

THE CANADIAN GROCER

VOL. X

TORONTO AND MONTREAL, JANUARY 17, 1896.

No. 3

SELL
ONLY
THE
BEST!

IN COMPETITION WITH THE WORLD

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

THESE substantiate our claim that

Colman's Mustard

IS THE BEST IN THE WORLD

To Grocers

The season is on for **Marshall's** popular Scotch Pickled Herrings. All **principal** wholesalers carry stock. The margin of **profit** to the dealer is good. He should not be without this **leading** brand.

"CROWN"

BRAND

Marshall's Scotch Herrings

FROM THE FAMED ABERDEEN FISHERIES

In Kegs
Firkins
Half Barrels
Barrels

FULLS and
MEDIUMS

N. B.—Marshall & Co., Aberdeen, **own** their fishing fleet; pack **only** the **Finest Selected Herrings**. Every package guaranteed. Their Kippered, Fresh Herrings, Herrings in Tomato Sauce, etc., are very superior.

SOLE AGENTS :

WALTER R. WONHAM & SONS, 315 and 316 Board of Trade Building, **Montreal**

THE CANADIAN GROCER

139 MEDALS AND HIGHEST AWARDS FROM THE WORLD'S EXHIBITIONS.

Purveyors by special appointment
to Her Majesty

THE QUEEN

Empress of India.



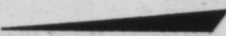
Purveyors by special appointment
to H. R. H. the

PRINCE OF WALES

K. G., K. T., K. P.

MACONOCHIE BROTHERS

131 Leadenhall Street
LONDON, ENG.

First Quality 

Potted Meats and Fish Delicacies



Fresh Herrings
Kippered Herrings
Bloaters and Bloater Paste
Scotch Findon Haddocks
Herrings in Shrimp Sauce
Herrings a la Sardine



All Herrings prepared by us are preserved at Fraserburgh, Scotland, which is the largest fishing station in the world, and the quality of the Fraserburgh Herrings is superior to all others.

All particulars from agents:—

Agents for British Columbia:

SEETON & MITCHELL, Halifax, N.S.
LIGHTBOUND, RALSTON & CO., Montreal

MESSRS. MARTIN & ROBERTSON,
Vancouver and Victoria

Standard Goods THE Best to Handle

FRY'S

... *USE* ...

FRY'S

Pure Concentrated
Cocoa

Pure Chocolate

Vanilla and de Sante
Chocolate

Caracas Chocolate



Homeopathic Cocoa

Diamond Chocolate

Monogram Chocolate

Gold Medal Sweet
Chocolate

THESE GOODS ARE SECOND TO NONE

Arthur P. Tippet & Co. ... AGENTS FOR ...
Maritime Provinces, Ontario and Northwest.

FOR
PURITY



FOR
STRENGTH

This brand is always reliable.

Highest test 98.30% pure.

Made only
by

The UNITED ALKALI CO., Ltd., Liverpool.

"New Process" Soda, finest on the market.

"LAZENBY'S" MULLIGATAWNY and other soup squares,
CURRY POWDER and SOLIDIFIED
JELLY are the goods to use this cold weather.

MONTREAL and TORONTO

A. P. TIPPET & CO.

ST. JOHN, N.B.

F. H. TIPPET & CO.

The Value of Strength . . .



In Wrapping Paper is known and appreciated by every wholesale and retail grocer.

We have special brands for this use—

**MANILLA,
BROWN WRAPPING
ETC., ETC.**

noted for long and strong fibre—and made to stand more than ordinary wear and tear.

ITS SUPERIORITY WILL QUICKLY ASSERT ITSELF.
WRITE FOR SAMPLES AND PRICES.

THE **E. B. Eddy Co.** LTD.
HULL, CANADA

319 St. James Street, MONTREAL

38 Front Street 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.

These Letters speak

... the virtues of

"GRAND MOGUL"

DELICIOUS FLAVOUR
GRAND MOGUL
TEA.
 A LUXURY ALL MAY ENJOY
30.40.50.60 ¢
IN PKGS.

A resident on Palmerston Avenue, Toronto, writes us as follows:

Jan'y 8, '96.
 T. B. Escott & Co.
 Sirs,—Enclosed please find twenty-five cents and postage, for which kindly send me at once ¼-lb. Grand Mogul Tea. I am unable to get it here.
 Yours respectfully,
 Wm. _____

◆◆◆

A resident on Arthur Street writes:

T. B. Escott & Co.,
 London.
 Gentlemen,—I tried several stores in the vain hope of obtaining Grand Mogul Tea, I therefore apply to you and will thank you to mail me ½-lb. I enclose 25 cents and postage.
 Yours etc.,
 George _____

hope of obtaining Grand Mogul Tea, I therefore apply to you and will thank you to mail me ½-lb. I enclose 25 cents and postage.
 Yours etc.,
 George _____

P. S.—To all enquirers we beg to say that we shall introduce Grand Mogul Tea to all the Toronto trade very shortly.

The above are samples of letters we are receiving daily from the Queen City of Ontario.

T. B. ESCOTT & CO.

Sole Agents for Canada and the United States.

Demanded

By Consumers because it has no equal.

Sold

By Retailers because no trouble to sell.

Bought

By every Jobber because his trade requires it.



It has no equal.
 Packed in White Opal Jars, 4 sizes.

Prepared and Guaranteed by

A. F. MacLaren & Co.

51 COLBORNE ST. - TORONTO.

When you have caught on

Write us

and we will give you

Pointers

How to increase your Tea Trade.



ROSE & LAFLAMME

MONTREAL

The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

Laboratory of Inland Revenue,
Office of Official Analyst,

MONTREAL, April 8th, 1895.

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

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

(Signed) JOHN BAKER EDWARDS, Ph.D., D.C.L.

Prof. of Chemistry and Pub. Analyst,

MONTREAL.

Do You Sell Crockery?

Then we want your business. We manufacture all kinds of Yellow, and Bristol Glazed goods, also Rockingham Ware, which we guarantee fully equal to any on the market, either of home or foreign production. Catalogues, prices or travelers' attendance, if you drop us a card.

Brantford Stoneware Mfg. Co. Ltd. - Brantford.

OTHER SPECIALTIES.

NOUGAT
RAHAT LAKUHM
ALMOND ROCK
EL MAHNA

CANADIAN SPECIALTY CO., Toronto.



WORKS : LONDON, W.C.

MEDALS AND DIPLOMAS.

PARIS
SYDNEY
MELBOURNE

ROSE & LAFLAMME, Montreal.

Package Goods Trade

With us beats all
previous years. Never
had such a demand
for fine goods before.
All varieties selling
with the most gratify-
ing success. Can't we
make you up an order
out of the following
choice assortment?

Desiccated Rolled Oats

Desiccated Rolled Wheat

Desiccated Rolled Barley

Breakfast Hominy

Write us for
Price List.

Buckwheat Flour (Self-Raising)

The IRELAND NATIONAL FOOD CO. Ltd.

OPERATING

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

Toronto, Canada.

Condensed Coffees

If you have not handled "Reindeer" Brand
Condensed Coffees, we should like you to give
a sample order and try for yourself whether
they are good or not.

5-lb. Boxes

AND

30-lb. Caddies

**EARLY
CROP
MAY**

JAPANS

To retail at 25 cents per pound, is something that catches the eye of the consumer, and is just the thing to bring up your Japan Tea sales.

For further information will write you personally if you are on the lookout for the good things.

FROM A GREAT RANGE of Teas of undoubted merit we can successfully cater to your requirements. It's easy to buy TEA, but it requires your time and attention to secure the best values going. When you are on the lookout, drop us a line. Our hiding place is Hamilton, and we enjoy the reputation of being a very good house on Teas.

W. H. GILLARD & CO. WHOLESALE ONLY **Hamilton, Ont.**

JOHN MOUAT, Northwest Representative, WINNIPEG

WHAT MORE?

Inch by inch our goods have worked their way to the very top.



**Their Excellence of
PURITY and FLAVOR**

commands the attention of people who are particular what they eat.

SELL **BOULTERS'**

Peerless "LION" Brand Canned Goods this year.



We did a tremendous business in '95.

Watch us during '96.



Condensed Mince Meat

Guaranteed
First-class.

PURE

**WHOLESAME
DELICIOUS**

For sale by all wholesalers, and put up by

J. H. WETHEY, - - St. Catharines

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

THE CANADIAN GROCER

Vol. X. (Published Weekly)

TORONTO AND MONTREAL, JANUARY 17, 1896

(\$2.00 per Year) No. 3

DROPS FROM THE EDITOR'S PEN.

Coal is not much use until worked into energy; neither is man.

A know-nothing-at-all is usually he who thinks he knows everything.

Brokers' views on a question appertaining to trade are often united.

He who makes errors is not a fool; but he who profits not by them is.

The quality of a merchant's perseverance often depends on the veering of his purse.

While a man is waiting patiently for success he should take off his coat and hustle.

"Monkeying" is all right in its place; but its place is with the hand-organ, not in the store.

People who do not read trade papers live in the Land of Ignorance; and not Blissful Ignorance either.

As constructing a house in a quagmire is it for a young man to essay to build his life's success on falsehood.

Tobacco on the shelves is all right; but tobacco in the man's mouth who is behind the counter is all wrong.

In the same boat with he who says too much with his mouth is the merchant who says too much in his "ad."

Advertisements quoted with glowing statements that are false are ultimately pursued by imprecations into oblivion.

The Danes dispose of \$25,000,000 worth of butter annually. They evidently Dane (deign) to lead the world in this particular.

In the fight between the retailer and the department store the former has the consciousness that he did not begin the war-

fare. But to have a conscience void of offence is after all small consolation to the merchant who sees his customers going over to the enemy.

A contemporary announces that locomotives are trained for fast work. In other words, trained to draw a train.

"Maple" syrup is being made from corn cobs down in Vermont. By and-bye we shall hear of whisky being made from cork-screws.

The Montreal Trade Bulletin asks: "Is there money in pork?" The grunts of disgruntled speculators would seem to say "Nay."

Land lubbers who essay to navigate ships and ignoramuses who undertake to manage stores frequently meet with the same fate—shipwreck.

They are "raising Cain" down in Cuba more vigorously than ever, and still the bulls persist in declaring that the sugar cane crop will be 600 tons short.

The horse trade at the Chicago stock yards was last year the largest on record. Quite likely. A larger number of equines than usual went into cans.

It is said that the seven bolters from the Dominion Cabinet are depressed. This is understood to be characteristic of men who suddenly forsake the Bowell.

The number of people who earn the bread by the sweat of their brow will be augmented just in proportion as merchants discontinue loose credit methods.

People who imagine themselves the block and tackle whereby the morale of business is to be elevated, are sometimes blocks of granite barring the way to progress.

The retail grocers of St. John, N.B., once had an association. I cannot say that

though dead it yet speaketh; yet I can say that the want of it speaketh. Arise, ye that sleepeth!

They have a dog in Philadelphia that chews tobacco. I have heard animals with two legs that chew tobacco dubbed dogs and supplemented too with the prefix dirty.

The profits of the united retail grocers of Brooklyn from their food exposition aggregated \$1,600. It is to be hoped the profits from their experience will aggregate more even than this.

There are scores of people in every city who are liberal in their cash bestowals upon the actor, but who have seldom a dollar for the grocer. It would evidently pay the merchant to turn actor once in a while and assume the role of highwayman.

Vastly different is the attitude of the world toward the commodity that becomes worth less in dollars and the man that becomes worth less in dollars: a commodity may grow in public favor, but it is in disfavor that the man grows.

From a political standpoint Col. Prior certainly did not have a prior claim to the Controllershship of Customs, but from a business man's standpoint he certainly had. There does not, however, appear to be any business men's standpoint in the governments of to-day.

The Guelph Herald has issued an industrial number. It is well termed such: It sets forth amply, by illustrations and letter press, the industries of the "Royal City" and illustrates the industry and ability of the publisher of The Herald and his staff.

The special illustrated edition of The Woodstock Sentinel-Review shows that proprietor Andrew Pattullo is not allowing his paper to deteriorate while he is devoting so much of his time and attention to furthering the cheese industry of the country. The edition is beautifully and amply illustrated, and is replete with much interesting and valuable information.

CHEESE MAKING 25 YEARS AGO.*

BY A. F. MACLAREN.

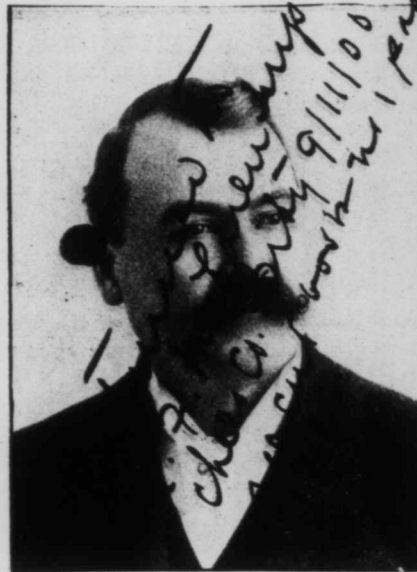
TWENTY-FIVE years ago comparatively few cheese were made in Canada on the factory system, or, in other words, the manufacture of cheese as an industry was simply in its infancy. The first factory was built and operated in the Township of Norwich, Oxford County, in 1862, by the late Harvey Farrington, the well-known, practical and experienced cheese maker from the noted Herkimer County, New York State, to whom much credit is due for the establishment of the great cheese industry in Canada, which developed very slowly for a time, only a few factories being in existence up to the date of which I am about to write.

Thinking of cheese making twenty-five years ago carries me back to the time when I first entered the Fullarton cheese factory, in Fullarton Township, Perth County, for the purpose of learning the business. The factory was that season rented by Mr. Geo. Hamilton, who also owned the Cromarty factory. The cheese maker was Mr. Wm. Huxley, who, I understand, received his first instruction and education in cheese making from the above-mentioned "grand old man," Mr. Harvey Farrington.

In those early days everything in connection with the cheese business was entirely different to what it is at present. In the first place factories were generally located on low ground and usually close to or directly over a running stream, and if possible in close proximity to a spring of pure cold water, which, if possible, was secured at an elevation high enough so that the water could be taken to the factory in pipes and allowed to flow under the vats to be used for the purpose of cooling the milk when delivered at the factories twice daily, as was then the custom. In this respect, the Fullarton factory was and is splendidly situated and we seldom had to make cheese twice daily, as with this plentiful supply of very cold water running under the vats of milk all night we had no difficulty in keeping the milk perfectly sweet.

We will now proceed, metaphorically speaking, to convert a vat of pure sweet milk into cheese as it was done twenty-five years ago. We will suppose the milk is set at a temperature of 82 deg. Fah. The milk has sufficiently coagulated, time for cutting curd having arrived, the curd having been cut, we begin to stir by hand from 10 to 15 minutes. We then apply heat and gradually begin the cooking process (still stirring by hand), which was no pleasant task, and only those who were possessed of a good strong back, perseverance and patience would continue this hand stirring and gentle handling

which the curd required so as to secure a good average. Impatient, careless cheese makers would be inclined to use the rake too soon, thereby handling the curd so roughly that the whey became white, or, in other words, the butter fat which should have remained in the curd passed into the whey. It was our custom in those days to keep on stirring by hand until the mass of whey and curd had been heated to over 90 deg. Fahrenheit and the curd had become somewhat hard. We were then allowed to use the rake (wooden rake) and continue agitating and heating until curd was 100 deg. Fah. more or less, according to condition of curd. Then the curd was allowed to remain in whey until acid developed. Then the whey was removed by the use of a syphon. This being done, the curd was dipped into a slat sink covered with a cloth strainer. From the time dipping began all



A. F. MACLAREN

available help was on hand to stir curd in sink so as to prevent matting and allow all whey to escape. As soon as curd was stirred sufficiently dry, and the necessary acid having developed, salt was then added, well stirred in and the curd was ready for press. At that time we used upright presses only, and now we proceed to put curd to press: Large press cloths were then used, which were placed in each hoop. The curd was then placed therein; hoops filled; then end of press cloth pulled over top of curd, when followers were put on and gradual pressing began. As soon as curd was pressed sufficiently hard, or so that it could be removed from the hoop, it was taken out and bandaged. A small cotton head cloth placed on each end of the cheese, when it was returned to hoop and press, where it remained under heavy pressure until morning. Then the cheese were taken out and turned, ends of bandages turned down and any cheese which may have projected pared off. These shoulders or projections are generally caused by followers being too small, thereby allow-

ing cheese to press up between followers and hoop, and if not removed would materially affect the value and finish. The cheese were again returned to press and allowed to remain until the presses were required for the second day's curd. They were then removed to the curing or drying room, where they were allowed to remain for a short time until sufficiently dry to admit of the application of whey butter on each end so as to prevent them from cracking. We were then supposed to turn and rub the cheese on each end every morning, this being necessary for the purpose of properly curing the cheese. And I may say that in those days one of the great causes of trouble and loss in many factories was the careless manner in which cheese were handled in the curing room.

During the summer months some careless cheese makers would allow the cheese to crack and check, which allowed the cheese fly and skipper to complete their work of destruction. And then again late in the season it was almost impossible to find cheese which were properly cured. Even to-day there is great room for improvement along these lines.

From reading the above the modern cheese maker will observe there were many difficulties to contend with at that time, and when I enumerate the many advantages the cheese makers of the present day have compared with those of a quarter a century ago, it is easily understood why cheese of the present day has attained its high standard of perfection.

The patrons are better educated and have received a great deal of experience and instruction from careful study and close observation as to how milk should be produced and handled so as to bring it to the factories in the best possible condition.

In those days it was necessary for us to make our own rennet extract. We had no rennet test; no Babcock milk tester; few factories had engines and no such thing as agitators to be worked by steam, for the purpose of stirring the mass of curd and whey in the vat during the cooking process. No sweet dipping, no matting of curd, no curd mill, no bandagers, no gang press, no pressing of cloths on top of cheese, no seamless bandages, no milk inspectors or instructors, etc. And still there are hundreds of factories right in our midst where still greater improvement could be made.

And just before I close my article (as I am afraid I am now making it too long), I would like to suggest to the factorymen and patrons the great necessity of at once stopping the ruinous practice of having the sour whey returned in their milk cans. I am sure there are no intelligent farmers who would not be convinced if they knew how serious a matter this is, as in almost every case this practice is ruinous to the flavor of the cheese. My observation in examining

* "Cheese-making 25 Years Ago" appeared in the illustrated number of The Woodstock Sentinel-Review.

Our Tea Deal is still on . . .

We have the goods and we are free sellers. Do not buy without hearing what we have to say.

SAMPLES ON APPLICATION.

LUCAS, STEELE & BRISTOL, - Hamilton, Ont.
HILLWATTEE TEA AGENTS

Two Extremes

RAM
LAL'S
PURE
INDIAN
TEA

Never Fails to Please.

The tea jobbers who are crowding the advertising mediums to attract public attention from brands that are considered as staple as gold have very successfully imitated the external appearance of one of the choicest beverages to be found on the tables of the poor and rich alike, namely, Ram Lal's Pure Indian Package Tea; but they are just as unsuccessful in imitating the quality of the goods as they have been successful in imitating the label.

JAMES TURNER & CO. Wholesale Agents Hamilton

TEAS

We will offer during January exceptional values to clear out short lines. See our samples before buying.

BALFOUR & CO. Wholesale Grocers Hamilton, Ont.

FISH

Lake Fish (Fall catch)
White Fish
Trout and Herring

No. 1 Labrador Herring in barrels and half-barrels.

No. 1 Split Herring in half-barrels. Loch Fyne Herring in kegs.

Codfish—Fletched and Table Cod in 100-lb. cases.

Quintals Dry Codfish. Also a full line of Boneless Fish.

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

cheese where the above named practice is prevalent is that in 99 cases out of a 100 more or less whey flavor had developed. It may not be noticed to any great extent while cheese remain on the shelves in this country, but it is almost sure to develop before it reaches the consumer's table in the Old Country. If this practice were discontinued I feel satisfied that the producer would be the gainer of from $\frac{1}{2}$ to 1 cent per pound. I sincerely trust that ere long some system will be devised whereby this practice may be abolished.

I would further suggest the grouping of say 20 to 30 factories in different sections of the country and placing them under the supervision of a practical cheese maker. His salary and expenses could be paid by each factory contributing its proportion according to amount of cheese made. In this way there should be no trouble in having the cheese made in each group almost as good and uniform in quality and size as if made in one factory.

In adopting this system it would be advisable to use the same kind and very best material in the manufacture of cheese in all the factories in each group, and by purchasing in large quantities the cost could be materially reduced. As my readers can easily see, that by using the same rennet extract, same coloring, same salt, same curd mill, same size hoop, same presses, then weigh

the curd so as to have each cheese the same weight and size, and last, but not least, by having all boxes made of the same size and of the very best material. If the above suggestions were carried out I feel confident that our cheese would receive a still higher reputation in the markets of the world than they do to-day.

A few words to my brother cheese makers and I have done: There are a few things that many of you could improve on at the present time and with the factories as they now are. In the first place the cheese maker himself should as far as possible see every can of milk as it is dumped into the weigh can. That is the time to ascertain if the flavor is right or not. If the flavor is not right advise the producer and get to work at once to find out the cause of the trouble. Secondly, see that every man in your factory, who is there to learn the business, is careful about keeping himself and everything in and outside the factory neat, clean and tidy. Don't think the work is done when the cheese are put to press. Look round and you will find many little things to fix up, and above all in the fall of the year take better care of your cheese. I know how I used to like to get away from cheese and factory, as soon as the last cheese for the season was made. But it is a mistake. At present I find great carelessness in the curing of fall cheese. The temperature is seldom found to be just right. And now I implore of you,

don't neglect a cheese; don't leave them alone for an hour, till the last box is shipped. Many times this last fall and early part of winter I have gone to see how the cheese I had bought were being cured. The first factory I called at I found the cheese maker away, and the cheese too warm. The next factory I found too cold, and the cheese maker was away. At the third factory I found the temperature too low, the last make of cheese on the lower shelves, when they should have been on the top shelves and nearer the fire. At the fourth factory I found everything as it should be.

Now if you can spare the time, go to Guelph or Kingston Dairy Schools where, you receive a great many useful lessons, not only with regard to making cheese and butter, testing milk, etc., but you will carry away with you many ideas whereby you can improve many things in connection with your own factories.

PERSIAN DATE SHIPMENTS.

It is reported that the total shipments of dates from the Persian Gulf for this season were less than 550,000 boxes, against over 700,000 in the previous year, which results that the stock carried over in London is small. The Hills Bros.' Co. report, according to The N. Y. Journal of Commerce, that, by late cable advices, only 116,000 boxes exist in that market, against 280,000 boxes on hand January 1, 1895. In view of the small stocks the London dealers are holding their goods with great firmness, and desirable brands of Hallowee cannot now be imported to cost less than 3 $\frac{3}{8}$ c. without a penny allowed for commissions or profit to dealers here.

Glacial . . . Acetic Acid

We are makers of Highest Grade Double Refined Acetic Acid.

80, 85, 90 and 95% in demijohns, and 30 to 80% in wood.

Also Crude Acetic Acid for dyeing and manufacturing purposes.

Enquiries Invited.

MONTREAL.
TORONTO.
VICTORIA.

The Canada Paint Co., Ltd.

TABLE JELLIES



EBENR. ROBERTS'
Unequaled for Purity and Flavor

ALL FLAVORS
Quarts, Pints and Half-Pints

DAVIDSON & HAY, WHOLESALE GROCERS **Toronto, Ont.**

DON'T CARRY IT TOO FAR



This economising. Don't wait until one of your best customers has become disgusted with that cheap

Buckwheat Flour

you are selling before you buy the absolutely pure article from

THE TILLSON COMPANY, Ltd. Tilsonburg, Ont.

We could write a book

about Salmon and Salmon Packing, but if we did you might not have time to read it. Our knowledge takes form in our goods. The best evidence of our ability to pack a first-class article is the article itself—**Flag-Ship Salmon.** Have you got it?

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

Canadian Pacific Packing Co.

LULU ISLAND, B.C.

HINTS TO BUYERS.

PERKINS, INCE & CO. have a shipment of Indian and Ceylon tea arriving, which they are offering at special value.

Pure lard is being offered at low prices by T. B. Escott & Co.

A drive in bag peaches is being offered by Lucas, Steele & Bristol. They also offer Harvest prunes.

"Grand Sultan" coffee is having good sale. See letters re "Grand Mogul" advertisement.

A handsome 2-lb. tin of syrup is being placed on the market by Lucas, Steele & Bristol. It will retail at 10 cents.

T. B. Escott & Co. have large shipment molasses arriving, bought before recent advance.

A shipment of Moyune Young Hysons, half-chests, which they claim are splendid value, is in store with the Eby, Blain Co., Ltd.

Shipment California prunes, 40's, received at low prices, have been received by T. B. Escott & Co.

"Yes, we are moving a good many teas this month," say Lucas, Steele & Bristol. "We are constantly having applications for samples."

W. H. Gillard & Co. report a good demand for early crop May Japan teas in 5-lb.

boxes and 30-lb. caddies. This is a handy sized package for the jobbing trade.

T. B. Escott & Co., of London, have large lines of Indian and Ceylon teas, they advise, at great bargains.

Extra values in jams and marmalades in 7-lb. pail, are offered by Lucas, Steele & Bristol. Their prices for 2 and 3-lb. peaches, they advise are very low.

"We have just made up our books for last week's business," said Mr. Larkin, of P. C. Larkin & Co., "and we find that our sales of "Salada" tea exceeded those of any previous week in our history."

W. H. Gillard & Co. beg to advise the trade that their long-looked-for "Haycastle" currants arrived a short time ago and all back orders have been filled. A good sized stock is still on hand at bargain prices.

The Snow Drift Co. claim to have just wound up the most successful year of their history, and, in view of the fact, propose to follow the same old policy: "First-class values in pure goods at lowest possible prices."

W. H. Gillard & Co. are having a lively sale for their special blends of pure coffee, "W. H. G. No. 2" and "Purity." These lines are put up in handsome 25-lb. packages, retail at popular prices, and shew the retailer a handsome margin.

The Snow Drift Co. have just passed into stock another hundred sacks of that very

choice Tellicherry, and more on the way. They did an enormous trade in pepper last year, and are determined to keep it going. "Blood tells," they write.

A TRUE GRAPE STORY.

A friend of mine, says a writer in Retail Grocers' Advocate, told me he bought a nice lot of Malaga grapes cheap, at \$3.75 a barrel, each barrel marked 55 pounds.

I asked him if he ever put down what he got out of a barrel of grapes, (I saw the barrels myself and they seemed to be very light).

He said he never did, but he promised to do it with the next barrel he would open.

He sold it over Christmas, and this is what he got out of it. He sold them at 18 cents per pound.

1 1/2 pounds	27
2 pounds	35
1 1/2 pounds	27
1/2 pound	9
2 pounds	35
1 pound	18
1 pound	18
2 pounds	35
1 pound	18
2 pounds	35
1/2 pound	9
2 pounds	35
2 pounds	35
19 pounds	\$3.36
5 pounds loose grapes	50
Total	\$3.86
Profit of	11

Where he thought his profit would be at least \$4.



Why not investigate for yourself?

DON'T LET OTHERS INFLUENCE YOU

We have the greatest commercial discovery of the Nineteenth Century. It will keep eggs fresh all the year round—absolutely safe to use it—cost so little we do not even figure down enough. It has been tried and proved of real actual value to everyone who wants to put away eggs.

KNOX'S EGG PRESERVER

When used on *strictly fresh eggs* will keep them as good as the day they were laid down for one year. We guarantee this or money refunded.

ASK YOUR WHOLESALE GROCER FOR IT.

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MONTREAL

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Elect Cocoa

UNRIVALLED FOR PURITY
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1 LB. MAKES 120 CUPS

For Druggists and
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YORK - ENGLAND

Fruit Drops
Lozenges

Of Finest
Qualities. Cachous, etc.

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The Finest Liquid Coffee
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PUT UP IN 12 OZ. BOTTLES



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ENGLISH BISCUITS

Are exported to all parts of the world.

Established 1831.

The original manufacturers of
Fancy Biscuits by Machinery.

Appointed Biscuit Manufactur-
ers to H. M. the Queen by special
warrant, dated May 8th, 1841.

CARR & CO. Ltd.

CARLISLE, ENGLAND.

Agents for Canada

Robert Greig & Co., 456 St. Paul St.
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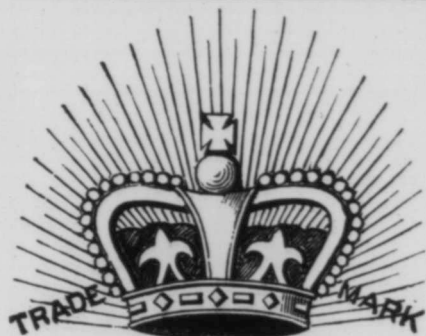
CROWN BRAND EXTRACTS

For Strength and Purity are unexcelled.

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... MONTREAL



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A FULL LINE OF FRENCH
CANNED GOODS IN STOCK

FULL RANGE

FANCY GROCERIES

**TABLE
RAISINS**

London Layers	Imperial Clusters
Fancy Clusters	London Layers <small>2½ " Cartoons.</small>
Dehesa Clusters	Loose Muscatels

All varieties California Evaporated Fruits
 Franco American Plum Pudding, pound tins
 Glace Lemon, Orange and Citron Peels
 Batger's Nonpareil and Compote Jellies
 New Nuts, Tarragona S. S. Almonds
 Valencia Shelled Almonds, Barcelona and
 Sicily Filberts, Grenoble Walnuts.

Turner, Mackeand & Co. - - Winnipeg

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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.



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Are only
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by using

The **DAISY
THISTLE
ROSE** **BROOMS**

The best value, retailing at
20, 25 and 30 cents.

Lots of 5 dozen assorted freight allowed.

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BRITISH AND U. S. CONTRIBUTIONS TO OUR DUTIES.

AMONG the interesting features to be noted in the Trade and Navigation Returns just issued is one relating to the duty paid by British and American goods respectively.

A glance over the trade returns shows that only on six occasions during the last twenty-three years have our imports from Great Britain exceeded those from the United States, and yet, in spite of this fact, the greater proportion of the duties collected on the goods brought in from the two countries in question have invariably been borne by those from Britain.

But the disproportion between the duties paid by British and American goods has undergone a marked change since 1872, the most remote year to which the figures we have at hand carry us back.

In that year the proportion to the whole was 6.30 and 1.80 respectively. Last year, 1895, the proportions borne by each were 6.36 and 5.45. This, compared with 1894, was a decrease of .14 in the ratio on British goods and an increase of .58 on United States goods.

In 1872 the imports from Great Britain for home consumption were 58.87 of the whole, and those from the United States 32.70. Last year the proportions were 29.50 and 51.40 respectively, or an increase of 18.70 in American goods and a decrease of 9.37 in British goods.

Last year, however, is rather an unfair year by which to make comparisons of this kind.

What we import from Great Britain is largely finished products. From the United States, on the other hand, we bring in a great deal of raw material to be turned by us into the finished article. This not only explains why British goods pay a larger proportion of the duty, but, furthermore, it had

its influence in a marked degree on the imports from the respective countries for the fiscal year 1894-95.

As we pointed out a week ago in dealing with the returns, last year the importers of finished products, owing to the depression in the United States, and the influence it exerted on this country, were cautious to an unusual degree, a condition which naturally exhibited itself in the returns showing the imports from Great Britain.

As 1895 progressed it will be remembered the manufacturing industries in Canada began to put on their normal activity, with the result that more raw material was wanted. The imports from the United States would naturally reflect this. But, furthermore, the tide of imports from that country was augmented during the first half of the fiscal year 1894-95 by the influx of American finished products into Canada, the urgent need of money on the other side inducing the manufacturers there to slaughter the Canadian market in order to get the "needful." The British manufacturer, on the other hand, not experiencing the same acute depression nor the same pronounced need of money, did not resort to the same tactics.

Taking the more normal year of 1893-4 the percentage to the whole of the imports from Great Britain was 34.60, and from the United States 46.90, as compared with 29.50 and 51.40 last year, as already stated.

By way of comparison, it may be interesting to note that while our total exports to Great Britain in 1872 were but 30.40 to the whole, in 1895 they were 54. With regard to exports to the United States, in 1872 they were 43.85 to the whole, and in 1895 the proportion had fallen to 35.39. And our exports to the United States in 1895 were larger than for any previous year since 1883, while those to Great Britain were nearly seven millions less than in 1894, and about three millions less than in 1892 and 1893.

CAUSE OF LAST YEAR'S CHEAP CHEESE.

THE past year was not an altogether satisfactory one for Canadian cheese makers and dealers. The depression of 1893-4-5 the world over had something to do with it, but not all.

For the excessive stocks that existed last spring Canadians had themselves largely to blame.

The clean sweep of the awards which Canadian cheese made at the World's Fair stimulated enormously the production of cheese in Canada in 1894. When the storehouses and refrigerators throughout the country groaned with the quantity of cheese packed away in them, people groaned too, and charged that over-production was the cause. And there was over-production, inso-

far as the storehouses were overcharged, but scarcely in the sense that the market was over supplied.

The world over during 1893-4, it will be remembered, there was a gradual and unusual decline in the values of staple goods, with one exception. That exception was cheese, and it was accomplished by the manipulation of speculators, with the result that the price of cheese in Canada was ultimately a great deal above the parity of other food staples. With the realization of this fact consumers at home and abroad turned their attention to the foods that were cheaper; and what the consumers did the storekeepers had perforce to do likewise. This ultimately accomplished what, in the natural order of things would have been done before: it brought prices down.

Last year prices ranged from 5½ to 9c., while the year before, 1894, the range was from 9 to 11c. These latter figures were much about the same as those which obtained during the fat years, or the good times. Had the factorymen and exporters twelve or fifteen months ago conceded a cent or two per pound they would not have experienced the low values and unfavorable conditions to the extent they did, for the cheese would have gone into consumption and thus have prevented prices falling to the point they did, just as it is possible to save a dam by opening the sluice gates. When the price ultimately did go down consumption increased until to-day the tendency of values is again upwards.

While we would not for one moment say that there was an over-production of cheese in Canada, yet it is just possible we have reached a point where it is well to consider whether we are or not getting near that condition.

A gentleman who is acknowledged to stand in the first rank of cheese authorities on the continent expressed the opinion to THE CANADIAN GROCER the other day during a conversation on this particular subject that as far as quantity was concerned, cheesemaking in Canada had reached a point where it should stop, for the time being at any rate, and that factorymen should devote their energies to improving the quality, good and all as the quality is to-day.

THE CANADIAN GROCER does not know but what he is right. It is not enough that the quality of our cheese should be maintained: It must be improved, if from no other fact than that we have competitors who are assaying to climb to the high position we occupy as cheese-makers.

In Ontario alone there were in 1894 no less than 1,011 factories, producing 97,284,547 pounds of cheese, against 1,567 in the whole Dominion in 1891, and 709 ten years before. The growth has been, indeed, rapid, and it is well to be careful that we do not grow too fast.

CHEESE ADVANCING.

THOSE owners of cheese who have all along expressed a determination of holding for 9½c. per lb. are in fair way of receiving what they want and possibly more.

This is clearly shown by the more active demand that has been expressed during the past week for the product.

Fully 30,000 boxes of cheese, ranging all the way from summer to finest Quebec fall goods, have changed hands at ⅛ to ¼c. more per lb. than would have been paid last month.

This development tends to confirm what has been said by THE CANADIAN GROCER before, with regard to the cheese market. In fact, at the present writing it is extremely doubtful if any export buyer who went on the market to fill an order for, say 3,000 boxes or so, could do so unless he offered more than 9½c. per lb.

All this must be decidedly satisfactory to those who have stubbornly held on, for present indications point to even higher prices, and though the expectations of the more sanguine for from 1 to 1½c. per pound more may not be realized, it is safe to expect some advance on ruling values.

THE CATCH OF LAKE WINNIPEG WHITE FISH.

A few carloads of white fish from Lake Winnipeg have been received on the Toronto market during the past week or two. The fish shows exceptionally fine quality and demands slightly better prices than the ordinary white fish found on that market.

The outlook for this kind of fish is accounted to be more satisfactory than for some seasons.

Heretofore the catch has exceeded by far the capacity of the dealers to dispose of within a reasonable time to prevent their spoiling. The consequence was that fishermen and dealers every spring lost money on account of the low prices and the heavy losses entailed by the fish going bad.

Some time ago, however, the fishermen consummated an agreement to limit the catch to 1,200 tons. This is from six to eight thousand tons less than last year, and is expected to prevent the reckless waste of former years, and to net all concerned better prices.

FLOUR ACTIVE AT MONTREAL.

Although there has been no actual change in flour prices, the market in Montreal was a very interesting one during the past ten days or so, the volume of business transacted involving a sensible reduction in the stocks in store at that place.

At this writing the tendency of values is distinctly higher in consequence of the ad-

vance on Ontario grades at milling points of 10 to 15c.

Dealers generally state that they have seldom experienced a more active demand for flour at this season of the year.

Orders for Manitoba flour have absolutely poured in, a notable point in this connection being an active export enquiry. This has involved the turnover of some 10,000 barrels on this account, and the fact that millers' agents here have refused orders for fully 8,000 to 9,000 barrels from the Lower Provinces, because bids were too low to suit them, is an unusual circumstance in the flour market. They are not disposed to operate ahead either to any large extent at current rates.

To-day advices from Winnipeg to the two Manitoba milling firms in Montreal quoted wheat 3c. higher at all points, with 18c. freight, the best prices for choice goods being 43 to 44c. This is considered a strong point for an advance, especially as stocks here are only a little over those of last year, viz., 3,000 barrels.

OUR PICKLED EGGS IN BRITAIN.

CANADA'S export egg trade to Great Britain has been of a somewhat unique character during the past season. This applies particularly to the exports of pickled eggs, shipments of them having been very large.

The chief reason for the increase is no doubt due to improved methods of shipping.

Heretofore eggs have been shipped in cases holding 120 dozen, but this season the rule has been to send them in cases of 30 to 36 dozen each. These smaller cases have taken well, and largely increase the sale of Canadian pickled eggs in Great Britain. The steamer which last week left Portland for Liverpool carried 1,100 cases, and that from Boston for Glasgow 800 cases.

Stocks of pickled eggs in Canada are now generally conceded to be pretty well cleaned up.

As far as we can learn, fresh eggs have not done as well as would be desired on the English market. The chief reason appears to be that the eggs were not fresh enough to suit the taste of the English buyers, they being held too long on this side before favorable shipping weather developed.

This fact has increased the desire of shippers for facilities which will enable them to send their eggs forward whether the weather be warm or cold.

Our shipments of eggs to Great Britain for the fiscal year ending June 30th last aggregated 4,184,271 dozen, against 3,449,243 in 1894, and to the United States 2,256,518 against 1,611,881 dozen.

The panicky condition of the United States market prevents eggs being shipped to that country.

ORANGE-FLAVORED TEA.

The religious sentiment of many of the tea brokers in Toronto has not improved during the past couple of weeks. The cause is not their own natural tendency to evil, but an orange flavor which has permeated their samples of tea, which arrived by two mails in succession.

Tea is even more susceptible to foreign odors than a woman is to flattery. It does not matter whether the odors are sour or sweet, offensive or pleasant, tea will absorb them readily. The samples of tea in question were no exception to the rule. And although they were encased in tin packages, unsealed it is true, they partook of the flavor of the oranges which must have been near them in the ship's hold.

The samples were of course spoilt. If it was the value of the tea alone that was concerned the loss would not be of great moment, but as it prevents the broker from doing business in the particular teas of which they were the samples until fresh lots are sent out from London, the loss is considerable, and is sufficiently serious to demand the attention of the Post-Office Department in order that its repetition may be obviated.

ILL-LOOKING TEA PACKAGES.

EDITOR GROCER, — Can some of your good readers tell me why I cannot buy my Indian and Ceylon teas in nice neat packages similar to those which we now get our China and Japan teas in? It does not matter whether I order a 20-lb. box, or 50-lb. box, or 100-lb. box of these teas, they all come in such rough, untidy looking boxes that I am ashamed to put them in a conspicuous place in my store with my other teas.

The other day one of my best customers' little daughter came in for a pound of "your best Indian tea." I had not filled up my regular tea tin, so had to go to my store-room for some. My small but inquisitive customer following me, saw me take the tea for her order out of a box resembling an ash box, when she remarked: "Mother said it must be your best," and it took me some time to persuade her that anything good, let alone "best," could be contained in such a package.

I could mention several similar cases which have come under my notice, which shews that the public cannot understand this careless way of putting up an article more sensitive and requiring more care than any other article handled by a grocer any more than I can. Thanking you for the space and hoping that the packers of these teas may soon learn that "what is worth doing is worth doing well."

Yours, etc.,

NORMAN MCLEOD.

609 Dundas street, London.

TORONTO RETAIL GROCERS' ASSOCIATION.

MONDAY night's meeting of the Toronto Retail Grocers' Association was one of the most interesting that has been held for some time: It witnessed the inauguration of the officers elected at the December meeting, and the starting of the after-meeting social hour.

Retiring President F. S. Roberts occupied the chair, and among those present were: J. G. Gibson, R. B. Snow, F. W. Johnston, A. G. Booth, J. S. Bond (vice-president), R. Davies, D. W. Clarke, T. W. Squires, D. Bell, B. Panter, W. J. McCleary, R. M. Corrie (general secretary), Robert Mills (hon. secretary), Martin McMillan (treasurer), A. White (president-elect).

It was decided to defer till the next meeting the matter of considering an At Home.

Secretary Corrie brought up the matter of the cigar and tobacco license. Some of the members considered that the present license fee of \$5 should be reduced to \$1, and eventually a committee composed of J. G. Gibson, Robert Mills, A. White and F. S. Roberts were appointed to consult the civic authorities regarding the matter.

Hon. Sec. Mills presented the report regarding the special fund, showing a balance on hand of \$512 92.

Treasurer McMillan's report showed a balance on hand of \$253 in the general fund.

Gen. Sec. Muat-Corrie showed the membership of the association to be 148.

Mr. Roberts retired from the chair, and introduced the new incumbent, Mr. A. White, which event was characterized by much applause. Mr. White followed with a brief and pointed speech. He urged the members to attend the meeting regularly and to come in good time, as he was resolved on opening at 8.30 p. m. sharp. Any duty imposed upon a member should be performed willingly and with expedition. Among the opinions he threw out was one suggesting that the members of the association band themselves together for the purpose of purchasing their supplies in large lots and thus securing better discounts. He urged that by this means they would be better able to compete with the department stores.

A pleasing feature of the meeting was the voting of fifty dollars to Hon. Sec. Mills for services rendered during the two years he has filled his present position. Before the matter was brought up Mr. Mills was, according to prior arrangements, informed he was wanted at the telephone, and by the time he came back the necessary motion had been put and carried.

Mr. A. G. Marmion suggested that the association formulate some scheme whereby, in the event of a member losing his horse

through accident or illness, the other members might contribute a fund for reimbursing him. "I think the members of this association should help one another," he said. "Of course some of the members may be too well off or too proud to take the money—(laughter)—but we're not all rich." He gave notice that he would introduce the matter at the next meeting.

The meeting formally adjourned at 10 o'clock, and then a pleasant hour was spent in card-playing, checkers, parlor balls and other games. This was the first occasion this feature was introduced. It was voted a success, and will be continued hereafter.

LARD IS HIGHER.

Lard is occupying a good deal of attention on the Toronto market at the moment.

This is the season when prices are usually favorable to buyers, and, as a consequence, they anticipate their wants to a more or less extent. The extremely low range of values which has obtained up to within the last few days has stimulated the demand to such an extent that the producers have advanced prices three-quarters to one cent per pound, and still there is a good trade doing. Notwithstanding the advance prices are still about a quarter to half cent per pound below the range of values a year ago at this time.

The while the price of pure lard has been so cheap, the price of cotton seed oil, one of the ingredients in the compound article, is relatively high. These two factors have naturally caused a falling off in the sale of the latter.

PEEP INTO A COLD STORAGE WAREHOUSE.

The Toronto Cold Storage Co. has been a success from the first. The necessity for such a plant in a large centre like Toronto was felt for a long time. The new enterprise received immediate patronage from the city dealers, and has assisted these dealers to very materially increase their profits.

Country dealers should find it much to their advantage to send in poultry, eggs, etc., to the cold storage warehouse when it is considered advisable to hold them.

THE CANADIAN GROCER was shown through the large building on Jarvis street, occupied by the Toronto Cold Storage Co., a few days ago, and found a number of rooms filled with all kinds of things that were being kept to await the time when the sale of them would bring greater profits than if sold earlier.

There are sixteen rooms in the three floors, and they are all fitted up with the latest improvements in the way of refrigerators, hooks, etc.

QUESTIONS AND ANSWERS.

EDITOR GROCER.—As I know you have the interests of the trade at heart, and are always ready to supply useful information on topics pertaining to such, I would like your opinion in respect to these:

1. Stock-taking time, so much dreaded, is at hand. Providing both partners have equal shares in a business, and it is understood that each is to draw an equal stated amount out during the year for their private use: No. 1 overdraws his account during year \$100, and gives No. 2 a note with signature of the firm for the amount, drawing interest so as to balance both accounts and make them equal. How should the interest be paid: should No. 1 pay it out of his private funds, or should it be drawn out of the business?

2. We pay almost daily bills for freight from London, Hamilton and Toronto; also frequently we receive express parcels. We receive our bills and pay whatever is asked, not knowing whether rate is correct or not. We sometimes stumble on an error, but on the whole do the thing in the dark. Should not the railway furnish us with freight rates and classification of goods, showing rate on each, and Express Co. do the same.

3. Would it be possible for wholesale houses to mail invoice of goods same day as shipment. We often have goods knocking around and getting mislaid before invoice arrives, and I think the claim for shortage arises from that cause.

REMARKS—1. In the event of a partner drawing more than his share from the business the amount of such overdraft should be charged direct to his account. A note should be treated similarly, as the firm—having signed same—is directly responsible for its payment. The interest should be paid by the partner who obtained the loan, and certainly is not chargeable to the firm.

2. The railway and express companies will supply you with classification on your making application, this will enable you to check rates when goods are delivered.

3. Wholesale houses should send on invoices same day as goods are shipped, we know several that would not allow it to be otherwise. We believe a letter to the delinquents will have the desired effect.

THE EDITOR.

SETTLING UP TIME.

This is the month of the year when we ask our subscribers to "pay up." The process of their paying up is an exceedingly pleasant pastime to us, not alone for the many Two Dollars received, but for the many kind words from satisfied intelligent subscribers. Here are examples:

DEAR SIRs.—We herewith hand you five dollars in payment for our subscription for THE CANADIAN GROCER to August 31st, 1896, and one year's subscription for THE DRY GOODS REVIEW from January 10th. We find THE GROCER an invaluable paper, and no doubt THE REVIEW will, also, be its equal for pointers on trade and commerce.

Yours respectfully,
M. B. PERINE & Co.

That's not bad, is it? Here's another:

DEAR SIRs.—Having acquired the interests of Mr. Morris, of the firm of Morris & Co., in future please address THE CANADIAN GROCER to me. I enclose Dominion Express money order \$4.50, for payment in arrears and renewal subscription to THE GROCER and THE DRY GOODS REVIEW. I am very much pleased with THE GROCER and would not be without it if it cost double the price.

Yours faithfully,
Lacombe, Alta. M. J. MacLEOD.

How is this for a wind up?

DEAR SIRs.—Your traveler, or canvasser, called on us last week and we paid him \$3 for subscription to THE CANADIAN GROCER and THE DRY GOODS REVIEW. We couldn't keep store without these papers. Keep right on improving.

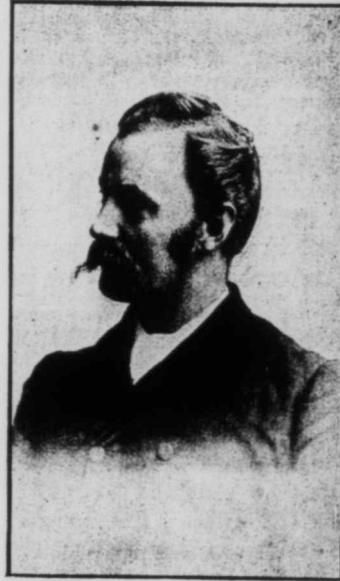
Yours truly,
Beamsville. BARRY & Co.

CITY TRAVELERS' NEW PRESIDENT

BY wire-pulling, pipe-laying and sundry other methods, men of mediocre ability may suddenly spring into positions, but they just as suddenly disappear. They have been found wanting when placed in the balance. The subject of the accompanying sketch, Mr. R. (Muat) Corrie, has for some years not only stood the test of business demands, but as an officer of business men's organizations he has for some years occupied a prominent position. For five years he has been secretary of the Retail Grocers' Association of Toronto, and ever since the inception of the City Travelers' Association he has been a prominent figure of that organization. In the latter association he has filled, as far as my memory serves, every office, the members a couple of weeks ago electing him to the presidency.

Mr. Corrie was born in Dumfries, Scotland. How long ago I don't know. Probably about 37 years, I should judge. But this reminds me that his real name is not Corrie. His right name is Muat. And the way in which his original name was lost sight of leads me to the conclusion that after all there is not much in a name sometimes. When he came to this country as a boy eighteen years ago it was to live with a guardian, whose name was Corrie. A good many people thought he was Mr. Corrie's son, and Corrie, of course, the boy Muat was

called by these. As no effort—continuous effort, at any rate—was made to disabuse their minds, his real name gradually became lost in that of his guardian. Those, however, who may contemplate leaving him



MR. R. (MUAT) CORRIE.

a million or two of dollars will please take notice that his name is R. Muat.

Mr. Muat-Corrie, for I suppose that is how I should really write his name, before coming to Canada had a good business

foundation laid. The most important part of it was during the five years he was with Dakin & Co., the oldest retail tea house in London, England. His first experience in Canada was with Swan Bros., of Toronto. Another well-known house with which he was later on was that of Robert Jaffray & Co., and then he was eight years with James Shields & Co., three of which he was foreman. Since then he has been city salesman for J. W. Cowan & Co., the Toronto Soap Works, and D. Williams & Son. For some years he has been carrying on with much success a manufacturers' agency.

Besides being well versed in business matters, he knows human nature pretty well—a valuable essential to a salesman, while his push and perseverance stand out as prominently as any other of his characteristics.

Mr. Muat-Corrie has had some experience as a soldier as well as a business man, having served five years in the Governor-General's Body Guard, and was sergeant in that regiment during the Northwest rebellion in 1885.

The public will not be kept much longer in suspense regarding the details of the Hudson Bay canal scheme. Col. Scoble is in Winnipeg promoting his application for a charter, but progress is slow owing to the disturbed condition of the Government. However, he has no reason to fear that he will not be successful.

Currants

We have sold thousands of cases of new goods and a reputation is established for the

HAYCASTLE and PARADISE BRANDS

When you want currants write us. If we cannot suit you on both prices and quality YOU ARE VERY HARD TO PLEASE... Our trade in this line is immense, because we always have repeat orders for the goods we handle.

Prices and Samples on application.

W. H. GILLARD & CO., WHOLESALE ONLY, HAMILTON, ONT.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

GROCERIES.

TRADE is not active. Such is not to be expected immediately after the holidays, when retailers are engaged in taking stock. Notwithstanding that business is quiet, it is the general opinion among wholesalers that the turnover is larger than it was this time a year ago. "We appear to be doing a great deal of what we usually do in February," remarked one wholesale man. An increased activity is reported for canned vegetables, particularly peas, although a fair proportion of tomatoes are going out. Teas of Ceylon and Indian growth and Young Hysons are receiving fairly good attention. Molasses are in good demand, with the price of the New Orleans kind dearer. In spice there is a fair demand for allspice, pepper and ginger. There has been no further quotable change in sugar, but the outside markets continue to gather strength. Foreign dried fruits are, as a rule, quiet.

CANNED GOODS.

The demand is fairly active for peas and tomatoes, an improved enquiry having developed for both. The feeling in regard to both these commodities is strong. Fruits are quiet and there are no new features in regard to salmon. We quote: Tomatoes, 77½ to 85c.; corn, 75 to 85c.; peas, 90 to 95c. for ordinary; sifted, \$1.25; extra sifted, \$1.35; peaches, \$2.90 to \$3 for 3's, \$1.90 to \$2 for 2's; raspberries, \$1.40 to \$2.00; strawberries, \$1.80 to \$2.45, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 85 to 90c.; gallons, \$1.90 to 2.25; salmon, "Horseshoe," \$1.35 to \$1.40; "Maple Leaf," \$1.35; "Lion," \$1.35 to \$1.40; Lowe Inlet, \$1.27 to \$1.30, in tall tins; cohoes, \$1.10 to \$1.20; canned mackerel, \$1.10 to \$1.20; lobsters, \$1.80 to \$2.10, for tall tins; flats, \$2.35 to \$2.65; half tins, \$1.45 to \$1.50; Canadian canned beef, 1's, \$1.35 to \$1.45; 2's, \$2.25 to \$2.35; 6's, 7.50 to \$8; 14's, \$15 to \$16.50.

COFFEE.

There is not a great deal doing, and there is no special feature to note. We quote green in bags: Rio, 19 to 21c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 33 to 35c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 25c.

SYRUPS.

There is the usual quiet demand for the season. We quote: Dark, 30 to 32c.; medium, 33 to 35c.; bright, 40 to 42c.

MOLASSES.

New Orleans molasses is about 4c. per gallon dearer than it was, and there is an active demand to note as a result. We quote: New Orleans, barrels, 32½ to 35c.; half-barrels, 35 to 37½c.; Barbadoes, barrels, 31 to 35c.; half-barrels, 33 to 37c.

SUGAR.

The outside markets continue strong, with an upward tendency. A cable received by

Warren Bros. & Boomer, on Tuesday, from London, announced that quotations for January had advanced to 11s., February to 13s., and June to 13s. 6d. The estimate on the Louisiana crop has been reduced 30,000 tons, Hawaiian, while it is said the rebels in Cuba have issued a proclamation forbidding grinding on penalty of the factories being destroyed. On the local market prices are firm but unchanged. There are a few car-load lots moving, but generally speaking the turnover is not large, although fair for the season. We quote: Granulated, 4½ to 4¾c.; yellows, 3½ to 4c. for dark and extra bright respectively.

SPICES.

There is a fair demand for pepper, ginger and cloves. A further advance has taken place in cream of tartar in the primary markets. 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.

NUTS.

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

TEAS.

In consequence of the exceptional values offering in Young Hysons, buyers have been tempted to enter the market a little more freely. China blacks—A few sales have been reported this week, with a little better enquiry for good liquoring Monings. Japan teas are neglected. In Ceylon teas the wholesale men have been buying for importation. The kind most in demand have been good mediums. Flavoury Pekoes are wanted, but buyers are rather reluctant to pay the price asked to-day in London for these teas. We quote ruling prices to retailers as follows: Young Hysons, 12 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

DRIED FRUITS.

Currants continue in fairly active demand. We quote as follows: Provincials, 3¾ to 4c. in bbls.; Fine Filatras, in bbls., 4¼ to 4½c.; ditto, half-bbls., 4¼ to 4¾c.; 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 7¾c.; Panaretas, in cases, 9c.

Valencia raisins continue firm with demand light. Stocks in New York are reported to be 12,000 boxes, compared with 136,000 boxes the same time last year. The

consumption there during December was over 30,000 boxes. We quote: Off-stalk, 4½ to 4¾c.; fine off-stalk, 5 to 5¼c.; selected, 6 to 6¼c.; layers, 6½c.

Further advances are to be noted in the price of Bosnia prunes, according to advices from Trieste. The advance is more marked in the smaller sizes, which are about 1s. 6d. dearer. The demand is fair on the local market and good demand is looked for later on owing to the small crop of domestic fruits. The higher grade prunes are also firmer in California. We quote prunes: Bosnias, "Sphinx" brand, "A," 65 to lb., 9c.; "B," 75 to lb. 7¾c., "U," 102 to lb., 6½ to 6¾c.; California prunes, 40-50, 10 to 10½c. per lb.; 50-60, 9½c. per lb.; 60-70, 9c.; 70-80, 8½c. per lb.; French, 5 to 6c.

California dried and evaporated fruits are quiet with very low prices offering for loose muscatels. Apricots are firm and dear. Peaches are steady with some lower grades offering. Peaches in bags are being offered by the wholesale houses as low as 8c. per lb. We quote: Apricots, 15 to 16c.; peaches, 8c., in bags, and 10 to 15c. in boxes; pears, 10½ to 12½c.; plums, 6½c. for unpitted, and 12½c. for pitted; nectarines, 11 to 13c.; loose muscatels, 5½ to 6½c. per lb.

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.

GREEN FRUIT.

Trade is seasonably quiet in all kinds of green fruit, and will remain so till milder weather sets in. The feature of the trade this week is a further decline in the price of oranges, which are from 25 to 50c. per box. We quote: Lemons—Messina, \$2.50 to \$3.50 for 360's and 300's respectively per box; Oranges—Jamaicas, \$4.50; fancy, \$5; California navels, \$4 to \$4.75; Valencias, 420's, \$4.25 to \$4.75; Jumbo's, 420's, \$6.25 to \$6.50; ditto, 714's, \$5.52 to \$5.75; Mexicans, \$5 to \$5.50 per box. Bananas, \$1.25 to \$1.75; cocoanuts, \$3.50 to \$4 a sack; apples, \$1.50 to \$3 a barrel; Malaga grapes, \$5 to \$7

The Largest Sale.

The Finest Flavored.

The Best Friend of the Grocer.

The Worst Enemy of the Pedlar.

"SALADA"

CEYLON TEA

P. C. LARKIN & CO.

25 Front St. East.

and TORONTO

318 St. Paul St., MONTREAL

Don't overlook the name

SURPRISE

That's the name of the Soap your customers find to be economical—to be worth its price.

BRANCHES—

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

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

per keg; domestic onions, 60 to 65c. per bag; Spanish onions, 40 to 50c. per small crate; sweet potatoes, \$3 to \$3.25 per bbl.; cranberries, \$10 per bbl., and \$3.50 per case; hickory nuts, \$1.50 to \$1.75 per bush.

BUTTER AND CHEESE.

BUTTER—Trade is still principally confined to large rolls, receipts of which are considerably in excess of requirements, and prices are easier. There is not much doing in creamery butter, owing, to some extent, to the low price of dairy rolls. We quote: Early summer dairy, store packed, 8 to 12c.; good to choice fresh packed, 14 to 15c.; large rolls, fresh, 13 to 15c.; dairy pound prints, 15½ to 17c. Fresh creamery—Tubs, 19½ to 20c.; do., pound prints, 21 to 22c.

CHEESE—There is no special feature to note, beyond the fact that the country market continues strong. We quote: Summer make, 9c.; Sept. and Oct., 9½ to 10c.

COUNTRY PRODUCE.

BEANS—Trade continues quiet. Prime medium are quoted at \$1 to \$1.10.

DRIED APPLES—Continue dull at 4c.

EVAPORATED APPLES—Business continues dull at 6½ to 7c.

EGGS—Fresh eggs are firm and wanted. We quote: Fresh, 17 to 18c.; packed, 14½ to 15c.

HONEY—A fair demand is being experienced for honey at quotations. We quote: Strained, clover, 10 to 10½c.; dark, 5c.; comb, clover, \$1.80 per dozen; dark, 84c. per dozen.

POTATOES—The market is a little easier at 20 to 23c. on track and 25 to 30c. per

bag out of store. The potato dealers are practically doing nothing.

TURNIPS—There is no local demand, but a good many are being exported to the Southern States.

POULTRY—Demand is limited. We quote: Geese, 5 to 6c. per lb.; turkeys, 7 to 8c. per lb.; chickens, 25 to 50c. per pair; ducks, 40 to 75c. per pair.

PROVISIONS AND DRESSED HOGS.

There has been a slight revival in the provision trade, especially in lard, which is about 1c. per lb. dearer. Carload lots of dressed hogs have changed hands on track at \$4.50 to \$4.60.

DRY SALTED MEATS—Long clear bacon, 6¼c. for carload lots, and 6½ to 6¾c. for small lots; backs, 7½c.

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

LARD—Pure Canadian, tierces, 7¾ to 8c.; tubs, 8 to 8¼c.; pails, 8¼ to 8½c.

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

DRESSED BEEF, VEAL AND MUTTON.

Trade is fairly good. We quote: Fore-quarters, \$2 to \$4 per 100 lbs.; hindquarters, \$5 to \$7.50, according to quality; lamb, 7½c.; mutton, 5½ to 6c.; veal, 5 to 6½c.

FISH.

Business is still light and prices unchanged. We quote oysters: Standards at \$1.30 to

\$1.35, and selects \$1.60. Fish are quoted as follows: Skinned and boned codfish, 6½c.; boneless fish, 3½ to 4c.; haddock, 5 to 6c.; Labrador herring, \$3.25 to \$3.50 per half barrel and \$5.50 to \$5.75 per barrel; Newfoundland herring, \$2.50 per half barrel, and \$4.50 to \$4.75 per barrel; fresh water salt herring, \$3 per barrel; blue-back herring, 3c.; pike, 6 to 7c. per lb.; flitch cod, 5c.; finnan haddies, 6½c.; Digby herring, in bundles of 5 boxes, 11c.; ditto, lengthwise, 10c.; large halibut, 12 to 15c.; Restigouche salmon, 20 to 25c.; British Columbia salmon, 13 to 14c.; mackerel, 20 to 25c.; steak cod, 6½ to 7c.; haddock, 5c.; black bass, 9 to 10½c. Fresh Lake Erie herring, \$4 per 100; whitefish, 8 to 9c.; salmon trout, 7½ to 8c.; Lake Superior whitefish, 8c.; Lake Winnipeg whitefish, 7½ to 8c.

FLOUR AND FEED.

WHEAT—Prices are higher than a week ago. We quote: White, 71½ to 72c.; red, 69c.; goose, 54c.

BARLEY—There have been sales on the street at 40 to 44½c.

OATS—Remain much as before at 28 to 29c.

FLOUR—The market is strong, with demand good. We quote: Old crop Manitoba patents, \$4.10, and bakers', \$3.70; new crop, patents, \$3.80, and bakers', \$3.50.

SALT.

Business has improved during the week, and is now good. Prices are unchanged. We quote at Toronto: In carload lots, \$1 per barrel, and 60c. per sack; in less than carload lots, \$1.05 per barrel and 65c. per sack. At the wells we quote: F.O.B.

THE TORONTO COLD STORAGE WAREHOUSE

All information from W. H. LECKIE, Manager.

THE TORONTO COLD STORAGE CO., LTD., TORONTO.

CANADIAN TOMATO CHUTNEE

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

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

Ask the Wholesale Houses for

Rossiter's Household Brushes

THE BEST.

GEO. ROSSITER - TORONTO

10 to 14 Pape Avenue.

Telephone No. 471.

Established 1870.

JOHN HAWLEY

Provision and Commission Merchant

Butter Lard Cheese
Eggs Apples Etc.

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

88 Front Street East, Toronto

Sea Food

"GEM OF THE SEA."

1 and 2 lb. Blocks.

"FAVORITE."

Pure Cod. 1 and 2 lb. Blocks.

"SATISFACTION."

Boneless Fish. 25 and 40 lb. Boxes.

PACKED BY

LEONARD BROTHERS

ST. JOHN, N.B.

JUST RECEIVED

Evaporated Peaches

Evaporated Apricots

Evaporated Apples

PRICES LOW. STOCK FANCY.

Write us for Quotations.

CLEMES BROS., TORONTO

barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

HIDES, SKINS AND WOOL.

HIDES—Steady, with demand fair. Dealers pay 5c. for No. 1; 4c. for No. 2; 3c. for No. 3. Cured hides quoted at 6 to 6¼c.,

CALFSKINS—6c. for No. 1, and 5c. for No. 2.

SHEEPSKINS—Unchanged at 80c.

WOOL—Trade quiet. Fleece combing is quoted at 23 to 24c.; clothing, 23c.; supers, 21 to 22c.; extras, 23 to 23½c.

MARKET NOTES.

Lard is about 1c. per lb. dearer.

Bosnia prunes are dearer in the primary markets.

Toronto dealers are shipping turnips to the United States.

H. P. Eckardt & Co. have a shipment of new shelled walnuts in store.

John Sloan & Co. are in receipt of a shipment of first Young Hysons.

A shipment of California fruits is arriving for Warren Bros. & Boomer.

The Eby, Blain Co., Ltd., have received a shipment of fine, highly polished fancy Patna rice.

Gunn, Flavelle & Co. report that their consignments of butter, poultry and eggs nearly doubled last year.

T. Kinnear & Co. are putting mixed "Victoria" package tea on the market in half and one pound packages.

H. P. Eckardt & Co. are in receipt of shipment of Atlas prunes, A, B and D brands. New goods in cases.

The Snow Drift Co. have just taken into stock another 100 sacks of directly imported Singapore pepper. The quality is even better than the last lot.

An attractive show card has been issued by J. W. Beardsley's Sons, New York. It represents a French cook holding up to view a package of Beardsley's shredded codfish.

The Eby, Blain Co., Ltd., have been appointed wholesale Canadian agents for "Mazawattee" tea, and, having taken over their entire stock, are in a position to fill orders for same.

The J. W. Beardsley's Sons' traveling cooking school, now touring Northwestern Ontario, is at Goderich. From there they go to Collingwood, and from thence to Wingham. This school will be kept on the

Graham, McLean & Co.

Produce Commission Merchants

77 Golborne St. TORONTO.

We solicit consignments of Butter, Eggs, Cheese, Poultry and all kinds of

FARM AND DAIRY PRODUCE

Send us a trial shipment.

We handle a special line of kettle-rendered Lard.

ENAMELINE.



"The Modern Paste Stove Polish" has the largest sale in the world.

Beware of imitation.

WM. H. DUNN,

Canadian Representative,
394 St. Paul St. Montreal

Rutherford, Marshall & Co.

Wholesale Produce and Commission Merchants

62 FRONT ST. EAST, - TORONTO.

Correspondence Invited.
Consignments Solicited.

EGG CASES SUPPLIED

Liberal advances made on consignments.

Bankers: Canadian Bank of Commerce.

W. N. LAZIER

Box 341, VICTORIA, B. C.

Agent for . . .

REMINGTON MACHINE CO.

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

COWAN'S COCOAS COFFEES CHOCOLATES AND ICINGS

are absolutely pure.
All orders promptly attended to.

THE COWAN CO., Ltd.

470 King St. West,
Toronto, Canada.

HAMS, BACON, SHOULDERS, SIDES

All guaranteed finest on the market.

LARD

T. R. F. CASE,

- SEAFORTH, ONT.

SOMETHING
DELICIOUS

PEACH JELLY WAFERS

Have a tin included in your next
biscuit order.JAS. M^CLAUHLAN & SONS Biscuit Manufacturers OWEN SOUND

road the greater part of 1896, teaching people how to cook Beardsley's cod, "Acme" beef and "Star" herrings.

The Port Fish Co. are in receipt of another carload of Lake Winnipeg white fish.

Griffin & Skelley have this week shipped their first carload of Washington California navel oranges.

D. E. Scott, of Port Hope, offers his business for sale, together with lease of premises. He does a good family trade. An advertisement in another page gives further particulars.

QUEBEC MARKETS.

MONTREAL, Jan. 16, 1896.

GROCERIES.

THE want of snow is a general complaint with the jobbing trade here, who assert that their business in Quebec, the Ottawa Valley and Eastern Ontario is seriously intertered with for this reason. The expectation was for a sensible improvement in the volume of business during the week under review, and the fact that it has not come is generally attributed to the above fact. Few features are to note, nor are there any changes in values in any of the important lines. Staple lines, such as sugar, tea, dried fruit, etc., continue precisely as they were, so far as the spot position is concerned.

SUGAR.

The sugar market continues firm, but business is quieter than it was, jobbers having supplied themselves. Demand from retailers is not brisk this week, and is confined to small orders. We quote granulated $4\frac{1}{2}$ to $4\frac{3}{4}$ c., and yellows $3\frac{1}{2}$ to 4c.

SYRUPS.

There is no change in syrups this week. The want of snow is interfering with the distributive movement in Quebec Province and also in Ontario. We quote $1\frac{3}{4}$ c. for ordinary, and $2\frac{1}{2}$ to 3c. for bright stock.

MOLASSES.

The local situation in molasses remains unchanged, business ruling quiet. We quote: Barbadoes, 36 to 37c., and Porto Rico, 34

to 35c. In a large way the only sales of importance have been some carload lots of Barbadoes at 35c.

RICE.

The rice market rules quiet and unchanged. 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.

There is no change in spices locally, and nothing very interesting in outside advices. We quote: Pure black pepper, 10 to 12c.; pure white, 15 to 22c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; ditto, best, 28 to 30c. per lb.; allspice, 12 to 15c.

COFFEE.

There is a fair demand for coffees of a jobbing character. Prices generally are steady as follows: We quote green in bags: Maracaibo, 20 to 21c.; Rio, 19 to 20c.; Java, 28c.; Jamaica, 20 to 21c., and Mocha, 32c.

TEAS.

The tea market is quiet and unchanged on the whole. Jobbers appear to be supplied for the immediate future, for they are not doing much either in Japans or medium priced China teas. In the former low priced teas continue scarce, but there appears to be enough of other kinds to go round without causing any special enquiry. Indian and Ceylon teas continue in fair enquiry in a jobbing way. We quote Japans: Low grades, 14c.; medium, 15 to 18c.; fine, 20 to 22c., and choice, 25 to 32c.

DRIED FRUIT.

There is a fair jobbing demand for Valencia raisins. We quote: Ordinary off-stalk, 4 to $4\frac{1}{4}$ c.; fine do., $4\frac{1}{2}$ to $4\frac{3}{4}$ c.; selected, 5 to $5\frac{1}{4}$ c., and layers, $6\frac{1}{2}$ to 7c.

No change is to note in California raisins, which meet a fair demand at $5\frac{1}{2}$ to 6c. for 3-crown, and $6\frac{3}{4}$ to 7c. for 4-crown fruit.

Table raisins are quiet and steady at present: We quote Malagas as follows: Extra loose muscatels, \$1.40; Imperial London layers, \$1.75; Imperial cabinets, \$1.90; Connoisseur clusters, \$2.20; extra dessert clusters, \$3; Royal Buckingham clusters, \$3.50.

Sultanas move quietly and steadily at $6\frac{1}{4}$ to $6\frac{1}{2}$ c. for ordinary grades.

Currants are in fair demand to fill up blanks in stocks. Prices are firm and advices from primary markets are equally so. We

quote: $3\frac{3}{4}$ c. in barrels, 4 to $4\frac{1}{4}$ c. in half-barrels, and $4\frac{1}{2}$ to $4\frac{3}{4}$ c. in cases.

A moderate demand is noted for prunes at steady prices. We quote: French, 5c.; Bosnia, 6 to $6\frac{1}{4}$ c., and California 7 to 10c. as to size.

Figs are steady and quiet at the following: Bags, 4c.; ordinary boxed, $8\frac{1}{2}$ to 9c., and fancy, 12 to 14c.

Dates are the same as noted last week, at $4\frac{1}{2}$ to 5c.

NUTS.

There is a fair reasonable trade in nuts, which is of the usual moderate volume characteristic of the season. We quote: Grenoble walnuts, $11\frac{1}{2}$ to $12\frac{1}{2}$ c.; filberts, $7\frac{1}{2}$ to 8c.; Tarragona almonds, $11\frac{1}{2}$ to $12\frac{1}{2}$ c.; new pecans, 9 to 12c., and new shelled walnuts, 18 to 20c.

CANNED GOODS.

There are few features to report in canned goods, any demand noted being confined strictly to supplying actual necessities. We quote: Lobsters, talls, \$8 per case; flats, \$9 to \$9.50; sardines, ordinary brands, \$7 to \$8.50; best brands, \$9.50 to \$10.50; salmon, \$1.25 to \$1.30 per doz.; tomatoes, 75 to 80c.; peaches, \$2 to \$2.25; corn, 85 to 90c.; marrowfat peas, 95c. to \$1; strawberries, \$2 to \$2.25; raspberries, \$1.75 to \$2; green gages, \$1.75 to \$2; blue plums or damsons, \$1.50 to \$1.75; pineapples, \$2 to \$2.25 and 3-lb. apples, 80 to 85c.

WINES AND SPIRITS.

Business in this branch of trade is motionless, aside from an occasional sorting order. Import business has not commenced yet on spring account.

GREEN FRUIT.

The green fruit market has exhibited a moderate degree of activity during the past week, but few new or striking features are to note.

ORANGES—These are not as active as they were, and prices are soft at the decline, viz.: Jamaicas, \$8 to \$9 per barrel, and \$4 to \$4.50 per box; Valencias, 420's, \$3.75 to \$4, and 714's, \$4.50 to \$5.

LEMONS—Continue dull and unchanged at \$2.50 to \$3.

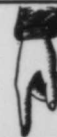
GRAPES—Malaga grapes move quietly and steadily at \$5 to \$6 per keg, as to quality.

CRANBERRIES—The easy feeling on these continues, and the range is lower at \$8.50 to \$10 per barrel, as to quality.

APPLES—Dull and easy in tone at \$2 to \$3.50, as to grade.

WE ARE
PAYING
CASH
FOR

DRIED-
APPLES-



W. B. BAYLEY & CO.
EXPORT BROKERS

42 FRONT ST. E. Toronto

ANOTHER CARLOAD

California Evaporated Fruit

IN BAGS

Prunes - - 90/100s.
" - - 80/90s.
" - - 70/80s.
" - - 60/70s.
" - - 40/50s.

Egg Plums.
Choice Bartlett Pears.
" Unpeeled Peaches.
Fancy Apricots.
" White Nectarines.

SULTANAS

We have 800 boxes 1894 fruit, in good condition.
which we will clear out at 4 cents. **IT'S A BARGAIN.**

Keep your eye open for
"KOLONA" next week

THE **EBY, BLAIN COMPANY** LTD.

WHOLESALE IMPORTING AND MANUFACTURING GROCERS

TORONTO - - ONTARIO

DRIED, ETC.—Dried apples range from 4 to 4½c., and evaporated, 6 to 6½c.

SPANISH ONIONS—There is no change in these, which we quote at 40c. per crate.

FISH.

The fish market has materially benefited by the cold weather, which has stimulated the jobbing demand on city account. Fresh herrings here rule scarce, but prices are unchanged. We quote: Fresh haddock and cod at 3½ and 4c.; pickled No. 1 Labrador herrings at \$5.25, No. 1 N.S. at \$4.25 to \$4.50; and ordinary grades \$3 to \$4 per bbl.; No. 2 Labrador salmon, \$13 per bbl.; B. C. salmon, \$10.50 to \$11; No. 1 lake trout, \$4.25 per keg; No. 1 green cod at \$4.25 to \$4.50; No. 2 at \$2.75 to \$3; No. 1 mackerel at \$20; No. 1 pickled sardines at \$4.50 per bbl. Dried and boneless cod, \$4.25 to \$4.50 per 100 lbs. for dried; 5½ to 6c. per lb. for boneless; 5c. per lb. for boneless haddock; 3¼c. per lb. for fish and 11c. per lb. for shredded. Smoked haddies, 6½ to 7c. per lb., kippered herrings at \$1.40 to \$1.50 per box, Yarmouth and bay bloomers at 90c. per box, and smoked herrings at 8 to 10c. per lb.

PROVISIONS AND DRESSED HOGS.

There is little change in the situation of the provision market. The demand for all lines is limited, and trade continues slow. We quote: Canadian short cut, clear, \$13.50; Canadian short cut, mess, \$14; hams, city cured, per lb., 9c.; lard, Canadian, in pails, 8c.; bacon, per lb., 9 to 10c.; lard, com. refined, per lb., 6¼c.

The demand for dressed hogs was fair, and the tone of the market is firm. Car lots of nice, fresh stock sold at \$4.80 to \$4.90 per 100 lbs., and in a jobbing way \$5.25 to \$5.50 was paid.

COUNTRY PRODUCE.

EGGS—There was no change in eggs, and values are steady. We quote: Boiling stock, 18 to 20c; Montreal limed, 14 to 15c.; western limed, 13½ to 14c., and held fresh, 13½ to 14c. per dozen.

BEANS—The demand for beans was slow and the market dull. We quote: Car lots of choice hand-picked at \$1 to \$1.05, and small quantities at \$1.10 to \$1.20.

POULTRY—Enquiry for turkeys was good, and nice fresh stocks have a ready sale at 7½ to 8c. Chickens are scarce and wanted, while ducks and geese are little enquired for. Choice fresh killed turkeys sold at 7½ to 8c.; chickens, 6 to 6½c.; ducks, 7 to 7½c., and geese at 5 to 5½c. per lb.

FLOUR, MEAL AND FEED.

The flour market has developed marked activity during the past week, and prices are much firmer than they were. We quote: Winter wheat, \$3.60 to \$3.80; spring wheat, patents, \$3.75 to \$3.85; straight roller, \$3.30 to \$3.40; straight roller, bags, \$1.60 to \$1.65; extra, bags, \$1.40 to \$1.45; Manitoba strong bakers', \$3.40 to \$3.65.

The demand for oatmeal was slow, and the market is quiet, with no change in prices to note. We quote: Standard, bbls., \$2.85 to \$2.95; granulated, bbls., \$2.90 to \$3; rolled oats, bbls., \$2.90 to \$3.

A fair business was done in feed, and the market is moderately active and steady. We quote: Bran, \$14 to \$15; shorts, \$15 to \$16; mouillie, \$19 to \$20.

CHEESE AND BUTTER.

The cheese market maintains its healthy tone, and buyers are picking up cheese wherever they find a seller. The latter,

however, are very firm in their views, being strongly disposed to obtain 9½c. and over for finest fall makes. So far, we have not heard of any important transactions on that basis, but it is reported that quite a few lots were put through to-day at within a fraction of that price. The public cable advanced 6d. to-day.

Butter continues quiet and steady in a jobbing way, at 20½c. for creamery, and 14 to 18c. for dairy stock.

HAY.

The firm feeling in hay has been accentuated since last writing, and prices are 50c. to \$1 per ton higher, at \$14.50 to \$15 for No. 1 and \$13.50 to \$14 for No. 2.

ASHES.

There has been an easier feeling in ashes, and under large receipts prices are 10c. lower, at \$3.60 for first pots and \$3.40 for seconds. Pearls are purely nominal in the absence of business.

MONTREAL NOTES.

J. A. Mathewson & Co. have just turned into stock a shipment of Lazenby's jellies.

Geo. Childs & Co. landed this week a shipment of Griffin & Skelley's fine Santa Clara prunes.

There are no Valencia raisins at all, from ordinary to fine off-stalk, in first hands here, of any consequence.

Rose & Lafamme note an increasing demand for Indian teas, "Ram Lal" sharing in it with other grades.

Laporte, Martin & Cie. call attention to their large stock of teas, full particulars being given in this week's advertisement.

A. P. Tippet & Co. note an increasing demand this season for the larger and finer sizes of Santa Clara California prunes.

The easier tone in raw sugar in Europe is attributed to political complications. It is not expected to have any effect on values here.

Laporte, Martin & Cie. received the first carload of a shipment of No. 1 Barbadoes molasses on Tuesday. Others follow during the week.

Joseph Tetley & Co. call attention to their new season's teas referred to in last week's advertisement. Samples sent on application.

H. & A. Allan have decided to use Radnor Water on their mail steamers. "We have had some of the Radnor Water analyzed and the result is highly satisfactory," they write.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., Jan. 16, 1896.

BUSINESS continues quiet, stocks held being large in many cases. In fact, they are larger than usual owing to prices ruling so low during the late fall and the last months of the year, particularly sugar, beans, flour, oatmeal, pork and lard. In some of these lines large quantities are bought ahead. It is a doubtful question if

there is an advantage in such large stocks in a market no larger than ours. In many cases the smaller dealers, often not strictly wholesalers, have been able to buy as low as the larger dealers, and in proportion have as large a stock. Then the presence of stocks in the hands of those anxious to do business tends to keep the price below the market, and a much smaller per cent. of profit is made, while interest, risk and labor is much more. The lack of snow has very much lessened the volume of business in all lines.

SALT—There is nothing moving; it is the dull season. Fair stocks are held here, some in bond, which is not usual. The fish caught at this season are sold frozen, which is one reason of the quiet. We quote: Coarse, 50 to 55c.; fine factory-filled, 95c. to \$1.10; 5-lb. bags, \$3.25 per bbl.; 10-lb. bags, \$3 per bbl.; 20-lb. boxes, 20c.; 10-lb. boxes, 12c.; cartoons, \$1.90 to \$2 per doz.; dairy, bulk, \$2.80 per bbl.; cheese, bulk, \$2.70 per bbl.

OIL—There is good business doing in burning oil, at even prices. The great bulk sold in the city is American. For one grade of Canadian as high a price is asked, but the larger quantity of the Canadian sold is at a lower price. In lubricating oil this the first season and little is doing. We quote: Best American, 23¼c.; best Canadian, 21½c.; prime, 19c. No charge for barrels.

CANNED GOODS—In all light groceries the movement is particularly small, there being not even the excitement of an advancing market. And then, when out of season, there is a less demand, as goods are bought largely to last through a season. No advertisements in THE GROCER are better gotten up, or attracting more interest, than those of the different canners. In salmon this year the chief brand on this market, or perhaps it would be better to say, the brand of which there is the largest quantity in stock, is the O-Wee-Kay-No. For some years it has been the British America, but the others this season were somewhat cheaper. We quote as follows: Corn, 85 to 90c.; peas, 90 to 95c.; tomatoes, 90 to 95c.; corned beef, 2-lb. tins, \$2.60 to \$2.75; 1-lb. tins, \$1.50 to \$1.60; oysters, 2's, \$2 to \$2.25; 1's, \$1.60 to \$1.65; peaches, 3's, \$2.85 to \$2.90; 2's, \$1.90 to \$2; lobsters, \$1.75 to \$2; haddies, \$1.40; salmon, \$1.35 to \$1.50; flat, \$1.75; clams, \$5.50 for 4 doz.; chowder, \$3 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1; pineapples, \$2.35; kippered herring, \$1.10; American peaches, \$2.40.

DRIED FRUIT—In this line there is little to say that is new. There is rather more inquiry for dried apples, and those holding Nova Scotia are beginning to want to sell; market is, however, dull. There is rather more movement in evaporated, though not any particular demand, prices being rather

PEASE MEAL

Is the lightest and best food for dyspeptics. The only genuine article manufactured in Canada is put up by

JAS. WILSON

Manufacturer of
Celebrated brands of

Monkland Mills

ROLLED
STANDARD and
GRANULATED

OATMEAL

Fergus,
Ont.

TRADE MARK
BEARDSLEY'S SHREDDED CODFISH

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.



Cottam's Celebrated Bird Seed

Is hard to beat, as everybody knows. The people will have it, and no stock is complete without it. Every packet contains Bird Bread, of which we are inventors, patentees and sole manufacturers.

BART. COTTAM & CO. - London, Ont.

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.

FOR **SMOKED MEATS**

**LONG CLEARS
 MESS PORK
 SHORT CUT PORK
 PURE LARD
 COMPOUND LARD**

Write for Prices. Send your ORDERS by mail.

Careful Attention. Prompt Shipment.

F. W. FEARMAN
 HAMILTON

firmer. Some are buying. The dates to hand this season are looking very nice. Prunes are quiet with a few California to hand. There are no California evaporated fruits moving. Peanuts are reported rather firmer. We quote: New Valencias, 5 to 6c.; new figs, 10 to 12c.; new 4-crown Cal. L. M. raisins, 6 to 7c.; new 3-crown Cal. L. M. raisins, 5 1/2 to 6c.; keg prunes, 4c.; boxes, 4 1/4 to 6c.; new Cal. L. L. raisins, \$1.50 to \$1.75; new currants, bbls., 3 1/4 to 4c.; half-cases, 4 to 4 1/2c.; new evaporated apples, 7 to 7 1/2c.; dried apples, 5 to 6c.; dates, 4 1/2 to 5c.; California evaporated peaches, 12 to 13c.; do. apricots, 12 to 14c.; do. pears, 12 to 13c.; clean currants, bulk 5 to 6 1/2c.; 1-lb. cartoons, 7 to 7 1/2c.; Canadian onions, \$2 to \$2.25 per bbl.; cocoanuts, \$4 to \$4.50 per 100; citron, 15 to 16c.; orange, 13 to 14c.; lemon, 12 to 13c.; Valencia layers, 6 to 6 1/2c.

GREEN FRUIT—Apples are rather higher; there is no large stock here. Nova Scotia exporters are well satisfied with returns from England. But few California oranges are yet to hand; a few Floridas are seen in the retail stores. They get 65c. per dozen, while Valencias are retailing as low as 17c. per dozen. Some West India oranges here are very nice quality, and retail at about 30c. In lemons, price is lower. Cranberries continue in light demand, owing to high price. The cold weather keeps movement light. Bananas are only seen in the retail stores. We quote: Lemons, \$3 to \$4; West India oranges, \$6 to \$7 per bbl.; Malaga grapes, \$5 to \$6; Valencia oranges, \$3.75 to \$4.50; Pippins and winter fruit, \$1.50 to \$3; native cranberries, \$8 per bbl.; Cape Cod do., \$11 to \$12 per bbl.

DAIRY PRODUCE—There is no improvement along these lines. Butter of medium quality continues plenty, with light sale, and while good is hard to get, there is difficulty in getting an extra price. Creamery prints are in but fair demand. In eggs, while high prices are paid for hennery stock, case eggs sell slowly. Cheese shows little improvement, there being but light demand, and English price is low. We quote: Cheese, 9 to 9 1/2c.; butter, 17 to 18c.; eggs, 17 to 19c.; fresh creamery prints, 23 to 24c.; tubs, 21 to 22c.

MOLASSES—Price is rather easier than was expected, though holders of good grades are not pushing sales except at firm figures. New Orleans in barrels, which has been so largely sold here, giving good satisfaction, is very firm, while syrup is also firm at quotation, showing a good demand. Stocks of Barbadoes, contrary to what was expected, are larger than at this season last year, and by some low prices are quoted. We quote: Barbadoes, 30 to 33c.; St. Croix, 30 to 32c.; Porto Rico, 34 to 36c.; syrup, 35 to 38c.; Trinidad, 32 to 33c.; New Orleans, bbls., 35 to 36c.

SUGAR—Price has been again advanced. Stocks held are in some cases reported large

ONIONS Just received a carload of

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

H. F. PRICE 102 Foundling Street **MONTREAL**

PUSH YOUR BUSINESS
 By offering that celebrated and well-known

BROCK'S BIRD SEED

In each 1-lb. packet there is a cake of Bird Treat, much appreciated by all Bird Fanciers.
NICHOLSON & BROCK - TORONTO

W.M. RYAN

PORK PACKER, WHOLESALE PRODUCE AND COMMISSION MERCHANT

70 and 72 Front St. East, Toronto

Liberal Advances made on Consignments.

Egg Cases Supplied.

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.

.. USE ..

"Maple Leaf" Brand

**Pure Lard
 Hams, Backs
 Breakfast Bacon**

D. Gunn, Flavelle & Co.

Pork Packers and Commission Merchants Toronto

We have in stock

FANCY

**Sweet Jamaica Oranges
 Valencia Oranges
 Messina Lemons**

All Much Lower in Prices. Send Us Your Orders.

HUGH WALKER & SON
 Guelph, Ont.

for this market, one firm holding over 4,000 barrels and another over 3,000, with other dealers well stocked. In the above there are some yellows, but the larger part is granulated. Demand is not large. We quote: Granulated, 4.60c. to 4.75c.; yellow, 3 1/2 to 3 3/4c.; Paris lump, 5 1/4 to 5 1/2c.; powdered, 5 1/4 to 5 1/2c.

FISH—Quite a quantity of frozen trout were received from Quebec during the past week. The arrivals of frozen fish have been light. A better business is expected this week. There is a good demand. A large business is also being done in shipping bloaters, haddies and boneless fish west. The West India market is still dull. Smoked herring move very slowly. Dry fish are firm. We quote as follows: Frozen herring, 60 to 70c. per 100; frozen cod and haddock, 2 1/4 to 2 1/2c.; bloaters, 60c.; haddies, 4 1/2c.; Medium cod, \$3.35 to \$3.50; large, \$3.65 to \$3.75; small, \$2.25 to \$2.50; pollock, \$1.50; bay herring, \$1.25 to \$1.30; Grand Manan, \$1.30 to \$1.40; rippings, \$1.65 to \$1.70; wolves, \$1.90 to \$2; Quoddy River, \$2.75 to \$3; smoked, 5 to 6c.; shad, half-bbl., pickled, \$4.50 to \$5; Canso, \$5; halves, \$2.75; Shelburne, \$2.75 to \$3 per bbl.

PROVISIONS—There has been quite an active week. Owing to advance in prices many dealers have bought quite largely in pork and lard. Though lard is firmer some of the lowest prices of the season have been quoted during the week. The advance in pork has so far been about 50c. per bbl. Beef as yet shows no change. Little business is yet doing in smoked meat except by local curers. We quote: Domestic mess pork, \$14.50 to \$15; American, \$14 to \$14.50; clear pork, \$15.50 to \$16; beef, \$13 to \$14; pure lard, 8 1/4 to 9c.; compound lard, 8c.; rolls, 8c.; hams, 10 1/2 to 12c.

FLOUR FEED AND MEAL—Market tends upward, and fair sales are reported by millers. A combine among the smaller Manitoba mills is reported, and they are making a push for business. In oatmeal there is also an advance, and dealers have bought largely in many cases ahead to arrive. Oats are also firm, though still low. Beans show no change, but the feeling is for higher figures. In hay price continues high, with large quantities going to the American market. Buckwheat meals show high demand. We quote: Manitoba, \$4.35 to \$4.60; best Ontario, \$4 to \$4.10; medium, \$3.90 to \$3.95; oatmeal, \$3.60 to \$3.70; cornmeal, \$2.30 to \$2.35; hand picked beans, \$1.20 to \$1.25; prime, \$1.10 to \$1.15; split peas, \$3.70; pot barley, \$4.10 to \$4.25; hay, \$12 to \$13; oats, 34 to 36c.; middlings, \$19 to \$20 on track; bran, \$18; buckwheat meal, domestic, \$1.25 to \$1.30; western, \$1.75 to \$2.

ST. JOHN NOTES.

About one car of fish per day is being sent west, largely haddies, bloaters, boneless cod and frozen fish.

John Sealy received a large consignment of frozen fish this week. He makes regular shipments west, where he has a large trade.

Brooms and brushes are being quoted rather lower. The most marked change is in brooms. The cause is the lower price of stock.

St. John merchants should push for a direct steamer to Porto Rico. Halifax now has one. We have fish and other goods to send. Porto Rico molasses is also a favorite here.

A large quantity of extra quality arrived here this season.

The exports of New Brunswick to the United States for 1895 exceed those for 1894 by \$807,000. The total exports aggregated \$2,219,000.

At the last meeting of the Board of Trade a letter was read from the Provincial Government promising co-operation in the matter of cold storage.

Quite a large seizure of bass under size was made here during the week. It is hoped this will stop a practice which hurts no one more than the fishermen.

J. K. Dunlop, Jr., has opened a hay, oats, feed and flour store on Mill street. He is in a new building fitted up for the business near the railway, and should do a large trade.

One shipper of cattle by the steamers sailing from here brought with him a car of feed to send across with his cattle. He was not a little surprised, as well as somewhat disappointed, to find he could have bought it better here.

SUGAR OF THE EMPIRE.

An English exchange says: At a meeting of the London Royal Colonial Institute at London, recently, a paper was read by Mr. Justice Conde Williams, of Mauritius, on "The Future of Our Sugar-Producing Colonies." Mr. Justice Williams said that the all-important question just now was, can the struggle against the bounty-fed product be longer maintained by our own sugar-producing colonies? If the home market alone were available the answer would be in the negative; but, fortunately, there were other markets in the great colonies and in the United States. In view of possibilities it was desirable in the case of all our West Indian possessions, and essential in the case of some of them, to maintain at all hazards the manufacture of sugar. This could only be done, without loss to the producer, by perfecting the methods of manufacture. The hour had arrived for adopting the central factory system, which was freely employed by other countries. British Guiana contained possibilities of wealth beyond the dreams of avarice. The colony was as large as the British Isles, and with a population of less than three to the square mile, its exports in 1893-94, in spite of all bounties and depression, amounted to nearly £2,500,000, of which more than £1,500,000 was in sugar and rum, and £500,000 in gold, obtained almost wholly from alluvial washing. The output of gold had increased tenfold during the past five years. Vast upland regions remained to be exploited, prolific in every resource and condition of tropical culture. Mr. Justice Williams said he believed in the hopeful culture of our sugar-producing colonies, no less than in the future of cane sugar itself, when at length freed from the subsidized competition of what was after all a very inferior rival."

E. T. STURDEE

Mercantile Broker,
Manufacturers' Agent,
ST. JOHN, N.B. Etc., Etc.
Wholesale trade only.

Cleaver's Toilet Soaps.
Bensdorp's Royal Dutch Cocoa.
Pyle's Pearline.

C. & E. MACMICHAEL,
40 DOCK ST., ST. JOHN, N.B.

EPPS'S COCOA

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

Special Agent for the Dominion
C. E. COLSON - MONTREAL

It's quality

that tells . . .
every time

. . . THE REASON THAT

GOLDEN FINNAN HADDIES

Still take the LEAD in canned haddies is that only the BEST fish are packed. Be sure and specify "Golden Brand" in your next order. Every can warranted.

Wholesale by
NORTHROP & CO.
Packers' Agents. ST. JOHN, N.B.

FISH * WITHOUT A BONE.

Ordinary Boneless Fish have some bones in them, but we now put up pure Codfish in 3-pound boxes

WITHOUT A BONE.

This is the best Fish packed in Canada, and very much superior to Fibred or Shredded Fish.

JOHN SEALY - St. John, N.B.

MOTT'S
DIAMOND
CHOCOLATE.
IS THE BEST.
ASK FOR
MOTT'S

DOES IT PAY *✓* **CERTAINLY IT DOES**



Take no chances. The quality is of the very best. The manufacturers guarantee the quality of

Dalley's Royal Hygienic Self-Rising Flour

to all customers. There is no trouble in selling these flours—Tea, Graham, Pancake and Buckwheat. Once your customers have tried them they will not take any other. Order at once from your wholesale house

Manufactured by **THE F. F. DALLEY CO., Ltd., Hamilton, Canada.**

Only the best fruit, thoroughly cleaned and picked, is used in making

CLARK'S ENGLISH MINGE MEAT

An Article fit for a King's Table.

Every package guaranteed to be as represented.

W. CLARK - MONTREAL

PURE

Maple Syrup

Finest quality. Write for quotations.

T. A. LYTLE & CO.

Vinegar Manufacturers,
TORONTO

DON'T DELAY

Order at once. The stock now on hand is limited. You want our goods. You may send in your order after the more wide-awake man has ordered ahead of you. Be first. The

"KENT" Canning and Pickling Co.
CHATHAM, ONT.

There's a ——— Subtle Something



In all our goods that makes them favorites wherever they are tried.

Purity of stock and strict attention to detail in manufacture ensures a superior article. This is why our goods never disappoint consumers, but grow in favor the more they are used.

DELHI CANNING CO.

DELHI, ONT.

HALIFAX TRADE GOSSIP.

THE reports from Toronto and Montreal of a rise in flour have not affected this market, and prices are not likely to change for some time at least. A good business is being done in Manitobas.

The local sugar market remains firm at prices quoted last week. The refinery is doing a good business.

Hay is in good demand. An Amherst firm is offering good prices for an exportable article. Halifax quotation is about \$11.50 in car lots, which is mainly for Quebec hay.

Stocks of creamery and roll butter are large, and the enquiry is only light. Creamery in tubs is worth 22c., and dairy rolls 18c.

"Eggs, 10 cents per dozen," was the sign displayed in an Argyle street store all last week. It did not attract custom, though it certainly attracted attention. Housekeepers fight shy of eggs at that price at this season of the year. Guaranteed fresh stock is worth 20c. retail.

The local cheese market is somewhat firmer, though prices have not come up any. Antigonish September is sold at 10½c.

The green fruit market is very quiet after the holidays. Stocks are light and there is little or no demand. Good eating apples are worth \$3. Grapes have gone up somewhat, \$6 being asked for heavy kegs. Valencia oranges are cheaper.

There is some enquiry from the west for frozen herring, but otherwise the fish market is without interest.

The demand for molasses is quiet. A sale of 100 puncheons Trinidad to Boston is reported.

P. E. Island potatoes were never so low in this market, and shippers are billed to lose heavily. They are selling at 15c. per bushel from schooner, which is only a small advance on first cost.

P. E. Island oats are in fair demand at 34c.

The provision market is unchanged.

Canned goods are meeting with little or no enquiry, but dealers look for business next month.

The poultry market is depressed. Good Ontario turkeys are retailing at 10c., and geese, ducks and chickens at proportionately low rates.

A fire at Kentville last Sunday destroyed the grocery stores of S. S. Strong, and Dodge & Dennison. Strong's loss is \$3,000, and he has \$1,200 insurance. Dodge & Dennison's loss is \$2,000, with \$500 insurance. The latter firm saved most of their stock.

THE CANADIAN GROCER is this week in receipt of a unique New Year's card from one of its old subscribers, A. Neilson, general merchant, Manitowaning, Ont. It is of birch bark with the letters and decorations in porcupine quills of green, purple, pink, yellow and white. We shall preserve it for posterity.

"CUTTING" IN PAPER.

EDITOR GROCER, — The "talk" about war, the dissolution, the bolters and the cut in price of paper and paper products, are stirring topics in Canada just now, and as we are getting a full share of attention from your readers in connection with alleged "cutting," permit us to say that every course and action leading to or encouraging these ends is disastrous.

Much of the "talk" is senseless and much of the "bluster" is reckless.

Some song writer has flippantly condensed England's position in the event of war into a couple of lines of jingle.

Permit us for the benefit of the trades interested in paper and paper bags to parody the rhyme—but not with less force and truth—so as to show our position, thus:

We don't want to cut, but by Jingo if we do,
We've got the mills, we've got the stock, we'll get the
business too.

It has been said that the action of "the bolters" reminds one of the pets of "Little Bo-Peep"; and this brings to us the recollection that we lost a few customers for paper last year and the year before because we would not then meet, with our better stock, an inferior sheet at a "cut" price. However, most of the friends who left us then have returned or are returning to the fold, for when left alone they all come home and bring their tails (tales of poor quality and indifferent treatment received elsewhere) behind them. Yours, etc.,

THE E. B. EDDY, CO., LTD.

Hull, Canada, January, 1896.

DEARTH OF GROCERY SALESMEN.

From all indications there is a rapidly increasing dearth of first-class traveling salesmen to travel among the grocery trade. In one Philadelphia newspaper of last Sunday there were eight advertisements for wholesale grocery salesmen. Six of these were by Philadelphia houses, and one by a New York house who wanted a Philadelphia salesman. The eighth was by another New York concern who wanted a Philadelphia manager.

The strong point of all these advertisements was that they all, in nearly the same words, stated that they were after men who had "established trade." Not a great while ago the supply of good salesmen was fully equal to, if not in excess of, the demand. The present tremendous competition, however, and the hundred and one schemes which are used to-day to capture trade, have resulted in a raising of the standard, so that the grocery salesman who could succeed five or ten years ago may be now very nearly a failure.

This condition means that there is a first-class chance for young men who want to make their mark in the world. A young man who has the selling talent is more in demand to-day than he ever was before. If

any young grocer or clerk reading this paper has the faculty of a salesman, he will do well to leave the retail grocery business for the wider and more remunerative field of road work.—Grocery World, Philadelphia.

P. E. I. WANTS A DIRECT STEAMER.

Great interest is being taken in Prince Edward Island in dairying, and a cold storage warehouse and a direct steamer to England are among the things hoped for in the near future. Since the first of the year a shipment of 15,000 lbs. fresh made butter was sent to Halifax for the English market. The central depot in Charlottetown turned out since December 3rd 25,000 lbs.; and another season a great deal more is expected. There are two other creameries at work, turning out about 5,00 lbs. each per week. The output of cheese during the season ending about October 31st was 1,750,000 lbs., and of butter 55,000 lbs. The manufacturing is in the charge of the Government.

PERSONAL MENTION.

Mr. C. E. Dubord, of Quebec, manufacturer of the "Dominion" and "Phoenix" matches, was in Toronto this week.

Mr. George Lightbound, of Montreal, is in Toronto this week looking up business.

Mr. Roberts, the northern "Snow Drift" man, is just in from his first trip north, and while trade is not booming, his men have met their obligations well. He looks forward hopefully to a fair year's work.

AGENCIES WANTED.

RESPONSIBLE MAN WANTS A FEW GOOD agencies—anything pertaining to liquor or grocery trades. Applicant has had connection with above trades for past twenty years. First-class references from best firms and banks in Montreal. Can give security if desired. Address V.P., care of E. Desbarats, 146 St. James Street, Montreal.

WANTED.

JOB LINES OF ELECTRIC OR OTHER SOAPS, Bath Brick, Shoe Blackings, Matches and General Grocers' Sundries, for spot cash. Russell in the Market, St. Lawrence Market, Toronto. (3)

BUSINESS CHANCES

IN A CITY OF 10,000—A PORK STORE—WELL fitted up for the business; will dispense with or without fixtures; going out of the retail trade. Apply office of this paper. (3)

\$3,000 WILL PURCHASE A HALF INTEREST in a well established manufacturing business; centrally located; an article handled by all grocers; purchaser to act as salesman. Address Box 3 GROCER. (3)

FOR SALE—GROCERY WITH LEASE OF PREMISES, live business, long established, best stand in town, good family trade in fine staple and fancy groceries, stock full and in first-class condition, good reasons given for selling. Personal inspection invited, or references given Montreal or Toronto. D. E. Scott, Port Hope, Ont. (5)

INSTANTANEOUS

TAPIOCA

PLEASES!

SELLS!

It Took Hard Thinking

to get this package right. We have to date received TWO COMPLAINTS of the bottom of the package bursting out—but there will be no more. We thank our friends who told us.



Push these and save your yearly bill for lamp glasses.

Each contains 1 lb. net of first-class Baking Powder.

PUT UP 1 DOZEN IN CASE

You can guarantee it.

Write us.

See our travelers

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

TRADE CHAT.

W H. Hill's grocery, Sarnia, was burglarized Friday night and some money and goods taken.

C. J. Northcott has removed his stock of groceries to Strathroy.

The private bank of Miller & Bouchier, Sutton, Ont., has stopped payment.

The M. C. R. are loading 168 cars of ice daily at Waterford. The ice is eight inches thick.

During 1895 the declared value of exports from Brockville to the United States was \$225,543, as against \$140,952 for 1894.

Several of the cheese factories in this neighborhood have their October and November cheese on hand yet.—Belmont Times.

Mr. Robert Hamilton, a merchant at Carman, is in the city, accompanied by his bride, nee McLaren, daughter of a prominent business man at St. Mary's, Ont. They are guests at the home of Mr. Thos. McKee, 276 Ellice street.—Free Press, Winnipeg.

A new classification sheet on through business has been issued by the Canadian Pacific Railway to affect all local points west of Port Arthur and all through business to points east of Port Arthur on the 15th

A number of important changes in the rules and regulations and in the classification of goods have been made.

Much interest is being taken in Bothwell in regard to oil at the present time. The Gatling well will be in shape for pumping just as soon as all preparations can be completed. The drilling at the Crowell well has been going on steadily, and this well will be pumping in a very short time. The Moore Bros. have shut down their well in order to rebuild their tanks, which were leaking badly. They have now got them in good repair, and again running, the well producing a good supply of oil.

The grocery store of J. M. Rousseaux, King street east, Hamilton, was entered by thieves Monday night and a large quantity of tea and coffee and \$9 in money stolen. The money was taken from the safe, the door of which had been unintentionally left open. This is another instance in which entrance was effected with the aid of a duplicate or skeleton key.

Large shipments of flour have been made from Minneapolis to St. John for shipment to Liverpool and London. Ninety-three carloads were delivered there in one day per C.P.R.

CHARLOTTETOWN, P. E. I., BOARD OF TRADE.

The annual meeting of the Charlottetown, P.E.I., Board of Trade was held in their room, Masonic Temple, Wednesday night, the 8th inst.

After the transaction of ordinary and important business, a resolution for the affiliation of the Charlottetown Board with the Maritime Board was passed, and Hon. Donald Farquharson was elected councillor for the Maritime Board.

The officers of the Charlottetown Board were elected as follows:

- President—P. Blake, re-elected.
- Vice-President—W. H. Aitken.
- Sec.-Treas.—B. D. Higgs, re-elected.
- Councillors—John Newson, S. W. Crabbe, T. Handrahan, H. Haszard, D. Laird, N. Rattenbury, C. Lyons and Ben. Rogers.
- Arbitrators—Thos. McLean, J. Newson, D. Laird, W. W. Beer, H. Haszard, N. Rattenbury, J. Paton, S. W. Crabbe, B. Rogers, J. J. Davies, J. T. Crockett, and W. W. Clarke.

A. T. CLEGHORN
 General Commission Agent
 Correspondence solicited.
LONDON, CAN.

Dinna ye hear the Slogan?

If you drink Whisky, drink

JOHN DEWAR'S SCOTCH

HONORS AWARDED

Purveyors by Royal Appointment to Her Majesty Queen Victoria. Under competition the only Scotch drawn at the Bars of the largest Caterers in the World, viz.: Spiers & Pond, Ltd. Diploma of Honor and Gold Medal, Edinburgh, 1890 (Highest Award).

MEDALS

Edinburgh	1886	Edinburgh	1890
Antwerp	1887	London	1890
Anglo-Danish	1888	Jamaica	1891
Cookery	1888	Food	1891
Brussels	1888	Tasmania	1892
London	1889	Dublin	1892
Melbourne	1889	Brussels	1893
Food (London)	1889	Chicago	1893
Sportsman	1889	Fisheries	1893
Paris	1889	Manchester	1893
Dunedin	1889	Brewers' Show, Manchester	1894
Military	1890		

National Trades and Industrial Exhibition, 1894, etc., etc.

Better Whisky cannot be had

AMERICAN TOMATO PACK.

THE sixteenth annual report of The American Grocer shows the total pack of tomatoes in 1895, in comparison with the output of previous years, and demonstrates that an earnest and successful effort has been made to bring supply and demand into their proper relation. The acreage was reduced in nearly every tomato-packing state; and this, coupled with unfavorable weather, a delayed season and early closing, resulted in a pack of 3,844,780 cases, against 6,686,979 cases in 1894—a reduction of 2,842,199 cases, or 42½ per cent. A careful study of the output for three years indicates that under normal conditions the annual requirements of the United States are amply met by a pack of 4,500,000 cases—in fact, the actual consumption has not reached that quantity. The total output in three years—1893-95—was 15,166,942 cases, a yearly average of 5,055,647 cases. Had not this supply been beyond requirements, the market would have advanced. The fact that prices throughout the year have ruled comparatively steady, at or below the cost of production, is sufficient evidence that the output has been enough greater than requirements to keep the market down. The law of supply and demand is inexorable, and if the former is below the latter, it is inevitable

that prices improve. They have not advanced, and the conclusion must be reached that invisible stocks are larger than estimated. The total output in 1895 and 1894 (revised to include districts not heretofore reported) compares with the pack of previous years as follows:

Year.	Cases of 2 doz. tins each.
1895.....	3,844,780
1894.....	6,686,979
1893.....	4,635,183
1892.....	3,366,792
1891.....	3,495,365
1890.....	3,166,177
1889.....	2,976,765
1888.....	3,343,137
1887.....	2,817,048
Total for nine years.....	34,242,226
Average per year.....	3,804,692
Average per year 1894-95...	5,265,879

PROSPECTING IN HAMILTON.

In a report of the meeting of the Finance Committee of the Council, The Hamilton Herald says: In connection with the application for exemption from taxation and water rates from the Aylmer Canning Co., Ontario Canning Co. and Simcoe Canning Co., there were several representatives of the companies present.

On behalf of the Aylmer Canning Co., which wished to come to this city if exemption could be secured, S. F. Washington spoke, calling attention to the fact that in

the packing season the company employed from 100 to 110 hands, and it would be a desirable enterprise to have in the city.

Chairman Colquhoun called attention to a letter from the Simcoe Canning Co., which has been paying taxes, but which would not care to go on doing so if exemption were granted an opposition firm.

President Marshall, of the Aylmer Co., said his company was the oldest of the kind in the country, and it was a company of high standing. He had been offered inducements to go elsewhere with his factory.

Alds. Watkins and McAndrews were opposed to the asked-for exemptions, the former reiterating strong objections to exemptions, and suggesting that all businesses in the city be exempted.

A motion to the effect that the requests be refused was about to be put, but at Lawyer Washington's request the committee decided to allow the matter to go over for the new Finance Committee to attend to.

TO OUR SUBSCRIBERS.

We want our subscribers to let us know if they do not receive their copy of THE CANADIAN GROCER regularly every week. Every Thursday evening of every week of every month of every year, without exception, this paper has been mailed, but notwithstanding great care on our part, we are frequently in receipt of complaints regarding its non-delivery. The publishers are not to blame, and unless subscribers notify them promptly, errors cannot be rectified.

S. & H. HARRIS'S HOUSEHOLD REQUISITES.



SOLD EVERYWHERE.

Ebonite Blacking

(WATERPROOF.)

FOR BOOTS AND SHOES.

Does not Injure the Leather



Trade Mark.

Requires No.. Brushing

..ASK FOR IT..

MANUFACTORY: LONDON, E., ENGLAND.





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

EWING, HERRON & CO.
**Have Tons
OF CARRAWAYS**

Recleaned and double sifted. Samples and quotations sent on enquiry.

Trade Mills - - Montreal

WESTERN Incorporated 1851.
ASSURANCE COMPANY

Fire and Marine

Capital - - - \$2,000,000.00
Assets, over - - 2,375,000.00
Annual Income - 2,200,000.00

Head Office: TORONTO, ONT.

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

TEAS

New Ceylons and Assams in store and arriving. Also good values in Japans, Young Hysons and Congous.

JOHN SLOAN & CO.

Wholesale Grocers TORONTO

Y. Hysons

New Season Moyune, good style and liquor

10c., 12c., and 15c.

Warren Bros. & Boomer

WHOLESALE GROCERS
35 and 37 Front St. East, Toronto.

NOW IN STORE

Excelsior Vostizza Currants
Cases and Half-cases.

Perfecto Vostizza Currants
Cases and Half-cases.

London Layers. Black Baskets.

A full and complete stock of Christmas Fruits.

T. KINNEAR & CO.

49 Front St. E., TORONTO.

J. W. Lang & Co.

Have in stock . . .

Martin Wagner's Pineapples eyeless and coreless "Extra."

Martin Wagner's Pineapples eyeless and coreless "Fine."

Curtice Bros.' "Monroe Brand" Strawberries.

Shredded Codfish, "pkges." Very fine.

J. W. Lang & Co.

59, 61 and 63 Front Street East Toronto.

YOU MAKE
40% Profit

If you sell our soaps and they sell at sight.

Write for prices.

P. M. LAWRASON
London, Ont.

Teas

SPECIAL VALUE IN INDIAN AND CEYLON : : : : :

Shipments now coming to hand.

PERKINS, INCE & Co.

TORONTO.

THE NEW VEGETABLE

Hulled Corn

In 3-lb. handsomely labelled cans.

90c. per dozen

SMITH & KEIGHLEY

9 Front St. E. TORONTO.

HINTS TO YOUNG GROCERS.

If accident and luck put the young grocer in a store that does more than support him comfortably, the road to success is straight and pleasant, says Retail Grocers' Advocate. All he has to do is to stay there and save his money. But if his first store happens to be one in which he can hardly make a living, while his capital is hardly enough for his business, the greatest business ability would not be of much avail. He may work hard but he makes no headway. All he can do is to sell his store and start elsewhere. He is fortunate if he finds a buyer in due time at a price that will enable him to buy a paying store; but if he cannot sell out to advantage, he is unfortunate indeed if he does not realize enough to procure a good store with it. To buy a store at a small price is like gambling at best. A good store commands a price, and if the young grocer cannot pay it, the history of the next store will be the same as that of the first, and the grocer may never be well on his feet. This has been the fate of many an able and hard-working grocer. But very often failure in the grocery business is due to causes that can easily be avoided, and the experience of one should be a lesson to the other.

The grocer's business policy should be in harmony with his neighborhood. If his store is in a first-class neighborhood he should be careful about the quality of his

goods, for his customers will care more for good quality than low prices. If he is in a low neighborhood, he must be prepared to sell cheap and work hard. His hours must be longer and his clerks must work harder too. In order to make his clerks work hard, he must set them an example by working hard himself.

Never have too many clerks. If two clerks can do your work, they will do it better than three. Necessity will make them work quick, and their minds will be more centred upon their work than if you had an extra clerk, and all had more time to think of other things. If business drags along slowly, think of ways and means to draw new trade, and ask advice from your fellow grocers, who may be able to give you pointers.

Join the grocers' association, where you will get acquainted with people from whom you can learn.

If you have neglected to do these things in the old year, think of them in the new year.

CANADIAN FOODS IN NORWAY.

C. E. Sontum & Co., Christiania, Norway, commercial agents for the Government, announce that they have sold several carloads of Canadian rolled oats, wheat flour, evaporated apples, etc., during the last couple of months. Rolled oats they buy in barrels of 180 lbs., evaporated apples in

boxes of 50 lbs. each. Of fresh apples are only wanted Baldwins (red). Of wheat flour they handle all grades, but mills that export Manitoba flour made from hard wheat can do large business in the Scandinavian countries if able to compete with United States mills. C. E. S. & Co. think there could be sold large quantities of Canadian cheese in the Scandinavian countries, and would like to correspond with an exporter. They answer cheerfully all questions in regard to Canadian export.

U. S. AND CANADA SALMON PACK.

M. S. Lowenthal, of San Francisco, has issued a prepared statement of the pack and distribution of canned salmon on the Coast for 1895. The pack is estimated as follows:

	Cases.
Columbia River.....	634,900
Other Oregon rivers.....	230,110
Alaska.....	607,048
California.....	26,000
British Columbia.....	603,068
Total.....	2,101,116

The shipments from San Francisco by water, from June 1, have been as follows:

	Cases.
To England.....	497,984
To other foreign ports.....	46,770
To New York.....	180,294
Total from San Francisco.....	725,048
From Columbia River direct.....	78,201
From Puget Sound direct.....	17,313
From British Columbia direct.....	351,434
Total by sea.....	1,171,996

Storekeepers

who cater to a country trade must keep

Salt

to suit their customers.

A MEDIUM GRAIN SALT is what farmers require. We sell it.

The Canada Salt Association
CLINTON, ONT.

BROOMS . . .

BROOMS

OUR BRANDS:

Imperial	Gold Medal	Victoria
Bamboo Carpet	Standard	Leader

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

CHAS. BOECKH & SONS
Manufacturers. TORONTO, ONT.

CONFIDENCE

in the merits of the goods you sell is an important element of success.

JOHNSTON'S
FLUID BEEF

can always be sold with the most absolute guarantee that it is the best beef preparation. We will back you up in this statement to the fullest extent.

THE JOHNSTON FLUID BEEF CO. MONTREAL.

MARINE INSURANCE

The Mannheim Insurance Company

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

Further particulars obtainable by applying to Local Agent, or to

JAMES J. RILEY & SONS
Managers for Canada — Montreal

Notice

TO THE WHOLESALE
TRADE ONLY . . .

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

CIGARETTES

All kinds of Cigarettes from \$2.50 per 1,000 to \$10 per 1,000.

CIGARS

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

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

J. M. FORTIER

MANUFACTURER

141 to 151
St. Maurice Street **Montreal**

JAPAN TEAS "New Season's"

FROM 13½ CTS. UP.

Best value in Canada to-day. See our travellers or write for samples.

J. F. RAMSAY & CO.

WHOLESALE TEA IMPORTERS

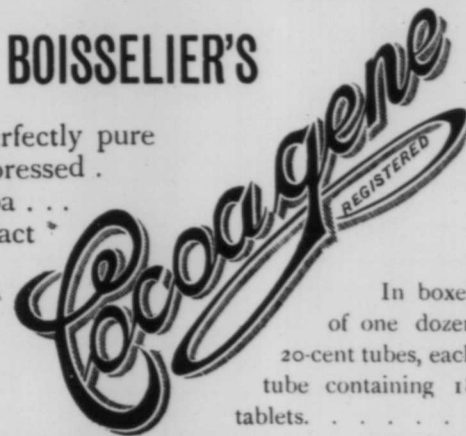
14 and 16 Mincing Lane

Toronto.



BOISSELIER'S

A perfectly pure
compressed
Cocoa . . .
Extract



In boxes
of one dozen
20-cent tubes, each
tube containing 18
tablets.

One Tablet makes an excellent Cup of Cocoa.

ALL LEADING GROCERS KEEP IT.

TEAS TEAS TEAS

We have a very large assortment of JAPANS, HYSON and GUNPOWDER TEAS on hand just now, and for quality and price it would be hard for us to replace them. . . . We specially recommend the "Victoria" and "Princess Louise" Brands for those in search of a good selling Japan. Put up in 5, 10, 20, 30, 40, 50 and 80-lb. packages. **SAMPLES SENT ON APPLICATION.**

LAPORTE, MARTIN & CIE.

MONTREAL

Appleton's India & Ceylon Teas

THE "TAPIR" BRAND.

SOLD IN LEAD PACKETS

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



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

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!!**

PUREST & BEST

Windsor Fine Salt

In Barrels, 200lb. Sacks and 50lb. Sacks is shipped in car lots

to all parts of Canada. The Salt is the finest made and the best for general farm use. Our barrels are machinery made and one end carries a neat paper label. The sacks are made of superior bleached Jute, and will stand more handling than the ordinary salt sacks. A glance at the cut will convince you that the appearance of our barrels and sacks is a great help in selling the salt. Write us or our agents for prices or samples.



The WINDSOR SALT WORKS, WINDSOR, ONT.

1896

Will be a

Banner Year

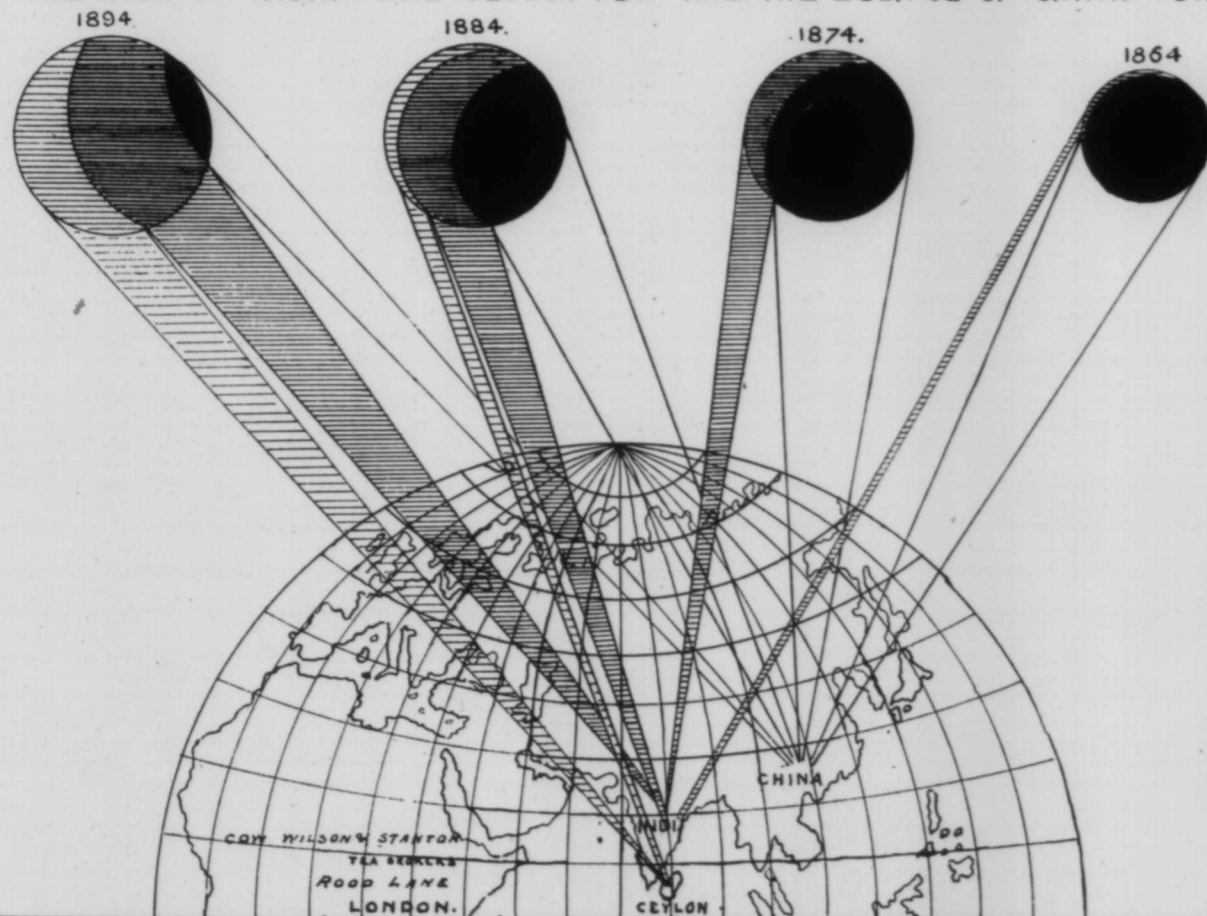
for

YOU if you will buy and use

Ceylon Teas

Ask your wholesale grocer for Ceylon Teas. They are all **GOOD.**

THE RISE OF INDIAN AND GEYLON TEA AND THE ECLIPSE OF CHINA TEA



THE AREA IN EACH CIRCLE REPRESENTS THE QUANTITY OF TEA CONSUMED IN GREAT BRITAIN IN THE YEAR NAMED

▨ REPRESENTS INDIAN TEA. ▨ REPRESENTS CEYLON TEA. ■ REPRESENTS CHINA TEA

SUGAR SITUATION IN CUBA.

Willett & Gray publish the following upon the situation in Cuba: "A certain number of plantations at Pinar del Rio, Havana, and part of the province of Matanzas are now grinding; but the totality of those in the eastern and central part of the island, with the only exception of two or three at Manzanilla and one at Guantanamo, owing to the war still raging in said regions, are as yet unable to start the crop. The invasion by the rebel forces under the command of Meximo Gomex and Maceo, of the province of Santa Clara, or more recently of that of Matanzas, has given scope to the destruction of several plantations and numerous cane fires, the weather prevailing for several weeks past having placed the fields under the most favorable conditions to be quickly and thoroughly destroyed. It is said that in the sole district of Cienfuegos the quantity of cane burnt is enormous and represents a loss of above \$8,000,000; were plantations able to immediately grind the burnt cane, a certain quantity of same might as yet be made available for sugar manufacturing, but unfortunately such is not the case and the totality of the cane that has been in contact with the flames may be considered as irremissibly lost and on this account the production next year will be reduced to an extent that cannot as yet be fully ascertained even in an approximate manner."

BIT OFF THE PICKLES' ENDS.

A Ludington grocer, according to an exchange, was giving instruction to a green clerk. The most important thing, he said, was to give customers exactly what they wanted. If they wanted "black-strap" molasses, flavored with "nigger's heels," instead of crystal syrup, that was what they ought to get. The clerk would thus please both the customer and his employer. The same afternoon a lady called in a cutter to order some cucumber pickles. "I am very particular" said she, "about the form and shape of my pickles, and I will show just what I want." She picked up a small, well formed sample, bit the end off to taste it, and then held it up. "There," said she, "I want them just like that—that is very nice." Imagine the horror of the lady when the pickles were brought out at a select tea, with every one bit off at the end. There was a rumpus in the store next morning and the new clerk went out into the cold, cheerless world. The proprietor said he liked exact and obedient clerks, but this fellow pleased him "too, well."

Siamese Twins

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

MANUFACTURERS' LIFE INSURANCE COMPANY

HEAD OFFICE, Toronto, Can.

The Secret of the Canary Breed-ers of the Hartz Mountains

BIRD MANNA is a great seller. Price \$1.50 per frame of 18 cakes. Order at once from your wholesale house. Bird Book Free.

T. J. COOKE & CO. - Montreal
Agents for Canada.

PILKINGTON'S POWDERED PERFUMED LYE

"BELL BRAND" in 1-lb. tins.

Dillon & Co.'s Baking Soda

"BELL BRAND" in 1-lb. packages.

Ask your wholesale grocer for them.

"Going to Insure"

The man who is simply "going to insure" is usually no better than the man who hasn't made the decision. In fact, he is usually worse, because he has considered the subject and been convinced of his duty, but has not done it. Life Insurance is emphatically a matter in which "nothing is done so long as anything remains undone."

Send at once to the Head Office of the Confederation Life Association, Toronto, and you will receive by return of mail full information in regard to their new Unconditional Policy.

Confederation
Life
Association

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



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

THE NEW WOMAN

WON'T HAVE OLD TAPIOCAS

SHE WANTS

INSTANTANEOUS



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



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

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

THE TEST OF TIME

Awards the palm to that

CAPITAL COFFEE



WITCHKLOTH

The latest and best for cleaning Gold, Silver, Brass, Nickel, Copper, Bicycles, etc. **Retails at 15c.** Send small sample order.

Sole Agency for Canada
 TEMPLE BUILDING, 113a, MONTREAL

New York Fancy Brand. Have a good light. Use



Every Oil known to trade and industry—wholesale.

NOVA SCOTIA FIBRED CODFISH

REPRESENTS the highest achievement in the art of curing and preparing Codfish ready for cooking.

NOTHING is used in this product but the finest of shore Codfish especially cured and dried for it.

THE disagreeable odor usually considered to be a necessary evil to be endured while cooking Codfish will be found to be entirely lacking in this.

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

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

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

The Gulf of Georgia Cannery

MALCOLM & WINDSOR, Ltd.

Sole Proprietors, and Agents for

"Ice Castle Brand" Canned Salmon

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

FACTORY, Steveston, B.C.

OFFICE, Vancouver, B.C.



Free . . .

a handsome Glass Jar with . . .

Tutti Frutti

Get one from your wholesaler. Send postal to us for elegant signs to decorate your window.

ADAMS & SONS CO.

11 & 13 Jarvis Street, Toronto

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

TA. GARLAND, general merchant, Portage la Prairie, has compromised with his creditors at 60c. on the dollar. The liabilities are about \$200,000, and the assets, nominally the same, consist of stock (\$40,000) and lands (\$160,000). The real estate is held in trust by Mr. J. K. Macdonald. Mr. Garland is one of the largest retail dealers in the Northwest.

A. Gerinani, groceries and liquors, Montreal, has assigned.

Chas. Rowe, grocer, Belleville, is offering to compromise.

C. Turgeon, general merchant, St. David, (Levis Co) has assigned.

Robert J. Jukes, general merchant, Spring Hill, N. S., has assigned.

Peter Sinclair, general merchant, Isaac's Harbor, N. S., has assigned.

P. B. Coyne, general merchant, Portage du Fort, Que., has assigned.

A. F. Duclos, general merchant, Duclos, Que., is asking an extension.

Joseph Boujie, general merchant, St. Louis de Gonzagne, has assigned.

W. D. McDougall, general merchant, Whycocomagh, N. S., has assigned.

Ross & Rourke, grocers, etc., Penetanguishene, have assigned to A. Thompson.

The stock of tobacco of N. F. Harbottle, Toronto, has been seized by the landlord.

J. D. White & Co., grocers, Montreal, are offering to compromise at 20c. on the dollar cash.

J. Armstrong & Co., grocers, Peterboro, are offering to compromise at 40c. on the dollar.

The stock of T. H. Carvell, general merchant, Hampton, has been seized under bill of sale.

W. English, commission, fruits and auctioneer, St. John's, Newfoundland, has assigned.

E. A. Piche, general merchant, Drummondville, Que., has assigned to Kent & Turcotte.

Geo. Lambert, grocer, Bienville, Que., is importuning his creditors to accept 20c. on the dollar.

R. Sleep & Co., general merchants, Seagrave, have been closed out under a chattel mortgage.

A. L. De Courvel, trader, Arthabaska, Que., is offering to compromise at 20c. on the dollar.

David Moreault, general merchant, St. Ange's de Laval, Que., has assigned to Kent & Turcotte.

W. C. Ross, jr., general merchant, Hoptown, has called a meeting of his creditors for 25th inst.

J. B. Gould & Co., general merchants, Havelock, are offering to compromise at 65c. on the dollar.

J. H. Ross & Son, general merchants, Iroquois, have assigned to Sheriff McIntyre, and a meeting of creditors will be held on the 22nd inst.

Hart Bros., of Castleton, general storekeepers, have assigned to W. A. Campbell. The liabilities are placed at \$3,000, with assets nominally the same.

W. H. Smith, general merchant, Oakville, has assigned to Thomas Howarth, banker of the same place. A meeting of the creditors has been called for the 28th.

B. S. Moorehouse, general merchant, of Newbury, has assigned to Henry Barber & Co. The liabilities are estimated at \$5,400. A meeting of creditors has been called for the 22nd.

John Graham, Charles McLean and Donald Munro have been appointed trustees of the estate of Wm. Gibson, general merchant, Benton, N. B., under the Absconding Debtors' Act.

A meeting of the creditors of the estate of R. Fisher, Hagersville, general storekeeper, was held in Assignee Tew's office this afternoon, when inspectors were appointed and the assignee instructed as to the disposal of the estate.

CHANGES.

James Johnston is starting in the grocery business in Montreal.

Mrs. J. S. Young, grocer, Brockville, has sold out to Robert Davis.

D. Manchester, general merchant, Huntley, has sold out to T. Cathcart.

M. Schroeder, general merchant, Chesley, has been succeeded by W. Schroeder.

T. W. Evans, baker and confectioner, Glencoe, has sold out to J. A. McLachlan.

Huston & Co., general merchants, Glencoe, have been succeeded by A. Finlayson.

C. B. Gordon, general merchant, Manitou, Man., has been succeeded by the Donaldson Trading Co.

Mary A. Dawson, wife of R. J. Logan, has been registered proprietress of the London and Ceylon Tea Co., Montreal.

SALES MADE AND PENDING.

Thomas Lamb, grocer, Montreal, is offering business for sale.

J. C. Price, general merchant, Wheatley, is advertising business for sale.

The stock of the estate of F. D. Cherrier, grocer, Hamilton, has been sold.

The grocery stock of Malcolm MacDonald, Montreal, is to be sold by auction.

N. Cressman & Co., general merchants, Baden, Ont., are advertising business for sale.

The general stock of L. Paquette, Windsor Mills, Que., has been sold at 51c. on the dollar.

The grocery stock of the estate of J. N. S. Hoover & Co., Toronto, is advertised for sale by tender.

PARTNERSHIPS FORMED AND DISSOLVED.
Papineau & Tellier, general jobbers, Montreal, have dissolved.

Joseph Daoust, general merchant, Vendome, Que., has assigned.

Durant & Beckstead, general merchants, Chesterville, have dissolved. M. Durant continues.

G. E. Forbes, W. E. Forbes and A. P. Forbes have registered a partnership to carry on business as wholesale grocers in Montreal.

James Rutherford and Stuart C. Durand have registered to carry on business in Montreal as tea merchants under the style of Rutherford, Durand & Co.

FIRES.

The bakery of Black Bros., grocers, etc., Amherst, N.S., has been burned.

DEATHS.

Geo. Middlemas, sr., general merchant, Caledonia Corner, N.S., is dead.

SUGAR CONSUMPTION.

Mr. James Dunn, of London, in his annual sugar circular gives the following interesting comparison of the consumption of sugar in the Atlantic States and the United Kingdom:

Years.	Through the Four Atlantic Ports. Tons.	In the United Kingdom. Tons.
1884.....	935,648	1,080,212
1885.....	993,409	1,153,581
1886.....	1,022,584	1,038,407
1887.....	1,097,493	1,197,599
1888.....	1,088,909	1,146,478
1889.....	1,046,254	1,253,728
1890.....	1,150,054	1,216,284
1891.....	1,466,294	1,327,452
1892.....	1,421,290	1,289,542
1893.....	1,400,000	1,320,000
1894.....	1,550,000	1,360,000
1895.....	1,520,000	1,450,000

"SILICO"

THE UP-TO-DATE

CLEANING SOAP.

Cleans quickly and...

DOES NOT SCRATCH

Try a Three-Dozen Case for \$2.25.

For Sale by Grocers and Druggists.

BLAIKLOCK BROTHERS

Customs Brokers
Forwarders
Warehousemen

41 Common St. - Montreal

Correspondence Solicited.

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



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

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

WRITE FOR PRICE LIST

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of

25 cents

HARDWARE AND METAL, Toronto

Union Mutual Life Insurance Co.
OF PORTLAND, MAINE

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

MAINE NON-FORFEITURE LAW

WALTER I. JOSEPH, Manager

Room 2, 162 St. James Street, Montreal

It's Natural

to suppose, when we are making satisfactory shipments to our present customers, that we can do the same for you; isn't it? It's also natural that we should wish to increase our business, and would like to have your trade. We sell Salt in car lots. When you want anything in salt write US.

The Toronto Salt Works

128 Adelaide Street East
TORONTO, ONT.

Toronto Agents for the Windsor Salt Works.

THE . . .

Sydenham Glass Co. of Wallaceburg

Limited

WALLACEBURG, ONT.

Manufacturers of

Prescription Ware
Flasks and Liquor Bottles
Celebrated Beaver
Fruit Jars, Jelly Jars

PRIVATE MOULDS A SPECIALTY



OILS
OVALS
SALADS
SAUCE

BOTTLES

PICKLES
PANELS
BEER and
MINERAL

We make bottles of extra weight to order. We invite inquiry relative to lettered ware and bottles from private moulds. Prompt attention to orders and inquiries. Mention this journal.

Toronto Representative: **G. A. McCANN, 208 Dundas St.**
Tees & Persse, Winnipeg. **Martin & Robertson, Vancouver and Victoria.**
Agents for Manitoba and Northwest Territories. Agents for British Columbia.

Fine Fruit Tablets

ENGLISH FORMULA TABLETS

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

G. J. HAMILTON & SONS

PITOU, N.S.



Jams, Jellies and Marmalades



Don't buy cheap and adulterated goods at any price. If you have any regard for your customers and their trade, keep in stock only pure and reliable goods. We guarantee Southwell's strictly pure, made from finest selected fruit by most improved processes.



Agents for the Dominion

**ASK YOUR WHOLESALE
FOR PRICES OF SOUTHWELL'S**

Frank Magor & Co.,
16 St. John St., Montreal.

CURRENT MARKET QUOTATIONS

TORONTO, Jan. 16, 1896.

This list is corrected every Thursday. The prices are solicited for publication, and are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations in this department are under the direct control of the Editor, and are not paid for or doctored by any manufacturing or jobbing house unless given under their name, the right being reserved to exclude such firms as do not furnish reliable information.

BAKING POWDER.

Snow Drift—	
1/4 lb. tins, 4 doz. in case.....	\$0 75
1/2 " " " " " " " " " " " "	
1 " " " " " " " " " " " "	2 00
3 " " " " " " " " " " " "	6 50
5 " " " " " " " " " " " "	10 00
10 lb. boxes.....	per lb. 16
30 lb. pails.....	16
Dominion—	
1/4 lb. tins, 4 doz. in case.....	per doz. 1 00
1/2 " " " " " " " " " " " "	1 75
3/4 " " " " " " " " " " " "	3 00
10 lb. boxes.....	per lb. 20
30 lb. pails.....	20

PURE GOLD.

5 lb. cans, 1 doz. in case.....	19 80
4 lb. cans, 2 doz. in case.....	16 00
3 1/2 lb. cans, 1 and 2 doz. in case.....	10 50
16 oz. cans, 1, 2 and 4 doz. in case.....	4 80
12 oz. cans, 2 and 4 doz. in case.....	3 60
8 oz. cans, 2 and 4 doz. in case.....	2 40
6 oz. cans, 2 and 4 doz. in case.....	1 80
4 oz. cans, 4 and 6 doz. in case.....	1 25
10 cent can.....	0 90



Cook's Friend—	
Size 1, in 2 and 4 doz. boxes.....	\$ 2 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 " " " " " " " " " "	80
" 12, in 6 doz. boxes.....	7 1/2
" 3, in 4 " " " " " " " " " "	45
Pound tins, 3 doz. in case.....	3 00
oz. tins, 3 doz. in case.....	2 40
oz. tins, 4 " " " " " " " " " "	1 10
lb. tins, 1/2 doz. in case.....	14 00

W. H. GILLARD & CO., PROPRIETORS.

Diamond—	
1/4 lb. tins, 4 doz. cases.....	0 67 1/2
1/2 lb. tins, 3 doz. cases.....	1 17
1 lb. tins, 2 doz. cases.....	1 98

LUMSDEN BROS.

Boston Baking Powder, 1-lb. tins.....	\$1 25
Standard Baking Powder, 1-lb. tins.....	1 50
Jersey Cream B'kg Powder, 1/2-lb. tins.....	75
" " " " " " " " " " " "	1 25
" " " " " " " " " " " "	2 25

BLACKING.

DAY & MARTIN'S BLACKING.

Paste. (Boxes of 3 doz. each.....)	per gross. \$ 2 40
No. 1 size (4 gross to a case).....	3 30
No. 2 size " " " " " " " " " "	5 00
No. 3 size " " " " " " " " " "	6 85
No. 4 size " " " " " " " " " "	9 00
No. 5 size " " " " " " " " " "	6 00
Emboss'd 97 4 " " " " " " " " " "	6 00
Liquid.....	per doz. \$ 3 30
Pinta, A (6 doz. per bbl).....	2 25
" " " " " " " " " " " " " " " "	1 25
1/2 " " " " " " " " " " " " " " " "	1 25
Russet Paste. (3 doz. in box).....	per gross. \$ 3 75
No. 1. In tins.....	5 65
" 2. " " " " " " " " " " " "	7 85
" 3. " " " " " " " " " " " "	7 85
Russet Cream. (1 gross cases).....	per doz. \$ 0 80
No. 1. In bottles.....	1 60
" 2. " " " " " " " " " " " "	1 90
" 3. " " " " " " " " " " " "	1 90
" 4. " " " " " " " " " " " "	2 60

Polishing Paste. (3 doz. in box).....	per gross. \$3 75
No. 1. In bottles.....	5 65
" 2. " " " " " " " " " " " "	7 85
Polishing Cream. (1 gross cases).....	per doz. \$0 80
No. 1. In bottles.....	1 35
" 2. " " " " " " " " " " " "	2 25
" 3. " " " " " " " " " " " "	1 90
In Metal Tubes.....	per doz. \$0 80
Small. In patent stoppered bottles, sponge attached.....	1 35
No. 1. " " " " " " " " " " " "	25 00
" 2. " " " " " " " " " " " "	per gross. \$4 00
P. G. FRENCH BLACKING.....	per gross. \$4 00
1/4 No. 4.....	4 50
1/4 No. 6.....	7 25
1/4 No. 8.....	8 25
1/4 No. 10.....	8 25
P. G. FRENCH DRESSING.....	per doz. \$2 00
No. 7, 1 or 2 doz. in box.....	1 25
No. 4, 1 or 2 doz. in box.....	per gross. \$ 9 00

BLACK LEAD.

Reckitt's Black Lead, per box.....	\$1 15
Each box contains either 1 gross, 1 oz., 1/2 gro, 2 oz., or 1/4 gro. 4 oz.	
Silver Star Stove Paste.....	\$9 00
Dixon's Carburet of Iron Stove Polish, 70c doz.....	7 20

BLUE.

KEEN'S OXFORD.....	per lb. \$0 17
1 lb. packets.....	0 17
1/4 lb. " " " " " " " " " " " "	0 17
Reckitt's Square Blue, 12-lb. box.....	0 17
Reckitt's Square Blue, 5 box lots.....	0 16

CORN BROOMS

CHAS. BOECKH & SONS.....	per doz. net. \$3 65
Carpet Brooms—	
" Imperial, extra fine, 8, 4 strings.....	3 45
" " " " " " " " " " " "	3 25
" " " " " " " " " " " "	3 25

"Victoria," fine, No. 8, 4 strings.....	3 30
" " " " " " " " " " " "	3 10
" " " " " " " " " " " "	2 90
"Standard," select, 8, 4 strings.....	2 75
" " " " " " " " " " " "	2 60
" " " " " " " " " " " "	2 40

CANNED GOODS.

Apples, 3s.....	\$0 85	\$0 95
" " " " " " " " " " " "	2 00	2 25
Blackberries, 2.....	1 75	2 10
Blueberries, 2.....	0 90	1 00
Beans, 2.....	0 75	0 95
Corn, 2s.....	0 75	0 95
Cherries, red pitted, 2s.....	2 00	2 25
Peas, 2s.....	0 90	0 95
" " Sifted select.....	1 05	1 10
" " Extra sifted.....	1 65	1 75
Pears, Bartlett, 2s.....	1 65	1 75
" " " " " " " " " " " "	2 40	2 40
Pineapple, 2s.....	1 75	2 40
" " " " " " " " " " " "	2 40	2 50
Peaches, 2s.....	1 90	2 20
" " " " " " " " " " " "	2 65	3 00
Plums, Green Gages, 2s.....	1 85	2 00
" " " " " " " " " " " "	1 60	1 75
" " " " " " " " " " " "	1 60	1 75
Pumpkins, 3s.....	0 85	0 90
" " " " " " " " " " " "	2 10	2 25
Raspberries, 2s.....	1 40	2 00
Strawberries, choice, 2s.....	1 90	2 40
Succotash, 2s.....	1 15	1 15
Tomatoes, 3s.....	0 80	0 95
Lobster, talls.....	1 75	2 25
" " " " " " " " " " " "	2 30	2 60
Mackerel.....	1 10	1 20
Salmon, Sockeye, talls.....	1 35	1 40
" " " " " " " " " " " "	1 55	1 75
" " " " " " " " " " " "	1 15	1 20
Sardines, Albert, 1/2 s tins.....	0 13	0 13
" " " " " " " " " " " "	0 20	0 21
" " " " " " " " " " " "	0 12 1/2	0 12 1/2
" " " " " " " " " " " "	0 11	0 11 1/2
" " " " " " " " " " " "	0 10 1/2	0 11
" " " " " " " " " " " "	0 15 1/2	0 16
" " " " " " " " " " " "	0 16	0 17
Sardines, other brands 9 1/2 11.....	0 23	0 25
" " " " " " " " " " " "	0 35	0 40

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

When you buy

STARCH

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

EDWARDSBURG STARCH CO.

Cardinal, Ont

Sardines, Amer., 1/2 s	0 04 1/2	0 09
1/2 s	0 09	0 11
Mustard, 1/2 size, cases	10 00	11 00
50 tins, per 100		
MARSHALL & CO., SCOTLAND.		
Fresh Herring, 1-lb.	1 10	1 15
Kippered Herring, 1-lb.	1 65	1 90
Herrings in Tomato Sauce	1 70	1 90
Herrings in Shrimp Sauce	2 00	
Herrings in Anchovy Sauce	2 00	
Herrings a la Sardine	2 40	
Preserved Bloaters	1 85	1 90
Real Findon Haddock	1 85	1 90

CANNED MEATS.

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

Acme Sliced Beef.

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

Beardsley's Boneless Herring.

per doz. 2 doz. 1 4



Codfish.

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

CHEWING GUM.

ADAMS & SONS CO.		per box
Tutti Frutti, 36 5c bars		\$1 20
Pepsin Tutti Frutti, 23 5c packages		0 75
Pepsin Tutti Frutti, in glass-covered boxes, 23 5c packages		0 80
Homebound Tutti Frutti, glass tops, 36 5c packages		1 20
Cash Register, 300 5c bars and pkgs		15 00
Tutti Frutti Show Case, 180 5c bars and packages		5 50
Glass Jar with Pepsin Tutti Frutti, 115 5c packages		3 75
Tutti Frutti Girl Sign Box, 160 5c bars and packages		6 00
Tutti Frutti Cash Box, 160 5c bars and packages		6 00
Variety Gum (new), 150 1c pieces		1 00
Orange Blossom, 150 1c pieces		1 00
Flirtation Gum, 150 1c pieces		0 65
Monte Cristo, 180 1c pieces		1 30
Mexican Fruit, 36 5c bars		1 20
Sappota, 150 1c pieces		0 90
Orange Sappota, 160 1c pieces		0 75
Black Jack, 115 1c pieces		0 75
Red Rose, 115 1c pieces		0 75
Magic Trick, 115 1c pieces		0 75
Red Spruce Chico, 200 1c pieces		1 00

CHOCOLATES & COCOAS.

CADBURY'S.		per doz.
Cocoa essence, 3 oz. packages		\$1 65
Mexican chocolate, 1/4 and 1/2 lb. pkgs.		0 40
Rock Chocolate, loose		0 37 1/2
" " " " 1-lb. tins.		0 40
Cocoa Nibs, 11-lb. tins.		0 40
TODHUNTER, MITCHELL & CO.'S.		per lb.
Chocolate—		
French, 1/4 s—6 and 12 lbs.		0 30
Caracas, 1/4 s—6 and 12 lbs.		0 35
Premium, 1/2 s—6 and 12 lbs.		0 50
Sante, 1/4 s—6 and 12 lbs.		0 25
Diamond, 1/4 s—6 and 12 lbs.		0 22
Sticks, gross boxes, each		1 00
Cocoa—		
Homeopathic, 1/4 s, 8 and 14 lbs.		0 30
Pearl		0 25
London Pearl, 12 and 18 "		0 22
Rock		0 30
Bulk, in boxes		0 18
Royal Cocoa Essence, packages		1 40
EPPS.		per lb.
Cocoa—		
Case of 112 lbs. each		0 35
Smaller quantities		0 37 1/2

FRY'S.

(A. P. Tippet & Co., Agents.)		per lb.
Chocolate—		
Caracas, 1/4 s, 6-lb. boxes		0 42
Vanilla, 1/4 s		0 42
"Gold Medal" Sweet, 6 lb. bxs.		0 29
Pure, unsweetened, 1/2 s, 6 lb. bxs.		0 42
Fry's "Diamond", 1/4 s, 6 lb. bxs.		0 24
Fry's "Monogram", 1/4 s, 6 lb. bxs.		0 24
Cocoa—		per doz.
Concentrated, 1/4 s, 1 doz. in box		2 40
" " " " 1 lbs.		" "
" " " " 1/2 lbs.		" "
Homeopathic, 1/4 s, 14 lb. boxes		0 33
" " " " 1/2 lbs. 12 lb. boxes		0 33

JOHN P. MOTT & CO.'S.

(R. S. McIndoe, Agent, Toronto.)		per lb.
Mott's Broma		0 30
Mott's Prepared Cocoa		0 28
Mott's Homeopathic Cocoa (1/4 s)		0 32
Mott's Breakfast Cocoa (in tins)		0 45
Mott's No. 1 Chocolate		0 30
Mott's Breakfast Chocolate		0 28
Mott's Caracas Chocolate		0 40
Mott's Diamond Chocolate		0 22
Mott's French-Can Chocolate		0 18
Mott's Navy or Cooking Chocolate		0 27
Mott's Cocoa Nibs		0 35
Mott's Cocoa Shells		0 05
Vanilla Sticks, per gross		0 90
Mott's Confectionery Chocolate		0 21
Mott's Sweet Chocolate Liquors		0 19

COWAN COCOA AND CHOCOLATE CO.

Hygienic Cocoa, 1/2 lb. tins, per doz.	\$3 75
Cocoa Essence, 1/2 lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb.	0 20
Diamond Chocolate, 12 lb. boxes, 1/4 lb. cake, per lb.	0 22 1/2
Royal Navy Chocolate, 12 lb. boxes, 1/2 lb. cake, per lb.	0 30
Mexican Vanilla Chocolate, 12 lb. boxes, 1/4 lb. cake, per lb.	0 35

WALTER BAKER & CO.'S.

Chocolate—		
Premium No. 1, boxes, 12 lbs. each.		0 42
Baker's Vanilla in boxes, 12 lbs. each.		0 50
Caracas Sweet, in boxes, 6 lbs. each.		0 37
Vanilla Tablets, 416 in box, 24 boxes in case, per box, net.		4 20
German Sweet Chocolate—		
Grocers' Style, in boxes, 12 lbs. each.		0 25
Grocers' Style, in boxes, 6 lbs. each.		0 25
Eight cakes to the lb., in box, 6 lbs. e.		0 25
Soluble Chocolate—		
In canisters, 1 lb., 4 lb. and 10 lb.		0 50
Breakfast Cocoa—		
n bxs, nd 12 lbs. each, 1/2 lb., tins.		0 49

COFFEE.

Green.		per lb.
Mocha		0 28
Old Government Java		0 30
Rio		0 20
Plantation Ceylon		0 29
Porto Rico		0 24
Guatemala		0 24
Jamaica		0 21
Maracaibo		0 21
TODHUNTER, MITCHELL & CO.'S.		
Excelsior Blend		0 34
Our Own		0 32
Jersey		0 30
Laguaya		0 28
Mocha and Java		0 35
Old Government Java		0 30
Arabian Mocha		0 30
Maracaibo		0 28
Santos		0 25

DRUGS AND CHEMICALS.

Ahm	\$0 02	\$0 03
Blue Vitriol	0 06	0 07
Brimstone	0 03	0 03 1/2
Borax	0 10	0 12
Camphor	0 80	0 85
Carbolic Acid	0 25	0 50
Castor Oil, 1 oz. bottle, p. gross		4 20
" " " " 2 " " " "		6 00
" " " " 3 " " " "		8 40
" " " " 4 " " " "		10 00
" " " " 1/2 pint " " "		12 00
Olive Oil, 1/2 pta., 2 doz. to case, per case		1 25
" " " " pints, 2 doz. to case, per case		2 50
Epsom Salts	0 02	0 02 1/2
Extract Logwood, bulk	0 13	0 14
" " " " boxes	0 15	0 17
Gentian	0 10	0 13
Glycerine, per lb.	0 17	0 18
Hellebore	0 16	0 17
Iodine	5 50	6 00
Insect Powder	0 26	0 30
Saltpetre	0 08 1/2	0 09
Soda, Bicarb. per keg	2 75	2 90
Sal Soda	1 00	1 25
Madder	0 12 1/2	

EXTRACTS.

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

RECKITT'S Blue and Black Lead

{ ALWAYS GIVE YOUR CUSTOMERS SATISFACTION.

BUY LIPTON'S TEAS

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



Over 1,000,000 Packages sold weekly

LIPTON'S Delicious Teas

possess that most delicate flavor and exquisite aroma peculiar to the choicest growths of Ceylon and India.

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

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

LIPTON TEA PLANTER CEYLON

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

WRITE DIRECT TO

Batty's



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

ALL WHOLESALERS HAVE THEM.

... EIGHT PRIZE MEDALS

Canadian Agents

J. A. GORDON & CO.

... Montreal

ESTABLISHED A CENTURY.

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

DAY & MARTIN'S

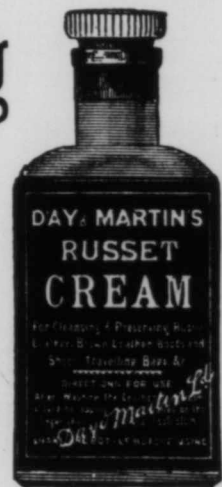
Real Japan Liquid and Oil Paste Blacking



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

- Kid Renovating Polish.
- Japanese Waterproof Blacking
- Brunswick and Berlin Black, for stoves.
- Universal Harness Composition, in tins.
- Harness Oil, in bottles and in bulk.

- Kid Reviver, in tins (three sizes).
- Patent Leather Polish (two sizes)
- Pollishing Cream (two sizes).
- Brass Burnishing Paste (four sizes).
- Furniture Polish (four sizes).
- Russet Cream for Brown Boots (four sizes).



DUBBIN, INK, ECLIPSE GLOSS, AND POUCH BLACKING.

All of Superior Quality

.....London and Liverpool.

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

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

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



YOU CAN PLEASE YOUR CUSTOMERS

SELLING BY BRANTFORD STARCH

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

GUELPH SOAP CO.
 Pure, 60 bars, 12 oz., per box . . . \$3 00
 Silver Star, 100 bars, 12 oz., per box . . . 4 00
 Royal City, 3-lb. bar, per lb. . . . 0 05
 Peerless, 2 1/2-lb. bar 0 04 1/2
 Genuine Electric, 72 bars, per box . . . 2 50

TEAS.

BLACK.
 Congou— per lb. per lb.
 Half Chests Kaisow, Moning, Paking 0 12 0 60
 Caddies, Paking, Kaisow 0 18 0 50

INDIAN.
 Darjeelings 0 35 0 55
 Assam Pekoes 0 20 0 40
 Pekoe Souchong 0 18 0 25

CEYLON.
 Broken Pekoes 0 35 0 42
 Pekoes 0 20 0 40
 Pekoe Souchong 0 17 0 35

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

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

JAPAN.
 Half Chests—
 Finest May pickings 0 38 0 40
 Choice 0 32 0 36
 Finest 0 28 0 30
 Fine 0 25 0 27
 Good medium 0 22 0 24
 Medium 0 19 0 20
 Good common 0 16 0 18
 Common 0 13 1/2 0 15
 Nagasaki, 1/2 chests Pekoe 0 16 0 22
 " " Oolong 0 14 0 15
 " " Gunpowder 0 16 0 19
 " " Siftings 0 07 1/2 0 11

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

TOBACCO AND CIGARS.

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

CANADIAN TOBACCO CO., MONTREAL.

Cut Tobaccos—
 Theo, 1-6, 5 lb. box 0 20
 Comfort, 1-6, 5 lb. box 0 22
 Champion, 1-10, 5 lb. bx 0 38
 I. O. F., 1-10, 5 lb. box 0 28 1/2
 Sohmer, 1-10, 5 lb. box 0 32 1/2
 Imperial Cigarette Tobacco, 1-10, 5 lb. box 0 40
 Quesnel Tobacco, all sizes 0 60
 Crown Cut Plug Mixture, 1/2 lb. tin 0 50
 " " 1 lb. tin 0 47

Cigarettes— per 1,000
 Sonadora Havans 10 60
 Royal Turkish Egyptian 10 60
 Creme de la Creme 7 50
 Marquisse cigarettes, Canadiana 7 00
 Imperial 3 50

Plug tobaccos (sweet chewing)—
 Navy, in caddies 0 35
 Navy, plug mark 0 33
 Honey, boxes and caddies 0 43
 Spun roll chewing, boxes 0 55

Plug smoking (with or without tags)— per lb.
 Black Crown smoking, in caddies 0 35
 Crown Rouge smoking 0 38
 Leaf tobacco, in bales 0 08 0 20

Cigars—
 La Sonadora Reina Victoria Flor Fina, 1-20 \$85 00

La Sonadora Reina Bouquet, 1-10 55 00
 Creme de la Creme Reina Victoria Extra, 1-20 55 00
 Creme de la Creme Reina Victoria Special, 1-20 50 00
 Honeymoon, Regalia Comme il Fait, 1-40 55 00
 El Caza Cuilebras, 1-40 55 00
 La Fayette Reina Victoria, 1-20 32 50
 Noisy Boys, Blue Line, 1-20 25 00
 Princess of Wales, Princess, 1-10 25 00
 Ditto, low grades 13 50 20 00

Cigars.

S. DAVIS SONS, MONTREAL.

Sizes. Per M.
 Madre E Hijo, Lord Lansdowne . . . \$80 00
 " " Panetelas 60 00
 " " Bouquet 60 00
 " " Perfectos 85 00
 " " Longfellow 85 00
 " " Reina Victoria 80 00
 " " Pina 55 00
 El Padre, Reina Victoria Especial 50 00
 " " Conchas de Regalia 50 00
 " " Bouquet 55 00
 " " Pina 50 00
 " " Longfellow 80 00
 " " Perfectos 80 00
 Mungo, Nine 35 00
 Cable, Conchas 30 00
 " Queens 29 00

DOMINION CUT TOBACCO WORKS, MONTREAL.

Cigarettes— Per M.
 Athlete \$7 50
 Puritan 6 25
 Sultana 5 75
 Derby 4 25
 B. C. No. 1 4 00
 Sweet Sixteen 3 75
 The Holder 3 85
 Hyde Park 10 50

Cut Tobaccos— per lb.
 Puritan, 10ths, 5-lb. boxes 0 70
 Old Chum, 9ths, 5-lb. boxes 0 75
 Old Virginia, 1-10 lb. pkg., 10-lb. boxes 0 62
 Gold Block, 9ths, 5-lb. boxes 0 73

Cigarette Tobacco—
 B. C. N. 1, 1-10, 5-lb. boxes 0 83

Puritan, 1-10 5-lb. boxes 0 83
 Athlete, per lb. 1 15

Plug Tobaccos—

Old Chum, plug, 4s, Solace, 16 lbs. . . 0 68
 " " " 8s, " " 16 . . . 0 68
 " " " 8s, R. & R. 13 1/2 . . 0 68
 " " " 7s, R. & R. 14 1/2 . . 0 58
 " " " 7s, Solace, 14 1/2 . . 0 58
 " " " 8s, R. & R. 16 . . . 0 58
 " " " 8s, Solace, 15 . . . 0 58
 O. V. " plug 8s, Twist, 16 . . 0 58
 O. V. " " 8s, Solace, 17 1/2 . . 0 58
 O. V. " " 1s, " " 17 . . . 0 55 1/2
 Derby " " 12s, " " 17 1/2 . 0 51
 Derby " " 7s, " " 17 . . . 0 51
 Athlete " " 5s, Twist 9 . . . 0 74

WOODENWARE.

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

THE E. B. EDDY CO.

Washboards, Planet 1 60
 " " Waverly 1 50
 " " XX 1 40
 " " X 1 25
 " " Electric Duplex 2 25
 " " Special Globe 1 50

Matches—

Per Case.
5-Case Lots, Single Case
 Telegraph \$3 30 \$3 50
 Telephone 3 10 3 30
 Tiger 2 60 2 80
 Parlor 1 70 1 75
 Red Parlor 1 70 1 75
 Safety 4 00 4 20
 Favorite 2 25 2 35
 Flamers 2 20 2 40

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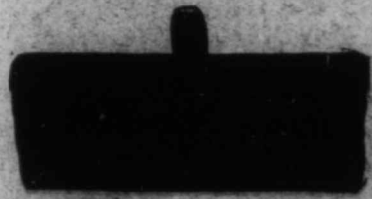
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