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THE CANADIAN GROCER

No. 27

MONTREAL AND TORONTO, JULY 9, 1896.

VOL. X

HOLD YOUR TRADE BY SELLING THESE FAMOUS BRANDS

THE ONLY TEN CENT CIGAR

COLMAN'S MUSTARD



BEST ON EARTH

Kipperd Herrings



The recognized leading Brand in all the markets of the world.

- Fresh Herrings
- Herrings in Tomato Sauce
- Herrings in Shrimp Sauce
- Herrings in Anchovy Sauce
- Herrings a-la-Sardine
- Preserved Bloaters, etc.

SALT HERRINGS IN KEGS. "CROWN" BRAND.

All Selected Fish from the finest Aberdeen Fisheries.
For Sale by all Leading Grocers.

MARSHALL & CO.
Spring Garden Works ABERDEEN, SCOTLAND.

Walter R. Wonham & Sons
Sole Agents for Canada, MONTREAL.

UNIVERSITY CIGAR CO. THE BEST IN THE MARKET

Ox Tongues



No housekeeper has the facilities for producing such an exquisitely flavored meat as our Canned Ox Tongue (Helmet Brand with Yellow Label). And no competitor either, has mastered the secret, as we have, of securing the delicious juices which make the Ox Tongue famous. We want the trade of the wide-awake grocer, who knows a good article, and who buys it for the purpose of leading his competitors. Ask your jobbers for the Helmet Brand Yellow Label Ox Tongue.

Manufacturers' Agents,

JAMES HAYWOOD
Toronto

J. L. WATT & SCOTT
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J. HUNTER WHITE
St. John, N.B.

**Armour
Packing
Co. . .**

Kansas City,
U.S.A.

SPECIAL IN DINNER SETS

Our own I.X.L. Shape
In Brown or Dove Colors

97 PIECES, - \$4.50

(Packing, 25 cents)

Or in crate lots—15 sets in crate—
5 per cent. discount.

Assorted packages in White Granite
Seconds a specialty.

The **CANADA CROCKERY IMPORTING CO., Ltd.**

181 to 185 McGill Street

MONTREAL

TANGLEFOOT

Sealed Sticky Fly Paper

PRICES	REGULAR.	"LITTLE."
FOR	One Box - 45 Cents	One Box - 18 Cents
1896	One Case - \$4.00	One Case - \$2.10
	Five Cases - 3.75	
	10 Boxes in a Case.	15 Boxes in a Case.

LIST OF CANADIAN GROCERS WHO HANDLE TANGLEFOOT

HAMILTON, ONT.—Balfour & Co.
W. H. Gillard & Co.
Lucas, Steele & Bristol.

KINGSTON, ONT.
Geo. Robertson & Son.

LONDON, ONT.
Elliott, Marr & Co.

OTTAWA, ONT.
H. N. Bate & Sons.

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TORONTO, ONT.
H. P. Eckardt & Co.
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BROCKVILLE, ONT.—Gilmour & Co.

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MONTREAL, QUE.—Geo. Childs & Co.

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TRURO, N.S.—Black & Co.

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HOLDERS Are no longer packed with TANGLEFOOT, but are put up separately in boxes of 50 which job for \$1.00.



Standard Goods THE Best to Handle

FOR
PURITY

Bi-Carbonate of Soda

FOR
STRENGTH



TRADE MARK

This brand is always reliable. Highest test 98.50% pure.

Made only by The UNITED ALKALI CO., Ltd., Liverpool.

"New Process" Soda, finest on the market.



If you want a
CASTILE SOAP

of the Best Quality for your customers, then buy "Le Lion Rouge."



"THISTLE" HADDIES



The reliable Standard Brand and finest flavored Haddies put up. Every can guaranteed and only Real Haddies packed.

The above lines to be had of the Leading Wholesale Grocers throughout the Dominion.

AGENTS

A. P. TIPPET & CO.
MONTREAL and TORONTO

F. H. TIPPET & CO.
ST. JOHN, N.B.

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.

WE MANUFACTURE

All Kinds of Crockery

And can supply you with any article you want in **Rockingham Ware, Yellow or Bristol Glazed Ware.** A full price list on application.

Brantford Stoneware Mfg. Co.

Brantford, Ont.

OTHER SPECIALTIES.

NOUGAT
RAHAT LAKUHM
ALMOND ROCK
EL MAHNA

CANADIAN SPECIALTY CO., Toronto.



WORKS : LONDON, E.W.C.

MEDALS AND DIPLOMAS.

PARIS
SYDNEY
ME_BOURNE

ROSE & LAFLAMME, Montreal.

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Hercules,

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GL.



Currants

Washed and dried by steam power machinery and packed in cases and half cases under the following brands :

Hercules, Apollo, Epicure.

Teas

Indians, Ceylons

Bought at the lowest point.
We offer splendid values.

Special brands, (in Metal Chests) : Ceylo-China, Royal English Breakfast, Grand Sultan, Aberdeen. We also offer a good strong flavoring Black Tea for 18 cents a pound.

T. B. ESCOTT & CO. Wholesale Grocers, **London, Ont.**

Do You Sell Crockery?

Then we want your business

We manufacture all kinds of

White Enamelled Bristol Stoneware Butter Cocks, 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.

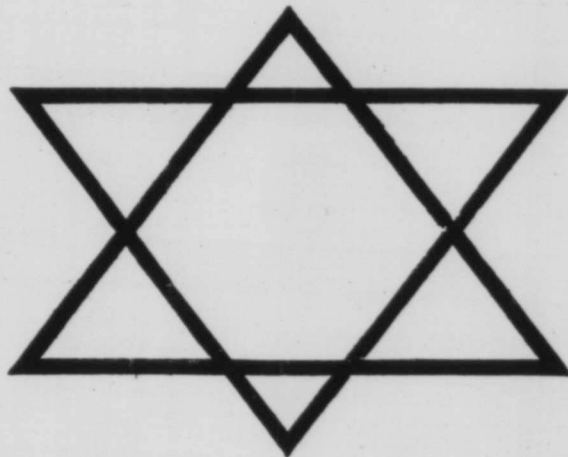
We have the largest Stoneware Pottery in Canada, most modern equipment, and can give close prices for any of above lines. Write for our Illustrated Catalogue.

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

If you want to **PERCH** on the top rung

ORDER . .

Batger's



Peels . .

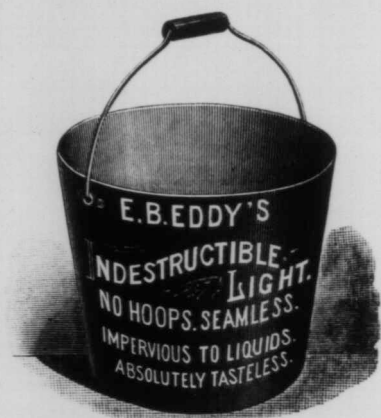
SEASON 1896.

The leading wholesale grocers are importing them.

ROSE & LAFLAMME AGENTS **MONTREAL**

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Free From Factory Faults



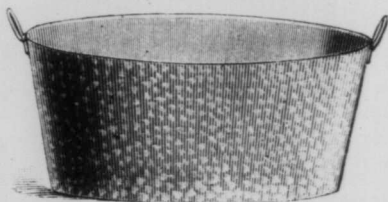
An up-to-date stock is the chief factor in practicing up-to-date methods.

As time goes on the requirements of people become more definite; they want usefulness combined with durability, the saving of labor combined with economy.

All credit to the heavy pail, the cumbersome tub, the iron-bound bucket, but their day is passing.



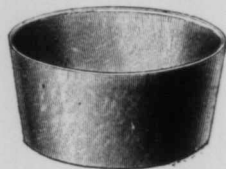
E. B. EDDY'S Indurated Fibreware



eliminates all faults in the old style tub and pail, and combines all known virtues, making it the most perfect hollow-ware known.



Send for prices, terms and discounts.



The **E. B. EDDY CO.** Ltd.

HULL, CANADA

318 St. James St., MONTREAL.

38 Front St. West, TORONTO.



Agents

(F. H. Andrews & Son, Quebec; A. Powis, Hamilton; J. A. Henry Kingston; Schofield Bros., St. John; J. Piers & Co., Halifax; Tees & Perse, Winnipeg; James Mitchell, Victoria. Permanent agents not yet appointed for St. John's, Nfld.)



ORDER NOW FOR

DOMINION DAY

We make a specialty of **CANVASSED HAMS** for holiday trade. Orders promptly attended to.

The **GEO. MATTHEWS CO.** Ltd.,

OTTAWA AND
PETERBOROUGH

No Sulphur Match on Earth

.. CAN BEAT OUR ..

SOVEREIGN BRAND

We guarantee them to be A1.
Freight charges allowed on 5-case lots.

H. A. NELSON & SONS - - TORONTO

Do not put in a window
Keep in a cool place.



"REINDEER BRAND"

CONDENSED GOODS

COFFEE,
COCOA,
MILK,
EVAPORATED CREAM.

*W. Wells
H. B. & Co*

BUY IN SMALL LOTS AND OFTEN

JAPAN TEA



A Grand Assortment.
Early May Pickings.
Beautiful Liquoring Goods.

Can be Retailed at 25cts.

LEAVES YOU A GOOD PROFIT

W. H. Gillard & Co.

Wholesalers Only

Hamilton

JOHN MOUAT, North-west Representative, Winnipeg.

Wholesome and
Delicious



Wethey's Condensed Mince Meat

is prepared from good sound fruits and meats,
with just the right quantity of pure spices.

Mfd. only by

J. H. WETHEY, - - St. Catharines.

For sale by all wholesalers.

"Strawberries

THAT **ARE** STRAWBERRIES."

Our Picton Works are now humming, packing the famous **Wilson** berry. Everybody knows the Wilson is the finest flavored, best color, and largest berry grown.

LOOK! Two Grades:

1st grade selected from the largest berries, packed in Redpath (best granulated) 70%; the seconds go into gallons for Pie Fruit.

Not a drop of water goes into our berries, that's **WHY** the quality is never questioned.

Boulter's **PEERLESS** "Lion" Brand Canned
Goods are Pure Goods.

We want your custom; we can please you with the goods.

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. X. (Published Weekly)

MONTREAL AND TORONTO, JULY 3, 1896

(\$2.00 per Year) No. 27

DROPS FROM THE EDITOR'S PEN.

Advertise as if you meant business.

A day on the water fits the merchant for ten in the store.

Good tackle is required to catch trade as well as to catch fish.

Diligence saves a man from ruin and his friends from humiliation.

Be honest if you would be respected; be persevering if you would be rich.

Brains cannot be bought with money, but they can be cultivated with industry.

The store from which Push takes its departure is soon occupied by the sheriff.

An invaluable supplementary to his bank account is a merchant's good character.

Change your window display as often as possible, but always have a cynosure there.

A cool head is more necessary in the business race than it even is in the foot race.

To have a poor memory may be a good thing sometimes, but it is a bad thing as a rule.

With diligence pursue thy avocation, and despair not: thou wilt catch up with success some day.

Have a hobby by all means, but keep it in check. Kill it rather than it should ride over people.

And wherewithal shall a young clerk improve his ways but by giving heed to methods that are business-like?

Trees whose rapidity of growth is at the expense of their roots lie prostrate after a

storm. It is the same after a commercial storm with a merchant who has been branching out over-much.

There does not appear to be much of a silver lining to the silver cloud that is hanging over the United States.

Do not offend a customer if you can help it, but if you cannot help it the offence is not yours; it is the customer's.

Many a man dies a Nobody because he had not the patience to stick at one thing long enough to be a Somebody.

Be open to advice. But if you accept everyone's advice a grave will soon be open to receive your business career.

Men who would succeed in business should possess the faculty for organization as well as the ambition to be merchants.

It is not within the power of every man to leave behind him much gold, but it is within his power to leave a golden record.

He who desires to reach Point Success will have to keep along the middle of the King's highway of sound business methods.

A strong will is much to be desired, but he who will not discreetly bend his will to that of others cannot boast of having a very desirable will.

The thief of time, procrastination, can only be kept from doing harm by being continually knocked on the head with the club of immediate action.

A merchant can no more successfully manage his business and do all the drudgery than can a mariner walk the bridge and sweat in the stokehole.

A bushel of grain scattered upon an acre of good soil will produce better results than

will two bushels upon an arid plain. It is the same with advertising: it is the quality rather than the quantity of the territory it reaches that should be most sought after.

A clerk deteriorates in value the moment he conceives the idea that without him his employer's business would lack life. All the good clerks are not in one store any more than is all the good fruit on one tree.

Do not spend your time thinking what the new Government proposes to do, but spend it in devising and putting into operation schemes that you can do.

Misconception is the root of many troubles; all of which goes to show how necessary it is that one should become seized of the facts before he either speaks or acts.

A contemporary says it is hard to save money these days. Of course it is. But it always was and always will be. Saved money is the resultant from sacrifice.

Keep limbs and brain active in the store, but see to it that the tongue does not wag over-much. The tongue is a small thing, but it is an adept at driving customers from the store.

There is one advantage the small retailer can have over the large departmental store man, if he choose to exercise it: He can get a personal acquaintanceship with his customer. And it is no small advantage either.

Advertise continuously. It is poor policy to be spasmodic about it, just as it is bad tactics to bombard an enemy's fortress one day and rest the next. It gives opponents an opportunity to strengthen themselves.

When a man has started on the right road to business success he should not allow himself to be driven from it by the unrighteous methods of men, who, while they are in business, are on the road that leads out of it.

THE RISING SUN STOVE POLISH

AND

THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.



LYMAN SONS & CO., 382 ST. PAUL STREET, MONTREAL

SHOULD EMPLOYEES READ THE BUSINESS PAPER?

By Nath'l C. Fowler, Jr.

IN every mercantile reading room are filed the representative trade and commercial papers.

In nearly all business and factory offices are kept the trade papers representing the industries.

Intelligent manufacturers and managers read their trade papers regularly and carefully, and when they are through with them they are handed to the department heads, and from there reach every class of employe, except that of ignorant labor.

The good trade paper is not only a correct mirror of business, but it is a text book and a volume of successful lessons.

Where you see success, there you see trade papers.

The trade paper is a necessity, and is more and more being so recognized, for, faulty as it may be, and there is nothing perfect, it is the best arena for the exchange of thought and for practical illustration of successful making and doing.

The capitalist should read the trade paper, because it tells him how his money is making money.

The active manager should read the trade paper, because it tells him what is going on, and is constantly furnishing him with ideas, or the suggestions which better enable him to produce ideas of his own.

The superintendent should read the trade paper, as he would read any other work of business education.

The workman should read the trade paper, because it broadens the scope of his mind, and lifts him out of mechanical ruts.

The trade paper should be in every office, in every superintendent's room, and in every reading room for workmen.

If there be many employes there should be many copies of the same paper.

Are trade papers read?

Look at the crumpled pages; see how

they show the effects of handling and re-handling.

If you then doubt that the trade paper is read from beginning to end, put a little item about yourself in the most obscure corner, and count the number of references by mail, and verbally, that come to you concerning it.

Get married, and ask the trade paper to print the marriage notice, or if you have a bouncing boy, let the editor pleasantly speak of it. Then visit your cousins, and the cousins of your cousins, if they are in your trade, and there'll be no need of telling them about it.

If all the folks in trade who know you will read these little social items, how much more reason there is to believe that they will read the words which mean more business for them.

Each copy of a daily paper may have but one reader, but every copy of a trade paper has from one to one hundred readers.

You will not have to make your employes read the trade papers; you will not even have to suggest it; you have simply to give them the opportunity.

I know that most trade papers contain a superabundance of chaff, and that the reader must separate from it the kernels of wheat, but compared with other publications, there is more food to the square inch in the good trade paper than there is to the square foot in any other publication.

Perhaps the editor of the trade paper may not be correct in all that he says.

If he were infallible, he wouldn't be editing a trade paper, for there would be a place for him in some other and better world.

If he be wrong sometimes, or wrongly expresses himself, then the employe can, by using his mind, learn manufacturing affirmatives, by reading the negatives.

The reason that trade paper advertisements are read more than any other class of advertisements is because the trade-paper

advertisement contains money-bringing information, and everybody in trade is interested in what everybody else in the same trade has to say to the public, and the trade paper advertisement is the cheapest, easiest and most sensible method for a man who makes and sells anything to tell the man who buys that something that he has that article for sale.

FILBERT OUTLOOK.

A letter received by Seggermann Bros. from their Naples correspondents, dated June 10th, says: "Of spot filberts only choice long nuts are offered for the present, in which with a firm offer in hand we might do something at 25s. per cwt., c. and f., New York. Long filberts, which come upon the market in September, do not appear to be particularly favorable, according to what transpires. The exceptionally wet and cool weather during the last two months was very hurtful to the development of the blossoms. An exact opinion cannot be formed as yet, but the result may be considerably behind that of last season. With respect to the round filberts due in October nothing can be said at present, and some time may elapse before our sellers come forward with proposals. In old crop goods something might still be done in round filberts. However, stocks are scarce and a good demand is prevailing."

SULTANA RAISIN OUTLOOK.

A letter just received here from Dracopolinae & Co., of Smyrna, says in regard to the outlook for Sultana raisins: "The late frosts have materially damaged this fruit. The extent of the damage, however, has been considerably exaggerated. For the past month we have had exceptionally fine weather, and barring any sudden change we calculate the crop will amount to 35,000 tons, as against an equal quantity for 1895, 28,000 tons in 1894; 30,000 do. in 1893, and 37,000 do. in 1892."

We are large dealers in the **GREAT STAPLES:** —

Teas, Sugars, Coffees, Dried Fruits, Canned Goods, Syrups, Molasses, etc.

At same we are "Headquarters" for the less important lines which go to make up the general **Grocery** stock. These we have always supplied our trade with, and at prices to suit close buyers.

LUCAS, STEELE & BRISTOL Wholesale Grocers and Importers Hamilton, Ont.

SOVEREIGN LIME JUICE

The largest quantity and best value for the money now before the public. Cases contain one dozen quart bottles. If you have never handled it, have a case sent with your next order.

JAMES TURNER & CO. - HAMILTON, Ont.

NEW ENGLISH SIFTED TEAS NOW IN STOCK . . . BEST PACKS

NEW STRAWBERRIES

Also New Japan Teas. To retail at 25c. and 50c.

April Pickings—splendid values.

ORDERS SOLICITED. PROMPT SHIPMENT.

BALFOUR & CO. — HAMILTON.

New Season's Japans

.. In Store ..

SEE OUR TRAVELLERS' SAMPLES

DAVIDSON & HAY, WHOLESALE GROCERS Toronto, Ont.

One
Profit
Saved

The profit that you save in buying direct from the miller is not the only thing, for you buy clean, fresh cereals from first hands. Cereals that have been kept just where they ought to be. Molina Rolled Wheat is one of them. Let us quote sure profit-making prices to you.

The Tillson Company, Ltd.
Tilsonburg, Ont.

DO YOU KEEP

Pilkington's Powdered Perfumed Lye

Perfectly Pure.

"BELL BRAND"

Superior to all
Other Brands.

IF NOT ASK YOUR WHOLESALE GROCER FOR IT
THE BEST AND THE CHEAPEST IN THE MARKET

Sole Agents in Canada

Bellhouse, Dillon & Co.

47 Wellington Street East

.... TORONTO

30 St. Francois Xavier Street

.... MONTREAL

They All Point to It

And all grocers who keep them in stock have experienced the truth of this. These goods need no pushing—they sell themselves.

SUCCESS

If people can't get what they want in your store they will go where they **can** get it. Better carry these goods, everybody wants them. If they don't it is because they never tried them.

Kolacafe

A new preparation made by John MacKay & Co., Edinburgh, from coffee, chicory and all the most sustaining qualities of the kola nut. For camping, fishing or picnics—for home use, too, it is delightful. It is easy to prepare—easier still to sell.

Mack's Double Starch

Once used will always be asked for—no other preparation necessary—cleanses, stiffens and gives that pure white gloss so much admired in linen. It's a household boon.

Crown Brand Flavoring Extracts


Made in forty different flavors from the pure fruit and spices. Gives that natural fruit flavor so much desired in cakes, ices, custards, etc. We know—we make them.

Bryant & May's Matches

The most celebrated matches in the world—no sulphur fumes—light instantly—burn with a large bright flame. "Tiger" matches for the household, Wax Vestas for the smoker.

ROBERT GREIG & CO.

Sole Agents
for Canada

 MONTREAL

Extracts

You want the best.



We desire to furnish you with the **VERY BEST.**

Seely's

ALL SIZES.
EVERY FLAVOR.

FINEST QUALITY
OF GOODS.

ELEGANTLY PUT UP.
SIGHT SELLERS.

The most attractive Extracts on the market.
Profit to the trade as handsome as the goods.



Selling Agents

Turner, Mackeand & Co.

WHOLESALE
GROCERS

Winnipeg

Snow Drift Baking Powder

It will pay you to use the utmost care in buying Baking Powder. There is so much adulterated and harmful stuff now being offered, under all sorts of delusive names, that the pure article seems scarce. Our product is guaranteed absolutely free from any injurious substances, and is consequently **PURE.**

The Snow Drift Co., Brantford, Ont.



The Sydenham Glass Co. Ltd.

Manufacturers of **WALLACEBURG, ONT.**

FRUIT JARS

BRANDS: The Winner, The Best, The Beaver

All kinds of Bottles, Flasks and Insulators, in amber, green and flint.
Write for prices. Prompt attention to orders and inquiries.

REPRESENTATIVES:

Manitoba and N.W.T., **Tees & Fersse, Winnipeg.**
British Columbia, **Martin & Robertson, Vancouver and Victoria.**

OFFICE AND
WORKS: **Wallaceburg, Ont.**

THE CANADIAN GROCER

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SENTIMENT VS. TRADE.

THE more detailed the information is that reaches us regarding the proceedings of the recent conference in London of the Chambers of Commerce of the Empire the more evident does it become that whatever arrangements may be eventually reached for closer trade relations between the Mother Land and her colonies, they are likely to be based nearly altogether on business principles.

No matter how much such men as Chamberlain, the Secretary of State, may be influenced by sentiment, it is obvious that very little of that element reposes in the breasts of the merchants and manufacturers of the great commercial centres in England.

They undoubtedly desire to see the Empire expanded and its permanency established, but they evidently wax hot or cold just in proportion as it promises to develop or menace their foreign trade. In other words, ensure to them the quid pro quo in the shape of dollars and cents and preferential trade is accorded. The colonies are no doubt also influenced by the dollars and cents aspect in their desire to obtain preferential trade, only perhaps the ratio between the financial and the sentimental part of the question is probably not so great.

We are not blaming the English mercantile and manufacturing classes for looking at the question so strongly from the financial standpoint. The very character of England's trade makes it quite excusable that the business men of the country should weigh well the possibilities that such a gigantic scheme as preferential trade with the colonies would entail.

But over-much care for dollars and cents means sordidness, and sordidness is lamentable in a nation as well as in an individual. Great Britain's total imports last year ag-

gregated £416,687,630, of which £321,493,630 were from foreign countries and £95,194,000 from the colonies and India. Turning to the exports we find that £156,084,174 worth went to foreign countries and £70,085,000 to the colonies and India. The tale these figures tell is that Great Britain buys of her colonies less than 23 per cent. of her total, and sells to them about 31 per cent. of her total outside sales.

It is not surprising, in the face of these figures, that the British mercantile classes, as represented at the Congress of the Chambers of Commerce of the Empire, should fail to wax warm over the idea of preferential trade the moment its details begin to be discussed.

But it must be remembered that where there is no sentiment there cannot be nationality, for sentiment is the basis of national as well as home life. Sentiment is to-day the strongest tie that holds Canada and the other British colonies to the Mother Land. But the sentiment appears to be stronger with the children than with the parent. While this is so, however, it may not be always so. The day that the child realizes that the parent lacks interest in it, that day do its affections begin to wane.

The colonies are willing to sacrifice something in payment for preferential trade. So should the Mother Land. We do not assert that the colonies are willing to sacrifice as much as they might or should in furtherance of the matter. We are told by one British trade journal that there was an irreconcilable feeling among the delegates at the convention, the colonists on one side standing firmly to their protectionist tenets, and the British delegates on the other pinning their faith to free trade. It is evident, therefore, that before we can hope for preferential trade a great deal of missionary work will be necessary among the colonists as well as the parent nation.

We hear a great deal of talk about the sacrifices that would be entailed by Great Britain in according the colonies preferential trade, but very little regarding the sacrifices which the colonies would have to make.

The duties they levy on imports are for revenue as well as for protective purposes. This is particularly true of Canada and Australasia. Now it follows, of course, that any preferential rates accorded British goods mean, on the one hand, a loss of revenue from that source; and furthermore, there will be a tendency to a decrease in the imports from foreign countries in the particular goods affected by the arrangement with Great Britain.

Great Britain, on the other hand, would lose nothing from a revenue point of view. The wheat, the sugar, the meats, etc., which that country would be asked to admit free,

when from the colonies, are free now. Consequently, with a tax imposed against these products when from a foreign country, her exchequer would be augmented rather than decreased.

Great Britain to-day raises through the Customs £20,756,000, or a little less than 30 per cent. of her total revenue from all sources. The colonies (Australasia, Canada, South Africa) raise about 31 per cent. of their revenue through the medium of the Customs. Taking Canada alone, 42 per cent. of her revenue is derived from the Customs. It follows, in the light of these figures, that the colonies stand to do some sacrificing in the event of preferential trade being realized within the Empire.

But the question is, would there in the long run be sacrificing on the part of any of the parties to the preferential agreement? Those on both sides of the Atlantic who favor the idea claim that in the end it will redound to the advantage of all concerned—the Mother Land as well as the colonies.

The difficulty in the way of the consummation of the preferential idea is the creation of machinery which will not only put it into operation but keep it working without friction. It is a delicate but not an impossible undertaking.

THE STRAWBERRY PACK.

IT does not necessarily follow that because a certain fruit crop is large the pack will be of a similar description.

The crop of strawberries in Canada this year was large and the quality more than usually fine, but from information which THE CANADIAN GROCER has gathered from a variety of sources, the pack promises to be small; at any rate not nearly as large as it was anticipated it would be.

There appear to be two reasons for this. The first is that the growers have been able to get better prices by selling their berries on the ordinary market than they could from the packers. Consequently relatively less of the crop went into the packers' hands than usual. For instance, we know of a factory which only secured 60 per cent. of the quantity it had contracted for.

Another cause was that the season ended abruptly. Some at least of the packers had planned to get their supply of fruit later on, but owing to the want of rain, the fruitage ceased before it otherwise would, had there been rain.

On account of the disappointing nature of the pack, some at least of the packers are talking of advancing their prices to \$2 per dozen. The fact that last year there was practically no pack of strawberries in the country adds strength to the situation.

Whether the pack will be as short as it is alleged to be remains to be seen. If it is,

the fact that strawberries are not as distinctly staple articles as tomatoes, apples, etc., will prevent the price being abnormally high.

HOW COUNTRY MERCHANTS CAN HOLD TRADE.

A STOCK grievance with merchants doing business in the villages and towns is the habit a large number of the consumers in the respective places have of going or sending to the larger cities for a great deal of the goods they require.

The practice of people going outside for what they can purchase at home is regrettable. Every dollar spent outside a town means a dollar less for the merchants of that town. And the loss is not borne by the merchants alone. One of the component parts of a town is its merchants. Consequently, whatever affects the merchants affects the town, favorably or unfavorably, as the case may be.

While the evil in question arises from an outside source, the remedy for this condition of affairs is at home.

People cannot be prevented from going to the city for their wares. The arm of the law cannot be invoked. It is next to useless to tell the people that they should be loyal to their own town. Let them only imagine that they can purchase this and that article cheaper at a city store than they can at any of the local stores, and loyalty is forgotten altogether.

People will buy where they can, or think they can, buy to the best advantage. And the same law governs the merchant as well as the consumer. Nearly every merchant will purchase his goods in London or New York if he can do so to better advantage than he can in one of the Canadian cities.

There is only one thing that will induce people to make their purchases in the local stores: That is, make them realize that they can do just as well or better at home. And this can only be accomplished by live and up-to-date methods.

Country stores must be bright and attractive. Country merchants, like the departmental men, must be ever on the alert for lines which they can push as leaders. Show the people that they can get bargains at home as well as abroad; and a little sermon on loyalty to the local stores can be appropriately sandwiched in at the same time.

Before you plead with a starving woman to trust in Providence you want to give her potatoes; and you can only effectually preach loyalty to home stores when you are in a position to give buyers as good bargains as the departmental stores.

Have the windows dressed well and have bright and obliging clerks behind the

counter. Advertise systematically and liberally. Make the advertisement bright and readable, and change it with every issue of the journal in whose columns you place it. Do not attempt to put into your "ad." everything that is in your store. Advertise specialties as much as possible.

Departmental stores can be competed with, even by small storekeepers, and even by small stores that are within easy range of these big stores. *THE CANADIAN GROCER* could give evidence of this. These stores not only exist but grow in spite of departmental store competition. But they are managed by live, energetic men; men who have ideas and know how to use them. The people in the vicinity of these stores are realizing that they can do as well there in certain lines as they can at the down-town departmental stores, besides saving car fare and time. Consequently, they are purchasing there many goods which they formerly went down town for.

Stores of this character are educating the people: are removing misconceptions as to the department stores being the place to go for everything from a needle to an anchor.

Country merchants who desire to hold their local trade must work along the same lines. It is their only hope. And the satisfaction about it is that it is not an impossible task. All that is demanded for its accomplishment are live, up-to-date methods. These every merchant who will can cultivate.

THE DULNESS IN SUGAR.

USUALLY at this season grocery jobbers are preparing to supply the midsummer demand for sugar for preserving purposes. For this reason sugar is always one of the active spots of the grocery market during the greater part of June and July. The reverse is the case this year, however. Not only have the jobbers shown a determined disinclination to operate ahead, but the wants of the actual consumers themselves appear to be more moderate than usual, or they have decided not to preserve as heavily this year.

During the past few days the demand for sugar has been better, but there is still room for plenty of improvement, particularly as far as Montreal is concerned. The influences that have induced this condition of affairs are too well known to be repeated here, and it seems to be a generally accepted fact that sugar buying during the ensuing summer is to be conducted on a very cautious basis. In the meantime it may be interesting to know that Canadian prices are fully $\frac{1}{2}$ c. per lb. below the equivalent ruling price in New York, which is entirely too great a difference to be natural.

MR. PATERSON AND THE CABINET.

IT is more or less of a solace to know that the man who defeated Mr. W. Paterson, of Brant, was a business man; but it does not follow therefore that there is no need of Mr. Paterson's presence in the House.

Mr. Paterson can afford to be out of the House better than the country can afford to be without his presence there.

He is a type of business man that we already have too few of in Parliament: He has had wide experience in Parliamentary matters, but has what is still better: a practical and extensive experience in affairs of every-day business life. He is therefore what may be termed doubly fitted for assisting in the work of ruling the country.

A seat for him should not only be secured in the House, but a place in the Cabinet as head of one of the chief business departments of the Government should be provided him.

One thing is certain: it will be a distinct loss to the country if William Paterson, of Brantford, is not a member of the new Cabinet.

Canada has arrived at an epoch in her history when she requires all the business material she can get for the work of Cabinet constructing. It is because of its absence in the past that the actual business interests of the country have not received the attention they should, and it is to be hoped that Mr. Laurier will profit by the mistakes of his predecessors.

THE MONTREAL GROCERS' PICNIC.

THE Montreal Retail Grocers, true to their traditions, are perfecting everything in advance for their annual picnic which takes place, as noted in this paper, on the 15th July.

They held a special meeting last Thursday, when very encouraging reports were made by the gentlemen who have charge of the arrangements.

President Vallieres presided, and there were present among others: V. Raby, J. Scanlan, A. D. Fraser, J. Johnston, S. Demers, B. Connaughton, J. Dionne, J. Taylor, P. O'Brien, N. Lapointe, J. E. Manning, W. Duckworth, W. H. Dunn.

A. D. Fraser, who has charge of that most important matter, the subscriptions, said that there was already \$205 in the picnic fund and more in sight, all the manufacturers and wholesalers having subscribed. The St. Lawrence Sugar Refinery had donated a nice sum and they expected to hear from the other refinery soon. Christie, Brown & Co. had offered a special prize and W. H. Dunn, the agent of the Pure Gold

company, had also signified his intention of offering something handsome in the way of prizes. L. Chaput & Co. promised that if a special and distinctive competition was arranged for grocers' clerks, etc., such as weighing and tying up sugar, etc., they would give a good prize. Another gentleman promised a medal for the same event.

The Games Committee submitted their programme, which comprised twenty different athletic events, and the Music and Dancing Committee reported that all arrangements were perfected. Both reports were ratified.

The secretary was instructed to write, extending an invitation to the president of the Toronto Retail Grocers' Association.

SCARCITY OF DRIED FRUITS.

It is not usually the case at this season for wholesale dealers to complain that they are feeling the scarcity of dried fruits. Demand usually falls off to small proportions in midsummer, but this does not appear to be the case at present. Of course, the enquiry cannot be called an active one, still it is of sufficient volume to make jobbers feel the necessity of having some supplies of dried fruit.

California raisins on the stalk are wanted most, and they cannot be had, the only supplies on spot consisting of odd lots of 4-crown fruit in jobbers' hands, which are held strong.

There is no stock of any kind whatever in first hands, and sales agents who tried to place orders for customers at the Coast could not do so. One broker did succeed in getting an assorted carload together for his trade, but it was only after great difficulty. In fact the only supplies of any consequence seem to be centred at New York, and there the position is sufficiently strong, as the appended extract will attest:

The results of the week have been satisfactory to handlers of most descriptions of California dried fruits, especially loose raisins, prices for the latter having shown a decided advance under the demands of jobbers, seeders and consumers. To-day there was no business of consequence done in raisins, so far as could be learned, although there was a considerable demand for three crowns. Buyers did not want to pay more than 4½c. for this grade, while holders generally demanded 4¾c., and at the close it was doubtful if even small quantities could have been picked up at less than this price. Stocks are light, the bulk of what remains being, it is said, in the hands of jobbers. A bid of 4½c. for a car or part of a car of three crowns was to-day declined by a jobber, thus indicating that second hands look for still higher prices. Almost everything available in two crowns has been picked up within the past few days, and 3½c. is now given as an inside price for that grade. Four crowns are somewhat irregular in price, but strictly full fours are said to be unobtainable below 5c. London

layers are now generally held at \$1, though it is possible that some stock might still be procured at less.

This unusual demand for dried fruits is attributed to the comparatively low prices ruling on both prunes and raisins. The inside laid-down price for 3 crown raisins to-day either in Montreal or Toronto would be 6c. nett cash in wholesale lots.

VISIT FROM A CALIFORNIAN.

MR. W. M. GRIFFIN, of the Griffin & Skelley Co., San Francisco, was in Toronto last week. He is making a tour of inspection of the various agencies of the firm. As the Griffin & Skelley Co. have 104 agencies in Canada and the United States, his stay in Toronto was necessarily short. He was introduced to the trade by Mr. W. G. A. Lambe, the Toronto agent of the firm.

As the grocery trade of the country well know, the past season has witnessed a wonderful increase in the consumption of California dried and evaporated fruits in Canada, and Mr. Griffin expressed himself as being particularly well pleased with the share his company had had of this increased sale.

Mr. Griffin announced that although they had in California suffered from severe frosts, and in some localities the crop has been entirely ruined, still, he maintained, that they would, on the whole, have a good average crop in all kinds of fruit. He looked forward to higher prices ruling on raisins, but apricots he expected to be lower, the crop being larger than last season. He mentioned that the shipments of raisins from California last year totaled 93,000,000 pounds, forcing prices below a paying basis. He did not think that the crop would ever be as large as it was last season, the low prices having induced a good many growers to give up the cultivation of the raisin vine. He was certain, he said, that next season would see higher prices obtaining.

NO IMMEDIATE TARIFF CHANGES.

The Toronto Globe of Thursday announced that there will be no changes in the tariff at the ensuing summer session. Tariff revision will not be undertaken till early next year.

In the meantime, those who have been holding their energies in check for fear of a change in the tariff should let them loose.

DEATH OF SOLOMON FENTON.

Mr. Solomon Fenton, manager of the St. Catharines canning factory of the Pure Foods Co., died at his residence on the 25th ult. Deceased passed quietly away while seated in a chair. The immediate cause of death was fatty degeneration of the heart,

but the deceased had been suffering for some time from a complication of diseases. The remains were interred at Brant, N.Y.

MOLASSES CARGOES.

Three cargoes of Barbadoes molasses arrived in Montreal during the week. They are offering at 30c. ex wharf, which is somewhat firmer. For forward delivery in August sales have been made at 28½c.

A cargo of Porto Rico is expected to arrive during the next week. It is offering at 28½c., and the samples shown exhibit good quality.

Rose & Laflamme are the consignees, to whom communications should be addressed.

MANITOBA GRAIN CROPS.

THE first official Manitoba crop bulletin for 1896 has just been published, being compiled from correspondence received under date of June 1. Owing to the wet season the area of all crops shows a reduction, except roots, the heaviest reduction being in flax, which has decreased to under one-half of last year's crop. Wheat shows a decreased area of only about 5 per cent. as compared with last year. The decrease in flax is attributed to the low price ruling, as well as to wet weather.

The bulletin gives the following as the estimated area under crop for the province by districts:

District -	Wheat. Acres.	Oats. Acres.	Barley. Acres.
N. West.....	76,500	65,705	14,790
S. West.....	304,010	159,120	31,200
N. Centre.....	201,050	76,100	27,175
S. Centre.....	240,240	87,320	34,400
Eastern.....	60,160	34,000	20,320
Province.....	1,081,960	442,445	127,885
Total under flax.....			20,325
Total under rye.....			3,130
Total under peas.....			1,103
Total under corn.....			760
Total under potatoes.....			12,260
Total under roots.....			6,715

The total area under all crops is 1,696,583 acres, while that of last year was 1,887,796, showing a decrease of 191,213 acres.

The subjoined statement for convenience of reference gives a comparison with the total acreage for three years.

	1894. Acres.	1895. Acres.	1896. Acres.
Wheat.....	1,010,180	1,140,276	1,081,960
Oats.....	413,686	482,658	444,445
Barley.....	119,528	153,839	127,885
Flax.....	30,500	82,668	20,325
Potatoes.....	13,300	16,716	12,260
Roots.....	7,880	6,685	6,715

GROCER WILSON WEDS.

Mr. William Wilson, grocer, 369 Parliament street, Toronto, was united in marriage on Tuesday evening to Miss Lizzie Caldwell. The ceremony was performed at the residence of the bride's mother, 366 Berkeley street, Rev. Joseph Odery officiating. Miss Bella Caldwell supported the bride and Mr. Breen was groomsman. THE CANADIAN GROCER tenders its congratulations to Mr. and Mrs. Wilson.



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PICNICS**

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NEW YORK GINGER ALE
BIRCH BEER

LEMON SODA
CHERRY SOUR, Etc.

Incomparably superior to all others on the Canadian market. A single trial convinces the most skeptical of their exceptional merits.

One dozen in case ; 5-case lots delivered ; 80 cents per dozen.

Agents.....

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We
sell over
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**Victoria
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Couldn't do this if they
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sell?

½-lb.
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**Ceylon
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Do you keep
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LAPORTE, MARTIN & CIE.

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MARKETS AND MARKET NOTES

ONTARIO MARKETS. GROCERIES.

THE feature of trade this week is the activity in sugar, the demand having materially increased during the past week. The market, however, is still unsettled, with prices slightly easier in Canada on both granulated and yellows. Canned goods are sharing with sugar the chief attention, the demand being active in all seasonable lines. Teas are quiet and without special feature. The demand continues active for currants at steady prices. There is a fairly good trade doing in Valencia raisins. The green fruit market is active. Bananas are dearer and the market is bare of all kinds of oranges except Sorrentos. The butter market is dull and weak. The same may be said of eggs. Wednesday being a holiday the volume of business has naturally been interfered with, but trade is gradually recovering from its election quietude.

CANNED GOODS.

Trade in tomatoes and corn is active, particularly on country account. Salmon is going out freely, and a nice business is being done in canned meats. Fresh lots of new season's canned lobster are arriving, but the market is not yet what may be termed well supplied. As large quantities of lobster have been taken on European account it is the general opinion that the home market will not be any too well supplied this season. As noted in our editorial columns the strawberry pack appears to be light, notwithstanding the large crop. We quote: Tomatoes, 80 to 90c.; corn, 55 to 85c.; peas, \$1 to \$1.10 for ordinary; sifted select, \$1.25 to \$1.35; extra sifted, \$1.45 to \$1.50; beans, 70c. up; peaches, \$2.90 to \$3 for 3's, \$1.90 to \$2 for 2's; raspberries, \$1.40 to \$2; strawberries, \$2 to \$2.45, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 80 to 90c.; gallons, \$1.90 to \$2.25; salmon, "Horse-shoe," \$1.45 to \$1.50; "Maple Leaf," \$1.35; "Lion," \$1.25 to \$1.40; Lowe Inlet, \$1.25 to \$1.30, in tall tins; cohoes, \$1.15 to \$1.20; canned mackerel, \$1.20 to \$1.30; lobsters, \$2.10 to \$2.30 for tall tins; flats, \$2.50 to \$2.65; half tins, \$1.50; Canadian canned beef, 1's, \$1.25 to \$1.30; 2's, \$2.25 to \$2.35; 6's, \$7 to \$8; 14's, \$14.50 to \$15.50.

COFFEE.

The market is still quiet and devoid of special feature. We quote green in bags: Rio, 17 to 20c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 25 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 25c.

SYRUPS.

There are a few syrups offering, but there is no demand. We quote: Dark,

30 to 32c.; medium, 33 to 35c.; bright, 40 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

The market is quiet and prices unchanged. We quote: New Orleans, barrels, 28 to 30c.; half-barrels, 30 to 35c.; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

The demand has been active during the week, but, notwithstanding, the market has been unsettled, chiefly on account of outside influences and partly because of the uncertainty regarding the tariff. Although the buying is brisk and quite a few carloads are changing hands, the demand is merely for the purpose of satisfying immediate requirements. The Canadian market eased off a little toward the latter part of last week, and transactions took place at shaded prices. The London market is nervous and fluctuating, and although in New York prices are being held a little more firmly confidence is lacking. Wholesalers' prices are: Granulated, \$4.60 to \$4.65; yellows, 3½c. up; Demerara, in bags, \$3.75 to \$3.85 per 100lbs.

SPICES.

The cassia market is firmer, the cost to import being about ½c. per lb. more than a short time ago. Jamaica ginger is scarce and likely to be higher. Pepper is steady at the recent advance. We quote: Pure 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, 12 to 15c. for China and 18 to 20c. for Batavia.

RICE, ETC.

There is a good seasonable demand for rice, tapioca and sago. We quote: Standard "B," 3½ to 3¾c.; imported Japan, 5¼ to 5¾c.; tapioca, 3¼ to 4½c.; sago, 3½c.

NUTS.

The market remains quiet and uninteresting. We quote: Brazil nuts, 11 to 12c.; Sicily shelled almonds, 25 to 26c.; Tarragona almonds, 12 to 13½c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12 to 12½c.; Marbot walnuts, 11 to 12c.; Bordeaux walnuts, 9c.; Sicily filberts, 8 to 10c. for sacks and 10½ to 11c. for small lots; pecans, 10½ to 11c.

TEAS.

New season's Japan teas are coming in freely. They are showing exceptionally good value, especially the medium grade. China teas, both black and green, are quiet, with no enquiry. Ceylon and Indians have been more or less neglected during the past week on the local market, although a few sales have been made in low grades where special value has been offered. Ruling prices to retailers are: Young Hyson, 12 to 18c. 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.

DRIED FRUITS.

Activity is still the chief feature of the currant trade, with prices steady and unchanged. We quote: Provincials, 3¼ to 4¼c. in bbls.; fine Filiatras, in bbls., 4¼ to 4½c.; do., half-bbls., 4¼ to 4¾c.; ditto, half-cases, 4¾ to 5c.; Patras, 4¼ to 4½c.; Casalinas, cases, 5 to 5¼c.; Vostizzas, cases, 6 to 6½c.; do., half-cases, 6½ to 6¾c.; do., extra fine, 6¾ to 7¼c.; do., half-cases, 7¼ to 7½c.; Panaretas, in cases, 9c.

Valencia raisins are experiencing the usual seasonable demand. The last box of 3-crown California loose muscatels held by shippers has been sold, and there are practically none left in jobbers' hands. Four-crown and seedless are about the only kinds of California raisins that are now to be had. We quote: Off-stalk, 4¾ to 5c.; fine off-stalk, 5¼ to 5½c.; selected, 6¼ to 6½c. and layers, 6½ to 6¾c. California raisins, 4-crown, 6¾ to 7c.; seedless, 4½ to 5c.

The few balances of California dried evaporated fruits remaining in hands of shippers have been practically cleaned out during the past week with the exception of a few prunes, holders preferring to shade prices slightly rather than carry the goods over till next season. The demand continues steady for all grades, taking into consideration the time of the year that it is. We quote: Apricots, 8 to 14c.; peaches, 5¼ to 8½c., in bags, and ½c. per lb. more in boxes; pears, 8 to 10c.; plums, 6½c. for unpitted and 9½ to 10½c. pitted; nectarines, 9½ to 10½c.

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BEST FOR WASH DAY.

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SURPRISE SOAP

Prunes are quiet and unchanged. We quote as follows: Bosnias, "Sphinx" brand, "A," 65 to lb. 9c.; "B," 75 to lb. 7 $\frac{3}{4}$ c.; "U," 102 to lb., 6 to 6 $\frac{1}{2}$ c.; California prunes, 30-40, 11 to 12c.; 40-50, 9 to 10c. per lb.; 50-60, 8 $\frac{1}{2}$ to 9 $\frac{1}{2}$ c. per lb.; 60-70, 8 to 9c.; 70-80, 8 to 8 $\frac{1}{2}$ c. per lb.; 80-90, 7 $\frac{1}{4}$ to 7 $\frac{1}{2}$ c.; 90-100, 6 $\frac{1}{2}$ to 7c.; 110-120, 5 $\frac{1}{2}$ to 6c.; Bohemian, 3 $\frac{1}{2}$ to 4c.; French, 5 $\frac{1}{2}$ to 6 $\frac{1}{2}$ c.

Sultana raisins are quiet and firm. We quote 5 $\frac{1}{2}$ to 7 $\frac{1}{2}$ c. as the ruling price.

Dates are scarce, with the demand light at 4 $\frac{1}{2}$ to 5 $\frac{1}{2}$ c.

GREEN FRUIT.

The local market has been practically cleaned out of all oranges except Sorrentos. As a consequence stocks are light and prices high. A good demand is being experienced for lemons. Bananas have been scarce the past week with prices held about 50c. higher; in fact, as high as \$3 per bunch has been asked, but this is not the ruling figure. It is not expected that prices will be easier for another month. Pineapples are exhausted. The season is practically over for strawberries, and raspberries are taking their place. Domestic cucumbers (Montreal) are on the market this week. We quote: Lemons—Messina, \$2.75 to \$3.50 for 360's and 300's per box. Oranges—Sorrentos, \$5 to \$6 per box. Bananas, firsts, \$1.75 to \$2.25; cocoanuts, \$4.25 to \$4.50 a sack and 70c. per dozen; Bermuda onions, \$1.25 to \$1.50 per small crate; Egyptian onions, \$2 to \$2.25 per bag; pineapples, 8 to 15c.; strawberries, 10 to 11c.; cherries, 90c. to \$1.50 per basket; cucumbers, 45 to 55c. per dozen;

tomatoes, \$1 to \$1.15; water melons, 25 to 30c. each; raspberries, 9 to 10c.; gooseberries, 40 to 75c.; currants, 50 to 75c. for red, and \$1.25 to \$1.40 for black.

BUTTER AND CHEESE.

BUTTER—Jobbers report trade in butter unusually quiet, there being scarcely anything moving, the retail trade being largely supplied by hucksters and farmers. In the absence of a demand jobbers are not buyers, and there is an accumulation of butter at country points. Advices from Manitoba state that the make of butter in that province will be large, and that low prices are in consequence anticipated. We quote: Dairy butter—Tubs, 11 to 12c. for good to choice; low grade to medium, 7 to 10c.; pound prints, 12 to 13c. Creamery—Tubs, 15 to 16c.; 1-lb. blocks, 15 to 16c., according to make.

CHEESE—The local market is fairly active, but prices are easy. There is little or nothing doing in an export way, and the greater part of the cheese coming out is going into cold storage. The idea for new is still 7 to 7 $\frac{1}{2}$ c.

COUNTRY PRODUCE.

BEANS—Dull, at 80 to 90c. per bushel.

EVAPORATED APPLES—Quiet at 5 $\frac{1}{2}$ to 6c.

DRIED APPLES—Dull at 3c. per lb.

EGGS—The receipts of eggs exceed the requirements. Dealers are pressing sales and shading prices occasionally. We quote 9 to 9 $\frac{1}{2}$ c.

POTATOES—The season is practically over for old stock, southern potatoes being ob-

tainable on this market at \$1.50 to \$1.75 per barrel.

HONEY—A little of new season's honey has been offering during the week, but it is not a factor in the market yet. We quote old: Strained, clover, 9 to 10c.; dark, 4 $\frac{1}{2}$ to 5c.; comb, clover, \$1.80 per dozen; dark, 80c. per dozen.

PROVISIONS.

Trade is fairly good in all smoked meats, and a little improvement is to be noted in the demand for barrel pork. There is a fair movement in lard, but prices are being shaded.

DRY SALTED MEATS—Long clear bacon, 5 $\frac{1}{4}$ to 5 $\frac{1}{2}$ c. for carload lots, and 5 $\frac{3}{4}$ to 6c. for small lots; backs, 7 $\frac{1}{4}$ to 7 $\frac{1}{2}$ c.

SMOKED MEATS—Breakfast bacon, 9 $\frac{1}{2}$ to 10c.; rolls, 7c.; hams, large, 22 lbs. and over, 8 $\frac{1}{2}$ to 9c.; medium, 15 to 20 lbs., 9 $\frac{1}{2}$ c.; small hams, 10c.; backs, 9 $\frac{1}{2}$ to 10c.; picnic hams, 7c.; all meats out of pickle, 1c. less than above.

LARD—Pure Canadian, tierces, 7 $\frac{1}{4}$ c.; tubs, 7 $\frac{1}{2}$ c.; pails, 7 $\frac{3}{4}$ to 8c.

BARREL PORK—Canadian heavy mess, \$12.50 to \$13; Canadian short-cut, \$13 to \$13.50; clear shoulder mess, \$10.50 to \$11

FISH.

There is a large supply of Manitoba white fish on the market this week, in fact, of all kinds of fish, but the demand is light, partly on account of the holiday. We quote: Lake Erie herring, 2 $\frac{1}{2}$ to 3c. per lb.; blue back herring, \$1.25 per 100; pike, 4 $\frac{1}{2}$ to 5c. per lb.; Restigouche salmon, 12 $\frac{1}{2}$ to 18c.; steak cod, 6 $\frac{1}{2}$ to 7c.; haddock, 5c.;

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394 St. Paul Street . . . MONTREAL

Special Facilities for introducing new lines with the Wholesale and Retail Grocery Trade.

Bright & Johnston

Wholesale Fruit Importers and Commission Merchants.

Consignments Solicited. . . 140 Princess St. Market Square WINNIPEG

Ask the Wholesale Houses for

Rossiter's Household Brushes

THE BEST.

GEO. ROSSITER - TORONTO

10 to 14 Pape Avenue.

THE WESTERN STORAGE & COMMISSION CO.

COMMISSION MERCHANTS, WAREHOUSEMEN, MANUFACTURERS' AGENTS.

Solicit consignments of Butter, Eggs and produce of all kinds.

Correspondence invited.

420-422 Ridout St., London, Ont.

YOU DESIRE TO INCREASE YOUR TRADE . . .

The most certain way to do so is to handle

J. F. ROGERS'

JUSTLY CELEBRATED Breakfast Bacon, Hams and Choice Backs.

OUR LARD absolutely Pure and kettle rendered solely from LEAF LARD

Consignments of Butter and Eggs solicited. Unrivalled facilities for selling these at highest prices. Correspondence invited.

J. F. ROGERS

16, 18 and 20 FRANCIS STREET TORONTO

WATERMELONS . . .

MISSISSIPPI TOMATOES
NEW COCOANUTS . . .

Strawberries and other small fruits.

CLEMES BROS.

51 Front St. East, TORONTO

Lake Erie white fish, 7 to 8c.; Lake Winnipeg white fish, 6½ to 7c.; salmon trout, 6½ to 7c.; eels, 5 to 6c. per lb.

SALT.

The local trade has been quiet during the past week, but the country demand for car load lots continues brisk. We quote at Toronto: In carload lots, \$1 per barrel, and 60c. per sack; in less than carload lots, \$1.05 per barrel 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.

PETROLEUM.

Business is much as before. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15½c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19 to 19½c.; Pratt's astral, 19½c. in bulk.

GRAIN, FLOUR, FEED, ETC.

GRAIN—Receipts continue small. We quote: White wheat, 70c.; red, 69 to 70c.; goose, 52c.; barley, 30 to 31c.; oats, 23½ to 24c.; peas, 48 to 48½c.

BALED HAY—Steady at \$13 for No. 1, on track.

FLOUR—Continues quiet. Straight rollers, in bags, are quoted at \$3.15, north and west freights, and patents at \$3.25 to \$3.30.

BREAKFAST FOODS—Trade continues quiet. We quote: Standard oatmeal and rolled oats, \$2.75 to \$2.85; rolled wheat, \$2.25 in 100-lb. barrels; cornmeal, \$2.50; split peas, \$3.25 to \$3.50; pot barley, \$3.25 to \$3.50.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—The offerings are fair and the market is steady. There is a moderate demand and prices are quoted at 5¼c. for No. 1 green and cars of cured 6 to 6¼c.

LAMBSKINS—Are quiet. Fresh slaughtered are firmer at 35c. and pelts at 15c.

HORSEHIDES—Are steady at \$1.50 to \$1.75 each; wool pickings, 8c.; horsehair, 18c.

TALLOW—The market is steady. Local dealers are paying 3½ to 3¾c., and asking 4 to 4¼c.

WOOLS—The offerings of fleece are quite free, but the situation is not very promising. Slightly higher prices are being paid this week. Prices quoted are 18 to 19c. for farmers' lots and 19 to 20c. for selected country lots. Pulled wools are dull. The home mills are getting supplies from the farmers and are not buying here to any extent. Prices are nominal at 18½ to 19½c. for supers and 20 to 21c. for extras.

MARKET NOTES.

Bananas are scarce and dearer. New raspberries are on the Toronto markets.

There is an over-supply of fish on the market.

The fruit auction mart, jointly conducted by McWilliam & Everist and Clemes Bros.,

DON'T FORGET . . .

to give us a trial when shipping produce. We can assure you of highest prices and prompt returns.

Graham, McLean & Co.

Produce Commission Merchants
77 Golborne St. TORONTO.

LONDON BUSINESS EXCHANGE
LONDON, CANADA.

If you wish to buy or sell a business, write us. We may assist you.

A. T. CLEGHORN, Manager
97 Dundas Street.

Telephone No. 471. Established 1870.

JOHN HAWLEY

Provision and Commission Merchant

Butter Lard Cheese
Eggs Apples Etc.

Raspberry Jam in 1, 5 and 30 lb. Pkgs.

88 Front Street East, Toronto



FOR HOME OFFICE USE
CAMPING

Also to clarify Syrups and other substances.

DURABLE—RELIABLE—PRICES RIGHT.

HART BROS. & LAZIER

Belleville, Ont.

ESTABLISHED 1892.

**Butter and Eggs
WANTED NOW!**

Rutherford, Marshall & Co.

General Produce and Commission Merchants

62 FRONT ST. EAST, - TORONTO.

Egg Cases supplied on application.

Correspondence Solicited.

THE MOUNT ROYAL MILLING & MFG. CO.

have received their first supplies of New Crop Rice, and have now ready for delivery the following

NEW GRADES OF RICE:

"N.J." Burmah "Royal" Patna
"Crystal" Japan "Imperial" Seeta Patna

Also the following New Grades, well worth the especial attention of consumers:

"J" Seed Java "Polished" Patna

D. W. ROSS CO.

514 Board of Trade Bldg. MONTREAL



4th Brand HAMS, BACON, LARD

All finest quality.

T. R. F. CASE, SEAFORTH, ONT.

SOMETHING NEW: GRAHAM CRACKERS

Put up in attractive, neat 1-lb. packages, perfectly air-tight.

Jas. McLauchlan & Sons Biscuit Manufacturers **Owen Sound, Ont.**

will be open regularly during the season on the Yonge street wharf on Monday, Wednesday and Friday of each week.

The market is bare of all kinds of oranges except Sorrentos.

New honey was offered on the Toronto market this week.

Cassia costs $\frac{1}{2}$ c. per lb. more to import than it did a short time ago.

There are no 3-crown California loose muscatel raisins left on the Toronto market.

There is a better supply of new season's canned lobster on the market, but still stocks are light.

QUEBEC MARKETS.

MONTREAL, July 2, 1896.

GROCERIES.

THE volume of business in groceries, while it has shown some increase, is still behind the usual average for this season of the year. Sugar continues unsettled as to values, and while the demand is better than it was the aggregate volume of trade is not large. In syrups stocks are light and business small. Molasses exhibits more firmness at primary centres, but there is no change on spot. Stocks of dried fruit of all kinds are almost exhausted here and for this reason they are featureless. Tea continues quiet, with buyers very conservative, and sales agents for all kinds of canned goods make the same complaints about the difficulty of inducing any buying.

SUGAR.

Though there has been some change for the better in the demand for refined sugar during the past few days the movement is not anything like what it should be at this season of the year, when preserving operations are commencing in earnest. The feeling continues weak, as noted last week, and sales of granulated at the refinery have been made freely at 4 5-16 to 4 $\frac{3}{8}$ c., while yellows have sold at 3 $\frac{3}{8}$ to 3 $\frac{1}{4}$ c. In a jobbing way the Guild price on granulated is

4 $\frac{1}{2}$ c., and yellows, 3 $\frac{3}{8}$ to 3 $\frac{1}{4}$ c. Buying in every instance, both from first and second hands, is strictly confined to immediate wants.

SYRUPS.

Stocks of syrups in refiners' hands are small, the volume of manufacture this summer having been very light. Demand, however, is extremely quiet, and prices are steady and unchanged at 1 $\frac{1}{4}$ to 2 $\frac{3}{4}$ c. as to quality.

MOLASSES.

Advices on molasses from Barbadoes are rather firmer regarding the first cost, but there is little change in spot values. Sales of cargo lots are noted at 28 to 29c., and we quote car lots 30c., and single puncheons 31c., with Porto Rico stock held at same figures.

RICE.

There has been a good average demand for rice, and prices are steady. We quote: Crystal Japan, \$4.75 to \$5; standard B., \$3.45; polished Patna, \$4.75 to \$5; Carolina, \$6.50 to \$7.50, and Java, \$3.75 to \$4.

SPICES.

The spice market is quiet and steady. Business is small, being confined strictly to actual wants. We quote: Pure black pepper, 10 to 12c.; pure white, 15 to 22c.; pure Jamaica ginger, 20 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; ditto, best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 60 to 90c.

COFFEE.

There is only a small jobbing trade passing in coffee, except a few round lots of Maracaibo and Rio, which left first hands at 17 to 18 $\frac{1}{2}$ c. We quote: Rio, 17 to 18c.; Maracaibo, 18 to 19c.; Java, 28c.; and Mocha, 29c.

TEAS.

The market continues very quiet, the only sales of any importance being a few lots of new Japans, at 17c., which showed good quality. In a jobbing way a fair movement is noted, but dealers are very conservative. We quote: Young Hysons, 10 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 11 $\frac{1}{2}$ to 18c. for mediums, and 25 to 55c. for high grade; Japans, 12 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65 for higher grades.

DRIED FRUIT.

All the California raisins in first hands here are exhausted, and supplies with jobbers are exceedingly light, consisting only of a few 4-crown, which are held at 7c. Commission agents tried to procure supplies on the Coast for customers here this week, but could not do so.

Valencia raisins also are almost exhausted, and we quote values firm: Ordinary off-stalk, 4 $\frac{1}{2}$ to 5c.; fine, 5 $\frac{1}{4}$ to 5 $\frac{1}{2}$ c., and selected and layers, 6 to 6 $\frac{1}{2}$ c.

Sultanas are firm, at 6 to 6 $\frac{1}{2}$ c.

There is no change in currants, which continue quiet and firm at 4 $\frac{1}{2}$ to 5 $\frac{1}{2}$ c. as to grade and package.

Prunes are featureless. There are no California prunes to trade in, and stocks of Austrian and French are almost nil. We quote: French, 5 $\frac{1}{4}$ to 5 $\frac{1}{2}$ c., and Austrian, 6 to 6 $\frac{1}{2}$ c.

Figs continue quiet and steady at 8 $\frac{1}{2}$ to 10c. for ordinary and 12 to 17c. for fancy.

Dates rule quiet at 5 to 5 $\frac{1}{4}$ c. Stocks are very light.

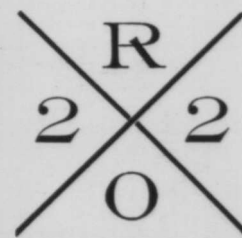
NUTS.

There is only a limited jobbing demand for nuts. We quote: Grenoble walnuts, 10 to 11 $\frac{1}{2}$ c.; filberts, 7 $\frac{1}{2}$ to 8c.; Tarragona almonds, 10 to 10 $\frac{1}{2}$ c., and shelled walnuts, 15 to 16c.

CANNED GOODS.

Demand for new pack canned goods of all kinds from local jobbers continues light, and few contracts of any importance have yet been put through either in vegetables or fish. The jobbing demand also continues light. Offers on canned salmon are made at unchanged prices. We quote: Tomatoes, 75 to 85c.; corn, 65c.; peas, \$1 to \$1.10 for ordinary; sifted select, \$1.25 to \$1.35; extra sifted, \$1.45 to \$1.50; beans, 70c. up; peaches, \$2.90 to \$3 for 3's, \$1.90 to \$2 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, \$1.90 to \$2.25; pumpkins, 75 to 85c.; salmon, "Horseshoe," \$1.40 to \$1.45; "Clover Leaf," \$1.35; "Lion," \$1.37 $\frac{1}{2}$ to \$1.40; Lowe Inlet, \$1.27 to \$1.30, in tall tins; cohoes, \$1.15 to \$1.20; canned mackerel, \$1.15 to \$1.20; lobsters, \$1.80 to \$2.10, for tall tins; flats, \$2.35 to \$2.65; half-tins, \$1.45 to \$1.50; Canadian canned beef, 1's, \$1.25 to \$1.35; 2's, \$2.15

"STRATHROY"
CANNED GOODS



This Week

Meyer's Potted Meats

200 BOXES shipment just in.
Retail at 5c. Big profit to dealer.
Boxes 6 doz. only at \$1.80 box.

Ham and Chicken
Tongue

Ham, Chicken and Tongue
Ham and Tongue

Ham
Turkey and Tongue
Veal and Ham
Beef

Kipper
Bloater
Anchovy
Strasbourg

Summer Goods and Sellers

Clams, Clam Chowder and Scallops

CURRANTS Finest Cleaned Fruit Packed.

KALAMOS, 4½c. in cases.

MOREA, 5c. in cases.

ROYAL VONITSA, 6c. in cases.

TEA . . . Come to stay.

KOLONA, ORIENT and LIPTON Package Teas.
Write for sample.

THE EBY, BLAIN COMPANY LTD.

WHOLESALE IMPORTING AND MANUFACTURING GROCERS

TORONTO - CANADA

to \$2.25; 6's, \$7.25 to \$8; 14's, \$15 to \$16.50.

GREEN FRUIT.

There have been few changes in green fruit since last report. Oranges have sold well at steady prices, and the same can be said of lemons. Bananas are neglected and rather easier, and increased receipts of strawberries have depressed prices. California fruit has been arriving more freely of late. We quote: Apples, \$5 to \$6; dried do., 3 to 3½c.; evaporated, 5½ to 6c.; bananas, 75c. to \$1; pineapples, 10 to 15c., and strawberries, 5 to 8c.; lemons, \$2 to \$3.50; oranges, \$1.50 to \$3.50, according to brand and package.

COUNTRY PRODUCE.

EGGS—The egg market has ruled firmer on choice stock and prices have advanced to 9½ to 10c. on firsts, while seconds sell at 8 to 8½c.

BEANS—In beans business continues very quiet, and prices are unchanged at 70 to 75c. in car lots and 80 to 90c. in a jobbing way.

POTATOES—The market for potatoes shows no sign of improvement, the demand being slow at 25 to 26c. per bag in car lots and at 30 to 35c. in a small way.

TALLOW—There is no change in tallow, which we quote at 4 to 5½c.

HOPS—Range from 6 to 6½c.

HONEY—Slow at 12 to 14c. for bright comb, 10 to 12c. dark, and extracted 7 to 8c.

HAY.

There has been a fair week's trade in baled hay, which we quote active and firm. No. 1, \$13.50, and No. 2, \$10.50 per ton car lots on track.

PROVISIONS.

The provision market was quiet and featureless. We quote as follows: Canadian short cut, clear, \$12 to \$12.50; Canadian short cut, mess, \$12.50 to \$13; hams, city cured, per lb., 7½ to 9½c.; lard, Canadian, in pails, 8c.; bacon, per lb., 8½ to 9½c.; lard, com., refined, per lb., 6¼c.

FLOUR, MEAL AND FEED.

The flour market has not exhibited any change. A fair local trade has been transacted, and some export business has also been worked in Manitoba patents and strong bakers'. We quote: Winter wheat, \$3.80 to \$4; spring wheat, patents, \$3.75 to \$3.85; straight roller, \$3.60 to \$3.70; straight roller, bags, \$1.70 to \$1.75; extra bags, \$1.40 to \$1.50; Manitoba strong bakers', \$3.30 to \$3.50.

The demand for oatmeal continues slow and the market is dull and unchanged. We quote: Standard, bbls, \$2.90 to \$3; granulated, bbls, \$3 to \$3.10; rolled oats, bbls, \$2.70 to \$2.75; rolled wheat, per 100 lbs, \$2.40 to \$2.50.

There was a fairly active business done in feed and values rule steady. We quote: Bran, \$10.50 to \$11.50; shorts, \$11.50 to \$12.50; moullie, \$15.50 to \$17.50.

CHEESE AND BUTTER.

The cheese market continues to decline, and the market this week is fully ¼ to ⅓c. below what it stood at last week. Sales of 6,000 Quebec cheese have been made at 6½c. spot, and all that buyers are prepared to offer for Ontario makes is 7c., and as what is here cost fully 7½ to 7¾c., business is of necessity light. In a word, the market is in a very unsettled condition.

The butter market is quiet, with a rather easy tendency. Shippers were bidding 16½c. for finest creamery to-day, but the fact that local jobbers were offering and paid a fraction more made trading difficult for shippers. Townships dairy was offered and sold at 15½c., and there were small receipts of western dairy, which sold at 14c.

ASHES.

There is no change in ashes, which rule quiet and steady. We quote: Pots, firsts, \$3.60; seconds, \$3.30, and pearls, \$4.75 per 100 lbs.

MONTREAL NOTES.

The demand for sugar, though it has picked up a trifle here, is still unsatisfactory as a whole.

Advices from Barbadoes have been rather firmer on molasses, the first cost being quoted 1c. higher.

Sales agents for canned salmon report that so far they have not closed a single import contract for new season's pack in Montreal.

The stock of last year's dried fruit in California is practically exhausted, commission men here who tried to fill orders this week being unable to do so.

Stocks of syrups continue light owing to the fact that throughout the entire summer the volume of output at both refineries here has been exceedingly light.

NEW BRUNSWICK MARKETS.

ST. JOHN, N.B., July 2, 1896.

THE first half of the year is gone. It has seen many changes. Looking at business the past six months, it cannot be called successful, for though we have had few failures, little money has been made and some lost, owing to all markets falling off, even after they were down to what many thought hard pan. The past week shows rather a better volume of business than for some little time, the election being over. Many are the conjectures regarding what changes will be made in the tariff. One which is most expected is a duty on tea. It is one which many of our largest tea merchants rather favor. In spice there is little change, except pepper, which tends higher.

OIL—This line, as is expected at this season, shows but light demand. Prices show no change. Quantity of fish oil arriving is small, and there is small demand. We quote: American burning oil, 22½c.; best Canadian, 20½c.; prime white, 17 to 18c.; barrels free in all cases.

SALT—There is a fair movement, and stocks are being well worked off. They can be readily replaced from Boston, from which port some is now on the way, but it cannot be landed to sell at present prices asked by some holders. The above refers to English coarse salt. The first car of salt brought here from the Canada Salt Association

Joseph Carman

Mercantile Broker and
Manufacturers' Agent,

Correspondence Solicited.
References—
All wholesale Grocers.

WINNIPEG, MAN.

BUTTER and EGGS

Consignments of the above and all produce solicited. Highest prices obtained.
Prompt returns. Correspondence invited.
References—Bradstreet's Agency.

H. P. Gould & Co.

Wholesale Produce and Commission Merchants,
80 Colborne St., TORONTO

ALBERT PAIN . . .

36 Merrick St.,
HAMILTON, ONT.

PRODUCE AND COMMISSION MERCHANT

Strawberries and spring vegetables are now in. All orders promptly attended to.
TELEPHONE 1211.

E. T. STURDEE

Mercantile Broker,
Manufacturers' Agent,

ST. JOHN, N.B.

Etc., Etc.

Wholesale trade only.

EPPS'S COCOA

1-4 lb. Packets. 14 lb. Boxes
secured in tin.

Special Agent for the Dominion

C. E. COLSON - MONTREAL

VINEGARS

Made under Government Supervision. Absolutely pure.

**BADGEROW
SCOTT & CO.**

79 and 81
JARVIS ST.
TORONTO.

YOU CAN SELL

**"GOLDEN" FINNAN
HADDIES**

They will not stay in your store till they get shop-worn.

Always buy Golden brand haddies, and your trade will increase in that line.

Your wholesaler has the new pack.

NORTHROP & CO.

Packers' Agents.

St. John, N.B.

BEARDSLEY'S SHREDDED CODFISH

TRADE
MARK

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; W. M. P. McLaughlin, St. John, N.B.; W. H. C. BURNETT, General Western Manager, 509 Masonic Temple, Chicago, Ill.
J. W. BEARDSLEY'S SONS, New York, U.S.A.

"COTTAMS"
BIRD SEED
For Sale by all Wholesalers.
Every wise dealer is ambitious to have his name associated with a standard article. He who comes to be known as the seller of trustworthy goods gets the largest and best paying custom.
"Bird Bread" (pat.)
B. B. Holder
Beak Sharpener
Directions for care of birds
in each 1-lb. pkt.

Dawson & Co.
FRUIT
PRODUCE
and COMMISSION MERCHANTS

32 WEST MARKET STREET
TORONTO.
Consignments 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.

RETURNED
July 21, 1896
J. W.

arrived this week. It gives satisfaction. They put up an attractive 5-lb. cartoon, besides the regular packages. In box salt, the Windsor people have no competition. We quote: Coarse, 48 to 50c.; English factory-filled, 90c. to \$1; 5-lb. bags, in barrels, \$3 to \$3.25; 10-lb bags in barrels, \$2.75 to \$3; 20-lb wood boxes, 20c; 10-lb boxes, 12c.; cartoons, \$2 per case of 2 doz; butter and cheese salt, bulk, \$2.65 to \$2.70 per bbl.

CANNED GOODS—This is now a line of some interest. In vegetables, owing to standard and best-known brands selling at guaranteed price, brokers find it hard to work in other brands. In salmon, a few orders have been placed at last season's prices. Market is firm, packers not shading prices. There is a range of from 25 to 50c. in prices received here; those quoting the higher prices are equally firm as those quoting lower, and have refused orders, even when they could be bought at lower prices than offer made. In spot goods, peas are scarce and higher. Tomatoes are also small stock, and held firm. Corn is weak. They are freely offered by retailers at 7c. per can. Oysters are higher, and some packers have none to offer. We quote: Corn, 75 to 80c.; peas, \$1 to \$1.10; tomatoes, 95c.; gallon apples, \$2.20 to \$2.25; corned beef, 2-lb tins, Canadian, \$2.30 to \$2.35; 2-lb. tins American, \$2.50 to \$2.55; 1-lb tins, \$1.50 to \$1.60; oysters, 2's, \$2 to \$2.25; 1's, \$1.35 to \$1.45; peaches, Canadian, \$2.70 to \$2.75; 2's, \$1.90 to \$2; pineapple, Canadian pack, \$2.50 to \$2.75; salmon, \$1.35 to \$1.40; haddies, \$1.25 to 1.30; clams, \$5 for 4 doz; chowder, \$2.75 for 2 doz; scallops, \$5.50 to \$5.75 for 4 doz; Digby chickens, \$1; kippered herring, \$1.10.

GREEN FRUIT—There is a very large movement, particularly in bananas. Native berries are beginning to come in. They are much preferred to the Upper Canadian berry, and are much more profitable to the dealer, arriving in better condition. Stocks of oranges on this market during the past week have been light. Valencias are still the principal stock. Prices are high. California peaches and plums are being received in small quantities. Pineapples are light receipts. We quote: Lemons, \$3.50 to \$4; Valencia oranges, \$8 to \$8.50; pineapples, \$1.50 to \$2; bananas, \$1 to \$2; rhubarb, 1 1/2 c.; strawberries, 12 to 15c.; cabbage, per doz., 80c. to \$1.20; cucumbers, per doz, 80 to 90c.; tomatoes, \$2 to \$2.50 per crate; California peaches, \$1.50 to \$2; apricots, \$1.50 to \$2; cherries, \$1.50 to \$2; plums, \$2 to \$2.75.

DRIED FRUIT—There is little of interest. Stock of loose muscatels is getting light. Prices firmer. Stock in New York also

Brock's Bird Seed

It is the seed others are selling. It is admitted to be the best bird seed in the market.
The demand for it is increasing. Ask your wholesaler for it, and see that you get it.



NICHOLSON & BROCK - TORONTO

**HAMS
BREAKFAST BACON
LARD**

OUR WELL KNOWN BRAND
Write for prices.

WM. RYAN
70 and 72 Front St., East,
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.

WHEN YOU KEEP...
**Maple Leaf Brand
Smoked Meats**

Your trade increases; your customers are pleased, because **Maple Leaf Brand** is the best.

D. GUNN, BROS. & CO.
TORONTO

"NEVER TURN A WHEEL" WITHOUT IT
CAN'T YOU SELL?
PEERLESS
MACHINE



Best general purpose oil known. Specially adapted to farmers' trade. Best advertised and most used. If our travelers have missed you send for samples and prices.
SAMUEL ROGERS & CO
Sole proprietors, Toronto, Ont.

Fancy California Washington Navel and Seedling

ORANGES

Choice and Strictly Fancy Lemons
Finest Bananas
PRICES RIGHT

Arriving Weekly
HUGH WALKER & SON, Guelph, Ont.

light, and higher prices are expected. These goods are well liked here. In California prunes there is still some light demand. Onions are fair sale, there being good stocks of Bermuda and Egyptian held. Dried apples are still dull. We quote: Valencias, 4½ to 5c.; layers, 5½ to 6c.; California L.M. 3-crown, 5¼ to 6c.; London layers, \$1.50 to \$1.75; currants, cases, 4¼ to 5c.; cartoons, cleaned, 6½ to 7½c.; bulk, cleaned, 6½c.; prunes, boxes, 6 to 7c.; dates, 4 to 5c.; dried apples, 5c.; evaporated apples, 6½ to 7c.; Egyptian onions, 2 to 2¼c.; Bermuda onions, \$1 to \$1.25 per crate; coconuts, \$4 to \$4.50 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, 6½ to 7c.

DAIRY PRODUCE—There is as yet little of interest. Butter is plentiful, with light demand and prices low. Even creamery prints are hard to sell. In eggs there are but small sales, merchants preferring to buy small lots of fresh in the country markets rather than case eggs. In cheese, new is still in small demand, and small cheese preferred. Market reports from the West Indies are still unsatisfactory. We quote: Dairy tubs, 14 to 16c.; creamery, roll, 18 to 19c.; do. tub, 17 to 18c. Eggs are steady at 8½ to 9c. Cheese, 8½ to 9c.

SUGAR—There is a rather easier feeling, and demand is still light, much to the surprise of holders. The advance so long expected has now been given up, and lower prices would not be a matter of surprise. We quote: Granulated, 4¾ to 4¼c.; yellows, 3¾ to 4c.; Paris lump, 6c.; powdered, 5¾ to 6c.

MOLASSES—During the week upwards of 1,000 casks of Porto Rico landed here direct importations. This has not prevented Yarmouth parties from selling some in this market. Demand is quiet. Considering the low price of other grades Porto Rico holds its price well. At the island Porto Rico is higher, but the large stock here will tend to prevent any advance. The quality of the Barbadoes varies, but does not equal the Porto Rico, for which there is now the largest demand. The people are no longer satisfied with a cheap molasses. It must be good. Some of the St. Croix received compares well with the Barbadoes. New Orleans, owing to the stock of West India, is quiet. There is little demand for syrup. We quote: Barbadoes, 27 to 29c.; Porto Rico, 32 to 34c.; New Orleans, bbls., 30 to 34c.; Antigua, 25 to 26c.; Nevis, 25 to 26c.; syrup, 36 to 38c.; St. Croix, 25 to 26c.

FISH—Demand is dull. It is very seldom that at this season fresh salmon are so low. The catch is large and quality good. The Boston market is lower than here. In dry fish prices remain low. The best pickled herring now here is Quoddy River. In smoked herring the market is worse than before. They never were as low. Pickled shad show small demand, the spring run was so small, very few being packed. Last season's fish are still to be had. Fall caught shad are the best. Lobster season is about over. There has been a fair catch, larger, in fact, than was expected. The demand has been active, so that canned lobsters are high and hard to get. We quote as follows: Large cod, \$3 to \$3.25; medium, \$2.75 to \$3; pollock, \$1.20 to \$1.25; bay herring, \$1.20 to \$1.25 per half-bbl.; new smoked, 4 to 5c.; Canso, \$2 to \$2.50 per half-bbl.; shad, half-bbl, \$4.25; Shelburne, \$2.75

bbl., \$1.65 half-bbl.; boneless, 2½ to 8c.; salmon, fresh, 10 to 12c.; mackerel, fresh, 10c. each; lobsters, medium to large, 5 to 6c.

PROVISIONS—Stocks held here are still large, with prices easy and very quiet movement. Lard shows no improvement. The same is true of smoked meats, particularly rolls. We quote: Clear pork, \$13.75 to \$14.25; mess, \$13 to \$13.50; beef, \$12.25 to \$13.25; hams, 10 to 11c.; rolls, 7½ to 8c.; pure lard, 8½ to 9c.; compound, 6½ to 7c.

FLOUR, FEED AND MEAL—Flour tends lower, with stocks smaller than for some time, and merchants only buying to fill actual needs. Oatmeal, which took a little turn for the better, is again off. Fair stocks are held here. Demand light, as it also is for oats. Cornmeal is even lower than last quotation, and large quantities are moving. Beans are again lower and some few cars have been bought. Stock held here is large. Hay is but small business, but holds at prices. Outlook is good. There is no demand for mill feed. We quote: Manitoba flour, \$4.45 to \$4.50; best Ontario, \$4.15 to \$4.20; medium, \$4 to \$4.10; oatmeal, \$3 to \$3.15; cornmeal, \$1.90 to \$2; middlings, car lots, in bulk, \$14.50 to \$15.50; bran, do do, \$13.50 to \$14; hay, \$11 to \$13; handpicked beans, \$1; prime, 90c.; oats, 31 to 32c.; barley, \$3.50; round peas, \$1.15; split peas, \$3.30 to \$3.50; yellow eye beans, \$1.75.

ST. JOHN NOTES.

Our own wild and cultivated strawberries are now coming in quite freely.

James Patterson daily receives large quantities of fresh caught salmon.

Geo. W. Newcomb, of Hopewell Hill, Albert county, is advertising his store for sale.

One commercial traveler voted in Free-town, P.E.I., and in St. John. Few cast two votes so far apart.

A St. John drug house this week placed an order for 250 gross Japanese tooth brushes, direct importation.

THE GROCER extends congratulations to Mr. I. C. Stewart, editor of The Maritime Merchant, who was married during the past week.

Advices from Nova Scotia are for a large apple crop. One large orchard owner has ordered three thousand barrels to put his output in.

Large shipments of pulp continue to be made from Nova Scotia. A shipment of three thousand bundles went forward to Portland, Maine, this past week.

There is to be a large new cranberry bog at Middleton, N.S., this season. When complete it will contain about eighty acres. Fifteen will be set with plants this year.

THE GROCER is pleased to welcome home from Florida Mr. C. H. Dearborn, of the well-known firm of Dearborn & Co. Mr. Dearborn is looking in better health than usual. In speaking of his orange grove Mr. Dearborn said that though the frost had

damaged the trees so much that they had to be cut down, the roots were not destroyed, and they were beginning to grow, but it would be several years before we had any quantity of Florida oranges.

New Glasgow, N.S., is now quite a milling centre. They have a mill turning out 100 barrels each of flour and meal per day. The flour is ground from Manitoba wheat.

Large shipments of salmon and lobsters are daily going forward to the American market. During the week one shipment of 5,000 live lobsters was made from Digby, and on another day 3,000 went out.

Much interest is taken in the new English law stipulating that no cattle shall be imported alive. Should our port, as it should be, and as we expect it will, having advantages which no other port has, become the winter port of Canada, this law would be of great advantage to us making much

NEW HOME-GROWN

Cabbage, Strawberries,
Cherries and Gooseberries

WRITE FOR OUR PRICES.

Titterington & Co. St. Catharines, Ont.
Growers and Wholesale Dealers.



Up-to-date
Merchants
Handle

THE BEST
GOODS ..

In the matter of Stove Enamel

"Scientific" Stands at the
top. 'Tis Brightest, Blackest, Quickest, Best and

WILL NOT CAKE IN STOCK.

Order through your wholesale house.

Telephone 2905. TORONTO

GROCERS!



Has it ever appeared to you that we are the largest manufacturers of Shoe Dressings, Inks and Shoe Blackings in Canada? Write for Price List.

BERLIN, ONT.



Jersey Cream Baking Powder

We don't need to say anything about it if you will only give it a trial with your customers.

Lumsden Bros., Hamilton, Ontario

Our Reputation

For always manufacturing and selling the best goods makes the sale of

"KENT"

canned goods easy and safe. They never fail in quality.

THE . . .

"KENT" CANNING AND PICKLING CO.
CHATHAM, ONT.

When a Customer Asks for . . .

Vinegar..

WHETHER IT BE

MALT CIDER OR WHITE WINE

It is to your interest to sell them the best. Ours is unsurpassed for purity and excellence of flavor.

T. A. LYTTLE & CO. Vinegar Manufacturers
TORONTO

Write for quotations.

Whittamore's "Dandy" Tan Dressing

Combination cleaner and shiner.
1 doz. in box. \$2 per doz.

JOHN SLOAN & CO.

Wholesale Grocers TORONTO

RAISINS

OFF-STALK FINE OFF-STALK
SELECTED LAYERS

Choice fruit in At condition at bargain prices.

WARREN BROS. & CO.

35 and 37 Front St. East, Toronto.

TEA TEA TEA

Medium and Low-Priced.

Japan, Hyson and Congou

Best value in Canada.
Write for samples and prices.

T. KINNEAR & CO.

49 Front St. East, TORONTO

A GOOD SELLER

To know is to appreciate.



W. CLARK - MONTREAL

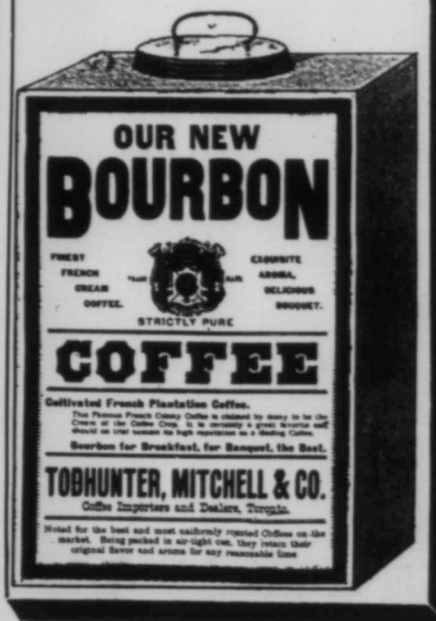
New Season's Japan TEAS

"MOON"
"CRESCENT"
"TEA HOUSE"
"SAILOR BOY"

A shipment of the above, our famous brands, just to hand.

PERKINS, INCE & Co.
TORONTO.

BEST FOR BREAKFAST
BEST FOR DINNER
ALWAYS BEST



*Laurentian
Spring Water*

Bottled by the

LAURENTIAN SPRING WATER CO.

90 Beaudry Street

MONTREAL

IS

FINER THAN ANY IMPORTED WATER

And comes within the reach of all.

ASK FOR SAMPLE AND PRICE.

RUSTICATING

Summer rusticators often find difficulty in obtaining tasty and appetising changes for their tables.

This trouble largely disappears when two or three kinds of

JAMIESON'S BISCUITS

are in the pantry. Then the housekeeper or hostess can smile with equanimity on either family or visitors.

Manufactured by

R. E. JAMIESON - OTTAWA

business here, not only killing the cat but in the by-products. This law will also aid the fast passenger boat, should one be put on.

The new car on in which Coleman's salt is sold is much admired; the salt is particularly put up for table use. They also put up best cheese and butter salt in the regular styles of package. J. Hunter White, agent for Maritime Provinces.

HALIFAX TRADE GOSSIP.

AND now the elections are over and business is getting back to its normal conditions, although a dulness is prevailing which we would like to see shaken off. This dulness has been with us, more or less, since the first of the year, and it seems to desire to stick to us closer than any brother. Not only is this the case in groceries, but it is the same in dry goods, hardware and other lines. People have been exhibiting a large amount of caution in their purchases, not exactly because any radical changes are expected in the tariff, but principally from the fact that demand is slow.

One failure is recorded this week, that of M. O. Wier & Co., grocers and commission merchants. The firm apparently enjoyed a fair measure of trade, but they had the happy, or unhappy, faculty of "selling below cost." Somehow or other our firms who sell "below cost" usually come to

grief. A year ago this firm was selling sugars below refinery quotations and the trade was sorely perplexed to know how it was done. They soon found out. They were buying sugars which were stolen. M. O. Wier is the only member of the firm. His preferences are his father, Louis Wier, \$1,500 for cash advanced, and John Campbell, his clerk, \$100. C. H. Harvey is the assignee.

The Annapolis Valley strawberry crop is beginning to come in. On Saturday last quotation per quart by the crate was 17c., but on Monday retailers sold them 3 quarts for 25c. Last year they were down as low as 5c. per quart by the close of the season. There is an abundant crop this season, and the quality is excellent.

Dealers in breadstuffs report business quiet, but hope for more activity in the near future. Flour quotations remain steady, but a weakness is reported in oatmeal and rolled oats, carloads being offered as low as \$2.75 delivered in any part of the province. Quotations of flours are: Hungarian patent Manitoban, \$4.40 to \$4.50; Manitoba strong bakers', \$4.20 to \$4.30; Canadian pastry, \$4.10 to \$4.20; 75 p.c. roller patents, \$3.90 to \$4.80 p.c. do, do, \$3.80 to \$3.90; 90 p.c. do, do, \$3.70 to \$3.75; straight do, \$3.65 to \$3.70; extra, \$3.40 to \$3.50.

A first-class article in butter always meets with a ready sale in this market, but there is some stuff sent here for which the consignor should never look for returns. Creamery prints bring 20c.; western dairy, 17c., and Eastern Townships, 18c. The latter is beginning to arrive quite freely.

There is steadier feeling in eggs, and good native stocks find ready purchasers at 9c., while P. E. Island bring 8c.

Business in provisions is dull and lifeless. P. E. Island mess pork is quoted at \$13.50 to \$14, but there is little doing at those figures. New sugar cured hams are worth 9½c.

If there is one article more than another that is affected by a prospective change of tariff it is sugar. A visit to the office of the refinery elicited the fact that there is no movement whatever. While the outside markets appear strong and the visible supply not over large, dealers still feel tardy about placing orders, feeling that a change in the tariff is one of the possibilities. Quotations are: Porto Rico, in bbls., 3½c.; refined cut loaf, 6½c.; granulated, 4½c.; standard A, 4½c.; standard yellow C, 4¾c.; extra C, 5c.; yellow extra, C, 3¾c.

Cargoes of molasses continue to arrive, but the market seems to be at a standstill, there being no turnover worth noting. Quotations are: Porto Rico, 35 to 36c.; St. Croix, 28c.; Trinidad, 28c.; Barbadoes, 32c., and Demerara, M.R. brand, 39c.

Canned goods are in good demand, principally fruits. Gallon apples are worth \$1.90 and sell better than any other fruit. Butter and string beans sell at 90c.; corn, 90c.; peas, 95c.; pears, 1's, \$1.75; peaches, 2's, \$1.85; plums, \$1.75, and strawberries, \$2.40. The reported shortage in canned lobsters has strengthened the market in that line. Canned beef is somewhat lower. Canadian 1's are quoted at \$1.25, 2's at \$2.25, 14' \$15 per dozen.

Green fruits are meeting with fair demand.



To Our Hamilton Friends

We are pleased to announce that Messrs. LUCAS, STEELE & BRISTOL have now taken over the agency of all our goods in Hamilton, and it will pay you to have their travellers show you samples of our specialties. The finest goods of their kind in the world.

The Brand is **“PURE GOLD”**

The Goods are: Baking Powder
Coffees, Spices
Flavoring Extracts
Tomato Catsup
Toilet Soaps
Peerless Washing Compound
Electric Household Soda
etc., etc., etc.

Every Package is Guaranteed and goods may be refunded if not as represented.

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

Supplies are being received twice per week from Boston. Valencia oranges show a sharp advance, being quoted at \$10 per case for 420 count Valencias. Messinas, 200 count, sell at \$5. Lemons also are higher, being sold at \$4 per bag of 300 count. Bananas sell at \$1.75 to \$2.25 per bunch, and pineapples at \$2 to \$2.25 per dozen. Onions are lower, selling at 2c. per lb. for Egyptian, and \$1 per bag for Bermudas in 50-lb. boxes.

The fish business is quiet. Grocery cod is scarce and selling at \$4.25 per quintal. Alewives sell at \$2.75 to \$3 per bbl.

Cutting is reported in dried fruits, but is gradually diminishing.

LIPTON BUYS ANOTHER TEA PLANTATION.

We learn that Nahakettia estate, the sale of which was noticed in our last issue, has been purchased by Mr. T. J. Lipton, and we understand that Oakfield and Daminatenne have also been sold to the same purchaser. These three estates are all situated in the Haputale district. Oakfield and Daminatenne have been taken over by him now for some little time, but Nahakettia is quite a recent purchase, and will be taken over as soon as the necessary formalities have been completed. We should not be surprised to hear that Mr. Lipton had made another purchase in the Haputale district, where he now possesses such a large acreage of tea.

PERSONAL MENTION.

Mr. Laflamme, of Rose & Laflamme, of Montreal, was in Toronto on Thursday.

Major John Sloan, quartermaster of the Governor-General's Body Guards, is in camp with his regiment this week.

Mr. McLaughlin, of McLaughlin & Co., Gorrie, paid THE CANADIAN GROCER a visit this week. He says business in his locality is fully up to average.

Mr. J. D. Roberts, of Pure Gold Mfg. Co., is in Hamilton this week, hustling "Pure Gold" in connection with Lucas, Steele & Bristol, and reports everything progressing beautifully.

A. A. Parks, Williamsford, was in Toronto this week. He reports business good and the outlook encouraging. He is of opinion that crops in his neighborhood will be up to, if not surpassing, the average.

HAMILTON BOARD OF TRADE.

The annual meeting of the Hamilton Board of Trade was held on Monday morning for the purpose of nominating officers for the ensuing year. There was only one nomination each for the position of president and vice-president, and W. A. Robinson and W. F. Findlay were elected by acclamation to fill these positions.

For secretary-treasurer C. R. Smith and

John Bell were nominated. Wm. Hendrie proposed Mr. Smith, and the nomination was seconded by Dr. Burns. Mr. Bell's nominators were Alexander Turner and J. B. Fairgrieve.

Seven members of the council are to be elected next Monday, and the following-named gentlemen were nominated to fill the vacancies: St. Clair Balfour, W. H. Glasco, Alexander Gartshore, John A. Bruce, Col. A. H. Moore, Matthew Leggat, J. G. Bowes, John M. Eastwood, John Calder, C. E. Doolittle, Dr. Burns, F. C. Fearman, John Hodless, H. N. Kittson.

For the Board of Arbitration, of which four members have to be elected, these gentlemen were nominated: J. Turnbull, T. H. Lester, W. H. Draper, F. H. Lamb, Seneca Jones, T. E. Leather, S. O. Greening.

The Windsor Salt Works are shipping to the full capacity of their works, and expect soon to have caught up with back orders.

F. W. Fearman, Hamilton, has a line of smoked sugar-cured shoulders that are extra good value, and the cheapest article in the trade.

Gold to the amount of \$700,000 was shipped from New York last week for Canada.

The early-closing movement among the grocers of London, Ont., has collapsed.

THE IRELAND NATIONAL FOOD CO.

Toronto, Ont.



Write for Samples and
. . . Price Lists.

Special attention given to
. . . Mail Orders.

HINTS TO BUYERS.

DAVIDSON & HAY are showing a fine sample of Sultana raisins. This fruit is the choicest grade packed, and excels anything ever shown on the Canadian market.

Davidson & Hay have in store Noble's lobsters—new pack.

Sugars have been moving lively the past 10 days.

Davidson & Hay are quoting gallon apples at close figures.

T. A. Lytle & Co. find the demand for malt and cider vinegar rapidly increasing. Quality tells.

A large shipment of Roberts' jellies, all flavors, is to hand with Davidson & Hay.

The material used in the manufacture of "Rising Sun" and "Sun Paste" stove polish is imported from Ceylon, India, and goes through a peculiar manipulation at the

factory in Canton, Mass. The durable qualities of the stove polish are due to the high quality of the materials used.

T. B. Escott & Co. report a large sale for proof spirit vinegar, suggestive of the fact that the people prefer pure goods.

A large lot of early May pickings Japan tea is being offered by W. H. Gillard & Co. The tea can be retailed at 25c., and there is a good thing in it for the retailer.

An enormous quantity of the "Rising Sun" stove polish is now being exported to Great Britain. Sixty-five thousand cases were sold through the English agency in London last year.

A consignment of Noble's celebrated "Religious" lobsters has just come to hand for W. H. Gillard & Co. The quality they state is even superior to former packs.

Frank Magor & Co., Montreal, report a large shipment just in per Brazilian from London of Chas. Southwell's jams and jel-

lies, new season's fruit. They are already distributing these goods to all parts of Canada.

The Pure Gold Mfg. Co., of Toronto, and Lucas, Steele & Bristol, of Hamilton, are mutually pleased to announce that they have been able to make arrangements whereby the latter have become sole agents for the former in Hamilton. See advertisement.

T. B. Escott & Co., of London, note the arrival of a large shipment of Ceylon teas bought at lowest point, which they offer to the trade at close margin. They also have two carloads of Japan tea en route from Japan, splendid 25c. teas.

"So many grocers availed themselves of our offer to forward show cards for Keen's mustard and Oxford blue that we ran short for a few days. We have, however, 150 more just in from the framer's hands and will be glad to send them out to any grocer," write F. Magor & Co., 16 St. John street, Montreal.

The second shipment of Barbadoes molasses will reach Laporte, Martin & Cie.

Exaggeration . . .



Is a poor factor to use in selling goods. Plain facts are best. When showing our goods, just tell your customers what we have been telling you about their purity and cleanliness, and induce them to make a personal test. One sale will always lead to others.

DELHI CANNING CO., DELHI.

MacLaren's Imperial Cheese

is by far the most alluring and seductive that has ever tickled one's palate. Appeals instantaneously to the taste. Always the same.

ALL REPUTABLE JOBBERS SELL IT



East India Pickles

Good Sellers
Good Profit

Are preserved with a dressing of the finest and best selected spices and condiments gathered from all parts of the world, but more especially from the East Indies. Try them and you will use no other.

Large bottles—
1 dozen in a case.
Small bottles—
2 dozen in a case.

A. E. Richards & Co. Canadian Agents **Hamilton.**

GROCERS SHOULD BUY

Knox's Sparkling Calf's Foot Gelatine

It is unequalled by any other make.

No. 1. Knox's Sparkling
... Calf's Foot

The purest and best in the world to-day.
Dissolves in two minutes. Makes 2
quarts jelly.

No. 3. Knox's Acidulated
... Gelatine

This is Knox's Sparkling Calf's Foot
combined with pure fruit acid. No
lemons are required in making jellies.
Makes 2 quarts.

THE MOST EASILY PREPARED. MAKES THE FINEST JELLIES.

A. E. Richards & Co. Canadian Agents **Hamilton**

No Self-Respect is Lost

When you recommend your customers to buy Tetley's (Indian and Ceylon) Packet Teas. We know, you know and your customer will know, when he has tried it, that this tea is good, honest, well-grown and well-blended tea.

JOS. TETLEY & CO., 14 Lemoine Street, MONTREAL.

T. KINNEAR & CO.,
49 Front St. East, TORONTO.

THE HUDSON BAY CO.,
WINNIPEG.

this week. They received the first cargo some weeks ago and note no decrease in the demand for this popular brand.

The Eby, Blain Co., Ltd., report the arrival of Whittemore's Gilt Edge and Russet tan dressing.

D. Gunn Bros. & Co. are experiencing good sales in their special cure of spiced rolls.

C. & E. Macmichael, St. John, N.B., received this week a large shipment of the well known Copco soap.

Recent shipments of 5,000 boxes of smoked herrings are being offered by Laporte, Martin & Cie. at a very low price.

Special values in 4-crown layers Valencia raisins are being offered by Laporte, Martin & Cie, to clear the balance of their stock.

"Our 'Eureka' tan shoe polishers are selling well," say the Eby, Blain Co., Ltd. They can be used for black or tan shoes.

The Toronto Salt Works report the delivery of an assorted car lot of "Windsor" table and dairy salt to the Eby, Blain Co., Ltd.

The Eby, Blain Co. report the arrival of another shipment of Meyers' (English) potted meats, which can be retailed at 5c. See advertisement on another page.

New dulce of extra quality is now arriving. Thos. Gorman received some consignments this week from Grand Manan. Our best dulce comes from there

Perkins, Ince & Co. are in receipt of shipments of the well known brands of Japan tea, namely, "Moon," "Crescent," "Tea House" and "Sailor Boy."

Samples of the new season's Japs will be gladly forwarded by Lucas, Steele & Bristol on application; also ¼ lb. packet of "Hillwattee" blend.

"Our L. P. & Co. spices," say Lucas, Steele & Bristol, "are all ground from selected, sifted stock. Many of our customers now keep no other spices."

Another shipment of Stower's lime juice, cordial and clarified lemon squash is to hand with Lucas, Steele & Bristol. The firm also have their peptonised lime fruit sauce.

Summer clearing sales seem to have taken possession of the wholesale merchants as well as the retail. Laporte, Martin & Cie. are offering special bargains in the leading brands of canned goods; special prices, even below the bargain rates, are offered for large lots.

Fruit Jars

ALL KINDS AND SIZES.

JELLY GLASSES HONEY JARS

ETC.

Prices Right.

GOWANS, KENT & CO., Toronto

For the

Whitest,
Lightest and
Sweetest Cakes

Use...

OCEAN WAVE BAKING POWDER



Manufactured by the

HAMILTON COFFEE AND SPICE CO.

Hamilton, Ont.



This is a cut of our high Grocer Refrigerator which we make in three sizes. We also have two sizes in a low style of Grocer Refrigerator and in point of workmanship and efficiency cannot be excelled in this or any other country. We make them for Butchers', Grocers', Hotel and Family use. Call and see them or send for catalogue.

JOHN HILLOCK & CO.
165 Queen St. East, Toronto.

**OBSERVE
THOSE
OWLS**

On each package of genuine "Instantaneous Tapioca." It needs no soaking and very little cooking. Recipes and sample sent for the asking.

Howe, McIntyre Co.
MONTREAL, Que.

CANADIAN
AGENTS



**50 Casks
Best
Imported
Chicory**

EWING, HERRON & CO.
Coffee and Spices
... MONTREAL

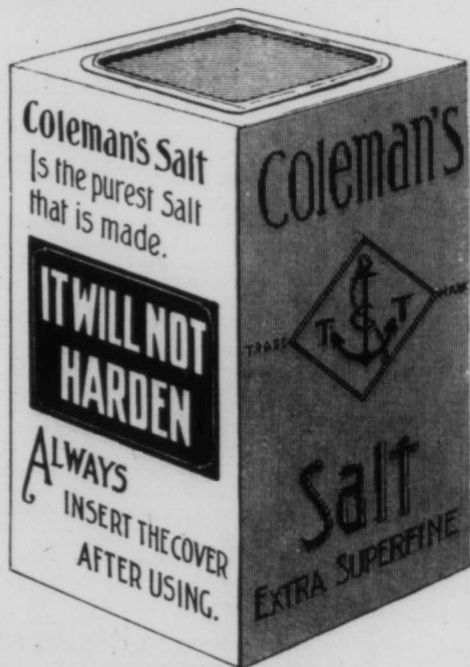
**Thousands
Don't
Know**

There are still thousands of people in this Dominion of Canada who do not know the taste of pure tapioca. Some of them are your customers; there's a treat for them and a pleasure for you to sell them Instantaneous. It's pure.

HOWE, MCINTYRE CO.
Agents, Montreal.

COLEMAN'S SALT

UNEXCELLED FOR



FAC SIMILE OF 5-LB. BOX.

**Table or
Dairy**

Put up in . . .
**BAGS,
SACKS or
BOXES.**

IT WILL NOT HARDEN

There is money to be made by selling this Salt. Gives universal satisfaction. Our new 5-lb. box is the most attractive package for shelf display on the market.

Write for prices.

THE CANADA SALT ASSOCIATION

CLINTON, ONTARIO.

A Capital T Appleton's India & Ceylon Teas

THE "TAPIR" BRAND.
SOLD IN LEAD PACKETS

With which to begin
a new era in your
tea trade is

Appleton's Tea

It is composed of the
finest spring pickings
from the best gardens
in India and Ceylon,
skilfully blended in such
a way that it produces
a perfect cup—whole-
some, fragrant and re-
freshing.

Drop a line for prices.



*Spring Picked!!!
Skilfully Blended!!
Attractively Packed!*

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

Do You Keep Silver Dust Washing Powder?

In justice to yourself, and in justice to your customers, you ought to. It is a quick and harmless washing compound that may be used for all purposes where soap is commonly used. Try a sample from your wholesaler.

Silver Dust Mfg. Co.
Hamilton.

LIPTON'S TEAS

As Supplied to HER MAJESTY

THE QUEEN

OVER
1,000,000

Packets sold
weekly in
Great Britain
alone.

Largest sale in the World.

Wholesale Agents:

Montreal: Caverhill, Hughes Co.
Toronto: Eby, Blain Co., Ltd.
Ottawa: P. Baskerville & Bros.
Kingston: W. G. Craig & Co.
Hamilton: Balfour & Co.
London: A. M. Smith & Co.
Sarnia: T. Kenny & Co.
Winnipeg: Sutherland & Campbell.



LIPTON
TEA PLANTER
-CEYLON

Chief Offices: City Road, London, England.
United States Offices: 80 Front St., New York.

THE

Tea Plant Thrives Best

In a warm, damp climate---one with a high temperature---and requires an

ABUNDANT RAIN FALL.

That is the reason why Ceylon Teas are the best and healthiest in the world---Ceylon is blessed with an abundance of rain, and the climate of the "tight little island" is known as humid.

Perfection in tea planting, raising, cultivating, preparing, handling and shipping is reached by the British growers of Ceylon.

If you do not know Ceylon teas, and have not handled them, you have a lot to learn. Once used, always used.

Try a small sample order.

The Finest Whisky in the World

Is — **JOHN DEWAR & SONS'**
(Distillers, PERTH, SCOTLAND.)

.. 50 MEDALS ..

Purveyors by appointment to Queen Victoria.
Under competition, the only Scotch drawn at the bars of
Spiers & Pond, Ltd., London, England.
Highest Award International Exhibition, Edinburgh, 1890,
Diploma of Honor and Gold Medal.

J. M. DOUGLAS & CO., MONTREAL, AGENTS.

NEW EGG HOUSE FOR LONDON.

LONDON, Ont., is to have a new industry which is expected to do wonders for the farmers of the surrounding agricultural district.

A few weeks ago Mr. Thos. Robinson, of West Hartlepool, Eng., visited London. Mr. Robinson is the largest exporter of eggs in the world, and he was looking over the Canadian ground with a view to establishing a branch export house here, with mammoth refrigerator and cold storage appurtenances. Mayor Little took him in hand, and, in company with Mr. J. S. Pearce, they drove Mr. Robinson around the district, calling on agriculturists who would be interested. So well pleased was Mr. Robinson with what he saw that almost before he left London he had made up his mind to establish his Canadian branch here. He even went so far as to look up a probable site.

Mr. Robinson visited the other Canadian points, but they only served to impress him still more with the desirability of London, and

when he arrived home in England and consulted his three sons, who are partners in the business, he cabled Mr. A. A. Campbell to close the deal for the property. The latter includes lots 27 and 28 on Bathurst street, near Adelaide, with a frontage on the Grand Trunk Railway. The warehouse will occupy ground which, before the N.P., was used for oil purposes. It is unnecessary to remark that it has been vacant of late.

Mr. Benjamin Higgins has been appointed manager, and instructions are expected every day in regard to building operations.

The egg business carried on by Mr. Robinson and his three sons was established 32 years ago, and is now the largest of the kind in the kingdom. The firm have large warehouses where the eggs are stored fresh and under the various processes of preserving. The stock is bought in foreign countries during the spring months when cheapest, and best in quality, and after lying in tanks for several months are taken out, dried, packed, and delivered to buyers in Great Britain and Ireland during the autumn and winter. The industry employs some 180 or

200 hands, and 1,600 tons of pickled eggs are handled, representing 26,000,000 eggs. Heretofore one half of their purchases were made in Russia, and shipped by steamer from Riga, on the Baltic. Mr. Robinson has stated that he found the Canadian eggs superior to any other, not only in weight, but in quality and richness of their contents.—Advertiser, London.

U. S. SALMON SHIPMENTS.

Last mail advices from San Francisco state that the sea shipments of salmon from that port in May were 5,570 cases and 370 packages, valued at \$29,284, against 31,100 cases for the same month last year, that total including 27,393 cases to New York. Shipments for the first five months of the calendar year were as follows:

Great Britain, cases.....	23,061
Australia.....	16,096
New Zealand.....	3,380
Hawaiian Islands.....	2,211
China and East India.....	1,850
Central America and Mexico.....	855
Society Islands.....	634
New York.....	8,329
Miscellaneous.....	908
Total.....	56,824
In 1885.....	211,075

Also, 4,714 packages this year, the whole valued at \$202,039, against \$885,855 last year.

S. & H. HARRIS'S HOUSEHOLD REQUISITES.



SOLD EVERYWHERE.

Ebonite Blacking

(WATERPROOF.)

FOR BOOTS AND SHOES.

Does not
Injure the
Leather



Trade Mark.

Requires
No...
Brushing

..ASK FOR IT..

MANUFACTORY: LONDON, E., ENGLAND.



INDIAN & CEYLON TEAS

G.F. & J. GALT
42 SCOTT ST. TORONTO

BOOK ON TEA BLENDING
MAILED ON APPLICATION

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. West, Toronto



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.

The **GRAND TRUNK RAILWAY**

System is the Great International Route

Between the **EAST** and the **WEST**

Is the **ONLY LINE** running **THREE** Fast Express Trains Daily (except Sundays) between

**MONTREAL, TORONTO,
DETROIT, NIAGARA FALLS,
AND CHICAGO.**

(For Sunday Service consult TIME-TABLE.)

IT IS THE GREAT SCENIC AND TOURIST ROUTE. The only Line affording delightful views of all the principal cities and points of interest along the picturesque banks of the St. Lawrence River and shores of Lake Ontario.

The only all-rail route from the West to Cacouna, Dalhousie, and other Seaside Sea-bathing Resorts on the Gulf of the St. Lawrence.

The direct route to Boston, New York, the White Mountains, Portland, Me., Old Orchard Beach, and all Sea-bathing Resorts on the Atlantic Coast.

It is the only route to the MUSKOKA AND MIDLAND LAKES, and the short line to OTTAWA.

Ask for tickets via the Grand Trunk Railway and see that they read that way.



"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
orders from the
best contractors.

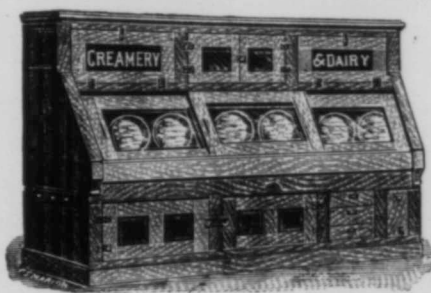
SALT

Car lots assorted as you want it. We carry full stocks.

VERRET, STEWART & CO.

MONTREAL QUEBEC.

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

Siamese Twins



are debt and difficulty, difficulty and debt—they are inseparable. We need not discuss their causes here, either. What we want to point out is that no man with a family, or with large business interests at stake, should neglect life insurance. Stick to the policy you have, and when you want more insurance see one of our agents about it, or call in at Head Office. No medical examination is required for our pension. Bond policy and rates are away down.

MANUFACTURERS' LIFE INSURANCE COMPANY

HEAD OFFICE, Toronto, Can.

**Boeckh's
Brushes**

A REFRESHING AND TONIC BEVERAGE

**Lemon...
Phosphate**

This preparation is the natural acid of the lemon combined with acid phosphate, so highly esteemed as a tonic.

A teaspoonful in a glass of water sweetened to taste makes a delicious and cooling drink.

PUT UP IN PINT BOTTLES

THE PUBLIC ARE ASKING FOR IT
HAVE YOU ANY IN STOCK?

Prepared by . . .

THE JOHNSTON FLUID BEEF CO.

MONTREAL.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

W C. ALLISON, with general stores at Oil City and Whitby, has assigned to John Smith.

P. St. Jean, general merchant, Magog, Que., is in financial difficulties.

A. Roberts & Co., general merchants, Wapella, N.W.T., have assigned.

Wm. Stewart, grocer, Tilsonburg, is offering to compromise at 50c. on the dollar.

Gorman Bros., general merchants, Renfrew, will meet their creditors on July 3.

E. Leclere, trader, Montreal, is absent, and a meeting of creditors will be held July 9.

D. F. McRae, general merchant, Baddeck, N.S., is offering to compromise at 50c. on the dollar.

The assets of the firm of P. M. Lawrason, soap and lard oil manufacturer, London, Ont., are placed at \$55,060.53, or nominally about \$5,000 more than the liabilities.

Madame L. A. Sauve, general storekeeper, St. Ignace, Coteau du Lac, has assigned on demand of Thibaudeau Bros. & Co. Liabilities about \$6,000. Principal creditors: A. Racine & Co., \$1,000; Thibaudeau Bros. & Co., \$1,200.

CHANGES.

Piunkett & Co., grocers, Ottawa, have sold out.

N. Blair has started a general store at Brooke, Ont.

J. J. Kyle, grocer, Smith's Falls, has opened a branch at Ottawa.

The Vancouver Biscuit Co., of Vancouver, has been incorporated.

SALES MADE AND PENDING.

The stock of the estate of J. W. Aikins, general merchant, is to be sold this week.

The business of the late J. A. Rothwell, grocer, Walkerton, is advertised for sale.

The stock of the estate of E. Patton, general merchant, has been sold to H. S. Law.

The stock of Trahan & Co., general merchants, Nicolet, Que., has been sold at 38c. on the dollar.

The stock of C. C. Mills & Co., general merchants, Woodlawn, Ont., has been sold at 50c. on the dollar.

The stock of L. C. Rodgers, boots and shoes and men's furnishings, Regina, has been sold at 50c. on the dollar.

Assignee Richard Tew has disposed of the general stocks of Neil and Small, of Kincardine, for 67½c. on the dollar, to W. Murray, of the same town, and that of Neil & McKay, of Lucknow, to J. R. Grant & Co., at 55½c. on the dollar.

The stock of David Daniels, general merchant, Bracebridge and Burk's Falls, who assigned recently, has been sold. John

Dixon purchased the stock at Bracebridge, valued at \$5,200, at 66¾c. on the dollar. The Burk's Falls stock, valued at \$2,000, was sold to S. E. Bruce at 60c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

W. Maitland & Co., fruits, Montreal, have dissolved.

Geo. F. Mathews & Co., grocers, Montreal, have dissolved.

M. Monette & Co., grocers, Montreal, have dissolved.

Trotter Bros., warehousemen, Montreal, have dissolved.

The Meadow Sweet Cheese Manufacturing Co., of Montreal, have dissolved, and A. W. Grant has been registered proprietor.

FIRES.

The Ottawa factory of the Geo. Matthews Co., L'd., Peterboro', Lindsay and Ottawa, has been burned out.

The premises of J. W. Freeman and Melissa J. Kemp, grocers, Brighton, have been damaged by fire.

DEATHS.

Asa Robbins, trader, Tusket, N.S., is dead.

H. Hachey, general merchant, Bathurst, N.B., is dead.

W. Waterman, hides, etc., Charlotte own, P.E.I., is dead.

Sheldon Lewis, of S. Lewis & Co., Yarmouth, N.S., is dead.

Andrew Douglas, general merchant, Stanley, N.B., is dead.

J. Richer, of Richer & Co., general merchant, St. Anne, Man., is dead.

Irene Jarret, of Hudon, Hebert & Cie, wholesale grocers, Montreal, is dead.

PRUNE PROSPECTS.

A letter just received from Budapest, date June 17th, says: "Last year's crop of prunes being totally cleared the prospects for 1896 now demand attention. Reports from Bosnia are generally favorable. Both in the low land and on the hills the trees show a fair though not immoderate yield. The fruit looks healthy and promises to be of fair size. Indications point to a crop of from 2,500 to 3,000 wagon loads, or twice the yield of 1895. In Serbia conditions are only locally good. A 'low middling' crop is all that can be expected from the country at large. The estimate for this year is from 1,500 to 2,000 wagon loads, against 2,800 wagon loads for last season. This too provided the weather be normal. Many German firms complain that in recent years there has been too little care observed in the drying process in case of Bosnia and Serbia prunes. The producer is influenced by the higher prices commanded by large, imperfectly dried prunes, but this imperfection renders the fruit more perishable and lowers its market qualities in the long run. The Austrian firms hope to be reinforced in their complaint, which appears just, by action of the Berlin fruit firms."

SAVE DOUBLE FREIGHTS

Shipments to Western firms which have then to be reshipped North, South, or East, can be economically handled by us.

Write for Particulars

BLAIKLOCK BROTHERS. - Montreal

HANBURY A. BUDDEN
ATTORNEY AND SOLICITOR

OFFICE FOR

Patents Trade Marks
Etc. **MONTREAL**

**BEATTY, BLACKSTOCK, NESBITT,
CHADWICK & RIDDELL**
BARRISTERS, SOLICITORS, NOTARIES, ETC.

Offices—Bank of Toronto, cor. of Wellington and Church Streets.
TORONTO, ONTARIO.
Solicitors for Bank of Toronto, Board of Trade, Toronto R. G. Dun & Co., (Mercantile Agency,) etc.

A Special Session

From July 6 to July 31, for Teachers, Students and others, at the

CENTRAL
Business College

Toronto, Ontario.

Particular attention to Bookkeeping (by Business Practice), Penmanship, Shorthand and Typewriting. An opportunity to combine pleasure with profit. Don't miss it. A postal will bring you all particulars.

Address

W. H. SHAW, Principal,
Cor. Gerrard and Yonge Sts.



"SANITAS"

**NATURE'S
GREAT DISINFECTANT.**

**Non-Poisonous.
Does not Stain Linen.**

FLUID, OIL, POWDER, &c.

HOW TO DISINFECT A valuable Copy-right Book giving simple directions "How to Disinfect" in cases of the various Infectious Diseases, as also in every-day life, will be sent Free on application.
HOW TO DISINFECT THE SANITAS Co., Limited,
HOW TO DISINFECT BETHNAL GREEN, LONDON, ENGLAND.

**A pushing Agent wanted
in each Canadian City.**



Cooking is Troublesome Work

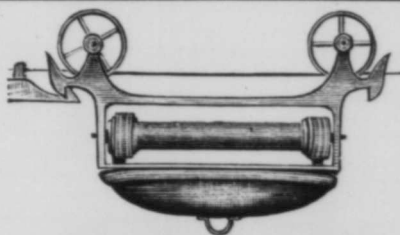
At any time. It's more than troublesome during the hot summer days. Those who have tried our cooked meats have found out that it is altogether unnecessary. There is ample variety for a pleasant bill of fare all through the season. Write for our list.

LAING PACKING & PROVISION CO. - - MONTREAL

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.**



CHAMPION CASH RAILWAYS

5 years' trial has proved them the very best store service in the market. In use from P.E.I. to Victoria. Send for circular giving all particulars.

S. S. KIMBALL, 577 Craig St., Montreal

Union Mutual Life Insurance Co. OF PORTLAND, MAINE

Only Company whose Policy Contracts are governed by the statutes of the . . .

MAINE NON-FORFEITURE LAW

WALTER I. JOSEPH, Manager

Room 2, 162 St. James Street, Montreal

The "Vacuum" System

of making salt is as far ahead of the old-time methods as the modern roller system of making flour is ahead of the old stone process. When your customers once get using the "Windsor" Salt made by the "Vacuum" system, they will want no other. Suppose you write to us for prices on a car lot.

Toronto Salt Works

128 Adelaide Street East

TORONTO, ONT.

Toronto agents for the Windsor Salt Co.



ASK FOR

MOTT'S

LIVE GROCERS . . .

BUY and sell

ADAMS' ROOTBEER

OTHER GROCERS . . .

BUY IMITATIONS AND keep them

The People want the Genuine

ADAMS' which is advertised in 300 of the best Canadian newspapers.

Fine Fruit Tablets



ENGLISH FORMULA TABLETS

Have been our specialty and have been a success. Packed in elegant Flint Glass Jars, large glass stopper, the finest package in the Dominion. Also in round jars, similar to English, but made two inches shorter to fit the ordinary shelf. A large variety. List of flavors and prices on application.

G. J. HAMILTON & SONS

PICTOU, N.S.



Lots of Starch

Being used now on summer washables. Good results are only obtainable from good starch. Our

Silver Gloss Starch

gives a clean, smooth finish, and dealers and consumers can safely rely upon it wherever a perfect gloss is required.

EDWARDSBURG STARCH CO. Cardinal

Sardines, other brands 9 3/4 11	0 16	0 17
" P. & C., 1/4's tins	0 23	0 25
" " " "	0 33	0 34
Sardines, Amer., 1/2's "	0 04 1/2	0 09
" " " "	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 65	1 90
Herrings in Tomato Sauce	1 70	1 90
Herrings in Shrimp Sauce	2 00	
Herrings a la Sardine	2 40	
Preserved Bloaters	1 85	1 90
Real Findon Haddock	1 85	1 90

CANNED MEATS.

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
" 1/2 lb.	1 20	1 25
Potted Deviled Ham or Tongue, 1/2 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
" " " "	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
Flover Roast	5 00	
liced Cold Band Bacon	3 00	



Acme Sliced Beef.
No. 1 tins, key, 2 doz. per doz. \$2.50.



Beardsley's Boneless Herring. per 2 doz. 1 4/2

(CANADIAN.)

Comp Corn Beef, 1-lb. cans.	\$1 40	\$1 50
" 2 "	2 40	2 55
Comp Corn Beef, 4-lb. cans.		
" 6 "	7 75	8 25
" 14 "	16 00	18 00
Mince Callops 2 "	2 60	2 65
" 2 "	2 60	2 65
Lunch Tongue 1 "	3 40	3 50
" 2 "	6 90	
English Brawn 2 "	2 75	2 80
Camb Sausage 1 "	2 50	2 50
" 2 "	4 00	
Soups, assorted 1 "	1 50	
" 2 "	2 25	
Soups and Bouill. 2 "	1 80	
" 6 "	4 50	

Codfish. per doz.

Beardsley's Shredded, 2 doz. pkgs. 0 90

CHEWING GUM.

ADAMS & SONS CO. per box

Tutti Frutti, 36 5c bars	\$1 20
Pepsin Tutti Frutti, 23 5c packages	0
Pepsin Tutti Frutti, in glass-covered boxes, 23 5c packages	0 80
Howhound Tutti Frutti, glass tops, 36 5c packages	1 20
Cash Register, 390 5c bars and pkgs	15 00
Tutti Frutti Show Case, 180 5c bars and packages	5 50
Glass Jar with Pepsin Tutti Frutti, 115 c packages	

Tutti Frutti Girl Sign Box, 160 5c bars and packages	6 00
Tutti Frutti Cash Box, 160 5c bars and packages	6 00
Variety Gum (new), 150 1c pieces	1 00
Orange Blossom, 150 1c pieces	1 00
Flirtation Gum, 150 1c pieces	0 65
Monte Cristo, 180 1c pieces	1 30
Mexican Fruit, 36 5c bars	1 20
Sappota, 150 1c pieces	0 90
Orange Sappota, 160 1c pieces	0 75
Black Jack, 115 1c pieces	0 75
Red Rose, 115 1c pieces	0 75
Magic Trick, 115 1c pieces	0 75
Red Spruce Chico, 200 1c pieces	1 00

CHOCOLATES & COCOAS.

CADBURY'S. per doz.

Cocoa essence, 3 oz. packages	\$1 65
Mexican chocolate, 1/4 and 1/2 lb. pkgs.	0 40
Rock Chocolate, loose	0 37 1/2
" 1-lb. tins.	0 40
Cocoa Nibs, 11-lb. tins.	0 40

TODHUNTER, MITCHELL & CO.'S

Chocolate—	per lb.
French, 1/4's—6 and 12 lbs.	0 30
Caracas, 1/4's—6 and 12 lbs.	0 35
Premium, 1/2's—6 and 12 lbs.	0 30
Sante, 1/4's—6 and 12 lbs.	0 26
Diamond, 1/4's—6 and 12 lbs.	0 22
Sticks, gross boxes, each	1 00
Cocoa—	per doz.
Homeopathic, 1/4's, 8 and 14 lbs.	0 30
Pearl, " " " "	0 25
London Pearl, 12 and 18 "	0 22
Rock, " " " "	0 30
Bulk, in boxes	0 18
Royal Cocoa Essence, packages	1 40
Cocoa—	per lb.
EPPS.	
Case of 112 lbs. each	0 35
Smaller quantities	0 37 1/2

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 doz.
Concentrated, 1/2's, 1 doz. in box.	2 40
" " " "	
" 1 lb.	
Homeopathic, 1/4's, 14 lb. boxes	0 33
" " " "	0 33

JOHN P. MOTT & CO.'S
(R. S. McIndoe, Agent, Toronto.)

Mott's Broma	per lb.	0 30
Mott's Prepared Cocoa		0 28
Mott's Homeopathic Cocoa (1/4's)		0 32
Mott's Breakfast Cocoa (in tins)		0 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-Cau Chocolate		0 18
Mott's Navy or Cooking Chocolate		0 27
Mott's Cocoa Nibs		0 33
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 42
Baker's Vanilla in boxes, 12 lbs. each.	0 50
Caracas Sweet, in boxes, 6 lbs. each.	0 37
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 25
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, nd 12 lbs. each, 1/2 lb., tins.	0 49

COFFEE.

Green. per lb.

Mocha	0 27 1/2	0 30
Old Government Java	0 30	0 33
Rio	0 17	0 20
Plantation Ceylon	0 29	0 31
Porto Rico	0 24	0 28
Guatemala	0 24	0 26
Jamaica	0 21	0 25
Maracaibo	0 21	0 23

TODHUNTER, MITCHELL & CO.'S

Excelsior Blend	0 34
Our Own	0 32
Jersey	0 30
Laguaya	0 28
Mocha and Java	0 35
Old Government Java	0 30
Arabian Mocha	0 36
Maracaibo	0 28
Santos	0 25

RECKITT'S Blue and Black Lead

ALWAYS GIVE YOUR CUSTOMERS SATISFACTION

DALLEY'S ROYAL HYGIENIC SELF-RISING FLOURS

Just the thing for summer cottages and campers. These flours are put up in handsome packages and hold their strength. There is nothing handier or nicer. They are in four varieties: Pancake, Tea Biscuit, Bread or Graham flours. They are all ready for use, with directions in each package. Drop us a line for quotations.

The F. F. DALLEY CO., Ltd.
Hamilton, Ont.

Batty's



Are unquestionably the finest and most enjoyable in the world. Have been awarded

ALL WHOLESALERS
HAVE THEM.

... EIGHT PRIZE MEDALS

Canadian Agents

J. A. GORDON & CO.

... Montreal

MARINE INSURANCE

The Mannheim Insurance Company

Grant Open Policies to Wholesale Grocers and Importers at specially favorable rates.

Further particulars obtainable by applying to Local Agent, or to

JAMES J. RILEY & SONS
Managers for Canada — Montreal

Notice

TO THE WHOLESALE
TRADE ONLY . . .

You Can Buy **plug tobaccos duty paid.**
Sweet Navy Chewing, all sizes, 25c. to 35c. per lb. Bright Honey Chewing, all sizes, 33c. to 43c. per lb. All kinds of Cut Tobaccos, 20c. to 55c. per lb., put up in any kind of package or style required.

CIGARETTES

All kinds of Cigarettes from \$2.50 per 1,000 to \$70 per 1,000.

CIGARS

All kinds of Cigars from \$13.50 per 1,000 to \$100 per 1,000.

Write for samples and prices. Correspondence solicited
See price current.

J. M. FORTIER

MANUFACTURER

141 to 151
St. Maurice Street

Montreal

The Gulf of Georgia Cannery

MALCOLM & WINDSOR, Ltd.

Sole Proprietors, and Agents for

"Ice Castle Brand" Canned Salmon

All salmon packed under the "Ice Castle Brand" are guaranteed to be the celebrated Sockeye.

FACTORY, Steveston, B.C.

OFFICE, Vancouver, B.C.

An Attractive

Glass jar free with Adams' Pepsin Tutti Frutti or Pepsin Trutti Frutti and regular Tutti Frutti assorted or with either, as ordered. Ask your wholesaler for it.

ADAMS & SONS CO., 11 and 13 Jarvis Street,
TORONTO, ONT.

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. Bosckh & 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.
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For your convenience I may add that it is certainly the finest salt we ever used. There may be as good, but I have never used it. It might interest you to know how we came to use it. For many years before starting our Creamery, I used English salt in my dairy, exclusively. Hearing of yours I sent for a sample, which was promptly forwarded, and we used it with our next churning. Although we used the same quantity we had always used, so much greater strength was there in your Windsor brand, that our butter was so salt that we could hardly use it. We then greatly reduced the quantity, and found it to work admirably, and consequently have used it ever since. When we opened our Creamery, Windsor Salt was at once adopted, and we have never had any reason to regret it. The barrels are well made, and being lined with paper it prevents any dirt or dust from getting in. This I consider a very important factor, and so long as you send us the same quality as you have been doing, it will require very strong inducements to cause us to use any other. You will of course understand from this that it was the Windsor Salt we used in our butter which took the Gold Medal at Ottawa in Sept. last.

(Signed) A. A. WRIGHT, Manager Renfrew Creamery Co., Ltd.

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