have brought less than the cost of harvesting and marketing them.

The New Jersey growers claim their mottled colored berries make better flavored sauce than the Cape Cods, which run dark. They had a very moderate crop, compared with the Cape Cods, but there are still plenty on the market, and wholesale prices of fine stock are now only \$1 per bushel crate, and \$3.25 per barrel, or about 3½c. per quart. Choice Cape Cods sell from \$1 to \$2 per barrel higher. These figures leave growers no profit whatever, but seem to be in keeping with many other agricultural products, owing to hard times.—Retail Grocers' Advocate.

THOS. DOHERTY & CO.

The sale of teas, coffees and fixtures of the firm of Thos. Doherty & Co. took place Friday at 134 McGill street, Montreal. The sale was largely attended, and the prices realized were good. In fact, many lines realized more than cost. The total sales amounted to \$11,000. The goods consisted of 63 lots of teas, 11 lots of coffees and a quantity of vinegar, besides the store fixtures and book debts. It took the better part of four hours to dispose of the entire stock, which inventoried between \$14,000 and \$15,000. The range of prices were as follows: Cougous, 7 to 16c.; Ceylons, 11 to 26¼c.; Gunpowders, 11 to 16¼c.; Young Hysons, 7¼ to 14c.; Japans, 8½ to 22½c.; and coffee, 5¼ to 18c. Fraser Bros. acted as auctioneers.

POOR CANNED GOODS.

I HAVE been deceived so often of late by poor canned goods that I am tempted to write an article for The Grocery World on the subject. I don't know whether I have been unusually unfortunate necessarily, but unless I have there is a power of bad canned goods on the market. I have come to the conclusion that grocers don't taste the canned goods they buy. I know the grocer who has been serving me don't, for he told me so. It may have been rather presumptuous for me to tell a grocer how to conduct his business, but I told him that he ought to know what he was selling, and from henceforth I'll warrant he will sample every lot of canned goods he buys.

My experience justifies the statement that there is more uncertainty about buying canned goods than almost anything else. The other day I bought a small can of cherries. I paid 20c. for them, which is rather a good price, I think, but still I don't object to paying it if the fruit is fit to eat. The cherries were labeled, "White Ox-Heart Cherries," and somebody named Miller, of Baltimore, Md., was the manufacturer. Well, I never tasted poorer cherries in my life. They were poor quality cherries to begin with, and were canned in water. They were tasteless and insipid, not even sweet. I piled sugar on them and doctored them up, but when I got through they were just as cheap and poor as ever.

I complained to the grocer who sold them, and he didn't know anything about it. He said he hadn't tasted them before he bought them, but had bought them of a dealer whom he had confidence in. He will take more pains in buying canned goods in the future, I guess. The upshot of the whole matter is, that when I ask for anything in the canned goods line in the future, I shall be very careful to see that somebody besides Mr. Miller has put it up. Why wouldn't it be a good idea for grocers to have a can of such articles as this open, with some of the contents out in a dish, so that people could taste it for themselves?—Mrs. R. K. T. in Grocery World.

MR. HOWSE'S EASTERN TRIP.

A. E. Howse, one of Nicola, B.C.'s, enterprising merchants, is making a few months' trip to Ontario, where he will rejoin his wife and family, who have been residing in Hamilton visiting friends during the winter. Mr. Howse expects to return to British Columbia about the first of May, when he will take back his family, except Master Fred, who will take a course in Trinity College, Port Hope, and finally graduate as a mining engineer. Mr. J. H. Duncan, who has been in Hamilton and other eastern

points for two months visiting relatives, has returned to Nicola. Mr. Duncan looks as though his trip agreed with him. He will resume his former position as manager of Mr. Howse's mercantile establishment, and has been given full power to transact all business in connection with the firm during Mr. Howse's absence.

NEVER ADVERTISE A COMPETITOR.

The president of the Americus (Ga.) Grocery Company contributes the following to The Interstate Grocer:

"Every Saturday afternoon at 3 o'clock they are all in our office; we then give them prices for the following week, and figure up their profits for the preceding week. We find this plan a good one, as they are all present, and one dislikes to see the other "out-profit" him. We unhesitatingly tell them the cost of everything we sell, in order to get them to work on the goods that bear us the best profit. We urge them, when a party buys a bale of meat or a barrel of sugar, to do their best to put in something that bears a profit to bring up the average. They are carried through our stock of goods every week, and if we find that any article is accumulating, or bids fair to be hard stock, those are the goods they are told to work on; consequently, out of a stock of about \$40,000, we do not believe that we have \$100 in hard stock. We try to impress the fact on them that they represent as good a grocery house, in every respect, as there is in existence, barring none, and the writer has talked this so long to the men until he actually believes it himself.

"We tell them never to mention a competitor's name; never say anything good of them, for it may induce someone to trade with them who have never done so before; never say anything bad of them, for it would only be hurting us. We try to impress upon them the fact that the jobber who does not realize an average profit of 10 per cent. is of short duration. We are continually warning them that every rebate or allowance given is cutting us out of profits that are legitimately ours."

FROST IN CALIFORNIA.

Letters from Fresno, Cal., state that many vineyards have been put back by frost. The thermometer, according to some reports, went down to 2 degrees. The crops of peaches, apricots and almonds are reported to have been damaged by the frost, but later accounts will have to be waited for to determine just how much each variety has been affected. Almonds, it is said, have suffered most, and apricots and peaches are said to have sustained much damage.

THE STRAWBERRY SITUATION.

FLORIDA strawberry growers have had rather an unfavorable season this year owing to the continued unfavorable weather. Berries have been seriously injured from time to time, and present indications are that the season will close earlier than usual; in fact, present arrivals are now moderate, and the quality usually below the standard for this time of year. A large crop is promised from Charleston, and stock is just commencing to arrive. The first lot of Lady Thompsons received in ice boxes arrived last week, and realized 75c. per quart; the berries were of very fine quality, and realized that extreme figure more because they were the first shipments than because they were actually worth it. Small lots have arrived in open crates, and such have not been salable above 20 to 40c. per quart.

The transportation service has been very much improved this season, particularly between here and Florida. All-rail refrigerator cars are now available for all shippers, and when they arrive here on time the berries are usually in good shape; there has been some irregularity, however, in their arrival, they getting in often a day late, and when such is the case, the berries have usually been unattractive and poor, and salable only at comparatively low figures.

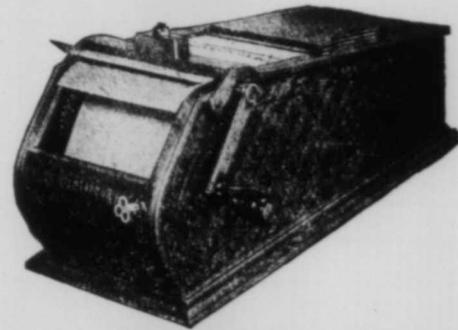
A new feature this season has been the refrigerator car express service; this has brought the berries from Florida to New York in 36 hours, practically laying the berries down in this market 48 hours from the time they were picked; these cars have brought the fruit in in a very fine condition, fresh looking, and almost equal to fresh picked berries. The service costs only a trifle more and the transportation charge is considered moderate in view of the distance, and is very satisfactory to both shippers and receivers. Many shippers have continued to use the small ice boxes, sending them by freight, and berries shipped this way have arrived in rather irregular condition, some coming in very good, while others were defective and worth comparatively little; these latter carriers, however, are still considered a practical shipping package, they being particularly advantageous to the smaller shippers.

Arrivals from Charleston will steadily increase now that stock has appeared, and as soon as the supply becomes large enough to equal buyers' wants, the demand for Florida berries will naturally decrease, as the Charleston offerings are usually of larger and better variety than are grown in Florida, and the fact that the distance is considerably nearer makes the berries arrive in a fresher and better condition, so that buyers will not handle the Florida berries except at a much lower range of prices. N.Y. Journal of Commerce.

THE GENUINE

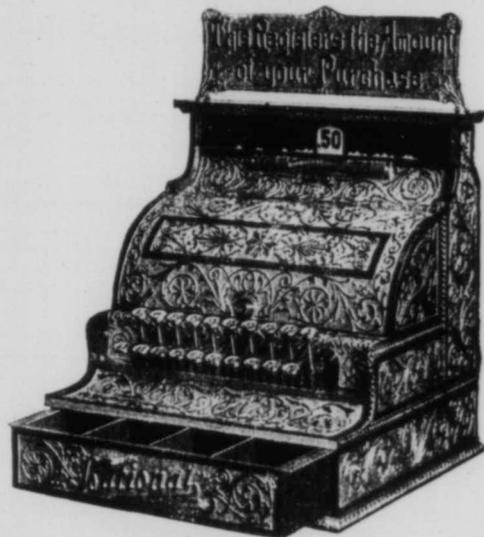
Costs Less Than the Imitation.

Every successful company has a lot of cheap and unscrupulous imitators. The goods they offer are usually just about as near the models they attempt to copy as the statements they make are near the truth.



Manifolding Autographic No. 225—\$12.

The National Cash Register Company has been doing business in Canada for ten years. It maintains offices at 6 Rossin Block, King Street, W., Toronto; 1685 Notre Dame Street, Montreal, and in Vancouver, British Columbia.



Detail Adder No. 13—\$60.

It makes 90 kinds of cash registers, ranging in price from \$10 to \$375. It sells second-hand National and other registers at the lowest prices. It will make and sell

any kind of a cash register for less money than any other concern in the world.

Do not be deceived. When a cash register is advertised as "just as good as the National," that ought to be sufficient reason for buying a National, particularly when you can get the original National for less money than the imitation.

Call at one of the addresses above named, and see what we can do for you.



Key Total Adder No. 50—\$120.

ILLINOIS DEPARTMENT STORE BILL.

THE "business men's bill" which is before the Illinois Legislature is entitled "An Act Relating to the Trade and Commerce of the State of Illinois." In its preamble the bill declares that there is a widespread and general depression in industrial and business circles caused by the maintenance of departmental stores where minors of both sexes are employed, displacing adults, at low and insufficient wages. The department stores, it is charged, by their methods of doing business perpetrate fraud by misleading and deceiving the public; tend to paralyze business of merchants and manufacturers, pauperise labor, cause business and residence property to become vacant, depreciate values, withdraw personal property from taxation, and make the burdens of government heavier on the many for the benefit of the few. To remedy these wrongs and for the purpose of regulating, prohibiting, taxing, licensing, the bill is proposed. It is to be operative in cities of not less than 10,000 population, and it gives a classification, grouping and grading which, its friends say, is the work of experts in the several lines.

Division one gives seventy-four classes of merchandise; division two gives twelve groups, including the classes, and division three presents a graded plan of the classes of goods. Section 2 of the bill provides that after the taking of effect of the Act no store, building or premises shall be used or occupied by any person or unit of management for the sale of goods at wholesale or retail where other goods in a separate class or division or group as specified by the Act are kept for sale. Any premises so used shall be deemed a public nuisance. It is made possible for a store to carry more than one line under what is termed a graded store plan, but a license must be taken out for this each year, and the license fee shall not be less than \$25 a year, and the control of these shall be under the same authorities as now in different communities have the dram shop law under their jurisdiction.

Violations of the Act are punishable by a fine of not less than \$5 nor more than \$200 for each day, and confinement in the county jail for not less than one day nor more than one year. Bond in the sum of \$5,000 is required from a violator to reopen his place, conditioned that he will not again violate the law and that he will pay the fines and damages assessed against him. Any shift or device to evade the law is punishable, but nothing in the provision of the Act is to be deemed as affecting manufacturing, warehouses, auctioneers, pawnbrokers or salvage establishments. Proprietors of stores must furnish to the city officials in

writing under oath at such times as may be requested statements setting forth the classes of goods kept for sale, and failure to comply shall subject the offender to a fine of \$5 for each offence. The bill closes: "Whereas an emergency exists, therefore this Act shall be in force immediately after the passage."
—Chicago Grocer.

BROWNING'S MESSAGE TO THE WORLD.

If then I might venture to try to sum up in a sentence the main lessons of Robert Browning's life and poetry, it would be somewhat thus: Live out truly, nobly, bravely, wisely, happily, your human life, as a human life, not as a supernatural life, for you are a man, and not an angel; not as a sensual life, for you are a man, and not a brute; not as a wicked life, for you are a man, and not a demon; not as a frivolous life, for you are a man, and not an insect.

Live each day the true life of a man; to-day's not yesterday's life only, lest you should become a murmurer; nor to-morrow's life only, lest you become a visionary; but the life of happy yesterdays and confident to-morrows—the life of to-day unwounded by the particular arrows of yesterday, and undarkened by the possible cloudland of to-morrow.

Life is indeed a mystery, but it was God who gave it, in a world "wrapped round with sweet air, and bathed in sunshine and abounding with knowledge, and a ray of eternal light falls upon it even here, and that light shall wholly transfigure it beyond the grave."—Dean Farrar, in Review of Reviews.

HOW A TEA TRADE MAY BE LOST.

A lady came into the store of a 2nd Ave. grocer last week and enquired of the boss, whether he had changed his English breakfast tea, or if he had received a new lot. The tea is not good at all, it is like water she said. The grocer was astonished, he had not changed his tea at all, and he was very particular about the quality. He told the lady to bring it back and let him look at it. Examining the returned tea he found that it was a common, cheap Oolong. "Who of you boys gave the lady this tea for English breakfast?" The clerk, who had waited on her, apologized and said, "The can of English breakfast tea was just empty and so I gave her out of the next can." The grocer exchanged the tea and did not lose the customer; but this should teach the boys a lesson to keep the cans filled, and not substitute any other quality if the can is empty. Don't be afraid of the little trouble to get down a chest and open it. Work for the boss' interest.—Retail Grocers' Advocate.

GIVING ACCURATE INFORMATION.

The habit of giving accurate information is a rare and valuable one. Not one person in ten can give definite, clear directions on any stated subject of which they have full knowledge. Yet this is a habit which successful business men are compelled to acquire. The trained specialist in any branch of art or science is chiefly valuable because he has learned to crystalize his information and reduce it from vaporous theory to something that can be made practical. From their earliest childhood, children can be taught to be exact and clear. Indefiniteness is a crying fault of youth. It is an easy thing to get into slipshod habits of thought and work. Such work may be brilliant, but unless work is directed toward a definite purpose it is valueless. Thought that appears in brilliant flashes is as useless for guidance as the light of a jack-o'-lantern. A beacon-light must be steady and certain. The value of a fixed, definite purpose in life, steadily adhered to, cannot be overestimated. It is the secret of success, and so fully is this recognized that genius has been defined merely as the power of persistence. He who has ability to maintain a fixed purpose in spite of disappointments and apparent failures, must, in the end, win, if he is guided by honor and truth. Exact habits are best formed in youth. It is next to impossible for a man who has grown up in happy-go-lucky habits of work to turn back and learn to be exact.
—Geyer's Stationer.

WHY MERCHANTS FAIL.

"Six-tenths of the failures in business result from inexperience, extravagance and neglect; two-tenths from natural dishonesty; one-tenth from speculation, and one-tenth from misfortune."

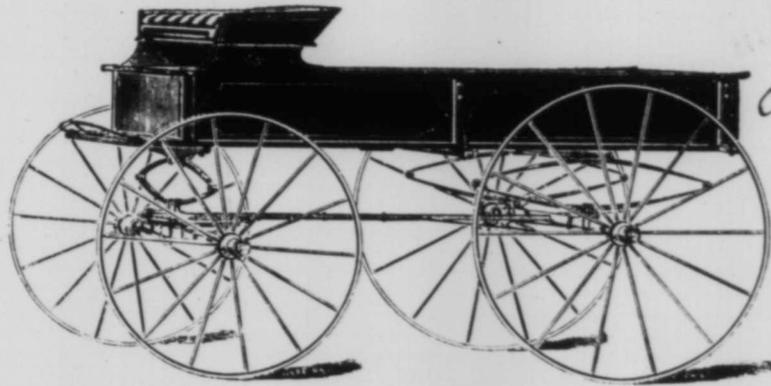
If a merchant has an automatic and perfect check on all the transactions between his clerks and his customers; if he has time to watch the other details of his business; if he systemizes his business and stops all the little leaks, and if he knows what is going wrong, and is consequently able to stop it, he should not fail from any of the above causes.

The National Cash Register Company, of Dayton, Ohio, has devised systems for all kinds of retail stores, and are designed to give the retail merchant such a check on his business. A description of these systems may be had upon application.

If you will send your name, address, business, number of clerks employed, percentage of business done on credit, and stating whether or not you employ a cashier, to Department "P," The National Cash Register Company, Dayton, Ohio, U.S.A., they will send you in return a handsomely printed description of a system used in stores like yours.

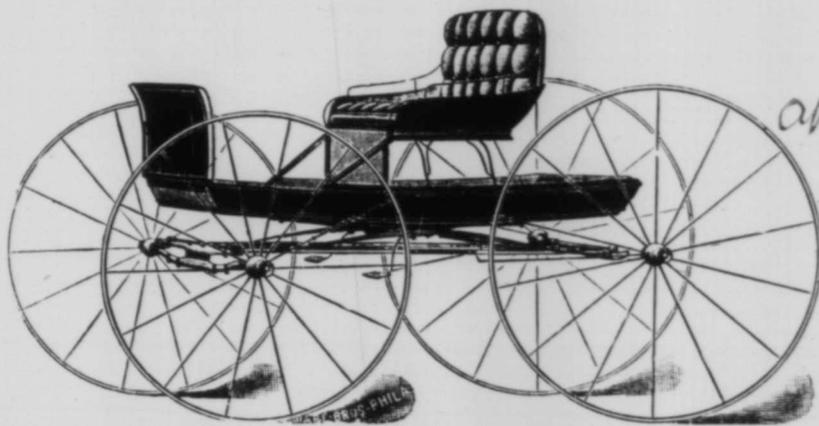
Have You a . . . DELIVERY WAGON?

If you have, perhaps you are open for a buggy for general business purposes? We have purchased a large number of these vehicles, as shown in accompanying cuts, at a very low price, and are giving the merchants the benefit. We sell either of them with a bill of



Pure Ground Spices Baking Powder Coffee

You can rely on the quality of these goods--Spices and Wagons. We guarantee the Spices, etc., to be perfectly pure, and the Wagons are guaranteed by the makers, Wm. Gray & Sons, Chatham.



WRITE US FOR PARTICULARS.

THE TORONTO COFFEE & SPICE CO. LTD.
H.H. SUYDAM. PRES. J.D. ROBERTS. VICE PRES. J.A. WATSON. SEC.

HINTS TO BUYERS.

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

H. P. ECKARDT & CO. have reduced their prices on California evaporated fruits. "Retailers wanting evaporated peaches, apricots, egg plums, nectarines, etc., need not pay high prices if they will crop us a card," said a member of the firm.

Warren Bros. & Co. received a carload of green Rio coffee on Tuesday.

A shipment of pearl tapioca arrived this week for the Eby, Blain Co., Ltd.

A handsome sample of Porto Rico sugar is being shown by The Davidson & Hay, Ltd.

The Eby, Blain Co., Ltd., report large sales of their crushed Java and Mocha coffee.

The Davidson & Hay, Ltd., report a good demand for pure jams in pails, glasses and tins.

The Eby, Blain Co., Ltd., are making special prices for fish of all kinds between now and Easter.

H. P. Eckardt & Co. are making a specialty of butter dishes. Their advertisement on page 14 will furnish further information.

The Eby, Blain Co., Ltd., are offering special values this week in Young Hyson points.

J. A. McLean, provision and commission merchant, 77 Colborne street, Toronto, has been appointed sole agent in Toronto for the Fairbank Canning Co.'s meats.

A grocer's showcase is being advertised by W. H. Gillard & Co. on another page in this issue. The sellers of this article state they have received numerous letters eulogizing the great selling facilities of these cases.

LATE ADVERTISEMENTS.

[The following items arrived too late for insertion in the regular advertising space. Reading notices inserted in this column at 5c. per word.]

The Eby, Blain Co.: "We are offering a special snap in prunes for the next two weeks."

H. P. Eckardt & Co.: "We have struck the popular taste with 'Ludella' Ceylon tea after years of study and experience. We can now suit the most fastidious taste."

W. H. Gillard & Co.: "We are believers in quality, more especially in teas than even other articles in the grocery line. Our standard blacks are only blended after ex-

haustive and rigid tests as to the liquoring qualities of the teas entering into their composition."

The Davidson & Hay, Ltd.: "The number of orders received during the past two weeks for 'Kurma' Ceylon tea is over treble that for the corresponding period since this tea was placed on the market."

MACHINE-MADE TEA IN THE STATES.

DURING a recent trip to Cincinnati, Ohio, covering ten days, the writer was surprised to find that wherever tea was served it proved to be Ceylon or India tea, a fact indicative of the phenomenal progress made in their introduction. When consideration is given to the fact that China monopolized the tea markets of the United States for over 100 years, and that Japan contributed over 40 per cent. of the supply since 1875, then we realize the tremendous prejudice which the advocates of machine-made tea have to overcome, and are the better prepared to estimate and appreciate the rapid hold gained for machine-made tea in this country within two years. In 1894 the imports were 4,700,000 pounds; in 1896, 9,500,000 pounds—a gain of over 100 per cent.

No one can successfully deny that the bulk of the importations of China and Japan tea have been of medium and low grade, with a large volume of trash. The law just passed regulating importations of tea will check the imports of poor and trashy tea, and bring the attention of consumers more and more to a consideration of the merits of Ceylon and India tea.

It has been difficult to impress upon consumers that a much less quantity of machine-made tea is required to make a satisfactory infusion than of China and Japan sorts, but this lesson they are acquiring rapidly, and thus discovering the economical advantages arising from the use of Ceylon and India growths, besides becoming wedded to their flavor. None are more enthusiastic advocates of British-grown tea than many who a few years ago discredited them in many ways.

A few days ago an importer, in commenting upon the remarkable increase in direct shipments of tea from Ceylon to America—viz., 64,966 pounds from January 1 to 26 of this year, against 10,415 pounds for the same time in 1895—said: "That is nothing to what it will be in a few years hence, when they will have this market."

We do not, however, entertain the idea that the teas of China and Japan will be entirely displaced, but we do believe that the enterprise, push, pluck, and perseverance of the Ceylon and India tea growers in seeking

a market here will result in such an increase in the use of tea as a beverage that machine-made teas will dispute for first place with China. This is, however, a very much more conservative view than many American dealers entertain.—American Grocer.

REDUCED COST OF PRODUCTION.

On an average a dozen cans of staple goods cost less to-day than the packer paid for the empty cans a generation ago; again, a dozen cans of goods during the past year at the lowest price cost scarcely more than half of what the same goods sold for five years ago. The staple goods, such as corn, tomatoes, peaches and peas, cost the housewife less in the hermetically sealed cans than the same quantity of the fresh product in the season.

The science of operating the canned goods business successfully lies therefore with the packer in obtaining the advantages that permit this competition. Years ago we pointed out that when a housewife can buy as much beans for 20 cents as she could get in cans for 50 cents cooked there was no possibility of such articles selling well in cans. Since then pea hullers and other machines have come largely into use, and as a result soaked peas have been virtually driven from the market by the low price of the greener article. With cans reduced to their present low price, with perfected machinery for almost every operation in the packing house and the costly element of labor dispensed with, with larger operations on a smaller capital, with cleaner methods and more precision, the canned goods pack of 1897 should start in free of many handicaps maintained in the past.—Baltimore Trade.

ARTICLES WANTED.

AS WE ARE ABOUT STARTING ROASTING coffee, we are in need of a roaster. Parties having one for sale will kindly advise Sutherland & Campbell, Winnipeg, giving price and capacity. (15)

WINE Made from Grapes grown in Essex County. Pure and Wholesome, Sweet, Rich, Red.
\$2.50 per case; 80c. gallon.
THE AMHERSTBURG VINTAGE CO. Amherstburg, Ont.



DON'T BUY A refrigerator until you have seen the

EUREKA

It is built on scientific principles, and of best materials.

A catalogue will give you all details.

ADDRESS:
Eureka Refrigerator Co.
54 Noble Street,
TORONTO.



DO NOT BE DECEIVED



By the misleading advertisements of the National Cash Register Co., of Dayton, Ohio, as they have no patent in Canada, and any person has a right to manufacture and sell the National Cash Register in Canada.

The HAMILTON BRASS MFG. CO., LTD., manufacture all kinds of Cash Registers as manufactured by the National Cash Register Co., and will guarantee protection to every purchaser and user of the Hamilton Cash Register.

When the National Cash Register Co.'s Agent is quoting prices to you, get a description in writing and the number of the Register he is quoting you prices on, then send the number of the Register with the description to the Hamilton Brass Mfg. Co., and they will supply you with the same Register in every respect, from \$10 to \$100 less than the price quoted you by the National Cash Register Co.'s Agent.

The following are a few of the facts why the Hamilton Brass Mfg. Co. can manufacture and sell the National Cash Register as made in Hamilton, Ont., and called the "HAMILTON" at a lower price than the National Cash Register Co. :

- 1st. There is no patent in Canada.
- 2nd. No royalty to pay.
- 3rd. No duty to pay.
- 4th. No office rents at Toronto, Montreal, and other places to pay.
- 5th. No high salaries to President, Vice-Pres. and Sec.-Treas. to pay.
- 6th. We are satisfied with a fair profit.
- 7th. We guarantee the very best material and workmanship.
- 8th. We are taking out every few days total-adding National Cash Registers and replacing them with the HAMILTON Cash Registers.
- 9th. We have only been manufacturing Cash Registers about one year, and have made and sold over 300 in that time.
- 10th. We are Canadian manufacturers, with Canadian capital and Canadian labor.
- 11th. The money paid for a HAMILTON Cash Register remains in Canada, and the Canadian merchants get the benefit of it.
- 12th. If you pay your money for a National Cash Register made in the United States, the money paid for it is sent to the United States, and the Canadians do not get one cent of it.
- 13th. The National Cash Register Co. guarantee their Registers for two years only, while the Hamilton Brass Mfg. Co., Ltd., guarantee theirs for five years.

The following is a description of the National Cash Register Co.'s number 13 and 14, and is a copy of their printed description of same.

No. 13. 20 Keys of any denomination desired. Detail-adder. Equipped with cast-iron, nickel-plated case only. Case same size as No. 2. Without glass top, without time-recorder, without customer counter, without the device for locking the keys when the drawer is open, without key-stops, without combination and flag indicators, without key-arrester, without name-plate. The arrangement of keys most frequently ordered and designated "standard" is the same as No. 1 1/2.

No. 14. 25 Keys of any denominations desired. Detail-adder. Equipped with cast-iron, nickel-plated case only. Without glass top, without time-recorder, without customer counter, without the device for locking the keys when the drawer is open, without key-stops, without combination and flag indicators, without key-arrester, without name-plate. The arrangement of keys most frequently ordered and designated "standard" is the same as No. 2.

JAMES ST. N.

HAMILTON
ONT.

Hamilton Cash Register Co.
Hamilton Brass Mfg. Co. Ltd.



THESE TEAS

Represent the choicest growths from the India and Ceylon gardens, carefully picked and blended. Write for samples and prices.



Appleton's India & Ceylon Teas

THE "TAPIR" BRAND.
SOLD IN LEAD PACKETS



*Spring Picked!!!
Skillfully Blended!!
Attractively Packed!*

Agents { MONTREAL—FRANK MAGOR & Co., 16, St. John Street.
TORONTO—THOMPSON & THOMPSON, 18, Front Street East.

OUR . . .

"VICTORIA" BRAND JAPAN TEA (Registered)

Is the best value ever offered on the market
for so low a price. . . .

Write for sample and price. It will pay you.

LAPORTE, MARTIN & CIE. IMPORTERS Montreal

The Grocer

Dear Sir,

The figures of direct shipment of **CEYLON TEAS** from Colombo to North America from January 1st this year to February 2nd this year were 140,000 lbs., as against

44,000 lbs. last year for the same period. Increase nearly **300** per cent. This is for ports on the East Coast. For Vancouver and San Francisco there were shipped in addition to the above, 55,000 lbs.

This shows better than anything else the wonderful popularity **CEYLON TEA** is gaining in America.

Profit by the hint above given.



SUCCESS A MATTER OF WILL.

A PHYSICIAN of New York, in a letter on "Cultivation of the Faculties," said, in part:

Most people have accepted as a fact that when we make our advent into this world "the die is cast," as far as our hereditary endowment, capabilities and natural tendencies are concerned. They have accepted these ideas as final judgment, little dreaming to what extent everything may be modified by cultivation. The demonstrations of Rechar, of London, and others show that the action of the faculties may be increased or diminished by concentrated will and attention and thorough stimulation or depression of certain nerve centres. The experiments were at first confined principally to feeble-minded children and the aged, and the results were gratifying in the extreme. Since the facts have become more generally known all classes of persons have been experimented upon for the cultivation of special faculties and for general improvement. Our highest attainments are accomplished through voluntary control of the nervous system. The nerves are the natural conductors of nervous energy that is generated in the brain and distributed to every faculty and organ and is essential to all physical movements and to the discharge of their office in the human economy. It is the creative power of all effort, the power that makes the genius, that creates ideas, gives to the painter's hand its skill, and enables the sculptor to feel the emotions that live in the stone.

How foolish, then, for a man—and especially a young man—to voluntarily indulge in a diet or in pleasures which weaken the will. Every act in life has some influence upon the will, either to

strengthen or weaken its action and power.

A man is strong or weak as he is master of himself. The late eminent Dr. Fothergill said: "It is downright hard, self-imposed work which makes the complete man. A boy can learn tasks, but to do that is not enough; when a man believes that knowledge is power, then he feels he can never have enough of it."

It is well to remember that every triumph of the will augments its power, and therefore many a man with minor endowments gets ahead of one whose natural gifts are stronger. The man or boy destined to success will show it all along the pathway in the manifestation of will-power. We may set two boys to dusting a shelf of goods or books. The one will do the work in a mechanical way; the other will seek to gain knowledge, and by the time he is through will know much about the goods he has dusted. Carrying the same principle through life will enable the seeker for knowledge to write "Success," where the other will be labeled "A Failure."

Horace Greeley said truly: "That is the darkest way in a man's career when he first thinks there is an easier way of getting a dollar than squarely earning it."—American Grocer.

A VINEGAR SPRING.

A Memphis newspaper is responsible for spreading broadcast information of the discovery of a wonderful vinegar spring by a man named Bennett, in Ohio county, Tenn.

The discovery was made six months ago, but Bennett, being a cute one, kept the matter a profound secret until he could get sufficient capital interested in order to make its development assured. He was successful in securing the aid of a multi-millionaire of London and the organization of a company is complete.

It is proposed by this company to make a garden spot of several thousand acres of the fine land that surrounds this spring, and plant the whole of it in cucumbers. The vines will be trained to run in trenches between the rows of hills, and when about half grown, by means of irrigation, the vinegar from this spring will be turned through the trenches and kept on the vines until the cucumbers are grown, when it will be turned off and the finest of the pickles will be gathered and barreled for shipment.

The company will then buy 5,000 head of hogs to eat the pickles refused for shipment and to wade in the vinegar marsh, so that at time of slaughter they will not only ship bacon, shoulders, hams, etc., but can fill all orders for pickled pigs' feet on short notice. They will sell vinegar only in five-barrel lots.

FAC SIMILE OF CASK LABEL.



PURNELL'S

**PURE
PLAIN and SPICED**

MALT VINEGARS

FOR PICKLING and TABLE USE.

Brewery, Bristol, England.

AGENTS

Montreal—J. M. KIRK, Imperial Buildings, St. James St.

Toronto—J. WESTREN & CO., 61 Colborne St.

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

Winnipeg—A. STRANG & CO., Portage Avenue.

Vancouver, B.C.—C. E. JARVIS & CO., 101 Holland Block.

Allison Ranch

TREASURY STOCK \$125,000

Hydraulic Mining Co. LIMITED LIABILITY

Authorized Capital, \$250,000.
Divided into 50,000 Shares of \$5.00 Each.10,000 Shares are now offered to the public
at Five Dollars per Share.**SMALL CAPITALIZATION MEANS LARGE DIVIDENDS.**

PRESIDENT—LIEUT.-COL. T. O. TOWNLEY, Registrar of Titles, Vancouver, B.C.

VICE-PRESIDENT—JOHN B. LAIDLAW, Esq., Canadian Manager Norwich Union Fire Insurance Society, Toronto, Ont.

DIRECTORS

F. J. COULTHARD, Esq., Manager Lowenberg, Harris & Co., New Westminster, B.C.

HENRY DOYLE, JR., Esq., Commission Merchant, Vancouver, B.C.

CAPT. H. ROBSON JONES, Master Mariner, Vancouver, B.C.

CHAS. R. TOWNLEY, Esq., Miner, Vancouver, B.C.

JOS. E. GAYNOR, Esq., Registrar of Titles, New Westminster, B.C.

EASTERN BOARD OF DIRECTORS

JOHN B. LAIDLAW, Esq., Canadian Manager Norwich Union Fire Insurance Society, Toronto.

J. H. CHEWETT, Esq., B.A., Sc. C. E., Mining Engineer, Toronto.

HILLYARD C. DIXON, Esq. (Gillespie, Ansley & Dixon), Wholesale Merchants, Toronto.

MANAGER—CHARLES R. TOWNLEY, Esq., Miner, Vancouver, B.C.

SECRETARY-TREASURER—FRED. J. COULTHARD, Esq., New Westminster, B.C.

ASSISTANT SECRETARY-TREASURER—W. H. HALL, Esq., 56½ King Street East, Toronto.

BANKERS—Bank of Montreal. TRUSTEES—Trusts Corporation of Ontario. SOLICITORS—Roaf, Curry, Gunther & Green.

ENGINEER—Chas. H. Mitchell, Civil and Hydraulic Engineer, Engineer for Town of Niagara Falls.

HEAD OFFICES—New Westminster, B.C.

The Company's Claims Consist of 640 Acres of Auriferous (Gold-Bearing) Gravel.

This property has been personally tested and examined by Messrs. W. S. N. Wills, Mining Engineer, and R. C. Lowry, A.M.I.C.E., both of whom have reported very favorably. Following are brief extracts from their respective reports:—

"In conclusion, I would say that I consider this one of the best hydraulic propositions that I have seen in British Columbia."

"W. S. N. WILLS, M.E."

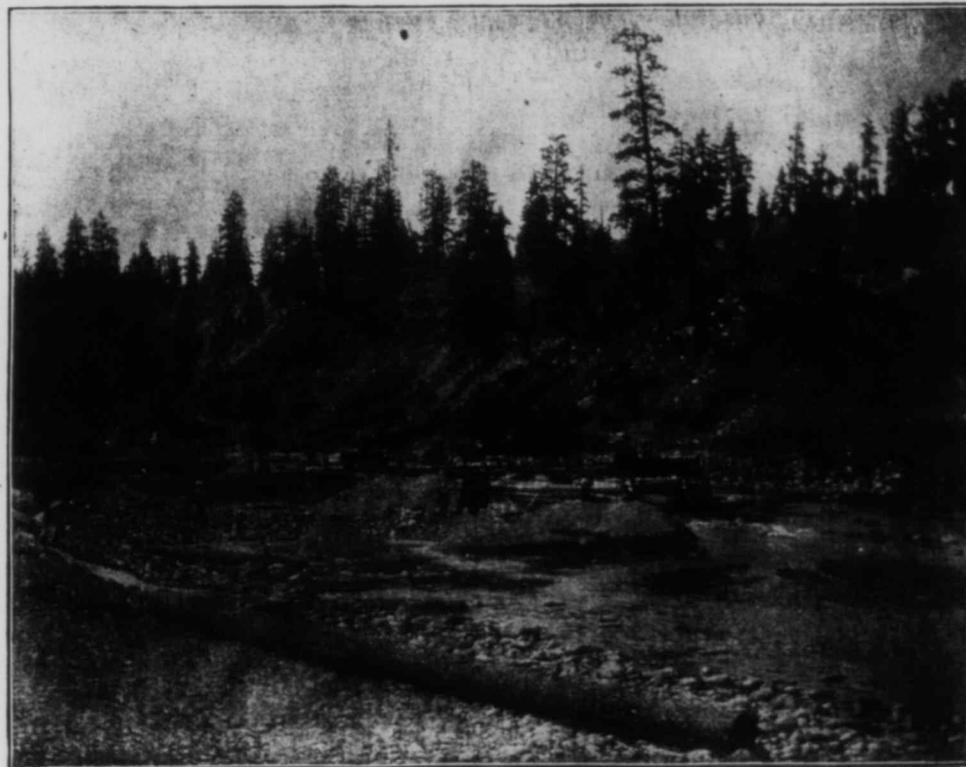
"The line of ditch is an easy one; no rock cutting will, most probably, be required, and very little fluming will be needed. I think the property an excellent one."

"R. C. LOWRY, A.M.I.C.E."

Six shafts have been sunk, aggregating one hundred and ninety-seven feet. Illustrated prospectus, giving full information as to the Company's properties, and also interesting details of hydraulic mining, will be furnished on application to

W. H. HALL or C. R. TOWNLEY At the Company's Offices Telephone 2,609. **56½ King St. East, Toronto**

THIS ENGRAVING is from a photograph of a portion of the Allison Ranch Hydraulic Mining Company's benches of gravel, showing Miners at work on the bed of the Tulameen at low water by means of wing dams. This mode of mining is of course very primitive and expensive and the gravel must be very rich to make it pay, as after the wing dam is built in the river the gravel has to be shovelled into sluice boxes and washed through. The fact that this class of mining has been carried on for thirty-five years in the immediate vicinity of the Company's properties proves the existence of Gold in the gravel in paying quantities.



BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

HUNT BARNES, fish, oysters, etc., Montreal, has assigned, and a meeting of creditors will be held on the 6th inst.

J. Boyd, grocer, Brockville, has assigned to Sheriff Smart.

D. Landry, general merchant, Petit de Grat, has assigned.

P. J. Harrington, general merchant, Killaloe, has assigned to H. T. Grant.

George Murray, general merchant, St. Helen's, has assigned to W. Connell.

V. Beaulac, general merchant, St. David, has compromised at 60c. on the dollar.

Joseph Masson, general merchant, Danville, Que., has compromised at 60c. on the dollar.

James McGee, general merchant, Fredericton, N.B., is offering to compromise at 20c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Degagne & Pigeon, grocers, Montreal, have dissolved. M. Pigeon continues.

W. H. McLaren & Co., grocers, Hamilton, have admitted J. J. McQuarrie and W. Cunningham.

Ansley, Sons & Co., groceries, etc., Parry Sound, have dissolved. W. M. Ansley continues.

E. E. Taylor, teas, Nanaimo, has admitted Lewis Smith as partner, under the style of Taylor, Smith & Co.

Achille and Cephas Jean have formed a partnership to carry on business in Montreal as dealers in groceries and liquors, under the style of A. Jean & Frere.

SALES MADE AND PENDING.

The assets of Adam Torrance, general store, North Bay, are to be sold.

The stock of A. Literman, Yarmouth, N. S., has been sold to W. Y. Kennedy.

The assets of John O'Donnell, grocer, Quebec, are to be sold on the 14th inst.

The assets of J. B. G. Millette, general merchant, St. George de Windsor, are to be sold.

Globe Spice Mills, Montreal, have sold out to A. Brosseau, who continues under same style.

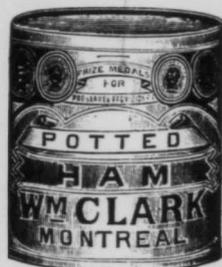
The estate of Geo. S. Johnston, general merchant, Ottawa, has been sold to his wife, Bertha Johnston.

Assets of J. R. Andrews, general merchant, Marbleton, are to be sold by auction on the 14th inst.

The stock of the estate of A. B. Shaw, Middle Musquodoboit, N.S., is advertised for sale by tender.

A sheriff's sale of the property of D. A. Bourgeois, general merchant, Fox Creek, N. B., is advertised.

The general stock of Herron & Evans,



TO THE TRADE

Try a case of

CLARK'S TOMATO SOUPIt will please your customers.
SOLD BY ALL WHOLESALERS

W. CLARK, Montreal

ENAMELLED MEASURES

In ½ pt., 1 pt., 1 qt., 2 qt. and 1 gal. sizes.

GOVERNMENT STAMPED

**Superior** to Measures made of Tin, Wood or Copper. Easily cleaned and will not Rust or Corrode . . .**The McCLARY MFG. CO.**

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER.

Deloraine, Man., has been sold at 67½c. on the dollar and the accounts at 20½c. on the dollar.

The assets of J. R. Andrews, general merchant, Marbleton, Que., are advertised for sale on the 14th inst.

The assets of J. A. Rheame, general merchant, Ascot Corner, Que., are to be sold by auction on Saturday.

CHANGES.

J. M. Parker has opened a grocery store in Picton.

Lawson Smith, grocer, Halifax, is out of business.

J. O. Menard is opening a grocery store in Montreal.

Alex. Lajoie is opening a general store in Clairvaux, Que.

Fullerton & Green, grocers, Rossland, are out of business.

J. Munro, general merchant, Souris, has sold out to —Wallace.

A grocery store is being opened in Quebec by Joseph Bardelain.

Julia E. Tompkins, grocer, Brighton, has sold out to D. C. Bullock.

J. C. Grice, general store and butcher, Montreal, is opening a hotel.

S. D. Wellwood, general merchant, Pine River, is giving up business.

T. P. Bourgeois, general merchant, Louisburg, has sold out to M. M. Slattery.

J. B. Labelle is beginning business in Ste. Cunegonde, Que., as dealer in groceries and liquors.

Richard & Co., wholesale and retail liquors, are closing out their branch at Calgary.

W. Graydon, general merchant, Mono

Road Station and Grand Valley, has been succeeded in Grand Valley by Kerr & Co.

C. Drennan, dry goods and groceries, Campbellford, has sold out to Wims & Co.

R. D. Baker & Co., tobacco and men's furnishings, Kingston, has sold out tobacco branch to R. J. Lyonse.

W. B. Sweet, general merchant, Inkerman, is removing to Cardinal, where he will conduct a boot and shoe store.

A grocery store has been started by M. Champaigne, Joliette, Que. J. T. Rowan, a grocer of the same place, has sold out.

A grocery store has been opened in Kingston by James McCulla. W. Stranger, a grocer of the same place, has sold out.

FIRES.

The grain warehouse of M. Robson, Ayr, has been burned.

The stock of J. J. Kerr, general merchant, Deseronto, has been damaged by water.

DEATHS.

W. Brown, general merchant, Marshville, is dead.

Thomas Doherty, wholesale teas, Montreal, is dead.

PRICES OF CANADIAN COTTONS.

One line, that of "A" shirtings, has dropped in price about 8 per cent., but otherwise there is no change for the present in the list. Purchases from the mills have been made for fall on the understanding that there will be no drop, and it is claimed that Canadian cottons will go no lower, while the States prices will stiffen under the new tariff. Cotton buyers say they do not expect lower duties even. One man, a friend of the present Ministers, assured The Review that the cotton tariff would stand. When asked how the supporters of the Government who anticipated lower duties would like this, he retorted that the Dingley tariff had changed the situation entirely.—*Day Goods Review.*

COX'S GELATINE Always Trustworthy.
ESTABLISHED 1725.

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



GALOPS CANAL
NOTICE TO CONTRACTORS.

SEALED TENDERS ADDRESSED TO THE UNDERSIGNED, and endorsed "Tender for the Cardinal section of the Galops Canal," will be received at this office until 16 o'clock on Saturday the 17th day of April 1897 for the works connected with the enlargement of the Galops Canal.

Plans and specifications of the work can be seen on and after the 31st day of March, 1897, at the office of the Chief Engineer of the Department of Railways and Canals, Ottawa, and at the Engineer's office at Cornwall. Printed forms of tender can also be obtained at the places mentioned.

In the case of firms there must be attached to the tender the actual signatures of the full name, the nature of the occupation and residence of each member of the same, and further, an accepted bank cheque for the sum of \$50,000 must accompany the tender. This accepted bank cheque must be endorsed over to the Minister of Railways and Canals, and will be forfeited if the party tendering declines entering into contract for the work at the rates and on the terms stated in the offer submitted.

The accepted bank cheque thus sent in will be returned to the respective parties whose tenders are not accepted.

The Department does not bind itself to accept the lowest or any tender.

Contractors are specially notified that the condition requiring the works to be wholly completed by the 31st day of January, A.D. 1899, will be rigidly enforced and all penalties for delay exacted.

By order,
J. H. BALDERSON,
Secretary.

Department of Railways and Canals,
Ottawa, 20th March, 1897.

Newspapers inserting this advertisement without authority from the Department will not be paid for it.

(15)

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

GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

COARSE
BUTTER
TABLE

SALT

ROCK
CHEESE
PACKER'S

VERRET, STEWART & CO. - MONTREAL, Que.

TRY A PACKAGE OF OUR "CLUB HOUSE"

A Perfect blend of the finest

INDIA and CEYLON TEAS

For which we are sole agents in America.

It will please your customers.

J. F. RAMSAY & CO.

Wholesale Importers

14 and 16 Mincing Lane

TORONTO

PUREST AND BEST



18/97
Windsor
Salt

ALWAYS
GIVES
SATISFACTION

and costs no more than inferior brands of salt.

For Sale by all Wholesale Grocers.

WINDSOR SALT CO. Ltd., Windsor, Ont.

The Question is

Are you satisfied with the quality of the Starch you are selling? Are your customers satisfied with the quality of the Starch they are buying? If not, perhaps a trial of our goods would create a better feeling on both sides of the counter.

No woman will use poor Starch in preference to good Starch. That's the reason why a trial always leads to constant use of

EDWARDSBURG
STARCH CO.
Cardinal,
Ont.

Edwardsburg Starch

BLUE.

KEEN'S OXFORD. per lb.	
1 lb. packets	\$0 17
1/2 lb.	0 17
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16

CANNED GOODS. per doz.

Apples, 3's	\$0 70	\$0 95
" gallons	1 65	2 25
Blackberries, 2	1 40	1 70
Blueberries, 2	0 75	0 85
Beans, 2	0 65	0 95
Corn, 2's	0 55	0 75
Cherries, red pitted, 2's	2 00	2 25
Peas, 2's	0 75	0 80
" Sifted select	0 90	1 00
" Extra sifted	1 25	1 40
Pears, Bartlett, 2's	1 65	1 75
" 3's	2 40	2 40
Pineapple, 2's	1 75	2 40
" 3's	2 50	2 60
Peaches, 2's	1 65	2 00
" 3's	2 50	3 00
Plums, Green Gages, 2's	1 55	1 80
" Lombard	1 50	1 70
" Damson Blue	1 10	1 40
Pumpkins, 3's	0 70	0 90
" gallons	2 10	2 25
Raspberries, 2's	1 50	1 80
Strawberries, 2's	1 65	1 95
Succotash, 2's	1 15	1 15
Tomatoes, 3's	0 72 1/2	0 75
Lobster, talls	2 30	2 52
" flats	2 85	2 90
Mackerel	1 20	1 30
Salmon, Sockeye, talls	1 35	1 50
" Horseshoe	1 50	1 50
" flats	1 40	1 75
Cohoec	1 15	1 20
Sardines, Albert, 1/2's tins	0 13	0 13
" 1/2's tins	0 20	0 21
" Sportsmen, 1/2's genuine French high grade, key opener	0 12 1/2	0 21
Sardines, Sportsmen, 1/2's	0 16	0 18 1/2
Sardines, key opener, 1/2's	0 10 1/2	0 11
" 1/2's	0 18 1/2	0 19
Sardines, other brands 9 1/2	0 16	0 17
" P. & C., 1/2's tins	0 23	0 25
" 1/2's	0 33	0 34
Sardines, Amer., 1/2's	0 04 1/2	0 09
" 1/2's	0 09	0 11
Mustard, 1/4 size, cases 50 tins per 100	10 00	11 00

MARSHALL & CO., SCOTLAND.
Fresh Herring, 1-lb. 1 10 1 15
Kipperd Herring, 1-lb. 1 6 1 90

Herrings in Tomato Sauce	1 70	1 90
Herrings in Shrimp Sauce	2 00	2 00
Herrings in Anchovy Sauce	2 00	2 00
Herrings a la Sardine	2 40	2 40
Preserved Bloaters	1 85	1 90
Real Findon Haddock	1 85	1 90

CANNED MEATS.

(CANADIAN.)

Comp Corn Beef, 1-lb. cans	\$1 20	\$1 35
" 2	2 30	2 50
Comp Corn Beef 4-lb. can	7 75	8 25
" 14	15 00	16 00
Minced Callops	2 20	2 60
" 2	2 60	2 65
Lunch Tongue	3 40	3 50
" 2	6 80	6 90
English Brawn	2 75	2 80
Camb Sausage	2 20	4 00
Soups, assorted	1 50	1 50
" 2	2 25	2 25
Soups and Boull.	1 80	1 80
" 6	4 50	4 50



Acme Sliced Beef.
No. 1 tins, key, 2 doz., per doz. \$2.75.



Beardley's Boneless Herring. doz 2 doz. 1 40

ARMOUR PACKING CO.—HELMET BRAND

Corned Beef, 1 lb.	1 40	1 50
" 2 lb.	2 60	2 75
" 4 lb.	5 50	5 80

" 6 lb.	8 50	8 80
" 14 lb.	17 50	18 00
Roast Beef, 1 lb.	1 40	1 50
" 2 lb.	2 60	2 75
Luncheon Beef, 1 lb.	1 60	1 70
" 2 lb.	2 75	2 85
Brawn 1 lb.	1 30	1 40
" 2 lb.	2 35	2 50
" 6 lb.	6 60	6 80
" 14 lb.	14 50	15 00
Ox Tongue, 1 1/2 lb.	7 00	7 20
" 2 lb.	8 50	8 80
" 2 1/2 lb.	10 75	11 00
Lunch Tongue, 1 lb.	3 35	3 50
" 2 lb.	6 50	6 80
Chipped Beef, 1/2 lb.	1 60	1 70
" 1 lb.	2 65	2 80
Pigs' Feet, 1 lb.	1 65	1 75
" 2 lb.	2 45	2 60
Potted Meats, Tongue or Ham 1/4 lb.	70	75
Potted Meats, Tongue or Ham 1/2 lb.	1 20	1 25
Potted Deviled Ham or Tongue, 1/4 lb.	70	75
Potted Deviled Ham or Tongue, 1/2 lb.	1 20	1 25

WHITE LABEL.

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

Codfish. per doz.

Beardley's Shredded, 2 doz. pkgs.	0 90
-----------------------------------	------

CHEWING GUM.

ADAMS & SONS CO. per box	
Tutti Frutti, 36 5c bars	\$1 20
" (in cream pitcher) 36 5c bars	1 20
" (in sugar bowl) 36 5c bars	1 25
" (in glass jar) 115 5c pkgs.	3 75
Pepsin Tutti Frutti (in glass jar) 115 5c packages	3 75
Pepsin Tutti Frutti, 23 5c packages	0 75
Round Pepsin, 30 5c packages	1 00
Cash Register, 30 5c bars and pkgs.	15 00
Cash Box, 160 5c bars	6 00
Tutti Frutti Show Case, 180 5c bars and packages	6 50

Variety Gum (with book in each box) 150 1c pieces	1 00
Banner Gum (English or French wrappers) 115 1c pieces	0 75
Flirtation Gum (English or French wrappers) 115 1c pieces	0 65
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—EPSSS. per lb.	
Case of 14 lbs. each	0 35
Smaller quantities	0 37 1/2
CADBURY'S.	
Frank Magor & Co., Agents	per doz
Cocoa essence, 3 oz. packages	\$1 65
per lb.	
Mexican chocolate, 1/4 and 1/2 lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" 1-lb. tins	0 42 1/2
Cocoa Nibs, 11-lb. tins	0 35

TODHUNTER, MITCHELL & CO.'S.

Chocolate—per lb.	
French, 1/4's-6 and 12 lbs.	0 30
Caraccas, 1/4's-6 and 12 lbs.	0 35
Premium, 1/2's-6 and 12 lbs.	0 30
Sante, 1/2's-6 and 12 lbs.	0 25
Diamond, 1/4's-6 and 12 lbs.	0 22
Sticks, gross boxes, each	1 00

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

CHOCOLAT MENIER.

Cases of In 12 10x12 lb lb bxs	
bxs.	
Vanilla—	
Yellow wrapper, p. lb.	\$ 0 34 \$ 0 36
Triple Vanilla—	
White	0 73 0 83
Unsweetened	"
Blue Premium	0 38 0 42
Cases of Less 54 lbs than case	
Pastilles—	
1/2 lb. boxes	0 19 0 20

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

CANADIAN TOMATO CHUTNEE

For Soups, Gravies, Curries, Fish, Game, etc. Used for lunch and breakfast as sandwiches. Highly recommended by H. R. H. Princess Louise and by the late Sir John A. Macdonald. For sale by leading wholesalers.

Prepared by **M. P. CARD, Guelph, Ont.**

FRESH SEEDS for 1897
WILLIAM EWING & CO.
 Catalogue mailed free on application.
 Pleased to quote Clover, Timothy, and Farm and Garden Seeds of all varieties. **Montreal**

THE "DIAMOND" OIL BLACKING



Is specially prepared for the people, recommending itself. It has been acknowledged for years the best kind, as it preserves and imparts to leather a brilliant jet black polish. It has numerous imitators, but continues to outshine them all. Ask for the original, and see you get it.

W. BERRY, - MANCHESTER.

Send for samples and quotations to

R. E. Boyd & Co. St. James Street Montreal

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

STONEWARE

QUALITY THE BEST. PRICES RIGHT. TRY US.



HART BROS. & LAZIER
 Belleville, Ont.

Send for price list. Mention GROCER.

Headquarters for

Stencil Brands

CORPORATE SEALS . . . RUBBER, BRASS AND STEEL STAMPS

HAMILTON STAMP & STENCIL WORKS

Hamilton, Ont.

To Oblige

SMALL GROCERS

SILVER DUST

WASHING POWDER

Is put up in half-cases

If . . .

Your wholesaler is out of it write us. We can put you on the right track to make money selling washing powders.

SILVER DUST MANUFACTURING CO. Hamilton

Every up-to-date Grocer should keep
COWAN'S
 HYGIENIC COCOA
 ROYAL NAVY CHOCOLATE
 and FAMOUS BLEND COFFEE
 Send your orders to
THE COWAN CO., Ltd.
 470 King St. East, Toronto



Always the Same. The Best on the Market.

Have you got it in stock?

Chard, Jackson & Co.

Agents for the Dominion
 10 Lemolne St.
MONTREAL

FRY'S.	
(A. P. Tippet & Co., Agents.)	
Chocolate—	per lb.
Caracas, 1/4's, 6-lb. boxes	0 42
Vanilla, 1/4's	0 42
"Gold Medal" Sweet, 6 lb. bxs.	0 29
Pure, unsweetened, 1/2's, 6 lb. bxs.	0 42
Fry's "Diamond", 1/4's, 6 lb. bxs.	0 24
Fry's "Monogram", 1/4's, 6 lb. bxs.	0 24
Cocoa—	per d o
Concentrated, 1/4's, 1 doz. in box	2 40
" 1/2's, " " " "	"
" 1 lbs. " " " "	"
Homeopathic, 1/2's, 14lb. boxes	0 33
" 1/2 lbs. 12 lb. box	33
JOHN F. MOTT & CO.'S.	
(R. S. McIndoe, Agent, Toronto.)	
Mott's Broma	per lb. 0 30
Mott's Prepared Cocoa	0 32
Mott's Homeopathic Cocoa (1/4's)	0 32
Mott's Breakfast Cocoa (in tins)	0 45
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 22
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 27
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 Liquors	0 19 0 30
COWAN COCOA AND CHOCOLATE CO.	
Hygienic Cocoa, 1/2 lb. tins, per doz.	\$3 75
Cocoa Essence, 1/2 lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb.	0 20
Diamond Chocolate, 12 lb. boxes,	
1/4 lb. cake, per lb.	0 22 1/2
Royal Navy Chocolate, 12 lb. boxes,	
1/2 lb. cake, per lb.	0 30
Mexican Vanilla Chocolate, 12 lb. boxes, 1/4 lb. cake, per lb.	0 35
WALTER BAKER & CO.'S.	
Chocolate—	
Premium No. 1, boxes, 12 lbs. each	0 46
Baker's Vanilla in boxes, 12 lbs. each	50
Caracas Sweet, in boxes, 6 lbs. each	38
Vanilla Tablets, 416 in box, 24 boxes in case, per box, net.	4 20
German Sweet Chocolate—	
Grocers' Style, in boxes, 12 lbs. each	0 28
Grocers' Style, in boxes, 6 lbs. each	0 25
Eight cakes to the lb., in bxs, 6 lbs. e.	0 25
Soluble Chocolate	
In canisters, 1 lb., 4 lb. and 10 lb.	0 50
Breakfast Cocoa—	
In bxs, 6 and 12 lbs. each, 1/2 lb., tins.	0 50

COCOANUT.	
CANADIAN COCOANUT CO.	
White Moss Brand—	
Pkgs. 1 lb., 15 or 30 lb. cs.	0 27
" 1/2 " " " "	0 28
" 1/4 " " " "	0 29
" 1/2 " 5 or 10 " "	0 30
Bulk—	
White Moss, 1c, 15 or 20 lb. Pails	0 20
Feather Strip, " " " "	0 22
Special Shred, " " " "	0 18
Macaroon, " " " "	0 18
Crown Desic., 12, 20 or 25 lb. " "	0 18
Special, " " " "	0 17
Barrels, 2c. per lb. less.	
Terms, 3 p.c., off 30 days.	
SCHEPP'S	
Improved in packages—	per lb.
1 lb. package, 15 and 30 lb. cases	0 27
1/2 lb. package, 15 and 30 lb. cases	0 28
1/4 lb. " " " " "	0 29
5c. package, 4 doz. in case, per doz.	0 45
Bulk—	Brls. Pails.
Edelweiss (thin strip) per lb.	"
Improved Shredded, " " "	"
Beaver " " "	"
Macaroon " " "	"
Desiccated " " "	"
Terms, 3 per cent. off 30 days.	

COFFEE.	
Green.	
Mocha	per lb. 0 27 1/2
Old Government Java	0 30
Rio	0 13
Plantation Ceylon	0 29
Porto Rico	0 24
Guatemala	0 24
Jamaica	0 18
Maracaibo	0 18
JAMES TURNER & CO.	
Mecca	0 28
Damascus	0 28
Cairo	0 28
TODHUNTER, MITCHELL & CO.'S	
Excelsior Blend	0 24
Our Own	0 22
Jersey	0 22
Laguaya	0 27
Mocha and Java	0 30
Old Government Java	0 32
Arabian Mocha	0 32
Maracaibo	0 29
Santos	0 22
Crushed East India	0 20
EXTRACTS.	
Dalley's Pure Fruit Extracts, 2 1/2 oz. bottles, all flavors	\$2 00
Dalley's Tropical Extracts, 2 oz. bottles all flavors	0 10
Dalley's Fine Gold Extracts, 2 oz. bottles, all flavors	1 00

There are reasons for it.

FOR WHAT?

For the steadily increasing sales of Brantford Starch throughout the Dominion, from Halifax in the East to Vancouver in the West.

WHAT ARE THE REASONS ?

1. We look after the quality closely.
2. We put up our Starch in very attractive packages.
3. We ship promptly immediately on receipt of order.

Our sales for the month of March considerably more than doubled the sales of the corresponding month of last year.

THE BRANTFORD STARCH CO. Ltd. - BRANTFORD

For puddings, custards, etc.	
ONTARIO } 38-lb. to 45-lb. boxes,	
STARCH } 6 bundles	0 06
STARCH IN } Silver Gloss	0 07½
BARRELS } Pure	0 06½
THE BRANTFORD STARCH CO., LTD.	
Laundry Starches—	
Canada Laundry, boxes of 40 lbs.	0 04½
Finest Quality White Laundry—	
3 lb. cartoons, cases 36 lbs.	0 05½
Bbls., 175 lbs.	0 04½
Kegs, 100 lbs.	0 04½
Lily White Gloss—	
Kegs, extralarge crystals, 100 lbs.	0 06½
1 lb. fancy cartoons, cases 36 lbs.	0 07
6 lb. draw-lid bx. 8 in crate, 48 lb.	0 07
6 lb. tin enamelled cannisters, 8 in crate 48 lbs	0 07
Brantford Gloss—	
1 lb. fancy boxes, cases 36 lbs.	0 07½
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases 28 lbs.	0 09
Canadian Electric Starch—	
40 packages in case	3 00
Culinary Starch—Challenge Prep. Corn—	
1 lb. pkgs., boxes 40 lbs.	0 05½
No. 1 Pure Prepared Corn—	
1 lb. pkgs., boxes 40 lbs.	0 06½
SUGAR. per lb.	
Granulated—	
Redpath and St. Lawrence, single barrels	0 04 7-16
Redpath and St. Lawrence, 5-barrels	0 04½
Acadia, single barrels	0 04½
" 5 "	0 04 5-16
Paris Lump, bbls. and 100-lb. boxes	0 05½ 0 25½
" in 50 lb. boxes	0 05½ 0 05½
Extra Ground, bbls. 100-lb.	0 05½ 0 05½
Powdered, bbls	0 05 0 05½
Very bright refined	0 03½ 0 04½
Bright Yellow	0 00 0 03½
Dark Yellow	0 00 0 03½
Demerara	0 05½ 0 00
SYRUPS AND MOLASSES.	
SYRUPS. bbls. ½ bblr.	
Dark	0 23 0 25
Medium	0 28 0 35
Bright	0 32 0 42
Honey (com)	0 40
" 2 gal. pails	1 00
" 3 gal. pails	1 35 1 40

MOLASSES.	
Barrels	0 23 0 35
Half-barrels	0 25 0 37
SOAP.	
Babbitt's "1776" Soap Powder	\$3 50



Box Lot..... 4 20
Box Lot..... 4 10
Freight prepaid on 5 box lots.
BRANTFORD SOAP WORKS CO.



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

TEAS.	
RAM LALS (lead packages)	
Cases, each 60 1-lbs.	0 35
" " 60 ½-lbs.	0 35
" " 30 1-lbs.	0 35
" " 120 ½-lbs.	0 36
BLACK.	
Congou— per lb. per lb.	
Half Chests Kaisow, Mon- ing, Paking	0 12 0 60
Caddies, Paking, Kaisow	0 18 0 50
INDIAN.	
Darjeelings	0 35 0 55
Assam Pekoes	0 20 0 40
Pekoe Souchong	0 18 0 25
CEYLON.	
Broken Pekoes	0 35 0 42
Pekoes	0 20 0 40
Pekoe Souchong	0 17 0 35

CHINA GREENS.	
Gunpowder—	
Cases, extra firsts	0 42 0 50
Half Chests, ordinary firsts	0 22 0 38
Young Hyson—	
Cases, sifted, extra firsts	0 42 0 50
Cases, small leaf, firsts	0 35 0 40
Half Chests, ordinary firsts	0 22 0 38
Half Chests, seconds	0 17 0 19
" " thirds	0 15 0 17
" " common	0 13 0 14
Young Hyson— PING SUEYS.	
Half Chests, firsts	0 28 0 32
" " seconds	0 16 0 19
Half Boxes, firsts	0 28 0 32
" " seconds	0 16 0 19
JAPAN.	
Finest May pickings	0 38 0 40
Choice	0 32 0 36
Finest	0 28 0 30
Fine	0 25 0 27
Good medium	0 22 0 24
Medium	0 19 0 20
Good common	0 16 0 18
Common	0 13½ 0 15
Nagasaki, ½ chests Pekoe	0 16 0 22
" Oolong	0 14 0 15
" " Gunpowder	0 16 0 19
" " Siftings	0 07½ 0 11
LIPTON'S TEAS.	
No. 1 Ceylon, retailed at	0 50 0 35
No. 2 " " "	0 40 0 28
No. 3 " " "	0 30 0 22
All the above can be had mixed with Green Tea at same prices.	
"SALADA" CEYLON. per lb.	
Brown Label, 1 lbs. retailed at 25c.	0 20
Brown Label, ½ lbs. retailed at 26c.	0 21
Green label, retailed at	
30c.	0 22
Blue label, retailed at	0 30
40c.	0 30
Red label, retailed at	0 36
50c.	0 44
Gold label, retailed at 60c.	0 44
Terms, 30 days net.	
"KOLONA"	
Ceylon Tea, in 1-lb. and ½-lb. lead packets, black or mixed.	
Blue Label, retail at 30c.	0 22
Green Label " 40c.	0 28
Red Label " 50c.	0 35

Orange Label, retail at 60c.	0 42
Gold Label, " 80c.	0 58
Terms, 3 per cent. off 30 days.	
TOBACCO AND CIGARS.	
British Consols, 4's; Twin Gold Bar, 8's	0 59
Ingots, rough and ready, 8's	0 57
Laurel, 3's	0 49
Brier, 7's	0 47
Index, 7's	0 44
Honeysuckle, 8's	0 56
Napoleon, 8's	0 50
Victoria, 12's	0 47
Brunette, 12's	0 44
Prince of Wales, in caddies	0 48
" " in 40-lb. boxes	0 48
WASHING POWDER.	
"SILVER DUST"	
Case..... 72 1-lb. cartoons	5 00
Half case.. 36 1-lb. "	2 50
Case..... 24 3-lb. "	4 25
Half case.. 12 3-lb. "	2 12
Case..... 100 5-cent packages	3 50
Half case.. 50 5-cent packages	1 80
WOODENWARE.	
per doz.	
Pails, 2 hoop, clear, No. 1	\$ 1 45
" 2 " " " "	1 60
" 3 " " " "	1 40
" 4 " " " "	1 35
" 5 " " " "	1 40
" 6 " " " "	1 40
Tubs, No. 0	8 00
" 1	6 50
" 2	5 50
" 3	4 50
THE E. B. EDDY CO.	
Washboards, Planet	1 60
" " XX	1 40
" " X	1 25
" " Special Globe	1 50
Matches— 5-Case Lots, Single Case	
Telephone	\$3 70
Telephone	3 50
½ gro. bx	3 70
Parlor	1 40
Red Parlor	1 45
Safety	4 20
Flamers	2 25
Tiger	3 15
BRYANT & MAY.	
Robert Greig & Co., Agents.	
No. 9 Safety, per gross	\$ 2 00
" 10 " "	1 10
" 2 Tiger, " "	5 00
" 4 " " "	2 00

Licorice Goods

SOME OF OUR LEADERS ARE:

YOUNG & SMYLIE'S
PURE Spanish
ACME LICORICE PELLETS
STICK LICORICE

- Pure Calabria "Y & S" Licorice
- Acme Licorice Pellets
- Tar Licorice and Tolu Wafers
- Licorice Lozenges
- "Purity" Penny Licorice

YOUNG & SMYLIE,

Brooklyn, N.Y.

For

10 cents

We will mail you a valuable little book on

**BUYING
SELLING AND
HANDLING OF TEA**

This is a complete and useful work, which every grocer should have in his possession.

The MacLean Publishing Co.
25 Front St. West, Toronto.

DURABLE PAILS AND TUBS.



TRY THEM

The Wm. CANE & SONS MANUFACTURING Co
OF NEWMARKET, ONT.,

The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. **BEST GOODS MADE.**

Represented by
Chas. Boeckh & Sons, Toronto,
H. A. Nelson & Sons, Montreal.

**THE
Oakville Basket Co.,**

MANUFACTURERS OF



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

For sale by all Woodenware Dealers

Oakville, Ont.

"Bovril Limited"

OF LONDON, ENG.,

Having purchased the business of The Johnston Fluid Beef Co., of Montreal, are now in a position to offer all their products on the Canadian market.

Head Offices in Canada: 27 ST. PETER ST., MONTREAL

Correspondence Solicited

The Dry Goods Review



CLUBBING RATES

The Dry Goods Review and
The Canadian Grocer

\$3.00

Send for Samples.

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

THE DRY GOODS REVIEW

TORONTO

. . . . MONTREAL

Established 1780.

Walter Baker & Co. LTD.

Dorchester, Mass.
The Oldest and
Largest Manufacturers of



**PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES**

on this Continent.

No Chemicals are used in their manufactures.

Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.

Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and be sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd.,
Dorchester, Mass.



N.B.—The old STANDARD BRAND of HORSESHOE CANNED SALMON still takes the lead, and affords the greatest satisfaction to both dealer and consumer, and for uniform excellence in quality and weight has no equal

EVERY CAN WARRANTED.

We are also packers of the well and favorably known brands of BEAVER, COLUMBIA and TIGER, all guaranteed prime **Roe** fish.

ALL LIVE GROCERS KEEP THEM.

J. H. TODD & SON,

Victoria, B.C., Owners.

AGENTS—Geo. Stanway, Toronto,
Agent for Ontario.
" W. S. Goodhugh & Co., Montreal.
" Tees & Parsee, Winnipeg.

THE "GENUINE"



Is the King of all Lamp Chimneys. Made of the finest quality of Pure Lead Glass. . . .



HEAT WILL NOT BREAK IT.



EVERY CHIMNEY NICELY WRAPPED AND LABELLED.



There are a number of so-called Pure Lead Glass Chimneys on the market, and we would warn dealers to beware of imitations of our "Genuine" Lead Glass Chimney.



COWANS, KENT & CO., - TORONTO

The Standard of Excellence

Is an enviable record for any product to attain, and as applied to Gelatines is synonymous with



KNOX'S GELATINE

The Only Pure Gelatine Made.

It received the highest medal at the World's Fair for strength, purity and good flavor. My reputation and my capital stand back of my Gelatine, and I authorize grocers to guarantee satisfaction or money back.

MAKES 2 QUARTS JELLY

Write for Liberal Offers.

Agents—

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

C. B. KNOX,
JOHNSTOWN, N.Y.



AN AUTOMATIC SELLING MACHINE . . .

To sell _____

Adams' Tutti Frutti

For full particulars, apply . .

Globe Automatic Selling Co.

13 Jarvis Street, - TORONTO, ONT.

CHARLES F. CLARK, PRESIDENT. EDW. F. RANDOLPH, TREASURER

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY
THE BRADSTREET COMPANY, PROPRIETORS.
Executive Offices,

NOS. 279, 281 AND 283 BROADWAY, NEW YORK

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

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

TORONTO OFFICES—McKinnon Building
Cor. Jordan and Melinda Sts.

THOS. C. IRVING, Superintendent.

The Hilliard House, Rat Portage

The favorite Summer Resort of the West. Strictly First-Class. Special Rates to Tourist Parties. LOUIS HILLIARD, Proprietor.

EPPS'S COCOA

The most nutritious Cocoa
1/4 lb. Tins. 14 lb. Boxes

EPPS'S COCOAINE

or COCOA-NIB EXTRACT.

A light, refreshing beverage.
1/4 lb. Tins. 6 lb. Boxes.

Special Agent, C. E. COLSON, MONTREAL



"BUILD TO-DAY THEN,
STRONG AND SURE.
WITH A FIRM AND
AMPLE BASE."
—Longfellow.

DO YOU?

WISH THUS TO BUILD
an
advertisement
in the
CONTRACT-
RECORD.

TORONTO
will bring you
tenders from the
best contractors

OAKEY'S

'WELLINGTON' KNIFE POLISH

The Original and only Genuine Preparation for Cleaning Cutlery.

JOHN OAKEY & SONS, LIMITED,

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

Wellington Mills, London, England

REPRESENTATIVE IN CANADA :

JOHN FORMAN, 650 Craig Street MONTREAL