

**PAGES
MISSING**

THE CANADIAN GROCER

VOL. X

MONTREAL AND TORONTO, MAY 1, 1896.

No. 18

COLMAN'S MUSTARD



BEST ON EARTH

THE ONLY TEN CENT CIGAR

Fresh Herrings

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



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

SALT HERRINGS IN KEGS. "CROWN" BRAND.

All Selected Fish from the famed Aberdeen Fisheries.

For Sale by all Leading Grocers.

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

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

VARSAITY CIGAR 5c. THE BEST IN THE MARKET

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

HOLD YOUR TRADE BY SELLING THESE FAMOUS BRANDS

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Luncheon Beef . .

This is a canned meat which we alone prepare; the name Luncheon Beef is copyrighted and no one else has the right to use it. We employ a method which is unknown to other canners; the result is the distinctive flavor which LUNCHEON BEEF alone enjoys. The effort has been to avoid that cured hard taste which corned beef sometimes has; and to substitute therefor a mild, delightful flavor such as is found in some home cooked meats. We have been particularly fortunate in suiting the public taste. Our Luncheon Beef should be carried by every grocer who caters to a refined discriminating trade. Order of your Jobber, and if you don't receive the goods write to us or to our agents named below.



*"Neither Corned Beef nor Roast Beef,
But much more delicious than either."*

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.

Cooks May Differ



in their opinions on some points, but when it's a question of pancake flour they all agree that . . .

Dalley's Hygienic Pancake Flour

makes the sweetest, lightest and most delicious pancakes. It is sold in handsome packages by all wholesalers.

Put up only by
The F. F. DALLEY CO., Ltd.
 Hamilton

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.

THE DIFFERENCE

TANGLEFOOT Does Not Leak at the Edges
TANGLEFOOT Does Not Soak Through the Paper
TANGLEFOOT Does Not Spoil Over Winter
TANGLEFOOT Does Not Allow Flies to Escape
TANGLEFOOT Has the Only Serviceable Holder

Holder 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



Look Here!!

No Musty Flavor

STOWER'S

PURE LIME JUICE

LIME JUICE CORDIAL

CLARIFIED LEMON SQUASH

Order NOW
and be ..
in Time



Popular
Palatable
Profitable

LAZENBY'S



Second to None

FAULDER & CO'S
"SILVER PAN" MARMALADE AND PRESERVES

BOILED IN SILVER PANS TO AVOID THE CONTACT OF THE FRUIT WITH COPPER

AGENTS FOR THE DOMINION

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.

Broken Dishes

Will be one of the results of house-cleaning. New ones must be bought, and they must be better than the old ones. Our

YELLOW AND BRISTOL GLAZED GOODS AND ROCKINGHAM WARE

cannot be improved upon. We can sell you Dishes, Crocks, Jars, etc., of any size and shape, and in any quantity.

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.

IMPORTANT TO BUYERS OF BLENDED TEAS

*New Line in
Standard Blends*



Per lb. **22c.** Per lb.

No low China, only Ceylon and Indian Teas.
Good Leaf. Clean, Stout Liquor. Samples on application.

TETLEY & CO. 14 Lemoine St. Montreal

A strange thing



That any grocer who has any regard for his customers' wishes and his own reputation should ever allow himself to run out of **Imperial Cheese.** There is bound to be a big demand for it during the camping and boating season, and you are quite safe in stocking now.

Sold by all
Wholesalers

A. F. MACLAREN & Co., Toronto

No Coercion

Needed to sell



Sells on its merits.

ROSE & LAFLAMME

Eastern Agents **MONTREAL**



Sulphur Matches

TELEGRAPH
TELEPHONE
TIGER

Parlor Matches

EAGLE
RED
BEAVER
FAVORITE

Safety Matches

WALL BOX
CANADIAN

Fusees . . .

FLAMERS

Wax Matches

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 & Persse, Winnipeg;
James Mitchell, Victoria. Permanent agents not yet appointed for St. John's, Nfld.,
Sydney and Melbourne, Australia.

**"Rose
Brand"
Lard**

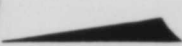
Is Good Lard

Reference: Any merchant who has ever handled it.

PACKED IN 1, 2, 3, 5, 10, 20, and 50-lb. Packages.

A trial order will convince you that it will increase your trade to handle
"Rose Brand" goods.

The GEORGE 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

Will show you a good profit.

Will give your customers perfect satisfaction.

REINDEER BRAND

CONDENSED MILK.

BUY IN SMALL LOTS AND OFTEN.

When ordering ask your wholesaler for this year's pretty calendar.



This is . . .

an advertisement that it will pay you to carefully read and act upon. Our object is to direct the attention of the live wide-awake trade to the superior excellence of our

STANDARD BLACK TEAS

If we succeed in getting an inquiry from you it will afford us much pleasure to submit samples and give any further information. Since placing these teas on the market some years ago they have amply repaid us for the confidence we had in their real worth. The demand has greatly exceeded our expectations and every year widens the ground where their merit is appreciated by the tea-loving public.

An Important Item to you is the fact that your profit is a good one. There are five:

- | | |
|------------------------|-------------------------|
| THE 400 SELECT | DALU KOLA CONGOU |
| IMPERIAL CONGOU | RUSSIAN CONGOU |
| THE GLOBE BLEND | |

Put up in our patent metal-lined cases—always up to the same high standard of quality, and bound to please.

W. H. Gillard & Co.

Wholesalers Only

Hamilton

JOHN MOUAT, Northwest Representative, Winnipeg.

Wethey's Condensed Mince Meat



Is Always
The Same



Known for their
EXCELLENCE
.. of ..
PURITY and FLAVOR



Sell the Peerless "Lion"
Brand Canned Goods.



Their Record is SKY high.



Our Handsome Labels
SIMPLY grace your
establishment.

WORKS: { PICTON, TORONTO
.. and ..
DEMORESTVILLE



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, MAY 1, 1896

(\$2.00 per Year) No. 18

DROPS FROM THE EDITOR'S PEN.

It is better to get rich than be made rich.

Bragging is a drag upon one's prospects in life.

The ideal advertisement is both attractive and truthful.

When a man gets too old to learn, he is ripe for the grave.

A young man cannot sow wild oats and reap No. 1 hard wheat.

The store loafer who will not take a hint should be given a kick.

When a business man ceases to be a student he becomes a dunce.

Obstacles do not prove the invalidity of a thing: they test its validity.

Cash gives credit to a man's business; credit induces discredit.

It is good to be slow and sure, but it is better to be expeditious and sure.

Too much in an advertisement, like too much in a gallon vessel, leads to waste.

Because the hog is sometimes king it does not follow that a man should aim to be a hog.

He is a wise merchant who tries to cultivate ideas in his clerks as well as in himself.

There are some evils in trade which it is better to kill with slow poison than with a club.

In advertising, be careful you do not sell the customer as well as the goods you advertise.

Scarcely more wise than the person who, notwithstanding he cannot swim, jumps into a stream before ascertaining its depth, is the

merchant who accords a man credit before learning his financial condition.

If you do not look after your window displays your customers in time will not look after you.

The more conversant a man is with his business the less likely is it to leave him in the lurch.

The satisfaction of knowing that a thing is well done is greater reward than money could impart.

There may not be a hole in the grocery business, but a man ought to look before he jumps into it.

Do not hesitate to endorse the character of an honorable man, but endorse not his note on any account.

A merchant should never give his customers short weight; neither should he compel them to wait long.

Undermining his own financial standing is he who treats customers according to their financial standing.

A bad debt is sometimes a monument to the stupidity of the creditor as well as to the dishonesty of the debtor.

A clerk in whom ideas cannot be cultivated, like a farm that cannot raise paying crops, should be given up.

The energies of the hen are not regulated by the price of eggs. And therein is a moral for the consideration of merchants.

The clerk who will not submit to a moderate course of discipline is lacking in the essentials that make a successful man.

If there is one man who deserves to be commiserated with it is the traveler—the young traveler at any rate—who has toiled all day without getting business. If you

cannot give him your order give him your sympathy. You may need his counsel some day.

Commercial interests in Venezuela are suffering from undue inflation; also the people from undue inflation of their own importance.

Bicycling is a good thing for the clerk, but the wheel should not be permitted to carry either his body or his mind away from his duties.

There is no dearth of opportunities for success in life, but they are only procured by being sought after; they seldom fall into one's lap.

Some people fail because of wild-cat schemes, but a grocer in a Pennsylvania town has failed because of an overstock of wild cats.

Money can be made in business to-day just as it could twenty years ago. The only difference is that more brains are demanded now than then.

While his wife is having the spring house-cleaning done, the grocer should remember that a little of the same kind of work in the store will not be amiss.

The business man should not rely too much upon his own taste. The taste of his customers is more important to him; and he should strive and learn by study what it is.

If you have a good idea put it into action. Don't keep it locked up within your own mind for fear someone will share with you whatever benefits there are to be derived from it.

If some members of Parliament seeking re-election had been as solicitous for the business interests of the country as they now are for votes they would not need to have as much concern regarding the day of election as they now have.

AN IMPORTANT QUESTION.

THE following address on "Are Limited Prices and Selling by the Manufacturer to the Retailers to the Interest of our Merchants?" was delivered at the Illinois State Convention held, in Edmondsville, by the well-known canned-goods man, E. A. Stevens, of Chicago:

Limited prices and the respective rights of jobber and retailer in their relations to the manufacturer are among the live discussions of the hour. No better evidence can be given of progress than conditions of active social and commercial agitation. As the elements that form the physical world have for their combined purpose the enrichment of the soil for the needed changes and redistribution of atmospheric gases—to promote the growth of animal and vegetable life—so interchange of thought and impartial discussion of important questions vitally affect and quicken the growth of civilization, which is only another word for well-adjusted commercial relations.

Questions which measure one man's relations to another are too often settled on purely selfish grounds. The farmers of the country are continually striving to do away with all middle men and even dream that they can devise systems which will abolish the city milkman and deliver the produce of their farms at the door of the consumer every morning at dawn! But farmers' milk companies rarely succeed, and the milkman survives, not because of any partiality toward him on the part of the public, but because he earns his way.

The higher our civilization, the greater our individual wants. These are best supplied through the operation of the law of differentiation.

This law of differentiation is merely the adaptation of an individual to his vocation. In view of the difference of faculties and desires individuals should, in a normal state of society, produce or labor according to their individual fitness. He who can perform certain labor through inclination or heredity is often incapable of other labor of which he is in need, and here arise those infinite divisions, which, however, enlarge the solidarity of our interests, so that man, in order to develop, must co-operate with his fellow-man. It has been found easier and better to produce or do one thing well than to attempt to supply all his wants.

The mills of life grind so surely and severely that there is no room in the commercial world for the man who cannot earn his way. It is a great mistake to consider the wholesale grocer as either a drone or a monopolist. He generally works just as hard, and often more faithfully, than his retail brother. He has frequently grown up from the retail ranks. He risks large capital, pays many employes, incurs large rentals and carries many a retailer over a panicky time. If, after paying his absolute expenses and his salesmen's commissions, he nets 2 or 3 per cent. on his sales, he is doing well.

If the absolute facts were known there would be less envy and quarreling with the wholesale grocers over their very small profits. The man who does a large business is entitled to a proportionate profit just as the man who runs two retail grocery stores expects to make more money than if he ran one. He (the jobber) is there in obedience to the law of necessity, or he could not long remain.

I think that if the manufacturer were compelled to sell to the retail trade direct, his goods would cost more than the difference which the jobber now receives. The manufacturer would have to maintain agents in every State and also parties to attend to the selling and collecting as well as legal talent to look up the law in each State, and add to that office and storage rents. You can easily see that there would be as much, if not more, added cost to the goods.

The country dealer is criticized and envied by the community in which he lives. His critics generally owe him a good deal of money; imagine that he is making a fortune: they do their best to prevent him accomplishing it, and generally succeed. Yet he is a decided convenience to the community and by dint of hard work and great anxiety earns the position he holds.

Passing from the broad grounds of these business principles, let us see how "limited prices" (as generally understood) and the jobbers' protection directly influence the retail trade. The manufacturer says, and with evident reason, that the retailer asserts that after supplying him with a stock of goods, the jobber has no right to supply his best customers and, if this is the case, he—the manufacturer—has no right to supply the jobber with stocks for general distribution and then compete with him for the larger customers of the retail trade! What is sauce for the goose is certainly sauce for the gander!

If the protection of the jobber is broken down it will be by a few leaders who, because of greater capital or larger stores are able to buy good-sized quantities. But the mass of the trade cannot hope to buy as jobbers and the vote in the retail trade (if the question were properly understood) would probably be 95 per cent. in favor of limited prices as against 5 per cent. on the part of those who know that they could profit by their abolition.

Another point by way of illustration, and my authority for this statement is Mr. J. P. McGaughey, of the Pillsbury Company. Messrs. Herman Rohrs and J. W. Callahan have been the leaders in this movement for manufacturers to deal direct with retailers. Mr. C. A. Pillsbury met these gentlemen in New York and told them he was anxious to accede to the wishes of the grocers, so they told him what they wished him to do, and he pledged himself to adopt their ideas, at least temporarily, and did so. In less than six months, the Pillsbury-Washburn Company were out the price of some 10,000 barrels of flour. That settled their dealing direct with the retailer.

Price-cutting is considered, and justly so, the great curse of the retail grocery trade. That is encouraged and maintained by irregular prices and special discounts for the quantity made by the manufacturers. It is greatly discouraged by prices fixed and limited to all.

For instance, Sapolio had been used by the dry goods dealers of the country until by means of this very contract system that firm were enabled to control in most large cities the distribution of their goods more positively. They spent thousands upon thousands of dollars to defend the retailers against the unjust competition of the larger stores, and by the same contract were obliged to protect the jobber at the same time.

I have recently been in the city of Minneapolis. There they have an association which has the distinction of putting more money in the retailers' pockets than any

other in the United States. They do it by the limited price system, or, as they term it, the card-price system. It was the best object lesson of my life.

In Minneapolis there are 400 grocery stores; 371 are members of the association.

Whenever the association can, it puts a staple on a card, which is sent to every grocer in the city whether a member of the association or not. On this card they notify him the minimum rate at which he must sell sugar, coffee, flour, bread and oil. As these staples represent over 50 per cent. of the grocery business it can readily be seen what profit it gives the grocer. The card rate at present is:

SUGAR—16 pounds, \$1; 8 pounds, 50c.

COFFEE—Arbuckle Bros' Ariosa, per pound, 23c.

FLOUR—Best, per 98-pound sack, \$1.90; straight, per 98-pound sack, \$1.75.

BREAD—16-ounce loaf, 4c.

OIL—Kerosene, 1 gallon, 10c.; gasoline, per gallon, 12c.; kerosene, 5 gallons, 50c.; gasoline, 5 gallons, 55c.

Now, this gives the grocers a clear profit of 25 cents on each 100-pound sack of flour, 3 cents on each gallon of oil, 14 per cent. on all sugar sales and 4 cents per pound on package coffee. I am informed that not a dollar's worth of sugar, not a sack of flour or a gallon of oil was sold in Minneapolis last year without a profit to the retailer. In fact, if anyone violates the card agreement, he is instantly shut off by all the jobbers, both of St. Paul and Minneapolis.

I was invited to attend a meeting of the Board of Directors of this association. At a previous regular meeting a motion had prevailed to put other package coffees on the card. In the meantime it was found that the jobbers did not wish to handle those goods. The board meeting postponed action until the next meeting. Then the coffee men were given a chance to square themselves with the jobbers. At the regular meeting matters were still statu quo. In the discussion the sentiment of the meeting was against handling their coffees, as one of the firms make a point to sell to the retail trade direct. A motion prevailed that they would not buy their coffee only through the jobbers. I really began to think that the millennium had arrived. Still it is the proper policy to pursue, and will be much more to their benefit in the long run. There is nothing wiser than standing by your friends. Reciprocity of interests should be the rigid rule of trade.

It took energy, grit and determination on the part of such members as Lorenz, Mcneilly, McGaughey and Young to fix their standard as high as it is, but it is now an accepted fact and an acknowledged benefit.

I look forward to the time when price-cutting will not be as prominent a means of growth in the grocery trade as it is now: when better service, greater common sense, more careful courtesy, more perfect cleanliness and improved systems will be the means by which retailers will enter into generous rivalry with one another. In that day the limited contract system will be regarded with universal favor and advantage to the retailer as well as the wholesaler.

I think I have sufficiently answered the query propounded to me: "Are limited prices and direct selling by the manufacturer to retailers to the interest of our merchants?"

If the pen is mightier than the sword, why is it that the note which it indites to a debtor frequently fails to make him surrender the necessary funds to liquidate his indebtedness?

Free Trade vs. Protection

There may be a difference of opinion in relation to the merits of the two policies, but all are agreed that **ROYAL** is the **STARCH**.

It is the latest invention. Needs no cooking. Packed in cases, 64 packets, \$5.00.
Packed in half-cases, 32 packets, \$2.50.

LUCAS, STEELE & BRISTOL - Hamilton, Ont.
WHOLESALE GROCERS

STERLING GOODS

An inferior article may attract public notice and for a short time enjoy the encomiums of the people, but unless the article is possessed of true merit it will soon pass into oblivion, following in the train of all the innumerable articles that have made their way into the homes of our people, having only for their recommendation flaunting advertisements that sparkle but for a time. The reverse is the case with goods of

"STERLING WORTH"

They live on, burning brighter and brighter, cheering from day to day, until they become the recognized necessities of daily life.

"We must have **CROSSE & BLACKWELL'S** goods on our table."

"I could not think of having breakfast without the **AMERICAN BREAKFAST CEREALS**."

"When travelling I always insist on having **RAM LAL'S PURE INDIAN TEA**, and **BENS DORP'S ROYAL DUTCH COCOA** has a fascination for me that no other Cocoa will supply."

These are some of the remarks repeated thousands of times daily, and why? Because the people that have used these goods know that they are the gems of all condiments. Other lines that are fast becoming prime favorites with our people are the celebrated brands of "**MECCA**" and "**DAMASCUS**" coffees. Although these goods have only been on the market for a short time, yet to-day we hazard the opinion that they are the most appreciated brands that are being offered to the public. This is the verdict of all the "leading grocers" who have used these goods.

JAMES TURNER & CO., Hamilton, Ont.

We Are Offering

Extra Quality Cleaned Currants
Fine Quality Case Prunes
Choice Quality Pulled Figs
Seal Brand Salmon

Extra Quality Selected Valencias
Choice Quality Dried Peaches
Nimpkish River Salmon

LOWEST PRICES FOR THE BEST GOODS.

BALFOUR & CO.

HAMILTON.

The Packet Tea Business

It begins to look as if the packet tea business was here to stay. The great success which our 25c. line has had has induced us to place another line on the market. This week we are selling our Ludella Ceylon, put up in pounds, halves and quarters, to be retailed at 40c. per pound. Costs the dealer 28c.

H. P. ECKARDT & CO. - TORONTO

BRITISH TRADE IN MARCH.

IN summarizing the British Board of Trade returns for March The London Times says: "The trade returns for the past month are again satisfactory, for although the increases are not as great as were shown for the previous month, it must be remembered that in 1895 March included a large amount of trade which would have been dealt with in February but for the weather during that month. The imports are valued at £38,344,750, an increase of £2,384,860, equal to 6.6 per cent., and the exports of British and Irish produce at £20,422,419, an increase of £1,899,389, equal to 10.2 per cent. The exports of foreign and colonial merchandise amount to £4,623,326, a decrease of £223,273, which is due chiefly to smaller shipments of indigo, jute and leather. As regards the imports, the classes of goods which are less in value are raw materials for textiles, oils and miscellaneous articles. All other articles show increases, especially food and manufactured articles. As regards textile raw materials, jute and sheep's wool are much below last year in both quantity and value. Wheat is less, but wheat flour is more. Of wheat Russia and Roumania sent more, but the United States, the Argentine Republic and the British East Indies sent less. As to the exports of British and Irish produce, all classes of goods are more in value except articles of food and drink and raw materials;

of the former, fish and salt were not shipped so largely, and of the latter coal is lower in price. The shipments of yarns and textile fabrics were generally much more satisfactory. Cotton yarns and piece goods are higher in price in response to raw cotton. The British East Indies and the East are now taking piece goods much more freely, and the demand from South America is greater."

LONDON BOARD OF TRADE.

THE annual meeting of the London Board of Trade was held on Friday last, with President Bowman in the chair.

The president's address was able and exhaustive. It dealt with the street railway, the agreement with the G.T.R. for the rebuilding of the car shops, the lower freight rates obtained for carrying freight from Montreal to London and Cleveland through an arrangement with the London Steamship Co.; want of a bankruptcy law; cheaper postage; fast Atlantic service; closer trade relations with the British colonies; the wealth of Canada's products of the field, forest, mine, etc.

The secretary-treasurer's report showed a balance on hand of \$221.

The re-election of Mr. John Bowman as president was moved and seconded and un-animously carried amid applause.

These officers were also elected by acclamation:

Vice-President—A. B. Greer.

Secretary-Treasurer—J. A. Nelles.

Council—W. R. Hobbs, John Bland, T. H. Smallman, W. J. Reid, D. B. Dewar, A. M. Smart, John McClary, A. W. Porte, Wm. Yates, John Campbell, M. Masuret, J. W. Little.

Arbitration Board—J. D. Saunby, C. H. Elliott, P. Pocock, J. Matinson, D. S. Perrin, J. H. Ginge, Adam Beck, T. R. Parker, L. H. Ingram, D. W. Backwell, S. Stevely, James A. Kennedy.

Board of Examiners—John Sutherland, John S. Pearce, W. J. Saunby, C. B. Hunt, J. D. Saunby.

Western Fair Representatives—John Bowman, J. W. Little, John Bland, W. Yates, T. H. Smallman, A. B. Greer, W. J. Reid.

Railway and Municipal Committee—M. Masuret, John Labatt, Robert Ingalls, A. M. Smart, A. W. White, J. D. Saunby, C. S. Hyman, J. R. Minhinnick, R. C. Struthers, J. W. Little, Sir John Carling, John McClary, John Campbell, T. S. Hobbs, D. W. Blackwell, C. W. Leonard, W. A. Gunn, F. A. Fitzgerald, S. Sterling, Jas. Cowan, W. M. Gartshore, T. H. Smallman, L. H. Ingram, John Bland, C. W. Allen.

Messrs. A. S. Mackintosh and E. B. Plewes were elected members of the Board. Auditor—Thomas A. Browne.

Pilkington's Powdered Perfumed Lye

Packed in $\frac{1}{4}$ gross boxes.

PUREST IN THE WORLD

DILLON & CO.'S BAKING SODA

"Bell" Brand

In 1-lb. packages

Packed $\frac{1}{4}$ gross boxes

ASK YOUR WHOLESALER FOR THEM

Gallon Apples
Canned Pumpkin
Golden Wax Beans

CLOSE QUOTATIONS
NO. 1 BRANDS

DAVIDSON & HAY, WHOLESALE GROCERS Toronto, Ont.

Strong Flour
Big Loaf
Large Yield

These are the Cardinal Points of our

.. **OBELISK**

(Registered)

There is no better, whiter, purer flour than OBELISK on the market to-day.

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

When a Man . . .

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

FLAG-SHIP SALMON

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

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

◆ Canadian Pacific Packing Co.

LULU ISLAND, B.C.

WHY SOME MEN ARE SUCCESSFUL.

THIS fact in human experience has been variously accounted for, the subject being a wide one, writes W. P. M. in New York Journal of Commerce. Thus gifts or accomplishments which lead to success in one direction may act as hindrances in another. To be successful in some lines it will be to one's advantage to be a born fighter. That is to say, he must be aggressive, always on the alert to stand up for his interest rather than to literally love his neighbor as himself. The question under review is not considered on its merits from a moral standpoint, but strictly in its practical bearings. Many successful men who have amassed wealth have done so because every other consideration was made to yield to the one of making money. It may be that they have become more grasping and unscrupulous in proportion as they felt the sense of power which large possessions are apt to give. It is conceded that A. T. Stewart, John Jacob Astor, Cornelius Vanderbilt, of a past generation, and Jay Gould, of the present, developed a genius for money-getting, from better or meaner motives. We know of some men whose fortunes have been amassed by money-lending on real estate, which property became theirs through foreclosure because the borrower could neither pay principal nor interest; others we know who disclaimed this right, although legally warranted to put it in execution. This, however, does not bear directly on our main question.

Some men are excellent salesmen, either because they have a glib tongue to throw a glamor over the desirability of their wares, or because of personal magnetism in making the customer like to deal with such a man in spite of himself. A degree of this faculty often makes up for deficiencies, intellectual or otherwise, on the part of a salesman. Many are successful because their goods are desirable, as low in price as those of competitors and popular in those times. Some men have a trick of holding certain customers against all competitors from the feeling of obligation, either by occasionally getting them bargains, or in some other way creating the impression that it is the buyer's interest to keep in with this seller. Many a salesman loses his trade by changing to an inferior house on the temptation of larger salary; as if the traveler necessarily owned his connection and could take it with him to the new house represented. Some men are popular because they have imparted useful ideas to their customers, thereby helping them to an extent to make sales. Habitual cheerfulness and a habit of telling one good anecdote each time they meet have had a wonderful influence in drawing an order out of a buyer after his protestations of being unable to grant a single line. Croakers or those who habitually look on the gloomy side of things are liable to give up in despair because nowhere made welcome. No mer-

chant likes to be told too often about hard times or commercial stagnation. Some men succeed because they are known to adhere to the truth always; they never represent a thing as different from what it is; at the same time they secure confidence by anticipating the wants of the buyer, making it appear that this is the prime object.

Some men become failures because they treat a buyer as if he did not know anything, or, as if he had no rights of choice. A customer may be lost by allowing him to find out that the merchant does not know enough about his business. While some buyers are wide-awake enough to make their own selection every time, more are willing to be set right if the seller is able to present an alternative. In the latter case the buyer is helped toward the selection, although ostensibly it was conceded he had used the right of choice. Knowledge of human nature is a most important factor in the art of selling goods. Respectful attention and promptitude will often make up for the lack of other faculties, in any calling. To be always on time at one's post is a good reputation for anyone serving the public. The boy never late at school bids fair to win favor by promptness in after life. Some young merchants have scored a success by sending an immediate reply to an order they were unable to fill, suggesting where it might be filled. This kind of alertness (especially in wholesale) is sure to be appreciated, implying a sense of obligation. Owning a useful patent has created many a fortune.

Certain houses get a large share of business by making reasonable concessions in cases of emergency or distress. The man who acts a dishonest part is soon found out; the strain to reputation may outlive him. A clean record is the best recommendation to a renewal of credit after it once has been lost. Heavy expenses cause many a merchant to lose credit and the confidence of friends. It may have come from extravagant habits of living, or from an over-ambitious spirit, as if to astonish the world by this semblance of success. Some men can work well in a subordinate position, but could never succeed as the responsible head. Over-sensitive natures often break down, and such persons die before their time because unequal to the strain of responsibility, involving much care and worry. Stolid indifference has sometimes been utilized to good purpose, since it often passes for stability of character, inspiring a degree of confidence on the part of creditor and customer. Verily "the race is not to the swift nor the battle to the strong." That man may count himself fortunate in any sphere of life who has found his proper niche. Many a good man now finds it, but becomes a waif as it were on the billows of so-called fate. In not a few instances this is the result of parental preference misplaced. Many a boy has been

obliged to learn a profession who would have shone as a business man, and vice versa. A more prudent course would have been to test the boyish preference for trade or profession; also to watch the bent of aptitude.

The origin of most commercial failures may be set down either as insufficient capital or the giving of too much credit. While in places remote from business centres it may be easy to net a handsome profit, the crying evil of our time is that so many fall into the temptation to sell without adequate profit. This touches on another topic—one of supreme importance—viz., commercial demoralization, its causes and dire results. We are assured "There is a tide in the affairs of men which, when taken at its flood, will lead to fortune." "There is no royal road to learning"; neither can any one path be outlined which leads to inevitable success.

EARLY CLOSING.

The early closing by-law goes into force in Montreal to-day, May 1st. Its enactments are probably understood by all directly interested, but a few of the salient points may not be out of place at the present time. It is ordained that the shops shall close during the whole year at 8 p.m. and remain closed until 5 a.m. the next day, except Saturdays and Mondays and on the eve of holidays. Nothing in the by-law, however, will prevent the sale or delivery of merchandise required in cases of death, sickness or accidents, nor in drug stores the sale or delivery of medicine, surgical instruments or apparatus. Establishments in which tobacco, pipes, newspapers, etc., are sold are not included in the above, nor are hotels, saloons, taverns, restaurants, cafes, fruit and candy stores. Stores wherein are established post offices may remain open, but only for postal service. The penalty for contravention of the above is fine, and, in default, imprisonment, both the amount of the former and the duration being left to the discretion of the Recorder's Court, but in no case shall the fine exceed forty dollars, nor the imprisonment two calendar months.

PECULIARITIES OF CUSTOMERS.

Customers are like pickles, some are sharp and spicy, some are sweet, some are sour, which depends largely upon the way they are treated, remarks Grocers' Advocate. Contented customers are sweet; it costs but little to make contented customers—use them well; courtesy costs nothing and should be liberally used. Carefulness in buying is within the reach of all; good goods surely satisfy; the best often costs no more than inferior kinds.

Dissatisfied customers are sour. The best customers, if not properly treated, soon spoil. A clean store, careful clerks, good goods—all these tend to keep them sweet and satisfied.

ON THE SQUARE

That is the way we sell our goods—that's the way the manufacturers make these goods—that's the opinion your customers will form of your business if they find you carry these standard goods.

CROWN BRAND FLAVORING EXTRACTS, BRYANT &

BRYANT & CO.'S BISCUITS, CARR & CO.'S BISCUITS

Crown Brand Flavoring Extracts

They're strongest and best, just because they're purest. We know—we make them. You'll know if you try them. Customers always use them if you keep them.

Bryant & May's Matches

Matches which are best made, best known and most largely used in the whole world. "Safety" and "Tiger" for household, Wax Vestas for smokers.

MAY'S MATCHES, CARR & CO.'S BISCUITS, HUBBARD'S

Hubbard's Rusks

An unsolicited testimonial from Toronto, April 15th: "You can take my word for it that these rusks are the finest things ever prepared for sick children, and I have, unfortunately, had to try every kind of food imaginable." Your customers will say the same thing.

Carr & Co.'s Biscuits

Their manufacture keeps six mills always running. Their first trial will insure a steady trade. Everybody likes them, especially the "Cafe Noir."

RUSKS, CROWN BRAND FLAVORING EXTRACTS

Sole Agents for Canada

ROBERT GREIG & CO.

MONTREAL

Fancy Groceries

We have an exceptionally fine stock of these goods, direct importation, comprising

- | | |
|------------------------|-------------------------|
| French Peas | Olive Oil |
| French Mushrooms | Spanish Queen Olives |
| Nonpareil Capers | Genuine French Sardines |
| Genuine French Mustard | |

The above in all sizes and all grades. The very best obtainable at the different range of prices.



✦

Turner, Mackeand & Co.

Wholesale Grocers,
WINNIPEG



ALWAYS UNIFORM.

THOROUGHLY TESTED IN EVERY WAY

Snow Drift Baking Powder

No one ever complains if you sell them this perfectly pure Baking Powder.

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.**



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MONTREAL: - Board of Trade Building.
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INATTENTION TO CUSTOMERS.

IT is a common complaint in these days that there are too many merchants in every line of trade, and that, as a result, business is overdone and the margin of profits badly cut into.

There is a good deal of truth in this. Trade is overdone in a good many lines. But one would not think that competition was keen were he to observe the carelessness and slowness with which not only clerks, but the merchants themselves, sometimes wait upon customers.

It is not the slowness that comes of inactive men. It is that of deliberate "you-can-wait-till-I-am-ready" style to which we have reference.

This type is exhibited in several ways. The chief are clerks joking or talking with each other, or the clerks or merchants gossiping with friends, while the customer, indignant and feeling like a fool, stands in the middle of the store waiting for someone to advance and ascertain his or her wants. Another too commonly seen is the merchant or clerk stopping to finish a paragraph or article which he was engaged in reading when the customer entered the store.

Prompt attention to customers should be the rule of every merchant and prompt obedience to it should be demanded of every clerk.

THE CANADIAN GROCER believes that this rule does obtain in most stores—in the great majority of stores—and that it is observed. But in some there is neither the rule nor the observance.

Ordinary slowness in tying up a parcel, or waiting on a customer, or antiquated methods, can be condoned. But to allow a customer to stand in a store awaiting the pleasure of those who should be awaiting his or her pleasure is one of the unpardonable sins of trade.

Among the thousands who read THE CANADIAN GROCER every week there are

probably not a score who are guilty in this particular, but should there be one, just let him imagine himself in the place of a customer who is allowed to stand unattended in the store while a lot of idiotic clerks are gossiping or reading papers. If he had any spunk he would turn on his heel and never darken that store again. Women do not, as a rule, express their indignation on the spot, but they do afterwards by bestowing their patronage upon stores where they are not insulted—for insulted is every customer, man or woman, who is allowed to stand in the store awaiting the convenience of those behind the counter as if he or she were mendicants or worse.

Every man behind the counter should remember that the customer is not seeking his pleasure, but that it is his duty to await the pleasure of the customer, whether that customer be rich man or poor man, woman, or child.

THE DAMAGE TO CALIFORNIA FRUITS.

ADVICES which have been received in Toronto during the past week by mail not only confirm but emphasize what was previously announced by wire regarding damage by frost to the growing fruit crops of California.

The frost which visited the Coast last week was, it is claimed, the most severe that has ever been experienced in that part of the country at this time of the year. And it appears to have been general throughout the fruit-growing districts, resulting in damage to all kinds of fruit.

It is estimated that the first crop of raisins in Fresno has been damaged to the extent of from 50 to 75 per cent. It is hoped, however, that the second crop will be large enough to make up in some measure for the shortage, though it appears certain that there will not be more than 75 per cent. of a full crop, while many varieties are likely to be a great deal less.

The realization of the fact that much damage had been done by the frost led to an advance of one-fourth of a cent per pound in the price of raisins, and speculators have now practically bought up, at high prices, all the raisins that are left in Fresno.

Prunes, peaches and apricots have also been badly damaged, but just how seriously it is not possible to ascertain for a few days. In some sections these fruits are practically wiped out, while in others the damage is not so severe. But, taking it all round, it is estimated that the yield of prunes, peaches and apricots will be about 50 per cent. less than last year.

The advices in question are also authority for the statement that, as the canners will take the larger proportion of the peach crop, only a small proportion of this fruit will be left for drying purposes.

A year ago damage to the California

fruit crop such as that just advised would have attracted little more than passing notice. But during the past season California dried and evaporated fruits have jumped into a position which has given them prominence over fruits of all other growths. Of necessity, therefore, the trade is much interested in the situation.

On the Toronto market dried and evaporated peaches and apricots have been such important factors that not only has the sale of Canadian canned fruits been affected, but those which have been imported from California as well.

In consequence of the part California dried and evaporated fruits have played on the Canadian market of late the canners in this country have started an agitation for a higher import duty on these goods, but if the damage by frost is as great as the advices would indicate, it is probable that neither California dried nor canned fruits will be as keen competitors on the home market next season as they have been during the past, whether the duty be higher or not.

THE FREMONA'S FRUIT.

THE CANADIAN GROCER has already referred to the cargoes of Mediterranean fruit that are to be sold at Montreal this spring. The date of the first auction sale has already been fixed: Tuesday next, the 5th of May.

Had the steamers not been delayed by the ice in the river pretty good prices were anticipated. Owing to the delay, however, and the cold weather, rather lower figures are looked for than was at first anticipated.

The catalogues for the Fremona's lot, which will be sold on the date mentioned, are now ready and can be had on application to C. E. Thurston, Montreal Fruit Auction Co., McGill street, by mentioning THE CANADIAN GROCER.

The bulk of both the oranges and lemons that will be offered are of the standard brands. The corrected figures are: 245 lots of Messina lemons, aggregating 24,000 odd packages; 114 lots of Palermo lemons, aggregating 6,800 odd packages; 47 lots of Messina oranges, comprising 5,200 packages, and 21 lots of Palermo oranges, comprising 1,188 packages. This is a total of 30,800 packages of lemons and 6,388 packages of oranges.

Last year the same vessel brought out 37,500 packages Messina lemons, 2,000 Catania do., 10,000 packages Messina oranges and 5,800 Catania do., or a total of 39,500 packages of lemons and 15,800 oranges. Her cargo this year, therefore, is not quite as large as last year's, and comes under the first estimate sent out. She carries this year, however, over 20,000 boxes of lemons which were sold to arrive. This makes her actual cargo larger, though the quantity put up at auction will be less. Good prices are anticipated on the oranges.

PROSPECTS ON HOPS.

THE question of hop prospects is commencing to receive some attention from traders in the product. It is three years since the price of hops commenced to decline, the high water mark being in 1893, when pressed hops sold as high as \$1 per lb., and baled stock up to 17 and 18c. These high prices led to an increased growth, and the market was over-supplied, with the natural result of steadily declining prices. In fact, at the present time speculators and hop brokers in Montreal, Toronto and elsewhere, not only carry supplies of 1895 crop, but 1894 and 1893 as well. The latter are, of course, a regular drug to the market, and their owners will almost give them away to get rid of them, offers having been made frequently during the winter of this old stock at 1c. per lb. As some of it cost as high as 15c. there have been some tidy losses.

At the present time even 1895 crop well kept only meets a slow sale at 8c. per lb. The result of this depression has, it is understood, disheartened many hop farmers in the Eastern Townships in Quebec and in sections of Ontario. Last year numbers ploughed up their hop land and this year, according to the country papers, more are following suit. In fact, a decreased hop output seems a reasonable expectation, and in this event holders need not be in so great a hurry to get rid of their stock at the present very low prices.

A HANDSOME STORE.

The Hudson Bay Co. have lately moved into their new premises erected by them at Portage La Prairie, Man.

Their store is situated in the centre of the town, and is a handsome white brick, fitted with all modern improvements, and contains basement, first and second flats. The windows are large, and fitted with plate glass mirrors; and a new feature in the dry goods department, which has a good effect, is mirrors at intervals the full length of the store. The grocery department is perhaps one of the most attractive in the Dominion.

M. LEFEBVRE & SONS TO CONTINUE

THE CANADIAN GROCER some time ago referred to the fact that there was a difference of opinion between the firm of M. Lefebvre & Sons and the People's Bank. It is understood that a settlement has been reached by which both the firm and the bank will be satisfied. The former have ceded certain of their properties to the Banque du Peuple, and it is felt by the directorate that they have concluded an arrangement that will net the bank at least 75c. on the dollar of the full amount of the Lefebvre indebtedness. On the other hand, the Banque du Peuple has agreed to give a full

discharge. It has likewise agreed that the Lefebvres will retain their Berthier establishment, and that their business in all its branches will be carried on as usual. The firm were indebted to the bank for the sum of well on to \$500,000, and they alleged that as soon as the bank's different accounts began to be discussed outside, the credit of the firm suffered, and it was impossible for them to carry on business. In the meantime the bank made a demand of assignment, which was contested by the Messrs. Lefebvre, who in turn sued the Banque du Peuple for a large amount. It was hoped, however, that some kind of a settlement would be reached whereby Lefebvres could go ahead with their business. This has been done.

D. GUNN, BROTHERS & CO.

A re-organization of the firm of D. Gunn, Flavelle & Co., of Toronto, has taken place, the change going into effect to-day. The firm was organized about 22 years ago by the present senior member under the style of D. Gunn & Co. When several years later Mr. J. W. Flavelle entered the firm, the style became D. Gunn, Flavelle & Co., at which it has remained till the present, although Mr. Flavelle retired some five years ago to assume the management of the Wm. Davies Co., Ltd. The firm as now re-organized will be known as D. Gunn, Brothers & Co., and the members thereof are Messrs. D. Gunn, A. Gunn, and J. A. Gunn. The firm, as before, will carry on the business of pork packers, produce and commission merchants.

MAPLE SYRUP EXPORTS.

There is no reason why we should not sell a considerable quantity of pure maple syrup and sugar in Great Britain. Those who have tried it like it very much, but a great deal of inferior stuff has gone over there. Some unscrupulous Canadians make a compound of flax seed oil and maple syrup, which goes across the ocean in kegs and is sold in England as pure. This has given the article a bad name.

Macdonald Bros., Montreal, sent over a few samples with their Mr. Macdonald, from their bush, and this week he cables he has sold the entire quantity offered—500 gallons. Shipment is being made this week.

THE GROCERY TRADE SALES.

The second trade sale of groceries, dried fruit, canned goods, etc., will be held at the Fruit Auction salesrooms, McGill street, Montreal, on Wednesday, 6th May. The sale opens at 10 o'clock. Catalogues of the goods to be offered will be mailed free to any subscriber to this paper who cares to apply to C. E. Thurston, 58 and 60 McGill street, Montreal, mentioning THE CANADIAN GROCER. The goods on offer comprise leading brands in all lines.

MARRIAGE OF A POPULAR GROCER

CAPT. JOHN FORBES MICHIE, of the 48th Highlanders, and proprietor of Michie & Co., the well-known retail grocers, Toronto, was on Wednesday afternoon united in marriage to Miss Edna Emma Lee, second daughter of Mr. W. S. Lee, of 306 Jarvis street. The ceremony took place at Little Trinity Church at 2.30, in the presence of a large concourse of guests, who secured admission to the church by ticket.

Miss Mabel Lee, the bride's sister, was maid of honor. Miss Annie Michie, second sister of the groom; Miss Jean Clark, daughter of Mr. W. Mortimer Clark; Miss Josie Gooderham, daughter of Mr. Alfred Gooderham, and Miss Phemie Smith, daughter of Dr. Andrew Smith, were the bridesmaids. The groom was supported by William Hendrie, of Hamilton. The ushers were Messrs. Charles Michie, Charles Lee, Frank Gray and Capt. D. M. Robertson.

The ceremony was performed by Rev. Canon Sanson, who was assisted by Archdeacon Boddy. Mr. Walter S. Lee gave the bride away.

After the knot had been tied the bridal party and their guests drove to the home of the bride's parents, 306 Jarvis street, where a reception was held, the happy couple afterwards leaving on the 4.45 tram for New York. The honeymoon will be spent in the Southern States. On the return of the young couple to the city, they will reside for the summer at 306 Jarvis street.

About 40 of the employes, ex-employes and friends of Michie & Co. fittingly celebrated the marriage of Capt. J. F. Michie by a sumptuous repast at Webb's on Wednesday night. A jolly evening was passed in music, song and speech-making, and everyone enjoyed himself. Glionna's Orchestra was in attendance.

A GOOD INSURANCE COMPANY.

JUST as a storm at sea tests the qualities of a vessel, so times of depression in trade test the capabilities of an insurance company. Judged by this standard it is with much satisfaction that one peruses the report of the Manchester Fire Assurance Co. presented at the seventy second annual meeting of the company in Manchester, England, recently.

At the close of 1894, with a premium income of £757,478, the funds in hand of this company were \$480,054, equal to 63.37 per cent. At the end of 1895 the result was still more gratifying, against a premium income of £738,891, there being funds to the amount of £496,187, or 67.16 per cent. The apparent increase in the funds is some £16,000, but this difference of nearly 4 per cent. in the ratio of reserve to income means that the company is about £25,000 richer than it

was twelve months before. The Manchester is happily situated with regard to its financial arrangements. The sum of £10,000 per annum is the only draft which the dividend makes on the profits, the premium income, it is well to remember, being nearly three-quarters of a million sterling. With ordinary prosperity, therefore, the funds cannot fail to increase at a rapid rate. Whether the money be distributed in dividends, or—in our opinion, the far wiser course—be left to fructify under the company's control, the result in either case must be a steady appreciation in the value of the shares.

The Manchester has branches in different parts of the world. That in Toronto is managed by Mr. James Boomer, and if the branches elsewhere are under such efficient care, they are indeed fortunate. Mr. Boomer is not only an insurance man de facto, but he is popular—two desirable qualifications for an insurance management.

RAMBLER'S NOTES.

BERLIN.

DUNKE & CO.'S store always presents a lively appearance. This firm has a strong hold on the housekeepers of this German city, who appreciate a firm's efforts to keep in stock all seasonable goods of a fine quality and at prices that throw departmental stores into the shade.

Giller & Bowman, finding their present premises inadequate for their growing trade, will shortly remove into more convenient and commodious quarters.

Val. Weber is rapidly regaining his wonted strength after a severe illness—typhoid fever—followed by nervous prostration, and hopes soon to put into his business some of his old-time energy. When he does, things will hum again on the market square.

Randall & Roos report business encouraging. This reliable firm have established an extensive and profitable wholesale connection. The genial Mr. Roos, on whom the management of the firm's interests largely devolves, is the soul of honor and a gentleman of ability and urbanity.

Metcalfe Bros. still retain the hold on the elite trade of the town. Their store is neatness and completeness in itself. The inviting manner in which goods are arranged attracts the most fastidious, and the pleasing manner of the proprietors is strictly in harmony with the surroundings.

TAVISTOCK.

Mr. F. King, who for years has provided for the wants of the villagers and neighboring families for miles around, hardly knows the meaning of hard times, if we judge by the trading going on in his large store every day in the year. His staff of clerks (eight) have grown up with the business, and each one devotes his sole attention to furthering

the best interests of his kind-hearted employer. Mr. King treats his employes with that same geniality and trustfulness that he accords his best cash customer, and they in return appreciate the kindness by an ever-zealous desire to promote and extend his commercial and personal welfare.

ST. MARY'S.

Mr. W. C. Box, formerly in the employ of A. Beattie & Co., having engaged in the grocery business for himself, finds the venture paying successfully. The position of buyer for his former employers gives him an advantage not always the privilege of new beginners.

Mr. J. A. Adams has one of the nattiest grocery stores in the west.

Smith & Burns have no cause for complaint; business with them, considering the busy time with farmers, is exceedingly brisk.

MITCHELL.

Al. Davies has just opened out a grocery store. His store front is painted white, emblematical of purity, and Al. says nothing but the best and purest goods will find a resting place within.

Mr. T. S. Ford, having some time ago enlarged his business premises by erecting a substantial and commodious building, is now having his private residence renovated and enlarged. Prosperity reigns supreme with T. S. Ford & Co.

Mr. I. Hord, of the Ontario House, always cheery and affable, inspires both customers and travelers who enter his store with feelings of pleasure and confidence. He is a streak of sunshine one meets occasionally on the commercial road that tends to drive away dark clouds of despair.

DUNDALK.

Mr. F. Nixon, of the firm of F. Nixon, Dean & Co., is a busy man, but being methodical and shrewd, he accomplishes a great deal in a short space of time. While looking after the buying and financing of this firm's extensive business, he finds a few hours each day to devote to his profession, being an honor graduate (1874) and gold medalist of Ontario College of Veterinary Surgeons, Toronto.

Graham & Co. are getting their share of the spring trade coming to the town. Courtesy unlimited is the factor that predominates with this young firm and makes trading with them a pleasure.

RAMBLER.

THEY ADMIT A PARTNER.

W. A. Bradshaw has been admitted a partner in the firm of W. B. Bayley & Co., import and export brokers and commission merchants, 46 Front street east, Toronto. The style of the firm is unchanged. Mr. Bradshaw was proprietor of the Toronto Soap Works until he sold out some months ago.

TRADE CHAT.

GUELPH Board of Trade has elected the following officers: President, J. E. McElderry; vice-president, E. R. Bollert; secretary-treasurer, A. Scott.

A milling firm in Ontario has shipped ten thousand barrels of oatmeal to Denmark.

The Alberta, of the Canadian Pacific line, will begin her trips from Windsor to Port Arthur about June 1.

John Stiling's bake shop, on the corner of the Hamilton road and Adelaide street, London, was damaged \$500 by fire.

N. McDonald, proprietor of the Corner Store, South Edmonton, Man., has sold out to R. A. Hulbert, who will enlarge and carry on a first-class grocery store at the same old stand.

Death occurred Friday morning, at Kingsville, of Michael J. Wigle, wine manufacturer. The deceased was one of the oldest and most respected settlers of the country, a son of an U.E. Loyalist. He was 79 years of age.

It is stated by The Rio News that in the vicinity of Brejoes there is a twenty-year-old coffee tree which, according to The Luz, of Areias, produced last year sixty pounds of coffee. The tree is so tall that in gathering the coffee a ladder has to be used.

Ex-Ald. Dixon, of the firm of Dixon Bros., wholesale fruiterers, Hamilton, is authority for the statement that the peach crop, English cherries and plums will be a total failure in that section this year, owing to the severe winter. Farmers generally are of the same opinion.

The largest prune orchard in the world is said to be located at Los Gatos, on the western edge of the Santa Clara Valley, Cal. It contains nearly 50,000 trees, covering about 380 acres. A hundred workmen and as many horses are constantly employed on this farm, which is provided with its own water-works and electric light plant.

California shipped out of the State 48,871 carloads of fruit, nuts, wine, brandy and vegetables in 1895—an increase over 1894 of 5,346 carloads. Of fruit alone the shipments were 37,160 carloads. In 1890 the shipments of fruit were only 16,195 carloads. If all the orchards in California now in bearing were to put out a full crop this year the exports of fruit should, it is estimated, reach 50,000 carloads.

The Edmonton Pork Packing Company have purchased 240,000 pounds of live hogs during the season ending March 31. This represents nearly \$10,000 in cash paid to the farmers of the district. The company will resume packing in the fall, in any case, and perhaps sooner, as they are considering the advisability of providing cold storage so that they can carry on business in the summer.—Free Press, Winnipeg.



BEYOND THE RANGE Of Competition

Gillard's New Pickle

Far above all others and incomparably superior. Many imitators have striven to attain for their manufactures the same high position in the estimation of the consumer, but their products have lacked those peculiar properties of delicious piquancy and aromatic flavor which mark Gillard's New Pickle as the criterion.

IN A PICKLE—people want something good. It is not a staple article of food, but a dainty morsel to whet the appetite and give zest to the meal. Gillard's fills the bill exactly. A single trial will convince you of the accuracy of our statements.

GILLARD'S NEW SAUCE

The ingredients of this sauce are selected with the greatest possible care and compounded in such a manner that this article has a world-wide reputation for excellence.

W. H. GILLARD & CO. Wholesalers only **Hamilton.**

Wholesale Agents for Western Ontario

A Rapidly Growing Business

WHAT DOES IT MEAN?

It means the ready appreciation of our goods and our business method on the part of the trade. All the goods we buy, all the goods we represent, all the goods we sell, are just as good as we can find—the best on the market. A ring of sincerity and honesty runs through our way of doing business. Ask our customers if it isn't so and ask them their opinion of these two liquors.

Mitchell's Scotch Whiskey

It has our strongest guarantee. It is also guaranteed by every one who has tried it. Try it yourself, then ask our prices and see if you can find a better whiskey to carry.

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It doesn't need our guarantee, it has been proven pure by analysis. Its permanent popularity in nearly every country of Europe is another proof of its superior quality.

Sole Agents

LAPORTE, MARTIN & CIE. 72 to 78 St. Peter Street . . . **MONTREAL**

WHOLESALE GROCERS

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

GROCERIES.

THE increased activity noted in trade last week is not so much in evidence this week, the volume of business being perceptibly less. The falling off, however, appears to be altogether in sugar, the demand for which is very light. In other lines the conditions are much the same as they were a week ago. Canned goods are receiving fair attention, and there is still a good demand for California evaporated fruits. Teas are in a little better demand. Syrups of all kinds are rather scarce. A satisfactory feature of the situation is further improvement in payments, they now being described as fair.

CANNED GOODS.

The scarcity of peas is becoming more pronounced, with the result that some wholesale houses are holding them as high as \$1.10 and will not accept less. In consequence of the high price of peas a good demand is springing up for beans at from 70c. upwards. An active demand is to be noted for canned apples at the ruling price of \$1.80. During the past few days a good demand has materialized for canned pumpkins at from 75 to 85c. per doz. The demand keeps up fairly well for corn, and some can be obtained as low as 55c. There is a scarcity of cheap salmon which sells at about \$1.10; in fact, stocks of low-grade to medium are almost exhausted. There is very little lobster on the market, and it is likely that the new pack will cost about 20c. all round higher than last season. We quote: Tomatoes, 80 to 90c.; corn, 55 to 65c.; peas, \$1 to \$1.10 for ordinary; sifted select, \$1.10 to \$1.15; 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; "Maple Leaf," \$1.35; "Lion," \$1.35 to \$1.40; Lowe Inlet, \$1.27 to \$1.30, in tall tins; cohoes, \$1.10 to \$1.20; canned mackerel, \$1.10 to \$1.20; lobsters, \$1.80 to \$2.10, for tall tins; flats, \$2.35 to \$2.65; half-tins, \$1.45 to \$1.50; Canadian canned beef, 1's, \$1.35 to \$1.45; 2's, \$2.25 to \$2.35; 6's, \$7.50 to \$8; 14's, \$15 to \$16.50.

COFFEE.

There is nothing to note, the demand still being moderate only. Prices rule much as before. We quote green in bags: Rio, 18c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 21 to 24c.; Jamaica, 21 to 25c.

SYRUPS.

Supplies of syrup of all kinds are light, both here and in the United States. Locally the scarcity is in dark syrups, and in the United States bright is the kind of which there is an insufficiency. We quote: Dark, 30 to 32c.; medium, 33 to 35c.; bright, 40 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

The conditions are much about the same as they were a week ago, there being very little demand for this commodity. We quote: New Orleans, barrels, 28 to 35c.; half-barrels, 30 to 35c.; Barbadoes, barrels, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

Prices remain unchanged. The reason given by the refiners for sugars not having advanced in Canada is that during the dull months of February and March, the refiners accumulated large stocks, and consequently they are now more anxious to move goods than to get higher prices. Although the local wholesalers are finding the demand for sugar this week less than it was at the time of our last review representatives of the refineries report that the demand from the country continues to improve, with fairly free buying on the part of retailers in car lots. The chief feature of the city trade the past week has been a little excitement caused by one manufacturer entering the market to the extent of 1,000 barrels of granulated. It is generally considered that the prospects are for a steady trade for some time to come, while the question of higher prices will depend on the outside markets. Wholesalers' quotations are: Granulated, 4¼ to 4½c.; yellows, 3¾c. up; Demerara in bags is being offered at \$3.75 to \$3.85 per 100 lbs.

SPICES.

A further advance in the primary markets is to be noted in the price of cream of tartar. Prices here remain as before. The spice trade generally is fair for the season. We quote: Pure black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; ditto, best, 28 to 30c. per lb.; allspice, 14 to 18c.

RICE.

The demand for rice continues fairly good for the season at the ruling price of 3½ to 3¾c. for ordinary, and 5¼c. for Japan. There is also a good demand for tapioca.

NUTS.

Business continues quiet and prices unchanged. We quote: Brazil nuts, 14 to 15c.; Sicily shelled almonds, 25 to 26c.; Tarragona almonds, 14 to 14½c.; peanuts, 10 to 12c. for roasted, and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12 to 12½c. Marbot walnuts, 11 to 12c.; Bordeaux walnuts, 9c.; Sicily filberts, 8 to 10c. for sacks and 10½ to 11c. for small lots; pecans, 10½ to 11c.

TEAS.

Teas have, on the whole, been on the quiet side. Owing to the excellent value offering in medium Ceylon teas several wholesalers have been unable to resist the temptation, and consequently have been sorting up in a few lines. There has also been considerable movement in low grade Young Hysons, owing to the slaughtered prices at which they have been offered. All the lowest grades have, however, been practically cleaned out. A few round lots of

good medium Japans, at low prices, have been sold by jobbers in order that they may have a clean sheet when the new season begins. There are a few lines of China blacks moving, but in general trade in this line is dull. 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 special feature to be noted in dried fruits is the firmer feeling in California goods in consequence of the damage by frost on the Coast, particulars of which will be found in our editorial pages. There has been no change in prices here as yet. The demand for California dried and evaporated fruits continues fairly active for this time of the year, although, of course, the demand is not as brisk as it was. 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.; loose muscatels, 4½ to 6¾c. per lb.

Currants continue in steady demand at unchanged prices. We quote: Provincials, 3¼ to 4c. in bbls.; fine Filatras, in bbls., 4¼ to 4½c.; do, half-bbls., 4¼ to 4½c.; ditto, half-cases, 4¼ to 5c.; Casalinas, cases, 5 to 5¼c.; Vostizzas, cases, 6 to 6½c.; ditto, half-cases, 6½ to 6¾c.; ditto, extra fine, 6¾ to 7¼c.; ditto, half-cases, 7¼ to 7½c.; Panaretas, in cases, 9c.

Valencia raisins are not occupying much attention, but prices are steady. We quote: Off-stalk 4½ to 4¾c.; fine off-stalk, 5 to 5¼c.; selected, 6 to 6¼c., and layers, 6½c.

The demand for prunes continues to evince a disposition to fall off, although there is a fair quantity of California prunes going out. Prices are unchanged. We quote: Bosnias,

The Largest Sale.

The Finest Flavored.

The Best Friend of the Grocer.

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CEYLON TEA

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SURPRISE SOAP is well known to you. Its merits, its quality, its ready sale, the satisfaction it gives to every user

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WINNIPEG: E. W. Ashley.

"Sphinx" brand, "A," 65 to lb. 9c.; "B," 75 to lb. 7½c., "U," 102 to lb., 6½ to 6¾c.; 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 unchanged at 5½ to 6c.

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

Dates still rule quiet at 4½ to 5½c.

GREEN FRUIT.

Valencia oranges are still selling well, but for the California oranges the demand is only moderate. Prices are unchanged. The demand for lemons keeps steady, with prices as before. Bananas are scarce and prices higher. At the ship's side they are worth \$2. Pine apples continue scarce, very few coming on this market. The demand for apples is limited, and what comes in is just about enough to supply it. Prices are higher, first-class Spies being quoted at \$5 per bbl. We quote: Lemons—Messina, \$2.50 to \$3 for 360's and 300's per box. Oranges—California navels, \$3.75 to \$4.50, according to size; ditto seedlings, \$3 to \$3.50; Valencia, 420's, \$5.50 to \$6; Jumbo's, 420's, \$6.75 to \$7; ditto, 714's, \$6.75 to \$7; Seville's, \$2.50 to \$2.75 per box; Messinas, half-boxes, \$1.85 to \$2; ditto, boxes, \$3.50 to \$4. Bananas, \$1.75 to \$2.75; cocoanuts, \$5.50 to \$6 a sack; apples, Spies, \$4.50 to \$5, Ben Davis, \$3 to \$4; Russets, \$3 to \$4; domestic onions, 75c. per bag; Bermuda onions, \$2 per small crate; pineapples, 15 to 30c.; sweet potatoes, \$3 to \$3.25 per bbl.; cranberries,

\$5 to \$8 per bbl., and \$2.50 to \$3 per case, according to quality.

BUTTER AND CHEESE.

BUTTER—Receipts of butter continue to increase, but all coming in is fodder stuff, and although it is sweet, yet its keeping qualities are poor. Consequently dealers work it off as quickly as they possibly can, and in doing this will not hesitate to shade prices. Prices are consequently lower than they were a week ago, but in spite of this stocks are accumulating. The receipts of creamery butter are also large and prices weaker. On account of the price of dairy butter the demand is naturally not very brisk for creamery butter. We quote: Dairy large rolls, 12 to 13c. and pound prints, 13 to 15c. Creamery butter—Tubs, 17 to 18c.; do., pound prints, 18 to 20c.

CHEESE—The market is draggy, although a little improvement in the export demand is to be noted, but this demand does not seem to warrant dealers exporting their surplus stock. We quote late makes at 8 to 8½c.; other kinds 7½ to 8c.

COUNTRY PRODUCE.

BEANS—There is no change to note, demand still being light at 90c. to \$1 per bushel.

DRIED APPLES—There is very little doing, and prices are nominally what they were before, viz., 3½ to 4c. in a jobbing way.

EVAPORATED APPLES—There seems to be a little better demand in some quarters for this article, and although as high as 6½c. has been obtained in a jobbing way for choice stock, the ruling figures are still about 5½ to 6c.

EGGS—Receipts of eggs continue very large, but the demand is good and stocks

are being pretty well cleaned out. The price appears to be steady at 10c. Some of the dealers are taking advantage of present prices to begin pickling operations, although it is claimed that some houses that last year were prominent picklers will this year not put any down.

HONEY—There is very little doing, and prices are nominally unchanged. We quote: Strained, clover, 9 to 10c.; dark, 4½ to 5c.; comb, clover, \$1.80 per dozen; dark, 80c. per dozen.

POULTRY—The market is still without any supplies, and quotations are purely nominal. We quote: Turkeys, 9 to 12c.; geese, 7 to 8c.; chickens, 40 to 60c.; ducks, 60 to 90c.

POTATOES—Deliveries from farmers' wagons continue free at about 25c., and the market is still weak. As stocks, however, in dealers' hands are light, a steadier feeling is looked for when the farmers are compelled to turn their attention to spring work. Prices on the track by the carload are nominally 20c.; out of store dealers are asking 25 to 30c. per bag.

MAPLE SYRUP—There is a good deal of talk about the small yield this spring, but whether that is true or no there is an abundance on the market at present, and some low prices, it is said, are being quoted. The demand is good, and we quote as before: Wine-gallon tins are selling at 70 to 75c.; Imperial gallon at 90 to 95c.; 5-gallon tins at 80 to 85c. per gallon.

PROVISIONS AND DRESSED HOGS.

There is a fairly good demand for all classes of meats, particularly smoked and long clear bacon. Stocks of barrelled pork

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

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The Hilliard House, Rat Portage

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

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**Breakfast Bacon, Hams and
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OUR LARD absolutely Pure and kettle rendered solely from

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

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Lemons

Lemons

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Now is the time to buy your Summer Stock.

We are large importers.

WRITE US FOR PRICES.

CLEMES BROS., TORONTO

are light with the demand fair. Dressed hogs are in limited supply at \$4.50 to \$5.25.

DRY SALTED MEATS—Long clear bacon, 5½ to 5¾c. for carload lots, and 6 to 6¾c. for small lots; backs, 7¼ to 7½c.

SMOKED MEATS—Breakfast bacon, 10c.; rolls, 7 to 7¼c.; hams, large, 22 lbs. and over, 8½ to 9c.; medium, 15 to 20 lbs., 9½ to 10c.; small hams, 10c.; backs, 9 to 9½c.; picnic hams, 7c.; all meats out of pickle, 1c. less than above.

LARD—Pure Canadian, tierces, 7¼c.; tubs, 8¼c.; pails, 8½c.

BARREL PORK—Canadian heavy mess, \$13.50 to \$14; Canadian short-cut, \$14 to \$14.50; clear shoulder mess, \$12; shoulder mess, \$11.50.

FISH.

The situation is again becoming more interesting, although the demand as yet is not active. Dealers are now beginning to get in trout and lake fish from Georgian Bay and Lake Erie. From this out an improved trade is looked for. In consequence of the few arrivals of fresh fish, prices on some kinds are a little lower. We quote: Skinned and boned codfish, 6½c.; boneless fish, 3½ to 4c.; haddock, 5 to 6c.; Labrador herring, \$3.25 to \$3.50 half barrel and \$5.50 to \$5.75 per barrel; Newfoundland herring, \$2.50 per half barrel, and \$4.50 to \$4.75 per barrel; fresh water salt herring, \$3 per barrel; Lake Erie herring, 3 to 4c. per lb.; blue-back herring, 4c.; pike, 5c. per lb.; flitched cod, 5c.; finnan haddies, 7c.; Digby herring, in bundles of 5 boxes, 11c.; ditto, lengthwise, 10c.; large halibut, 12 to 15c.; Restigouche salmon, 20 to 25c.; British Columbia salmon, 15 to 18c.; mackerel, 20 to 25c.; steak cod, 6½ to 7c.; haddock, 5c.; black bass, 9 to 10½c.; white fish, 7c.; salmon trout, 7c.; Lake Superior whitefish, 7½c.; Lake Erie whitefish, 7 to 8c. per lb.

SEEDS.

The demand for timothy has been heavy during the past week. Clover has been going out in moderate quantities for the season. The same may be said of alsike. We quote: Red clover, \$4.80 to \$5.40; timothy, \$2 to \$2.25; Alsike, \$3.50 to \$4.80 per bush.

SALT.

Trade continues fair at unchanged prices. We quote at Toronto: In carload lots, \$1 per barrel, and 60c. per sack; in less than carload lots, \$1.50 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.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Unchanged, with limited demand. Dealers pay 5c. for No. 1, 4c. for No. 2, 3c. for No. 3. Cured hides quoted at 5½ to 5¾c.

CALFSKINS—6c. for No. 1 and 4c. for No. 2. Sheepskins are firm at \$1.10 to \$1.25.

WOOL—Trade dull and prices unchanged.

DON'T FORGET . . .

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Graham, McLean & Co.

Produce Commission Merchants

77 Golborne St. TORONTO.

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Egg Cases supplied on application.

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Seedsman to the Council of Agriculture for the Province of Quebec.

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Java and Mocha Coffee XTR---the
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money---**Price, 22c.**; ground, 22½c.
Every pound guaranteed or money re-
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That's fair, isn't it? You run no risk.
Order a tin---25 lbs.

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Money staring you
in the face:

Prunes..... Cases, good stock, not candied, at . . . **3½c.** lb.
Cases Finest "Ambelo" at **5¼c.** lb.

Marmalade 7-lb. Pails, purest, Seville Oranges only
used, cases 6 pails **8 c.** lb.

Silver Prunes California, boxes 25 lbs., splendid sell-
ers, at **6 c.** lb.

Sardines..... Something new, "JUDIC," high tin, key opener,
¼s, cases 100 tins, at \$10, will retail at 15c.

Sugar..... Close quotations for carloads delivered at
any railway station in Ontario. Write for
samples. You'll want sugar soon. Don't de-
lay. Be wise, and look at the market reports.

Tea..... A Japan to retail at 25c. Best value in the
land, 17c.

Packages Teas Are here to stay. You all know that. If
you want a tea to build up your trade, to
make money for you, order "KOLONA" Cey-
lon—finest package tea put up. It speaks for
itself. Send for sample.

Corn..... (Canned) Strathroy, quality guaranteed. 25-case
lots, 55 cents dozen ; less quantities, prices
graded.

Beans Crystal Wax, Simcoe Brand, 70c. dozen.

Apples..... Gallon tins, cases ½ dozen, at \$1.75 ; first-class
fruit.

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the Leaders **McLAUGHLAN'S SODAS** PUT UP IN A NEW AND VERY ATTRACTIVE
ONE POUND PACKAGE.

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

New fleece would bring 18 to 20c. Pulled supers are 20 to 21c., and extras, 22½ to 23c.

TALLOW—Easy at 3½ to 4c. for rendered; 1¼c. for rough, and 2½c. for caul.

GRAIN, FLOUR, FEED, ETC.

GRAIN—Street receipts continue small, and prices much as before. We quote: White wheat, 79 to 80c.; red, 77 to 78c.; goose, 58 to 60c.; barley, 34 to 38c.; oats, 27 to 27½c.; peas, 52 to 54c.; buckwheat, 37 to 38c.

HAY—Baled hay is quiet, with sales of No. 1 at \$15; No. 2, \$12.50 to \$13.50.

FLOUR—Ontario flours are unchanged, but those of Manitoba production are a little weaker on account of the opening of navigation. The demand for flour is general, but it is not for large lots. We quote: Straight roller, \$3.60 to \$3.65, carload lots. Toronto freights, and \$3.85 to \$4 in job lots; Manitoba patents, \$3.75 to \$4 per bbl.; Ontario patents, \$3.85 to \$4.05 per bbl.; Manitoba strong bakers', \$3.60 to \$3.70.

BREAKFAST FOODS—Business is still only moderate. We quote: Standard oatmeal and rolled oats, \$2.95 to \$3; rolled wheat, \$2.25 to \$2.30 in 100-lb. barrels; cornmeal, \$2.50; split peas, \$3.25 to \$3.50; pot barley, \$3.25 to \$3.50.

MARKET NOTES.

Apples are dearer.

Butter is lower in price on account of liberal receipts.

Owing to the high price and scarcity of peas, increased attention is being given to beans.

Low and medium grades of salmon are scarce.

Lard is quoted fractionally lower.

New maple sugar is selling at 10c. per lb.

Bellhouse, Dillon & Co., 30 St. Francis Xavier street, Montreal, have opened an office in Toronto at 47 Wellington street east. Mr. S. G. Grimston is in charge.

QUEBEC MARKETS.

MONTREAL, April 30, 1896.

GROCERIES.

COMPLAINTS are general here about backward trade, and though some jobbers state that they are doing as much as they did last year, the great number complain that business is contracted with them. Buyers are only taking for

actual wants, this disposition to supply only what is immediately wanted being characteristic of both the jobber and the small country dealer. Some traders expect a better trade after navigation is regularly opened, but some of the more conservative look for a narrow demand for the next three months to come until the political uncertainty is dispelled. In the meantime none of the staple lines have exhibited anything striking, and the long expected advance in refined sugar has as yet failed to materialize.

SUGAR.

There has been no change in the local sugar market. Business in refined sugar here is very moderate, buyers only ordering for immediate wants, despite the fact that advances have been expected daily. Raw sugar abroad continues active and pretty firm, and the refined article in New York is firm also. At the refineries granulated sells at 4½c. in 250-barrel lots and over; 4 11-16c. in 100-barrel lots, and 4¾c. in smaller quantities. Yellows range from 3¾c. to 4¼c., as to quality, at the factory. In a jobbing way we quote: Granulated, 4¾ to 4¼c.; bright yellows, 4 to 4¼c., and darker grades 3¾ to 3¼c.

SYRUPS.

Business in syrups has continued very quiet. Stocks, however, are light, both in first and second hands, and prices are steady. Sales at the refinery are noted at 1½ to 2¾c., but we quote dark grades in a jobbing way 1½ to 1¾c. and bright 2¼ to 3c.

MOLASSES.

There has been more movement in molasses since our last report, but still the market does not furnish any extended volume of business. Barbadoes has been placed to arrive to the extent of 1,500 to 2,000 puncheons at 29 to 29½c. New crop Porto Rico has been selling at 31c., as we noted last week, and some Antigua has been offering at 29c. At the island the first cost of Barbadoes is still cabled at 12c. In a jobbing way the prices are still unchanged, but they will soon have to come down. We quote: Barbadoes, 35 to 37c.; Porto Rico, 34 to 35c.

RICE.

The rice market is quiet and there is nothing to note. We quote: Japan standard, \$4.25 to \$4.40; crystal Japan, \$4.75 to \$5; standard B., \$3.45; English style, \$3.30; Patna, \$4.25 to \$5, and Carolina, \$6.50 to \$7.50.

SPICES.

The spice market continues quiet, and there are few features to report except the

strength displayed by cream of tartar abroad, where it has been advancing sharply recently. Spot prices, however, are unchanged. We quote: Pure black pepper, 10 to 12c.; pure white, 15 to 22c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; ditto, best, 28 to 30c. per lb.; allspice, 10 to 14c.

COFFEE.

Business in coffee continues very slow, and, outside of a small hand-to-mouth jobbing movement, there is absolutely nothing to report. We quote: Rio, 16½ to 20c.; Maracaibo, 19 to 21c.; Java, 28c.; and Mocha, 29 to 32c.

TEAS.

The tea market is very dull, what small movement there is being confined to supplying actual and immediate necessities. Buyers at present will not go beyond that either in the jobbing or wholesale lines. As a result, the volume of business passing is hardly noticeable. We quote: Young Hysons 10 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45 for high grades; China Congous, 11½ to 18c. for mediums, and 25 to 55c. for high grades; Japans, 12 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

DRIED FRUIT.

The reports from the Coast tend to strengthen the firm feeling on California raisins, coupled with the very light supplies in both first and second hands on spot. With the exception of 2-crown fruit, there is nothing to spare, as holders want all the 3 and 4-crown they have got for their own trade. In New York both these grades exhibit a firmer tendency. We quote values firm at 6½ to 7c. for 4-crown; 5½ for 3-crown, and 4¼ to 4½ for 2-crown loose muscatels.

Valencia raisins are firm, but demand is not brisk, as the consumption is decreasing. We quote: Ordinary, 4 to 4¼c.; fine, 4½ to 5c., and selected, 5¼ to 6c., with layers 6c.

Sultanas are without change, and in moderate jobbing request at 5½c.

There is nothing new in currants, the demand for which is of a light jobbing character. We quote: Barrels, 4 to 4¼c.; half-barrels, 4½ to 5c., and cases, 4½ to 5½c., as to grade.

Remarks made last week regarding prunes can be repeated regarding the scarcity of European stock and the small receipts of California are readily observed. We quote:

"STRATHROY"
CANNED GOODS



BEARDSLEY'S SHREDDED CODFISH
TRADE MARK

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

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

J. W. BEARDSLEY'S SONS, New York, U.S.A.

The sale of
COTTAMS BIRD SEED
With "Bird Bread"

Exceeds that of all other brands combined. Bird keepers appreciate food prepared by an experienced bird fancier. There is no surer way to the good graces of a customer than by recommending C.B.S. A month's trial will verify your judgment in the improved song and appearance of the birds.

ALL WHOLESALERS

Dawson & Co.

FRUIT
PRODUCE
and COMMISSION MERCHANTS

32 WEST MARKET STREET

Consignments Solicited
TORONTO.

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.

PURE

LARD

- 60-lb. tubs
- 20-lb. pails
- 3-lb., 5-lb., 10-lb. tins
- 1 lb. (most popular package)

Write for special prices for lots.

F. W. FEARMAN
HAMILTON

French, 5 to 5½c., and Austrian, 6 to 6½c. California and Oregons range from 5½ to 12c.

Figs are quiet and steady in a jobbing way. We quote: Bags, 4¼c.; ordinary boxes, 8½ to 9c., and fancy, 12 to 17c.

Dates are quiet and featureless at 4½ to 5c.

NUTS.

There is nothing to report in this market. We quote: Grenoble walnuts, 11½ to 12½c.; filberts, 7½ to 8c.; Tarragona almonds, 11½ to 12c.; pecans, 8 to 12c., and shelled walnuts, 15 to 19c.

CANNED GOODS.

There is a moderate trade passing in canned goods, but with few facts of any striking interest. We quote: Tomatoes, 80 to 85c.; corn, 70 to 80c.; peas, 95c. to \$1 for ordinary; sifted select, \$1.10; extra sifted, \$1.45 to \$1.50; peaches, \$2.90 to \$3 for 3's, \$1.90 to \$2 for 2's; raspberries, \$1.40 to \$2; strawberries, \$2 to \$2.45, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 80 to 90c.; gallons, \$1.90 to \$2.25; salmon, "Horseshoe," \$1.35 to \$1.40; "Maple Leaf," \$1.25; "Lion," \$1.25 to \$1.40; Lowe Inlet, \$1.25 to \$1.30, in tall tins; cohoes, \$1.05 to \$1.15; canned mackerel, \$1.20 to \$1.30; lobsters, \$2.25 for tall tins; flats, \$2.35 to \$2.65; half tins, \$1.45 to \$1.50; Canadian canned beef, 1's, \$1.35 to \$1.45; 2's, \$2.25 to \$2.35; 6's, \$7.50 to \$8; 14's, \$15 to \$16.50.

GREEN FRUIT.

Naturally, all the interest in the fruit market this week centres in the sale of the first steamer's cargo, the ss. Fremona's, which will be auctioned on Tuesday next. In the meantime prices in a wholesale way are largely nominal on oranges and lemons. We quote as follows: Oranges—Valencias, 420's, \$4.50 to \$5, and 714's, \$6. Lemons, \$2 to \$2.50. Grapes, \$5 to \$6 per keg. Apples, \$2 to \$4 per bbl. Dried do. 3¼c. Evaporated do., 5¼ to 6½c. Spanish onions, 30 to 40c. per crate. Pineapples, 25 to 40c. as to size; bananas, \$1 to \$2.

FISH.

There is no change in the fish market. We quote as follows: Fresh haddock, 2¼c. per lb.; Choice pickled Labrador herrings, \$5.25; No. 1 N.S., \$3 to \$4; No. 1 green cod, \$3.50 to \$4; No. 2, \$1.75 to \$2; No. 1 haddock, \$3; No. 1 large codfish, \$6; No. 1 lake trout, \$4 to \$4.25; B.C. salmon, \$10.50; No. 2 Labrador salmon, \$13; No. 1 mackerel, \$18.50; Loch Fyne herrings, 85c. per keg, and \$11 per bbl.; No. 1 sardines, \$4.50; No. 1 dried cod, \$4 to \$4.25; boneless cod, 6c. per lb.; boneless fish, 3¼c.; boneless haddock, 5c.; shredded, 11c.; haddies, 6½ to 7½c. per lb.; bloaters, 90c. per box, and smoked herrings, 8 to 9c. per lb.

Consignments of _____

BUTTER, EGGS and all kinds of Produce

Prompt returns. handled to the best advantage

H. F. PRICE 102 Foundling Street
MONTREAL

WE LEAD OTHERS FOLLOW
BROCK'S BIRD SEED



Is always to the front and constantly asked for. Enquire from your wholesaler for it.

NICHOLSON & BROCK - TORONTO

HAMS BREAKFAST BACON LARD

OUR WELL KNOWN BRAND

Write for prices.

WM. RYAN

70 and 72 Front St., East,
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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.

FINEST EASTERN TOWNSHIP

Maple Syrup

D. Gunn, Flavelle & Co.
TORONTO

Fancy California Washington Navel and Seedling

ORANGES

Choice and Strictly Fancy Lemons PRICES
Finest Bananas RIGHT

Arriving Weekly _____

HUGH WALKER & SON, Guelph, Ont.

PROVISIONS.

There has been no improvement in the provision market since last report. Demand for all lines is strictly confined to supplying actual wants. We quote as follows: Canadian short cut, clear, \$12.50 to \$13; Canadian short cut, mess, \$13 to \$13.50; 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.

COUNTRY PRODUCE.

EGGS—The egg market has declined still further under increased receipts, but demand is good at the decline, and packers have commenced to put away stock. We quote prices steady at 10 to 10½c.

MAPLE PRODUCTS — The demand for maple syrup was fair, and values were steady at 4½ to 5c. per lb. in wood, and 50 to 55c. per tin. In sugar, business was quiet at 7 to 7½c. per lb.

BEANS—Choice hand-picked pea beans in car lots were offered at 90 to 95c., but no sales were reported. In a jobbing way business was done at \$1 to \$1.05.

POTATOES—The market for potatoes was quiet at 28 to 30c. in car lots, and at 35 to 40c. in a jobbing way.

HOPS—Are steady, but very quiet at 8c. for A1 quality.

HONEY—Comb honey sells at 12c. for bright, and 10c. for dark.

ONIONS — There is no change in onions, which sold in car lots at \$1.60 for yellow, and \$2.50 for red.

TALLOW—Was dull, but steady at 5c.

HAY.

Receipts of hay do not show any increase and the market is quiet and steady. No. 1 held at \$13 to \$14 per ton.

FLOUR, FEED AND MEAL.

There has been little change in the situation of the flour market, business being of moderate volume. We quote: Winter wheat, \$4.10 to \$4.25; straight roller, \$3.75 to \$3.80; straight roller, bags, \$1.75 to \$1.90; extra, bags, \$1.55 to \$1.65; Manitoba strong bakers', \$3.40 to \$3.75.

Business in oatmeal continues of a small jobbing character, and although holders are offering rolled oats in car lots at \$2.75 to \$2.85, buyers hold off. We quote as follows: Standard, barrels, \$3 to \$3.10; granulated, barrels, \$3.10 to \$3.20; rolled oats, barrels, \$2.80 to \$2.90; rolled wheat, per 100 lbs., \$2.40 to \$2.50.

The demand for feed continues good, and bran and shorts are moving freely at quotations: Bran, \$14 to \$15; shorts, \$15 to \$16; mouillie, \$19 to \$20.

CHEESE AND BUTTER.

Stocks of cheese have been almost cleaned up here and prices are purely nominal.

Butter has ruled very heavy under steadily increasing receipts, and prices are 3 full cents below what they were a week ago. We quote: Fine, fresh creamery 17 to 17½c., and Townships, 15 to 15½c.

ASHES.

The ashes market was dull but steady. We quote: First pots, \$3.75; seconds, \$3.50, and pearls, \$5.

MONTREAL NOTES.

The long-expected advance in local sugar refiners' prices has not yet materialized.

The Guild prices on both Barbadoes and other molasses are now out of all proportion

to the cost at which fresh supplies can be laid down.

Sultana raisins have advanced sharply in England, and to lay down any fresh stock here on the basis of previous quotations would cost fully 6c.

Nearly all the small sizes in both California and Oregon prunes have been cleaned up here, and as a result it is doubtful if a buyer could do better now than 6c.

The first sale of Mediterranean green fruit, as will be seen elsewhere, takes place on Tuesday morning next, opening at 10 o'clock.

The only European prunes in first hands on this market are a small lot of medium to large-sized goods. These could not be moved for less than 6c. net cash in straight lots.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., April 30, 1896.

DURING the past week a fair business has been reported, but moving has somewhat interfered. It is a strange thing how many people move every year. One family moves out of a house because they are not satisfied, and another family moves in feeling that they have found a house to suit them, at least better than the last. The ice moving out of the river has given some little trouble in the harbor, but particularly in the river to the steamers running. This is, however, past and river shipments are going forward, with quantities of produce, cordwood, etc., coming down. Prices have shown little of interest. Beans, are again quoted lower, though with a rather firmer market. New cheese are quoted. In sugar the market still hangs, but with a firm feeling. Flour seems unsatisfactory. Molasses is easy and during the week movement was quite large. Small quantities of Canadian butter have been received.

OIL—Everything is quiet. The season for burning oil is over, and merchants selling lubricating find users have largely bought. Prices show no change. We quote: American burning oil, 23¼c.; best Canadian, 21½ to 21¾c.; prime, 19c. No charge for barrels.

SALT—The first cargo by sailer is to hand, the barque Mangnild landing upwards of 8,000 sacks. It is rather strange that while Norway, Scotland, and even the north shore of our own province, use English salt for packing fish, it is not used at Bay of Fundy points. Turks Island was used at these places, but of late years Trappani salt has been imported. It comes via Boston. About 150 tons was brought here this spring in cartoons, which has become so popular here, particularly for table use, largely taking the place of English bottled salt. The American, which but a short time ago was largely imported, has been almost driven from the market by the Canadian cartoons, which, while equal in quality, sell at a lower price. Quite a demand is noted for cheese salt. We quote: Coarse, 48 to 50c.; fine factory-filled, \$1.10; 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, \$2.70 to \$2.80 per bbl.

CANNED GOODS—Stocks are equal to demand, and even peas, which took quite a start, are offered, and find few buyers. Corn,

A. T. CLEGHORN

General
Commission Agent

Correspondence
solicited.

LONDON, CAN.

**GRAND MOGUL
TEA**

Half and
One Pound

Air-tight
Packages

30, 40, 50 & 60 CENTS

In the cup it beats them all. Is it any wonder it has the largest sale of all package teas in Canada?

CURRANTS

Recleaned by steam-power machinery. Two tons per day, packed in cases and half-cases, under the following Brands:

**Epicure
Apollo
Hercules
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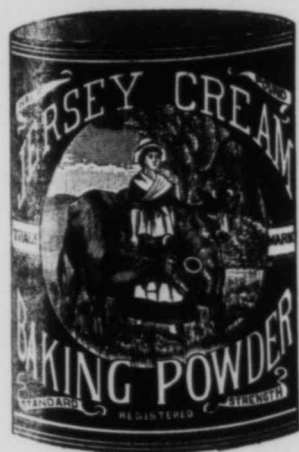
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BADGEROW, SCOTT & CO.

**PURE
VINEGARS**

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Street

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IF YOU CANNOT SATISFY

Customers from the stock of Baking Powders you carry—and this is a very general complaint with the trade—the remedy is simple. Get a supply of **JERSEY CREAM BAKING POWDER.** Pure and Sure.

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.

Do your customers Ask for Maple Syrup?

It is to your interest to keep only the best. All we get comes from the Eastern Townships, which is a guarantee of purity.

WRITE FOR QUOTATIONS

T. A. Lytle & Co.

Vinegar Manufacturers,
TORONTO

5-CROWN ELEME FIGS

15-LB. BOXES

We can sell these at a Bargain

JOHN SLOAN & CO.

Wholesale Grocers TORONTO

BEE BRAND CEYLON

Pounds and Halves

Packed and Shipped **DIRECT** from the Gardens, are guaranteed **PURE and wholesale.** Patronized by

HER ROYAL HIGHNESS
THE PRINCESS OF WALES

Warren Bros. & Boomer

35 and 37 Front St. East, Toronto.
AGENTS

California Fruit

Apricots, 25-lb. Boxes
Silver Prunes, 25-lb. Boxes
Peaches, 25-lb. Boxes
Peaches, Bags about 70-lb.
French Prunes, 40 50. 50 60 60 70

AT ROCK BOTTOM PRICES

T. KINNEAR & CO.

Wholesale Grocers
49 Front St. E., TORONTO.



50 Casks
Best
Imported
Chicory

EWING, HERRON & CO.

Coffee and Spices
. . . MONTREAL

CLARK'S CANNED MEATS

GUARANTEED "THE BEST"

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

W. CLARK - Montreal

JAPAN TEA

Sailor Boy

OUR RELIABLE BRAND

PERKINS, INCE & Co.

TORONTO.

Our Stock of . . .

DRIED AND CANNED FRUITS
CANNED VEGETABLES
CANNED FISH, ETC.

was never more complete

SMITH & KEIGHLEY

9 Front St. E. TORONTO.

as noted, is being offered by canners freely below the price last fall. Tomatoes tend firmer, though there is no change in price here. A good demand for above lines is reported. Fruits move more slowly. Some American peaches sold here last fall are not giving satisfaction, the quality being much below Canadian. Salmon and haddie have a good movement at firm prices. Lobsters tend firmer. In corned beef there is a fair demand. The English potted meats and fish are taking quite a hold on the market. The can retails at 5c., but though small, it makes a great many sandwiches. We quote: Corn, 80 to 90c.; peas, 95 to \$1; tomatoes, 90 to 95c.; gallon apples, \$2 to \$2.25; corned beef, 2-lb. tins, \$2.40 to \$2.70; 1-lb. tins, \$1.50 to \$1.60; oysters, 2's, \$2 to \$2.25; 1's, \$1.60 to \$1.65; peaches, 3's, \$2.45 to \$2.85; 2's, \$1.90 to \$2; pineapple, Canadian pack, \$2 to \$2.40; salmon, \$1.40 to \$1.50; lobsters, \$1.75 to \$2; haddies, \$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 FRUIT—There is a good sale. Bananas arrive freely and are in good demand. Valencia oranges are large stock, but the season is about over, and quality is but fair. Californias, as before noted, are very dull. Quality is such they find little sale. Messinas are to hand and nice, but while Valencias are cheaper it affects sale. They are largely sold in half-boxes. Blood oranges in half-boxes are also plentiful. Apples are dull; there is little demand, and stocks of best quality limited. Prices keep high. Cranberries move slowly. We quote: Apples, \$2 to \$3.50; lemons, \$2.50 to \$3; Valencia oranges, \$3.50 to \$6; California oranges, seedlings, \$2; navels, \$3; pineapples, 20 to 25c.; cranberries, \$3.25 per box; bananas, \$1.50 to \$2.50.

DRIED FRUIT—There is still a light movement in all lines. Currants, cleaned (both bulk and cartoons), show a fair movement. In raisins little is doing. Dried apples are very dull, and sales from first hands at under 4c. have been reported, but there is no demand. In California prunes, while American advices are higher, there is no change here and market is dull. Quite large quantities of foreign have been received. Canadian barrel onions are out of the market and Americans want to be re-packed. Bermudas are offered freely. A large quantity of cocoanuts in the husks arrived this week. Of late this has been quite a distributing point for cocoanuts. We quote as follows: Valencias, 4½ to 5c.; layers, 5½ to 6c.; California L. M. 4-crown, 6 to 7c.; 3-crown, 5 to 6c.; London layers, \$1.70 to \$1.85. Currants, bbls., 3¾ to 4c.; cases, 4¼ to 5c.; cartoons, cleaned, 7½c.; bulk, cleaned, 6½c.; prunes, kegs, 4c.; boxes, 6 to 7c.; half-boxes, 7 to 8c.; dates, 4½ to 5c.; dried apples, 5c.; evaporated apples, 6½ to 7c.; California evaporated peaches, 8 to 13c.; apricots, 12 to 14c.; pears, 12 to 14c.; onions, \$1.00 to \$2.00; cocoanuts, \$3 to \$4.50 per 100 lbs.; figs, 9 to 10c.; Sultana raisins, 7 to 8c.; Bermuda onions, \$1.75 per crate.

DAIRY PRODUCE—There is little new. Eggs are arriving more freely, and prices have dropped off three to four cents. There is a fair movement. Buyers begin to be more careful about quality, and will be, so shippers should be very careful. It will pay them to see they ship only good eggs, and to put their names on their cases. In butter, there is still quite a stock of poor held. New comes in slowly and good butter is in demand. Some little Canadian is seen, and

there would be more, but shippers have in the past sent some very poor here for good, and many of our buyers are afraid to touch it. Cheese finds fair sales, but at low prices. Some new Canadian, or, rather, one should say, Ontario, have been bought to be shipped May 1. These are about a month earlier than our own, which, when they begin to arrive, more than supply all local demand. If the cheese makers want to improve the market, they will do well to sell only to wholesalers; and not at all to retailers. We quote: Common dairy butter, 15 to 16c.; dairy, 17 to 18c.; new creamery prints, 22 to 23c.; cheese, 8½ to 9c.; creamery, tubs, 20 to 21c.; eggs, 10 to 11c. by case.

SUGAR—There are still good stocks held here. Yellows continue to come in at prices which are in some cases rather easier. The feeling is still, however, general that higher prices will rule. We quote: Granulated, 4¾ to 4¾c.; yellow, 4 to 4¾c.; Paris lump, 5¼ to 5¼c.; powdered, 5¼ to 5¼c.

MOLASSES—The cargo of Porto Rico which has been landing has proved to have a large outage, which must have added considerable to its cost. Its owners have, however, pushed the sale and some low prices are reported. Quite a quantity was sold from the wharf. This grade is taking hold on the market, and only the lower price helps to keep the demand for Barbadoes. It gets much more difficult every year to sell poor molasses. New Orleans in barrels continues to have a better demand than last season. It is getting a strong hold on this market. We quote as follows: Barbadoes, 33 to 34c.; Porto Rico, 34 to 36c., bbls.; New Orleans, 30 to 36c.; syrup, 36 to 38c.; Antigua, 28 to 30c.

FISH—The catch of Gaspereaux continues light. The large run of ice from the river has very much interfered, but on the whole it is better than last week. There is ready sale. A good demand continues for the smoked; large quantities are shipped to Bangor, where, particularly early in the season, there is a large demand at good prices. Small quantities of dry cod and pollock are arriving, but sale is dull. For hake there is no sale. Haddock for smoking still continue to be imported from Boston. Smoked herring move slowly; even the extreme low prices fail to create a demand. Pickled fish also move slowly. Western salmon for retail trade arrives in small quantities. We quote: Large cod, \$3.50 to \$3.75; medium, \$3 to \$3.25; pollock, \$1.30; bay herring, \$1.25 to \$1.30 per half-bbl.; new smoked, 4 to 5c.; Canso, \$4 to \$4.50 per bbl.; shad, half-bbl., \$5; Shelburne, \$2.75 bbl., \$1.65 half-bbl.; boneless, 2½ to 8c.; Gaspereaux, 60 to 70c.; smoked do, \$1 to \$1.10 per 100.

PROVISIONS—Prices show no improvement, but there is better demand. Stocks of clear pork and lard are still large. In mess pork the market is very largely supplied by local packers. Smoked meats show fair movement; the larger quantity arriving was bought ahead. Prices did not advance, as was expected. We quote: Clear pork, \$15 to \$15.50; mess, \$14 to \$14.50; beef, \$13 to \$14; domestic mess pork, \$14 to \$14.25; hams, 10 to 11c.; rolls, 8 to 8½c.; pure lard, 9 to 9¼c.; compound, 7¾ to 8c.

FLOUR, FEED AND SEED—The flour market is in a strange condition. While higher prices are talked of and seem to be believed in, markets are if anything easier. Very little is arriving here, as stocks are still large. There is a fair movement. Oatmeal

Bellhouse, Dillon & Co.
MONTREAL
CHEMICAL IMPORTERS
Sal Soda Bicarb Soda Sulphur
Bluestone Borax Epsom, etc.

**EVAPORATED APPLES
NEW CHEESE**

Now in stock at right prices. Consignments of all kinds of produce solicited. Prompt returns.

H. P. Gould & Co.

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

ALBERT PAIN . . .

36 Merrick St.,
HAMILTON, ONT.

PRODUCE AND COMMISSION MERCHANT

Wholesale dealer in

Apples a Specialty . . . Domestic Fruits
TELEPHONE 1211. and Vegetables

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

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Wholesale Fruit Importers and Commission
Merchants.

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

"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.

THERE ARE TWO KINDS

Of Canned Haddies

. . . THE . . .

Golden Brand

AND ALL OTHERS

Golden Finnan Haddies are superior to the others in Quality.

Don't forget to mention the "Golden" Brand when you send in your orders.

T. KINNEAR & CO., TORONTO

PURE GOLD TOMATO CATSUP
IS WITHOUT A DOUBT THE
MOST PERFECT CATSUP EVER
MADE. TRY IT. THEN BUY IT.
THEN SELL IT.

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

is steady, with the usual demand. Cornmeal shows a large sale at the low price and local millers are busy. Beans continue to be quoted rather lower from week to week, though some advices received from Ontario are firmer. It would seem as if farmers are holding for better prices. Peas and barley are easy, but in small demand. Oats show no change. Canadian shippers would do well to be more careful about the quality sent here, as a number of complaints have been heard. Hay shows no change. Demand for seed has been large, but dealers are well supplied, principally American seed being here. We quote: Manitoba, \$4.60 to \$4.65; best Ontario, \$4.50 to \$4.60; medium, \$4.40 to \$4.50; oatmeal, \$3.25 to \$3.50; cornmeal, \$2.10 to \$2.15; middlings, \$1.90 to \$2.00 on track; bran, \$1.80 to \$1.90; hand-picked beans, \$1 to \$1.10; prime, 95c.; oats, 34 to 35c.; hay, \$12.50 to \$13; barley, \$4; round peas, \$3.65; split peas, \$3.70 to \$3.80; yellow-eye beans, \$1.75; buckwheat, native, \$1.30 to \$1.35; American timothy, \$2; Canadian timothy, \$2.75; red clover, 9 to 9½c.; alsike, 9¼ to 9½c.; mammoth, 9¼ to 9½c.

ST. JOHN NOTES.

George S. De Forest & Son, so long doing business on the South Wharf, are now in their new stand on the North Wharf, having much larger quarters, with large and very conveniently arranged offices.

C. M. Bostwick & Co. lost their large mill at Salmon River this week by fire. The mill was about ready to start on the season's work.

Freight rates are often a matter of surprise. St. John merchants have to pay a higher rate to Woodstock than to Edmund-

ston, though Woodstock is only about half way. Goods can be shipped to Edmundston at car rate and back to Grand Falls, local rate, almost as cheap as car rate to Grand Falls.

River trade is now open in earnest. The first shipment of shingles came down this week, consisting of 1,100,000.

It is expected the Government of Prince Edward Island will build a cold storage warehouse at Charlottetown. It is much needed on account of the large and growing dairy interests there.

The Woodstock Board of Trade has decided to affiliate with the Maritime Board. At their last meeting C. P. R. freight rates were under consideration.

Reports from Prince Edward Island in regard to lobster packing are that the season is backward. About the same quantity, it is thought, will be packed as usual. At present, prices are held firm, and foreign buyers are backward. The catch has fallen off at many points. The report from Grand Manan is not a bright one; while the lobsters are scarce the prices paid are low. At both of these points this business is one of importance. The feeling on the whole is rather firmer, though it is doubtful if demand is such as to hold price, should pack be larger than now expected.

A BISCUIT FIRM'S TIMELY IDEA.

Huntley & Palmers have got out some advertising circulars that are sure to be appreciated at this time, when the Army and Navy are occupying so much of the popular attention both in the Mother Country and col-

onies. The face is a neat colored illustration depicting the various corps in the Imperial service, while the back tells all about the firm's famous biscuits.

PERSONAL MENTION.

Mr. I. A. Preston has joined the traveling staff of Lucas, Steele & Bristol, and will start out next week on his old trip. We are sure his friends will be pleased to see him. Mr. Preston was formerly with Messrs. H. P. Eckardt & Co.

Mr. Geo. F. Anderson, cashier of the Pure Gold Mfg., Co., is again going around wearing a parental smile. It's a boy.

Mr. Henry W. Waddell, of Chatham, has bought the stock of the late N. Hall, of Port Lambton. He is thoroughly overhauling the place, cutting an arch between the two stores and repainting. When finished it will make a fine general store, which the people of Lambton and surrounding country needed very much. We wish Mr. Waddell success.

E. R. Lewis, representing Telfer Bros., manufacturers, Collingwood, Ont., was in Brandon last week on his way to the Coast. Mr. Lewis formerly traveled in Manitoba and the West. He is now renewing acquaintances with his many old friends, and is receiving substantial orders for his well-known firm.

Buckwheat Pancakes with Maple Syrup

They go together. Now that New Maple Syrup is on the market you can easily increase your sales (and profits) by giving special attention to our

SELF-RISING BUCKWHEAT FLOUR

It is a perfect article, and makes most delicious pancakes, flap-jacks, etc. Very neatly boxed, is well known and sells freely.

IRELAND NATIONAL FOOD CO., Ltd.

OPERATING The Largest and Most Complete Breakfast
Cereal Food Mills in the Dominion.

Toronto, Canada.

DRESSING SHOW WINDOWS.

By HARRY HARMAN.

IN dressing show windows the ultimate object must be to attract the attention not only of the observant passer-by, but of the careless and indifferent as well. The most effective way to dress it, so as to attract that attention, is to have the goods displayed in an artistic and businesslike manner. The window is to be an illustrated advertisement, in which are presented samples of the goods offered for sale.

Don't crowd your goods; give them plenty of room. Too much in a window confuses the eye. Your glass should be scrupulously clean, as even the best display will not have much effect if viewed through a dust-covered, or rain-streaked window. Have the window frames and the woodwork nicely painted. The front of your store should also be nicely painted and clean. Have the windows partitioned from the rest of the store, so as to exclude dust and insects. Have this parti-

tion of glass, if possible, and so arranged that you can easily enter the window. If the partition is of glass, people can easily point out to you goods in the window that they wish to examine, but cannot describe.

How are windows to be dressed to draw attention of the public to your store. This may be classified into two parts, first to catch the eye of the passer-by, second to retain his attention by having the display so arranged as to interest him. The first object can be obtained in several ways. It can be best obtained by a feature, and the "features" are what bring in the customers; but the grocer says, how can I introduce this novel style of window dressing when I don't have the time to think up ideas? You don't have to think them up, for in Harman's book on window dressing for grocers, you get 57 illustrated ideas for \$1, you can change your window every week, and still make a change of goods by using the same idea. The fact of novel windows will increase sales, adver-

tises the business, and a reputation is established for being progressive, enterprising and strictly up to date.

HAVE AN UNDERSTANDING.

It is certainly poor policy to allow a customer credit with the understanding that he will pay as soon as he gets the money, for this is rather indefinite, and you run a big risk, remarks Denver Commercial Tribune. When credit is given, it should always be for some specified time, and a bill should be promptly presented at that time. Every grocer and butcher, if possible, should set an amount he would place out on credit, and try to keep within that amount. People can pay a 30 days' grocery or meat bill far easier than they can a 60-days' note, and the ones who keep their collections up close are the ones who have the smallest losses. Goods on the shelf are far better than goods on the book, especially when your bills are due and you are not able to make collections.

Canned meats for camping parties

Will soon be in brisk demand. Not only do campers appreciate our meat dainties, but house-keepers generally are using them largely during the warm months. We put up Potted Chicken, Duck, Turkey, Pigs' Feet, etc. Shall we send you our list?

All wholesalers
keep our goods

Delhi Canning Co., Delhi

ZIMMERMAN'S

Dandelion Coffee

A boon to dyspeptics.
The best tonic beverage
for breakfast.
Most perfect preparation
of dandelion offered.

Todhunter, Mitchell & Co.

Sole Manufacturers Patent Process
Prepared Coffees

TORONTO, CANADA

Every up-to-date Grocer
should keep

COWAN'S

HYGIENIC COCOA
ROYAL NAVY CHOCOLATE
and FAMOUS BLEND COFFEE

Send your orders to

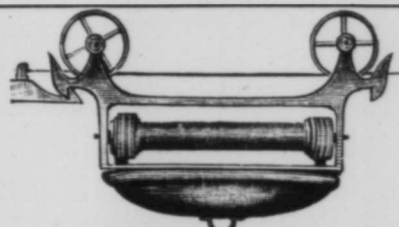
THE COWAN CO., Ltd.
470 King St. West, Toronto

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



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 cir-
cular giving all particulars.

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



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.

TREATMENT OF SLOW ACCOUNTS.

In regard to our usual forms in use in our credit departments, writes C. T. Allen in *The Lawyer and Credit Man*, I would say I have no special form, only my special form of ledger, which is a four-money-column ledger, with the usual space for itemizing next to the date account. These money columns are headed like this :

First, the usual ruling space for date, next item, next money column headed Debit ; next money column headed Credit ; next money column headed Debit Balance ; next money column headed Credit Balance.

When an account becomes old and slow I turn it into a special page for this purpose, which enables me to keep these accounts and parties before the bookkeeper whenever a trial balance is taken off. Then about once a month I take up and pound these slow debtors, and when I find that ineffectual I turn it into the hands of some attorney.

I find the best manner to handle such claims is to give the parties an extra thirty days, and then, so to speak, go for them with both feet when another thirty days has

rolled around. Of course, this makes three or four months' time, but when kind words do not prove effectual, then I usually use every means I can to either secure the debt or get my pay.

All such debts I mark upon my ledger, and always afterwards insist that these parties shall send money to us in advance of shipping them any goods. I trust this is about what you want, and in the experience I have had for a good many years, I find it about as effectual as anything. Of course, I always endeavor to treat my customers with the greatest courtesy, but when that is exhausted I use any means that the law or tact will enable me to use to secure my ends.

THE PROPER SORT OF WRAPPING PAPER.

The manner in which packages are put up has a great deal to do with the business of a retail store, says an exchange. The grocer who makes the neatest package will have the most trade, other things being equal. The store which puts up eggs in compartment boxes sells more eggs than the one which puts a dozen into a paper bag. Even the paper and twine around purchases have

much to do with a store's prosperity. The storekeeper who uses rough brown paper cannot expect to compete with his rival across the street who uses manilla.

There is at least one city in France which prescribes by law the sort of wrapping paper which shall be used in making up parcels of food products. The use of colored paper in wrapping up articles of food is absolutely forbidden. Printed paper and old manuscripts may be used only for dried vegetables. For all other articles of food only new paper is allowable, either white or straw tinted. There is much good sense in these restrictions. They insure the delivery of food products untainted by odors from the wrapping paper.

DISCOURAGED ORANGE GROWERS.

Orange-growing, according to an exchange, is being abandoned on the peninsula of Lower California, and the orchardists are cutting down the trees and planting the land with coffee, cotton and sugar cane. The low prices obtained for oranges lately grown on the peninsula have discouraged the growers, and they believe more profits will be derived from the other products, especially cotton, which grows well.

INDIAN &
CEYLON TEAS

G.F. & J. GALT

42 SCOTT ST. TORONTO

BOOK ON TEA BLENDING
MAILED ON APPLICATION

HINTS TO BUYERS.

SMITH & KEIGHLEY are in receipt of a carload of sockeye salmon, "Three R" brand, which they are offering at \$1.25 per dozen.

Davidson & Hay offer California prunes at close figures.

Dawson & Co. have a carload of Valencia oranges arriving.

A carload of molasses arrived this week for Davidson & Hay.

H. P. Gould & Co. have a nice line of full cream cheese, just received. They say it is selling well.

The Pure Gold Mfg. Co. are in receipt of another large batch of orders from their African agents.

The Toronto Biscuit and Confectionery Co. are pushing a new biscuit, called "Pineapple Wafers," that is taking well.

C. & E. Macmichael, St. John, N.B., have been appointed agents for "Lightning" tapioca. They carry a stock always on hand.

"The trade are well pleased with the new 'East India' pickles, and large orders are the result," say A. E. Richards & Co.

W. H. Gillard & Co. have a splendid range of California evaporated peaches, in bags, showing excellent quality and value.

W. H. Gillard & Co. state that their customers of last year for Pilgrim's summer beverages are rapidly coming back with the approach of hot weather.

"Tanglefoot" is packed ten boxes in a case. Single cases sell at \$4. It is for sale by Lucas, Steele & Bristol. They have just received a large consignment.

Theo. H. Estabrooks, St. John, N.B., received this week some 8,000 coconuts, unhusked, which are sold either as they are, or husked. He ships large quantities west.

A. P. Tippet & Co. have a large shipment of Stower's lime fruit juice cordial and lemon squash on the Montevidean, which is due next week. This lot is nearly all sold to arrive.

"Stower's goods? Oh, yes," report Lucas, Steele & Bristol, of Hamilton, "we have handled them for years. We find the cordial the best seller. Their lime juice is absolutely pure."

W. H. Gillard & Co., wholesale agents for Western Ontario for Gillard's new pickle (London, Eng.), are just in receipt of a large consignment of these goods, and anticipate active sales.

A. E. Richards & Co., Hamilton, note a good demand for Knox's "Egg Preserver." This preparation will do all that is claimed for it, and wherever it has been used dealers would not be without it.

Cream of tartar, which fell off from its high price so quickly, has recovered about 10s., and is firm. F. H. Tippet, St. John, N.B., reports upward of twenty casks sold at about the lowest point touched.

T. A. Lytle & Co. report a large number of repeat orders for Eastern Townships maple syrup. The demand is greater than they expected, but they are filling orders with as little delay as possible.

A reputation of one hundred and fifty-four years, all over the world, is enjoyed by very few firms. Yet, such is the enviable position of Keen, Robinson & Co., Ltd., of London, Eng., the manufacturers of Keen's mustard, Oxford blue and Robinson's patent groats. The Canadian agents, Frank Magor

& Co., report a very fair spring opening of business in all these lines.

The "Dannawalla" blend of tea now offering by Lucas, Steele & Bristol, retails at 50c. The Acme cases contain about 50 lbs. each. Samples mailed on application. Their experience is always at the service of their friends.

A. F. Randolph & Sons, of St. John, N.B., have placed their second order for Maconchie's pickles this spring. These goods are having a much larger sale this season than last. J. Hunter White is the representative for New Brunswick.

Frank Magor & Co., Montreal, report improved business in their specialties during the past week, especially in Southwell's new season's marmalades, jams and jellies. Goods of this superior brand do not remain long on the shelf. They sell.

Davidson & Hay, wholesale agents for "Kurma" tea, are this week introducing their new package of this tea, packed in lbs., straight black and mixed, to retail at 25c. It is attractively labelled and great care is taken in the blending and packing.

Rose & Laflamme, St. Paul street, Montreal, have on the ss. Concordia, which is expected shortly, a shipment of Patterson's camp coffee essence, Worcester sauce, and other preparations. The same vessel also carries a shipment of Batger's new season marmalade in 1, 4 and 7 pound jars for the same firm.

Buyers who want to fill up blanks in stock with either Malaga raisins or Grenoble walnuts have a chance to hear of a bargain in these goods by writing Laporte, Martin & Cie, St. Peter street, Montreal. This firm are closing out the balance of their stock of these goods at close figures. They will be happy to quote figures on both lines to any readers of THE CANADIAN GROCER who care to write them.

Every one of your customers ought to buy a box of "Tanglefoot." They will if you properly urge them. Besides doing yourself a good turn, with the 100 per cent. profit, you are actually conferring a benefit upon your customers, for flies are not only a source of annoyance and uncleanness, but are also a source of danger to health. The more liberally your customers use "Tanglefoot" the better the result and the greater necessity it becomes to them.

BUSINESS CHANCE.

COMMISSION AGENT WITH OLD ESTABLISHED connection in Scotland and Ireland, wants agencies for all kinds of Canadian produce. FRASER, 1 Argyle Arcade, Glasgow, Scotland. (18)

GROCCERS! If you want saleable goods, this is the place to buy them.



BERLIN, ONT.

Fruit Jars Honey, Marmalade and Jelly Glasses, Lamp Chimneys, 25% less than regular prices. Special low quotations on Fruit Jars for immediate delivery. Get our prices. They will save you money. RUSSILL'S, in the St. Lawrence Market, Toronto.



SECOND

Trade Sale

GROCERIES Dried Fruits Nuts Canned Goods etc.

Within our salesroom

58 and 60 McGill Street

MONTREAL

Wednesday, 6th May

AT 10 A.M.

Montreal Fruit Auction Co.

C. E. THURSTON

Catalogues mailed on application.

Auctioneer



Made only from selected and choicest herbs, roots, barks and berries, and rich in flavor and strengthening qualities, the famous

.. Hires Rootbeer

should be in every establishment claiming to handle the finest goods.

WHOLESALE AGENTS:

T. J. COOKE & CO.
MONTREAL

WRIGHT & COPP
TORONTO

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 present stock, which sold at a premium of \$10 per share of \$5 before being retired.

For further particulars and forms of application address:
The Peoples Building and Loan Association
 Molsons Bank Buildings, LONDON, ONT.

In 13-lb.
 and 6-lb.



REGISTERED.

Hermetically
 Sealed Tins.

Imported Direct from St. Vincent, West Indies.



Something New

*East
 India
 Pickles*

GOOD SELLER
 GOOD PROFIT

Pronounced by epicures to be the most appetising
 and delicious pickle ever prepared.

1 DOZEN
 IN A CASE.

A. E. Richards & Co. Agents for Canada **Hamilton.**

Eggs are cheap now . .



And there is no better time to pack than the present. Although September eggs are the best to lay down for Winter trade. You need not fear being overstocked. Eggs will not spoil on your hands if you use

KNOX'S EGG PRESERVER

Eggs "preserved" now will sell well in the fall. Try a small lot and prove what we say. Booklet free on application.

A. E. Richards & Co., Agents for Canada, **Hamilton, Ont.**

Appleton's India & Ceylon Teas

THE "TAPIR" BRAND.

SOLD IN LEAD PACKETS








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



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

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

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

PUREST & BEST

The Largest Creamery in Canada









Is situated at Renfrew, Ont. Their output of Butter has a high reputation. In order to obtain it and keep the quality, they must use the best obtainable ingredients. They use "WINDSOR" SALT exclusively. Under date of December 17th, 1895, Mr. Wright has this to say:—

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

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

Grocers can obtain "WINDSOR" Dairy Salt, from any wholesale house, put up in 50lb. Linen Sacks and in 20lb. White Cotton Bags packed 15 in a paper lined Barrel.

WINDSOR SALT WORKS, WINDSOR, ONT.

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.

"SANITAS"

NATURE'S GREAT DISINFECTANT.

Non-Poisonous. Does not Stain Linen.

FLUID, OIL, POWDER, &c.

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

HOW TO DISINFECT THE SANITAS Co., Limited.
BETHNAL GREEN, LONDON, ENGLAND.

A pushing Agent wanted in each Canadian City.

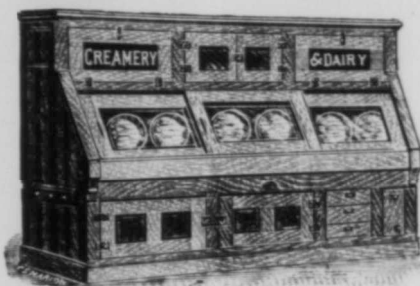
Write us for Prices . .

FOR YOUR SPRING SUPPLY OF . . .

SALT

VERRET, STEWART & Co.
QUEBEC AND MONTREAL

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

Wanted in British Columbia

One of the largest British tea firms want a house to handle their brands in British Columbia. Letters addressed to the Editor CANADIAN GROCER, Montreal, will be handed to them. (19)

WESTERN 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, CNT.

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

Open Pan Salt

What is it? It is salt made by the OPEN PAN PROCESS. This is the method of manufacturing salt universally adopted in England, where so much good salt is made.

OPEN PAN SALT . . .

Is no experiment. It has been tried for years and never found wanting. It produces a medium grain salt that is far better for all ordinary purposes than a very fine grain.

. . . WE HAVE IT.

The Canada Salt Association

CLINTON, ONTARIO

Brushes, Brooms Woodenware

We are headquarters for the above lines of goods, and guarantee every article we send out to be strictly as represented. Our Price List for 1896 is now ready and we will be pleased to mail you a copy on application.

Chas. Boeckh & Sons Manufacturers 80 York Street Toronto
MONTREAL BRANCH: - 301 St. Paul Street.

Every Hotel and Restaurant needs

JOHNSTON'S Fluid Beef Cordial

IN 20-oz. BOTTLES

Have you got some to supply the demand?

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

THE JOHNSTON FLUID BEEF CO. MONTREAL.

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

C. W. THOMPSON, general merchant, Port Dover, has assigned to Frank M. Bond.

H. S. Green, general merchant, South Bolton, Que., has assigned.

Thomas H. Harding, grocer, Acton, has assigned to R. J. McNabb.

Berube & Voyer, general merchants, Fort Saskatchewan, have assigned.

McLeod & Shaw, general merchants, Cardigan, P.E.I., have assigned.

Emma L. Pomeroy, general merchant, Fullarton, has assigned to John Hossie.

James Mortimer, general merchant, Burlington, has assigned to F. H. Lamb, Hamilton.

James Notter & Co., general merchants, Owen Sound, have assigned to G. S. Kilbourn.

Tremblay & Co., general merchants, St. Bruno, Que., are offering to compromise at 50c. on the dollar cash.

SALES MADE AND PENDING.

Park & Co., general merchants, Jarvis, have sold out to J. W. Park.

The stock of the estate of Lacroix Bros., grocers, Sarnia, has been sold.

The boot and shoe stock of Thos. Dwane, Montreal, has been sold at 51c. on the dollar.

The stock of E. J. Webb, grocer, Yarmouth, N.S., is advertised for sale by auction.

The stock of the estate of J. N. Murray, general merchant, Glen Allan, has been sold.

The assets of Geo. Halliday & Co., general merchants, Arnprior, are to be sold at auction.

CHANGES.

J. Gagnon is starting a grocery store in Montreal.

A. Ratelle is starting a grocery store in Montreal.

Wesley Clow is starting a grocery store at Guilds, Ont.

A. E. Foy is starting a grocery store at Coaticooke, Que.

Brophy & Doherty are opening up in groceries at Montreal.

A. S. Gledhill, general merchant, Carlow, has sold out to — Tudor.

S. D. Ramsey, liquors, Welland, has been succeeded by Jos. Phillips.

C. Batt, general merchant, Vallentyne, has removed to Sunderland.

L. Major, grocer, Halifax, has closed business and removed to Sackville.

Max Benard is opening a grocery store in Montreal. So is Felix Matard.

Farrell & Co., general merchants, St. Albert, have sold out to J. B. Langlois.

E. Benoit, general merchant, Deschambault, Que., has been succeeded by Z. Benoit.

A Gaudette & Co., general merchants, Ste. Monique, Que., have been succeeded by H. Chartrand.

Florence Monette has been registered proprietress of the grocery business of M. Monette & Cie.

Schantz & Clemens, general merchants, New Dundee, have been succeeded by Schantz & Thrainer.

John De Young, grocer, Halifax, has registered consent for his wife Mary to do business in her own name.

W. Burke, general merchant, Mira Ferry, N.S., has registered consent for his wife to do business in her own name.

PARTNERSHIPS FORMED AND DISSOLVED.

Baxter & Reed, grocers, Chatham, have dissolved.

J. R. Kirk & Co., general merchants, Avonmore, have dissolved and sold out.

Mattson & Rouma, general merchants, Wellington, have dissolved. Mattson continues.

Elliott & Robinson, general merchants, Roseneath, have dissolved. R. A. Elliott continues.

A partnership has been registered in Montreal by the Montreal Self-Raising Flour Co.

Hunter Bros., Kendrick & Co., general merchants, Rossland, B.C., have dissolved. Hunter Bros. continue.

Lange & Reynolds, grocers, etc., Halifax, have dissolved. Chas. B. Reynolds continues under same style.

Ferguson & Bridgeland, wholesale fruits, etc., Toronto, have dissolved and been succeeded by Ferguson & Co.

MacKenzie, Powis & Co., wholesale grocers, Winnipeg, have dissolved. Kenneth MacKenzie continues under the style of Kenneth MacKenzie & Co.

W. D. Bradford and C. H. Bradford have registered a partnership to carry on business in Granby, Que., as general merchants, under the style of Bradford Bros.

J. A. Gunn has been admitted a partner in the firm of D. Gunn, Flavelle & Co., wholesale provisions, Toronto, and the style of the firm has been changed to D. Gunn, Bros. & Co.

FIRES.

J. C. Martindale, grocer, Winnipeg, has been burned out.

Robert Hill, general merchant, Ballantrae, has been burned out.

The stock of A. Molleur, grocer, Montreal, has been damaged by fire.

The premises of Thomson Bros. & Co., general merchants, Orangeville, have been damaged by fire.

The Kingston factory of the Forrest Canning and Condensing Co., Halifax, has been destroyed by fire; insurance, \$19,000.

The stock of A. Gatiem, grocer, Montreal, has been damaged by fire.

DEATHS.

Richard Hocken, general merchant, Chatham, N.B., is dead.

Patrick Broderick, grocer, Fredericton, N.B., is dead.

James B. Robinson, general merchant, Burlington, N.S., is dead.

CO-OPERATIVE FREIGHTS

For importers of small shipments. **HOW?**

Write us for particulars

BLAIKLOCK BROTHERS, MONTREAL

BEATTY, BLACKSTOCK, NESBITT, CHADWICK & RIDDELL

BARRISTERS, SOLICITORS, NOTARIES, ETC.

Offices—Bank of Toronto, cor. of Wellington and Church Streets, TORONTO, ONTARIO.

Solicitors for Bank of Toronto, Board of Trade, Toronto R. G. Dun & Co., (Mercantile Agency,) etc.

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.



DON'T BUY A refrigerator until you have seen the

EUREKA

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

A catalogue will give you all details.

ADDRESS:

Eureka Refrigerator Co.
54 Noble Street,
TORONTO.



"The Yellow Fellow"

Is the title bestowed on the Stearns by the admirers of its orange rims. In constructing the '96 Stearns we have striven to make the best bicycle producible, and if best materials, superior workmanship, unsurpassed facilities and honest effort count for anything, we have surely succeeded.

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

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

Dinner's first course

SOUPS

Mulligatawny
Ox Tail
Kidney
Vegetable
Julienne
Chicken
Mock Turtle
Consomme
Beef
Mutton Broth

Is not always as appetizing as it should be. Making soup—good soup—requires particular care, and few housekeepers in their hurry can give the necessary attention. The best results can always be obtained by using our **Canned Soups**. They are faultlessly prepared from first-class stock and can always be relied upon for purity and delicate flavor. Make a personal test according to the directions on the can.

The Laing Packing and Provision Co.

"As fine as any
in the World."

MONTREAL

**MOTT'S
DIAMOND
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All kinds of Cigarettes from \$2.50 per 1,000 to \$10 per 1,000.

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TEAS.		"SALADA" CEYLON.		Crown Rouge smoking.		Madre E' Hijo, Bouquet	
BLACK.		per lb.		per lb.		per doz.	
Congou—		Green label, retailed at 30c.	0 22	La Sonadora Reina Victoria Flor Fina, 1-20.	\$85 00	" " Perfectos	85 00
Half Chests Kaisow, Mon-	per lb. per lb.	Blue label, retailed at 40c.	0 30	La Sonadora Reina Bou-	55 00	" " Longfellow	85 00
ing, Paking	0 12 0 60	Red label, retailed at 50c.	0 36	Creme de la Creme Reina	55 00	" " Reina Victoria	80 00
Caddies, Paking, Kaisow	0 18 0 50	Gold label, retailed at 60c.	0 44	Victoria Extra, 1-20.	55 00	" " Pins	55 00
INDIAN.		Terms, 30 days net.		Creme de la Creme Reina	50 00	El Padre, Reina Victoria	55 00
Darjeelings	0 35 0 55	"KOLONA"		Victoria Special, 1-20	50 00	Reina Victoria Especial.	50 00
Assam Pekoes	0 20 0 40	Ceylon Tea, in 1-lb. and ½-lb. lead packets, black or mixed.		Honeymoon, Regalia Com-	55 00	Conchas de Regalia.	50 00
Pekoe Souchong	0 18 0 25	Blue Label	0 22	me il Fait, 1-40	55 00	Bouquet	50 00
CEYLON.		Green Label	0 28	El Caza Culebras, 1-40.	55 00	" " Pins	50 00
Broken Pekoes	0 35 0 42	Red Label	0 35	La Fayette Reina Victoria, 1-20	32 50	" " Longfellow	80 00
Pekoes	0 20 0 40	Orange Label	0 42	Noisy Boys, Blue Line, 1-20	25 00	" " Perfectos	80 00
Pekoe Souchong	0 17 0 35	Gold Label	0 58	Princess of Wales, Princess, 1-10.	25 00	Mungo, Nine	35 00
CHINA GREENS.		TOBACCO AND CIGARS.		Ditto, low grades	13 50 20 00	Cable, Conchas	30 00
Gunpowder—		British Consols, 4's; Twin Gold	0 50	AMERICAN TOBACCO CO. OF CANADA, LTD.		Queens	29 00
Cases, extra firsts	0 42 0 50	Bar, 8's	0 57	Cigarettes—		Cigarettes—All Tobacco—	
Half Chests, ordinary	0 22 0 38	Ingots, rough and ready, 8's.	0 49	Richmond Straight Cut No. 1, in cardboard boxes of 10.	10 50	Cable	7 00
Young Hyson—		Laurel, 3's.	0 47	Hyde Park, cardboard boxes of 10 and 20.	10 50	El Padre	1 00
Cases, sifted, extra firsts.	0 42 0 50	Brier, 7's	0 44	Sweet Caporal, slide boxes of 10	7 20	Mauricio	15 00
Cases, small leaf, firsts	0 35 0 40	Index, 7's	0 44	Athlete, foil-wrapped boxes of 10	7 20	WOODENWARE.	
Half Chests, ordinary	0 22 0 38	Honeysuckle, 8's	0 56	Old Judge, slide boxes of 10.	3 80	Pails, 2 hoop, clear, No. 1.	per doz. \$ 1 45
firsts	0 17 0 19	Napoleon, 8's	0 47	Derby, packages of 10.	3 80	" " " " " "	1 60
" " thirds	0 15 0 17	Brunette, 12's	0 44	Prince and Gloria, slide bxs. of 10	3 80	" " " " " "	1 40
" " common	0 13 0 14	Prince of Wales, in caddies.	0 48	Sweet Sixteen, slide boxes or packages of 10.	3 30	" " " " " "	1 55
PING SUEYS.		" " in 40-lb. boxes.	0 48	White Caps, slide boxes of 10.	3 30	Tubs, No. 0.	8 00
Young Hyson—		CANADIAN TOBACCO CO., MONTREAL.		Old Virginia, slide boxes of 10.	3 30	" " " " " "	6 50
Half Chests, firsts	0 28 0 32	Cut Tobaccos—		Parisienne, slide boxes of 10, (mouth-pieces).	3 60	" " " " " "	3 50
" " seconds	0 16 0 19	Comfort, 1-6, 5 lb. box	0 22	Holder, packages of 10.	3 30	Washboards, Globe	1 90
Half Boxes, firsts	0 28 0 32	Champion, 1-10, 5 lb. bx	0 38	Sultana, slide boxes of 10.	3 30	" " Water Witch	1 40
" " seconds	0 16 0 19	I. O. F., 1-10, 5 lb. box	0 28½	Majestics, slide boxes of 20.	6 60	" " Single Crescent	1 85
JAPAN.		Sohmer, 1-10, 5 lb. box	0 32½	Plug Cut—		" " Double	2 75
Half Chests—		Imperial Cigarette Tobacco, 1-10, 5 lb. box	0 40	Old Chum, 1-9, 5-lb. boxes.	0 70	" " Jubilee	2 25
Finest May pickings	0 38 0 40	Quesnel Tobacco, all sizes.	0 60	Old Virginia, 1-10, 5-lb. boxes.	0 60	" " Globe Improved	2 00
Choice	0 32 0 36	Crown Cut Plug Mixture, ½ lb. tin	0 50	Seal of North Carolina, 1-10	0 80	" " Quick and Easy	1 80
Finest	0 28 0 30	1 lb. tin	0 47	" " 1-6 pouches	0 90	" " World	1 75
Fine	0 25 0 27	Cigarettes—		Old Gold, 1-10s and ¼s.	0 80	" " Rattler	1 30
Good medium	0 22 0 24	Sonadora Havana	per 1,000 \$10 00	Cigarette Tobacco—		Butter Tubs	1 60
Medium	0 19 0 20	Royal Turkish Egyptian	10 00	B. C. N. 1, 1-10, 5-lb. boxes.	0 83	Mops and Handles, combined	1 25
Good common	0 16 0 18	Creme de la Creme	7 20	Athlete	1 10	Butter Bowls, grades assort'd.	3 60
Common	0 13½ 0 15	Lafayette	3 80	Old Judge	1 20	THE E. B. EDDY CO.	
Nagasaki, ½ chests Pekoe	0 16 0 22	Marquise	7 00	Plug Smoking—		Washboards, Planet	1 60
" " Oolong	0 14 0 15	Imperial (Virginia tobacco)	3 50	Derby, 3s, 7s and 12s, solace	0 51½	" " Waverly	1 50
" " Gunpowder	0 16 0 19	Plug tobacco (sweet chewing)—		Old Virginia, 3s, twist or solace.	0 58	" " XX	1 25
" " Siftings	0 07½ 0 11	Navy, in caddies	0 35	Plug Chewing—		" " Electric Duplex	2 25
TETLEY'S TEAS.		Navy, plug mark	0 33	Old Chum, 3-lb. boxes, thick or thin.	0 58	" " Special Globe	1 50
No. 1. Retailed 70c.; cost 50c.		Honey, boxes and caddies	43	Cigars.		Matches—	
No. 2. " 50c.; " 35c.		Spun roll chewing, boxes	55	S. DAVIS & SONS, MONTREAL.		5-Case Lots, Single Case	
Mixed. " 40c.; " 30c.		Plug smoking (with or without tags)—		Sizes	Per M	Telegraph	\$3 30
		Black Crown smoking, in caddies	0 35	Madre E' Hijo, Lord Lansdowne	\$60 00	Telephone	3 30
				Panetelas	60 00	Tiger	2 80
						Farlor	1 70
						Red Farlor	1 70
						Safety	4 00
						Favorite	2 25
						Flamers	2 25

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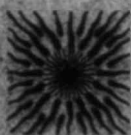
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