

THE CANADIAN GROCER

VOL. X

MONTREAL AND TORONTO, MARCH 13, 1896.

No. 11

**SELL
ONLY
THE
BEST!**

IN COMPETITION WITH THE WORLD

We have received the **Highest Awards Made.**

THESE substantiate our claim that

Colman's Mustard

IS THE BEST IN THE WORLD

Kippered 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 famed Aberdeen Fisheries.

For Sale by all Leading Grocers.

Marshall & Co.,

Spring Garden Works, ABERDEEN, SCOTLAND.

Walter R. Wonham & Sons

Sole Agents for Canada, MONTREAL.

VARSAITY CIGAR 5c. THE BEST IN THE MARKET

ALL THE LEADING WHOLESALE TRADE HANDLE SEAL OF NORTH CAROLINA SMOKING TOBACCOS

HOLD YOUR TRADE BY SELLING THESE FAMOUS BRANDS

THE ONLY TEN CENT CIGAR

Grocers ..

Who study to please
their customers keep
our

Table Salt

A pure nutty flavor-
ed Salt. Gives taste
to everything.

**The Canada
Salt Association**
CLINTON, ONTARIO

BROOMS ...

**B
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OUR BRANDS :

Imperial Gold Medal Victoria
Bamboo Carpet Standard Leader

A variety of sizes in each line. Give us a trial order.
Freight allowed to Ontario points in 5 doz. lots.

CHAS. BOECKH & SONS
Manufacturers. TORONTO, ONT.

Every Hotel and Restaurant needs

JOHNSTON'S

Fluid Beef Cordial

IN 20-oz. BOTTLES

Have you got some to supply the demand?

MAKES THE BEST BEEF TEA. ... ALWAYS SATISFIES.

THE JOHNSTON FLUID BEEF CO. MONTREAL.

ESTABLISHED A CENTURY.

Manufacturers to Her Majesty the Queen and H. R. H. the
Prince of Wales. Contractors to the Army and Navy.

DAY & MARTIN'S

Real Japan Liquid and Oil Paste Blacking



Several Prize Medals, 1st Order of Merit and Special Mention Melbourne
Exhibition, 1888. Certificate of Award, Chicago Exhibition, 1893.

Kid Renovating Polish.

Japanese Waterproof Blacking

Brunswick and Berlin Black,
for stoves.

Universal Harness Composition,
in tins.

Harness Oil, in bottles and
in bulk.

Kid Reviver, in tins (three sizes).

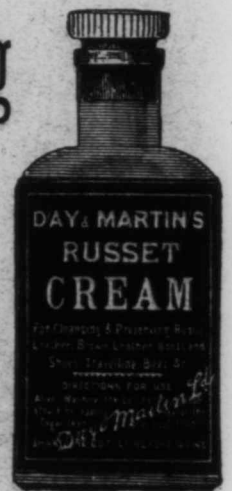
Patent Leather Polish (two sizes)

Polishing Cream (two sizes).

Brass Burnishing Paste (four
sizes).

Furniture Polish (four sizes).

Russet Cream for Brown Boots
(four sizes).



DUBBIN, INK, ECLIPSE GLOSS, AND POUCH BLACKING.

All of Superior
Quality

E. T. STURDEE, St. John, N.B.,
for Maritime Provinces.

CHAS. GYDE, Montreal,
for Ontario and Quebec.
TEES & PERSE, Winnipeg, for Manitoba and North-West Territory.

.....London and Liverpool.

MARTIN & ROBERTSON, Victoria and Vancouver,
for British Columbia.

Standard Goods THE **Best to Handle**

FOR
PURITY

Bi-Carbonate of Soda

FOR
STRENGTH



TRADE MARK

This brand is always reliable.

Highest test 98.⁵⁰/₁₀₀ % pure.

Made only
by

The UNITED ALKALI CO., Ltd., Liverpool.

"New Process" Soda, finest on the market.



"Thistle .. Haddies"

The Reliable Standard Brand.

The Finest Flavored Canned Haddies Put Up.

Far Superior to Salmon from a dietetic stand-
point, being much more easily digested.

FOR SALE BY THE WHOLESALE GROCERS THROUGHOUT THE DOMINION.

MONTREAL and TORONTO

A. P. TIPPET & CO.

ST. JOHN, N.B.

F. H. TIPPET & CO.

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.

For *Rockingham Ware*
Yellow, Bristol and Glazed Goods . . .



WRITE

BRANTFORD STONEWARE

MFG. CO. Ltd.

... Brantford

OTHER SPECIALTIES.

NOUGAT
RAHAT LAKUHM
ALMOND ROCK
EL MAHNA

CANADIAN SPECIALTY CO., Toronto.



WORKS: LONDON, W.C.

MEDALS AND DIPLOMAS.

PARIS
SYDNEY
MELBOURNE

ROSE & LAFLAMME, Montreal.

YUCAN

Is a . . .

Liquid Blacking

Manufactured from the very finest stock. No pains are spared in its preparation . . .



It gives a . . .

Beautiful Polish

with little or

No Labor.

NO BRUSHING IS REQUIRED.

OIL

It contains 55 per cent. of oil and will PRESERVE the LEATHER and keep it soft and pliable. It will reject snow or water, as it is a **WATER-PROOF BLACKING**. Does not rub off on the clothing.

BLACKING

It will turn tan shoes jet black. It will make old rubbers look like new. It will hold its polish for a week. **It is the cheapest to use.** Retail at 25 cents.

The F. F. Dalley Co. Ltd. - Hamilton

Tetley's Teas

The celebrated . . .

ELEPHANT BRAND of INDIAN and CEYLON

Teas, in pound and half-pound packets, has stood the critical test of the Canadian public for years, and still they lead . . .

LONDON
Eng.

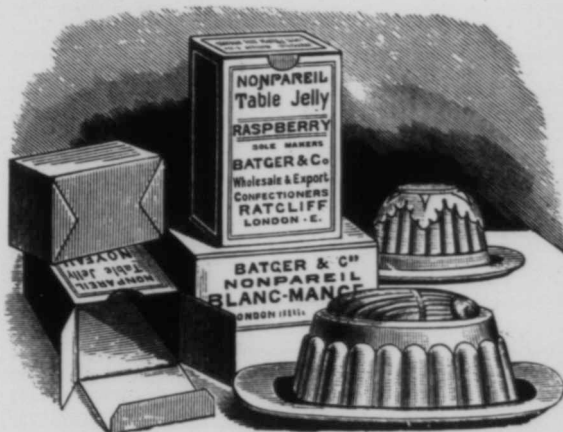
MONTREAL
14 Lemoine St.

TORONTO
128 Richmond W.

WINNIPEG, Hudson Bay Co.

PREPARE FOR

Easter Trade



Order from your Wholesale Grocer
an assortment of

BATGER'S TABLE JELLIES

ROSE & LAFLAMME Agents,

400 St. Paul Street

. . . MONTREAL

PAPER BAGS

Ours are as cheap in dollars and cents as those of any other make.

In quality of paper and workmanship they are superior to any paper bag made in Canada.

This makes them the best value for the money.

A fair test is solicited.

The **E. B. EDDY Co.** Ltd.

HULL

MONTREAL


TORONTO

The George Matthews Co. Ltd.

PORK PACKERS
HAM AND BACON CURERS



ESTABLISHED 1868
CORPORATED 1894

 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

Don't Stay! Always Go!

“REINDEER BRAND”

Condensed Milk

Evaporated Cream

“ **Coffees**

“ **Cocoa**

are being more and more appreciated and sought after by all classes.

BUY IN SMALL LOTS AND OFTEN



LI-HUNG-CHANG in the bosom of his family.

LI-HUNG-CHANG is all right, and has put on his yellow jacket and resumed business at the old stand. We have some of China's finest productions in Superlatively Choice Sifted Young Hysons; True Moyune Young Hysons, in Points and Small Make. LI prefers the Moyune, but Ping Suey finds favor with many, and can be bought to advantage from us. We have a fine assortment of China Blacks—fine goods

for blending or straight sales. If you want anything special in Indian Teas be good enough to let us know what it is and we will be pleased to compete for the business and send samples.

W. H. GILLARD & CO.

Wholesalers
Only

HAMILTON

SINGING THEIR PRAISES



He Knows a Good Thing.

Sell Boulters' ... Peerless

"LION" BRAND

CANNED GOODS

Only two lines of fruit left.
This speaks volumes for their

Excellence, Purity and Flavor.

WETHEY'S

CONDENSED



Mince Meat

A most delicious preparation, which keeps well, and is easily and quickly made up into pies, patties, etc. All wholesalers have it.

J. H. WETHEY, Manufacturer,
ST. CATHARINES

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

THE CANADIAN GROCER

Vol. X. (Published Weekly)

MONTREAL AND TORONTO, MARCH 13, 1896

(\$2.00 per Year) No. 11

DROPS FROM THE EDITOR'S PEN.

Bad roads make bad payments.

Cleanly customers will not cling to uncleanly stores.

It pays the grocer to keep a little "soft soap" in stock.

Good clerks are as essential to success in business as good goods.

A business to be permanent must not be built on a fake foundation.

A well fixed store is as essential to success as a well "fixed" merchant.

Etiquette is as much demanded in the store as in the drawing-room.

It takes a bold "ad" to win custom, as well as a brave heart to win fair lady.

It is to be hoped that when spring comes in she will be accompanied by a good brisk trade.

Method is the modus operandi whereby much work can be done in business building.

The drop of eighty cents per box in the price of "Surprise" soap was a surprise to the trade.

A well-dressed window is more profitable, and hence more desirable, than a well-dressed wife.

Observe the same regularity in the changing of your "ad" as you do in the changing of your linen.

It is not a difficult thing to create an ideal; but it is no easy task to create an ideal that is practicable.

It is nothing strange for a man to succeed under difficulties. The strangeness would be apparent if he succeeded without encountering difficulties. Difficulties may not

be a lubricant, but they induce the energy that is necessary to success.

Business may be fickle, but it is a more faithful rewarder of service than is the business of politics.

Merchants without organization, like a man without legs, make but slow progress against trade evils.

When an article won't sell it becomes a drug; but not, however, always qualified for the druggist's shop.

A government that is weak in business instincts can scarcely be expected to be strong in political acumen.

The merchant who keeps his shelves filled with dirty and dusty goods is eventually shelved by his customers.

An advertisement is not the business, but it frequently indicates what manner of business man the advertiser is.

It is indiscreet for a merchant to keep in his employ a clerk or salesman who cannot be allowed some discretion.

When a merchant closes his ledger he should close his methods which stock-taking has shown him to be pernicious.

With the opening of spring comes the desire of the merchant to close his store early. He should put his desires into practice.

Time waits for no man, and the merchant who does not keep up with it soon finds himself behind both his customers and time.

The study of how to make a favorable impression upon the various descriptions of customers is a part of the business curriculum.

The Dominion Government at last appears inclined to do something for Montreal

harbor. The black eye which Montreal Centre gave the Government recently appears to have brought it to its senses.

It is well for a business man to be quick in coming to a decision; but it is also well for him not to be too quick: He might "wind" himself.

Recreation is a part of a merchant's business as well as work behind the counter: It endows him with the vigor to do good work behind the counter.

While the commercial traveler is usually dignified, he sometimes becomes indignant because of the disturbing elements he encounters in his territory.

The young man who starts out in life with the idea of acquiring wealth suddenly should consult some old hard-headed business man before he gets much of a start.

Siberia, it is said, will be Europe's future granary. The name of Siberia is at present associated with dark dungeons, bleakness and starvation. It will be a relief to have it associated with something brighter and more humane.

He who starts out in life with no other wealth but that of mind and ambition is more richly endowed, both for this world and the next, than the average man who comes into the world with a gold brick tucked under his arm.

The Boston Retail Grocers' Association have decided not to allow members to participate in the death benefits if their dues are not paid up. The departed delinquent members will probably not turn over in their grave thereat.

There are 340 different specimens of timber trees on the North American continent, 121 of which are within Canadian territory. It is no misnomer to call Canada a wooden country, and she will not wax indignant at being so dubbed.

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THE STORM IN THE TEACUP.

"Oh that mine adversary would write a book."

WELL, he has not done so, but he has made a confession. The leading importers of China and Japan teas in New York have admitted, in a report to Congress, that they are unable to supply the country with clean, uncolored teas. Does not this also imply that they have been importing bad and filthy teas for years?

The difficulty, they now admit, has not arisen suddenly. Importers into England, Australia, Canada and many other countries found it out long ago.

It were a curious question to inquire into the subtle probings of the importing mind which prompted this confession at this juncture. Can it in any way be connected with alleged holdings of immense stocks of cheap Amoy, as some cynics assert, or has the importing conscience been stirred by parallel movements in municipal government tending towards purification of the streets, closing of saloons and brothels, the weeding out of police, etc.? There is no doubt when a sudden enthusiasm for cleanliness and purification sets in, it sweeps, by eddies and side currents, into channels which it was hardly expected to reach.

Explanation of the phenomena might well be sought in that direction, but we are inclined to ascribe it rather to bitter disappointment on the part of the small importing body, because after honest and strenuous efforts maintained for years to procure clean and wholesome teas from the far Orient, they find it is impossible. The habits and circumstances of the owners of the small tea gardens in China and Japan are such that cleanliness in manufacture is unattainable. The temptation to color teas artificially by the addition of plumbago and many other substances is irresistible, and, in the absence of rolling and firing machinery, these operations must be carried out by filthy and sweating hands, arms and feet, often covered with gangrenous sores. No wonder that one of these importing gentlemen says: "The tea-tasters would as soon quench their thirst from a Chinaman's bath as swallow the stuff they supply to the public."

But, as these importing gentlemen have now made confession, we must credit them with the intention of amendment; and, setting aside the question of why they have so long clung to these unclean teas, let us see whether there is any truth in the alleged difficulty of obtaining the pure and wholesome article. At the price they admit such teas have been sold wholesale, viz., 10c. per lb., we at once admit the difficulty. From 10c. abstract profits here, charges in importing from China, export duties there, which are heavy, cost of re-firing and packing at shipping port, profits of middlemen who buy the teas from the small farmers in the interior, transports from interior, etc., and it will be seen that its original grower

cannot get 2c. per lb. for his tea. Can Japan or John be blamed if for such a price he is not over-concerned as to the quality?

The average amount of leaf gathered daily by a laborer is about 16 lbs., which gives 4 lbs. of dry tea. Supposing the wage paid be only 4c. a day, this reduces the grower's price by half, or leaves him 1c. per lb., and it is well known that this is about the amount he gets on an average.

The Chinaman's garden is anything, from a quarter of an acre upwards. The European planters in Ceylon and India own gardens running from 200 acres to thousands of acres. On these they erect large factories equipped with rolling, firing and sifting machinery. The fully equipped factory costs about \$40 per acre on planted area. Good Ceylon teas, grown on a large scale and manufactured by steam-driven machinery, cannot possibly be laid down in New York at a price which would enable importers to sell at wholesale at 10c., nor even at 12 or 14c. Very low grade teas, unsuited for the English market, are occasionally brought over and sold here at 12 to 14c.; but, excluding dust and fannings, which are little used here, the average price of clean machine-made tea in the London wholesale market is about 9 to 10d., while fine teas may run up to 1s. 6d. or even 2s. Fair average teas can be landed here at 18 to 22c., and might well be retailed profitably at less than 50c., which the importers of China and Japan teas say is the usual retail price for the trash they admit they sell wholesale at 10c. If importers are sincerely anxious, as they aver, to supply the public with pure tea, they will not grudge the prices mentioned at which the teas can be procured without any difficulty; and, seeing that from their greater strength such teas go nearly twice as far as Japan or China, much less being required in the pot, they are really more economical than the cheaper colored teas.

The following figures show that pure teas are making their way in the world:

From Ceylon 13 years ago 11,000,000 lbs. were shipped; in 1895, 98,000,000, of which 78,000,000 were consigned to England, and 20,000,000 to other countries. In 1879, 126,000,000 lbs. of China tea were consumed in Great Britain; now the quantity is about 26,000,000 lbs.; yet the total consumption of Britain is some 80,000,000 more than in 1879.

In the United States and Canada the following figures show that the people are beginning to discriminate and follow the lead of other countries in buying Ceylon teas.

1892	3,200,000
1893	4,200,000
1894	5,380,000
1895	9,280,000

Tea is a soothing, upholding and invigorating beverage; and drinkers of it should buy the best, say from 60c. to \$1 per lb. Of

these pure teas, as they are very strong, much less should be put into the pot, and the tea should be poured into the cup within four minutes.

People accustomed to China and Japan teas may not like the first cup of pure machine made tea, because of its novelty; but the second they will find tolerable, and after the third they will want it, and there will be no relapse.

G.C.C.

New York, March 10, 1896.

THE BRITISH EGG TRADE.

We are glad to learn as the result of inquiries among shippers that the export trade of Canada continues to work into steady, regular lines, and was last year more satisfactory than in previous years. One large shipper is himself leaving for Canada in April to make further and extensive arrangements for supplies, and nothing could well be more significant of his opinion of the Canadian trade. Another large importer reports that his firm have had several consignments from Canada, both fresh and pickled, which were disposed of advantageously to the shippers. The mode of packing and size of the case are, he reports, just what is wanted; and, provided the quality be maintained, a large business should be done.

The returns of the Board of Trade show that of the 12½ million great hundreds which the United Kingdom imported in 1895, Canada supplied less than half a million; Germany led with only 3½ million; France came next with 2¾, Belgium 2½, Russia, 2¼, and Denmark 1¼ millions. Still the Canadian trade is, of course, a young one, and it evinces clear signs of advance, as these figures of British imports from Canada show:

	Quantities.	Value.
1893.....	Great hundreds 207,374	£75,506
1894.....	" " 254,604	92,644
1895.....	" " 436,903	156,653

—Canadian Gazette, London, Eng.

A BRACE OF 'EM.

The Reporter, Kincardine, of March 5, had these two items:

Mr. Joseph Watt, better known as "Gentleman Joe," representing the well-known firm of Geo. Watt & Sons, Brantford, was in town Wednesday.

Hughie Hickey, well and favorably known, representing the leading wholesale grocery house of Canada, Messrs. Lucas, Steele & Bristol, Hamilton, was in town Wednesday.

CANADA TOOK A SLICE.

Following is a statement of exports of dry sugars from Manila, Iloilo and Zebu during the last three years:

	1893.	1894.	1895.
	Tons.	Tons.	Tons.
Great Britain.....	63,191	42,445	60,980
Continent of Europe.....	4,344	4,292	3,947
United States.....	61,103	36,419	49,155
Canada.....	19,610	20,465	19,022
Australia.....	200
China and Japan.....	75,663	70,269	71,806
Totals.....	223,911	173,890	205,110

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1,806
15,110



THE MECCA

How Pleasing

To the lady of the house, when entertaining her friends in a cup of coffee, to have the satisfaction of knowing that she is presenting them with one of the choicest and most popular brands of goods now being sold throughout Canada.

Its strength will surprise you; its perfect flavor and aroma will delight you; it will save you many a disappointment by handling these goods; there is nothing that detracts from the pleasure of the breakfast table so much as a remark that the coffee is very poor. This difficulty will never occur when MECCA COFFEE is used.

These goods have had to line up and take their stand side by side with all the popular brands now offering to the public; and what has been the result? MECCA stands to-day as a Giant whose popularity is the envy of rival competitors, the admiration of all lovers of this cheering cup.

Our experience of many years has taught us that there will always be a demand for high grade goods.

John Smith, of Tonawanda, can endorse anything from a baking powder to a horseless carriage without injury to himself and without much help to the article endorsed; but when hundreds of the foremost grocers

of Canada to-day are sending us orders for MECCA COFFEE we feel that we have in our possession a brand of goods that we can sincerely recommend as a leader to all grocers who delight to please their customers.

You cannot procure any commodity in your line that will be productive of so good results as MECCA COFFEE.

We respectfully await your solicitation for a sample, which we will have pleasure in forwarding with despatch. These goods are carefully packed and sealed in 25-pound tins, and always fresh, as we roast every day. This will always guarantee you fresh goods.

Controllers of the famous brands of
Mecca and Damascus Coffees.

Also agents for the celebrated
**Ram Lal's Pure Indian Tea and
Bensdorp's Royal Dutch Cocoa.**

JAMES TURNER & CO.

HAMILTON, ONT.

Just Received in Store

Two invoices of Young Hyson Teas from China—true Moyune flavor—will be sold cheap. See samples before buying elsewhere. Also to hand, extra values in Ceylons and Assams.

BALFOUR & CO.

Wholesale
Grocers

Hamilton, Ont.

HE IS A RARITY.

Dollars are often made by reading one issue of a live trade paper, and yet there are merchants who begrudge two dollars for fifty-two issues—CANADIAN GROCER.

Very few merchants can be found who do this. It is the age of progress, and the tradesmen of the present generation are coming to see that their lives can be made immeasurably easier by culling from the best trade journal they can find the voluminous and valuable information therein contained. It is actually almost as bad for a grocer of the present day to attempt the grocery business, and expect to reach its highest possibilities without a good trade journal at his elbow, as it would be for a lawyer to attempt to practise law without reading Blackstone. The law of the land prevents the latter; the law of the survival of the fittest will prevent the former.—Grocery World.

THE CURIOSITIES ARE FEW.

Merchants who consider they can do without a trade paper are as mariners who fancy they can dispense with the compass.—CANADIAN GROCER.

This is right in the majority of cases. Once in a while, however, you come across a grocer who lives under the blind luck that seems to accompany some people through life. He could probably get along, not only without the trade paper, but several other

things which the average grocer has to have. But these curiosities are few.—Grocery World.

WOODSTOCK BOARD OF TRADE.

At the annual meeting of the Woodstock Board of Trade the following officers were elected for the ensuing year: President, John White; vice-president, R. W. Whitelaw; secretary-treasurer, J. G. Wallace. An effort is being made by the Board to have the instalment system of tax collections introduced. Pressure is also being brought to bear on the Town Council looking towards the erection of a new fire hall.

THE CARIBOO RAILWAY.

It is understood that the long talked of railway between Ashcroft and Barkerville, which will have the effect of opening up the great Cariboo country, is much more nearly an accomplished fact than many people imagine. The report is that negotiations are progressing for the acquisition by the C.P.R. of the plant of the narrow gauge railway which formerly connected Lethbridge and Dunmore (the Galt railway, as it is perhaps more favorably known). The rolling stock is an extensive and valuable one, and has been lying idle ever since the gauge of the Galt road was widened. The construction of a railway of the description proposed

is much less expensive than that of one of the standard gauge, the cost of rock cutting and excavations being very much lower. We have always believed that the Cariboo railway would be an early development and with its construction and operation better days than those of old will be seen in Golden Cariboo. The C.P.R. people, with all their faults, have enterprise, which others would do well to emulate.—B. C. Commercial Journal.

DEM WATERMELONS.

Few people, remarks an exchange, are aware of the magnitude of the watermelon industry in the South. Thomasville, which is centre of the watermelon district, covers an area of 150 miles square. It includes the south-western portion of Georgia and the northwestern portion of Florida, and when the season opens the freight departments of the railroads in this section move their headquarters to Thomasville, and the telegraph company sends down five extra operators to handle the increased business occasioned by the purchase and shipment of the crop. The season lasts about two months, beginning with July and ending with August, and last year between 9,000 and 10,000 carloads were shipped outside the State, carrying an average of 1,200 melons to a car, which makes a total of about 11,000,000 melons contributed to the northern and western appetite. About 52,000 pounds of seed have been harvested in one season at Monticello. One grocer declares that he has sold more than \$1,500 worth of seed in one month.



We receive monthly shipments, and can fill orders promptly from our stock.

THE HUDSON'S BAY CO.

WHOLESALE
SELLING AGENTS

WINNIPEG

DAVIDSON & HAY

WHOLESALE GROCERS

TORONTO

Mail orders
given our
best
attention

We are whole-
sale agents
for
KURMA TEA

Buckwheat That's All Buckwheat

Some buckwheat flour is about half buckwheat, and mighty poor buckwheat in that half of it. Ours is 100 per cent. buckwheat, fresh ground—just from the mills—just right, or your money back.

THE TILLSON COMPANY, Ltd., - Tilsonburg, Ont.

When a Man . . .

Comes to you and asks for a brand of Canned Salmon that you can recommend, you are always safe in handing over

FLAG-SHIP SALMON

Backed by the Packers' Guarantee and your own knowledge of the goods you have nothing to fear. There are no better goods than ours.

ROBERT WARD & CO., Ltd.
Sole Agents
VICTORIA, B.C.

Canadian Pacific Packing Co.

LULU ISLAND, B.C.

TRADE CHAT.

BLACK & McCANCE, grocers, St. Thomas, will occupy Henry Lindop's new store on Talbot street, the premises lately occupied by the Gas Company.

Bread is up one cent in Toronto.

W. W. Groom, commercial traveler, London, is dead.

The entrance fee to the Winnipeg Board of Trade has been reduced from \$25 to \$10.

The Law Amendments Committee of the Manitoba Legislature has thrown out the proposal of the Winnipeg City Council to impose an income tax.

Most all the Chance Harbor, N.B., fishermen have about given up lobster fishing here, they being so scarce. The price remains strong, Eastport buyers giving 20c. for "shippers."

At Qu'Appelle, the other day, James Scott died. He was one of the leading business men in that section. Deceased was born in Palmerston, Ont., and sixteen years ago moved to the west. Mr. Scott leaves a widow and nine children.

"The general business outlook for the province," say a British Columbian, "is decidedly better than it has been for some time. Although the actual material improvement may not be very great, the indications of a change for the better are visible. That

the demand for all commodities is increasing is shown by the larger collections at the Custom houses at Vancouver and Victoria."

The following are the Customs returns for February at the port of Stratford: Imports—Free goods, value, \$22,729; dutiable goods, value, \$17,472; duty collected, \$3,571.07; export value, \$30,038. The Inland Revenue Department, Stratford division, shows a revenue for February of \$3,715.55.

Here are some of the sources of Newfoundland's wealth: The money value of the crop of codfish and its products ranges from \$4,000,000 to \$6,000,000. Add another \$2,000,000 for annual export values of other descriptions of fish, and another \$2,000,000 for metallic ores and other descriptions of merchandise.

Mr. and Mrs. Thomas Kelleher have removed to Stratford from Hamilton. Mr. Kelleher has been engaged to travel for D. S. Perrin & Co., biscuits and confectionery, London. His territory will comprise Perth, Waterloo and Wellington counties and the Warton branch of the G. T. R.

Fire broke out in the Cole block, Castleton, Ont., early Sunday morning, burning the Cole block, occupied by Newman Bros., as dry goods store; Jacob Moore, grocery; Williams block, post office and telegraph office, grocery and dwelling, and H. Manning's watchmaker's shop. The Cole block

was valued at \$4,000; nearly a total loss. Jacob Moore, stock, \$500; total loss. Burton & Ness, total loss to house. Williams' block, \$2,000; Williams' grocery stock, \$500.

The Tecumseh Salt Co., with a capital stock of \$30,000, has been incorporated. The business office is at Ecorse. The incorporators are: Alonzo Raymond, trustee, 14,995 shares of stock; Alonzo C. Raymond, 3; John C. Donnelly, 1, all of Detroit, and Ernest H. Henderson, 1, of Windsor.

A petition, accompanied by a circular letter, signed by Wm. Morris and J. A. Camirand, as Mayors of Ascot and Orford respectively, is being circulated in the Townships, asking the Ottawa Government for a bonus of three cents per pound on butter made in creameries during the winter months.

Matthew Hutchinson, member of the firm of Ogilvie & Hutchinson, flour millers, and manager of the Goderich branch of the business, died on Sunday after a lingering illness. Deceased was born in Ayrshire, Scotland, in 1827; came to this country with his parents in 1833. His mother was a sister of James Miller, founder of the Allan Line of steamships. He was married in 1854 to Helen Ogilvie, sister of the Messrs. Ogilvie. He went to Goderich in 1874. When the big mill was completed he entered into partnership with Messrs. Ogilvie, his brothers-in-law.

"There Are Others" —

Of course there are!! But is there any other like this??



Harmless. Does not discolor the shells. Costs less than 1/2 cent per dozen to preserve the eggs. Requires no looking after. Anyone can use it. We offer a fitting guarantee to every user. We have tried the "PRESERVER." We made a 13 months' test, and competent judges declared the eggs to be fresh when broken. That's why we guarantee

KNOX'S EGG PRESERVER

After you have used it once you will always use it. You can sell it to many of your customers, to whom it will come as a great boon. It will make money for them and for you. Order from all wholesale houses.

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We take pleasure in announcing that we have been appointed
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Carr & Co., Carlisle, Eng., Biscuits
Dandicolle & Gaudin, Bordeaux, France, Preserved Vegetables, etc
Maison Bordin, Paris, France, Olives, Anchovies, etc.
Blondeau & Cie., London, Eng., Vinolia Soaps and Toilet Preparations
Walter Hubbard, Glasgow, Scotland, Rusks
James Marshall, Glasgow, Scotland, Farinacious Foods
J. B. Buchannan & Bro., Glasgow, Scotland, Jams, Marmalades, etc.
J. Stauffer & Cie., Enghien, Belgium, Soups and Infants' Foods
Lorimer & Co., London, Eng., Sauces
Chancellor & Co., London, Eng., Macks Double Starch, etc.
J. McKay & Co., Edinburgh, Scotland, Kola-Cafe and Gelatine

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QUEBEC AND BRITISH COLUMBIA Agents for

Mazawattee Tea Co., London, Eng.. Mazawattee Package Teas

The goods manufactured by firms are unsurpassed in quality, and in price will be found to compare favorably with those of inferior make.

Our travellers will be on the road shortly with a full line of samples and we bespeak for them your valued orders.

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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.

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THE SYRUP TARIFF.

THERE are times when the burdensome character of the syrup duty is more in evidence than at others. The present is one of these times.

The refineries have no dark syrups at all to offer, and some of them have even no brights. Dark syrups they have scarcely at any time. This fact is particularly annoying when there is a demand for them. And there is a demand for them at the moment.

In spite of the fact that dark syrups cannot be had in the country, the duty practically precludes their entry into the country.

The duty on syrups is a specific one of equal to 10½c. per gallon. As far as bright syrups are concerned there appears to be no serious objection to the duty. It is in regard to the dark syrups that the indignation goes out.

About the lowest priced syrup that can be got at the moment from the Canadian refineries is a bright at 36c., Toronto, per gallon, while the lowest price the wholesalers have been paying for some time is 28c. per gallon.

Now, while the lowest price Canadian wholesalers have been paying for some time is 28c. per gallon, a very fair syrup can be obtained in New York at equal to 14c. per gallon, imperial measure. But this syrup, with freight and duty added, would cost practically the same as the twenty eight cent domestic article, allowing 10½c. per gallon duty and 3c. per gallon freight. This means a duty of over 70 per cent., while on a lower grade it would of course be higher.

Although an odd lot of American syrup is now and then brought in, a duty of over 70 per cent. is obviously prohibitory. Consequently people are compelled to use a high-priced syrup or go without.

If the home refineries produced even a fair quantity of medium or dark syrups, and sold

them at a moderate price, there would not be much cause for complaint.

It is of little matter to a people whether a duty is high or low as long as the home product is reasonable in price. In the matter of syrup, however, the duty is not only high, but the home refineries, conscious of the helpless condition of the trade in the premises, refuse to supply what they know the tariff prevents from coming into the country.

Were dark and medium syrups deleterious, there would be some excuse, but they are not; that is, at any rate such as the trade in this country want.

As there is a large constituency in this country—the poorer people—with whom dark syrup is a staple product, it is obvious that the duty bears most heavily upon those who are least able to bear it.

The grocery trade of the country do not begrudge the home refineries a fair meed of protection, but they do object, and that strongly, to a protection that permits them to deprive a goodly portion of the people of a staple article of food.

No one desires to see the home market made the dumping ground of inferior American syrups, but it should not be a difficult thing to so re-arrange the tariff that Canadians would be able to import dark syrups at a reasonable rate of duty when they cannot procure them at home.

The Canadian refineries treat consumers well with regard to sugar: they produce the best sugar in the world at a reasonable price. Would we could only say they were as considerate in regard to syrups.

The evil is so obvious that it is only a question of time before it will be removed.

METHOD OF SELLING TEA.

THE contracts placed this spring at Montreal for early May Japan teas are away behind those of the corresponding period last spring.

Each succeeding spring seems to entail a decrease in the volume of these forward sales of high-priced, early Japan teas.

Two or three years ago Montreal sales agents thought nothing of booking 100-chest orders for high-priced Japan teas. Now the maximum length that the majority of buyers will go is 25 to 30 chests.

Of course there are houses in Montreal who still buy largely at one time, but they are the exception, not the rule, and the market, to use the expression of a leading broker, is becoming more and more of a peddling one each successive season.

This condition is attributable to various causes. Probably the most influential is that the taste of the mass of the consuming public has been educated to accustom itself to a low or medium priced tea. Another circumstance that has led to diminution in the desire to place forward contracts is the fact

that very frequently buyers found they were out of pocket by so doing.

It has often happened during the past two or three years that jobbers after stocking up pretty fully had the unpleasant experience of witnessing competitors filling their wants on the market in Montreal at a laid-down price considerably under what their tea cost them. They would not be human if they did not then and there declare that they would not be taken in again.

Unfortunately, some brokers are not entirely free from the accusation that they did not take advantage of their own customers in this way. Considering all the circumstances, therefore, it is not surprising that wholesale houses do not care to load up ahead, when, as above noted, the operation may mean a serious loss to them.

Another point also worthy of notice is the growing inclination to do away entirely with "credits," and sell tea laid down on sample in Montreal or elsewhere, as the case may be. This method obviates the possibility of disputes and legal complications that so often arise to the detriment of the good feeling that should exist among traders.

A case in point may be cited, when, the other week, a leading Montreal wholesale firm went to the length of taking out a capias against a seller. The matter was ultimately settled, but such occurrences are not creditable to the good name of the trade.

With the new method—and it may be said that one or two agents are adopting it entirely this spring—the teas being sold laid down, if not according to sample, can be refused, and that ends the matter. This will certainly be better all round than the old method.

AN OLD FIRM RETIRING.

THE firm of Kinloch, Lindsay & Co. is one of the landmarks of the wholesale grocery trade in Montreal, and it will be learned with regret that this old landmark is to disappear. This is made necessary by the determination of Wm. Kinloch, the senior partner, to retire from the cares and worry of active business life.

Mr. Kinloch has certainly earned an honorable retirement, being, so to speak, the "Dean" of the trade in Montreal, entering into active business over 53 years ago. Since that time he has been constantly associated with the management of the house, which financially was one of the foremost in the Dominion, its large capital enabling it to do more of a large wholesale supply than a purely jobbing trade.

The junior partner, Wm. B. Lindsay, is the senior of the great majority of the present members of the trade also. Both gentlemen are among the wealthy men of Montreal, as they retire with handsome fortunes.

It may be remarked that Mr. Lindsay has not yet definitely made up his mind to retire

entirely from trade. He has not yet decided what he intends to take up, but if he does, as he himself put it: "It will be something connected with groceries, as I don't profess to know very much about anything else."

The stock of the firm is being gradually disposed of, and when this operation is concluded the business will be wound up.

TRADE ON THE NORTH SHORE.

MR. A. M. PARKINSON, of Trout Creek, has been paying his annual visit to the east. He was in Toronto on Friday last.

"We have had a good winter," he said in reply to a query of mine. "Trade has been good and the outlook is bright. And we have had some pretty cold weather. Two weeks ago last Sunday the thermometer registered 48 degrees below zero. But we don't feel the cold so much. You see, when we get these heavy frosts we do not get any wind."

"How have lumbering operations been this winter?" I asked.

"Good; there has been a lot of stuff got out in the woods this winter, and our mills expect a pretty busy spring and summer. We have four mills, but one of them did not run last season; neither will it this. Our largest mill employs about twenty-five men."

"Is there much done in pulp wood around Trout Creek?"

"We have cut and shipped a good deal in the past; but there will be nothing done in it this year. Prices are too low and freight rates too high. The best we can get to-day is \$6.50 per cord, delivered at the mills, Niagara Falls, N. Y. Out of that we have got to pay \$3.50 for freight alone. This leaves only three dollars for cutting the wood and getting it on the cars, etc. The wood cannot be got out for the money. People did do it when they had nothing else to do; but they have lost money. And this year there will be nothing done. A good deal of what was got out last year is lying on the owners' hands rotting. About 2,500 cords of last year's cut is lying at South River. We have not so much at our place. We hold two or three hundred cords, and cannot find a purchaser."

Then Mr. Parkinson animadverted upon Trout Creek. "The town is going ahead nicely. When I went there six years ago, there was a small store and one hotel. Now we have four stores, three hotels, three churches, two blacksmith shops, a jewelry store, a millinery store, a harness shop, and a new school house that cost two thousand dollars. The town has done remarkably well for the time. It is the trade centre for the country for forty miles around."

Mr. Parkinson, who carries on a general business at Trout Creek, left for home on Saturday.

BRITISH SUGAR IN TORONTO.

SUGAR of British production has been received into stock by some of the Toronto wholesalers during the last few days.

It is pure cane and is about the same quality as Canadian refined dark sugar.

The wholesale price is a shade less than the Canadian product of the same grade, notwithstanding that the importer had to pay a duty of \$1.14 per 100 pounds. The sugar will net the wholesaler about the same profit as the Canadian refined.

The importation of British sugar was only made possible after the recent advance on the Canadian market.

It is some years since British refined sugar was seen on the Toronto market, although it is not so much a stranger in other parts of the country.

The Trade and Navigation Returns show that during the fiscal year ending June 30 last the Dominion imported for home consumption 1,163,706 pounds of British refined sugar. Besides that we took 4,572,123 pounds of German refined, 2,907,122 pounds of China and 372,625 pounds of United States refined sugar. We also received small quantities from Australia, British West Indies, Hong Kong, Austria, Belgium, Holland, Spanish and West Indies. Our total imports of refined sugar last year for home consumption were 9,188,730 pounds, valued at \$289,093, on which a duty of \$63,462.42 was collected.

In 1894 the imports for home consumption of sugar above 14 Dutch standard and sugar syrups derived from refined sugars, all told, only aggregated 2,816,445 pounds, valued at \$116,444.

The present duty of \$1.14 per 100 pounds on refined sugar was put on after the close of the fiscal year, so that we can confidently look for much smaller importations in 1896 than in 1895. Besides the influence of the duty, it is quite certain that the unpopularity which the German granulated earned for itself will preclude its being imported into Canada again in large quantities.

A DISHONEST PRACTICE.

THE CANADIAN GROCER is informed that some of the retail merchants in the country are in the habit of using the boxes and jars of the Adams & Sons Co. as a receptacle for other gums.

The practice cannot be too strongly denounced. The object is clearly to delude people into the belief that they are buying Adams & Sons Co's gums when it is some other they are getting.

The gum may be just as good as that made by the firm whose jars and boxes are used: The question of quality is not so much an issue as the deceptive methods employed. But this fact is patent: the

Adams Co.'s jars and boxes would scarcely be employed as a medium for selling Tom, Dick and Harry's gums if their gums were not superior in quality.

The good coin is not an imitation of the spurious; it is the spurious that is the imitation of the good.

The reputation possessed by Adams' chewing gums has been obtained after years of toil and the expenditure of much money, and it is annoying to them to see a lot of cuckoos come along and settle in the nests which they have made.

Retail merchants should not, either of their own volition or through the inspiration of interested persons, permit themselves to be any longer the medium of these frauds.

No honest retailer will. To sell other chewing gums out of Adams & Sons Co.'s jars or boxes is first of all a deception on the public. But it is doubly injurious to the firm that is the victim of this practice: They at the same time lose business, and are utilized to sell the products of competitors, while, furthermore, every person who is led into believing he is getting Adams' gums receives the impression that their gums are deteriorating in quality.

HOW TO COOK CALIFORNIA FRUIT.

Mr. Geo. W. Solomon, representing J. W. Teasdale & Co., California dried fruits, nuts, etc., St. Louis, Mo., was in Toronto on Tuesday looking up business, in company with the firm's Toronto agent, Mr. James Haywood.

"The consumption of California dried and evaporated fruits is increasing wonderfully in Canada," he said; "and I find it is much easier to sell goods than it was a year ago. The great trouble, however, is that you people over here do not know how to cook California fruits. They, as a rule, undertake to cook them in the first water. This should not be done. The fruit should first be soaked eight or ten hours. After that the water should be turned off, fresh water put in and the fruit soaked for another six or eight hours. It is not, however, imperative that the fruit should be soaked as long as that the second time, but it is better. In the second water the fruit should be cooked by being allowed to slowly simmer. My reference to the length of time the fruit should be soaked in the second water applies more particularly to high class goods, which are full of sulphur. You know California fruits are bleached in sulphur. White nectarines will have twice as much sulphur as apricots, and fine bright peaches will have more sulphur than dark ones. The whiteness of the goods is in proportion to the quantity of sulphur used. The object in taking off the first water is to 'get shut' of the sulphur. There is no sulphur in prunes. Sulphur is only used in peaches, apricots, nectarines and silver p'ums, and the brighter the goods the more sulphur is there in them."

APPLE TRADE RETROSPECT.

THE export apple trade is still in an unsatisfactory condition. Cables received by Toronto exporters state that the market is this week one shilling higher, but even at the advance shippers are losing money. A mail advice under date of Liverpool, February 29th, stated that exporters were losing "a pot of money."

The chief cause of this unsatisfactory condition is the fact that many of the Canadian apples have been arriving on the English market in a "spent" condition due to the unseasonable character of the early part of the winter. The demand is good in Liverpool for choice apples, but the presence of so much inferior fruit has sadly affected the average of prices.

The quantity of apples being shipped is comparatively small. The aggregate quantity which last week went out from Canada on British account was 4,077 barrels, about 50 per cent. less than for the same time a year ago.

A good many apples have, however, gone out of the country this season. Many more in fact than it was six months ago thought possible.

The fact of the matter is that a general effort was made by exporters to belittle the quantities of apples that they had bought and stored. THE CANADIAN GROCER hears of one man, for instance, who had bought something like 300 per cent. more than he professed to have bought.

The result of this was that up to December 1 last the exports of apples aggregated more than the original estimates of the total crop.

In spite of the large crop of apples that the United States had in 1895 that country last fall took a great number of Canadian apples largely on speculative account. One Chicago firm alone is credited with purchasing about twelve thousand barrels of Canadian apples, while others took from four to ten thousand barrels each.

The secret of it is this: Large as the United States crop was, a good portion of it consisted of the Ben Davis variety. That apple, though to the eye everything that can be desired, is neither first class for cooking nor eating. Consequently there was a demand for Canadian Spies, Greenings, Bellefleur's and Talman Sweets.

At the moment the English market is the only one that is receiving attention from Canadian exporters, but, as has already been noted, with anything but satisfactory results.

WHY THE TRADE INCREASED.

"I see," remarked a well-known business man, "that Mr. Devereux, in his interview in last week's GROCER, says that the growth of the Ceylon tea trade with Canada was due to the very fine values that were offered on

direct shipments from Colombo. I agree with him, but only in part. He should have said on account of the good values and judicious advertising in THE CANADIAN GROCER by W. Mackenzie, the representative of the Ceylon Government." Of course, I quite agree with Business Man.

A TALK ON CEYLON TEAS.

MR. W. MACKENZIE, of the Ceylon Tea Association, Ceylon, paid a flying visit to Toronto on Wednesday, returning to New York in the evening. Shortly before he left I had the pleasure of a few minutes' chat with him at the Queen's Hotel. Mr. Mackenzie is an enthusiastic and energetic promoter of the Ceylon tea trade. Naturally it was upon this subject that I interrogated him.

This is Mr. Mackenzie's third visit to the American continent during the past thirteen months. He came out in February, 1895, merely to spy out the land. On that occasion he forwarded a report to the Ceylon Government, the result of which was that a man was sent to the United States to begin operations. In August last Mr. Mackenzie made another trip to the American continent.

"When," he remarked to me, "I suggested, in August last, to the merchants in New York, that they should stock Ceylon tea, they simply laughed at me. Now, however, many of these American firms are taking these teas in hand—or, as you say here, handling them—who last year never dealt with them unless to fill an order. They said it was against their vested interests in China and Japan."

"Is the tea acreage increasing much in Ceylon?" I ventured.

"You understand," he rejoined, "Ceylon is a small country, and, consequently, our possibilities are limited. India, on the other hand, is a continent in itself, with a teeming population, and its resources are unlimited. At present 200,000 acres of tea lands are under cultivation by European capitalists, and all the tea is machine-made. There are more available lands, but they are held by the Government, mainly with a view to preserving irrigation, and partly, perhaps, to prevent over-production."

Referring to the altitude of the tea plantations, Mr. Mackenzie said: "It is when you get over 5,000 feet above the sea level that you obtain the finest tea. At 4,000 feet you get good tea. The tea plant is hardy. It will grow at the sea level at the equator, or at 7,000 feet above the sea level 30 degrees north of the equator, at Darjeeling, where for weeks at a time snow is on the ground. The largest quantity is raised at the low elevation, but the finest flavor is obtained on the highest elevation, and strength and quantity from the lowest, where the climate is more favorable to forcing the plants."

"It has been charged," I remarked, "that

there is deterioration in methods of making tea in Ceylon. What is there in it?"

"Nothing," replied Mr. Mackenzie, with the air of a man who considered such a charge absurd. "All our teas are made by machinery, and our methods are the same as they were ten years ago, with this difference: we are always improving our machinery. Then, as to Ceylon tea; maintaining their popularity among those who drink them. They have in England, they have in Australia, and why should they not here? People do not like their flavor at the first attempt. At the second attempt they begin to like them, and at the third attempt would not do without them. The reason they do not like the flavor at first is because it is the natural flavor, while they have been used to the imparted flavor which is given other teas."

"What is the outlook for the coming crop?" I queried.

"The official estimate of the coming crop is 102,000,000 pounds. Last year the total crop was 99,000,000. But there is a slightly larger acreage, some plants that in 1895 were not fit to give a crop having matured."

Then Mr. Mackenzie became reminiscent. "Thirteen years ago Ceylon exported 1,000,000 pounds of tea; last year 99,000,000 pounds, 78,000,000 pounds of which was taken by Great Britain."

"There is not much tea consumed in Ceylon, is there?"

"No; probably not more than half a million pounds annually. The natives, like the negroes on this continent, drink chiefly coffee."

"Have the hard times of the past few years affected Ceylon?"

"Not noticeably so. You know, we produce practically nothing but tea and coconuts, and our trade in these has increased. Yes, we export a little plumbago, but our coffee trade does not now amount to much: it has been supplanted by tea. Ceylon's exports of coffee touched in one year the total of one million cwt., but now it is only 30,000 cwt. per year."

Mr. Mackenzie was accompanied by Mr. Blechynder, representing the Indian Tea Planters' Association.

GROCERY TRAVELERS.

The Montreal Wholesale Grocery Travelers' Association held its regular monthly meeting Monday evening at the Monument National, with Elzear Massicotte, president of the association, in the chair. After some routine business had been transacted, the committee which had been formed to organize the musical party, which was given the 11th of February, presented its report. The soiree was a success from every point of view, so much so, in fact, that the association is organizing one for the week after Easter. A vote of thanks was passed to the president and to the members of the committee on the motion of W. Lajeunesse, seconded by Dr. F. X. Plouffe and Mederic Perras.

DRUMMERS AND RAILWAY RATES.

THE conference of the Dominion Commercial Travelers' Association delegates and passenger agents was concluded Monday at the Windsor Hotel, Montreal. In the absence of Lieut.-Col. Massey, the vice-president, Max Murdock, presided. The delegates spent the first hour in arranging and discussing business in connection with the requests about to be made to the railway representatives, after which Messrs. McNicoll and Ussher, of the C.P.R. and N. J. Power, of the G.T.R., were introduced, who promised to take the requests into careful consideration.

Several of the requests had reference principally to the Northwest, and the western delegates voiced them. A local rate on the C.P.R. main line from Fort William to Canmore and on branches in Manitoba was considered by the drummers too high, being three cents. The railway men were asked to reduce the rate to 2½c. The request that the \$10 rate from Winnipeg to Banff should include stop-over privileges was refused. It was agreed to reduce the rate of 5c. a mile to 3¼c. a mile on branches in British Columbia. Better arrangements for excess baggage were also asked for, and they asked to be allowed to ship baggage by the regular freight rate as formerly.

Afterwards the delegates fully discussed

the question of forming an executive for commercial travelers of the whole Dominion looking towards the federation of the present five distinct associations under a central committee. The matter will be referred to the respective associations. The meeting concluded with a vote of thanks to the chairman, and with grateful expressions of the delegates for kind treatment. The delegates were all invited to lunch by the representatives from the Northwest. Most of the visitors left for their homes last evening.

The D.C.T.A. presented each delegate with a souvenir copy of "Canada and her commerce."

THE RETAILER'S IMPORTANCE.

IT is a good thing for the retail grocer to reflect, as a strengthener of the independence which is too often lacking, that he is the most indispensable factor in the introduction of food products to the consumer. Without him, both manufacturer and jobber would find their work extremely difficult, if not absolutely impossible. He it is who gives the advice to the consumer as to whether a certain food product is desirable or undesirable, and whose advice is often taken. The manufacturer may spend thousands of dollars in advertising to the consumer direct, in which he iterates and reiterates, "ask your grocer," but it is the grocer every time who is able to turn such

request aside if he wishes. Grocers are right in looking with disfavor upon the manufacturer who attempts to compel them to handle his goods.

A surprising number of consumers depend upon the grocer for information concerning given food products, and honest and progressive grocers utilize this tendency to their own legitimate advantage. If the grocer says to a consumer, and says honestly, that he knows nothing about a certain product, and that he does not handle it because there are so many things better, the who'e effect of those thousands of dollars spent in advertising is wasted, so far as that one consumer is concerned.

Contrariwise, the grocer's sfriendship for a given article is an equal factor in its success. The average consumer who comes to the store intending to purchase some other article may, in at least five cases out of ten, be induced to take the one under consideration, simply through the grocer's statement that it is better and will give better satisfaction. The retailer has the whole matter practically in the hollow of his hand, and can either greatly assist or hopelessly retard the success of any food product in existence.—Grocery World.

Jacob Moore, the pedlar who was thrown from his wagon on Broadview avenue, Toronto, about a week ago died on Tuesday morning at the General Hospital.

**THEY'RE OFF**

Our travellers have samples
of our

Genuine Seville Orange Marmalade

We have the goods ready for shipment. It's the pure quill, and meets with success everywhere. Why? Because it's the best that can be made and very cheap; 7-lb. pails, 6 in a crate. Every consumer will buy it. It's a delicious tonic and anti-bilious delicacy. It's the greatest value in preserved fruit on the market. We sold thousands of pails last season. Can be retailed at 10 cents per lb. and leave you a handsome margin.

We have a few Jams, in 7-lb. pails, left and will give special price on application.

Did you get any of the 1894 Crop Peaches in bags, and find them "not rich enough in quality and appearance to please the consumer?" We have some very choice 1895 Crop Yellow Peaches in bags that will bring trade.

We have a snap in FRENCH IMPERIAL PLUMS, in 25-lb. boxes.

We handle also UNICORN PRUNES, 56-lb. boxes.

W. H. GILLARD & CO., WHOLESALERS ONLY, **HAMILTON, ONT.**

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

GROCERIES.

TRADE exhibits a little more life this week, but the volume of business is still unsatisfactory. And the same may be said with regard to payments. Sugars are still dull, and, although the refiners are holding prices steady, some of the jobbers are not indisposed to shade prices when it will secure an order. The demand has improved a little for canned vegetables and salmon, but the turnover is still small. Syrups are in light demand and scarce. Trade in spices is quiet, with pepper and ginger a little higher in the primary markets. Business in tea is moderate. There is a fair trade to report in foreign dried fruits, especially California goods.

CANNED GOODS.

There is perhaps a little better demand for canned vegetables, particularly tomatoes and peas, and there is a little better turnover in salmon; but the orders are only small and the aggregate turnover light. There is some corn on the market, last year's pack, which is being sold wholesale at 70c. per dozen. Canned fruits are as dull as ever. We quote as follows: Tomatoes, 80 to 90c.; corn, 70 to 80c.; peas, 95c. for ordinary; sifted select, \$1.10; extra sifted, \$1.45 to \$1.50; peaches, \$2.90 to \$3 for 3's, \$1.90 to \$2 for 2's; raspberries, \$1.40 to \$2.00; 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; salmon, "Horseshoe," \$1.35 to \$1.40; "Maple Leaf," \$1.35; "Lion," \$1.35 to \$1.40; Lowe Inlet, \$1.27 to \$1.30, in tall tins; cohoes, \$1.10 to \$1.20; canned mackerel, \$1.10 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, \$1.35 to \$1.45; 2's, \$2.25 to \$2.35; 6's, 7.50 to \$8; 14's, \$15 to \$16.50.

COFFEE.

A fair volume of business is passing in the better grades of green Rio coffees. We quote green in bags: Rio, 18c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 25c.

SYRUPS.

There is not much doing, and there is a light supply of all kinds. Dark syrups there are none. We quote: Dark, 30 to 32c.; medium, 33 to 35c.; bright, 40 to 42c.

MOLASSES.

Trade is quiet and featureless. The outside markets rule steady. We quote: New Orleans, barrels, 28 to 35c.; half-barrels, 30 to 35c.; Barbadoes, barrels, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

The representatives of the refiners declare that up to within the last couple of days the sugar market was never quieter. Within the last few days, however, there has been a

resumption of buying in a small way; but the market cannot yet be called any other than dull. The larger retailers throughout the country appear to be still fairly well supplied, but it is said that the small merchants and the farmers are pretty well cleaned out of supplies. The wholesalers report a slightly better demand, there being a few more transactions in carload lots; but the volume of business is anything but satisfactory, and some houses are shading prices to induce trade. The refiners' prices are still 4¾c. net. Wholesalers' quotations are: Granulated, 4¾ to 4¾c.; yellows 3¾c. up.

N. Y. Journal of Commerce, Tuesday: "The market for raw sugar seems to be halting. It appears that refiners are unwilling to purchase on the 4¾c. basis, and it is reported that they are bidding only 4 1-16c. for centrifugals, and some reports have it that their bids are not over 4c. On the other hand, it is said that only a few small parcels just arrived are offered on the 4¾c. basis, and that holders generally are maintaining a steady front. The steamship Saratoga has arrived with about 9,230 bags, and out of this from 8,000 to 9,000 bags have been ordered into store. One considerable lot of this sugar is said to be owned by a Cuban planter, who has cabled that one-half of the cane on his plantations has been burned, and he has ordered his sugar here placed in store to hold for higher prices. Mail advices from St. Kitts, under date of Feb. 24, say that the burning of plantations has extended to the British Islands, owing to the labor troubles, laborers claiming that their wages are too low. A despatch received from an American now in Cuba says that the condition of the island is most serious and the sugar crop is practically lost."

SPICES.

Pepper and ginger are both firmer in the primary markets. Locally spices are quiet and unchanged. 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.; ditto, best, 28 to 30c. per lb.; allspice, 14 to 18c.

RICE.

The seasonable quietude still obtains, with the demand chiefly for ordinary at 3½ to 3¾c. per lb.

NUTS.

Business is quiet and prices unchanged. A cable from Bordeaux states that stocks of Bordeaux and Marbot walnuts are exhausted. We quote as follows: Brazil nuts, 14 to 15c.; Sicily shelled almonds, 25 to 26c.; Tarragona almonds, 14 to 14½c.; 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.

A feature of the local trade is an active enquiry for highly flavored Indian and Ceylon teas of all grades. There has been a

little movement in Young Hysons, but China teas generally are quiet. Japan teas are neglected also. We quote ruling prices to retailers: Young Hysons, 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.

Currants are quiet, and the little demand there is, is for better qualities. The N.Y. Journal of Commerce of Tuesday said: "Cables from Greece indicate that holders there are disposed to accept less money on prompt shipment. The stock sold yesterday ex Lamington will, it is said, go almost immediately into consumption, as it can be sold at much less than current market quotations. Efforts were made to induce the health authorities of this city, Brooklyn and the State to prohibit the sale of the goods, but without result." Locally we still quote: Provincials, 3¾ to 4c. in bbls.; fine Filatras, in bbls., 4¾ to 4¾c.; do, half-bbls., 4¾ to 4¾c.; ditto, half-cases, 4¾ to 5c.; Casalinas, cases, 5 to 5¼c.; Vostizzas, cases, 6 to 6½c.; ditto, half-cases, 6½ to 6¾c.; ditto, extra fine, 6¾ to 7¼c.; ditto, half-cases, 7¼ to 7½c.; Panaretas, in cases, 9c.

Valencia raisins appear to be scarce east of Toronto, and we hear of a transaction of one carload of off-stalk for shipment there. The terms are private. A cable announces that there are no Valencia raisins left in Denia. Locally the trade is quiet at unchanged prices. We quote: Off-stalk 4½ to 4¾c.; fine off-stalk, 5 to 5¼c.; selected, 6 to 6¼c., and layers, 6½c.

The local representatives of California dried fruit firms report an improved trade for the past week. Loose 3-crown muscatels have advanced ½c. per pound in the primary markets. A few special lots of peaches have been offered in

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"SALADA"

CEYLON TEA

Every house have their packet tea. They blaze forth, flicker, and die out, and are not heard of again. "Salada" keeps on growing because it has no equal.

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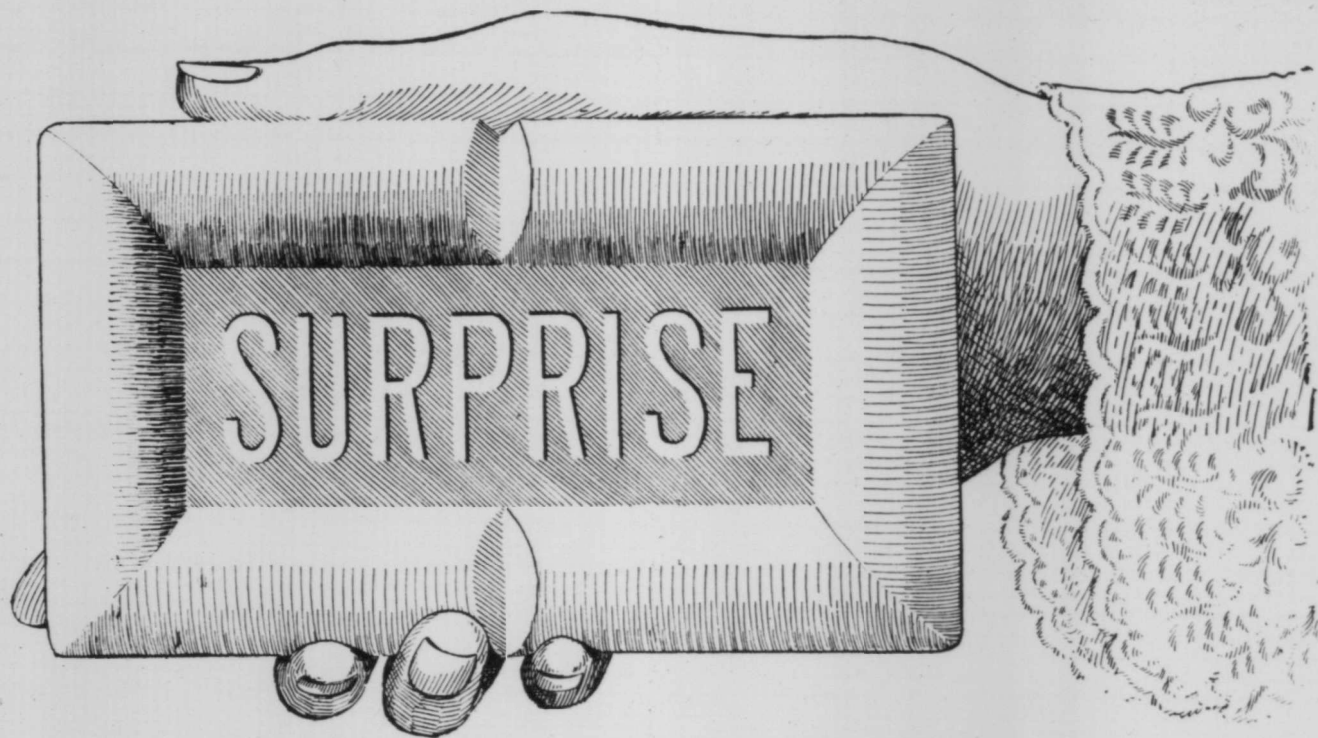
Wholesale Agents.

25 Front St. East.

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318 St. Paul St., MONTREAL



THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

BRANCHES—

MONTREAL: 17 St. Nicholas St.
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 WINNIPEG: E. W. Ashley.

carloads. The wholesale houses report the demand better for California fruits than for any other kind of dried fruit. Peaches, in bags, at about 6½c. per lb., are particularly in demand. We quote: Apricots, 15 to 16c.; peaches, 8c., in bags, and 10 to 15c. in boxes; pears, 10½ to 12½c.; plums, 6½c. for unpitted, and 12½c. for pitted; nectarines, 11 to 13c.; loose muscatels, 5½ to 6½c. per lb.

Bosnia prunes are getting scarce on spot, but further shipments are close at hand. The demand is chiefly for the better grade of California prunes at from 9 to 11c. per lb. California prunes are a little easier on the Coast. We quote: Bosnias, "Sphinx" brand, "A," 65 to lb. 9c.; "B," 75 to lb. 7¾c., "U," 102 to lb., 6½ to 6¾c.; California prunes, 40-50, 10 to 10½c. per lb.; 50-60, 9½c. per lb.; 60-70, 9c.; 70-80, 8½c. per lb.; French, 5 to 6c.

Eleme figs are quiet and unchanged. We quote: Eleme, 14 oz., 9 to 10½c.; 10 lb., 9½ to 12½c.; 12 lb., 12½c.; 28 lb., 15c. Sultana raisins are quiet and unchanged at 5½ to 6c.

Dates still rule quiet at 4½ to 5½c.

GREEN FRUIT.

Oranges are in good demand, especially Valencias, and although there are not many on the market there are more on the way. Valencia oranges are quoted \$1 per box higher, in sympathy with the advance on the Liverpool market. Valencia oranges are arriving in a wasty condition and have to be re-packed. California Washington navels have advanced to \$2.50 per case f.o.b. Riverside, for imported goods. This is an advance of 90c. per case from the lowest point, and tele-

graphic advices state that the market is active at the advance with every prospect of still higher figures obtaining. On the spot prices of California oranges are unchanged. Lemons are in fair demand at unchanged prices. Pineapples are in fair demand for the season. Spanish onions are getting scarce. Apples of good quality are in fair demand. The condition of the foreign market is still unsatisfactory. We quote: Lemons—Messina, \$2.50 to \$3.50 for 360's and 300's per box. Oranges—Jamaicas, \$3.50 to \$4; California navels, \$2.75 to \$4, according to size; Valencias, 420's, \$5.50 to \$6; Jumbo's, 420's, \$6.50 to \$7; ditto, 714's, \$6.50 to \$7; Seviles, \$2.75 to \$3 per box. Bananas, \$1.25 to \$1.75; cocoanuts, \$3.50 to \$4 a sack; apples, Spies, \$2.75 to \$3.50, Baldwins, \$2.50 to \$2.75, greenings, \$2 to \$2.50 a barrel; Russets, \$1.75 to \$2.50; Malaga grapes, \$5 to \$7 per keg; domestic onions, 60 to 65c. per bag; Spanish onions, 60c. per small crate; pineapples, 22 to 30c.; sweet potatoes, \$3 to \$3.25 per bbl.; cranberries, \$5 to \$8 per bbl., and \$2.50 to \$3 per case, according to quality; hickory nuts, \$1.50 to \$1.75 per bush.

BUTTER AND CHEESE.

BUTTER—The receipts are still light, and prices are firm at quotations. Of good butter there is not enough to supply the demand. Some enquiries from the east are reported this week. We quote: Early summer dairy store packed, 8 to 12c.; good to choice fresh packed, 15 to 16c.; large rolls, fresh, 15 to 16c.; dairy pound prints, 15 to 18c. Fresh creamery—Tubs, 19 to 20c.; do., pound prints, 21 to 22c.

CHEESE—The demand is light, with prices local unchanged. We quote: Summer make,

8½ to 9c.; September and October, 9½ to 10½c.

COUNTRY PRODUCE.

BEANS—More beans are being offered than are wanted, and prices are easy, and range all the way from 90c to \$1 per bushel for ordinary in a jobbing way.

DRIED APPLES—The market is dull and weak; 3¾ to 4c. appears to be the idea f.o.b. outside, while wholesalers are willing to accept about these same figures from retailers. The very outside figure obtainable appears to be 4½c.

EVAPORATED APPLES—Are quiet. Holders are still asking 6c. f.o.b., and the jobbing price ranges from 6½ to 7c.

EGGS—The market was much higher the end of last week, as high as 18c. being commonly obtained for new laid, while we hear of 1c. more than that being paid. This week, however, receipts have been more liberal, and prices are back to where they were at time of last review. There are practically no cold-stored eggs left on the market. We quote: New laid, 16 to 17c.; pickled, 11 to 13c.

HONEY—Demand continues light, and prices unchanged. We quote as follows: Strained, clover, 9 to 10c.; dark, 4½ to 5c.; comb, clover, \$1.80 per dozen; dark, 80c. per dozen.

POULTRY—There is scarcely anything arriving, and prices are nominal. We quote: Turkeys, 9 to 12c.; geese, 7 to 8c.; chickens, 40 to 60c.; ducks, 60 to 90c.

POTATOES—The market continues dull at 18c. on track, and 25c. out of store.

MAPLE PRODUCTS—Demand is light.

The Toronto Cold Storage Co.

are prepared to store all kinds of meats, produce, etc., at very reasonable rates.

Address **W. H. LECKIE, Manager**

THE TORONTO COLD STORAGE CO.,
13 CHURCH ST., TORONTO, ONT.

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.

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Provision and Commission Merchant

Butter Eggs Lard Apples Cheese Etc.

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

88 Front Street East, Toronto

FISH..

We have now in stock the following fresh frozen fish.

FROZEN SEA HERRING
" **CODFISH**
" **HADDOCK**
" **PIKE**
" **PICKEREL**
" **WHITEFISH**
" **TOMCODS**
" **SMELTS**
" **LOBSTERS**

Also full line pure Boneless Cod, Finnan Haddies, etc. Write us for prices.

LEONARD BROTHERS
MONTREAL.

DIRECT SHIPMENT
JUST RECEIVED OF

2 CARS **Bitter..**
Oranges

Write us for Prices. . . .

CLEMES BROS., TORONTO

We quote: Syrup, small packages, 90c. to \$1; ditto, 5 gallon tins, 80c.; sugar, 10c. per lb.

PROVISIONS AND DRESSED HOGS.

The movement in provisions continues moderate with prices much as before. Deliveries of dressed hogs are free, and \$4.75 to \$5 is about the price delivered.

DRY SALTED MEATS—Long clear bacon, 6½c. for carload lots, and 6¼ to 7c. for small lots; backs, 8c.

SMOKED MEATS—Breakfast bacon, 10c.; rolls, 7¼ to 7½c.; hams, large, 22 lbs. and over, 9c.; medium, 15 to 20 lbs., 10c.; small hams, 10c.; backs, 9 to 9½c.; picnic hams, 7c.; all meats out of pickle, 1c. less than above.

LARD—Pure Canadian, tierces, 8 to 8¼c.; tubs, 8½ to 8¾c.; pails, 8¼ to 9c.

BARREL PORK—Canadian heavy mess, \$14.00; Canadian short-cut, \$14 to \$14.50; clear shoulder mess, \$12; shoulder mess, \$11.50.

FISH AND OYSTERS.

The fish trade keeps quiet with prices much as before. We quote oysters: Standards at \$1.30 to \$1.35, and selects \$1.70. Fish are quoted as follows: Skinned and boned codfish, 6½c.; boneless fish, 3½ to 4c.; haddock, 5 to 6c.; Labrador herring, \$3.25 to \$3.50 half barrel and \$5.50 to \$5.75 per barrel; Newfoundland herring, \$2.50 per half barrel, and \$4.50 to \$4.75 per barrel; fresh water salt herring, \$3 per barrel; blue-back herring, 4c.; pike, 6 to 7c. per lb.; flitch cod, 5c.; finnan haddies, 7c.; Digby herring, in bundles of 5 boxes, 11c.; ditto, lengthwise, 10c.; large halibut, 12 to 15c.; Restigouche salmon, 20 to 25c.; British Columbia salmon, 14 to 15c.; mackerel, 20 to 25c.; steak cod, 6½ to 7c.; haddock, 5c.; black bass, 9 to 10½c.; white fish, 7c.; salmon trout, 7c.; Lake Superior whitefish, 7½c.; Lake Winnipeg whitefish, 7 to 7½c.

WHEAT, FLOUR, FEED, ETC.

WHEAT—Street deliveries show a little improvement and prices are steady. We quote: White, 81 to 83c.; goose, 63½c.

BARLEY—Three hundred bushels sold on the street on Wednesday at 38 to 42c.

OATS—Steady at 28 to 29c. Five hundred bushels sold.

PEAS—Four hundred bushels sold Wednesday on the street at 58 to 58½.

FLOUR—Business is quiet. Prices are a little lower on straight roller. We quote: Straight roller, \$3.60 to \$3.65, carload lots. Toronto freights, and \$3.75 to \$3.90 in job lots; Manitoba patents, \$4.25 to \$4.35 per bbl.; Ontario patents, \$3.80 to \$3.90 per bbl.; strong bakers', \$3.90 to \$4.

BREAKFAST FOODS—Trade quiet and prices unchanged. We quote: Oatmeal cornmeal and pot barley from 10 to 15c. lower; Standard oatmeal and rolled oats, \$3.15; rolled wheat, \$2.4c in 100-lb. barrels;

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.

Wm. H. Dunn

Manufacturers' Agent and Grocery Commission Merchant

394 St. Paul Street . . . MONTREAL

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

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Butter and Eggs

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Rutherford, Marshall & Co.

General Produce and Commission Merchants

62 FRONT ST. EAST, - TORONTO.

Egg Cases supplied on application free.

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Refrigerating and Ice Machines. Complete Plants Installed for all Purposes. Robb Engineering Co. Economic Boilers. High Speed and Corliss Engines. Complete Plants Erected. All work guaranteed.

COWAN'S

HYGIENIC COCOA
ROYAL NAVY CHOCOLATE
and FAMOUS BLEND COFFEE

Are the finest goods in the market.

THE COWAN CO., Ltd.

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4TH Brand HAMS, BACON, LARD

All finest quality.

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They are
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McLAUCHLAN'S SODAS

PUT UP IN A NEW AND VERY ATTRACTIVE
ONE POUND PACKAGE.

JAS. McLAUCHLAN & SONS Biscuit Manufacturers **OWEN SOUND**

cornmeal, \$2.75; split peas, \$3.25; pot barley, \$3.25.

SALT.

The demand for carload lots is not as good as it was a week ago. Parcels are as before. 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.

SEEDS.

Receipts continue fair and prices are unchanged. Alsike, unchanged, at \$4.50 to \$7 per 100 lbs. Red clover, firm, at \$7.50 to \$8.33 per 100 lbs., and timothy, \$3.75 to \$4.50 per cental.

HIDES, SKINS AND WOOL.

HIDES—Unchanged, with moderate demand. Dealers pay 5c. for No. 1, 4c. for No. 2, 3c. for No. 3. Cured hides quoted at 6c.

CALFSKINS—6c. for No. 1 and 5c. for No. 2. Sheepskins are firm at 90c. to \$1.

WOOL—Trade quiet. Fleece nominal at 21 to 22c., and rejections 17 to 18c. Pulled supers are 20½ to 21c., and extras 22½ to 23c.

PETROLEUM.

Trade continues fairly good with prices unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 16½c.; carbon safety, 18c.; Canadian water white, 18c.; American water white, 21c.; Pratt's astral, 22c.

MARKET NOTES.

California 3-crown loose muscatels are ¼c. per lb. dearer on the Coast.

California prunes are practically easier.

British pure cane sugar is in stock on the local market.

Washington navel oranges are dearer on the Coast, and Valencia oranges are dearer in Liverpool.

A cable to P. L. Mason & Co. from Malaga intimates that there are no Valencia raisins left in Denia. A cable to the same firm states that stocks of Bordeaux and Marbot walnuts are exhausted.

QUEBEC MARKETS.

MONTREAL, March 12, 1896.

GROCERIES.

THE fine weather that inaugurated the present week led to some improvement in the local jobbing enquiry, but the increase in the volume of trade on this account was small. In fact, buyers gener-

ally, both large and small, manifest a determination to get along with as little as possible until the spring freights. There has been no radical change in values. The strength of raw sugar continues, despite attempts to manipulate a bear turn, but local refineries have not altered their rates. The same is the case with both syrups and molasses, which have been advanced outside, but are being jobbed out from stock by local wholesalers at the old rates, and the latter show no anxiety about future supplies, though it is generally believed that their stocks are light. Jobbing enquiry for tea is fair, but there is no hurry shown by importers to place spring credits. In provisions another decline has transpired on pork, while fish and staple lines of canned fish and vegetables have encountered the usual Lenten enquiry.

SUGAR.

The situation of the sugar market is without change, demand being of a limited character from first hands, but jobbers note a rather better enquiry locally. Refiners' and jobbers' prices here are as firm as ever, but it is claimed that western wholesale houses are selling at refiners' prices in an effort to induce demand. The raw market continues firm, despite the attempts at manipulation on beet at London. In New York the tone is firm, with nothing for sale under the basis of 4½c. for centrifugal testing 96 degrees. Here the price of refined is firm at 4½c. for granulated, and yellows, 3¾ to 4¾c., as to grade.

SYRUPS.

There has been a fairly active demand for syrups in small lots for prompt delivery locally, and also for future shipment. Prices are firmly maintained at 1¾c. for ordinary and 2½ to 3c. for bright goods.

MOLASSES.

The molasses market continues quiet in a jobbing way, the marked strength at primary markets having no influence whatever on local jobbers, who are filling orders steadily at the old range. Demand in a jobbing sense is fair, and stocks are small, which makes the indifference of jobbing holders all the more remarkable. There is only one lot of 500 puncheons of Porto Rico in first hands here, and when this is cleaned up, the market will be bare, and to lay down any new stock from New York means the payment of much higher prices, the advance on that market having been already referred to. In a jobbing way prices are: Barbadoes, 36 to 37c.; Porto Rico, 34 to 35c., and New Orleans, 22½ to 35c.

RICE.

The rice market rules steady, with a fair amount of business doing for the season. We quote: Japan standard, \$4.25 to \$4.40; crystal Japan, \$4.75 to \$5; standard B., \$3.45; English style, \$3.30; Patna, \$4.25 to \$5, and Carolina, \$6.50 to \$7.50.

SPICES.

A fair reasonable trade is noted in spices, demand being fair for small lots. We quote: Pure black pepper, 10 to 12c.; pure white, 15 to 22c.; pure Jamaica ginger, 23 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, 12 to 15c.

COFFEE.

Business in coffee continues as dull as ever, and outside of a few small lots of Rio and Maracaibo changing hands, there is nothing doing in bean stock. We quote: Maracaibo, 19 to 21c.; Rio, 16½ to 20c.; Java, 28c.; Jamaica, 20c., and Mocha, 29 to 32c.

TEAS.

The tea market fails entirely in showing any signs of improvement in a wholesale sense, though the jobbing enquiry is rather better than it was. Jobbers seem to think that they have enough to last them over until the appearance of the new crop on the market, and importers state that the demand is slow. There is no spirit in the trade in New York either, it would appear. We quote: Young Hysons, 10 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45 for high grades; China Congous, 11½ to 18c. for mediums, and 25 to 55c. for high grades; Japans, 12 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 FRUIT.

The week has been rather quiet in dried fruit, as dealers have supplied themselves for the time being. This is the case with California raisins, the tone of which is firm, despite the offers of 2-crown fruit made this week. We quote: 4-crown, 6¾ to 7c., 3-crown, 5½ to 6c., and 2-crown, 4½ to 5c.

Valencia raisins have also ruled quiet during the week, but prices are unchanged, except that some lower grade off-stalk are jobbing out at 3¾c., while jobbers have closed out small lines of layers at 6c. We quote: Ordinary off-stalk, 3¾ to 4¼c.; fine, 4½ to 5c.; selected, 5½ to 5¾c., and layers, 6 to 7c., as 10 grade.

Sultanas are quiet and unchanged at 6 to 6¼c.

WE ARE
PAYING
CASH
FOR

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APPLES-



W. B. BAYLEY & CO.
EXPORT BROKERS

42 FRONT ST. E. Toronto

A Few Investments

THAT WILL PAY YOU—

California Apricots (Evaporated)
Bags only, 7³/₄c.

“ **Peaches** Bags—**a snap**,
Only a few, 6c.

“ **Nectarines** Fancy,
Boxes, 9c.

“ **Silver Prunes**
Good Sellers, Bags, 6c.

Rice Fancy, Polished Patna.
Something Extraordinarily Fine, 5¹/₂c.

Marmalade IT'S IN—Genuine Seville, made
after an old English Receipt—as
fine as any imported. 7-lb. pails; crates, 6 pails, 8¹/₂c.
Special price on large quantities.

Maple Syrup Reputed quart bottles,
cases 1 dozen, \$2.00 doz.
Imperial Half-Gallon Tins, cases 1 dozen..... 45c. tin.
Imperial 1-Gallon Tins, cases half-dozen 85c. tin.
Imperial 5-Gallon Tins 65c. gal.
Half-Barrels 62¹/₂c. gal.

Prunes Bohemian, to arrive next week. Barrels, 3¹/₂c.

THE **EBY, BLAIN COMPANY** LTD.

WHOLESALE IMPORTING AND MANUFACTURING GROCERS

TORONTO - - ONTARIO

Curran: stocks in second hands are steadily diminishing, and prices are unchanged. Barrels, 4c.; half-barrels, 4¼c., and cases, 4½ to 5½c., as to grade.

There is little change in prunes except that receipts of California stock have come to hand, and have been selling at slightly lower rates in a jobbing way. French and Austrian are steady. We quote: French, 4 to 5½c.; Bosnia, 6 to 6½c., and California, 8 to 12c.

The fig market is quiet and unchanged. We quote: Bags, 4c.; ordinary boxes, 8½ to 9c., and fancy, 12 to 14c.

Dates range quiet from 4 to 4½c.

NUTS.

There is no change in nuts, which job out steadily. We quote: Grenoble walnuts, 11½ to 12½c.; filberts, 7½ to 8c.; Tarragona almonds, 11½ to 12c.; pecans, 8 to 12c., and shelled walnuts, 15 to 19c.

CANNED GOODS.

The canned goods market has been moderately active in a jobbing way for fish, vegetables and fruit. We quote: Tomatoes, 75 to 85c.; corn, 75 to 85c.; peas, 95c. to \$1 for ordinary; sifted select, \$1.10; extra sifted, \$1.45 to \$1.50; 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, "Horseshoe," \$1.35 to \$1.40; "Maple Leaf," \$1.25; "Lion," \$1.25 to \$1.40; Lowe Inlet, \$1.25 to \$1.30, in tall tins; cohoes, \$1.05 to \$1.15; canned mackerel, \$1.10 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, \$1.35 to \$1.45; 2's, \$2.25 to \$2.35; 6's, \$7.50 to \$8; 14's, \$15 to \$16.50.

GREEN FRUIT.

The market for green fruit has ruled steady and unchanged since our last report. We quote: Oranges—Valencias, 420's, \$4., and 714's, \$4.25. Lemons, \$2 to \$3. Grapes, \$5 to \$6 per keg. Cranberries, \$8.50 to \$10 per barrel. Apples, \$2 to \$4 per barrel. Dried do. 4c. Evaporated do., 6 to 7c. Spanish onions, 40c. per crate. Pineapples, 15 to 30c. as to size.

FISH.

There has been a fair trade doing in fish of all kinds, and prices generally are steady, what changes there were being of a minor nature. We quote: Fresh haddock, 3½ to 4c. per lb.; smelts 2 to 4c.; fresh frozen B. C. salmon, 8 to 9c.; Manitoba whitefish, 7c.; dore, 7c.; trout, 7c.; tommycods, \$1.50 to \$1.60 per bbl. Choice pickled Labrador herrings, \$5.25; No. 1 N.S., \$3 to \$4; No. 1 green cod, \$5.00; No. 2, \$3.50; No. 1 haddock, \$3; No. 1 large codfish, \$6; No. 1 lake trout, \$4 to \$4.25; B. C. salmon, \$10.50; No. 2 Labrador salmon, \$13; No. 1 mackerel, \$18.50; Loch Fyne herrings, 85c. per keg, and \$11 per bbl.; No. 1 sardines, \$4.50; No. 1 dried cod, \$4 to \$4.25; boneless cod, 6c. per lb.; boneless fish, 3¼c.; boneless haddock, 5c.; shredded, 11c.; haddies, 7 to 7½c. per lb.; bloaters, 90c. to \$1 per box, and smoked herrings, 8 to 10c. per lb.

PROVISIONS.

The chief item in the provision market was a further shading of 50c. in the price of pork, which, however, at this writing is steady at the decline. We quote: Canadian short cut, clear, \$13.50 to \$14; Canadian short cut, mess, \$14 to \$14.50; hams, city cured, per lb., 9 to 10c.; lard, Canadian, in pails, 8c.; bacon, per lb., 9 to 10c.; lard, com. refined, per lb., 6¼c.

COUNTRY PRODUCE.

EGGS—There has been another decline in both fresh and limed eggs since last writing consequent upon increased receipts of the former. We quote: Fresh, 17 to 18c.; Montreal limed, 9½ to 10c.; Western limed, 8½ to 9c., and refrigerator stock, 7½ to 8½c. per doz.

BEANS—The demand for beans continues slow and market is dull, at \$1 to \$1.05 for car lots, and small quantities at \$1.10 to \$1.20.

POTATOES—The market for potatoes is quiet, sales being principally in small lots. We quote: Car lots, on track, 30 to 32c. per bag, and in small quantities, 35 to 40c.

ONIONS—Several carloads of American onions have been offering here at \$1.75 per large sack. We quote, however, red, \$2.50 per bbl., and yellow, \$1.60 to \$2 per bbl.

FLOUR AND MEAL.

The flour market was quiet and unchanged during the week. We quote: Winter wheat, \$4.35 to \$4.40; spring wheat, patents, \$4.25; straight roller, \$4 to \$4.10; straight roller, bags, \$1.95 to \$2; extra, bags, \$1.75 to \$1.85; Manitoba strong bakers', \$4.

Oatmeal continues quiet. We quote: Standard, barrels, \$3 to \$3.10; granulated, barrels, \$3.10 to \$3.20; rolled oats, barrels, \$3 to \$3.10; rolled wheat, per 100 lbs., \$2.40 to \$2.50.

A fairly active trade is doing in feed, and prices rule steady. We quote: Bran, \$14 to \$15; shorts, \$15 to \$16; mouillie, \$19 to \$20.

CHEESE AND BUTTER.

The butter market was quiet and steady to-day. Choice parcels of creamery are not plentiful, and, as a result, command full figures, 22c. being easily obtainable, but goods can be had considerably below that figure, sales at 20c. being noted in some cases. Townships dairy jobs out at 18 to 19c., and a few western rolls are selling around 14c.

The chief item in cheese since our last has been the steady drop in the public cable quotation, which now stands at 42s. 6d., the lowest figure at this date for the past seven years. This is a clean drop of one shilling since the first of the month. Some shippers here attribute the steady decline of the past week, at Liverpool, to the fact that there have been two large lines of summer cheese consigned to that port lately, and that it has been offered on the market for what it will fetch. At any rate, despite the change, private cables from the other side, Tuesday morning, supplemented the more cheerful advices noted, reporting an undertone of steadiness. On spot there is little to note, for the very good reason that the quantity of cheese left there is not large. The only transaction that was spoken of was a line of 700 July goods, which were closed up at 7c. The buyer of this lot claimed that they were prime stock, but, on the other hand, more than one dealer as positively asserted that the lot in question had been called over twice, and that they did not offer a fair criterion of the market as regards value. In fact, values continue nominal. The position of the public cable at this date in previous years may be interesting, in view of its present low position. It was as follows:

	Opening	Highest	Lowest	Closing
1896	43s 6d	43s 6d	42s 6d	42s 6d
1895	48s 0d	51s 0d	48s 0d	51s 0d
1894	57s 0d	57s 0d	56s 6d	56s 6d
1893	55s 6d	55s 6d	54s 6d	54s 6d
1892	57s 0d	57s 0d	56s 0d	56s 0d
1891	53s 0d	57s 6d	53s 0d	57s 6d
1890	53s 0d	54s 0d	53s 0d	53s 0d

A. T. CLEGHORN

General
Commission Agent

Correspondence
solicited.

LONDON, CAN.

**GRAND
MOGUL
TEA
COMPETITION**

You've heard about the grand Mogul,
On India's coral strand,
The greatest of all eastern kings,
In that celestial land.

This potentate as history shows,
In various things excelled—
As for his judgment and good taste
Was in great honor held.

And chief among his virtues was
The certain way that he
Could tell the best and purest of
The different brands of tea.

When traveling men to Delhi came—
This monarch would command
That none should come within its gates,
Except they brought his brand.

And thus it came that only one
Could stand the regal test—
And that the one the Mogul chose—
Because it was the best.

Now, when the nations far and near
Had heard the king's decree:
They all refused inferior goods—
And took "Grand Mogul" Tea.

They found no poisonous tannin there,
Nutritious theine instead—
And vendors of inferior grades
Soon found their business dead.

And people bought the very best
And gave up drinking frauds
And all pronounced "Grand Mogul" Tea
"The nectar of the Gods!"

For purity and healthfulness
Its equal cannot be found,
And then its price—so very low—
But Fifty Cents a Pound!

Its use promotes both health and wealth,
It soothes the tired brain—
The young increasing vigor get
And the old grow young again.

Then do not fly to wine or ruin,
If feeling sad or dull,
Imbibe the King of Teas instead—
The cheering "Grand Mogul!"

BROSE MEAL

A light and easily digested food for dyspeptics. The only genuine article manufactured in Canada is put up by

JAS. WILSON

Manufacturer of
Celebrated brands of Monkland Mills

ROLLED
STANDARD and GRANULATED **OATMEAL** Fergus,
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BEARDSLEY'S SHREDDED CODFISH

TRADE MARK

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

SELLING: J. Harley Brown, London; R. Thomson, Hamilton Chambers, 17 St. John St., Montreal; J. E. Huxley, Winnipeg;
AGENTS: W. M. P. McLaughlin, St. John, N.B.; WM. BREWSTER, Palmer House, Toronto, Canadian Selling Agent.

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and **COMMISSION MERCHANTS**

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GENERAL **FRUIT**
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Consignments of **FRUIT** and **PRODUCE** SOLICITED. Ample Storage.

All orders will receive our best attention.

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BUTTER
POULTRY, ETC.

HANDLED ON COMMISSION
GOOD PRICES OBTAINED
PROMPT RETURNS

F. W. FEARMAN
HAMILTON

Fancy California Washington
Navel

ORANGES

HAY.

The hay market is quiet and unchanged. No. 1 baled selling at \$14 and No. 2, \$13 per ton in car lots.

ASHES.

There is no change in ashes which we quote: First pots, \$3.50; seconds, \$3.25 to \$3.30, and pearls, \$5.

MONTREAL NOTES.

David Brown, Canadian manager for Jos. Tetley & Son, left for Toronto and the towns between on Tuesday evening. He will call on his friends and takes this opportunity of advising them through THE CANADIAN GROCER.

Leonard Bros. have just turned into warehouse a carload of choice No. 1 Cape Breton herrings. These fish are scarce on this market at present.

Rose & Laflamme note continued strength in the tenor of their advices from both Barbadoes and Porto Rico on molasses.

Laporte, Martin & Cie. are carrying an unusually large assortment of dried fruits. They have had quite a run on them for the local Lenten demand. They are still in a position to execute orders for all descriptions of this kind promptly.

Leonard Bros. have just received two carloads of fresh frozen Halifax herring. These fish show exceptionally good quality.

R. Greig & Co. will have a complete line of samples in English and continental goods in the course of a few days, which they will be pleased to show their friends when in the city.

Laporte, Martin & Cie. are jobbing out a large quantity of canned goods. They are offering this stock at close figures, and have had some heavy sales.

W. H. Dunn, manufacturers' agent, has been appointed agent for Seely's extracts, which are made in Windsor. He will carry a full stock in Montreal.

R. Greig, of R. Greig & Co., when in England submitted samples of their "Crown Brand" essences to the leading manufacturers of these goods, who pronounced them superior to anything in the English market, and the indications are that a large business with England will result.

ONIONS Just received a carload of

Send for quotations. **"Yellow Danvers"**

H. F. PRICE 102 Foundling Street
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DOES IT PAY? CERTAINLY IT DOES

TAKE NO CHANCES

Brock's Bird Seed
is no trouble to sell. If you do not keep it your customers will get it elsewhere. Sold by all wholesalers. Prepared by
NICHOLSON & BROCK - TORONTO



Labrador

barrels and half barrels

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Write for prices.

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S. K. MOYER,

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

76 COLBORNE ST.,
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OF COURSE You want the best. Then you **MUST** use D. Gunn, Flavelle & Co.'s

"Maple Leaf" Brand
Smoked Meats and Pure Lard.

D. Gunn, Flavelle & Co.

Pork Packers and Commission Merchants Toronto

Choice Marmalade Oranges **CHEAP**
Fancy and Choice Lemons

HUGH WALKER & SON, Guelph, Ont.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., March 12, 1896.

THE week has only been a fair one as far as general business is concerned. The roads through the country are reported very bad, and that always affects trade. There are many who seem to fear that the very small quantity of snow there is will so affect the freshet that it will be very difficult getting logs out this spring. But although there appears some ground for this idea, such things have been said before, and after all there have been lots of logs, and the same is likely to be true again. It is, of course, a matter of great importance to us. Another matter that is important to us is freights; they are very low for the season. Coast business as well as other collections are reported harder to make, not only in the city, but through the country, and quite a number of full and part renewals are reported, with a quiet demand for goods. In spices nutmegs rule low, with other lines firm. Cream of tartar shows little, if any, change, being still high. No great changes are reported in values.

OIL—There is but light business. While prices are firm there has been no change. Cod oil continues scarce. We quote: American, 23½c.; best Canadian, 21½c.; prime, 19c.; no charge for barrel.

SALT—The spring demand, though not yet here, is beginning to have attention, and two cargoes are contracted for to come by sailer. It will be, however, a month before they arrive. Stocks here are fully equal to demand and prices easy. We quote: Coarse, 50 to 55c.; fine factory-filled, 95c. to \$1.10; 5-lb. bags, \$3.25 per bbl.; 10-lb. bags, \$3 per bbl.; 20-lb. boxes, 20c.; 10-lb. boxes, 12c.; cartoons, \$1.90 to \$2 per doz.; dairy, bulk, \$2.80 per bbl.; cheese, bulk, \$2.70 per bbl.

CANNED GOODS—Although peas are getting quite low as regard stocks held, some prices fully as low as the stocks are reported. In all lines there is a fair movement. We quote clams, for which a better demand is noticed, rather lower. In oysters, prices are held firm, and, at present prices, packers say there is no profit if full weight is given. There is some inquiry for 4 and 8-oz. goods, but few, if any, packers are offering. Canadian packers have advanced corned beef, 2 lbs., 10c. If there is any change in American, it is rather lower. The Canadian packers are doing more business than before, their price being so much lower than the other. We quote: Corn, 85 to 90c.; peas, 90 to 95c.; tomatoes, 90 to 95c.; corned beef, 2-lb. tins, \$2.50 to \$2.65; 1-lb. tins, \$1.50 to \$1.60; oysters, 2's, \$2 to \$2.25; 1's, \$1.60 to \$1.65; peaches, 3's, \$2.85 to \$2.90; 2's, \$1.90; lobsters, \$1.75 to \$2; haddies, \$1.40; salmon, \$1.35 to \$1.50; flat, \$1.75; clams, \$5 for 4 doz.; chowder, \$3 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1; pineapples, \$2 to \$2.35; kippered herring, \$1.10; American peaches, \$2.40.

GREEN FRUIT—We quote apples higher, though quality must be good to bring the extra price. Stock is rather better than last week. In California oranges there are light stocks, with rather better demand. Valencias continue to move in large quantities; price is still low, but tending upward. Lemons are still quoted at low prices. Pines show light sales. Bananas also are small movement. We quote: Valencia oranges, \$4.25 to \$4.50;

lemons, \$2.75 to \$3.25; pippins and winter fruit, \$2 to \$4; native cranberries, \$8 per bbl.; Cape Cod ditto., \$10 to \$12 per bbl.; California oranges, \$3.50 to \$4.50; pine-apples, \$2 to \$3 per doz.; bananas, \$2 to \$2.50 per bunch.

DRIED FRUIT—In California evaporated peaches and dried prunes a fair trade is being done; quantities moving are, however, not large. The goods, as to quality, give good satisfaction. In raisins and currants there is little doing. The principal movement is in California loose muscatels and pound cartoons. Market is stocked with evaporated, and prices are easy. In dried, the market is dull. Canadian are offered very low and Nova Scotia look in vain for buyers. Last year at this season they sold freely for export, but now there is no demand. American onions are being brought in quite freely. We quote as follows: Valencias, 4½ to 5c.; figs, 10 to 12c.; 4-crown Cal. L. M. raisins, 6 to 7c.; 3-crown Cal. L. M. raisins, 5 to 6c.; keg prunes, 4c.; boxes, 4¾ to 6c.; Cal. L. L. raisins, \$1.50 to \$1.75; currants, bbls., 4 to 4¾c.; half-cases, 4¾ to 4¾c.; evaporated apples, 7 to 7½c.; dried apples, 5 to 6c.; dates, 4½ to 5c.; California evaporated peaches, 12 to 13c.; do. apricots, 12 to 14c.; do. pears, 12 to 13c.; California prunes, 6½ to 10c.; clean currants, bulk 5½ to 6½c.; 1-lb. cartoons, 7 to 7½c.; onions, \$2.25 to \$2.50 per bbl.; cocoanuts, \$4 to \$4.50 per 100; Valencia layers, 5½ to 6c.

DAIRY PRODUCE—As noted last week, eggs are firm and at present writing are very scarce. Much less complaint is being heard as regards quality. In butter, while medium grades continue plentiful and dull, there is a fair demand for best goods. Less Canadian is seen than usual, there being no demand. Cheese shows no improvement. Stocks are not large. We quote: Cheese, 9 to 9½c.; butter, 16 to 18c.; eggs, 18c.; fresh creamery prints, 22 to 24c.; tubs, 20 to 22c.

MOLASSES—There are but light stocks. Demand is, however, lighter than is usual at this season. There is good movement in small packages. Some Porto Rico was offered to the trade at 33c., direct shipment. Some new Barbadoes is expected next week by steamer, but it is thought quantity will be small. Reports favor high prices. Stock of best grade syrup is light and further supply hard to get. Prices tend upward. We quote: Barbadoes, 31 to 33c.; St. Croix, 28 to 30c.; Porto Rico, 34 to 36c.; syrup, 35 to 38c.; New Orleans, bbls., 35 to 36c.

SUGAR—There is a fair movement. Prices during the week shows no change. We quote: Granulated, 4¾ to 4¾c.; yellow, 4 to 4¼c.; Paris lump, 5¼ to 5½c.; powdered, 5¼ to 5½c.

FISH—In Bay herring stocks are very light. The fact that fish have been so scarce has increased the demand. Other grades of pickled herring are, however, low priced, such as Shelborne and Canso, and sell freely. A few fresh haddock were to hand during the week. Fresh herring are nil; if the weather were not so open Newfoundland herring would have been imported. One small cargo that arrived, and which were held high, are still unsold. It does not do to push the market too hard. In smoked, though shipments to the West Indies continue quite large, the market is very dull. Shad are scarce. In dry there is a good business at firm prices. Boneless also shows good demand. Haddies and bloaters are scarce, particularly bloaters. We quote: Lobsters, 4c. each; frozen herring, 80c. to

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"BELL BRAND" In 1-lb. packages, packed ½ gross boxes. Ask your wholesaler for it.

BUTTER . . .

Is scarce now, therefore it is a good time for holders to sell. We are open for consignments and can guarantee good prices for choice lots.

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1-4 lb. Packets. 14 lb. Boxes
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THEY ARE

DELICIOUS in flavor
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WE KEEP CONSTANTLY
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Ordinary Coffee —

MAY BE GOOD ENOUGH UNTIL YOU HAVE TRIED

OUR NEW BOURBON

FINEST FRENCH COFFEE. EXQUISITE AROMA, DELICIOUS BOUQUET.

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Cultivated French Plantation Coffee.

The Famous French Colony Coffee is claimed by many to be the Crown of the Coffee Crop. It is certainly a great favorite and should be used because of its high reputation as a leading Coffee.

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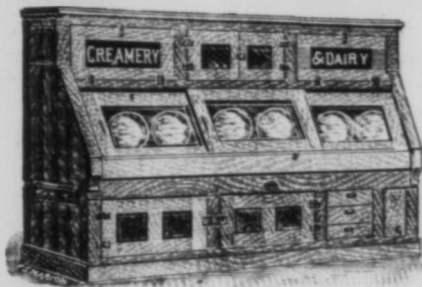
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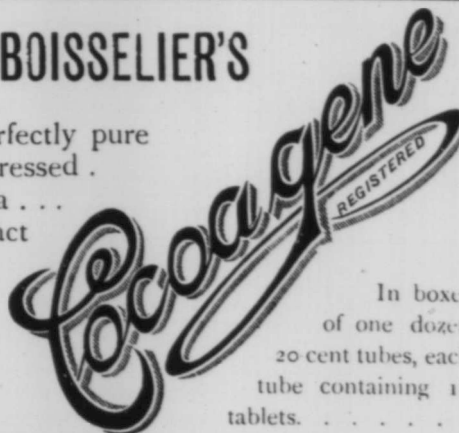
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One Tablet makes an excellent Cup of Cocoa.
ALL LEADING GROCERS KEEP IT.

For the Kitchen or the Table

There is always a demand for raisins. No cook can do without them. You must give her the best to keep her trade, as the success of all her cakes and puddings depends upon the materials. We are carrying a large stock of raisins of various kinds for the kitchen and the table.

Valencia Raisins

The best in the market. We guarantee the quality.

Off Stalk, Fine Off Stalk
Finest Off Stalk
Four Crown Layers

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In boxes and quarter boxes. A choice line for table use. Extremely low price—a real bargain.

Selected London Layers
Choice Clusters

LAPORTE, MARTIN & CIE.

72 St. Peter Street

... MONTREAL

\$1 per 100; frozen cod and haddock, 3 to 3½c.; bloaters, 60c.; haddies, 5½c.; Medium cod, \$3.45 to \$3.50; large, \$3.60 to \$3.75; small, \$2.35 to \$2.50; pollock, \$1.25 to \$1.50; bay herring, \$1.35 to \$1.50; Grand Manan, \$1.35 to \$1.50; rippings, \$1.65 to \$1.70; Quoddy River, \$2.75 to \$3; smoked, 5 to 5½c.; shad, half-bbl., pickled, \$4.50 to \$5; Canso, \$4; halves, \$2.25; Shelburne, \$2.75 to \$3 per bbl.; do. No 2, \$2.35.

PROVISIONS—Pork is rather easier and Canadian packers are lower, following American prices. Local packers are putting pork in half-barrels. Beef is firm. In smoked meats there is fair demand, but nothing large, with price hardly as firm as was expected. We quote: Domestic mess pork, \$14 to \$14.25; American, \$14 to \$14.50; clear pork, \$15.50 to \$16; beef, \$13 to \$14; pure lard, 8¾c. to 9c.; compound lard, 8c.; rolls, 8 to 8½c.; hams, 10½ to 12c.

FLOUR FEED AND MEAL—Markets show no change during the week, but feeling is firm and many look for higher prices. Oatmeal is firm. Cornmeal is selling very freely, which affects the feed market. In hay no large quantity is moving here and prices are firm. Beans, of which a large stock is held, are easy, but show no change. In seed buyers still hold off. In timothy seed the American prices are still below the Canadian, although some effort has been made to meet them. In Yellow-Eye beans there is a steady demand; quite large quantities are grown here and in Nova Scotia. We quote as follows: Manitoba, \$4.70 to \$4.80; best Ontario, \$4.60 to \$4.65; medium, \$4.45 to \$4.50; oatmeal, \$3.40 to \$3.50; cornmeal, \$2.20 to \$2.30; hand picked beans, \$1.20 to \$1.25; prime, \$1.10 to \$1.15; split peas, \$3.70; pot barley, \$4.10 to \$4.25; hay, \$12 to \$13; oats, 35 to 36c.; middlings, \$19 to \$20 on track; bran, \$18; buckwheat meal, domestic, \$1.25 to \$1.30; western, \$1.75 to \$2; Yellow-Eye beans, \$1.75 to \$1.85.

ST. JOHN NOTES.

C. & E. Macmichael received a shipment of "Wheat Germ" meal this week.

Thomas Dean is offering 20 cents on the dollar. Liabilities about \$5,000.

Northrup & Co. find an increased demand for Golden finnan haddies.

Four hundred and sixteen American cattle were reported one day last week at the Custom House for export.

There is to be a daily mail service by steamer to Digby in the future.

Springhill, N.S., is organizing a Board of Trade.

Jardine & Co. are in receipt of a shipment of fancy evaporated peaches, 25-lb. boxes.

Hamilton's fine fruit tablets are finding a large demand. The Canadian Drug Co. gave an order for 250 bottles this week.

John Seely holds in stock about the only pickled shad in this market. He guarantees all his fish.

Both the direct New York and Boston steamers were late this week. It was a great inconvenience to importers, as there was but

one steamer due. Commencing on the 9th, there will be two steamers from Boston per week.

Passengers for the United States can now have their baggage examined here before starting, and if they intend going to Europe via American ports, baggage can be forwarded in bond, the United States Government having established a branch Customs House here.

It is not often a commercial traveler is an evangelist. But Mr. Rautenburg, representing Park, Blackwell & Co., is an exception. Last week he addressed a number of large meetings here with good results.

It is expected next season a large business will be done with the English market in chopped hay. Already a large company is being formed in Amherst with this in view.

HALIFAX TRADE GOSSIP.

A SLIGHT improvement in business is noted this week, which may continue from this out.

The indications point to a slightly easier flour market.

Cornmeal and feeds are quiet.

Hay is quiet.

The local fish market shows signs of great improvement. Hard cured Jamaica and Brazilian stocks are specially firm and holders look for an immediate advance as present stocks are small, with no prospect of replenishing them before June or July. Bank or Bay cured are not moving as lively as shippers would like.

There is good enquiry for salt herrings from the States, but this article still remains in over supply, and holders are losing heavily. Grocery cod are scarce.

Smoked herrings continue low and neglected. Shore cod is quoted at \$3 to \$4 for prime; large Bank at \$3 to \$3.20; Bay of Islands split herrings, \$1; Labrador, No. 1, \$4; mackerel, No. 1, \$12; No. 3, fat, \$14; No. 2, \$16.

There is no change in the sugar market. Quotations are: Porto Rico, 3½c.; refined cut loaf, 6½c.; granulated, 4½ to 5c.; standard "A," 4½c.; yellow extra "C," 3½c.

Small consignments of molasses have been received. Geo. E. Boak received 126 punch-eons from Arroyo on Monday. There have been some enquiries from Quebec and Newfoundland, but no sales made of note. Prices are: Antigua, 28c.; Porto Rico, 34 to 36c.; Trinidad, 28c.; Barbadoes, 32c.; Demerara, "MR" brand, 39c.; St. Kitts, 28c.

Provisions remain low, and are in over supply. P.E.I. potatoes can be had all the way

from 22 to 27c., according to size of purchase. Nova Scotia potatoes command 2c. more. P.E.I. oats are worth from 34 to 36c.; Nova Scotia, 33 to 35c., and Canadian, 32 to 34c.

The tea market is quiet. Congous, fair to good, are quoted at 16 to 20c.; choice at 24 to 25c., and extra at 27 to 28c. Choice Souchong is worth 25 to 28c., and Oolong, 33 to 34c.

The provision market is extremely quiet, especially in fresh meats. There is a large quantity of Canadian beef offering here, which, by the way, constitutes our sole supply now, at 5½ to 6c., landed here. Native beef seems to have about dropped out of the market, or until Canadian ceases to come in, which will not be until the last of May. A carload of "blizzard beef" sold at from 2 to 5½c. It was very poor stock, principally lean cows.

A carload of Montreal sheep and lambs sold in lots of from 2½ to 4½c.

Canadian pork is quoted this week at \$5.75.

There is a fair demand for veal at 5c.

Poultry is scarce, especially fowls and chickens, the supply not being nearly up to the demand. Canadian turkeys sell at 12c. landed here.

Eggs remain scarce. The quotation this week is from 18 to 19c.

The open weather is favorable to the green fruit trade, and considerable activity is noted this week. The consignments from Boston on Monday were not heavy.

There is a good supply of Valencia, Denia and California navel oranges, and Jamaicas are expected on the steamer now due. Prices have somewhat advanced, Valencias being quoted at \$6, Denias at \$7 and California navels at \$3.50 to \$4.

Lemons remain in plentiful supply and at low prices for this season. Fancy stock is quoted at \$3.50.

Lots of bananas are now coming in and sell at from \$2.25 to \$2.50 for Goldenvale stock.

The market is about cleaned up of apples. The steamer for Liverpool on Saturday last took about the last from the Annapolis valley. Choice stocks range from \$3 to \$4.

Choice cocoanuts, fresh, good stock, sell at \$4.50 per 100.

Silver skin onions, extra fancy stock, sell at 2 to 2¼c. per lb.

Pictou has a new tobacco factory, run by McDonald & Co.

There is nothing to note in dried fruit.

"La Delicatesse"

The New "Confection in Cheese."

IS ALREADY BECOMING POPULAR IN CANADA.

A. E. RICHARDS & COMPANY

122 King St. East

Agents for Canada.

HAMILTON

It is made in the heart of "Herkimer County," New York.

It Will Sell Right Through These Hard Times

A
HANDSOME
COFFEE
POT



Contains One Pound Net.

GENUINE
PARISIAN
COFFEE

3.25 PER DOZ.

PURE GOLD MFG. CO.

31 Front St. East

TORONTO

Prices remain unchanged. Dates and prunes are freely asked for.

Canned goods remain steady without change in price. It is rather early in the season for much enquiry in this line.

Thomas Gillan has bought out Charles Cantley's grocery business at New Glasgow.

The Milling Co. at New Glasgow are turning out excellent flour.

N. C. Bigelow, of Lower Stewiacke, has assigned. Mr. Bigelow has carried on a general business there for over 12 years, and is said to have done from \$30,000 to \$40,000 worth of business each year. In 1891 he lost his mill by fire. Previous to that he was reported to be worth \$12,000. The mill was built again in 1892. The same year the mill was partially burned, and also the store and stock, entailing a loss of about \$5,000. Mr. Bigelow alleges that he lost \$1,000 last year by parties failing to pay for their lumber. On account of some of their creditors coming down on him they have assigned to R. J. Pollock, of Lower Stewiacke, who will convert everything into cash for the benefit of the creditors. It is Mr. Bigelow's intention to call a meeting of his creditors and see what arrangements can be made with them. He says he is not going to leave the country, but shall start business again, having been offered backing by reliable parties if satisfactory arrangements can be made with his creditors.

Halifax is getting ready for a civic election. There is one grocer in the field, D. H. Campbell, who offers for Ward 2. Ald. Creighton, another grocer, seeks re-election in Ward 6.

WOODENWARE MEN MEET.

The quarterly meeting of the Canadian Woodenware Association was held in Toronto on Wednesday. The question of the competition of the prison-made product of the Dorchester Penitentiary was referred to, and some strong feelings are understood to have been expressed with reference thereto. Nothing was decided upon regarding prices, and an adjournment was made pending the receipt of reports from selling agents throughout the country as to the prospects for spring trade. From what THE CANADIAN GROCER can gather there does not appear to be any prospect of lower prices, as the manufacturers are now turning out their products at figures which are anything but satisfactory.

PERSONAL MENTION.

R. Anderson, of Guelph, was in Toronto on Monday and gave THE CANADIAN GROCER a call.

Mr. Muat-Corrie, secretary of the Toronto Retail Grocers' Association, is wearing a big smile these days. It is a girl, and the second one at that. Congratulations.

Mr. James McLauchlan, of James McLauchlan & Son, Owen Sound, was in Toronto this week.

W. B. Hogarth, Tilsonburg, favored THE CANADIAN GROCER with a call on Tuesday.

He reports business at home in a healthy condition. The merchants and professional men of Tilsonburg have re-organized their Board of Trade. They organized four years ago, but disbanded after two or three years' work.

Mr. N. W. Rowley, secretary-treasurer of the E. B. Eddy Co., Hull, was in Toronto on Wednesday and Thursday.

New Scaled Herrings.

J. W. Lang & Co.

59, 61 and 63 Front Street East Toronto.

OUR STOCK OF

**Teas, Fruits
Canned Goods**

... Etc.

is very complete.

SMITH & KEIGHLEY

9 Front St. E. TORONTO.

YOU'LL BE SATISFIED

If you once try a sample order of our justly celebrated and favorably known

Jersey Cream Baking Powder

QUALITY
FLAVOR
PURITY
STRENGTH

Guaranteed

Manufactured by

LUMSDEN BROS. HAMILTON ONT.



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.

Every Grocer

who has handled them reports ready sale for our

PICKLES . .

Quality always the same.

T. A. Lytle & Co.
Vinegar Manufacturers,
TORONTO

RICE

Extra Fancy Japan
The Finest Imported

JOHN SLOAN & CO.
Wholesale Grocers
TORONTO

RIO COFFEES

NOW IN STOCK

"Finest Selection Ever Offered"

Warren Bros. & Boomer
WHOLESALE GROCERS
35 and 37 Front St. East, Toronto.

Brooms Brooms

OUR K 1 BROOMS
K 2 BROOMS
K 3 BROOMS
K 4 BROOMS
K 5 BROOMS

Are the Best in the Market at the Price.

T. KINNEAR & CO.
Wholesale Grocers
49 Front St. E., TORONTO.

NOW IN STOCK

Boneless Fish, Boxes 25 pounds.
Boneless Fish, Boxes 40 pounds.
Sealey's Cod Steak, 1-lb. Blocks, 24 pounds.
Beardsley's Shredded Codfish, 1-lb. Blocks, 2 dozen.
Herrings in Half-Barrels.
New Scaled Herrings.

J. W. Lang & Co.
59, 61 and 63 Front Street East
Toronto.

CLARK'S CANNED MEATS

GUARANTEED "THE BEST"

COMPRESSED CORNED BEEF
LUNCH TONGUES
PARAGON OX TONGUE
PIGS' FEET
YORKSHIRE ENGLISH BRAWN
ENGLISH MINCE MEAT

W. CLARK - Montreal

Canned Vegetables . .

AYLMER & KENT

SPECIAL VALUE

PERKINS, INCE & Co.
TORONTO

OUR STOCK OF

Teas, Fruits Canned Goods

. . . Etc.

is very complete.

SMITH & KEIGHLEY
9 Front St. E. TORONTO.

HINTS TO BUYERS.

JOHNS SLOAN & CO. report that the demand for their Sangalla package tea is steadily increasing.

Davidson & Hay offer California silver prunes.

The Ireland National Food Co. reports demand good for buckwheat flour.

Smith & Keighley are in receipt of a shipment of Grenoble walnuts.

Davidson & Hay have in stock a full range of California prunes.

During Lent the Eby, Blain Co., Ltd., are offering fish of all kinds at very low figures.

The sale of "Kurma" tea last week trebled itself over the corresponding week last year.

Another carload of bright sugar syrup in half-barrels arrived this week for Davidson & Hay.

John Sloan & Co. have in stock a shipment of Crosse & Blackwell's orange marmalade in patent one-pound glass jars.

Davidson & Hay report a large sale of Demouriez French coffee put up in 1-lb. glass jars.

F. W. Fearman, Hamilton, says that the sale of meats and lard is more than usually satisfactory for the Lenten season.

T. Kinnear & Co. have a nice line of Acacia syrup in half-barrels, "Pearl" syrup in barrels and half-barrels, and New Orleans molasses.

The Eby, Blain Co. report a large and increasing demand for California evaporated fruits. They still have a large and well-assorted stock of them.

W. H. Gillard & Co. are offering some fine sifted Young Hysons and Moyune Young Hysons, in stock and to arrive shortly.

T. A. Lytle & Co. are booking order for vinegars that are surprisingly large for the season of the year and speak well for the goods they handle.

This season there are numerous varieties of California evaporated peaches offered to the trade, but W. H. Gillard & Co. wish to

advise their friends that the grades they carry comprise nothing but really first-class fruit; no 1894 crop fruit kept.

The firm of Lucas, Steele & Bristol are offering exceptional value in molasses. The goods are specially selected for their superior baking qualities.

The Pure Gold Manufacturing Co. are putting a new brand of coffee on the market. It is contained in a coffee pot, and is named "Parisian." There is one pound of coffee in each pot.

W. H. Gillard & Co. are having an active demand for their genuine Seville orange marmalade, which they state is manufactured from nothing but Redpath's extra standard granulated and the true Seville bitter orange.

"Globe and Beaver" brand crushed Java and Mocha coffee (XTR), controlled by the Eby, Blain Co., Ltd., has grown steadily in public favor. They claim that up to date the sale this year has nearly doubled that of last year.

"Teas of all kinds are showing fine values, and in low grade Young Hysons we never remember seeing them so cheap," report Lucas, Steele & Bristol. "Teas at 10 to 12c. are extraordinary. Our Japans at 12½ to 14c. are moving out fast, also. Buyers appear to appreciate their worth."

DIRECT FRUIT CARGOES.

The Montreal export fruit trade are already commencing to talk about the direct fruit steamers. Nothing definite is known yet regarding them, but it is expected that four steamers will sail direct with fruit cargoes from the Mediterranean for Montreal this spring. In this event probably in the vicinity of 100,000 boxes of fruit will be landed on the Montreal docks this spring.

A GROCERY FAILURE.

A demand of assignment has been made on Pigeon, Gendron & Co., wholesale grocers, St. Paul street, Montreal. The assets consist of stock in trade, such as

groceries, liquors, book debts, fixtures, etc., nothing being known yet of what the estate will pay. The liabilities are over \$16,000. The largest creditors are J. C. Beauchamp, \$7,259; Rogers, Robertson & Co., \$792; Masson & Co., \$227; T. Doherty & Co., \$419; National Bank, \$4,000, and Jas. C. Beauchamp, \$812.

Montreal, Que., March 7.—The balance sheet and statements of the Canadian Pacific Railway of the results of working for 1895 have been issued preparatory to the annual report to be submitted to the annual meeting on April 1st. The gross earnings for the year were \$18,941,036 87. The working expenses were \$11,460,085.88, and the net earnings were \$7,480,950.99.

JUST OUT

Book on
WINDOW DRESSING
FOR GROCERS

Price . . . 57 ILLUSTRATIONS
Post-paid, \$1.00 80 PAGES

Arranged by Harry Harman, publisher of The Journal of Window Dressing. Each illustration fully explained, and how to make the fixtures.

HARRY HARMAN
125 S. Clark St. CHICAGO

"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.



DON'T BUY A
refrigerator until you
have seen the

EUREKA

It is built on scientific
principles, and of best ma-
terials.

A catalogue will give
you all details.

ADDRESS:

Eureka Refrigerator Co.
54 Noble Street,
TORONTO.

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.



Have you tried . . .

JOHN DEWAR & SONS'

(Purveyors by appointment to Her Majesty Queen Victoria)

. . . SCOTCH WHISKY?

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

TORONTO GROCERS' ASSOCIATION.

THE regular monthly meeting of the Toronto Retail Grocers' Association was held in St. George's Hall on Monday night. President White was in the chair, and among those present were the following: Secretary Muat-Corrie, Hon. Secretary Mills, Vice-President Bond, John Butcher, D. W. Clark, T. Clark, F. S. Roberts, F. W. Johnston, W. H. Marmion, B. Panter, D. Bell, J. Nolan, J. Davies.

The matter of an excursion some time during the ensuing summer was the first question discussed. After several motions and suggestions had been offered it was decided, on motion of Mr. Roberts, seconded by Mr. Mills, to leave the matter in the hands of the Executive Committee.

The question of fruit inspection was introduced by Mr. Johnston, who suggested that the matter be allowed to drop. It was, however, decided, on motion of Mr. Mills, seconded by Mr. Bond, to continue the agitation in favor of proper inspection of fruit, and the secretary will correspond with the Inland Revenue Department to see what can be done in the premises.

The report of the Executive Committee was submitted by Mr. Mills. It recommended that Secretary Corrie's salary for the ensuing year be \$100, with commission for new members; also that the member for Centre Toronto in the House of Commons

be waited upon with a view to getting the booths and fruit stands along the Custom House in Yonge street removed. The report was received and adopted.

This committee, nominated by Mr. Bond and seconded by Mr. D. W. Clark, was appointed to wait on Mr. Cockburn, the member for Centre Toronto: President White and Messrs Mills and Johnston.

An effort was made by Mr. Bell to increase the sum of \$25, voted at the last meeting for a smoking concert, to \$50, but on motion of Messrs Mills and T. Clark it was decided to leave the matter in abeyance, which practically kills the proposition.

The committee appointed to wait upon the Property Committee of the City Council, regarding pedlars' licenses, reported. They reported that a deputation from the Pedlars' Association was also present, who petitioned that the license fee be reduced to one dollar, on the ground that farmers and market gardeners were exempt from taking out a license. Eventually, the committee reported. Ald. Spence got a motion through authorizing the city to apply to the Ontario Legislature for power to so amend the by-law governing pedlars that a license fee might be imposed upon farmers and market gardeners.

Mr. Mills said the grocers' deputation had urged that the by-law be so amended that pedlars would be forbidden to ply their

avocation before a certain hour in the day. It was thought that 1 p. m. would be a suitable hour.

The report was received and adopted.

A letter was read from the secretary of the Retail Grocers' Association of Montreal reciprocating the views expressed in a letter from Hon. Sec. Mills of the Toronto Association regarding the advisability of closer relations between the two organizations.

A letter was also read from E. Sutton, secretary of the London Retail Grocers' Association suggesting the participation in a joint excursion and a three days' business convention.

The Executive Committee will look after the suggestion made by the latter communication, while Mr. Mills was instructed to keep in touch with the Montreal association.

Mr. T. Clark broached the subject of a collecting agency in connection with the association, urging that the present method was not satisfactory. The matter will be discussed at a future meeting.

Mr. Roberts gave notice of motion to the effect that he would ask for an amendment to the by-laws declaring that any motion involving an expenditure of money should require a two-thirds vote to carry.

Mr. Panter deprecated the fact that the members did not pay more attention to the "dead beat" list, and urged that they should amend their ways. "It would be a good idea if each grocer would cut out the names furnished on the list and paste them in a book alphabetically," he declared.

SILVER DUST WASHING POWDER

Is silvery in more ways than one. It has many "sterling" qualities and can put more silver in your pocket in a week than you think. Do you know how much profit there is on a package? If you don't you ought to lose no time making enquiries.

SILVER DUST MFG. CO. - HAMILTON, ONT.

Appleton's India & Ceylon Teas

THE "TAPIR" BRAND.
SOLD IN LEAD PACKETS

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



You will find that these packets are the most attractive you have ever seen and that their contents make the most delicious TEA you have ever tasted—

TAKE THEM ON
and they will make a **TRADE FOR YOU!!**

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

**PUREST
and
BEST**

2 Doz. 4-lb. packages per case, handsomely lithographed for shelf display. Can be had from any wholesale house in Canada.

WINDSOR SALT WORKS, Windsor, Ont.



“Of Heaven’s many gifts to man,
And myriads though they be,
There’s none so all divinely great
As Thou, oh wondrous **TEA.**”

AS THERE ARE

Horses and Horses

SO THERE ARE

TEAS and TEAS

There are Teas from **CHINA**, made on the old principles of cheap labor, manipulated by sweaty, unwashed Mongolians,—

There are Teas from **JAPAN**, made on slightly more modern principles of labor and cleanliness, teas that are sweet when fresh, but fishy and unsatisfying to the palate at best,—

And there are The Wonderful Teas of Ceylon

British grown, machine-made, clean, flavory, healthful, nourishing, **Satisfying**—Teas that are a marvel, a revelation, a pride to all growing, handling, selling, consuming them—

They are the Teas that will Rule the World.

THE DEPARTMENTAL STORE EVIL —A REMEDY.

EDITOR CANADIAN GROCER: The great price-cutter, the departmental store, has been the subject of considerable discussion in your columns for some time past. That these enormous retail houses have become a source of great danger to the commercial life of the smaller dealers is admitted by every man engaged in retail business. But they are with us, and we have to fight them by every fair and legitimate means at our disposal. How to do this, and not be unjust, is a problem worthy our most serious consideration.

In Toronto an attempt was made last year, I think, to check the growth of this octopus by levying a special tax on each of the several departments. The measure did not carry, as public opinion is against extra taxation on principle. Besides, how could a municipality levy a tax on the grocery or any other department of a store because it may happen to be carried on with one or more other branches of trade, and not impose the same tax on the corner grocery shop? If imposed on both, it would only increase the revenue of the city; if imposed only on one class of traders, the party aggrieved would undoubtedly contest its legality, with a strong chance of success.

I have written to suggest a remedy, which is as simple as it would be effective. Boycott the price-cutting store in your private dealings, and have your friends do the same. Do individually what you tried to do collectively. This remedy suggested itself to me during a visit to Toronto and Montreal not long ago. On several occasions pieces of furniture and clothing were shown to me by the wives and daughters of some of my friends, whose husbands are retail merchants, with the remark that they had been purchased at So and So, the great departmental store. In answer to my query as to whether the same goods could not have been purchased in some other store as cheaply, I was told: "I did not go anywhere else to find out." A lady friend, whose husband carries on a retail dry goods store, told me she had bought a jacket at the big store because her husband did not happen to have the goods she wanted in stock at the time. When I remarked to her that she was contributing her share to the success of an institution that would eventually drive her husband, as well as many others, to the wall, she innocently said: "The matter never suggested itself to me in that light." Such cases are not exceptional, they could be cited by the dozens, nay, hundreds.

I have prepared a short table that ought to help to convince my fellow-tradesmen in your city and elsewhere, of our numerical strength and ability to carry the war into Africa if we only had a clever general to lead us in this great battle for a living. Who

is the man, or what local association, will take the initiative in organizing a provincial—or better still—a Dominion Retail Merchants' Protective Association that will seriously take up the consideration of this most important question?

The following traders in Toronto are all indirectly suffering in their business by one or more of the price-cutting departmental stores:

Crockery, etc.....	30
Dairies.....	260
Dressmakers.....	650
Druggists.....	140
Dry goods.....	90
Express and cartage.....	200
Fancy goods.....	100
Flour and feed.....	75
Fruits, fish, etc.....	120
Furniture.....	55
Furs.....	15
Gents' furnishings.....	40
Grocers.....	2,000
Hardware.....	75
Hats, caps.....	25
House furnishings.....	40
Market produce.....	200
Milliners.....	70
Pictures and frames.....	30
Produce dealers.....	20
Stable fittings.....	55
Proprietary medicines.....	60
Provision dealers.....	95
Stationers.....	80
Tailors.....	250
Wooden ware.....	13

Total..... 4,788

Or a total of about 5,000. Allowing on an average 5 members to each family, it would give a total of 25,000 persons to start with. Say that we, each of the above merchants, employ two heads of families, and with the same average per family it will give another 50,000 consumers. En passant let me remark that the clerk is even more interested than the merchant of the present day, as the big stores are daily lessening his chances of ever being able to start out for himself at any future day. But this is not all. We must not forget our mutual friend, the landlord, he that owns and rents business stands to small traders in every part of the city. I will guess this class to number 1,000 sufferers. On the basis of calculation as above it will bring the grand aggregate total to 80,000 (eighty thousand) consumers. I ask, Mr. Editor, don't you think that something could be done?

My advice to the owners of business stands of all kinds, to the retailers or distributing community in all branches of trade, is, be sure, as far as possible, that your patronage flows into channels whose tide may return to you some day. Do not help on your own destruction by patronising the large "price cutters." It is the inherent right of every British subject to be free, therefore let us organize, and enter the fight with a determination to win, and win we will.

Yours truly,

A. E. P.

Ottawa, March 9, 1896.

J. H. Price, St. Thomas, will retire from the grocery business April 1. The store will then be occupied by H. W. Tallman.

No Fad

Instantaneous Tapioca is no fad, but a DAILY NECESSITY in the sick room, in the nursery, and on the best tables in our land. It is in daily use in the Montreal General Hospital, where they would not be without it, now that they know its convenience and value. Send us the address of your wholesale dealer if he has none in stock.

Agents—

HOWE, M^CINTYRE CO.
Montreal



IT is admitted

THAT goods well

PUT up are half sold.

The "Scientific" Stove Enamel is in the handsomest package on the market. It is the brightest, blackest, quickest and best paste.

THE ONLY PASTE THAT WILL NOT CAKE.

Order through your wholesale house or direct

103 QUEEN ST., EAST, TORONTO.

Confederation Life Association

HEAD OFFICE, TORONTO

The demand for a contract guaranteeing a fixed income for a term of years has led to the adoption by the Confederation Life Association of the Guaranteed Income Policy, under which is guaranteed to the beneficiaries, under the contract, or if policy is on the Endowment Plan, to have the insured, should he survive the period, a fixed annual income for ten years of \$100 per year, or for twenty years at \$50 per year, as the case may be, for each \$1,000 of insurance held.

All the benefits and privileges, such as Extended Insurance, Paid-up and Cash Values, etc., as at present given under the ordinary Unconditional Policy, attach also to the Guaranteed Income Contracts, and the fact that such a policy relieves the anxiety as to investment should make it very popular.

The Head Office or any of the agents of the association will be glad to quote rates on application.

BUSINESS CHANCE.

WANTED—A FIRST-CLASS GROCERY AND
China Store, modern build. State when writing
me full information. Have the cash and must buy cheap.
Address H. W. WADDELL, Chatham, Ont.

SITUATION WANTED.

WANTED BY YOUNG MAN IN GENERAL
store; five years' experience; best of references. Wm.
STEWART, Thornbury, Ont. (11)

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ADVERTISEMENTS**

Are inserted in this paper at the rate of
two cents per word each insertion, **pay-
able strictly in advance.** Ad-
vertisers may have their replies address-
ed in our care free of charge, but must
send stamps for re-addressed letters.

The Canadian Grocer, Toronto

RICE FROM

**The Mount Royal Milling
& Mfg. Co. . . .**

Is sure to be fresh milled, more palatable, and
in neater packages than the imported article.

D. W. Ross Co., Montreal, Agents

WILLIAM EVANS

Seedsman to the Council of Agri-
culture for the Province of
Quebec.

WAREHOUSES:
89, 91 and 93 McGill St.,
104, 106 and 108 Foundling St.,
and 42 Norman St.

Montreal.

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**Central
Business
College**

TORONTO AND STRATFORD.

Two great business schools under one management.
Students admitted at any time. Free circulars.

SHAW & ELLIOTT, Principals.



"The Yellow Fellow"

Is the title bestowed on
the Stearns by the ad-
mirers of its orange
rims. In constructing
the '96 Stearns we have
striven to make the best
bicycle producible, and
if best materials, super-
ior workmanship, un-
surpassed facilities and
honest effort count for
anything, we have sure-
ly succeeded.

Our handsome new cata-
logue, which we will mail on
request, is not more artistic
than the wheel itself.

AMERICAN RATTAN CO.
TORONTO, ONT.
CANADIAN SELLING AGENTS.

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.

New York Fancy Brand. Have a good light. Use



Every Oil known to trade and industry—wholesale.

DELICIOUS

That's the only way
to rightly describe the

Ram-Say Tea

It's the finest of In-
dian - Ceylon teas —
done up in lead-lined
packets — absolutely
air-tight.

In pound or half pound
packets, 40, 50, 60c. pound.

J. F. RAMSAY & CO.,
Toronto, Sole Agents
for Canada and United
States.



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

DO YOU?

WISH THUS TO BUILD
an
advertisement
in the
CONTRACT-
RECORD,
TORONTO
will bring you
tenders from the
best contractors.

McLAREN'S



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

The Best Grocers Make
a point of Keeping it al-
ways in Stock.

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

ASSIGNEE John W. Lawrence, of the estate of Denton & Co., general merchants, of Mono Centre, has received instructions from the creditors to sell the stock, which is valued at about \$1,800.

Omer Cloutier, grocer, Quebec, is offering to compromise.

J. C. Herkly, Drayton, shoe dealer, is offering to compromise.

Nathaniel Churchill, general merchant, Wilmot, N.S., has assigned.

L. G. Mathews, general merchant, Acton, has assigned to R. J. McNabb.

E. J. Gouldie, general merchant, Dwight, has assigned to Henry Barber & Co.

Casselman & Co., general merchant, Cardinal, Ont., has assigned to G. Reid.

John Verret, general merchant, Becancour, Que., has obtained an extension.

Bartlett & Robinson, general store, Mount Brydges, have assigned to Sheriff Cameron.

M. Bourdon, grocer, Boucherville, Que., has compromised at 50c. on the dollar, cash.

M. Laurandeu, shoe dealer, Midland, is offering to compromise at 20c. on the dollar.

E. F. Hemming, general merchant, Bognor, has assigned to J. W. Lawrence, Toronto.

J. B. Dickson, general merchant, Castleford, has settled with his creditors at 70c. on the dollar, cash.

James Alexander & Co., general merchants, Richmond, Que., have filed consent of assignment.

Thos. Mathews, general merchant, Pointe au Chene, is offering to compromise at 25c. on the dollar, cash.

John G. Clarke, general store, stoves, etc., Berwick, N.S., is offering to compromise at 50c. on the dollar.

J. W. Williams, a small grocer, at Eglinton, has been closed out by a local wholesale firm under a chattel mortgage.

J. B. E. Danjou & Co., general merchants, St. Luce Station, Que., are offering to compromise at 50c. on the dollar.

Thomas H. Williamson, general merchant, Pontypool, has assigned to David Blackley, of Toronto, with liabilities of \$3,000.

Mrs. J. C. Keegan, of the estate of J. C. Keegan, general merchant, Richmond, Que., is offering to compromise at 50c. on the dollar.

The estate of R. R. Harris, crockery merchant, of Brantford, will be wound up by Richard Tew. The assets of the firm are placed at \$10,000.

PARTNERSHIPS FORMED AND DISSOLVED.

R. Michand & Cie., general merchants, Lachine, have dissolved.

E. L. Young and Elias L. Bean have registered a partnership in Hereford, Que.,

to carry on business as general merchants, under the style of F. L. Young & Co.

Geo. Childs & Co., wholesale grocers, Montreal; partnership registered, composed of Geo. A. Childs as general partner and A. E. Childs as special partner for \$20,000 to December, 1900.

A. Robitaille and Jules Paradis have registered a partnership to carry on business in Quebec as grocers, under the style of Robitaille & Paradis.

Z. Guay and L. Lapointe have registered a partnership to carry on business in St. Etienne de Lauzon, as general merchants, under the style of Guay & Lapointe.

CHANGES.

Joseph Pugh, grocer, Bluevale, has sold out to R. G. Casemore.

John McCall, fruits, St. Thomas, has sold out to C. L. Robertson.

J. G. Hutchinson & Co., grocers, Vancouver, have sold out.

V. Massa, grocer, Vancouver, is advertising business for sale.

G. A. Bigelow, general merchant, Rossland, B. C., is giving up business.

Helen Lockie, general merchant, Dunnville, is advertising business for sale.

Labranche & Lemieux, general merchants, have begun business at Thetford Mines, Que.

A. L. Hemstreet, grocer and crockery, Acton, has sold out to Thos. C. Moore & Son.

Joseph La France & Co., general merchants, Bic, Que., are offering business for sale.

SALES MADE AND PENDING.

The stock of W. A. Currie, general store, Glencoe, has been sold at 55c. on the dollar.

The stock of the estate of Mowat & Rossiter, general merchants, Shakespeare, is to be sold 16th inst.

The assets of Arpin, Fils & Co., general merchants, St. Marie de Monnoir, are to be sold by auction 16th inst.

FIRES.

The premises of W. Rourke, grocer, Montreal, have been destroyed by fire.

T. M. Percival, grocer, Brandon, Man., has been burned out. Estimated loss \$5,000; insured.

W. Wade, apple dealer and storage supplies, Brighton, has had his premises partially damaged by fire.

DEATHS.

Isaac Cartmer, grocer, etc., Milton, is dead.

David Colwell, grocer, Fredericton, N.B., is dead.

A merchant cannot always walk directly in the footsteps of another, but by ascertaining how he steps, he can generally gather an idea where it is best for himself to plant his feet.

THE E. B. EDDY COMPANY.

The annual general meeting of the E. B. Eddy Company was held at Hull on Wednesday last. The secretary-treasurer submitted the audited accounts for the year 1895; the semi-annual dividend was declared, and the following officers were elected for the ensuing year:

Mr. E. B. Eddy, president and managing director.
Mr. S. S. Cushman, vice-president.
Mr. Geo. H. Millen, general mechanical superintendent.
Mr. J. J. Gormully, Q.C., solicitor.
Mr. W. H. Rowley, secretary-treasurer.
Mr. J. T. Shirreff, assistant secretary-treasurer.

It is understood from a reliable source that although the competition has been very keen, and prices in all lines manufactured by the Eddy Co. very low, the peculiarly advantageous conditions under which these works are operated have resulted on the whole satisfactorily for 1895.

Mr. Eddy is still absent in Europe, but is looked for to return in the spring or early summer.

JAMAICA ORANGE CROP.

The largest crop of Jamaica oranges ever harvested was in this season of 1895-6. The figures:

	Boxes.	Barrels.
1891-2.....	8,468	34,439
1892-3.....	7,688	42,179
1893-4.....	5,165	20,261
1894-5.....	12,296	88,751
1895-6.....	83,140	192,173

These figures have been carefully compiled by James Golden, of I. Mercadante's importing house. They show that the receipts have been equal to 467,486 boxes this season, which is more than twice the quantity of last season and nearly as many as were received in the four years previous put together.—American Grocer.

A HINT TO THE CLERK.

Mr. Clerk, be firm, be emphatic, but be quiet about it, don't get boisterous, remarks an exchange. Be easy in your manner. Meet people on the level, convinced that you are as good as they. Consider yourself socially their equal, if you will, but don't presume upon it. Never strain the limit; keep to your own side of the fence and don't attempt to be familiar.

For the time being you are the servant of those you are serving, and no matter how well people may treat you outside of the store, they may resent what they term presumption on the part of the clerk in his clerky capacity. So be wise, and keep strictly to your own side of the fence.

Consignments Stored in Bond

And shipped when sold, to proper addresses. Specially convenient for consignments partly sold in transit.

BLAIKLOCK BROTHERS, MONTREAL

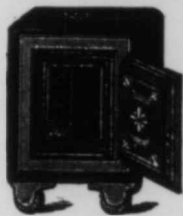
A NEW DEPARTURE of much importance to the . . . **GROCERY TRADE**



The **LAING PACKING AND PROVISION CO., Ltd.**
 . . . OF MONTREAL . . .

Have added a **Canned Meat Department** to their General Packing Business, and will in future have a full line of Canned Meat Goods, Soups and Sundries of the very finest quality, every can being guaranteed. These **Anchor Brand** Goods are put up in all the convenient sizes and newest shapes, with **patent key-openers**, and are not surpassed by any other goods on the market.

WRITE FOR PRICE LIST



Champion Fire and Burglar-Proof Safes . . .
 Made with Solid Welded Angle Iron Frame, Iron Inside Doors; 1,000,000 Change Combination Lock. Twelve years trial have proven them the Best. Fifteen sizes in stock. Write for our Price List.
S. S. KIMBALL
 577 Craig St., Montreal, P.Q.

CAUSES OF FAILURE
 In the Hardware Trade and How Avoided.
 As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays **25 cents** to any address on receipt of
HARDWARE AND METAL, Toronto

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



ASK FOR
MOTT'S

NOVA SCOTIA FIBRED CODFISH

REPRESENTS the highest achievement in the art of curing and preparing Codfish ready for cooking.
 NOTHING is used in this product but the finest of shore Codfish especially cured and dried for it.
 THE disagreeable odor usually considered to be a necessary evil to be endured while cooking Codfish will be found to be entirely lacking in this.

EVERY particle of skin and bone being removed and the water evaporated, there is absolutely no waste. The contents of each package, therefore, is worth to the house-keeper about three times its weight in Codfish as ordinarily sold.

PUT UP in half-pound cartons, 3 doz. cartons to the case, and sold by the wholesale and retail grocers throughout Canada.

PARKER, EAKINS & CO. Curers and Dealers in Fish for Home and Export Trade **YARMOUTH, NOVA SCOTIA**

Land Plaster
 and
Land Salt

Two staples for Spring Trade. We can quote you the lowest possible price for either. In Land Salt we are making a special offer for shipment by April 15th. If we knew your address we could quote YOU a price. Suppose you drop us a card or call.

The Toronto Salt Works
 128 Adelaide Street East
 TORONTO, ONT.

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.



Canada
Prepared
Corn.
Silver Gloss.
Satin Starch.
Rice Starch.

When you buy

STARCH

See that you get the right thing. You can't go wrong if you have any of our lines.

EDWARDSBURG STARCH CO.

Cardinal, Ont

Sardines, Amer., 1/4 s	0 04 1/2	0 09
" " 1/2 s	0 09	0 11
Mustard, 1/4 size, cases		
50 tins, per 100	10 00	11 00
MARSHALL & CO., SCOTLAND.		
Fresh Herring, 1-lb.	1 10	1 15
Kipperd Herring, 1-lb.	1 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.		
(CANADIAN.)		
Comp Corn Beef, 1-lb. cans	\$1 40	\$1 50
" " 2 "	2 40	2 55
" " 4 "		
" " 6 "	7 75	8 25
" " 14 "	16 00	18 00
Minceed Callops	2	2 60
" " 2 "	2 60	2 65
Lunch Tongue	3 40	3 50
" " 2 "		6 00
English Brawn	2 75	2 80
Camb Sausage	2 50	2 50
" " 1 "		4 00
Soups, assorted	1	1 50
" " 2 "		2 25
Soups and Boull.	2	1 80
" " 6 "		4 50

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

Beardley's Boneless Herring.
2 doz. 1 4

Codfish. per doz.
Beardley's Shredded, 2 doz. pkgs. 0 90

CHEWING GUM.

ADAMS & SONS CO.		per box
Tutti Frutti, 36 5c bars		\$1 20
Pepsin Tutti Frutti, 23 5c packages		0
Pepsin Tutti Frutti, in glass-covered boxes, 23 5c packages		0 80
Horehound Tutti Frutti, glass tops, 36 5c packages		1 20
Cash Register, 300 5c bars and pkgs.		15 00
Tutti Frutti Show Case, 180 5c bars and packages		5 50
Glass Jar with Pepsin Tutti Frutti, 115 5c packages		3 75
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		0 65
Flirtation Gum, 150 1c pieces		1 30
Monte Cristo, 180 1c pieces		1 20
Mexican Fruit, 36 5c bars		0 90
Sappota, 150 1c pieces		0 75
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, 300 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—		
French, 1/4's-6 and 12 lbs.		0 30
Caraccas, 1/4's-6 and 12 lbs.		0 35
Premium, 1/2's-6 and 12 lbs.		0 30
Sante, 1/4's-6 and 12 lbs.		0 26
Diamond, 1/4's-6 and 12 lbs.		0 22
Sticks, gross boxes, each		1 00
Cocoa—		
Homeopathic, 1/4's, 8 and 14 lbs.		0 30
Pearl		0 25
London Pearl, 12 and 18 "		0 22
Rock		0 30
Bulk, in boxes		0 18
Royal Cocoa Essence, packages		1 40
Cocoa— EPPS'.		
Case of 112 lbs. each		0 35
Smaller quantities		0 37 1/2

FRY'S.		(A. P. Tippet & Co., Agents.)
Chocolate—		
Caraccas, 1/4's, 6-lb. boxes		0 42
Vanilla, 1/4's		0 42
"Gold Medal" Sweet, 6 lb. bxs.		0 29
Pure, unsweetened, 1/4'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—		
Concentrated, 1/4's, 1 doz. in box		2 40
" " 1 lb.		"
Homeopathic, 1/4's, 14 lb. boxes		0 33
" " 1/2 lbs. 12 lb. boxes		0 33
JOHN P. MOTT & CO.'S.		
(R. S. McIndoe, Agent, Toronto.)		
Mott's Bromo		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 Caraccas Chocolate		0 40
Mott's Diamond Chocolate		0 22
Mott's French-Can Chocolate		0 18
Mott's Navy or Cooking Chocolate		0 27
Mott's Cocoa Nibs		0 35
Mott's Cocoa Shells		0 05
Vanilla Sticks, per gross		0 90
Mott's Confectionery Chocolate		0 21
Mott's Sweet Chocolate Liquors		0 19

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
Caraccas 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—	
n bxs, nd 12 lbs. each, 1/4 lb., tins.	0 49

COFFEE.

Green.		per lb.
Mocha	0 28	0 30
Old Government Java	0 30	0 33
Rio	0 20	0 21 1/2
Plantation Ceylon	0 29	0 31
Porto Rico	0 24	0 28
Guatemala	0 24	0 26
Jamaica	0 21	0 22
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	0 32
Arabian Mocha		0 35
Maracaibo	0 28	0 30
Santos	0 25	0 27

DRUGS AND CHEMICALS.

Alum	\$0 02	\$0 03
Blue Vitriol	0 06	0 07
Brimstone	0 03	0 03 1/2
Borax	0 10	0 12
Camphor	0 80	0 85
Carbolic Acid	0 25	0 50
Castor Oil, 1 oz. bottle, p. gross		4 20
" " 2 "		6 00
" " 3 "		8 40
" " 4 "		10 00
" " 1/2 pint		12 00
Olive Oil, 1/2 pts., 2 doz. to case, per case		1 25
" " pints, 2 doz. to case, per case		2 50
Epsom Salts	0 02	0 02 1/2
Extract Logwood, bulk	0 13	0 14
" " boxes	0 15	0 17
Gentian	0 10	0 13
Glycerine, per lb.	0 17	0 18
Hellebore	0 16	0 17
Iodine	5 50	6 00
Insect Powder	0 25	0 30
Saltpetre	0 08 1/2	0 09
Soda, Bicarb. per keg	2 75	2 90
Sal Soda	1 00	1 25
Madder	0 12 1/2	

EXTRACTS.

Dalley's Fine Gold, No. 8, per doz.	\$0 75
" " " " 1, 1 1/2 oz.	1 25
" " " " 2, 2 oz.	1 75
" " " " 3, 3 oz.	2 00

RECKITT'S Blue and Black Lead

(ALWAYS GIVE YOUR CUSTOMERS SATISFACTION)

BUY LIPTON'S TEAS

AWARDED THE HIGHEST HONORS AT THE WORLD'S FAIR
SUPPLIED UNDER SPECIAL ROYAL WARRANT TO
THE QUEEN OF ENGLAND.



Over 1,000,000 Packages sold weekly

LIPTON'S Delicious Teas possess that most delicate flavor and exquisite aroma peculiar to the choicest growths of Ceylon and India.

They are put up in one-pound and half-pound airtight packages, and retailed at 30, 40, and 50c. per pound. Reasons why you should sell Lipton's Teas: Because everybody likes them. They have the largest sale in the world. They will increase your trade. You can buy from the following wholesale agents:

Caverhill, Hughes Co., Montreal
H. H. Brennan & Co., - Ottawa
W. G. Craig & Co., - Kingston
Balfour & Co., - Hamilton
A. M. Smith & Co., - London
T. Kenny & Co., - Sarnia

LIPTON TEA PLANTER CEYLON

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

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 \$10 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.

A PRIZE..

Certificate in each box of



ADAMS' "BANNER" CHEWING GUM

ADAMS & SONS CO.

Send for Free Sample.

11 & 13 Jarvis Street, Toronto, Ont.

WHY IS **Brantford Starch**

selling better every day?

Because it is always **uniformly reliable**, and its packages are the **most attractive** in the trade.

10 oz. cakes, 100 cakes in box . . . 3 60
Twin cake, 11 1/4 oz., 100 cakes in box . . . 3 85
All wrapped with lithographed wrapper, printed with finest alkali proof ink. Quotations of lower grades of all kinds of soap furnished on application.

TEAS.

BLACK.		
	per lb.	per lb.
Congou—		
Half Chests Kaisow, Moning, Paking	0 12	0 60
Caddies, Paking, Kaisow	0 18	0 50
INDIAN.		
Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchong	0 18	0 25
CEYLON.		
Broken Pekoes	0 35	0 42
Pekoes	0 20	0 40
Pekoe Souchong	0 17	0 35
CHINA GREENS.		
Gunpowder—		
Cases, extra firsts	0 42	0 50
Half Chests, ordinary firsts	0 22	0 38
Young Hyson—		
Cases, sifted, extra firsts	0 42	0 50
Cases, small leaf, firsts	0 35	0 40
Half Chests, ordinary firsts	0 22	0 38
Half Chests, seconds	0 17	0 19
“ “ thirds	0 15	0 17
“ “ common	0 13	0 14
PING SUEYS.		
Young Hyson—		
Half Chests, firsts	0 28	0 32
“ “ seconds	0 16	0 19
Half Boxes, firsts	0 28	0 32
“ “ seconds	0 16	0 19
JAPAN.		
Half Chests—		
Finest May pickings	0 38	0 40
Choice	0 32	0 36
Finest	0 28	0 30
Fine	0 25	0 27
Good medium	0 22	0 24
Medium	0 19	0 20
Good common	0 16	0 18
Common	0 13 1/2	0 15
Nagasaki, 1/2 chests Pekoe	0 16	0 22
“ “ Oolong	0 14	0 15
“ “ Gunpowder	0 16	0 19
“ “ Siftings	0 07 1/2	0 11

TETLEY'S TEAS.

No. 1. Retailed 70c.; cost 50c.
No. 2. “ 50c.; “ 35c.
Mixed. “ 40c.; “ 30c.

“SALADA” CEYLON. per lb.



Green label, retailed at 30c. 0 22
Blue label, retailed at 40c. 0 30
Red label, retailed at 50c. 0 36
Gold label, retailed at 60c. 0 44
Terms, 30 days net.

TOBACCO AND CIGARS.

British Consols, 4's; Twin Gold Bar, 8's	0 59
Ingots, rough and ready, 8's	0 57
Laurel, 3's	0 49
Brier, 7's	0 47
Index, 7's	0 44
Honeysuckle, 8's	0 56
Napoleon, 8's	0 50
Victoria, 12's	0 47
Brunette, 12's	0 44
Prince of Wales, in caddies	0 48
“ “ in 40-lb. boxes	0 48
Bright Smoking Plug Myrtle, T. & B., 3's	0 60
Lily, 7's	0 47
Diamond Solace, 12's	0 50
Myrtle Cut Smoking, 1 lb. tins	0 70
1/4-lb. plug, 6-lb. boxes	0 70
oz. plug, 5-lb. boxes	0 70

CANADIAN TOBACCO CO., MONTREAL.

Cut Tobaccos—



Comfort, 1-6, 5 lb. box 0 22
Champion, 1-10, 5 lb. box 0 38
I. O. F., 1-10, 5 lb. box 0 28 1/2
Schmer, 1-10, 5 lb. box 0 32 1/2
Imperial Cigarette Tobacco, 1-10, 5 lb. box 0 40
Quesnel Tobacco, all sizes 0 60
Crown Cut Plug Mixture, 1/2 lb. tin 0 50
“ “ 1 lb. tin 0 47

Cigarettes—

Sonadora Havana	per 1,000 \$10 00
Royal Turkish Egyptian	10 00
Creme de la Creme	10 50
Lafayette	4 00
Marquise (Can. tobacco)	7 00
Imperial	3 50

Plug tobaccos (sweet chewing)—

Navy, in caddies	0 35
Navy, plug mark	0 33
Honey, boxes and caddies	0 43
Spun roll chewing, boxes	0 55

Plug smoking (with or without tags)—

Black Crown smoking, in caddies	per lb. 0 35
---	--------------

Crown Rouge smoking	0 38
Leaf tobacco, in bales	0 08 0 20
Cigars—	
La Sonadora Reina Victoria Flor Fina, 1-20	\$85 00
La Sonadora Reina Bouquet, 1-10	55 00
Creme de la Creme Reina Victoria Extra, 1-20	55 00
Creme de la Creme Reina Victoria Special, 1-20	50 00
Honeymoon, Regalia Comme il Fait, 1-40	55 00
El Caza Culebras, 1-40	55 00
La Fayette Reina Victoria, 1-20	32 50
Noisy Boys, Blue Line, 1-20	25 00
Princess of Wales, Princess, 1-10	25 00
Ditto, low grades	13 50 20 00

AMERICAN TOBACCO CO. OF CANADA, LTD.

Cigarettes—

	Per M.
Richmond Straight Cut No. 1, in cardboard boxes of 10	10 50
Hyde Park, cardboard boxes of 10 and 20	10 50
Sweet Caporal, slide boxes of 10	7 20
Athlete, foil-wrapped boxes of 10	7 20
Old Judge, slide boxes of 10	7 50
Derby, packages of 10	3 80
Prince and Gloria, slide bxs. of 10	3 80
Sweet Sixteen, slide boxes or packages of 10	3 30
White Caps, slide boxes of 10	3 30
Old Virginia, slide boxes of 10, (mouth-pieces)	3 30
Parisienne, slide boxes of 10, (mouth-pieces)	3 60
Holder, packages of 10	3 30
Sultana, slide boxes of 10	3 30
Majestics, slide boxes of 20	6 60
Plug Cut—	
Old Chum, 1-9, 5-lb. boxes	0 70
Old Virginia, 1-10, 5-lb. boxes	0 60
Seal of North Carolina, 1-10	0 80
“ “ 1-6 pouches	0 90
Old Gold, 1-10s and 1/4s	0 80
Cigarette Tobacco—	
B. C. N. 1, 1-10, 5-lb. boxes	0 83
Athlete	1 10
Old Judge	1 20
Plug Smoking—	
Derby, 3s, 7s and 12s, solace	0 51 1/2
Old Virginia, 3s, twist or solace	0 58
Plug Chewing—	
Old Chum, 3-lb. boxes, thick or thin	0 58

Cigars.

S. DAVIS & SONS, MONTREAL.

	Sizes.	Per M.
Madre E Hijo, Lord Lansdowne		\$60 00
“ “ Panetelas		60 00

Madre E Hijo, Bouquet	60 00
“ “ Perfectos	85 00
“ “ Longfellow	85 00
“ “ Reina Victoria	80 00
“ “ Pins	55 00
El Padre, Reina Victoria	55 00
“ “ Reina Victoria Especial	50 00
“ “ Conchas de Regalia	50 00
“ “ Bouquet	55 00
“ “ Pins	50 00
“ “ Longfellow	80 00
“ “ Perfectos	80 00
Mungo, Nine	35 00
Cable, Conchas	30 00
“ “ Queens	29 00
Cigarettes—All Tobacco—	
Cable	7 00
El Padre	1 00
Mauricio	15 00

WOODENWARE.

	per doz.
Pails, 2 hoop, clear, No. 1	\$ 1 60
“ “ “ “ “ “	1 75
“ “ “ “ “ “	1 50
“ “ “ “ “ “	1 65
Tubs, No. 0	9 00
“ “ 1	7 50
“ “ 2	6 50
“ “ 3	5 50
Washboards, Globe	1 90 2 00
“ “ Water Witch	1 40
“ “ Single Crescent	1 85
“ “ Double	2 75
“ “ Jubilee	2 25
“ “ Globe Improved	2 00
“ “ Quick and Easy	1 80
“ “ World	1 75
“ “ Rattler	1 30
Butter Tubs	1 60 3 60
Mops and Handles, combined	1 25
Butter Bowls, crates assort'd	3 60

THE E. B. EDDY CO.

Washboards, Planet	1 60
“ “ Waverly	1 50
“ “ XX	1 40
“ “ X	1 25
“ “ Electric Duplex	2 25
“ “ Special Globe	1 50
Matches—	
5-Case Lots, Single Case	
Telegraph	\$3 30 \$3 50
Telephone	3 10 3 30
Tiger	2 60 2 80
Parlor	1 70 1 75
Red Parlor	1 70 1 75
Safety	4 00 4 20
Favorite	2 25 2 35
Flamers	2 25 2 35

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Licorice Lozenges
“Purity” Penny Licorice

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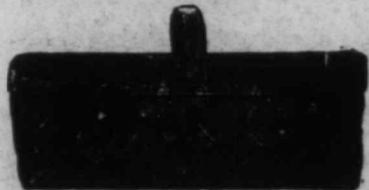
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