

THE CANADIAN GROCER

VOL. X

MONTREAL AND TORONTO, JUNE 26, 1896.

No. 26

Manufacturers by Special-Warrant
To Her Majesty THE QUEEN

COLMAN'S MUSTARD

HAS OBTAINED THE HIGHEST AWARDS AND UNEQUALLED HONOURS AT ALL THE PRINCIPAL INTERNATIONAL EXHIBITIONS

ONLY GOLD MEDAL PARIS 1878

TWO GOLD MEDALS

INTERNATIONAL HEALTH EXHIBITION LONDON 1884

Only Prize Medal London 1862 Only Silver Medal Paris 1875
Only Medal Dublin 1865 Grand Gold Medal Moscow 1872 &c

Kippered Herrings



MARSHALL & CO.
Spring Garden Works, ABERDEEN, SCOTLAND.

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.

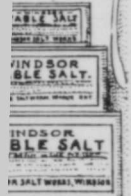
All Selected Fish from the famed Aberdeen Fisheries.

For Sale by all Leading Grocers.

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

HOLD YOUR TRADE BY SELLING THESE FAMOUS BRANDS

THE ONLY TEN CENT CIGAR



F. RANDOLPH
Treasurer
149
ET
AGENCY
COMPANY,
Proprietors
157 N. 5th St.,
New York
United States
Australia and

the oldest and
reputation of its
and under one
management, with
business, and
for the collection
of more than any

St. East and
157 N. 5th St.
New York
Tendent.

TON'
POLISH
Preparation for

LIMITED,
Lead, Emery and
s, etc.

on, England
CANADA:
Craig Street

Ox Tongues



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

Manufacturers' Agents,

JAMES HAYWOOD
Toronto

J. L. WATT & SCOTT
Montreal

J. HUNTER WHITE
St. John, N.B.

**Armour
Packing
Co. . .**

Kansas City,
U.S.A.

SPECIAL IN DINNER SETS

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

97 PIECES, - \$4.50

(Packing, 25 cents)

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

Assorted packages in **White Granite
Seconds** a specialty.

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

181 to 185 McGill Street

MONTREAL

TANGLEFOOT

Sealed Sticky Fly Paper

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

LIST OF CANADIAN GROCERS WHO HANDLE TANGLEFOOT

HAMILTON, ONT.

Balfour & Co.
W. H. Gillard & Co.
Lucas, Steele & Bristol.

KINGSTON, ONT.

Geo. Robertson & Son.

LONDON, ONT.

Elliott, Marr & Co.

OTTAWA, ONT.

H. N. Bate & Sons.

TORONTO, ONT.

H. P. Eckardt & Co.
The Eby, Blain Co., Ltd.

BROCKVILLE, ONT.—Gilmour & Co.

QUEBEC, QUE.—Langlois & Paradis.

MONTREAL, QUE.—Geo. Childs & Co.

N. Quintal & Fils.

Laporte, Martin & Cie.

Forbes Brothers.

TRURO, N.S.—Black & Co.

ST. JOHN, N.B.—Dearborn & Co.



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

Standard Goods THE Best to Handle

FOR
PURITY

Bi-Carbonate OF Soda

FOR
STRENGTH



TRADE MARK

This brand is always reliable.

Highest test 98.30% pure.

Made only
by

The UNITED ALKALI CO., Ltd., Liverpool.

"New Process" Soda, finest on the market.



You do not want any more hot campaign speeches, but

STOWER'S



Lime Juice Cordial, Pure Lime Juice, "Double Refined" Lemon Syrup and Clarified Lemon Squash. They are cooling, delicious, healthy and refreshing, the best articles of the kind manufactured, absolutely free from spirit, musty flavor, or any impurities.



"THISTLE" HADDIES



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

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

AGENTS

A. P. TIPPET & CO.

MONTREAL and TORONTO

F. H. TIPPET & CO.

ST. JOHN, N.B.

The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

Laboratory of Inland Revenue,
Office of Official Analyst,

MONTREAL, April 8th, 1895.

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

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

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

WE MANUFACTURE

All Kinds of Crockery

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

Brantford Stoneware Mfg. Co.

Brantford, Ont.

OTHER SPECIALTIES.

NOUGAT
RAHAT LAKUHM
ALMOND ROCK
EL MAHNA

CANADIAN SPECIALTY CO., Toronto.



WORKS : LONDON, W.C.

MEDALS AND DIPLOMAS.

PARIS
SYDNEY
MELBOURNE

ROSE & LAFLAMME, Montreal.

Grand Mogul Tea . .

Cleaned Currants

Stands the test of the time. Grocers everywhere are pleased with it, because it is a trade winner and profit maker. No loss in weight nor old damaged stock. The last pound equal to the first.

Hercules, Apollo, Epicure. Washed clean; centrifugally dried; every particle of sand and dirt removed. Best fruit obtainable.

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

CRESCENT BRAND



BRUNNER, MOND & CO., Ltd,
NORTHWICH, ENGLAND

MANUFACTURERS OF

BICARBONATE of SODA

REFINED and RECRYSTALIZED--The Purest and Cheapest in the Market.

SODA CRYSTALS

Of the Finest Quality.
In Barrels and Drums
Orders for direct importation from
the Wholesale Trade only.

WINN & HOLLAND - - - MONTREAL
SOLE AGENTS FOR THE DOMINION OF CANADA

THE ELECTIONS

ARE OVER.



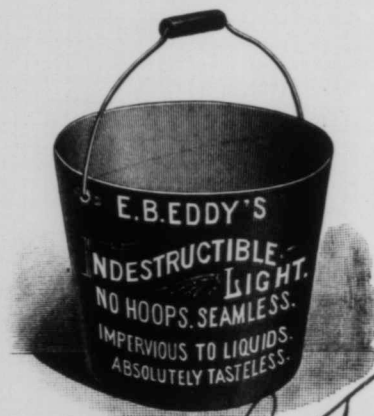
Your customers
require something
appetizing after
the excitement.

SNIDER'S TOMATO CATSUP

JUST WHAT THEY WANT

ROSE & LAFLAMME, EASTERN AGENTS, MONTREAL

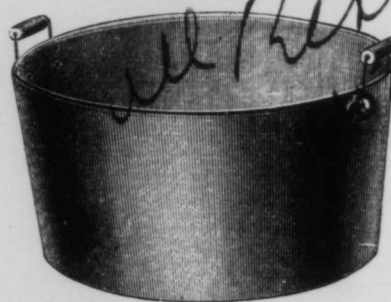
Free From Factory Faults



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

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

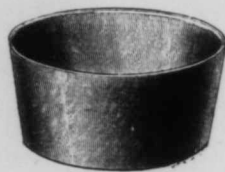
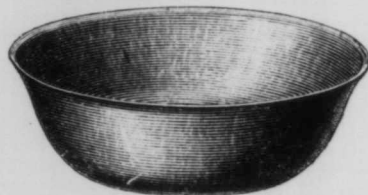
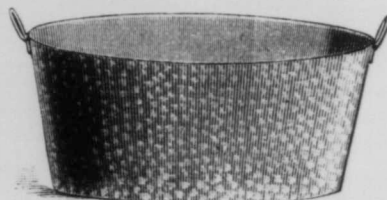
All credit to the heavy pail, the cumbersome tub, the iron-bound bucket, but their day is passing.



E. B. EDDY'S Indurated Fibreware

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

Send for prices, terms and discounts.



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

HULL, CANADA

318 St. James St., MONTREAL.

38 Front St. West, TORONTO.

Agents

{ F. H. Andrews & Son, Quebec; A. Powis, Hamilton; J. A. Hendry Kingston; Schofield Bros, St. John; J. Peters & Co., Halifax; Tees & Perase, Winnipeg; James Mitchell, Victoria. Permanent agents not yet appointed for St. John's, Nfld.



ORDER NOW FOR

DOMINION DAY

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

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

OTTAWA AND
PETERBOROUGH

No Sulphur Match on Earth

.. CAN BEAT OUR ..

SOVEREIGN BRAND

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

H. A. NELSON & SONS - - TORONTO

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



“REINDEER BRAND”

CONDENSED GOODS

COFFEE,
COCOA,
MILK,
EVAPORATED CREAM.

BUY IN SMALL LOTS AND OFTEN



TEAPICKER

The choicest pickings of the month of May, from one of the first tea gardens of Japan. Handsome even leaf; delightful cup qualities; fragrant and delicious.

A strictly high-class tea at a moderate price. A photograph of the handsomest tea picker in Japan in each package. At 40cts. per lb. consumers will be more than pleased, and your profit a good one.

This is but one of the many real values we offer.

W. H. Gillard & Co.

Wholesalers Only

Hamilton

JOHN MOUAT, North-west Representative, Winnipeg.

**Wholesome and
Delicious**



Wethey's Condensed Mince Meat

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

Mfd. only by

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

For sale by all wholesalers.

"Strawberries

THAT **ARE** STRAWBERRIES."

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

LOOK! Two Grades:

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

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

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

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

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

THE CANADIAN GROCER

Vol. X. (Published Weekly)

MONTREAL AND TORONTO, JUNE 26, 1896

(\$2.00 per Year) No. 26

DROPS FROM THE EDITOR'S PEN.

"Fresh" clerks soon become stale and unprofitable.

Have veracity if you would have success in business.

In order to get customers into your store keep the flies out.

Elbow grease is the best lubricant you can use for getting on in the world.

Energy is much more to be desired than genius, and honesty than lordly birth.

Man's best efforts, politically, often go unwarded, but commercially seldom.

The young man who wants to succeed in business must learn how to succeed.

He who does not know his own mind is never likely to possess a mine of wealth.

Weary lies the head that sought honors political, and on June 23rd found them not.

Education is essential to a comprehension of the cash system as well as any other subject.

There is one thing about the long hours which a grocer works: they are his own making.

If competition were to cease some merchants would cease to do business because of dry rot.

You may not be able to judge a man by his appearance, but you can a store by its appearance.

He who courts brains before gold has a brighter future before him than he whose policy is vice versa.

"If I had served my business as well as I have my party, I would have been better off

than I am to-day," is probably the soliloquy of more than one defeated candidate for parliamentary honors.

If a man has not an eye for business how in the world is he going to see how to do business?

Honesty is the best policy even if you lose money by it. But it is better to lose money than a good name.

Wednesday next the Dominion of Canada will be thirty-nine years old. Many happy returns of the day.

There is no standing still in business: If you are not pulling against the stream you are drifting with it.

The difference between a bad cigarette and bad company is that the one poisons the body and the other the mind.

The value of an idea is measured by its adaptability for to-day: What was good ten years ago may be valueless now.

The advertisement's duty ceases when it brings the customer to your store. The duty of selling the goods devolves upon you.

A man cannot afford to lose much time dilly-dallying in this world. Life is short, and what we would do we must do quickly.

Money may be the root of all evil, but a business does not take much root in the community until it has plenty of the "root."

During these warm days the average merchant has no small task to prove that he and not the persistent fly rules in his shop window.

The fact that men are still making money out of the grocery business is an indisputable evidence that there is money in it. The only thing is that you have to work harder

and plan more judiciously for gold than was the rule a decade ago.

One does not require to guess what will be the end of the merchant who fixes the selling price of an article by guessing the cost thereof.

When once a young man strikes the right road in life let him stick to it if all the imps in Nickdom are engaged in piling obstacles in his way.

By obtaining a peep at our own imperfections once in a while we are not likely to perceive so quickly the short-comings of other people.

Learning to buy and sell no more completes a business education than does learning to read, write and "figure" finish a boy's education.

Because a merchant is careful as to whom he gives credit it does not follow that he has lost confidence in humanity. It signifies that he is not a fool.

The merchant, like the fisherman, needs to use bait in order to catch what he desires; but, unlike the fisherman, he should not use bait for the purpose of deceiving.

There is no question regarding a merchant's ability to drive customers away from his store; but it is decidedly questionable whether he can drive them to it.

The reason that we find so few slow men among commercial travelers is that the pace soon kills off the drones. There is only room for workers in the travelers' hive.

The Stalybridge (England) Grocers' and Provision Dealers' Association have decided to elect as honorary members all wholesalers who will register their consent, and a number have already acquiesced. The idea is to be commended. The will tend to elicit the interest of the wholesalers.

APPLETON'S INDIA - CEYLON PACKET TEAS.

MR. E. G. ELLIOTT, of London, Eng., representing Appleton, Machin & Smiles, wholesale tea merchants of that city, was in Toronto recently. Mr. Elliott is making his second annual business

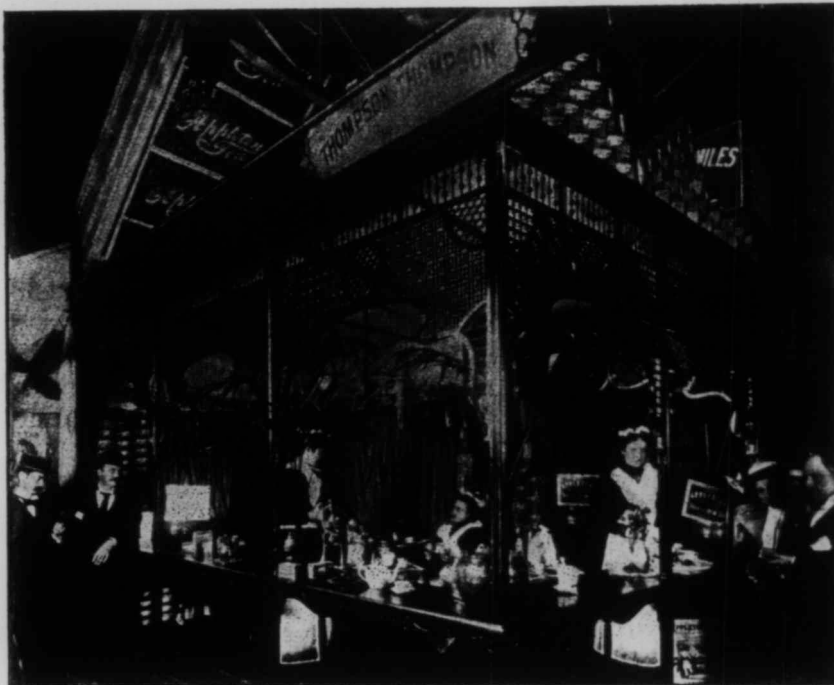
pounds, last year the tremendous total of 97,000,000 pounds was reached."

It seems apropos to here mention that among the firms in London who have assisted materially in the development of the trade in Indian and Ceylon teas is that of Appleton, Machin & Smiles. In the United Kingdom itself this firm, we understand, has

south as New Orleans, as far west as Winnipeg and as far east as Montreal. Their wholesale agents are Thompson & Thompson, Toronto; Frank Magor & Co., Montreal; the Geo. Wm. Bentley Co., Boston, and Cushman Bros. Co. in New York, and through them about forty representatives in Canada and the United States are selling their teas to the retail trade of the two countries. THE CANADIAN GROCER understands that already the sale of Appleton's teas on the American continent is assuming large proportions.

Appleton's packet teas are put up in half and one pound sizes. The packets, as the trade knows, are neat and singularly handsome and attractive. They are packed in London in the private bonded warehouse of Appleton, Machin & Smiles, which is a guarantee of their absolute purity and uniform quality, and shipments are made in 50-pound cases under the Customs seal, which ensures their arrival in perfect condition. These teas are sold in three qualities, to retail at 40c., 50c. and 60c. per pound. In addition to the Indian and Ceylon teas so packed, Appleton, Machin & Smiles also put up packets containing green mixed with Indian and Ceylon tea. These latter retail at 40c. and 50c. per pound. In addition to the packet teas, Frank Magor & Co., of Montreal, and Thompson & Thompson, of Toronto, also carry in stock Appleton's Indian and Ceylon blends, ranging in price from 20c. to 40c. per pound.

It will be readily understood that a business of the extent of that of Appleton,



APPLETON'S DISPLAY AT THE TORONTO EXHIBITION.

visit to the American continent, and has already this time spent about three months in the United States. When he was here I had a few minutes' chat with him in the office of Thompson & Thompson, the Toronto agents of the firm.

"Is there anything new developing in London regarding Indian and Ceylon teas?" I asked.

"Not just at the moment," he replied. "You see, this is the time of the year when the Indian gardens have closed, and the imports for the season have been some time finished. But, of course, you know," said Mr. Elliott, with a smile, "in England today Indian-Ceylon teas have, like Aaron's rod, completely swallowed up all competitors, the growths of other countries." Then, to prove the reasonableness of this phrase, he quoted figures. In 1879 there were consumed in the United Kingdom 126,340,000 pounds of China tea. The quantity is now only about 20,000,000 pounds, while the total importations from "that land whose teeming millions own the sway of the Empress of India" amount to more than 200,000,000 pounds. "The astonishing rate at which Ceylon teas in particular have gone ahead is proved by the fact that, whereas in 1885 the total amount imported into the United Kingdom was under 4,000,000

something like fifty travelers, resident and otherwise, directly selling teas to the trade there.



APPLETON'S TEAS IN A RETAIL STORE.

Hardly a year ago the firm entered the American and Canadian markets with their teas, and to-day they have agents as far

Machin & Smiles necessitates the carrying a great stock of tea, from which the blenders can make their selections, and in order

Here are Sellers for the Hot Weather

FLAGSHIP SALMON, Squat Tins

FLAGSHIP SALMON, Tall Tins

O-WEE-KAY-NO SALMON, Tall Tins

SUNFLOWER SALMON, Pink

SUNFLOWER SALMON, White

Future market on above will be much higher. Buyers had better
secure their wants before we advance prices.

JAMES TURNER & CO. - HAMILTON, Ont.

Extra Choicest
April Pickings
New Crop

Japan Tea

Now in store ex "Empress of India."

Also to hand, an invoice of

YOUNG HYSONS *Splendid Values*

BALFOUR & CO.

HAMILTON.

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& Thomp-
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tes the carrying
which the blend-
is, and in order

to keep up this supply large purchases are constantly being made in the open market of Indian and Ceylon tea from the cream of the importations. Either of the agents will be pleased to furnish samples of the above packets and blends if requested to do so.

MEANING OF "LIMITED" COMPANIES.

Often firms advertise themselves, as John Jones & Co., Limited, and we find there is

whole amount of his estate, and every partner is liable upon all his contracts, etc., of the partnership. So extensive a liability is apt to prevent persons from engaging in business as partners, and the principle of limited liability has somewhat recently been generally recognized.

In England the limitations were first brought into common and popular use in 1853 by Parliamentary Act. In the case of an "unlimited" company each shareholder

amount of his shares. In Great Britain a company formed for profit must, if the liability of its members is limited, have the word "limited" as the last word of its name.

SALMON PACKING ON THE COLUMBIA.

P. J. McGowan & Sons, writing from Astoria under date of June 15, say: "Some five or six murders have been committed, and many depredations of a lesser character, and it seems almost certain that if the strike continues much longer the disturbances will be much greater. In the meantime little fishing is being done, and the pack for the entire river up to date does not aggregate more than 50,000 cases, while at this time last year probably at least 200,000 cases had been packed. This is of course having the effect of cutting off most of the early deliveries, as but few of the packers have any new goods. We think that if there had been no strike on the river the outlook for Columbia River salmon at this time would have indeed been gloomy. The continuance of the strike has obliged us to fill all orders from our cannery at Cascades, which is outside the jurisdiction of the strikers."

HIS CASH BUSINESS.

"Going to take a vacation this summer. I s pose?" asked a fat customer.

"Bet a dollar I ain't," replied the merchant, putting his finger on the scale, to see that the sugar didn't weigh down too hard; "I'm too busy."

"Thought trade was dull?" the fat man said.

"Well, so it is, generally," the merchant acknowledged, "but I'm crowded with bookkeeping now, and that makes extra work for me."

"Why," the fat man commented, in some surprise. "I didn't know there was so much bookkeeping about a business like this."

"Well, ordinarily there wouldn't be," the merchant exclaimed, "but you see, I advertise to run a 'strictly cash business.'"

The fat man wondered how he got time for his meals.—Grocery World.



APPLETON'S TEAS IN MICHIE & Co.'S WINDOW, TORONTO.

a vagueness in the minds of many regarding the term, remarks an exchange.

Companies are described as "limited" when the liability of their shareholders is limited. At common law every person is liable, upon his contracts, etc., up to the

is liable to contribute to the debts of the company to the full amount of his property, but in "limited" companies the liability of each shareholder is limited by the number of shares he has taken, so that he cannot be called upon to contribute beyond the

Potted Meats

Get our prices before placing your order.

DAVIDSON & HAY, WHOLESALE GROCERS Toronto, Ont.

No Must, Dirt, or Dust,

in Molina Rolled Wheat, because you buy it direct from the Miller. Its absolute cleanliness is due to the fact that it passes through our hands right to the retailer. It doesn't fill up overcrowded storerooms, where dirt and dust must accumulate. Let us quote "customer-keeping" prices, to you.

*From Manufacturer to
Retailer direct.*

The Tillson Company, Ltd.
Tilsonburg, Ont.

DO YOU KEEP

Pilkington's Powdered Perfumed Lye

Perfectly Pure.

"BELL BRAND"

Superior to all
Other Brands.

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

Sole Agents in Canada

Bellhouse, Dillon & Co.

47 Wellington Street East

.... TORONTO

30 St. Francois Xavier Street

.... MONTREAL

FASCINATING ADVERTISING.

WE have had much pleasure from the contemplation of a piece of advertising enterprise from over the Scots border, says an exchange. To us the appeal seems irresistible and as safe to draw the custom desired as the magnet is to draw the needle. "Boys!" one of the notices begins, going on to enquire whether they have anything on to-morrow, in which extremely probable case a "good stiff game at marbles" is recommended. Then follows a list which, on referring to our own memories of days gone by and the boundless possibilities that lurked in the humble copper, we know to be absolutely irresistible. "Jarries, 20 a penny;" "commies, 40 a penny;" "Chinese glasses, 12 a penny," and so forth, finishing up with the stirring counsel: "Go in and win, and dream you dwell in 'Marble Halls.'" The appeal is not to be withstood. A smaller notice announces, beneath a heading of a snatch of dialogue very much to the point, "15 China marbles in a bag for one halfpenny!" It strikes us that the author of these notices has when he chooses only to extend his field and appeal to the adult population to reap the reward of all good advertisers. He has the golden gift of fascinating his hearers.

THEIR PREMISES GOT TOO SMALL.

It is a gratifying condition of affairs when a firm is compelled to enlarge their premises or remove to others more commodious. This latter alternative has been the experience of the Alpha Chemical Co., Berlin, Ont. The premises to which they will remove and which they have purchased is on Foundry street, Berlin. The structure is a large four storey building, and the Alpha Chemical Co. will take possession about September 1, when the firm hopes to be able to fill all orders promptly. The recently acquired premises of the firm are favorably situated, and the price paid the owner, Mr. Joseph Bingeman, is understood to have been a good one.

PATENT REPORT.

Marion & Laberge, solicitors and experts, Montreal, report that the following patents have recently been granted to their clients: 52,700, Mde. Dr. Guertin, medical compound; 52,647, P. E. Guerard, hose coupling; 52,682, Geo. Robidoux, pile fabric.

CLEAN YOUR CELLAR.

In the spring, summer and autumn, if not in mild winters, the cellar should be kept scrupulously clean, especially if used as a receptacle for food products that are to be disposed of in the store, says Merchants'

Review. There may be excuse for the grocer who invites disease in his own family by keeping the cellar under his store and living apartments in a filthy condition, but there is none for the dealer who thus threatens the health of customers. The dirty cellar is a fruitful hotbed of disease germs, notably those of diphtheria, and must be well ventilated as well as kept clean, in order to ensure the health of the family.

PERSONAL MENTION.

Mr. Wilson, of J. L. Watt & Scott, Toronto, starts this week on a pleasure trip, going by wheel, rail and boat to Kingston, Montreal, Portland, Boston, and Halifax. He will be away three weeks and will combine business with pleasure.

Mr. Dallas, of New York, representing Mourilyan, Heiman & Co., Yokohama and New York, was in Toronto this week.

Mr. P. C. Larkin has just returned from England, where he has been introducing the "Ideal" packer, and where he has met with remarkable success.

Mr. C. W. Gregory has just returned from the Northwest, where he has been introducing "Salada" Ceylon tea. He is now in the Lower Provinces.

THE TROUBLE SETTLED.

The report that the cannerymen and the striking fishermen on the Columbia River have come to an understanding and that work will be resumed at once is confirmed, according to The N.Y. Journal of Commerce. Said a prominent commission man in commenting on the compromise: "The cost of raw fish last year was 5c. per pound. The reduction now secured by the cannerymen brings the difference between cost and selling price on the same parity as that of last year, hence no lower selling prices are to be expected. In fact, the loss in the pack as the result of the strike, estimated at fully 125,000 cases, cannot be made up in the short period remaining before the close of the packing season."

UNSOLD GOODS.

Upon finding you have made a mistake in buying stock, says Michigan Tradesman, do not hold up for the first price and let the goods lie indefinitely on the shelves, but let them go for what they will bring. This is the wisest course to pursue. Everybody makes mistakes, so that no one has a monopoly in this line. But, after the mistake has been made, do your best to rectify it by getting rid of the bad bargain as soon as possible. If goods fail to meet the proper approval, don't let the question of price hinder in their disposal. Better sell when the rush is on at a low price than carry them

in stock. In many stores throughout the country there are goods piled up whose original cost, with interest added, would make quite a nice little sum.

TRADE CHAT.

THE commercial failures in the United States for the week are reported at 276, compared with 228 in the corresponding week last year.

Wm. Orr, of Fruitland. Government superintendent of spraying experiments, reports that the prospects for a good fruit crop in the province are the very best.

The following team of city travelers for Hamilton grocery firms has been organized to play the retail grocers of that city at the grocers' picnic on July 15: R. Moncur, W. H. Snider, W. Jackson, W. Hobson, J. A. Stuart, H. Fearman, George H. Carley, J. S. Reid, S. Ballentyne, A. Fraser. Mr. Stuart will captain the team, which may challenge the league team if it does not soon play better ball.

Selkirk is now the fourth town in the province of Manitoba with a population of 2,000.

Mr. Dresser's store on the corner of Main street and Fonseca avenue, Winnipeg, was entered by burglars the other night and a quantity of the stock taken. Mr. Rosenfelt's fruit and tobacco store was also visited by robbers.

Bell & Co., commission merchants, of Toronto, have entered an action against the Canada Atlantic Railway Fast Freight Line and Warren & Co., steamship forwarders, of Boston, for \$3,000 damages for delay in forwarding a shipment of Canadian apples to Liverpool, where, it is alleged, the fruit became damaged to the amount claimed.

J. M. Johnston, of Wellandport, who recently bought the grocery store on the corner of Wellington and Elgin streets, St. Thomas, has arrived in the latter city and will at once put in a large stock of groceries. Mr. Johnston also bought the residence adjoining from Ira J. Ribble. The store will be increased in size in the near future.

Reports from Sault Ste. Marie show that the Canadian canal there is receiving a fair share of the traffic at that point, no less than 1,293 vessels having passed through the canal since the opening of navigation up to the 19th inst. Recently the largest single lockage ever known at the Soo was made, no less than five vessels of a total length of 1,091 feet and a tonnage of 4,918 tons being passed through at once. The vessels were the steamer City of Grand Rapids, length 135 feet; steamer Spokane, length 311 feet; schooner Iron King, length 265 feet; schooner Iron Queen, length 275 feet; and tug F. H. Stewart, length 65 feet.

Seasonable Summer Specialties

The proverbially "dull days" are at hand. There's always plenty of business for grocers, though, if you go after it with the right goods and in the right way. Try these specialties—nearly everybody knows them—those who don't would like to—they're the best of their kind.

Table Coolness

Ices, creams and custards—all the dainty, refreshing dishes which demand a rich delicate flavor—are just right if cooks will use

Crown Brand Flavoring Extracts

Made in forty different flavors, pure and strong. We guarantee them because we make them—you can safely recommend them if you sell them.

Dress Cleanness

Much work and worry now meet those who like the snowy whiteness of well cleaned, well starched summer gowns and garments. Wise women use

MACK'S Double Starch

—and wise grocers always sell it. It contains all that is necessary to cleanse, stiffen and gloss. It needs no other preparations with it.

Summer Lunches

For quick lunches at home, or neat lunches for picnics, everyone finds

Carr & Co.'s Biscuits

—to be the best and the most popular. The same as those which have been supplied to H.M. the Queen since 1841. They always sell.



ROBERT GREIG & CO.

Sole Agents
for Canada

 MONTREAL

Extracts

You want the best.



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

Seely's

ALL SIZES.
EVERY FLAVOR.

FINEST QUALITY
OF GOODS.

ELEGANTLY PUT UP.
SIGHT SELLERS.

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



Selling Agents

Turner, Mackeand & Co.

WHOLESALE
GROGERS

Winnipeg

Snow Drift Baking Powder

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

The Snow Drift Co., Brantford, Ont.



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

The Sydenham Glass Co. Ltd.

Manufacturers of **WALLACEBURG, ONT.**

FRUIT JARS

BRANDS: The Winner, The Best, The Beaver

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

REPRESENTATIVES:

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

THE CANADIAN GROCER

J. B. MacLEAN, *President.* HUGH C. MacLEAN, *Sec.-Treas.*

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

EUROPEAN BRANCH:
Canadian Government Offices,
17 Victoria St., London, S.W.
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PROBLEMS OF PREFERENTIAL TRADE.

THE question of closer trade within the British Empire is now within the range of practical politics. Heretofore it has been a thing much talked about, but not as a rule seriously considered because of the indefiniteness of the scheme. The pronouncement of Secretary of State for the Colonies Chamberlain, at the Congress of the Chambers of Commerce of the Empire and the subsequent action of that body have brought the question where it can be no longer treated lightly.

The British Government, through Mr. Chamberlain, has stated that it is now open to discuss the matter, while the Congress in question passed this resolution unanimously:

That this Congress of the Chamber of Commerce of the Empire is of opinion that the establishment of closer commercial relations between the United Kingdom and the colonies and dependencies is an object which deserves and demands prompt and careful consideration. The Congress, therefore, respectfully represents to Her Majesty's Government that if that suggestion should be made on behalf of the colonies, or some of them, it would be right and expedient to promote the consideration and the formulation of some practical plan by summoning an Imperial Conference, fully representative of the interests involved, or by such other means as Her Majesty may be advised to adopt.

As far as the colonies are concerned, this resolution commits them to the scheme, and from what has been said by those within the Government circle, "Barkis is willin'," too.

There is unquestionably an all-round desire among the component parts of the British Empire for closer trade relations one with the other. Sentimental reasons have something to do with this desire. But probably a still greater one is the desire for trade expansion. The colonies on the one hand want to sell more of their products to the Mother Land, and the Mother Land on the other wants to sell more of her products to her children. Where the difference of opinion will come in will be in the methods for attaining this object. It is equally ob-

vious that there must be give and take before closer trade relations than now obtain can be secured. Great Britain will have to sacrifice something. So will her children.

Great Britain will have to move cautiously because of her world-wide trade interests. Canada's foreign trade is a flea-bite to that of the Mother Land. But it seems to us that if any of the parties to the proposed agreement should pick its steps it is Canada. Her situation is unique. None of her sister colonies border on the territory of a great and powerful nation; and that nation a big customer.

Canada's best market naturally for many of our chief staples is the United States. And that it is in reality not her best market is because of barriers which have been erected to prevent the natural course of events to develop.

We sell more to Great Britain than we do to the United States, last year by nearly twenty millions of dollars; but we buy more from the United States by nearly twenty-three millions than we do from Great Britain.

Canada will need to consider whether it will pay her to give the products of the British Empire a preference under the tariff over those of the United States. Would Canada, by giving British goods preferential rights court retaliation from the United States, and thus curtail a trade between the two countries which is already small enough?

Then a large proportion of our revenue is contributed by British goods. Of the total Customs revenue last year over 41 per cent. was raised by duties on goods from Great Britain. Would a preferential tariff result in a smaller revenue from British goods, and from the United States because of diminished imports therefrom, or would the increased imports which might naturally be expected from the various parts of the British Empire bring the total revenue approximately near where it is under present conditions?

We do not point out these things for the purpose of throwing cold water upon the preferential trade scheme. We merely do so with a view to showing some of the knotty problems that must be solved before preferential trade can be accomplished.

Personally THE CANADIAN GROCER is not at all discomfited by the problems that are awaiting solution, as long as the right kind of practical business men are deputed to the prospective task. We believe that the expansion in trade which would follow in the footsteps of preferential trade would more than make up for any losses that may be incurred from loss of revenue.

As far as the United States is concerned we have not much to expect from that country in the way of a more favorable tariff for

some time to come, judging from the political conditions obtaining there. The McKinley tariff drove us to take steps to push our export trade with Great Britain, with the result that the value of our exports to that country jumped from \$48,000,000 the year the bill in question went into force to nearly \$62,000,000 in 1895, while in 1894 they touched \$68,500,000.

But who knows but that a preferential tariff within the British Empire may not be the means of bringing about closer trade relations of some description between all British-speaking nations? There are great numbers of people who dream of such a thing, and dreams sometimes come true. And this is not a dream impossible of being realized.

A LESSON FOR THE LIBERALS.

IN the elections which took place on Tuesday last was conveyed a lesson to the party which has been given power, as well as a warning to the party which has been driven from power.

The defeat of the Conservative Government was not due to any great defection regarding the fiscal policy of that Government, for both parties, one by choice and the other by necessity of the conditions now obtaining, are wedded, for the time being at least, to protection.

The concrete weakness of the Conservative Government was the absence within itself of the practical common-sense business element, without which a country can be no more wisely ruled than can a mercantile institution. And this means the clumsy way in which it dealt with the school question as well as the way in which the general business of the country was transacted.

Professional politicians of mediocre ability can no more be expected to wisely and well transact the business of a country than can a mouse do the work of an elephant. Yet the Government of the past couple of years have fallen into the egregious error that they could. The consequence was what might have been expected: the real business interests of the country were neglected. As a natural concomitant of that, the business men of the country became dissatisfied, not as we have already said, with the fiscal policy of the Conservative party, but with the unbusiness-like methods of the Cabinet that was the representation of that party.

Business men abhor unbusiness-like methods just as much as the virtuous abhor the unvirtuous. Bad business methods will ruin a country as well as factory. Business men know this. Hence the dissatisfaction with the Government which for some time has been so much in evidence in the commercial centres throughout the Dominion.

If the party now coming into power would



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escape the mistakes that have proved so disastrous to the party going out of power, it will see to it that the Cabinet positions that demand the attention of business men shall be filled by business men.

By all means give lawyers charge of the law departments, but do not place them in positions that practical business men only can fill. Neither make the egregious blunder of making a lawyer or a doctor Minister of Agriculture.

The purely business departments are post office, marine and fisheries, finance, railways and canals, public works, interior, trade and commerce, inland revenue, customs. Let these be filled by business men. If they are not, it will be a miracle if the Liberals do not escape the disaster of the Conservatives.

The business men of the country are aroused and they demand this.

THE ELECTIONS AND TRADE.

It has been claimed that much of the trade quietude of the past couple of months has been due to the Federal election campaign. The influence of the campaign may have been exaggerated, but there was, no doubt, a great deal of truth in the assertion. When a general election is pending there is naturally a tendency to devote time to politics at the cost of business, while there are always a number who, from a fear of a change in the fiscal policy, are passive in their business operations, either from fear or hope of a change in the fiscal policy.

Now that the elections are over the shoulder should be again put to the wheel. Just as soon as this is done will the abnormal conditions of the past few weeks become normal. There is no reason why they should not. The outlook promises a fairly healthy trade, if not a very large one. And it is only through a lack of confidence that we can prevent the fulfilment of the promises, unless, of course, unforeseen and deleterious influences develop.

The possibility of changes in the tariff should not be allowed to act as a drag upon trade. The leaders of the party into whose hands the people have placed the reins of power have declared emphatically that there shall be no radical or general change in the tariff, and that the little changes that may take place will be in the direction of improving, not maiming, the tariff.

The policies of the two great parties are, therefore, practically the same: Both realize that at present a change in the fiscal policy of the country is impossible. Generally speaking, therefore, there should be no more alarm over the advent to power of a new party than if the old had been returned.

Although in the new Parliament there will not be seen some faces that THE CANADIAN

GROCER would have liked to have seen there, yet a cursory examination of the list of successful candidates shows that there will be no insignificant array of practical business men in the new House, who may be expected to have concern for the business interests of the country as well as take some interest in the welfare of their respective parties

There is Clancy, of Bothwell, a merchant; Henry, of South Brant, a soap manufacturer; Craig, of East Durham, a leather and hide merchant; Reid, of Grenville, a starch manufacturer; Macpherson, of Hamilton, a wholesale grocer, and Wood, of the same place, a hardware merchant and manufacturer; Corby, of East Hastings, a distiller; Campbell, of Kent, a miller; Rosamond, of North Lanark, a woolen manufacturer; Frost, of Leeds and Grenville, an implement manufacturer; Klock, of Nipissing, a lumberman; Hutchison, of Ottawa, a miller; Featherston, of Peel, a cattle dealer; Maclaren, of North Perth, a well-known cheese manufacturer and expert; Edwards, of Russell, a lumberman; Osler, of Toronto West, a financier; Seagram, of North Waterloo, a distiller; Kloefer, of South Wellington, a wholesale carriage hardwareman; Frankland, of East York, a wholesale butcher and cattle dealer; Wallace, of West York, a general merchant; Dobell, of Quebec West, a shipping merchant; Moore, of Stanstead, a general merchant; Ashdown, of Marquette, a wholesale hardwareman; Prior, of Victoria, a wholesale hardwareman.

While no material change is anticipated in the tariff, it is to be hoped that Mr. Laurier will, as soon as possible after assuming office, announce his policy to the House, in order that the country may know just exactly what he intends or does not intend doing, so that the tariff question may be settled beyond peradventure.

MEDIUM AND LOWER GRADE JAPANS.

While the choicest Japan teas of new season's growth cost less than they did last year, the medium and lower grades are costing more.

The difference in freight and exchange alone is about 10 per cent., and a 15c. tea is costing about 1½c. per pound more than a year ago. A cable received this week from Yokohama intimates this.

So far, the settlements of Japan tea are about 5,000,000 pounds less than a year ago.

The higher freights noted are due to a combination between the rail and steamer people, owing to this combination there being this year no sail and rail rates.

FLUCTUATION IN CHEESE VALUES.

THE recent advance shown in cheese during the past fortnight of all the way from ½ to ¾c. can be attributed to three chief causes.

Towards the close of May, when the market was dragging and indifferent and prices seemed never likely to touch bottom, one or two exporters in Montreal conceived the idea that it would be a good thing to sell short on June cheese. They did so at prices ranging all the way from 34s. 6d. to 36s. 6d. per cwt. This meant that they could hardly afford to pay more than 6½ to 6¾c. in Montreal.

When it leaked out that these short sales on this basis aggregated between 45,000 and 50,000 boxes, the spirit of contrariness took possession of other members of the export trade. Many, if not most, of the sales were made on the understanding that the goods would be shipped during the latter part of June and first of July.

This meant that the shorts had to cover themselves, or they might be caught napping. Accordingly, the process of "boosting" prices was gone into, and the market was run up on the shorts. On the other hand, there was another element that thought June cheese a purchase to put away around 7c. first cost, and this influence had its effect, for, according to reports from different points, quite a few June cheese have been put into cold storage recently.

At this writing, however, the market has taken a distinct drop, and buyers' offers are from ¼ to ½c. per pound lower than they were a week ago.

Buyers are afraid, no doubt, of the market running away from them, and have decided to call a halt, accordingly. So far, the volume of exports are considerably behind last year, being 230,000 against 265,000 last year, or 35,000 boxes less. At New York also they are 30,000 boxes below 1895. The offerings in the country to date do not indicate any increase in the make of cheese as compared with last year. Statistically, therefore, the position is healthy enough, for there is no large stock in Great Britain to weigh on the market, as was the case last year.

LAKE WINNIPEG WHITE FISH.

Some months ago THE CANADIAN GROCER intimated that it was quite probable that fresh Lake Winnipeg white fish would during the summer months be seen on the Toronto market.

What was stated as a probability has become a reality: Lake Winnipeg white fish are on the Toronto market. They arrived for the first time last week.

The bringing of fresh white fish from the lake in question is an innovation, Toronto

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hitherto having drawn its supply of these fish from Lake Erie and Georgian Bay.

The Lake Winnipeg product is a superior white fish, and the shipments which have already arrived on the Toronto market have been quickly disposed of. It sells at the same price as the Lake Erie white fish, in spite of the necessarily heavy express charges.

The fish are caught about 175 miles up the lake, and conveyed in fast steamers, and from there shipped east by rail. These shipments reach Toronto over the C.P.R. in three days, rather good time for a twelve-hundred-mile travel.

CURIOUS FIGURES.

ARE you a bookkeeper or a bank clerk? If you are, says an exchange, it is ten to one that you don't know the peculiarities of those things with which you juggle daily in your business—namely, numbers. They are certainly very "freaky" things, and the average lay mathematician knows not half the mysteries of which they are possessed, although amusing dissertations concerning them are seemingly without end.

To begin, there is a method of subtracting the sum of several numbers without adding each sum separately.

First make this table :

56,243
84,564 A
3,252
26,848
2,942
3,654 B
2,308
162,003

Let it be supposed to subtract all the amounts below the line at B from all those above it at A. Add all the figures in the first lower column B, which will make it 14, and subtract their sum from the next higher number of tens, or 20. Add the remainder, 6, to the corresponding column above at A, and the total will be 23. Write down 3 at the bottom, and because there were here two tens, as before, there is nothing to be reserved or carried. In a like manner add the figures of the second column in B, which will amount to 9, and this taken from 10 will leave 1; add 1, therefore, to the second column of the upper numbers, the sum of which will be 20; write down a cipher at the bottom, and because there were here two tens, while in the lower column there was but one, reserve the difference and subtract it from the next column of numbers, marked B, before you begin to add. In the contrary case—that is, when there are more tens in any one of the columns marked B than in

the corresponding column above it—the difference must be added. In the last place, when it happens that the difference cannot be taken from the next column below for want of more significant figures, as the case here in the fifth column, it must be added to the upper one and the whole sum written below the line. By proceeding in this manner the above result is obtained, and it will be found invariably correct.

Any schoolboy who has passed multiplication in his arithmetic knows that to multiply a number by ten it is only necessary to add a cipher, by one hundred two ciphers, and so on. Hence it follows that to multiply by five it is only necessary to suppose a cipher added and divide by two. Thus, if it were required to multiply 127 by five, with a cipher added you have 1,270, which, divided by two, equals 635, the product required.

In a like manner, to multiply any number by twenty-five, two ciphers must be added, or first assume that the number has been multiplied by 100, then divide by four. According to the same principle, to multiply by 125 it will be necessary to add three ciphers and divide by eight.

The multiplication of any number by eleven may be reduced to simple addition. Let the number to be multiplied by eleven be 67,583. The whole process may be reduced to the following few strokes of the pencil :

$$\begin{array}{r} 67,583 \\ 675,830 \\ \hline 743,413 \end{array}$$

Just say three and cipher makes three; write down three in the units' place; then add eight and three, which makes eleven; write down one in tens' place and carry one; then add five, and eight and one carried makes fourteen; write down four in hundreds' place; and carry one. Continue adding every figure to the next following one, until the operation is finished.

The same number may be multiplied in a like manner by 111 by first writing down the three, then the sum of eight and three, and so on.

Multiplying by nine may be reduced to simple subtraction. Take, for example, the same number—67,583. The only figures necessary are these :

$$\begin{array}{r} 67,583 \\ 608,247 \\ \hline \end{array}$$

After a cipher is added to the end, subtract each figure from that which precedes it, commencing at the right. Continue in this manner, taking care to borrow ten when the right hand figure is too small.

These are some of the tricks of lightning calculators. It is not hard to learn these various systems, and the peculiarities of each

number, and when a man gets them thoroughly into his head he is able to do some things apparently marvellous

To determine the divisibility of numbers is perhaps one of the tantalizing things mathematicians have to deal with. The following properties are useful :

Any number is exactly divisible by four if its two right hand figures are exactly divisible by four.

When the sum of digits of any number is exactly divisible by three, so is the number itself.

Any even number is exactly divisible by six which is exactly divisible by three.

If the last three figures of a number are exactly divisible by eight so is the number itself.

Any number is divisible by twelve which is divisible by three and four.

WAS IT W. A. BRADSHAW?

THERE is a broker in this city who once had an experience of a kind which does not fall to the lot of many, and which he is not at all desirous of repeating. Some years ago he was in the soap manufacturing business, and on his retiring determined to visit the countries of Europe and Asia, an idea which he carried out on an extensive scale. In the course of his peregrinations he visited Palestine, and one day, while walking along the highway, his eyes were attracted to a magnificent grove of orange trees, on which the ripe fruit hung in great profusion. His dragoman suggested that they should enter and help themselves to some of the oranges, and, as the day was warm and he was afflicted with a consuming thirst, the broker consented. He had gathered several of the tempting spheres, when he noticed what looked like the flutter of draperies amid the foliage. He was on the point of advancing to investigate, when he heard a shout of warning from his dragoman, and at the same moment an appalling vision burst into view, nothing less than a gigantic Turk, shawled and turbaned, and bearing a murderous-looking scimitar naked in his hand. The hideous truth came upon him like a flash. He had disturbed the ladies of the harem in their constitutional, and the avenger was upon him. Without a word he turned and fled from the presence, pursued for a short distance by the irate Oriental, and it was not till he had reached the sanctuary in the shape of his hotel bedroom that he fully realized the profanation of which he had been guilty and the exceeding narrowness of his escape. For some time after the sight of oranges, even on a coster's barrow, was enough to send a shudder through his frame.—Mail and Empire, Toronto.



All but Indispensable

To the modern grocer is the Display Case, through which medium he is enabled to place before the consumer in a most acceptable form different lines to which he especially wishes to direct attention; articles which when hidden in drawers or beneath counters are of slow sale, but when placed prominently before the public meet with a ready turnover.

THERE ARE SEVERAL different manufactures of such cases now commanding the attention of merchants throughout Canada, but the one which appears to us to combine more real meritorious points is represented by the above cut. It is attractively designed, and finished in hardwood; of convenient size, and a great economizer of space where counter room is limited or where it is desired to add attractiveness to the store.

RETAILERS EVERYWHERE who have tested the value of these cases are delighted with the results.

Our travellers will thoroughly explain when they call, or we shall be pleased to answer any questions directed to the house.

W. H. GILLARD & CO. Wholesalers Only **HAMILTON**

Trade Diamonds

We
sell over
two carloads
per month of

**Victoria
Matches**

Couldn't do this if they
weren't good, could
we? How many
do YOU
sell?

½-lb.
packages
of Victoria
and Princess Louise

**Ceylon
..... Tea**

are great sellers at 25c.
and 20c per package.
Do you keep
this brand?

Sole Agents for Canada

LAPORTE, MARTIN & CIE.

Wholesale Grocers

St. Peter Street, MONTREAL.

MARKETS AND MARKET NOTES

ONTARIO MARKETS. GROCERIES.

THIS has been what might be almost termed a holiday week, the interest in the Federal election seemingly having been greater than the desire to do business. Besides this, a great many of the travelers have been in the city part of the week. Outside these particular phases of the situation the wholesale grocery trade during the past week has been featureless. Canned goods continue in fairly good demand, and further supplies of canned lobster are on the market. The coffee market still attracts but little attention. Syrups and molasses are still quiet. The sugar market at the time of writing is still demoralized, further declines having taken place in both London and New York. In Canada the price of sugar rules much as before. Wholesalers report a fair movement in teas. Currants continue in good demand, but there is not much doing in other lines of foreign dried fruits. The demand for all kinds of green fruit, both domestic and foreign, is good. Payments are fair.

CANNED GOODS.

Further shipments of new season's canned lobster are on the market this week, but the supply is still light. The demand for salmon is good. Although the demand is gradually dropping off for canned vegetables, there is still a fair quantity of them going out. We quote: Tomatoes, 80 to 90c.; corn, 55 to 85c.; peas, \$1 to \$1.10 for ordinary; sifted select, \$1.25 to \$1.35; extra sifted, \$1.45 to \$1.50; beans, 70c. up; peaches, \$2.90 to \$3 for 3's, \$1.90 to \$2 for 2's; raspberries, \$1.40 to \$2; strawberries, \$2 to \$2.45, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 80 to 90c.; gallons, \$1.90 to \$2.25; salmon, "Horse-shoe," \$1.45 to \$1.50; "Maple Leaf," \$1.35; "Lion," \$1.25 to \$1.40; Lowe Inlet, \$1.25 to \$1.30, in tall tins; cohoes, \$1.15 to \$1.20; canned mackerel, \$1.20 to \$1.30; lobsters, old, \$1.90 to \$2.25 for tall tins; flats, \$2.35 to \$2.65; half tins, \$1.45 to \$1.50; ditto new talls, \$2.10; Canadian canned beef, 1's, \$1.25 to \$1.30; 2's, \$2.25 to \$2.35; 6's, \$7 to \$8; 14's, \$14.50 to \$15.50.

COFFEE.

The market is quiet. The demand is chiefly for Rio growths at about 17½ to 18c. We quote green in bags: Rio, 17 to 20c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 25 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 25c.

SYRUPS.

Business is quiet. There are a few offerings, but there is no demand. We quote:

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

MOLASSES.

There is scarcely anything doing. We quote: New Orleans, barrels, 28 to 30c.; half-barrels, 30 to 35c.; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

The market is still demoralized. In London on Monday another decline of 4½d. was recorded, and on the same day refined declined 3-16c. in New York owing to the depressed feeling in England. The Toronto agents of the Canadian refineries are doing nothing scarcely. Supplies in wholesalers' hands appear to be fairly good, lots purchased a short time ago now being delivered. Wholesalers on the other hand report a fair quantity of sugar selling, as might naturally be expected with the fruit season upon us. There is, however, so much uncertainty regarding the future of the market that the buying is only for immediate wants. Wholesalers' prices are: Granulated, \$4.60 to \$4.65; yellows, 3½c. up; Demerara, in bags, \$3.75 to \$3.85 per 100lbs.

N.Y. Journal of Commerce: "As a matter of interest it may be stated that the highest and lowest prices made on raw sugar from January 1st to date were respectively 4½ to 3½c. The lowest price was made Thursday and the highest on April 13th. The year opened with the price 3¼c., and the month ended at 4c. The range during February was 3½ to 4¼c., and during March, 4½ to 4 3-16c. During April, 4 3-16c. and 4½c. were the extremes. In May the price fell off to 3¾c. June opened at 3¾c. and is now at 3¾c., the lowest point so far this year. The local market for raws is not very active, although some business was done on the new range of values established yesterday, but some holders maintain a firm front and hold for higher prices.

SPICES.

The spice mills report being fairly well employed. We quote: Pure black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do, best, 28 to 30c. per lb.; allspice, 14 to 18c.

RICE, ETC.

The demand for rice continues good, and there are still fair quantities of sago and tapioca going out. We quote: Standard "B," 3½ to 3¾c.; imported Japan, 5¼ to 5¾c.; tapioca, 3¼ to 4½c.; sago, 3½c.

NUTS.

The demand is only limited. We quote: Brazil nuts, 11 to 12c.; Sicily shelled almonds, 25 to 26c.; Tarragona almonds, 12 to 13½c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12 to 12½c.; Marbot walnuts, 11 to 12c.; Bordeaux walnuts, 9c.; Sicily filberts, 8 to 10c. for sacks

and 10½ to 11c. for small lots; pecans, 10½ to 11c.

TEAS.

The market is without special feature. The wholesale houses report a fair movement in Japans at 18 to 28c., and in Ceylons at 18 to 30c. Agents of shippers report that there are quite a few of last season's Japan teas moving. Ruling prices to retailers are: Young Hyson, 12 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

DRIED FRUITS.

The currant market continues firm with the local demand good. We quote as follows: Provincials, 3¼ to 4¼c. in bbls.; fine Filiatras, in bbls., 4¼ to 4½c.; do., half-bbls., 4¼ to 4¾c.; ditto, half-cases, 4¼ to 5c.; Patras, 4¼ to 4½c.; Casalinas, cases, 5 to 5¼c.; Vostizzas, cases, 6 to 6½c.; do., half-cases, 6½ to 6¾c.; do., extra fine, 6¾ to 7¼c.; do., half-cases, 7¼ to 7½c.; Panaretas, in cases, 9c.

Valencia raisins, selected fruit, are gradually getting into smaller compass. Three-crown California loose muscatels are quoted slightly dearer. We quote: Off-stalk, 4¼ to 5c.; fine off-stalk, 5¼ to 5½c.; selected, 6¼ to 6½c. and layers, 6½ to 6¾c. California raisins, 2-crown, 4¼ to 4½c.; 3-crown, 5½ to 5¾c.; 4-crown, 6½ to 7c.; seedless, 4½ to 5c.

Business in California dried fruits is almost at a standstill. We quote: Apricots, 8 to 14c.; peaches, 5¼ to 8½c., in bags, and ½c. per lb. more in boxes; pears, 8 to 10c.; plums, 6½c. for unpitted and 9½ to 10½c. pitted; nectarines, 9½ to 10½c.

Prunes of all kinds are quiet and feature-

You Are Invited . .

TO SEND US BACK EVERY
POUND OF

"SALADA"

CEYLON TEA

You have in stock, if it is not giving you better satisfaction than any tea you ever handled.

P. C. LARKIN & CO.

25 Front St. East,
and TORONTO
318 St. Paul St., MONTREAL

Monday is Wash Day



In the large majority of homes all over Canada. Surprise Soap is the soap that is used in about nine cases out of ten. Must be a good soap to handle—don't you think so?

EASY TO SELL AND ALWAYS GIVES SATISFACTION.

BRANCHES—

MONTREAL: 17 St. Nicholas St.
TORONTO: Wright & Copp, 51 Colborne St.
WINNIPEG: E. W. Ashley.

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

less. We quote: Bosnias, "Sphinx" brand, "A," 65 to lb. 9c.; "B," 75 to lb. 7½c.; "U," 102 to lb., 6 to 6½c.; California prunes, 30-40, 11 to 12c.; 40-50, 9 to 10c. per lb.; 50-60, 8½ to 9½c. per lb.; 60-70, 8 to 9c.; 70-80, 8 to 8½c. per lb.; 80-90, 7¼ to 7½c.; 90-100, 6½ to 7c.; 110-120, 5½ to 6c.; Bohemian, 3½ to 4c.; French, 5½ to 6½c.

Sultana raisins are quiet and firm. We quote 5½ to 6c. as the ruling price.

Dates are scarce, with the demand light at 4½ to 5½c.

GREEN FRUIT.

There is a good all round demand for green fruits, both domestic and foreign. Pineapples are practically done for the season, those now arriving being in a wasty condition. The market is also about cleaned out of California oranges. We quote: Lemons—Messina, \$2.75 to \$3.50 for 360's and 300's per box. Oranges—California navels, \$3.75 to \$4.50, according to size; do. seedlings, \$2.75 to \$3.50; Valencias, 420's, \$8; Sevilles, \$2.50 to \$2.75 per box; Messinas, half-boxes, \$2 to \$2.25; ditto, boxes \$4.75 to \$5.25. Bananas, firsts, \$1.25 to \$1.75; cocoanuts, \$4.25 to \$4.75 a sack and 70c. per dozen; apples, Spies, \$6 to \$7; Golden Russets, \$5; Bermuda onions, \$1.50 per small crate; Egyptian onions, \$2.25 to \$2.50 per bag; pineapples, 8 to 15c.; domestic strawberries, 6 to 8c.; domestic cherries, \$1.25 per basket; cucumbers, \$2 per crate and 40 to 50c. per dozen; Mississippi tomatoes, \$1.25; water melons, 25 to 35c. each.

BUTTER AND CHEESE.

BUTTER—A good deal of butter is apparently being held in the country awaiting

better prices, but these are not expected to materialize at least until the British market improves. Dealers are, therefore, advised to dispose of their butter while it is fresh, especially in view of the fact that it soon deteriorates in quality at this time of the year. The demand is only fair, and we quote much as before: Dairy butter—Tubs, 11 to 12½c. for good to choice; low grade to medium, 8 to 10c.; pound prints, 12 to 13c. Creamery—Tubs, 15 to 16c.; 1-lb. blocks, 15 to 16c., according to make.

CHEESE—The demand is fair only, being of a hand-to-mouth character, with the market easy. The ruling price for new cheese is from 7 to 7½c.

COUNTRY PRODUCE.

BEANS—Dull, at 80 to 90c. per bushel.

EVAPORATED APPLES—Quiet at 5½ to 6c.

DRIED APPLES—Dull at 3c. per lb.

EGGS—Are coming in freely. A good many of them are showing poor quality, not having been shipped promptly. "Eggs should be shipped twice per week at this time of the year," remarked one dealer. The idea as to price is 9 to 9½c.

POTATOES—There is not much doing in potatoes. Domestic are worth about 25c. per bag on the track in carload lots, and 30c. out of store. New are quoted at \$2.50 per barrel.

HONEY—Dull. We quote: Strained, clover, 9 to 10c.; dark, 4½ to 5c.; comb, clover, \$1.80 per dozen; dark, 80c. per dozen.

MAPLE SYRUP—Dull. We quote: Imperial gallon tins, 80 to 90c.; 5-gallon tins, 70 to 75c.; barrels, 65c. per gallon.

PROVISIONS.

Business continues to improve in smoked meats, and is accounted fair. Prices are unchanged at last week's quotations.

DRY SALTED MEATS—Long clear bacon, 5¼ to 5½c. for carload lots, and 5¾ to 6c. for small lots; backs, 7¼ to 7½c.

SMOKED MEATS—Breakfast bacon, 9½ to 10c.; rolls, 7c.; hams, large, 22 lbs. and over, 8½ to 9c.; medium, 15 to 20 lbs., 9½c.; small hams, 10c.; backs, 9½ to 10c.; picnic hams, 7c.; all meats out of pickle, 1c. less than above.

LARD—Pure Canadian, tierces, 7¼c.; tubs, 7½c.; pails, 7¾ to 8c.

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

FISH.

The market is over-supplied, while the demand is light. Quotations are, however, much as before. We quote: Lake Erie herring, 2½ to 3c. per lb.; blueback herring, \$1.25 per 100; pike, 4½ to 5c. per lb.; Restigouche salmon, 12½ to 18c.; steak cod, 6½ to 7c.; haddock, 5c.; whitefish, 7 to 9c.; salmon trout, 6½ to 7c.; eels, 5 to 6c. per lb.

SALT.

Business continues good at unchanged prices. 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.

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.

The Hilliard House, Rat Portage

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

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.

Ask the Wholesale Houses for

Rossiter's Household Brushes

THE BEST.

GEO. ROSSITER - TORONTO

10 to 14 Pape Avenue.

Telephone No. 471.

Established 1870.

JOHN HAWLEY

Provision and Commission Merchant

Butter	Lard	Cheese
Eggs	Apples	Etc.

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

88 Front Street East, Toronto

YOU DESIRE TO INCREASE YOUR TRADE . . .

The most certain way to do so is to handle

J. F. ROGERS'

JUSTLY CELEBRATED

Breakfast Bacon, Hams and Choice Backs.

OUR LARD absolutely Pure and kettle rendered solely from **LEAF LARD**

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

J. F. ROGERS

16, 18 and 20 FRANCIS STREET

TORONTO

WATERMELONS . . .

MISSISSIPPI TOMATOES

NEW COCOANUTS . . .

Strawberries and other small fruits.

CLEMES BROS.

51 Front St. East,

TORONTO

PETROLEUM.

Prices are fractionally lower. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15 1/2c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19 to 19 1/2c.; Pratt's astral, 19 1/2c. in bulk.

GRAIN, FLOUR, FEED, ETC.

GRAIN—Receipts continue small. We quote: White wheat, 70c.; red, 71c.; goose, 52c.; barley, 31 to 32c.; oats, 23 to 24c.; peas, 48c.

BALED HAY—There is a firmer feeling at \$13 for No. 1.

FLOUR—Quiet. Straight roller is quoted at \$3.35 to \$3.40 outside.

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

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Are unchanged with sales of cured at 5 3/4. Dealers pay 5 1/2c. for No. 1, 4 1/2c. for No. 2, 3 1/2c. for No. 3.

CALFSKINS—Market is dull at 6c. for No. 1 and 4c. for No. 2. Lambskins are firm at 30c., and pelts 15c.

WOOL—Receipts are fair, and prices unchanged. Fleece brings 17 to 18c.; rejections, 15c., and unwashed, 11c. Pulled supers are 19 1/2 to 20c., and extras, 21c.

TALLOW—Unchanged at 3 1/4 to 4c. for rendered.

MARKET NOTES

Eggs are easy and accumulating. The season is about over for pineapples. There is an over-supply of fish on the Toronto market.

Raw sugar declined 4 1/2d. in London on Monday, and refined 3-16c. in New York.

Cream of tartar has taken another upward turn, an advance of from 2 to 3s. being reported.

QUEBEC MARKETS.

MONTREAL, June 26, 1896.

GROCERIES.

THERE has been no grocery market during the past eight or ten days, unless the merest peddling demand can be called such. All staple lines are dull, in fact motionless. Sugar has maintained its feverish feeling in spite of firmness outside. This is due to local influences, which have been enumerated before, the chief one being

DON'T FORGET . . .

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

Graham, McLean & Co.

Produce Commission Merchants

77 Golborne St. TORONTO.

LONDON BUSINESS EXCHANGE

LONDON, CANADA.

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

A. T. CLEGHORN, Manager
97 Dundas Street.

Bright & Johnston

Wholesale Fruit Importers and Commission Merchants

Consignments Solicited. . . .

140 Princess St. Market Square
WINNIPEG

To Manufacturers

OF GROCERS,' DRUGGISTS' AND CONFECTIONERS' SUN-DRIES AND SPECIALTIES...

We are open for a few first-class agencies. Will carry stock if necessary.

THE WESTERN STORAGE & COMMISSION CO

420-422 Ridout St., London, Ont.

ESTABLISHED 1892.

Butter and Eggs WANTED NOW!

Rutherford, Marshall & Co.

General Produce and Commission Merchants

62 FRONT ST. EAST, - TORONTO.

Egg Cases supplied on application.

Correspondence Solicited.

THE MOUNT ROYAL MILLING & MFG. CO.

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

NEW GRADES OF RICE:

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

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

"J" Seed Java "Polished" Patna

D. W. ROSS CO.

514 Board of Trade Bldg.

MONTREAL

4TH Brand HAMS, BACON, LARD

All finest quality.

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

We are Toronto Agents
for . . .

Lipton's Ceylon Tea

THE EBY, BLAIN CO
PAGE

Cream is to Milk

What "KOLONA" is to its competitors

In point of purity, richness of flavor, delicacy of aroma, and style of package, "Kolona" surpasses anything on the market.



Retails 30, 40, 50, 60 and 80c. per lb.—Black or Mixed—1-lb. and ½-lb. lead packages only.

Special quotations on

Sugar in car-lots, delivered
to any R. R. station

IN ONTARIO

THE EBY, BLAIN

WHOLESALE IMPORTING AND
MA

TORONTO

INCOMPANY'S

PAGE

We are Wholesale Canadian Agents for

The Orient Ceylon Tea

Stower's Lime Juice and Lime Juice Cordial

Absolutely free from spirit or musty flavor, and impurity of any kind.

Champagne quarts, \$4.00 case, each 1 doz.	Lemon Juice Syrup, square bottles, \$4.00	DOZEN
" pints, \$4.50 " " 2 doz.	" Squash " "	\$3.00



IF YOU SELL LIME JUICE, WHY NOT SELL THE BEST ?

California Fruit at the following special prices :

Peaches, good sound stock	- - -	bags only, 5 1/2 cts.
Apricots, good sound stock	- - -	6 "
Silver Prunes	- - -	25-lb. boxes, 5 1/2 "
Egg Plums	- - -	bags, 5 "

Canned Goods—Lobsters--New Pack

NOBLE'S—XXX tall and flat—in stock.

CORN and TOMATOES—specially low quotations on car-lots direct from factory.

Cleaned Currants

" Kalamos " in stock again	- - -	cases, 4 1/2 cts.
also " Morea "	- - -	" 5 "
" Royal Vonitsa "	- - -	" 6 "

Teas—We have the largest and finest range of values in Indian and Ceylon Teas in the Dominion. WE DEFY COMPETITION.

COMPANY LTD.

MANUFACTURING GROCERS

ONTARIO

Batger's Nonpareil Table Jellies

Are the Finest Imported

Assorted flavors—pints.

SOMETHING NEW : GRAHAM CRACKERS

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

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

comparatively large stocks. Teas are without feature, and the same can be said of coffees and spices. Canned goods are without alteration, and jobbers show no desire at the moment to contract ahead in any department, either fish, vegetables or fruit. Dried fruits are steady, and the prospects seem to indicate comparatively high prices for new pack fruit

SUGAR.

Sugar continues easy and unsettled as to value, with demand very slack for refined at the present time. Last week's decline did not encourage buyers in the slightest, and refiners on Saturday, to be in accord with the decline jobbers were asking, marked down their prices on granulated another $\frac{1}{8}$ c., round lots being quoted $4\frac{3}{8}$ c. at the refinery. We quote: Granulated $4\frac{1}{2}$ to $4\frac{5}{8}$ c.; and yellows, $3\frac{1}{4}$ to $3\frac{3}{4}$ c. as to grade.

SYRUPS.

There has been no change in the syrup market. Business continues quiet and prices unchanged at $1\frac{1}{4}$ to $2\frac{3}{4}$ c. as to quality.

MOLASSES.

The market remains quiet, the first cost of Barbadoes being cabled unchanged, 10c. at the Island. The fact does not induce any buying, demand being extremely dull in an import way. The Guild prices here for ordinary business are unchanged also, 30c. for car lots and 31c. single puncheons, with 3c. advance in the case of half-puncheon lots. There has been very little business transacted in Porto Rico, and the price for jobbing lots is the same as Barbadoes.

RICE.

A fair business in a small way was transacted in rice, and values are unchanged. We quote: Crystal Japan, \$4.75 to \$5; standard B., \$3.45; polished Patna, \$4.75 to \$5; Carolina, \$6.50 to \$7.50, and Java, \$3.75 to \$4.

SPICES.

No change of moment is noted in the spice market, business continuing quiet and prices steady. We quote: Pure black pepper, 10 to 12c.; pure white, 15 to 22c.; pure Jamaica ginger, 20 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; ditto, best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 60 to 90c.

COFFEE.

The coffee market is quiet, and prices rule in favor of the buyer in the case of round lots. The fact has not induced any quotable alteration, however, in the prices asked for ordinary lots from jobbers' hands. We quote: Rio, 17 to 19c.; Maracaibo, 18 to 19c.; Java, 28c.; and Mocha, 29c.

TEAS.

Most of the recent arrivals of new crop Japan teas have now passed out of first hands at all the way from 22 up to 28c. In a jobbing way demand is not active. The second shipment of new crop are expected this week, but as yet little has been done in them, buyers being supplied for the time being. We quote: Young Hysons, 10 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, $11\frac{1}{2}$ to 18c. for mediums, and 25 to 55c. for high grade; Japans, 12 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65 for higher grades.

DRIED FRUIT.

The chief interest in dried fruit at the moment centres on question of crop prospects on new fruit. In California the fruit will be three weeks later than last year, and higher prices are anticipated. Little is doing on spot, the only stock available being 4-crown raisins, which are held at 7c.

Valencia raisins are fairly steady at $4\frac{1}{2}$ to 5c. for ordinary; $5\frac{1}{4}$ to $5\frac{1}{2}$ c. for fine, and 6 to $6\frac{1}{2}$ c. for selected and layers.

Sultanas are quiet, but firm, at $6\frac{1}{2}$ to 7c. Currants are unchanged under a moderate demand at $4\frac{1}{2}$ to $5\frac{1}{2}$ c. as to grade.

Stocks of prunes of all kinds continue exceedingly light. Bosnias are held at 6 to $6\frac{1}{2}$ c.; French, $5\frac{1}{4}$ to $5\frac{1}{2}$ c., and Californians, $8\frac{1}{2}$ to 12c.

Figs range as noted last week, with little business doing, from $8\frac{1}{2}$ to 10c. for ordinary and 12 to 17c. for fancy.

Dates are quiet and steady at 5 to $5\frac{1}{4}$ c.

NUTS.

There has been no change in nuts. We quote: Grenoble walnuts, 10 to $11\frac{1}{2}$ c.; filberts, $7\frac{1}{2}$ to 8c.; Tarragona almonds, 10 to $10\frac{1}{2}$ c., and shelled walnuts, 15 to 16c.

CANNED GOODS.

There is little doing in canned goods except in a small sorting way for actual wants. No disposition is shown to do any forward

business. Offers on salmon and fruit for new pack fail to induce jobbers to take hold. Values continue much as they were. We quote: Tomatoes, 75 to 85c.; corn, 65c.; peas, \$1 to \$1.10 for ordinary; sifted select, \$1.25 to \$1.35; extra sifted, \$1.45 to \$1.50; beans, 70c. up; peaches, \$2.90 to \$3 for 3's, \$1.90 to \$2 for 2's; raspberries, \$1.40 to \$2; strawberries, \$1.80 to \$2.45, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 85 to 90c.; gallons, \$1.90 to \$2.25; pumpkins, 75 to 85c.; salmon, "Horseshoe," \$1.40 to \$1.45; "Clover Leaf," \$1.35; "Lion," \$1.37 to \$1.40; Lowe Inlet, \$1.27 to \$1.30, in tall tins; cohoes, \$1.15 to \$1.20; canned mackerel, \$1.15 to \$1.20; lobsters, \$1.80 to \$2.10, for tall tins; flats, \$2.35 to \$2.65; half-tins, \$1.45 to \$1.50; Canadian canned beef, 1's, \$1.25 to \$1.35; 2's, \$2.15 to \$2.25; 6's, \$7.25 to \$8; 14's, \$15 to \$16.50.

GREEN FRUIT.

There has been little change in the staple lines of green fruit during the past week. Demand is of a steady character, and the market is well cleaned up. We quote: Apples, \$5 to \$6; dried do., 3 to $3\frac{1}{2}$ c.; evaporated, $5\frac{1}{2}$ to 6c.; bananas, \$1 to \$1.50; pineapples, 15c., and strawberries, 8 to $9\frac{1}{2}$ c.; lemons, \$2 to \$3.50; oranges, \$1.50 to \$3.50, according to brand and package.

COUNTRY PRODUCE.

EGGS—These have been in fair demand and prices steady at 9 to $9\frac{1}{2}$ c. for choice, and $7\frac{1}{2}$ to 8c. for seconds.

BEANS—Beans rule quiet. Supplies are light and prices steady at 70 to 75c. for car lots, and 85 to 90c. for jobbing lots.

POTATOES—There is little activity to note in these. Stocks are working down, but there is plenty to go along with. We quote: 25 to 26c. per bag in car lots, and 30 to 35c. in a small way.

TALLOW—Continues dull and nominal at 4 to $5\frac{1}{2}$ c.

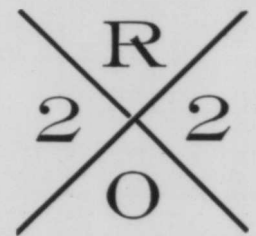
HOPS—Small lots of hops have sold down to $6\frac{1}{2}$ c. for No. 1.

HONEY—Slow and unchanged. We quote: Bright comb, 12 to 14c.; dark do., 10 to 12c., and extracted, 7 to 8c.

HAY.

Demand has been brisker for hay, and prices have advanced 25c. per ton since last report. We quote: No. 1, \$13.50, and No. 2, \$10.50 to \$11.

"STRATHROY"
CANNED GOODS



**TRADE
BEARDSLEY'S SHREDDED CODFISH
MARK**

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

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

"COTTAMS"
BIRD SEED

How hard it is to get your flavor, tea, for instance! So with seed. But birds cannot voice a complaint when given food prepared by one not understanding them. And that's why Cottam's is the only bird food you can safely recommend. ALL WHOLESALERS.

"Bird Bread" (pat.)
B. R. Holder
Beak Sharpener
Directions for care of birds

} in each 1-lb. pkt.

Dawson & Co.
**FRUIT
PRODUCE
and COMMISSION MERCHANTS**

**32 WEST MARKET STREET
TORONTO.**

Consignments Solicited

GEORGE McWILLIAM. FRANK EVERIST.
TELEPHONE 645.

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

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



PROVISIONS.

There is little change to report in this market. Demand for pork continues extremely dull, but prices are unchanged. Lard is quiet and fairly steady, while smoked meats have a moderate call. We quote as follows: Canadian short cut, clear, \$12 to \$12.50; Canadian short cut, mess, \$12.50 to \$13; hams, city cured, per lb., 7½ to 9½c.; lard, Canadian, in pails, 8c.; bacon, per lb., 8½ to 9½c.; lard, com., refined, per lb., 6¼c.

FLOUR, MEAL AND FEED.

The flour market has continued dull at last week's decline. Some enquiry was noted for export, but it did not result in much trading, bids being too low as a rule. We quote: Winter wheat, \$3.80 to \$4; spring wheat, patents, \$3.75 to \$3.85; straight roller, \$3.60 to \$3.70; straight roller, bags, \$1.70 to \$1.75; extra bags, \$1.40 to \$1.50; Manitoba strong bakers', \$3.30 to \$3.50.

The oatmeal market was without any new feature. The demand continues slow and trade is dull. We quote: Standard, bbls, \$2.90 to \$3; granulated, bbls, \$3 to \$3.10; rolled oats, bbls, \$2.70 to \$2.75; rolled wheat, per 100 lbs, \$2.40 to \$2.50.

Feed has been in fair demand since the last decline, and prices have ruled steady. We quote: Bran, \$10.50 to \$11.50; shorts, \$11.50 to \$12.50; mouillie, \$15.50 to \$17.50.

BUTTER AND CHEESE.

CHEESE—Was dull and buyers were indifferent about trading except at concessions. In the country also it may be noted that bids at the different country boards declined ¼ to ½c. on those for the corresponding day last week. The factorymen did not let go, however, at the decline, as a rule only a few accepting the lower offer. At the wharf Monday also prices declined ¼ to ¾c. compared with last week, 5,000 boxes selling at 6¼ to 6¾c.

BUTTER—The butter market rules quiet but steady. There is a moderate demand for strictly finest creamery at 16½c., shippers paying that price, but business is checked by the fact that holders in the majority of cases want more money. Local jobbers here, it is said, paid the equivalent of 16¼ to 17c. spot, but the transactions are hardly a fair criterion.

NEW HOME-GROWN

Cabbage, Strawberries,
Cherries and Gooseberries
WRITE FOR OUR PRICES.
Titterington & Co. St. Catharines, Ont.
Growers and Wholesale Dealers.

There is a satisfaction in handling goods that are "just a little better than the best."

Brock's Bird Seed 

is being continually demanded by the public. Ask your wholesaler for it and see you get it.

NICHOLSON & BROCK - TORONTO

**HAMS
BREAKFAST BACON
LARD**
OUR WELL KNOWN BRAND

Write for prices.

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

S. K. MOYER,
COMMISSION MERCHANT

Wholesale Dealer in . . .

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

**76 COLBORNE ST.,
TORONTO, ONT.**

WHEN YOU KEEP . . .

**Maple Leaf Brand
Smoked Meats**

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

D. GUNN, BROS. & CO.
TORONTO

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

**PEERLESS
MACHINE** 

Best general purpose oil known. Specially adapted to farmers' trade. Best advertised and most used. If our travelers have missed you send for samples and prices.

SAMUEL ROGERS & CO
Sole proprietors, Toronto, Ont.

Fancy California Washington
Navel and Seedling

ORANGES

**Choice and Strictly Fancy Lemons
Finest Bananas** **PRICES
RIGHT**

Arriving Weekly

HUGH WALKER & SON, Guelph, Ont.

ASHES.

There is a slightly easier feeling in ashes and prices are somewhat lower than a week ago. We quote: Pots, firsts, \$3.60; seconds, \$3.30, and pearls, \$4.75 per 100 lbs.

NEW BRUNSWICK MARKETS.

ST. JOHN, N.B., June 25, 1896.

THE last week, owing to the elections, was absolutely without feature in business circles. Travelers could do nothing, and beyond filling a very small run of country orders, the wholesalers were left free to indulge in the political excitement of the week. The lumber trade continues active, and quite a number of vessels were chartered last week to load for South America, while shipments to British ports were the largest of any week this season, totalling up over twelve million feet. Lumber freights to New York have advanced 25c., but the U.S. lumber market does not show any noticeable improvement so far as demand for provincial stock is concerned. Arrangements have been made for forwarding mails from Nova Scotia points on the Dominion Atlantic Railway to the west by the Bay of Fundy route instead of being sent around by the I.C.R., and this will greatly facilitate communication. But there is room for further improvement, as some mails from the west for Nova Scotia points most easily reached by the bay route still go by the longer I.C.R. route.

OIL—Demand in all lines is limited and the market is without change. We quote: American burning oil, 21 to 22½c; best Canadian, 19 to 20½c; prime, 17 to 18c; no charge for barrels.

SALT—Stocks are ample and business light. We quote: Coarse, 48 to 50c; fine factory - filled, 95c to \$1; 5-lb bags, 3.25 per bbl.; 10-lb bags, \$3 per bbl; 20-lb boxes, 20c; 10-lb boxes, 12c; cartoons, \$2 per case of 2 doz; salt, bulk, \$2.65 to 2.70 per bbl.

CANNED GOODS—Standard packers are guaranteeing against lower prices by other standard houses. Orders are being placed for fall shipments, but there is no special feature in local trade. The remarks made two weeks ago are still applicable. We quote as follows: Corn, 75 to 85c; peas, 95c to \$1; tomatoes, 85 to 90c; gallon apples, \$2.20 to 2.25; corned beef, 2-lb tins, Canadian, \$2.15 to 2.25; American, \$2.40 to 2.50; 1-lb tins, \$1.30 to 1.50; oysters, 2's, \$2 to 2.25; 1's, \$1.35 to 1.50; peaches, 3's, American, \$2.45; Canadian, \$2.75 to 2.85; 2's, \$1.90 to 2; pineapple, Canadian pack, \$2.50 to 2.75; salmon, \$1.35 to 1.40; lobsters, \$2; haddies, \$1.25 to 1.30; clams, \$5 for 4 doz; chowder, \$2.75 for 2 doz; scallops, \$5.50 for 4 doz; Digby chickens, \$1; kippered herring, \$1.10.

GREEN FRUITS—Valencia oranges have advanced still more and are very firm, with Messinas about out of the market. California green fruits are now at hand. Lemons are unchanged. Pineapples are higher. Tomatoes are coming in freely, also cucumbers. Business in green fruits is now very

active, with keen competition among the dealers. We quote: Lemons, \$3 to 3.50; Valencia oranges, \$9 to 10; blood oranges, \$2.25 to 2.50; pineapples, 15 to 20c.; bananas, \$1 to 2.50; strawberries, 12 to 15c per box; rhubarb, 1 to 1½c per lb; cucumbers, 80 to 90c per doz; California cherries, peaches and apricots, \$2 per crate; do. plums, \$2.75; tomatoes, \$2.50 to 3 per crate.

DRIED FRUIT—In raisins, currants, dried apples, etc., there is nothing new to be said, as there is so little doing in these lines. Onions, both Bermuda and Egyptian, are cheaper. We quote: Valencias, 4½ to 5c; layers, 5½ to 6c; California L.M. 3-crown, 5¾ to 6c; London layers, \$1.50 to 1.75; currants, bbls., 3¾ to 4c; cases, 4¼ to 5c; cartoons, cleaned, 6¾ to 7½c; bulk, cleaned, 6½c; prunes, boxes, 6 to 7c; half-boxes, 7 to 8c; dates, 4½ to 5c; dried apples, 4¾ to 5c; evaporated apples, 6½ to 7c; Egyptian onions, per lb., 2 to 2¼c; Bermuda onions, \$1 to 1.25 per crate; coconuts, \$4 to 4.50 per 100 lbs; figs, 9 to 10c; Sultana raisins, 6½ to 7c.

DAIRY PRODUCE—There is no activity yet in cheese making. The butter market is overstocked and very dull. Some creameries appear to have a disposition to hold for better prices, and may suffer for it as they did last year. At present the tendency is towards an easier market. Eggs are plentiful and easy. We quote: Common dairy butter, 10 to 14c; dairy, 14 to 16c; new creamery prints, 18 to 19c; cheese, 8 to 9c; creamery, tubs, 17 to 18c; Eggs, 9 to 10c.

SUGAR—The market shows no sign of improvement, but is rather weaker, and the movement is not large for the season. Holders lose no opportunity to sell at our quotations. We quote: Granulated, 4¾c; yellows, 3¾ to 4¾c; Paris lump, 5¾ to 6c; powdered, 5¾ to 6c.

MOLASSES—The market is easier in several lines, and stocks are ample. Two cargoes of Porto Rico and one part cargo from that island have come here; and still another is shortly due. Buyers are not anxious, and trade is quiet. We quote: Barbadoes, 27 to 28c; Porto Rico, 32 to 34c; New Orleans, bbls., 30 to 36c; syrup, 36 to 38c; Antigua, 23 to 24c; St. Croix, 25 to 26c; Nevis, 25 to 26c; Trinidad, 30 to 31c.

FISH—Dry fish are rather easier. Trade in pickled fish is practically nil. The run of alewives is over, and fresh shad are about out of the market. The salmon catch in the Bay of Fundy and on the north shore, and also around the southern coast of Nova Scotia, appears to be exceptionally good. Large shipments of salmon and lobsters to the States continue. We quote as follows: Large cod, \$3 to 3.25; medium, \$2.90 to 3; pollock, \$1.20 to 1.25; bay herring, \$1.20 to 1.25 per half-bbl; new smoked, 4 to 5c; Canso, \$4 to 4.50 per bbl; shad, half-bbl, \$5; Shelburne, \$2.50 to 2.75 bbl, \$1.65 half-bbl; boneless, 2½ to 8c; smoked alewives, 80c per 100; fresh shad, 9 to 10c; salmon, fresh, 10 to 12c per lb.; lobsters, 5 to 6c; mackerel, 10c each; smoked salmon, 20c.

PROVISIONS—Pork is dull and lower; in fact, the whole market is very dull and well stocked. Several carloads of beef came in last week. Lard is dull and cheap. We quote: Clear pork, \$13.75 to 14.25; mess, \$13 to 13.50; beef, \$12.25 to 13.25; hams,

Joseph Carman

Mercantile Broker and
Manufacturers' Agent,

Correspondence Solicited.

References—
All wholesale Grocers.

WINNIPEG, MAN.

BUTTER and EGGS

Consignments of the above and all produce solicited. Highest prices obtained.

Prompt returns. Correspondence invited.
References—Bradstreet's Agency.

H. P. Gould & Co.

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

ALBERT PAIN . . .

36 Merrick St.,
HAMILTON, ONT.

PRODUCE AND COMMISSION MERCHANT

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

TELEPHONE 1211.

E. T. STURDEE

Mercantile Broker,
Manufacturers' Agent,

ST. JOHN, N.B.

Etc., Etc.

Wholesale trade only.

EPPS'S COCOA

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

Special Agent for the Dominion

C. E. COLSON - MONTREAL

VINEGARS

Made under Government Supervision.
Absolutely pure.

**BADGEROW
SCOTT & CO.**

79 and 81
JARVIS ST.
... TORONTO.

YOU CAN SELL

**"GOLDEN" FINNAN
HADDIES**

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

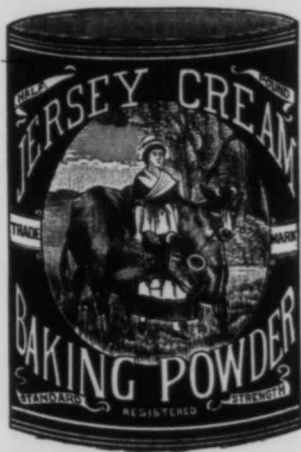
Always buy Golden brand haddies, and your trade will increase in that line.

Your wholesaler has the new pack.

NORTHROP & CO.

Packers' Agents.

St. John, N.B.



Jersey Cream Baking Powder

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

Lumsden Bros., Hamilton, Ontario

Our Reputation

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

"KENT"

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

THE . . .

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

Purity and Strength

Are necessary qualities of good

Vinegar..

We guarantee our

**MALT VINEGAR
WHITE WINE VINEGAR
CIDER VINEGAR**

To be free from adulteration.

T. A. LYTLE & CO. Vinegar Manufacturers
TORONTO

Send for Price List.

Whittamore's "Dandy" Tan Dressing

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

JOHN SLOAN & CO.

Wholesale Grocers TORONTO

LOBSTERS

Noble's Brand, New Pack,
Now in Store.

WARREN BROS. & CO.

Wholesale Grocers,

35 and 37 Front St. East, Toronto.

TEA TEA TEA

Medium and Low-Priced.

**Japan, Hyson
and Congou**

Best value in Canada.
Write for samples and prices.

T. KINNEAR & CO.

49 Front St. East, TORONTO

A GOOD SELLER To know is to appreciate.



W. CLARK - MONTREAL

RICE

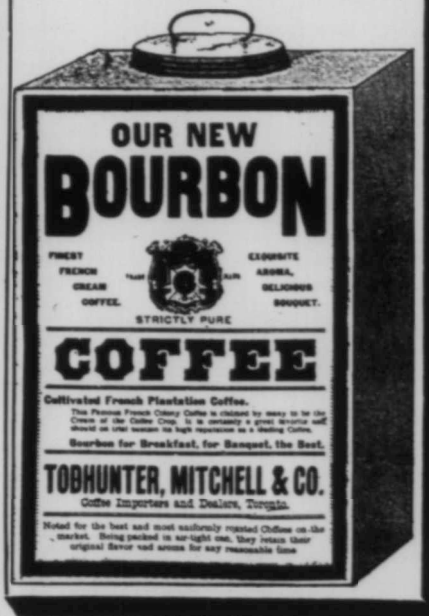
PATNA (Imported)

A shipment of our quality Now in Store.

PERKINS, INCE & Co.

TORONTO.

BEST FOR BREAKFAST
BEST FOR DINNER
ALWAYS BEST



10 to 11c; rolls, 7½ to 8c; pure lard, 8½ to 9c; compound, 6½ to 7¼c.

FLOUR, FEED AND MEAL.—Ontario flours are easier. Oatmeal is dull, and cornmeal is still at record breaking prices here. Oats, hay, bran and middlings are very low, and there is very little movement. The cheapness of cornmeal in part explains the dullness in other feeds. The local enquiry for hay has improved a little, but the new crop is near at hand, and prices are not likely to improve. We quote: Manitoba flour, \$4.50 to 4.60; best Ontario, \$4.15 to 4.30; medium, \$4 to 4.10; oatmeal, \$3 to 3.15; cornmeal, \$1.95 to 2; middlings, car lots, in bulk, \$15.50 to 16; bran, do do, \$14.50 to 15; handpicked beans, \$1; prime, 90c; oats, 31 to 32c for Ontario white; hay, \$11 to 12; barley, \$3.50; round peas, \$1.10 to 1.20; split peas, \$3.40 to 3.50; yellow eye beans, \$1.75.

ST. JOHN NOTES.

A cable from Porto Rico on Monday stated that the molasses market was very strong at half a cent above the price at which purchases had been made for this market some time ago.

A large steamship cargo of lumber cleared on Saturday for Bordeaux, France.

The country is now favored with excellent growing weather, and the crops are coming along well.

An order has just been filled by a city broker for another car of canned salmon for this market, fall shipment.

The London steamer sailing this week takes from this port a large lot of canned lobsters for the English market.

Ontario cattle furnish St. John with a considerable share of its beef supply. A lot of 43 animals were received this week by one city firm. The Ontario cattle are said to be better bred and better fed than the average native stock.

A city firm of corn millers have secured a lease of property on the west side of the harbor, where they will erect a corn mill and large elevator. It is said a wheat mill at St. John would prove a success, supplying the large market reached from this central location.

HINTS TO BUYERS.

SMITH & KEIGHLEY are closing out their canned meats at cost price, and in some instances at less than cost.

Noble's new pack lobsters have been received by H. P. Eckardt & Co.

Warren Bros & Co. are offering new season's canned strawberries and lobsters.

T. Kinnear & Co. are offering California, Austrian and French prunes at close prices.

McWilliam & Everist are receiving about three carloads weekly of new Southern potatoes.

James Turner & Co. hope to be able to

fill their orders for new pack "Little Dorritt" peas in a few days.

T. Kinnear & Co. are in receipt of a shipment of new season's "Crown" lobsters in tall tins.

John Sloan & Co. are in receipt of a shipment of medium Japan teas, which are showing good value.

H. P. Eckardt & Co. are offering a line of new Japan tea of excellent cup quality and good style at 18c.

Frank Magor & Co., Montreal, report that the enquiry for free samples of Robinson's patent barley and patent groats still goes on, and that the sale of these foods has

We are Closing out

a number of
lines of . . .

Teas

at very low prices. Drop
us a line for particulars.

SMITH & KEIGHLEY

TORONTO

OUR STANDPOINT

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

JAMIESON'S BISCUITS

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

THE MANUFACTURER - R. E. JAMIESON, OTTAWA



L GINGER ALE
L CREAM SODA

L SODA WATER
L CHAMPAGNE CIDER

The **L** Brand is now conceded by all dealers to be the finest on the market.

If you wish to please your customers get these brands from the

LAURENTIAN SPRING WATER CO.

90 Beaudry Street, MONTREAL.

Write us for prices and further information.

.. Catering to good trade ..

IS LIKE FISHING FOR TROUT

YOU MUST HAVE THE PROPER OUTFIT.

A common worm may bring a common catfish to your hook, but to get the fellow who is worth catching you must study him and bait him to his liking. Good customers are not caught with cheap trash. You must tempt them with nice goods—goods on which they can rely, and for which they will ask again. For 15 years we have aimed to produce the highest possible quality of pure goods, and if you bait your hook with

PURE GOLD BAKING POWDER

.. OR ..

PURE GOLD FLAVORING EXTRACTS

You have the customer sure.

PURE GOLD MFG. CO. 31 & 33 FRONT ST. EAST.
TORONTO.

increased materially. They mail a large sample tin to every doctor and his patients in Canada.

The fame of "Ram Lal's" tea and "Mecca" coffee has spread to Ohio, James Turner & Co. have buyers there.

The early picked Japans in store with Lucas, Steele & Bristol show remarkable cup quality as well as good style.

James Turner & Co. claim to have the best quality and largest quantity for the money in the "Sovereign" lime juice on the market.

The Eby, Blain Co., Limited, are in receipt of a shipment of imported Excelsior olives, which they claim to be the finest in the market.

What are claimed to be the largest currants now offering are the Amalias, by James Turner & Co., in cases or half-cases, cleaned or not cleaned.

"Lipton's teas are becoming more popular every day," so say the Eby, Blain Co., Limited. Their third shipment has just arrived. It contains 110 cases.

"Canadian grocers are quick to appreciate a good thing," write Frank Magor & Co., of 16 St. John street, Montreal. "We sent out a large number of Keen's new show cards to enquiring friends and received flattering letters of thanks for them. We will ship another lot this week to any grocer applying."

Pickles from Gillard & Co., London, Eng-

land, are in store with Lucas, Steele & Bristol. They also have the East India goods packed in cases of one dozen each.

A shipment of Noble's new pack lobsters arrived this week for the Eby, Blain Co., Ltd. They are very fine, and as old stocks have been exhausted this shipment should sell well.

James Turner & Co. advise being yet unable to catch up to their orders for "Mascot" tea. "Owing to quantity now on order will not be able to fill more until the first of the month."

"Pure Gold" preserved ginger, extracts, catsups, dressings, etc., are now in store with, Lucas, Steele & Bristol. The firm are prepared to give the manufacturers' prices and discounts.

"Tea Picker" is the name of a line of May picked Japan tea being offered by W. H. Gillard & Co. to the trade. They state it is of especially good cup qualities and handsome in appearance.

The "Silver Dust" Washing Powder Co. is now issuing free sample packages with each order. "No necessity of sending your money to the United States for a high grade washing powder when 'Silver Dust' is guaranteed to give your customers every satisfaction, or your money and any expense refunded," write the firm.

One of the largest shipments of "Safety" and "Tiger" matches and wax vests ever landed was received this week by Robert Greig & Co. from Bryant & May, Ltd., London. The output of this firm is enor-

mous, their matches being in constant use in every quarter of the globe.

Robert Greig & Co.'s Prices Current for June is to hand. It is a very comprehensive catalogue of the many specialties handled by this firm. A copy of the list will be forwarded to any grocer upon application.

No grocer need injure his trade by selling inferior pickles, sauces or jams. T. A. Lytle & Co. claim to make the best goods in Canada, and their trade extends throughout the Dominion.

Mack's double starch, a new preparation, combining in itself all that is necessary for the laundry, is being placed on the market by the Canadian agents, Robert Greig & Co., Montreal, who will be glad to forward trial samples.

W. H. Gillard & Co. are this week advertising a display case which, they claim, possesses advantages over the ordinary case. Their sales have been large, and many of the best stores in Canada have them in use.

Robert Greig & Co. are booking extensive orders in every part of the country for fall delivery of French preserved goods from Dandicolle & Gaudin, Bordeaux, for which house they are Canadian agents. These goods are very popular.

The increase in the sales of "Salada" Ceylon tea during the last few weeks has been phenomenal. Mr. P. C. Larkin, who has just returned from England, says he thinks "Salada" runs better without his guiding hand.

THE IRELAND NATIONAL FOOD CO.

Toronto, Ont.

Manufacturers of . . .



Breakfast Cereal Foods

Write for Samples and
... Price Lists.

Special attention given to
... Mail Orders.

HALIFAX TRADE GOSSIP.

THIS being election week, there is very little doing in trade circles. Nobody would expect any business to be transacted on election day; but we had two idle days, as Monday was a civic holiday, natal day, and every business house was closed.

A fair trade is being done in flours. J. A. Chipman & Co., I. B. Shafner & Co., J. W. Cox and other dealers have received fair consignments during the week. Quotations in marketable grades are: Hungarian patent Manitoban, \$4.40 to 4.50; Manitoba strong bakers', \$4.20 to 4.30; Canadian pastry, \$4.10 to 4.20; 75 p.c. roller patents, \$3.90 to 4; 80 p.c. do, do, \$3.80 to 3.90; 90 p.c. do, do, \$3.70 to 3.75; straight do, \$3.65 to 3.70; extra, \$3.40 to 3.50.

The only salt afloat is Liverpool, which is selling at \$1.40. Trapani is worth \$1.50 ex store. Factory filled is quoted at \$1.30.

The price of No. 3 mackerel, large, has centred about \$6. There are no 1's or 2's

on the market. Fresh salmon are plentiful, the jobbing price being about 9½c. In other grades of fish there is little to note. The steamer Beta sailed this week for Haytian ports with considerable assorted dry and pickled fish. Cod, shore, prime, is quoted at \$2.50 to 3.50; small bank do., \$1.75 to 2.25; large bank, \$3; bay, \$1.75 to 2.25; Labrador, \$2; haddock, Cape Breton, are quoted at \$1.50 to 1.75, and western at \$1.75. Large shore herrings are worth \$3 to 3.50, and alewives, \$2.75.

Produce remains low, with little demand. Oats are quoted at 35c., and potatoes at 23 to 26c.

The provision market is fairly brisk. In fresh stocks there is an improvement in beef, more in the demand than in the price, good native selling at \$8.75, sinking pelts. Very little Ontario is being received, which gives native a chance. P.E.I. mess pork is quoted at \$14, which is on outside figure. No sales are being made at that worth speaking of.

The molasses market remains dull. There has been another small arrival since last

week, but there are no stocks moving of any note. Quotations are about: Porto Rico, 35 to 36c; St. Croix, 28c; Trinidad, 28c; Barbadoes, 32c, and Demerara, M. R. brand, 39c.

The sugar market is quiet, but fairly steady. Detailed prices are: Porto Rico, in bbls., 3½c; refined cut loaf, 6½c; granulated, 4½c; standard A, 4½c; standard yellow C, 4¾c; extra C, 5c; yellow extra, C, 3¾c.

There being no steamer from Boston on Saturday night, consequently there was no green fruit. Some Ontario cherries were received, which retailed at 75c per basket.

The butter market keeps good. Creamery prints are worth 20c., and creamery, in tubs, 19c. Western dairy is quoted at 17c., and Eastern Townships at 18c. The latter will be coming in fairly plentiful after July 1st, that being about the time car-load lots begin to be shipped.

Cheese is low. September is quoted at 9c., and new at the same figure.

Eggs are not so plentiful as last week and are consequently a little stiffer in price. Loose lots are worth 9c.

Exaggeration . . .



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

DELHI CANNING CO., DELHI.

Cannot be excelled . . .



— **FOR** —

COTTAGE **CRUISE**
 AND AND
PALACE **CAMP**

. . . If your wholesale grocer cannot supply you, write us . . .

A. F. MACLAREN & CO. - **Toronto**



East India Pickles

Good Sellers
 Good Profit

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

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

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



Knox's Egg Preserver

Keeps eggs fresh for a year or more. A quick, easy, sure and economical way of preserving eggs for future use. Try it yourself while eggs are cheap.

A. E. Richards & Co.

Drop a line to C. B. Knox, Johnstown, N. Y., for a little book on "Eggs."

Agents . . . Hamilton

Educate Your Customers

To buying GOOD tea—not trash. It will pay you. You make your profit on a larger sale. You please your customer—who gets good value—and you ensure his good will.

TETLEY'S (INDIAN AND CEYLON) Packet Teas are Trade Winners.

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

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

THE HUDSON BAY CO.,
WINNIPEG.

THE GROCER'S LONG HOURS.

THE long hours that grocers are required to work are one of the most disagreeable features in the grocery business, says Retail Grocers' Advocate. It makes the business repulsive to young men while they are clerks and have any intellectual aspirations and ambitions. The young man who works in some trade that relieves him at 6 o'clock has a few hours every evening either for pleasure or study; but the grocery clerk is a slave of his business until he goes to sleep. He cannot find time to attend an evening school, or even to read books and newspapers. If his education is unfinished when he enters a store as a clerk it is likely to remain so until he starts in business for himself or perhaps forever. By the time the average clerk secures a store of his own he has lost the taste for learning.

There are so many grocers, especially those in large cities, who do not appreciate the value of education. They have been working hard from boyhood up, having no chance to develop a taste for knowledge. If they had the bad luck to have parents who did not appreciate an education and failed to send the boys to school long enough, their education actually remains below the level of other business men. This may not injure

the financial success of some, but to many who desire to do business with the elite of the city, the people who pay "fancy" prices and buy large orders, it is certainly a drawback for life.

"CHEEKY" CLERKS.

The kind journalistic mentors of the young and ambitious clerk constantly treat of the various essentials to success in business, but there is one quality which many successful business men have in excess that these mentors usually ignore or gloss over, and that is, plain, vulgar "cheek," or, as the Frenchman calls it, audacity, says Merchants' Review. This quality does not, perhaps, count for so much in later life as in the early days, when the ambitious youth and would-be proprietor is in a subordinate position. If the subordinate has nothing else than "cheek," but is able to "bluff" his employer, as many of his kidney often are, he will probably, at some time, come down more quickly than he rose, but with a moderate endowment of the other useful qualities and a splendid proportion of "cheek" a young man ought to go far towards fame and fortune in these days of material progress

HARD TIMES MERCHANTS.

While coming in contact with a great many retail grocers now-a-days, says a writer in Retail Grocers' Advocate, I often hear the remark, "hard times, nothing doing," and have noticed that invariably in such cases the remark was made by a grocer who is, so to say, behind the age, and not up to date; the stores make no appearance, things scattering about in a careless promiscuous manner, the floor dirty, while counters and shelves look as if a little dusting would not be out of place. No matter how small the store, it can be made attractive by cleanliness and a little judgment in distributing the stock in such a manner as would show to the best advantage; take your wide-awake go ahead grocer for an example; see how business is conducted there, how the stock is divided, and study his method of doing business; it will cost you nothing to try it, and I am sure that in time you will have no further reason to say, "hard times, nothing doing."

When a clerk begins to do unto his employer as he would that his employer should do unto him, from that moment has he begun to sow the seeds of a successful career.



FOR THE

USE

Whitest

Ocean

Lightest and

Wave..

Sweetest Cakes Baking

Powder

Manufactured by the . . .

HAMILTON COFFEE AND SPICE CO.

Hamilton, Ont.



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

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

OBSERVE THOSE OWLS

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

Howe, McIntyre Co.
MONTREAL, Que.

CANADIAN
AGENTS

For Sale...

A retail Grocery and Liquor Business in a city west of Toronto. Capital chance for a man having about \$5,000 capital.

ADDRESS—

"ALPHA,"
c.o. The Grocer,

(26)

TORONTO



MALLAWALLA

continues

to hold its own;

the .

strongest proof of excellence.



COLEMAN'S SALT

UNEXCELLED FOR

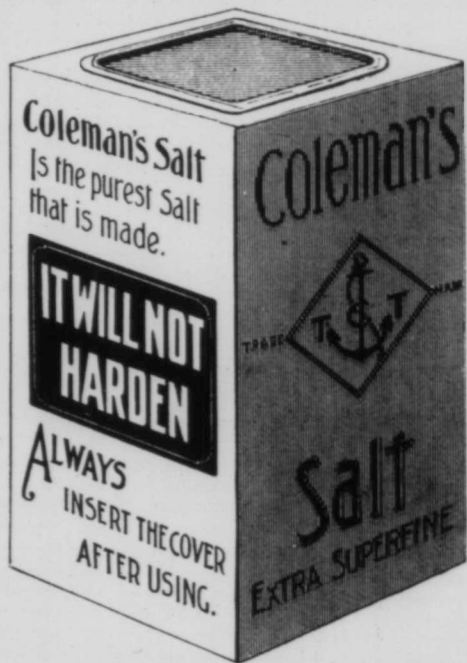
Table or Dairy

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

IT WILL NOT HARDEN

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

Write for prices.



FAC SIMILE OF 5-LB. BOX.

THE CANADA SALT ASSOCIATION

CLINTON, ONTARIO.

**A
Capital**

T

Appleton's India & Ceylon Teas

THE "TAPIR" BRAND.
SOLD IN LEAD PACKETS

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

Appleton's Tea

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

Drop a line for prices.



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

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

Do You Keep Silver Dust Washing Powder ?

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

**Silver Dust Mfg. Co.
Hamilton.**

LIPTON'S TEAS

As Supplied to HER MAJESTY

THE QUEEN

**OVER
1,000,000**

**Packets sold
weekly in
Great Britain
alone.**

Largest sale in the World.

Wholesale Agents:

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

**LIPTON
TEA PLANTER
-CEYLON**



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

THE . . .

Tea Plant Thrives Best

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

ABUNDANT RAIN FALL.

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

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

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

Try a small sample order.

S
VER
10,000
s sold
in
Britain
in the World.
Agents:
Hughes Co.
ain Co., Ltd.
rville & Bros.
Craig & Co.
alfour & Co.
Smith & Co.
Kenny & Co.
l & Campbell.
NTER
VLON

The Finest Whisky in the World

Is

JOHN DEWAR & SONS'

(Distillers, PERTH, SCOTLAND.)

.. 50 MEDALS ..

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

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

THEY ARE AFTER BARGAINS.

"It is an ill wind that blows nobody good," and every merchant can, with profit, study the methods employed by the large department stores in attracting attention to their wares. People nowadays are on the lookout for bargains, and the department stores are shrewd enough to see it and take advantage of it in every way. Every week something new is pushed to the front, and every scheme is resorted to that will bring trade to the store. They let the people know they have bargains to offer, and they convince them they want their trade. Leaders are selected and low prices are made, and the public flock to their stores with the belief that every article is marked down. The day is past when a merchant can sit down and wait for

trade because he has been in business for a long time and is well acquainted. Acquaintances count but little in a large city; the people are after bargains.—Commercial Enquirer.

JUDICIOUS WORK.

That there are many business men, remarks Inter-State Grocer, who defeat their own ends and ruin their own sure prospects by exhausting their strength before they reach the period of success where their best efforts are needed, is now so well known that it is scarcely necessary to call attention to it. In plain words, they are like a certain kind of a pear—they rot before they ripen. Chauncey M. Depew expresses the matter both tersely and convincingly when he says: "I have learned from observation that three things may happen to a man who works steadily without relaxation. In the first

place, he becomes nervous, irritable and hard to get along with. In the second place, the grade of his work falls off, his services are worthless and he is liable to err in his judgment. In the third place, he dies suddenly. It is an incontrovertible law of nature."

It is not the amount of work that counts in commerce now-a-days, but the intelligence displayed in the efforts exerted. The finely arranged and delicately adjusted machine does more and better work than the cumbersome and clumsy apparatus which was its predecessor. Muscles without brains are valueless, and brains are valueless unless healthy. The keen intellect and the ready decision so essential to success can only be counted upon when the brain is active, the liver healthy and the digestion equal to the demands upon it. Give a nation healthy tradesmen and you will insure it a healthy and prosperous commerce.

HART BROS. & LAZIER

Stoneware Manufacturers

BELLEVILLE, ONT.



**BEST
NEW JERSEY
CLAY**



♦♦

ASK FOR PRICES



NORTHERN ASSURANCE COMPANY

Established 1836. OF LONDON.

Capital and Funds, \$36,465,000.
Revenue, \$5,545,000.

Dominion Deposit, \$200,000.

Canadian Branch Office, 1724 Notre Dame St., Montreal.

ROBERT W. TYRE - Manager.
G. E. MOBERLEY, Inspector.

A Special Session

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

*CENTRAL
Business College*

Toronto, Ontario.

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

Address

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

The Peoples Building and Loan Association of LONDON, ONT.

Incorporated

Authorized Capital, - \$5,000,000
Subscribed Capital, - 1,500,000
Accumulated Capital - 135,000

PERMANENT STOCK.

The first issue of \$100,000.00 of this class of stock has been authorized, and applications for allotment of shares will be received until the 31st of March, 1896. Cost of each share, \$100.00. Shares issued at par. Dividends will be paid semi-annually.

As this issue is limited, intending investors should apply immediately, stating the amount required. The next issue will undoubtedly sell at a premium as was the case with our prepaid stock, which sold at a premium of \$10 per share of \$65 before being retired.

For further particulars and forms of application address:

The Peoples Building and Loan Association
Molsons Bank Buildings, LONDON, ONT.

WERTERN ASSURANCE COMPANY

Incorporated
1851.

Fire and Marine

Capital, subscribed \$2,000,000.00
Capital - - - 1,000,000.00
Assets, over - - 2,320,000.00
Annual Income - 2,400,000.00

Head Office: TORONTO, ONT.

GEO. A. COX, President. J. J. KENNY, Vice-President
C. C. FOSTER, Secretary.



50 Casks
Best
Imported
Chicory

EWING, HERRON & CO.

Coffee and Spices

... MONTREAL.

Every up-to-date Grocer should keep

COWAN'S

HYGIENIC COCOA
ROYAL NAVY CHOCOLATE
and FAMOUS BLEND COFFEE

Send your orders to
THE COWAN CO., Ltd.
470 King St. West, Toronto



DON'T BUY A refrigerator until you have seen the

EUREKA

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

A catalogue will give you all details.

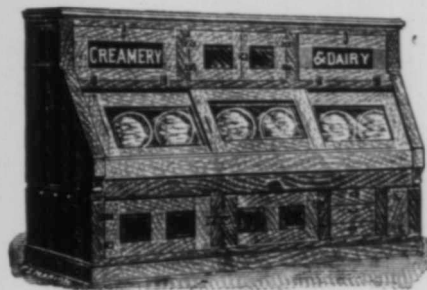
ADDRESS:
Eureka Refrigerator Co.
54 Noble Street,
TORONTO.

SALT

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

VERRET, STEWART & CO.
MONTREAL QUEBEC.

Aubin's Patent Refrigerator



The "Grocer's Standard" is the Favorite.
Send for Catalogue and Price List.

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

**Boeckh's
Brushes**

The GRAND TRUNK RAILWAY

System is the Great International Route
Between the **EAST** and the **WEST**

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

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

(For Sunday Service consult TIME-TABLE.)
IT IS THE GREAT SCENIC AND TOURIST ROUTE. The only Line affording delightful views of all the principal cities and points of interest along the picturesque banks of the St. Lawrence River and shores of Lake Ontario.

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

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

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

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

A REFRESHING AND TONIC BEVERAGE

**Lemon...
Phosphate**

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

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

PUT UP IN PINT BOTTLES

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

Prepared by . . .

THE JOHNSTON FLUID BEEF CO. - MONTREAL.

McLAREN'S



is Honest Goods and just the Thing on Which to make or Extend a Business.

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

INDIAN & CEYLON TEAS **G.F. & J. GALT** **BOOK ON TEA BLENDING MAILED ON APPLICATION**
42 SCOTT ST. TORONTO

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THE statement of affairs of the recently failed firm of Parsons & Smith, wholesale crockery merchants, Ottawa, shows \$26,919 direct liabilities, and \$9,757 indirect. The nominal assets are \$30,830. The estate has been sold to Mrs. Parsons, and the creditors will get about 40 cents on the dollar.

Pierre St. Jean, general merchant, Magog, has assigned.

Benjamin Woodill, groceries and liquors, Sydney, N.S., has assigned.

Trabau & Co., general merchants, Nicolet, Que., are in financial difficulties.

Gorman Bros., general merchants, Renfrew, have assigned to J. C. Tenant, Brockville.

A. G. Tangereau, general merchant, L'Original, has offered his creditors 25c. on the dollar.

J. Kanigsburg, general merchant, Eastman, Que., has compromised at 25c. on the dollar, cash.

H. Boulay, general merchant, Sayabec, Que., has settled with his creditors at 100c. on the dollar.

W. H. Grant & Son, boots and shoes, Gananoque, have assigned, and they are offering to compromise at 25c. on the dollar.

Miss Libbie Patten, general store, etc., Hebron, N.S., has left the country, and the stock has been taken possession of under bill of sale.

J. W. Aikens, general store, Blantyre, has assigned to J. W. Lawrence, of John Macdonald & Co. His liabilities are \$1,500 and assets about \$500.

PARTNERSHIPS FORMED AND DISSOLVED.

Lapierre & Myatt, general merchant, West Chezzetcook, N.S., are about dissolving.

The Misses Delanges & Chandonet, general merchants, etc., St. Jean des Chaillons, Que., have dissolved.

Ross & Biggs, general merchants, Eldon, P.E.I., have dissolved; A. D. Ross continue in his own name.

Murchie & Murray, general merchants, Benton, N.B., have admitted S. Arscott as partner, and the style of the firm becomes Geo. Murray & Co.

SALES MADE AND PENDING.

The stock of Mercier & Villeneuve, grocers, Montreal, has been sold at 40c. on the dollar.

The assets of Geo. Manger, general merchant, Carleton, Que., are to be sold on Saturday.

The stock of M. Harris, grocer, Bridge-

town, N.S., has been sold out under warrant of distraint.

The factory, plant, etc., of the estate of John Stevens, manufacturers of biscuits and confectionery, Galt, are to be sold by auction.

CHANGES.

Napoleon Moyer has started a grocery store in Montreal.

F. W. Morton, liquors, Toronto, has sold out to Chas. J. Kean.

Samuel Stewart, grocer, Ayr, has been succeeded by W. A. Smuck.

FIRES.

J. S. Earle, general merchant, Tilbury Centre, has been burned out.

The premises of A. C. Bourassa & Co., grocers, Montreal, have been slightly damaged by fire.

ADVERTISING HANDICAPPED.

A WRITER in Brains tells in a recent issue of a visit he made to a grocer in a small Pennsylvania town. Among the merchants whom he talked with was a grocer who had a few things to say.

"See here," he said, "I advertise all the time and I advertise well, but I am not doing the business I ought to do, and I don't believe that advertising pays. I don't make any more money than I did before I commenced advertising."

The solution of the question wasn't a hard thing to find. The grocer's windows would frighten away about everything in the world except a fly. The fly had been there, and so had his sisters and his cousins and his aunts. The things in the windows had been there since the time of the fly's father and his grandfather and his great-grandfather. The dust on the brim of the grocer's hat was conclusive evidence of the fact that he had not brushed it since he bought it. His clerks wore dirty aprons, and looked as though a shave and a bath were luxuries in which they seldom indulged. The stock of goods on the shelves was old, rusty and dusty. The fresh groceries—vegetables and the like—were scattered around in a haphazard, devil-may-care manner. Everything was in a state of disorderly uncleanness. It was a store to which an advertisement might bring a customer, but he or she would never come again. So the newspaper man told the grocer there were some things advertising could not do. He tried to show the grocer that advertising could not sell goods for such a store, and that the reason why his advertising didn't pay was because he wouldn't let it. And he hopes this grocer has taken his advice to heart and will benefit by it, and that other merchants everywhere will bear in mind that the thing which is next to godliness is a mighty important thing

THE WATERMELON CROP.

Seventy-two million pounds of watermelon is what the railroad and fruit men estimate will be raised in Florida this year. This is equivalent to 3,000,000 melons, which, if placed end to end, would make a chain of watermelons 852 miles long, or further than from Jacksonville to the city of Washington. What a picture to cause the astonished smile on the face of the average negro to broaden into a laugh of great gladness, remarks an exchange. To carry these melons to market a train of 3,000 cars would be necessary, and this train would be nearly nineteen miles long. Railroad men say that this year's crop will be three times larger in Florida than that of last year, and the prospects are brighter for better prices, as there will be only half a melon crop in Georgia to compete with.

Blaiklock Brothers

Customs Brokers,
Forwarders, Warehousemen.

Correspondence
Solicited41 COMMON ST.
... MONTREAL**CHARLES H. RICHES**Solicitor
of**PATENTS**

Canada Life Bldg, King St. W., Toronto

Patents and trade marks procured in Canada and foreign countries. Handbook relating to patents free on application.

**"SANITAS"**

**NATURE'S
GREAT DISINFECTANT.**

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

FLUID, OIL, POWDER, &c.

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

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



Cooking is Troublesome Work

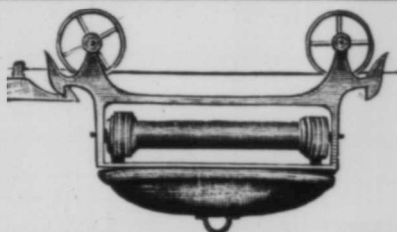
At any time. It's more than troublesome during the hot summer days. Those who have tried our cooked meats have found out that it is altogether unnecessary. There is ample variety for a pleasant bill of fare all through the season. Write for our list.

LAING PACKING & PROVISION CO. - - MONTREAL

CANADIAN TOMATO CHUTNEE

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

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



CHAMPION CASH RAILWAYS

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

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

Union Mutual Life Insurance Co. OF PORTLAND, MAINE

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

MAINE NON-FORFEITURE LAW

WALTER I. JOSEPH, Manager

Room 2, 162 St. James Street, Montreal

Summer Salt

Especially for the better class of trade and such as is required by Summer Cottagers, Campers, Fishing and Hunting Parties, is much better when sold in cardboard packages. We supply all the Wholesale Grocers in Toronto with

"Windsor" Salt

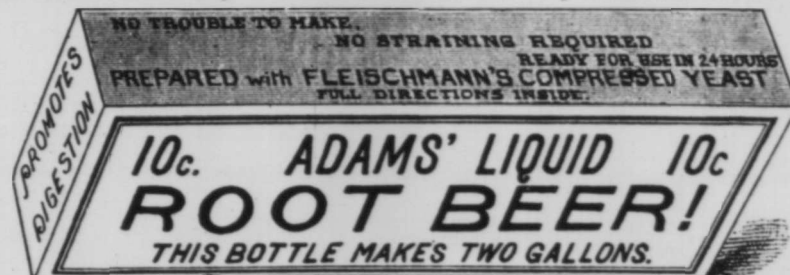
put up in this manner. You can order from any traveller.

48-2 lb. packages per case \$1.50
24-5 lb. " " " 1.80

Toronto Salt Works

128 Adelaide Street East
TORONTO, ONT.

You won't make any mistake if the Root Beer you handle is like this.



It pays well, sells well and gives satisfaction. Order from any wholesale dealer.

38 Front St. East, Toronto

♦ **The Canadian Specialty Company**
Dominion Agents

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.



ASK FOR
MOTT'S

melon
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This is
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ENGLAND.
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Lots of Starch

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

Silver Gloss Starch

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

EDWARDSBURG STARCH CO.

Cardinal

Sardines, other brands 9 1/4 11	0 16	0 17
" P. & C., 1/4 tin	0 23	0 25
" " " "	0 33	0 36
Sardines, Amer., 1/4 s "	0 04 1/2	0 09
" " " "	0 09	0 11
Mustard, 1/4 size, cases		
50 tins, per 100	10 00	11 00

MARSHALL & CO., SCOTLAND.

Fresh Herring, 1-lb.	1 10	1 15
Kipper Herring, 1-lb.	1 65	1 90
Herrings in Tomato Sauce	1 70	1 90
Herrings in Shrimp Sauce	2 00	
Herrings in Anchovy Sauce	2 00	
Herrings a la Sardine	2 40	
Preserved Blotters	1 85	1 90
Real Findon Haddock	1 85	1 90



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



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

CANNED MEATS.

ARMOUR PACKING CO.—HELMET BRAND		
Corned Beef, 1 lb.	1 40	1 50
" 2 lb.	2 60	2 75
" 4 lb.	5 50	5 80
" 6 lb.	8 50	8 80
" 14 lb.	17 50	18 00
Roast Beef, 1 lb.	1 40	1 50
" 2 lb.	2 60	2 75
LANCHEON BEEF, 1 lb.	1 60	1 70
" 2 lb.	2 75	2 85
Brawn 1 lb.	1 30	1 40
" 2 lb.	2 35	2 50
" 6 lb.	6 60	6 80
" 14 lb.	14 50	15 00
Ox Tongue, 1 1/2 lb.	7 00	7 20
" 2 lb.	8 50	8 80
" 2 1/2 lb.	10 75	11 00
Lunch Tongue, 1 lb.	3 35	3 50
" 2 lb.	6 50	6 80
Chipped Beef, 1/2 lb.	1 60	1 70
" 1 lb.	2 65	2 80
Pigs' Feet, 1 lb.	1 65	1 75
" 2 lb.	2 45	2 60
Potted Meats, Tongue or Ham 1/4 lb.	70	75
Potted Meats, Tongue or Ham 1/2 lb.	1 20	1 25
Potted Deviled Ham or Tongue, 1/4 lb.	70	75
Potted Deviled Ham or Tongue, 1/2 lb.	1 20	1 25
WHITE LABEL.		
Soups Assorted, 1 qt.	3 00	3 15
" " 1 pt.	2 00	2 10
Gelatine of Boar's Head, 2 lb.	3 00	3 20
Braised Beef with Vegetables, Piquant Sauce, Gumbo, Tomato and Rice, 2 lb.	3 00	3 10
Plover Roast	5 00	
Hoed Gold Band Bacon	3 00	

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

Codfish. per doz.		
Beardsley's Shredded, 2 doz. pkgs.	0 90	
CHEWING GUM.		
ADAMS & SONS CO. per box		
Tutti Frutti, 36 5c bars	\$1 20	
Pepsin Tutti Frutti, 23 5c packages	0	
Pepsin Tutti Frutti, in glass-covered boxes, 23 5c packages	0 80	
Horsehound Tutti Frutti, glass tops, 36 5c packages	1 20	
Cash Register, 390 5c bars and pkgs	15 00	
Tutti Frutti Show Case, 180 5c bars and packages	5 50	
Glass Jar with Pepsin Tutti Frutti, 115 c packages		

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

CHOCOLATES & COCOAS.		
CADBURY'S per doz.		
Cocoa essence, 3 oz. packages	\$1 65	
" per lb.		
Mexican chocolate, 1/4 and 1/2 lb. pkgs.	0 40	
Rock Chocolate, loose	0 37 1/2	
" 1-lb. tins	0 40	
Cocoa Nibs, 11-lb. tins	0 40	
TODHUNTER, MITCHELL & CO.'S		
Chocolate—per doz.		
French, 1/4's-6 and 12 lbs.	0 30	
Caracas, 1/4's-6 and 12 lbs.	0 35	
Premium, 1/2's-6 and 12 lbs.	0 30	
Sante, 1/4's-6 and 12 lbs.	0 26	
Diamond, 1/4's-6 and 12 lbs.	0 22	
Sticks, gross boxes, each	1 00	
Cocoa—per doz.		
Homeopathic, 1/4's, 8 and 14 lbs.	0 30	
Pearl, " "	0 25	
London Pearl, 12 and 18 "	0 22	
Rock, " "	0 30	
Bulk, in boxes	0 18	
Royal Cocoa Essence, packages	1 40	
Cocoa—EPT'S per lb.		
Case of 112 lbs. each	0 35	
Smaller quantities	0 37 1/2	
FRY'S (A. P. Tippet & Co., Agents)		
Chocolate—per lb.		
Caracas, 1/4's, 6-lb. boxes	0 42	
Vanilla, 1/4's, " "	0 42	
" Gold Medal Sweet, 6 lb. bxs.	0 29	
Pure, unsweetened, 1/4'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—per doz.		
Concentrated, 1/4's, 1 doz. in box	2 40	
" " " "		
" " " "		
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 Broma	per lb.	0 30
Mott's Prepared Cocoa		0 28
Mott's Homeopathic Cocoa (1/4's)		0 32
Mott's Breakfast Cocoa (in tins)		0 45
Mott's No. 1 Chocolate		0 30
Mott's Breakfast Chocolate		0 28
Mott's Caracas Chocolate		0 40
Mott's Diamond Chocolate		0 22
Mott's French-Can Chocolate		0 18
Mott's Navy or Cooking Chocolate		0 27
Mott's Cocoa Nibs		0 35
Mott's Cocoa Shells		0 05
Vanilla Sticks, per gross		0 90
Mott's Confectionery Chocolate	0 21	0 43
Mott's Sweet Chocolate Liquors	0 19	0 30
CROW'S 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—per lb.		
Premium No. 1, boxes, 12 lbs. each	0 42	
Baker's Vanilla in boxes, 12 lbs. each	0 50	
Caracas Sweet, in boxes, 6 lbs. each	0 37	
Vanilla Tablets, 416 in box, 24 boxes in case, per box, net	4 20	
German Sweet Chocolate—per lb.		
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—per doz.		
In canisters, 1 lb., 4 lb. and 10 lb.	0 50	
Breakfast Cocoa—per lb.		
In bxs, and 12 lbs. each, 1/2 lb. tins.	0 49	
COFFEE.		
Green. per lb.		
Mocha	0 27 1/2	0 30
Old Government Java	0 30	0 33
Rio	0 17	0 20
Plantation Ceylon	0 29	0 31
Porto Rico	0 24	0 28
Guatemala	0 24	0 26
Jamaica	0 21	0 25
Maracaibo	0 21	0 23
TODHUNTER, MITCHELL & CO.'S		
Excelsior Blend	0 34	
Our Own	0 32	
Jersey	0 30	
Laguaya	0 28	
Mocha and Java	0 35	
Old Government Java	0 30	0 32
Arabian Mocha	0 35	
Maracaibo	0 28	0 30
Santos	0 25	0 27

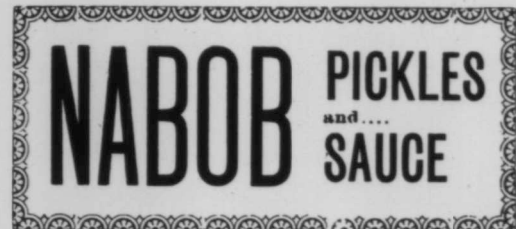
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DALLEY'S ROYAL HYGIENIC SELF-RISING FLOURS

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

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

Batty's



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

ALL WHOLESALERS
HAVE THEM.

... EIGHT PRIZE MEDALS

Canadian Agents

J. A. GORDON & CO.

... Montreal

MARINE INSURANCE

The Mannheim Insurance Company

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

Further particulars obtainable by applying to Local Agent, or to

JAMES J. RILEY & SONS
Managers for Canada — Montreal

Notice

TO THE WHOLESALE
TRADE ONLY . . .

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

CIGARETTES

All kinds of Cigarettes from \$2.50 per 1,000 to \$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 GLASS PITCHER



... Free

with Adams'

TUTTI FRUTTI

ASK YOUR WHOLESALER FOR IT

ADAMS & SONS CO.

11 & 13 Jarvis St., Toronto, Ont.

BUTTER CRACKERS...

In 3-pound packages. The biggest package of Biscuits on earth to retail at 25c. Try a case. Good sellers.

The Toronto Biscuit & Confectionery Co.

Henry C. Fortier.

7 FRONT STREET EAST, TORONTO.

Charles J. Peter.

DRUGS AND CHEMICALS.

Alum	50 02	50 03
Blue Vitriol	0 06	0 07
Brimstone	0 03	0 03½
Borax	0 10	0 12
Camphor	0 80	0 85
Carbolic Acid	0 25	0 20
Castor Oil, 1 oz. bottle, p. gross	4 20	6 00
" 2 " " "	3 40	4 40
" 4 " " "	10 00	12 00
" ½ pint " "	12 00	12 00
Olive Oil, ½ pnt., 2 doz. to case, per case	1 25	1 25
" pints, 2 doz. to case, per case	2 50	2 50
Epsom Salts	0 02	0 02½
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 26	0 30
Saltpetre	0 08½	0 09
Soda, Bicarb, per keg	2 75	2 90
Sal Soda	1 00	1 25
Madder	0 12½	0 12½

EXTRACTS.

Dalley's Fine Gold, No. 8, per doz.	\$0 75
" " " 1, 1½ oz.	1 25
" " " 2, 2 oz.	1 75
" " " 3, 3 oz.	2 00
Crown Brand (Greig & Co.)—	
1 oz. London, gross	6 00
2 " Anchor	12 00
1 " Flat Crown	10 80
" " "	18 00
2 " Square	21 00
" " Round	24 00
4 oz. Glass Stopper, doz.	3 50
8 " "	7 00
Parisian Essence	20 00
Ketchup, Fluted Bottles, gross	12 00
Screw Top	21 00
" S. & L. High Grade	3 50
Pepper Sauce, per doz.	15 00

FLUID BEEF.

JOHNSTON'S, MONTREAL.	
Fluid Beef No. 1, 2 oz. tins	\$ 3 00
No. 2, 4 oz. tins	5 00
No. 3, 8 oz. tins	8 75
No. 4, 1 lb. tins	14 25
No. 5, 2 lb. tins	27 00
Staminal—2 oz. bottles	3 00
4 oz. " "	6 00
8 oz. " "	9 00
16 oz. " "	12 75
Fluid Beef Cordial—20 oz. bottles	15 00
Milk Granules, in cases, 4 doz.	6 90
Milk Granules with Cereals, in cases, 4 doz.	5 4

FRUITS.

FOREIGN.	
Currants—Provincials, bbls	0 04½
" " " ½ bbls	0 04½
" " " ¼ bbls	0 04½
" " " 1/8 bbls	0 04½
" " " 1/16 bbls	0 04½
" " " cases	0 04½
" " " cases	0 04½
" " " cases	0 07½
" " " cases	0 08
" " " cases	0 08½
" " " cases	0 09
" " " cases	0 09
" " " cases	0 09
" " " cases	0 10
" " " cases	0 10
" " " cases	0 12
" " " cases	0 12
" " " cases	0 07
" " " cases	0 06½
" " " cases	0 06½
" " " cases	0 05½
" " " cases	0 06½
" " " cases	0 06½
" " " cases	0 06½
" " " cases	0 06½
" " " cases	0 06½
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" " " cases	0 06½
" " " cases	0 06½

" Malaga—	per oox.
" Dehesa Clusters	4 25 4 50
Lemons—Messina, boxes	2 75 3 50
Oranges—Valencia	8 00
" Cal. Navels, in boxes	3 75 4 50
" Seville	2 50 2 75
DOMESTIC.	
Apples, dried, per lb.	0 03 0 03½
" evaporated	0 75½ 0 07
FOOD.	
Split Peas	3 25 per brl.
Pot Barley	3 25 \$3 50
Pearl Barley, XXX, 49-lb. pkt.	2 00

ROBINSON'S BARLEY AND GROATS.	
Patent Barley, ½ lb. tins	per doz. 1 25
" " 1 lb. tins	2 25
" " 2 lb. tins	1 25
" " 4 lb. tins	2 25

BROWN & POLSON'S CORNFLOUR.	
1-lb. packages	0 06½

HARDWARE, PAINTS AND OILS.

CUT NAILS—From Toronto—	
50 to 60 dy basis	2 75
40 dy	2 80
0 dy	2 85
20 16 and 12 dy	2 90
10 dy	2 95
8 and 9 dy	3 00
6 and 7 dy	3 15
5 dy	3 35
4 dy A P	3 35
3 dy A P	3 75
4 dy C P	3 25
3 dy C P	4 35
HORSE NAILS—	
Canadian, dis. 50 per cent.	
HORSE SHOES—	
From Toronto, per keg	3 60
SCREWS—Wood—	
Flat-head iron, 80 p. c. dis.	
Round-head iron, 75 p. c. dis.	
Flat-head brass, 77½ p. c. dis.	
Round-head brass, 72½ p. c. dis.	

WINDOW GLASS. [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches, which shows it to be a first-break glass, i.e. not over 25 inches in the sum of its length and breadth.]	
1st break (25 in. and under)	1 20
2nd " (30 to 40 inches)	1 45
3rd " (50 to 60 inches)	3 10
4th " (51 to 60 inches)	3 40
5th " (61 to 70 inches)	3 80

ROPE—	
Manilla	0 09 0 09½
Sisal	0 06½ 0 07½
AXES—	
Per box	6 00 12 00
SHOT—	
Canadian, dis. 17½ per cent.	
HINGES—	
Heavy T and strap	0 04½ 0 05
Screw, hook and strap	0 03½ 0 04
WHITE LEAD—Pure Association guarantee, ground in oil.	
25 lb. irons	0 04½
No. 1	0 04½
No. 2	0 04½
No. 3	0 04½

TURPENTINE—	
Selected packages, per gal.	0 39 0 40
3c. extra outside points.	
LINSEED OIL—	
Raw, per gal	0 51 0 52
Boiled	0 54 0 55
2c. extra outside points.	
GLUE—	
Common per lb	0 07½ 0 08

INDURATED FIBRE WARE.

THE K. E. EDDY CO.	
½ pail, 6 qt.	\$3 35
Star Standard, 12 qt.	3 80
Milk, 14 qt.	4 75
Round-bottomed fire pail, 14 qt.	4 75
Tubs, No. 1.	13 30
" 2.	11 40
" 3.	9 50
Fibre Butter Tubs (30 lbs.)	3 80

Nests of 3	2 85
Keelers No. 4	8 00
" " 5	7 00
" " 6	6 00
" " 7	5 00
Milk Pans	2 65
Wash Basins, flat bottoms	2 50
" round bottoms	2 50
Handy Dish	17 00
Water Closet Tanks	7 60
Dish Pan, No. 1	6 20
" " 2	4 75
Barrel Covers and Trays	4 75
Railroad or Factory Pails	4 75

JAMS AND JELLIES.

SOUTHWELL'S GOODS.	
Orange Marmalade	per doz. 1 60
Clear Jelly Marmalade	2 00
Strawberry W. F. Jam	2 30
Raspberry " " "	2 20
Apricot " " "	2 00
Black Currant " " "	2 00
Other Jams " " "	1 55 1 90
Red Currant Jelly	3 10
(All the above in 1 lb. clear glass pots.)	

KNOX'S GELATINE.

Sparkling calves foot	1 20
Crystallized Fruit, flavored	1 65
Acidulated	1 50
(Sold by all wholesale grocers.)	

LICORICE.

YOUNG & SMYLLIE'S LIST.	
5-lb. boxes, wood or paper, per lb.	\$0 40
Fancy boxes (26 or 50 sticks) per box	1 25
" Ringed " 5 lb. boxes, per lb.	0 40
" Acme " Pellets, 5 lb. cans, per can	2 00
" Acme " Pellets, fancy boxes (40)	1 50
per box	1 50
Tar Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. glass jars	1 75
" " " 5 lb. cans	1 50
" Purity " Licorice, 200 sticks	1 45
" " " 100 sticks	0 73
Dulce, large cent sticks, 100 in box	0 75

MINCE MEAT.

Wetley's Condensed, per gross, net	\$12 00
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MINERAL WATERS.

LAURENTIAN SPRING WATER CO., Montreal	
Plain Soda, per doz.	0 30
Ginger Ale, per doz.	0 45
Cream Soda, per doz.	0 35
Kola, per doz.	0 00
Champagne Cider (quarts)	1 00

MUSTARD.

COLMAN'S OR KEEN'S.	
Square Tins	per lb.
D. S. F., 1 lb. tins	\$0 40
" " ½ lb. tins	0 42
" " ¼ lb. tins	0 45
Round Tins	
F. D., ½ lb. tins	0 25
" " ¼ lb. tins	0 27½
" " 1 lb. jars, per jar	0 75
" " 1 lb. " "	0 25
" " 4 lb. tins, decorated, pt.	0 80

FRENCH MUSTARD.	
Crown Brand—(Greig & Co.)	9 00
Pony size, per gross	7 80
Small Med.	10 80
Medium " "	12 00
Large " "	18 00
Spoon " "	16 20
Mug " "	12 00
Tumbler " "	21 00
Cream Jug " "	21 00

RICE, ETC.

Rice—	per lb.	per lb.
Standard " B "	0 03½	0 03½
Patna	0 04½	0 04½
Japan	0 05	0 05
Imperial Seta	0 05½	0 05½
Extra Burma	0 03½	0 04
Java Extra	0 06½	0 06½
Genuine Carolina	0 09½	0 10
Grand Duke	0 06½	0 06½

Sago	0 03½	0 03
Tapioca	0 03½	0 03½

STARCH.

EDWARDSBURG STARCH CO., LTD.	
Laundry Starches—	
No. 1 White or Blue, cartons	0 03½
Canada Laundry	0 04½
Silver Gloss, 6-lb. draw-lid boxes	0 07
Edwardsburg Silver Gloss, 1-lb. chromo package	0 07
Silver Gloss, large crystals	0 06½
Benson's Satins, 1-lb. cartons	0 07½
No. 1 White, bbls and kegs	0 04½
Benson's Enamel, per box	3 00
Culinary Starch—	
W. T. Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 White, 1-lb. cartons	0 09
Edwardsburg No. 1 White or Blue, 4-lb. lumps	0 07½
THE BRANTFORD STARCH CO., LTD.	
Laundry Starches—	
Canada Laundry, boxes of 40 lbs.	0 04½
Finest Quality White Laundry—	
3 lb. cartons, cases 36 lbs.	0 05½
Bbls, 175 lbs.	0 04½
Kegs, 100 lbs.	0 04½
Lily White Gloss—	
Kegs, extralarge crystals, 100 lbs.	0 06½
1 lb. fancy cartons, cases 36 lbs.	0 07
6 lb. draw-lid boxes, 8 in crate 48 lbs.	0 07
6 lb. tin-enamelled canisters, 8 in crate 48 lbs.	0 07
Brantford Gloss—	
1 lb. fancy boxes, cases 36 lbs.	0 07½
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases 28 lbs.	0 09
Canadian Electric Starch—	
40 packages in case	3 00
Culinary Starch—	
Challenge Prepared Corn—	
1 lb. pkgs., boxes 40 lbs.	0 05½
No. 1 Pure Prepared Corn—	
1 lb. pkgs., boxes 40 lbs.	0 06½
KINGSFORD'S OSWEGO STARCH.	



SILVER GLOSS			
40-lb. boxes, 1-lb. pkgs.	0 08		
6-lb. boxes, sliding covers (12-lb. boxes each crate)	0 08½		
PURE—16-lb. boxes			
Oswego	140-lb. boxes, 1-lb. pkgs.	0 07½	
CORN STARCH			
For puddings, custards, etc.			
ONTARIO	38-lb. to 45-lb. boxes, STARCH	6 bundles	0 06
STARCH IN	Silver Gloss		0 07½
BARRELS	Pure		0 06½

SUGAR.

Granulated	4 60	c. per lb. 4 70
Paris Lump, bbls. and 100-lb. boxes	0 05½	0 35½
" " " in 50-lb. boxes	0 05½	0 05 80
Extra Ground, bbls. lcing	0 05½	0 05½
Powdered, bbls	0 05½	0 05½
Very bright refined	0 05½	0 01½
Bright Yellow	0 03½	0 03½
Dark Yellow	0 03½	3 80
Demerara	3 75	3 85

SYRUPS AND MOLASSES.

SYRUPS.		
Dark	per gallon. 0 30	0 38
Medium	0 33	0 38

"Brantford"
and
"Challenge"

Corn Starch

Put up in handsome packages, and the quality is perfect. Are not excelled by either home or foreign production.

BRANTFORD STARCH CO. - - Brantford

Bright	0 38	0 43
Redpath's Honey	0 40	
" 2 gal. pails	1 10	1 15
" 3 gal. pails	1 45	1 50
MOLASSES.		
Barrels	0 28	0 32
Half-barrels	0 30	0 35

SOAP.		
Babbitt's "1776" Soap Powder	...	\$3 5
MOLASSES.		
Barrels	0 28	0 32
Half-barrels	0 30	0 35



1 Box Lot	4 29
5 Box Lot	4 10
Freight prepaid on 5 box lots.	

BRANTFORD SOAP WORKS CO.



"Ivory Bar" is put up in 1 lbs., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box; 10 and 12 oz. cakes, 120 in box; Twin Cake, 11¼ oz. each, 100 in box.

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

TEAS.

BLACK.		
Congou—	per lb.	per lb.
Half Chests Kaisow, Mon-	0 12	0 60
ing, Paking	0 18	0 50
Caddies, Paking, Kaisow		
INDIAN.		
Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchong	0 18	0 25
CEYLON.		
Broken Pekoes	0 35	0 42

Pekoes	0 20	0 40
Pekoe Souchong	0 17	0 35

CHINA GREENS.

Gunpowder—		
Cases, extra firsts	0 42	0 50
Half Chests, ordinary	0 22	0 38
firsts		
Young Hyson—		
Cases, sifted, extra firsts	0 42	0 50
Cases, small leaf, firsts	0 35	0 40
Half Chests, ordinary	0 22	0 38
firsts		
Half Chests, seconds	0 17	0 19
" thirds	0 15	0 17
" common	0 13	0 14

PING SUEYS.		
Half Chests, firsts	0 28	0 32
" seconds	0 16	0 19
Half Boxes, firsts	0 28	0 32
" seconds	0 16	0 19

JAPAN.		
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 13½	0 15
Nagasaki, ½ chests Pekoe	0 16	0 22
" Oolong	0 14	0 15
" Gunpowder	0 16	0 19
" Siftings	0 07½	0 11

LIPTON'S TEAS.

No. 1 Ceylon, retailed at	0 50	0 35
No. 2	0 40	0 28
No. 3	0 30	0 22
All the above can be had mixed with Green Tea at same prices.		

"SALADA" CEYLON.

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.	



"KOLONA"	
Ceylon Tea, in 1-lb. and ½-lb. lead packets, black or mixed.	
Blue Label	0 22
Green Label	0 28
Red Label	0 35

Orange Label	0 42
Gold Label	0 58

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 56
Honeysuckle, 8's	0 44
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

CANADIAN TOBACCO CO., MONTREAL.

Cut Tobacco—	
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 28½
Sohmer, 1-10, 5 lb. box	0 32½
Imperial Cigarette Tobacco, 1-10, 5 lb. box	0 40
Queensland Tobacco, all sizes	0 60
Crown Cut Plug Mixture, ½ lb. tin	0 50
1 lb. tin	0 47

Cigarettes—	
Sonadora Havana	\$10 00
Royal Turkish Egyptian	10 00
Creme de la Creme	7 20
Lafayette	3 80
Marquise	7 00
Imperial (Virginia tobacco)	3 50

Plug tobaccos (sweet chewing)—	
Navy, in caddies	0 35
Navy, plug mark	0 33
Honey, boxes and caddies	43
Spun roll chewing, boxes	55
Plug smoking (with or without tags)—	
Black Crown, caddies	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 Faut, 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	

CIGARS—S. DAVIS & SONS, MONTREAL.

Sizes.		
Madre E' Hijo, Lord Lansdowne	Per M	\$60 00
" Panetelas		60 00
Madre E' Hijo, Bouquet		85 00
" Longfellow		80 00
" Reina Victoria		55 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		50 00
Mungo, Nine		35 00
Cable, Conchas		30 00
" Queens		29 00
Cigafettes—All Tobacco—		
Cable		7 00
El Padre		1 00
Mauricio		15 00

WASHING POWDER.

"SILVER DUST"		
Case	72 1-lb. cartons	5 00
Half case	36 1-lb.	2 50
Case	24 3-lb.	4 25
Half case	12 3-lb.	2 12
Case	100 5-cent packages	3 50
Half case	50 5-cent packages	1 80

WOODENWARE.

Pails, 2 hoop, clear, No. 1		per doz.	\$ 1 45
" 3	"		1 60
" 2	"		1 40
" 3	" 2		1 55
"	" painted " 2		1 40
Tubs, No. 0		per lb.	8 00
" 1			6 50
" 2			5 50
" 3			4 50
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
Per Case.		
Matches—		5-Case Lots, Single Case
Telegraph	\$3 30	\$3 50
Telephone	3 10	3 30
Parlor	1 70	1 75
Red Parlor	1 70	1 75
Safety	4 00	4 20
Flamers	2 25	2 35

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

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TORONTO

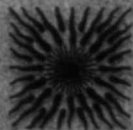
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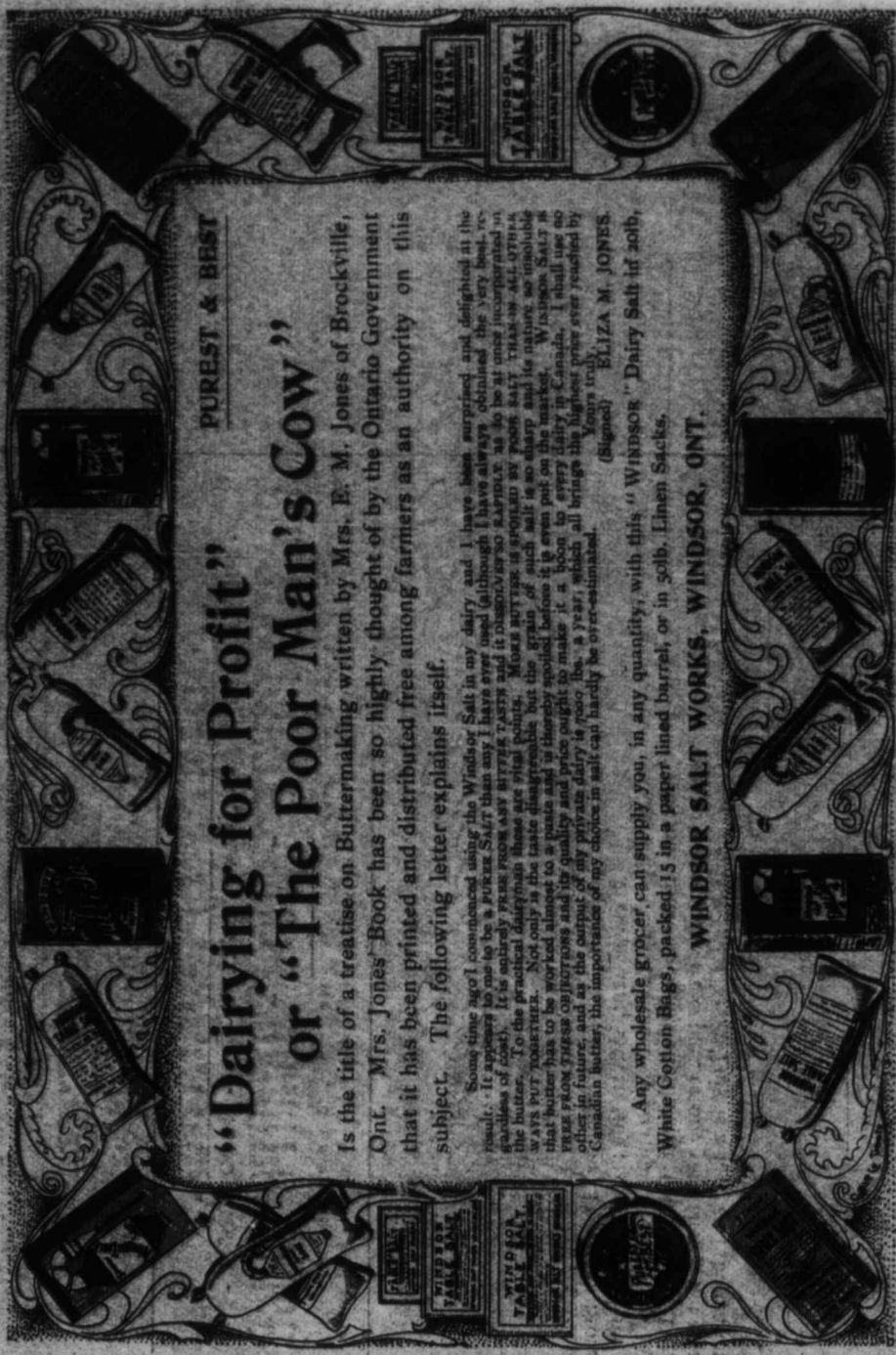
Is the title of a treatise on Buttermaking written by Mrs. E. M. Jones of Brockville, Ont. Mrs. Jones' Book has been so highly thought of by the Ontario Government that it has been printed and distributed free among farmers as an authority on this subject. The following letter explains itself.

Some time ago I commenced using the Windsor Salt in my dairy and I have been surprised and delighted at the result. It appears to me to be a purer salt than any I have ever used (although I have always obtained the very best, regardless of cost). It is entirely free from any bitter taste and it does not so rapidly become rancid as the other salts. To the practical dairymaid these are vital points. Most surplus is spent by those who think it is a profitable way to preserve it. Not only is the taste disagreeable but the grain of such salt is so heavy and so much so that the butter has to be worked almost to a paste and is thereby spoiled before it is even put on the market. I shall use no more of these inferior salts and I hereby certify that the quality and price ought to make it a boon to every dairy in Canada. I shall use no other in future, and as the output of my private dairy is 7000 lbs. a year, which all brings the highest price ever yielded by a Canadian butter, the importance of my choice in salt can hardly be over-estimated.

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