

# THE CANADIAN GROCER

VOL. X

MONTREAL AND TORONTO, APRIL 17, 1896.

No. 16

## COLMAN'S MUSTARD



**BEST ON EARTH**

THE ONLY TEN CENT CIGAR

### Fresh Herrings —

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



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

**SALT HERRINGS IN KECS. "CROWN" BRAND.**

All Selected Fish from the famed Aberdeen Fisheries.

For Sale by all Leading Grocers.

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

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

VARSIY CIGAR 5c. THE BEST IN THE MARKET

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



# Ox Tail Soup

How many people have tasted an Ox Tail Soup that is absolutely correct? We venture to say, very few. It is difficult to make, and even the best chefs can't catch the exact flavor unless they have made soup-making a special study. There are twenty-one distinct ingredients and flavors to a correct Ox Tail Soup. These must be combined and harmonized under certain conditions which are known only to the professional. We put up Ox Tail Soup (and nineteen other varieties) in tins under our "White Label Brand." We guarantee each variety to be absolutely correct.

Manufacturers' Agents,

JAMES HAYWOOD  
Toronto

J. L. WATT & SCOTT  
Montreal

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

**Armour  
Packing  
Co. . .**

Kansas City,  
U.S.A.



## I Walk a Little Spry, Do I?

Well, I am pleased to know it. Is I getting younger? I guess no. Is it the shine that makes me proud? Not much! That is a good shine. No gentleman ain't dressed that ain't got that polish. I will tell you, honey, what makes me spry. I have on my feet bunions and corns, and all my shoes used to tighten on them sore spots, so that I could always tell a storm a day ahead by my feet. Since I commenced to use

## YUCAN OIL BLACKING

my shoes do not tighten on them sore spots, and I feel so easy that I am going to enter for the next cake walk. I have used coon, possum and rattlesnake oils on my shoes, but none of them acted like the oil in the Yucan. I advise you to try it.

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

# TANGLEFOOT

## Sealed Sticky Fly Paper

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

## THE DIFFERENCE

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

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





# Standard Goods THE Best to Handle

## FOR PURITY **Bi-Carbonate of Soda** STRENGTH FOR



TRADE MARK

This brand is always reliable. Highest test 98<sup>50</sup>/<sub>100</sub> % pure.

Made only by **The UNITED ALKALI CO., Ltd., Liverpool.**  
"New Process" Soda, finest on the market.



## Pure Castile Soap

### RED LION BRAND

If you want to keep a Soap that you can recommend to your customers, then purchase "Le Lion Rouge;" quality never varies.

# Fry's 100 PRIZE MEDALS

HIGHEST HONORS AT CHICAGO

Always Reliable.



Purveyors of Chocolate to Her Majesty the Queen by Royal Appointment.

It pays to sell them.



Agents for the Maritime Provinces, Ontario and the Northwest.

**A. P. TIPPET & CO.**  
MONTREAL and TORONTO

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



# The St. Lawrence Sugar Refining Co.

LIMITED

## MONTREAL

Laboratory of Inland Revenue,  
Office of Official Analyst,

MONTREAL, April 8th, 1895.

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

**99<sup>99</sup>/<sub>100</sub>** 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.

## The only Magic . .

necessary to make your Crockery Department a success is an assortment of the right goods, that is to say, of our goods. They are right in quality, shape, finish, and price. They hold their own against all competition, either home or foreign.

Send for Our List. **Brantford Stoneware Mfg. Co.** BRANTFORD, ONT.

OTHER SPECIALTIES.

NOUGAT  
RAHAT LAKUHM  
ALMOND ROCK  
EL MAHNA

CANADIAN SPECIALTY CO., Toronto.



WORKS : LONDON, W.C.

MEDALS AND DIPLOMAS.

PARIS  
SYDNEY  
MELBOURNE

ROSE & LAFLAMME, Montreal.



# SILVER DUST WASHING POWDER

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

**SILVER DUST MFG. CO. - HAMILTON, ONT.**

We are **HEADQUARTERS** for



## MacLaren's Imperial .. Cheese ..

**IN MIND**

For Manitoba and North-West Territories

**THE HUDSON'S BAY CO., Winnipeg, Man.**

# No Coercion

Needed to sell



Sells on its merits.

**ROSE & LAFLAMME**

Eastern Agents **MONTREAL**



SULPHUR  
MATCHES

Leadership  
Means  
Superiority

PARLOR  
MATCHES

Here since

E. B. EDDY'S MATCHES

1851

SAFETY  
MATCHES

The Name is a  
Guarantee of the  
Highest quality

WAX  
VESTAS



**"Rose Brand"  
Lard**

# Is Good Lard

Reference : Any merchant who has ever handled it.

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

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

The **GEORGE MATTHEWS CO., Ltd.**, Ottawa and Peterborough

CRESCENT BRAND



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

MANUFACTURERS OF

## BICARBONATE of SODA

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

## SODA CRYSTALS

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

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

# On its own merits



# SELLS

# WELL

**BUY IN SMALL LOTS AND OFTEN.**



## A Matter of Moments

It takes but a few moments to read what we have to say regarding our

# STANDARD BLACK TEAS

The 400 Select  
Imperial Congou

The Globe Blend

Dalu Kola Congou  
Russian Congou

Drop us a card for further particulars and samples; test the accuracy of our statements, and it may mean hundreds of dollars added to your bank account. They are scientifically blended, with the most up-to-date machinery, and always up to a certain high standard of excellence. They are delicious, rich, full-flavored liquors, just what lovers of good tea like. They are put up in metal-lined cases, thus retaining the aroma and freshness until the last pound is sold. The prices at which they are sold enable you to make a good margin for yourself.



**W. H. GILLARD & CO.** Wholesalers Only **Hamilton, Ont.**

*In Spring  
and Summer*

Mince  
Pies  
Made  
From



## WETHEY'S CONDENSED MINCE MEAT

are just as tempting and delicious as in  
Fall and Winter.

J. H. WETHEY - St. Catharines, Ont. Picton, Toronto and Demorestville

**IT IS TIME  
TO WAKE UP**

When you do, sell

**Boulter's  
Peerless  
"Lion" Brand  
Canned Goods**



The Seller

Their record is sky high.

Known throughout all Canada for  
their Excellence of Purity and  
Flavor.

WORKS



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

# THE CANADIAN GROCER

Vol. X. (Published Weekly)

MONTREAL AND TORONTO, APRIL 17, 1898

(\$2.00 per Year) No. 16

## DROPS FROM THE EDITOR'S PEN.

Hard work is the forerunner of ease.

This world is too fast for the man who will not hustle.

Now is the accepted time, now is the day to advertise.

A good name is the product of character, not of wealth.

Business life is only monotonous when it is allowed to become so.

The store that is a centre for loafers is seldom a centre of trade.

Clerks behind the counter, like goods on the shelves, should be attractive.

A man usually goes to the dogs when he cannot keep the wolf from the door.

Set about with foolishness is he who refuses instruction in business methods.

A well-dressed window will catch the dollars as well as the eye of passers-by.

It is the subjects with which it wrestles that determines an association's strength.

It is possible for us in exercising our own independence to limit that of other people.

Two and two make four, except when two and two are fools: Then they make nothing.

Patriotism is not as a rule very vigorous when it threatens to make a hole in a man's pocket.

It is the days of the sleepy merchant, not those of the live merchant, that are numbered.

The office of the advertisement is to bring custom to the store, not to hold it. That is the duty of the merchant. And it is because

some advertisers do not faithfully perform their part that the "ad," like a choked flue, fails to draw.

The passers-by become the customers by-and-bye if the merchant has the right idea of business.

Toot your own horn, but don't toot it till people get teetotally tired of both you and your horn.

What some people require in order to success is not less competition but more combativeness.

It is only when a man has a weak backbone of his own that he straddles the backbone of the metaphorical fence.

A well-kept stock and a well-kept set of books are twins which he who would court success must keep in his store.

Organization of business men's associations should mean the demoralization of dead beats if it means anything.

Although every man should work for dear life, it is just as proper that he should sometimes take a relaxation for dear life.

What the most of us want to know is not how to get rich, but how to acquire the ability that will enable us to get rich.

He who is filled with the milk of human kindness is not likely to turn sour when "vinegary" customers enter his store.

\* This is a free country, but one can hardly expect the retailer to patronize the wholesaler who caters for the trade of his customer.

People who do not believe in hypnotism should watch the effect an attractively and well-dressed window has upon the average pedestrian.

The Canadian Parliament was in session last week for 129 consecutive hours. This

beats the record of any Parliament within the Empire; so the present Parliament now holds the record for the longest continuous session as well as the greatest aggregation of nonentities within the Empire.

The average cheap employe is dear at any price.

The best that can be said about the cheap employe is that he fills up a space.

The wide-awake merchant grasps everything within reach that will help him to extend his trade, and still it would be unjust to call him a thief.

Honesty is the foundation of credit. And the man who is lacking in this element should not be selected for the purpose of building up a trade with.

Self-denial is necessary to the accumulation of wealth. Hence, merchants or clerks who will not deny themselves cannot attain to positions where they can gratify their desire.

The difference between the murderer Holmes and the Dominion Parliament is that while the one killed twenty-seven people, the other is killing the trade and good name of a whole country.

It is a common thing for merchants and travelers to foregather and spend social evenings together, but it has yet to be recorded, as far as I am aware, when and where the members of business men's associations have invited clerks to spend a social evening with them.

Nothing is heard in Toronto these days regarding early closing. Perhaps, like the forces of Nature, the advocates of early closing are working quietly. A great deal has been said in the past and very little done. Now, peradventure little is being said and much may be done. And a great deal would be done if every grocer would close early and consult no one but himself.

### A RAISIN COMBINE.

FOR some time past it has been known here that a strong effort was being made to consolidate the raisin producing interests in California, but the trade in the East has taken little interest in the movement, for the reason that it does not believe that anything can come of it. The interests in California, it is said here, are too diversified; there are too many small packers in the business, who are quite willing that the larger men should tie themselves up by agreement to restrict production and maintain prices, leaving them free to get business on a narrow margin of profit. Local commission houses and jobbers, bearing in mind the unsatisfactory termination of previous combinations, so far as the producers were concerned, look upon the present movement as one which will be no more successful. Two years ago one of the most promising combinations of the producers' interests was organized, eighty-five to ninety per cent. of the producers signing the agreement. But the organization held together for scarcely a month, and prominent people in the trade here think that the present movement will meet with no better results. Everybody agrees that something should be done to put the raisin business on a basis more satisfactory to the packers and the large distributors, but that cannot be accomplished so long as the producers are not a unit in regard to the methods that should be pursued. That has been the cause of the failure of all other plans that have been tried in the past.

It is not yet known here what the plans of the recently organized Raisin Packers' Association may be, and the trade is inclined to wait for further particulars before they accept as a fact that a syndicate has been formed. In the meantime, this market is firm and is less dependent upon influences that may emanate from the Coast than usual at this season. The firmness is based on the shortness and close concentration of the available spot supply of desirable goods, the better consuming demand and the fact that stocks at small interior points that were sent forward in consignment from California last fall have been pretty well cleaned up. There are, however, some stocks in Philadelphia, Boston and other cities that can be jobbed out at less than New York prices, and until these are disposed of there can be no material improvement in spot prices.—N.Y. Journal of Commerce.

### THE MORTGAGE.

A mortgage, says Truth, makes a man rustle and it keeps him poor. It is a strong incentive to action and a wholesale reminder of the fleeting months and years. It is fully as symbolical in its meaning as the hour-glass and the scythe that mean death. A mortgage represents industry, because it is never idle, night or day. It is like a bosom

friend, because the greater the adversity the closer it sticks to a fellow. It is like a brave soldier, for it never hesitates at the charges nor fears to close in on the enemy. It is like the sandbag of the thug—silent in application, but deadly in effect. It is like the hand of Providence—it spreads all over creation and its influence is everywhere visible. It is like the grasp of the devilfish—the longer it holds the greater its strength. It will exercise feeble energies and activity to a sluggish brain; but no matter how debtors work, the mortgage works harder still. A mortgage is a good thing to have in a family—provided always it is in somebody else's family.

### THEY USE ONTARIO BEEF.

NEARLY everybody in Halifax is a consumer of beef—and other kinds of meat as well—but there are not many aware that nowadays the Halifax wholesale fresh meat market is supplied by Ontario. A couple of years ago the Maritime Provinces was the source of supply for Halifax, and the supply was found to be uncertain. An importation of fresh beef from Chicago in refrigerator cars was tried, but the duty added to the cost left very little margin. Then Ontario beef was tried with such success that a revolution in the trade followed.

An Echo reporter who happened to be passing along near the track in front of the Marine and Fisheries store, saw on the track two cars partly loaded with fresh meat, and further down the track there were a couple of more cars containing meat, all from Ontario. The two first-mentioned cars were open and quarters of beef were being loaded into victuallers' wagons. In answer to the reporter the party in charge said the two cars were consigned to J. A. Leaman & Co., and the meat in the others further along the track, and which were not open, to Maling & Co. and G. McLellan.

"How is it," asked the reporter, "that so much meat is being brought from Ontario just now?"

"Why," said the young man in charge, "this is nothing new. Leaman & Co. have worked up such a trade in this line that they import about three cars per week from Guelph, Ont.; one car for their own retail business and the other two for the wholesale trade. The firm has its own slaughter house at Guelph, Ont., and also its own buyer. The cattle are all Jerseys or Herefords, the carcasses running from 700 to 1,000 lbs. dressed. The contents of the two cars for wholesale are sold to smaller victuallers of this city and Dartmouth and shipped to provincial towns and Newfoundland."

The reporter was also informed that a victualler in North Sydney had telegraphed to have the best carcass of beef in Halifax sent him by express.

The refrigerator cars all belong to American companies, and it costs about \$100 for

the use of a car on a trip from Ontario to Halifax and return. These cars have refrigerators at each end, which are refilled with ice half way on the journey, and can be so arranged that the temperature will be even on the whole trip. Overhead in the cars are strong bars a few inches apart, and the meat is suspended from those on hooks and does not rest upon the floor of the car. Expert packers load the cars at Guelph, and so well are they packed that it sometimes takes ten minutes or a quarter of an hour to get the unloading begun. Each car takes about 30,000 pounds.

Every portion of the carcass that can in any way be utilized is brought—heads, hearts, livers, tongues, etc. The heads go to Rockhead.

The meat in the two cars referred to included that of fourteen steers, from one man's barn near Guelph, averaging 1,000 pounds each. The cars also contained a large quantity of veal and also poultry in barrels, about a ton of poultry being brought each week. This Ontario beef is sold in Newfoundland in competition with Chicago beef.

The meat the reporter saw in the cars was superb, and it was handled carefully by the men unloading, so that not a spot of mud or dust could be seen on it.

This trade, it is claimed, benefits consumer and dealer. The consumer gets better meat, while the dealers, buying at wholesale, can go into the car and select the quarters they think best. Many of the smaller victuallers are not first-class judges of meat while the animal is alive, but they all know a good carcass of meat dressed.

The dead meat trade must cease when the weather becomes a little milder, unless cold storage is provided. If it is not Leaman & Co. will have the live cattle brought here from Guelph and killed and dressed at their Halifax slaughter house, smaller dealers being enabled to purchase the cattle or the meat dressed.

In conversation with an expert butcher the latter told The Echo reporter that this Ontario beef is better than Nova Scotian, simply because the Ontario cattle are full-blooded and better bred. The Nova Scotian cattle hardly average half-bred. The former will dress about 62 per cent. The Ontario beef can be sold at \$7 or \$8 dressed, while good provincial beef used to cost about \$10.

Another article that comes from Ontario in large quantities is butter, a quantity being brought with every lot of beef.

The reporter enquired of a man in the trade what became of the Nova Scotia cattle now. The gentlemen spoken to thought that the people who formerly bred for the meat market now pay more attention to dairying and supplying milk to the dairies and creameries that have sprung up throughout the province.—Echo, Halifax.



*For a Trade Builder* there is nothing like *Good Coffee*

## Our L. P. & CO. BRAND

Fills that bill. It is packed in 25 and 50 lb. air-tight cans.  
If you are not satisfied send us an order for a sample can.

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

## STERLING GOODS

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

### "STERLING WORTH"

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

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

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

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

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

JAMES TURNER & CO., Hamilton, Ont.

## We Are Offering

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

Extra Quality Selected Valencias  
Choice Quality Dried Peaches  
Nimpkish River Salmon

LOWEST PRICES FOR THE BEST GOODS.

BALFOUR & CO.

HAMILTON.

# Currants

JUST ARRIVED

PRICES LOW

## FINE FILIATRAS

In barrels, half barrels, cases  
and half cases.

## CASALINA PATRAS

In half cases.

## JUPITER VOSTIZZA

In half cases.

## AMBROSIA

In cases and half cases.

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

### NATAL TEA.

**N**ATAL will produce nearly 1,000,000 pounds of tea. A contributor to The Capital says:

"The principal tea district is situated a few miles from the north of Durban on the coast, close to the village of Stranger, on the main road to Zululand, about 29 degrees south, but at intervals all along the coast small areas are under cultivation, and at all these gardens convincing proof has been afforded of the suitability of climate and soil for the plant, specimens of which close upon forty years old can now be seen enjoying perennial youth. South coast planters have also lately been pushing forward, and extending their operations in the cultivation of tea, and already several limited liability companies have been established in the country for a more wide-spreading prosecution of the industry. Natal tea is used pretty extensively locally, and commands a considerable trade in Cape, Transvaal, and other States of South Africa, and now that railway extension in that continent has been pushed forward to limits hitherto only reached by ox-wagon, a greater market has naturally become open to cultivators, and a greater stimulus has necessarily been given to the enterprise. One firm not only employ an experienced traveler throughout South Africa, but periodically ship parcels of their product to England. Natal tea has a decidedly characteristic taste, but it is said—and this is worthy of note—that, like Transvaal tobacco, the taste is an easy and pleasant one to acquire, and when once acquired is not readily relinquished. Sufficient interest for the present

attaches, for us, to the tea industry, and our colonial cousins' advance in this direction will probably be eagerly watched from this side. It may be mentioned that the plucking season in Natal commences in September and closes in June, so they are now in the middle of their operations. The official statistics of the output at the close of the season will be interesting."

A planter in Natal, in writing to The Natal Mercury, says:

"I have found that many people—most people, in fact—who make Natal tea give it exactly the same time to infuse as Indian or Ceylon tea. This is a mistake. Many a cup of Natal tea is spoiled by this mistake. Natal tea should be allowed to stand in fresh water, first boil, for fully three minutes longer than Indian tea, and two minutes longer than Ceylon tea. It is a tea that can be drunk by itself—pure, no mixing—and has not the astringency of Indian tea, nor does it contain the same amount of tannic acid, which last is not wanted, and should not be allowed to find its way into the cup. Indian tea, five minutes; Ceylon, six minutes; Natal, eight minutes."

### KEEP A SCRAPBOOK.

Every merchant should keep a scrapbook, remarks an exchange. This suggestion has been made before, but it is fully worth emphasizing. Every bright advertisement that you notice in your local paper or those of other towns; every model advertisement that you observe in your trade paper, and

every practical trade-bringing plan or hint, should be cut out and pasted in the book, with full data as to the name and date of the paper. You will find such a book as this an inexhaustible treasury of riches, especially on those days when your ideas run scarce, and you are too busy to take time to evolve a good advertisement.

### WITHOUT A RECOMMENDATION.

Grocer—Didn't that lady ask for fresh-laid eggs?

Clerk—Yes, sir.

Grocer—And you told her we didn't have any?

Clerk—Yes, sir.

Grocer—Didn't you see me lay those eggs myself right down there not ten minutes ago you mendacious idiot? You are discharged; and see that you don't refer to me for a character, either.—Judge.

The manufacture of flour from bananas is a growing industry in Central Africa. Before it is ripe the fruit is cut, sliced, and dried in the sun, or, from preference, in an oven, because the quantity of the product depends mainly on the quickness of the process. The dried slices are hard, brittle and of a horny appearance. The meal obtained from them is very white and sweet, with a smell like new-mown hay.

## No Sulphur Match on Earth

... CAN BEAT OUR ...

**SOVEREIGN BRAND**

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

**H. A. NELSON & SONS**
**TORONTO**



# KURMA = The Tea of Teas

In air-tight lead packages, Black or Mixed to retail at

30c. 40c. 50c. 60c. } Four Qualities.

DAVIDSON & HAY, WHOLESALE AGENTS Toronto, Ont.

Strong Flour  
Big Loaf  
Large Yield

These are the Cardinal Points of our

.. **OBELISK**  
(Registered)

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

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

## When a Man . . .

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

### **FLAG-SHIP SALMON**

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

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

Canadian Pacific Packing Co.

LULU ISLAND, B.C.

## INTERESTING TO CLERKS.

"I HAVE here three teams that I want to get over to Staten Island," said a boy of twelve one day in 1806 to the innkeeper at South Amboy, N.J. "If you will put us across I'll leave with you one of my horses in pawn, and if I don't send you back \$6 within 48 hours you may keep the horse."

The innkeeper asked the reason for this novel proposition, and learned that the lad's father had contracted to get the cargo of a vessel stranded near Sandy Hook and take it to New York in lighters. The boy had been sent with three wagons, six horses and three men to carry the cargo across a sand-spit to the lighters. The work accomplished, he had started with only \$6 to travel a long distance home over the Jersey sands and reached South Amboy penniless.

"I'll do it," said the innkeeper, as he looked into the bright, honest eyes of the boy. The horse was soon redeemed.

"My son," said this same boy's mother on the first of May, 1810, when he asked her to lend him \$100 to buy a boat, having imbibed a strong liking for the sea, "on the twenty-seventh of this month you will be sixteen years old. If by that time you will plow, harrow and plant with corn the eight-acre lot, I will advance you the money."

The field was rough and stony, but the work was done in time, and was well done.

From this small beginning Cornelius Vanderbilt laid the foundation of a colossal fortune. He would often work all night; and, as he was never absent from his post by day, he soon had the best business in New York harbor.

In 1813, when it was expected that New York would be attacked by British ships, all the boatmen except Cornelius put in bids to convey provisions to the military posts around New York, naming extremely low rates, as the contractor would be exempt from military duty.

"Why don't you send in a bid?" asked his father.

"Of what use?" replied young Vanderbilt; "they are offering to do the work at half price. It can't be done at such rates."

"Well, said his father, "it can do no harm to try for it."

So, to please his father, but with no hope of success, Cornelius made an offer fair to both sides, but did not go to hear the award. When his companions had all returned with long faces, he went to the commissary's office and asked if the contract had been given.

"Oh, yes," was the reply, "that business is settled. Cornelius Vanderbilt is the man. What?" he asked, seeing that the youth was apparently thunderstruck, "is it you?"

"My name is Cornelius Vanderbilt," said the boatman.

"Well," said the commissary, "don't you know why we have given the contract to you?"

"No."

"Why, it is because we want this business done, and we know you'll do it."

Character gives confidence.

In 1818 he owned two or three of the finest coasting schooners in New York harbor and had a capital of \$9,000. Seeing that steam vessels would soon win supremacy over those carrying sails only, he gave up his fine business to become the captain of a steamboat at \$1,000 a year. For twelve years he ran between New York City and New Brunswick, N.J. In 1829 he began business as a steamboat owner, in the face of opposition so bitter that he lost his last dollar. But the tide turned, and he prospered so rapidly that he at length owned over 100 steamboats. He early identified himself with the growing railroad interests of the country, and became the richest man of his day in America.

Baron began the race of business life barefoot, for at the age of fifteen he was obliged to buy on credit the shoes he wore at his father's funeral. He was a remarkable example of success under difficulties. There was no keeping him down; no opposition daunted him, no obstacles were too great for him to overcome. Think of a man being ruined at 50 years of age; yes, worse than ruined, for he was heavily in debt besides. Yet on the very day of his downfall he begins to rise again, wringing victory from defeat by his indomitable persistence.

Bunyan wrote his "Pilgrim's Progress" on the untwisted papers used to cork the bottles of milk brought for his meals. Gifford wrote his first copy of a mathematical work when a cobbler's apprentice on small scraps of leather; and Rittenhouse, the astronomer, first calculated eclipses on his plow handle.

A poor Irish lad, so pitted by smallpox that boys made sport of him, earned his living by writing little ballads for street musicians. Eight cents a day was often all he could earn. He traveled through France and Italy, begging his way by singing and playing the flute at the cottages of the peasantry. At twenty-eight he was penniless in London, and lived in the beggars' quarters in Axe Lane. In his poverty he set up as a doctor in the suburbs of London. He wore a second-hand coat of rusty velvet, with a patch on the left breast which he adroitly covered with his three-cornered hat during his visits; and we have an amusing anecdote of his contest of courtesy with a patient who persisted in endeavoring to relieve him of his hat, which only made him press it more devoutly to his heart. He often had to pawn his clothes to keep from starving. He sold his "Life of Voltaire" for \$20. After great hardship he managed to publish his "Polite Learning in Europe," and this

brought him to public notice. Next came "The Traveler," and the wretched man in a Fleet street garret found himself famous. His landlady once arrested him for rent, but Dr. Johnson came to his relief, took from his desk the manuscript of the "Vicar of Wakefield," and sold it for \$300. He spent two years revising "The Deserted Village" after it was first written. Generous to a fault, vain and improvident, imposed on by others, he was continually in debt; although for his "History of the Earth and Animated Nature" he received \$4,000, and some of his works, as for instance, "She Sings to Conquer," had a large sale. But in spite of fortune's frown and his own weakness, he won success and fame. The world, which so often comes too late with its assistance and laurels, gave to the weak, gentle, loving author of "The Vicar of Wakefield" a monument in the Poet's Corner of Westminster Abbey.

The poor, scrofulous and almost blind boy, Samuel Johnson, was taken by his mother to "receive the touch of Queen Anne," which was supposed to heal the "King's Evil." He entered Oxford as a servant, copying lectures from a student's notebook, while the boys made sport of the bare feet showing through great holes in his shoes. Some one left a pair of new shoes at his door, but he was too proud to be helped, and threw them out of the window. He was so poor that he was obliged to leave college, and at twenty-six married a widow of forty-eight. He started a private school with his wife's money; but, getting only three pupils, was obliged to close it. He went to London, where he lived on nine cents a day. In his distress he wrote a poem in which appeared in capital letters the line, "Slow rises worth by poverty depressed," which attracted wide attention. He suffered greatly in London for thirteen years, being arrested once for a debt of \$13. At forty he published "The Vanity of Human Wishes," in which were these lines:

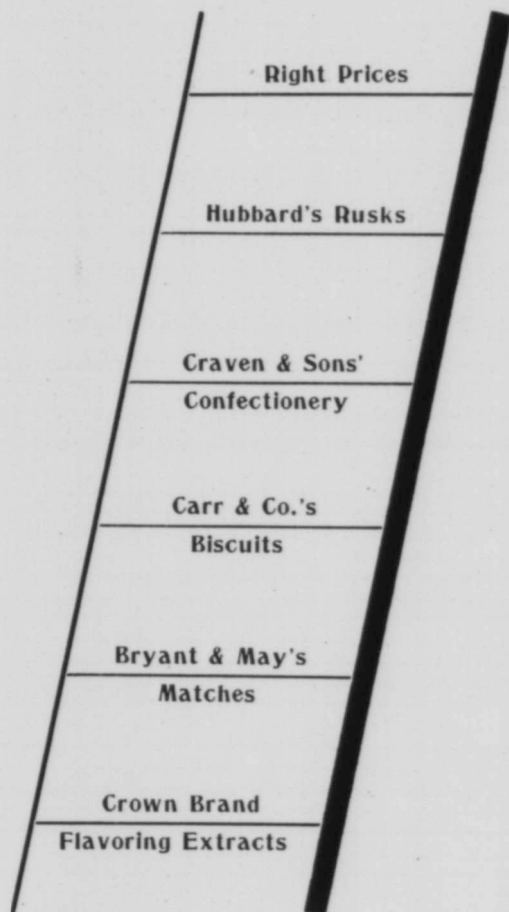
Then mark what fills the scholar's life assail:  
Toil, envy, want, the patron and the jail.

When asked how he felt about his failures, he replied: "Like a monument,"—that is, steadfast, immovable. He was an indefatigable worker. In the evenings of a single week he wrote "Rasselas," a beautiful little story of the search for happiness, to get money to pay the funeral expenses of his mother. With six assistants he worked seven years on his dictionary, which made his fortune. His name was then in everybody's mouth, and when he no longer needed help, assistance, as usual, came from every quarter. The great universities hastened to bestow their degrees, and King George invited him to the palace.—Architects of Fate.

## BOOK ON TEA BLENDING.

On another page G. F. & J. Galt, Toronto, are advertising that they will, on application, mail a book on tea blending. Retailers should send for one.





# OUR BUSINESS LADDER

We want to sell you a ladder just like this. The trade from Halifax to Vancouver is using them and finds that every step brings them nearer a substantial business success—success which comes from dealing in first-class goods which everyone knows, everyone likes and which everyone calls for if they know you keep them—success which comes from winning regular trade, for no competitor can better these goods or prices.

## FIRST STEP . . .

### Crown Brand Flavoring Extracts

Made in forty different flavors from the natural fruits and spices. Absolutely pure, therefore strong. We know—we make them.

## SECOND STEP

### Bryant & May's Matches

It's a simple fact, they are the best matches made. Sold the world over and no complaint. "Safety" and "Tiger" for the household. Wax Vestas for the smoker.

## THIRD STEP

### Carr & Co.'s Biscuits

Enormous increase in sales during the past year. A strong testimonial for their superior quality—the quality desired by the best class of consumers. Try "Cafe Noir."

## FOURTH STEP

### Craven & Sons' Confectionery

Pure and popular. Principally hard boiled candies in bottles. Toffee Cubes in 8-lb. bottles. Drops and Candies in 5-lb. bottles. Perfumed Cachous in 1-lb. bottles.

## FIFTH STEP

### Hubbard's Rusks

For infants and invalids. Introduced some years ago by Lord Aberdeen. Have been very popular ever since. Their own merits have won a wide sale.

## SIXTH STEP

### Right Prices

You will find the prices right—a good margin to the trade. The steady sale always commanded by these goods means steady profit.

Sole Agents for Canada

# ROBERT GREIG & CO., Montreal

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Retailers

# Fancy Groceries

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

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

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



◆◆◆

## Turner, Mackeand & Co.

Wholesale Grocers,  
**WINNIPEG**



## ALWAYS UNIFORM

THOROUGHLY TESTED IN EVERY WAY

# Snow Drift Baking Powder

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

**The Snow Drift Co., Brantford, Ont.**



Office and Works: **Wallaceburg, Ont.**

## The Sydenham Glass Co. Ltd.

Manufacturers of **WALLACEBURG, ONT.**

# FRUIT JARS

BRANDS: The Winner, The Best, The Beaver

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

REPRESENTATIVES:

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



# THE CANADIAN GROCER

J. H. MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

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### PRICE AND DUTY OF U. S. VS. CANADIAN SUGAR.

THE outside sugar markets continue to gather strength. On Monday beet advanced  $1\frac{1}{2}$ d. in London, and granulated advanced to 55-16c. in New York. Raws advanced to  $4\frac{3}{8}$ c. per pound in the latter place on Tuesday.

In Canada the demand is improving a little, but as far as prices are concerned there is no response whatever beyond the fact that confidence is growing stronger.

A comparison of the Canadian and United States market is just now peculiarly interesting. The price of granulated sugar to-day at the refineries in Canada is  $4\frac{3}{4}$ c. in ordinary lots; in the United States it is 55-16c, or 9-16c. more than the price in this country. In Canada, however, the figures are net, while in the United States they are subject to a discount of 1 per cent. 30 days on 100-barrel lots and 1 per cent. additional for cash, which would bring the actual price of granulated sugar in New York to about  $5\frac{1}{2}$ c., or  $\frac{1}{2}$ c. per pound above the price of the Canadian product.

The duty on raw sugar is also a factor in the premises. In the United States the duty on the raw article is 40 per cent.; in Canada it is half a cent per pound, or taking the percentage, 11.44 on the present price of sugar. This is 28.56 per cent. less than the United States duty. In other words, while the United States refiner pays, on the basis at which sugar is now quoted, 17-80c. duty for every hundred pounds of raw sugar he imports, the Canadian refiner has only to pay into the treasury of his Government scarcely  $50\frac{1}{4}$ c. for every 100 pounds.

Taking granulated sugar, the Americans' duty is  $\frac{1}{2}$ c. per pound, or  $12\frac{1}{2}$ c. per 100 pounds, and 40 per cent., or nearly 43 per cent. all round. The Canadian duty on granulated sugar is \$1.14. This, on the basis of the price of granulated sugar in New

York, is 21.28 per cent., or, on the basis of ordinary lots in Canada, 24 per cent.

It will thus be seen that while the Canadian refiner pays 28.56 per cent. less duty on his raw material than the American refiner, the latter, on the other hand, has about  $46\frac{1}{2}$  per cent. more protection than the refiner in Canada, basing the percentage on the marketable price of granulated sugar in the respective countries. The Canadian refiner, too, furnishes a much superior sugar.

### A WISE SUGGESTION.

LA CHAMBRE DE COMMERCE, Montreal, has been considering the question of the metric system as a substitute for our present old-fashioned method of weights and measures.

A committee of the association, which was appointed some time ago, submitted its report on Friday last, strongly urging that the system should be taught in the public schools. They pointed out that the United States Congress had recently introduced a bill providing for the introduction of the system.

If the big republic makes it compulsory, it will be to the advantage of this country to follow suit, and the Chamber has seized a good time to commence its agitation for the reform.

As to the merits of the system advocated, there can be no argument. It has as much to be said in its favor as the decimal system of currency. It is France's contribution of the one scientific system of weighing and measuring, for the convenience of the world's commercial community.

At present, France and several of the other European Latin countries have it in common use, as well as the South American republics. It is also permitted by law in Great Britain, the United States, and Canada, and while it has been highly commended by British scientists, that inherent conservatism characteristic of the British people has operated against its general adoption in commerce.

### A LICENSE AN ASSET.

At the meeting of La Chambre de Commerce, Montreal, on Friday last, H. Laporte, of Laporte, Martin & Cie., called attention to the law of licenses regarding liquor dealers. All wholesale grocers and liquor dealers knew that the license of retailers who had failed in business was a valuable asset. He considered, therefore, that it should be considered an accountable asset, and that the creditors should have the benefit of this asset for the unexpired term of said license.

A committee composed of L. I. Boivin, L. E. Morin, jr.; L. E. Geoffrion, J. O. Joseph, Q.C.; D. Masson, and H. Laporte, was appointed to consider and report on the matter.

### THE WINTER PORT.

WE do not think there is any doubt now in the minds of Canadians as to the advisability of making a terminal port for subsidised steamship lines on Canadian territory.

The business men in the west took little interest in the question until recently, when their attention has been directed to it by deputations from the Maritime Province points and by articles published in these columns. The fight now will be between the various Maritime Province points, as to which of them has the most advantages for a winter port.

St. John has recently demonstrated its ability to handle freight, and passengers as well—better, in fact, than Portland. The reports that were circulated about the dangers of the Bay of Fundy navigation have not been realised; for on several occasions the Beaver Line made better time between that port and Liverpool than did the two lines running to Portland.

The strongest influences have been brought to bear by Halifax and St. John. Halifax is a good many hundred miles further away from Western Canada than St. John, but Halifax people think that the Government should help them overcome that by carrying freight from Halifax to St. John free, or at a nominal rate. The policy of the St. John Board of Trade, which is very enthusiastic over this year's experiment, is that the port which the steamship companies consider best should be selected. At a meeting of that Board last week, the following resolution was passed:

That in view of the success which attended the Atlantic freight service from the port of St. John during the season now drawing to a close, and in view of the fact that the proposed fast mail service between Canada and the Mother Country will involve the employment of steamships fitted not only for passengers and mails, but also for the conveyance of large quantities of freight; this Board, believing that the passenger and mail service can be conducted with at least equal facilities through the port of St. John during the winter, and that the freight facilities of this port are unequalled by any other Maritime Province ports, respectfully urge upon the Dominion Government that in calling for tenders for the proposed fast mail line no Canadian port be specially mentioned, but that it be left open to the steamship companies tendering to select their own Canadian ports for the proposed service.

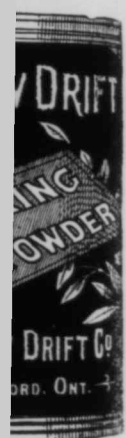
### NEW CROP RICE CHEAPER.

The season for contracts on new crop rice is now on, and though the market has ruled fairly steady throughout, the price for new crop at the mills will be lower than the prices of last season. The difference will be in the vicinity of 10 cents or so.

These new contracts, of course, do not affect the jobbing price on old crop stock from store, which continues as last noted.

The new list for ordinary business on new crop has not been settled yet, but the difference will be fully equal to decline all round of the figure above given.

Advices from Japan continue steady, but the Canadian millers got in their supplies at a close figure, hence the decline. Across the border both domestic and imported rice rules steady.



Ltd.

RS

Victoria.

**SUGAR'S VAGARIES.**

**T**HE position of the sugar market outside is daily becoming stronger, but, though refiners in Montreal confidently predict higher prices in the future, they still abstain from showing any response to the advance elsewhere.

The price of refined sugar in New York, for instance, has advanced over  $\frac{3}{8}$  of a cent during the past ten days, and yet our market does not budge. Indeed, on the contrary, though refiners talk firm, it is a well-known fact that jobbers have in the case of 100 barrel lots cut the refiners' price both in granulated and raws.

The secret of this disposition here is the large stock of sugar both in refiners' and jobbers' hands.

The distributive and consumptive demand for the staple has been comparatively light all spring. Stocks have accumulated both in first and second hands as a result of this, and a desire to have them worked down explains the disinclination of both refiners and jobbers to take any advantage of the strength shown by the outside markets.

Raw stock has been active, prices advancing 1-16 to  $\frac{1}{8}$  c. in New York, and an enormous quantity of 96-test centrifugal has been put through at  $4\frac{1}{4}$  c. on account of the refiners, and recently  $4\frac{3}{8}$  c. was refused for the same grade.

All these influences under ordinary circumstances would have their effect, and it is likely that when stocks are worked down the market will advance. In the meantime buyers who want supplies might make hay while the sun shines.

**PUSH FOR WHAT CAN BE GOT.**

**T**HE British Government, in spite of the representations of the Canadian Government, has decided to carry the bill permanently excluding live cattle from the British market. This is to be regretted; but it is no use crying over spilt milk, as some people are when they aver that the passage of the bill in question will kill the Canadian cattle trade. This is all nonsense.

Canadian cattle have been excluded from the British market for three or four years. Yet the trade is not dead; and the law which is to be made permanent is no more rigorous than that which has heretofore been temporary.

It applies to all other countries as well as to Canada. And if we cannot get our cattle into the British market on the hoof we can get their carcasses there; and that is what we must devote our energies to doing.

To send beef to England we already have some encouragement. Only four years ago we did not send one pound there. In 1893 we exported to that country 3,705 pounds. Next year the quantity had jumped to 2,012,980 pounds, and in 1895 the figures

were 5,324,793 pounds, an increase of 120 per cent. over the previous year.

Even in live cattle, our export trade is not yet dead, in spite of the restrictions of the past four years. True, last year our shipments to Great Britain were 14.85 per cent. less than in 1892, the year the restrictions went into force, but they were 5,000 head larger than in 1894.

Of course we are anxious to have the British market for our live cattle, but seeing this is denied us let us do the next best thing and appropriate all we can of the dressed beef trade.

**THE GROCERS' EXCURSION.**

At the regular meeting of the Toronto Retail Grocers' Association, held on Monday night, the Executive Committee reported in favor of holding the annual excursion this year to Niagara Falls and Buffalo in July; and the report was adopted.

Mr. A. White, the president, presided, and among those present were: Vice-President J. S. Bond, Secretary R. Muat-Corrie, Hon.-Secretary Robt. Mills, Treasurer McMillan, F. Johnston, D. W. Clark, D. J. Kelley, H. W. Kelley, W. H. Marmion, A. Sinclair, R. B. Snow, Ness Bros., J. Caesar, T. Clark, J. Nolan, R. Davies, F. S. Roberts, D. Bell, Dalimore Bros., W. J. McClary, W. Sykes, and J. D. Scales.

Secretary Corrie handed in the names of W. H. Smith, Dundas street, and E. Luterall, 50 Arthur street, for membership, and they were duly accepted.

Mr. Sykes brought up the subject of departmental store advertisements in the daily press, but the matter was deferred till the next meeting; as was also Mr. Roberts' notice of motion regarding the expenditure of moneys by the association.

The association adjourned about 9 p.m., after which a pedro match was played between the members and the city travelers. The latter won by three points.

**LUCKY MR. BORSBERY.**

Last Sunday evening, while Mr. J. W. Borsbery, Oshawa, of the Eby, Blain Co., was at church with his family, enterprising burglars visited his house and inspected the premises. They did not come for anything to eat, but contented themselves with the contents of Mrs. Borsbery's pocket book, amounting to \$7. Something evidently must have interfered with the gentry, as they overlooked examining Mr. Borsbery's business pants, which contained \$132 cash. The burglars also overlooked the dressing case, as a gold watch and other valuables were left untouched. Mr. Borsbery thinks it is better to be born lucky than rich. There is a moral in this tale which all grocery travelers should remember, "Don't go to church Sunday evening, and you won't lose \$7."

**SUMMER CARNIVAL FOR HALIFAX.**

**H**ALIFAX is to have a Summer Carnival. The event is to take place the latter part of July, and will last four days. The idea is to boom trade in the maritime city. The movement was started by the Dry Goods Association, who secured the co-operation of the Hardware Association, the newly-formed Grocers' Association, and last, but not least, the City Council. There is no place in Canada like Halifax for a Summer Carnival, especially when the majority of the events are marine, as will be in this case. Halifax is a garrison town. There are over 2,000 regular troops stationed there, and they always co-operate in events of this kind, acting in consort with the several battalions of militia. A review of the troops on the common and a sham battle are attractions of no mean order. But Halifax is also a naval station, and Admiral Erskine is taking a lively interest in the carnival. The flagship and her half dozen consorts will take part in the carnival, and that will be a sight worth seeing. The warship will take an important part in the harbor illumination, which is expected to be a grand sight. The Jack tars will also compete in the regatta, which, by the way, will be a big affair. Hanlan and all the big scullers are coming, as well as a four-oared crew from England and two or three from the States. An effort is being made to have the big Canadian lacrosse teams play a match at Halifax during the carnival. Athletic events of all kinds, as well as horse racing, will be on the programme. The beautiful gardens, the pride of Halifax, will be illuminated one evening during the carnival, and the famous band of the Berkshire Regiment will assist in entertaining the multitude. Committees are now at work arranging details. It will be a big event in Halifax. Merchants throughout the province will embrace the opportunity to visit the city and get acquainted with the people they do business with. Halifax has the reputation of being a slow city. Perhaps that is deserved, but at all events the merchants are beginning to move, and when they do—well, stand from under.

TAUNTON.

**HORSES TO BE INSPECTED.**

In consequence of cabled reports to the effect that an agitation is on foot to induce Imperial authorities to take restrictive action upon the importation of horses from Canada on the ground of the alleged existence of glanders in the country, the Canadian Government has introduced a measure in Parliament providing that horses shipped from Canadian ports shall be submitted to inspection as in the case of cattle. From all the information the Government has been able to ascertain there is very little glanders in Canada, and the reported spread of the disease in England cannot be attributed to horses sent from this country.



**LARGE SALE OF GROCERIES.**

There was a new departure in the grocery business in Montreal on Wednesday afternoon last. This was the sale by auction to the highest bidder of a lot of pepper, spices, rice, and other staple groceries. It was the first attempt of the kind in Montreal, and the attendance was not large. That there is opportunity for developing the idea, however, is certain, as sales of the kind have been a success at other distributing points. With proper advertising large buyers throughout the country will become aware of these sales, and, knowing that bargains are to be had, attend as they do elsewhere. Wednesday's sale was in the new rooms, 58 and 60 McGill street, of the Montreal Fruit Auction Co. The following were the goods and prices realized: Pickles, in barrels, 75c. per doz.; pecan nuts, 5 3/4c. per lb.; peanuts, 4 1/2c.; sago, 2c.; plack pepper, 4 1/2c.; almonds, 6 1/2c.; walnuts, 6 to 7 3/4c.; white pepper, 8 1/4c.; ginger, 8 1/2c.; canned lobsters, 62 1/2 to 70c. per doz.; boneless codfish, 50 to 70c. per case; dates 3c. per lb., and quarter boxes of Valencia raisins, 41c. each.

**THE MOLASSES FLEET.**

The first charters of vessels for the transportation of cargoes of molasses direct from Barbadoes to Canada have been made. The first of the fleet will be the brig New Dominion, 144 tons, and the second the schooner Mignonette, 139 tons, both now loading at the Island for Quebec. In addition to these the barque Oh Kim Soom, 336 tons, of Digby, N. S., is now taking a cargo at Barbadoes for Montreal. These vessels will arrive some time during June.

**SECURITY FOR PROCURATORS.**

The Board of Trade, Montreal, have decided to urge upon the Provincial Government that a law be passed compelling procurators to give security for the insolvent estates they have to administer. This action will be commended by merchants generally, who are bitten so frequently in cases of this kind.

**THE FAST STEAMSHIP SERVICE.**

The Montreal Board of Trade have decided to join forces with the St. John Board of Trade in regard to the fast steamship service. They passed a strong resolution on Wednesday urging the Government to allow the steamship companies tendering themselves to decide upon Montreal or Quebec in the summer and St. John or Halifax in the winter. In this connection it may be noted that there was a lot of discussion which was worth publication, but as the meeting was private it could not be given. The sooner the press is allowed to report these council meetings in full the better it will be for the popularity of the Montreal

Board of Trade. Matters of this kind are of public interest, and the public should know all about them.

**THE INTERNATIONAL EXHIBITION**

President R. Bickerdike, First Vice-President John Torrance, Chas. Chaput, D. McFarlane, Robert McKay and F. W. Thomas were named as a delegation from the Montreal Board of Trade to go to Ottawa with the Citizens' Committee to urge upon the Government the advisability of holding an International Exhibition in Montreal.

**SUGAR SUPPLIES.**

The Hamburg correspondent of The Statistical Sugar Journal, under date of March 23, writes:

In our letter of 16th inst. we discussed the influence that the bounty bill is likely to have on prices in the future, and we will consider the real position of the sugar market irrespective of the bill. Regarding the bounty bill, we will only remark before hand that should the production be fixed at M. 3 per 100 kilos, as decided in the commission, instead of M. 6, as proposed by the Government, the consumption would not buy so freely before the bill comes into force, but then the relapse would not be so strong. The future of the market depends on the extent of the acreage, and on the out-turn of the new crop. The latter is, of course, too problematic as yet for serious examination. As to the next crop's acreage we can already form some opinion as to its extent.

For Germany you may reckon upon an increase of about 10 per cent. and from Austria from 15 to 20 per cent. whereas the increase in the acreage of all other European countries, except Russia, is estimated at about 15 per cent. An increase in Russia's acreage is practically out of the question, as the State only allows an export premium on a limited quantity, and this quantity was overstepped last year. In Russia it is impossible to export without a premium and in order to save the factories from ruin, the State has purchased and exported the quantity produced in excess for its own account this year. In order to form an opinion on next year's acreage, you can calculate that of Russia to be the same as last year to the utmost. The production of the other European countries we will calculate at 15 per cent. larger, which is certainly a high percentage considering that 50 per cent. alone of the European production fall to Germany's share.

The export of Cuba we will put down at 500,000 tons. In order to be able to export this quantity, Cuban affairs must have improved greatly by next year.

For the other colonies we will calculate last year's production, for the production of the colonies has of late years shown a decrease instead of increase.

This year's consumption has been esti-

mated by Mr. Licht at 7,450,000 tons, to which we add an average increase of 200,000 tons for next year. Considering the favorable circumstances in general, this figure is not too high.

	Tons.
Stocks, 19, 96	1,451,000
Crop, Russia, 1896-97	7,600,000
" other European Countries, 1896-97	3,320,000
" in Cuba, less home consumption	1,600,000
" in other Colonies and North America	2,132,000
Consumption, 1896-97	8,033,000
Stocks, 19, 97	7,450,000
Stocks, 19, 96	780,000
Crop, Russia, 1896-97	7,600,000
Europe, 1896-97	4,030,000
Cuba, 1896-97	500,000
other colonies, North America	2,132,000
Consumption, 1896-97	8,015,000
Stocks, 19, 97	365,000

Though we have reckoned with the favorable circumstances for the above calculation, we only get a world supply of 365,000 tons. We have never had such a small supply. Should things turn out differently and the European crop yield less than calculated above, or affairs in Cuba show no improvement, the necessary stocks could only be kept up by an enforced decrease in the consumption. This could only be achieved by higher prices.

**PERSONAL MENTION.**

Mr. H. J. Fletcher, representing Lipton's teas, is in Toronto with a view to establishing an agency for his firm. "I have," he said, "been through Canada, from Montreal to the Coast, and have established agencies all along the line for our teas, and am now in Toronto to place our goods upon the market here. Our teas have been on the market about ten years, and now we sell one million packages of it weekly." Mr. Fletcher informed me that Lipton's teas had a firm foothold in the United States, in New York city alone 900 grocers handling them.

Mr. P. C. Larkin, wholesale tea merchant, and Mrs. Larkin, sailed from New York on Wednesday per ss. Germanic for London and the Continent.

Mr. C. W. Gregory, who represents the interests of P. C. Larkin & Co., tea merchant, of Toronto, arrived in the city on Sunday. Mr. Gregory is specially commissioned to open up connection with the Northwest for the company's "Salada" Ceylon tea. In the near future the company intends establishing a depot at Winnipeg.—Free Press, Winnipeg.

**THE BATTLE OF THE GROCERS.**

An interesting, if somewhat one-sided, match was played the other night in Montreal on the St. Lawrence ice, between rinks composed of grocers from the Caledonia and home clubs. The wager was a barrel of flour for the House of Refuge, and the Caledonia won easily with the following score.

Caledonia.	St. Lawrence.
W. Currie	J. C. Rose
A. I. Lockerby	A. Hendry
J. H. Robertson	J. H. Howard
Jno. Robertson	J. Johnston
(skip)—25	(skip)—6

F. W. Fearman, Hamilton, reports a satisfactory spring trade, with a perceptible hardening in prices for most lines.



# A New Sensation

Pulsates in the breast of every housekeeper after her first trial of

## DIXON'S CARBURET OF IRON

The Polish King. She accepts with eagerness the truth that is impressed upon her, that she loves—most ardently—to have her stove and range shine with that brilliant effectiveness that none other can give.

What the Housekeeper wants the Grocer should keep, if he keeps up with the times. **PROFIT 100%**

**W. H. Gillard & Co. Wholesalers only Hamilton.**

# It will not pay you

To handle inferior liquors. Many do, but you can't afford to. You may buy them cheap and sell them at the same price as better goods. More profit, you think. For a little while, yes—for a steady business, no. You can't fool your customers all the time. People want the best, and they will go where they know they can get the best. Try selling

## The Best Whiskey

In the eyes of all Scotchmen at home, of the Judges at the Glasgow Exposition, and of all who have tried it—

### MITCHELL'S SCOTCH WHISKEY

It has all the best qualities. It is pure, smooth, pleasant and old.

## The Best Brandy

Sold from agencies in nearly every country of Europe. Liked and always used when once tried—

### P. RICHARD'S BRANDY

We don't simply say it is pure—it has been proven pure by analysis. Try it.

Sole Agents

**LAPORTE, MARTIN & CIE. 72 ST. PETER STREET MONTREAL**

WHOLESALE GROCERS



# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

### GROCERIES.

**B**USINESS shows further improvement, but the movement is still light and devoid of any particularly striking features. The demand for sugar is much as before, but while the situation outside is stronger, the local market has not yet responded, although it is quite likely to do so with a more active trade. The movement in canned vegetables is fair and improving. Coffees are without change from last week. Teas are quiet and, as a rule, steady in price. In molasses and syrups business is moderate. Foreign dried fruits are not attracting much attention. The feature in them is an advance in the price of currants in the primary markets. The green fruit trade is in a fairly healthy condition, with lemons slightly firmer in price. Payments are slow.

### CANNED GOODS.

The demand for vegetables is increasing. The drop in the price of corn is inducing an active demand for that commodity, and dealers are confidently looking forward to the consumption of the surplus stocks and higher prices as a result. There are plenty of tomatoes on the market at present, but with the pack light the position is strong, and higher prices are ultimately looked for. Peas are still scarce, and \$1 per dozen is the idea as to price with most houses. The demand for salmon is moderate, and it is expected that lower grade salmon will be scarce before the season ends. We quote: Tomatoes, 80 to 90c.; corn, 60 to 70c.; peas, 95c. to \$1 for ordinary; sifted select, \$1.10; extra sifted, \$1.45 to \$1.50; peaches, \$2.90 to \$3 for 3's, \$1.90 to \$2 for 2's; raspberries, \$1.40 to \$2.00; 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," \$1.40 to \$1.45; "Maple Leaf," \$1.35; "Lion," \$1.35 to \$1.40; Lowe Inlet, \$1.27 to \$1.30, in tall tins; cohoes, \$1.10 to \$1.20; canned mackerel, \$1.10 to \$1.20; lobsters, \$1.80 to \$2.10, for tall tins; flats, \$2.35 to \$2.65; half tins, \$1.45 to \$1.50; Canadian canned beef, 2's, \$1.35 to \$1.45; 2's, \$2.25 to \$2.35; 6's, 75c. to \$8; 14's, \$15 to \$16.50.

### COFFEE.

Trade is moderate only, and prices as before. We quote green in bags: Rio, 18c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 25c.

### SYRUPS.

There is still a fair demand to be noted for bright syrups. We quote: Dark, 30 to 32c.; medium, 33 to 35c.; bright, 40 to 42c.; corn syrup, 3 to 3¼c. per lb.

### MOLASSES.

Trade in syrups is moderate only. We quote: New Orleans, barrels, 28 to 35c.; half-barrels, 30 to 35c.; Barbadoes, barrels, 31 to 35c.; half-barrels, 33 to 35c.

### SUGAR.

Both the New York and London markets are stronger, but in Canada there is no change. The demand here is improving a little, although the refineries are receiving little or no attention, the buying at present being nearly all done by the retailers. Wholesalers' quotations are: Granulated, 4¼ to 4½c.; yellows, 3¾c. up.

### SPICES.

Trade is beginning to pick up a little, and prices are steady. We quote: Pure black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; ditto, best, 28 to 30c. per lb.; allspice, 14 to 18c.

### RICE.

Trade is moderate in character. The ruling idea as to price is 5¼c. for Japan and 3½ to 3¾c. for ordinary.

### NUTS.

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

### TEAS.

Indian Pekoes and Pekoe Souchongs are cabled stronger on the London market. Locally there is a fair demand for Indian and Ceylon teas. In Japan teas, all medium grades to retail at about 25c. are getting into small compass. That is, good drawing teas. There appears to be plenty of good style lacking in drawing quality. Ruling prices to retailers are: Young Hyson, 12 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

### DRIED FRUITS.

Currants are cabled 6d. dearer in Patras. The local market is quiet and unchanged. We quote as follows: Provincials, 3¼ to 4c. in bbls.; fine Filhatras, in bbls., 4¼ to 4½c.; do, half-bbls., 4¼ to 4½c.; ditto, half-cases, 4¼ to 5c.; Casalinas, cases, 5 to 5¼c.; Vostizzas, cases, 6 to 6½c.; ditto, half-cases, 6½ to 6¾c.; ditto, extra fine, 6¾ to 7¼c.; ditto, half-cases, 7¼ to 7½c.; Panaretas, in cases, 9c.

Valencia raisins are quiet and unchanged. We quote: Off-stalk 4½ to 4¾c.; fine off-stalk, 5 to 5¼c.; selected, 6 to 6¼c., and layers, 6½c.

Business in California dried and evaporated fruits continues brisk. The demand is chiefly for apricots, fancy silver prunes, peaches and egg plums. We quote: Apricots, 8 to 14c.; peaches, 6½ to 8½c., in bags, and ½c. per lb. more in boxes; pears, 8 to 10c.; plums, 6½c. for unpitted, and 9½

to 10½c. pitted; nectarines, 9½ to 10½c.; loose muscatels, 4½ to 6½c. per lb.

Prunes are not as much wanted as they were a few weeks ago, as rhubarb is now coming upon the market. There is still, however, a fair movement, particularly in California prunes. We quote: Bosnias, "Sphinx" brand, "A," 65 to lb. 9c.; "B," 75 to lb. 7¼c., "U," 102 to lb., 6½ to 6¾c.; California prunes, 40-50, 9 to 10c. per lb.; 50-60, 8½ to 9½c. per lb.; 60-70, 8 to 9c.; 70-80, 8 to 8½c. per lb.; 80-90, 7¼ to 7½c.; 90-100, 6½ to 7c.; 110-120, 5½ to 6c.; Bohemian, 3½ to 4c.; French, 5½ to 6½c.

Sultana raisins have advanced 1s. 6d. in Smyrna, and later advices state that stocks there are exhausted. Business here is quiet at 5½ to 6c.

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

Dates still rule quiet at 4½ to 5½c.

### GREEN FRUIT.

There is a fair demand for Valencia oranges, but other lines are quiet. Lemons are a trifle firmer, as we have from time to time lately anticipated they would. Bananas are in active demand at steady prices. Pineapples are still scarce, and the enquiry for them is fair. We quote as follows: Lemons—Messina, \$2.50 to \$3.25 for 360's and 300's per box. Oranges—California navels, \$4 to \$4.75, according to size; ditto seedlings, \$3 to \$3.50; Valencias, 420's, \$5.50 to \$6; Jumbo's, 420's, \$6.75 to \$7; ditto, 714's, \$6.75 to \$7; Sevilles, \$2.50 to \$2.75 per box; Messinas, half-boxes, \$2 to \$2.25; ditto, boxes, \$3.75 to \$4. Bananas, \$1.25 to \$1.75; cocoanuts, \$3.50 to \$4 a sack; apples, Spies, \$3.50 to \$4, Baluwins, \$2.50 to \$3.25, greenings, \$2.25 to \$2.50 a barrel; Russets, \$2 to \$3; domestic onions, 75c. per bag; Spanish onions, 75c. per small crate; pineapples, 25 to 35c.; sweet potatoes, \$3 to \$3.25 per bbl.; cranberries, \$5 to \$8 per bbl., and \$2.50 to \$3 per case, according to quality.

THERE IS ONLY ONE  
**"SALADA"**  
 CEYLON TEA

and that has a larger sale in a week than all other package teas sold in Canada put together have in a month. The increase last year was more than double the amount of the total sales of the year previous.

**P. C. LARKIN & CO.**

Wholesale Agents,

25 Front St. East,  
 TORONTO

and  
 818 St. Paul St., MONTREAL



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

KEEP IT TO THE FRONT.

**THE ST. CROIX SOAP MFG. CO.**

ST. STEPHEN, N.B.

BRANCHES—

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

**BUTTER AND CHEESE.**

**BUTTER**—Receipts are larger and increasing, with prices about 1c. per lb. lower. All the old tub butter that was on the market has been cleaned up. The demand for butter is not so active as it was, but it is still fair. Receipts of creamery butter are increasing, and prices are easier. We quote: Early summer dairy store packed, 8 to 10c.; good to choice fresh packed, 16 to 17c.; large rolls, fresh, 17 to 18c.; dairy pound prints, 18 to 19c. Fresh creamery—Tubs, 21 to 22c.; do., pound prints, 22 to 23c.

**CHEESE**—Is dull at 8 to 9c. for late makes.

**COUNTRY PRODUCE.**

**BEANS**—Business is still light at from 90c. to \$1 per bushel.

**DRIED APPLES**—Demand is nil, and prices weak at 3½ to 4c.

**EVAPORATED APPLES**—Some low prices are ruling, and 5½ to 6c. seems to be the idea for job lots.

**EGGS**—The market is a little unsettled, although receipts are only fair, and the demand is good. The idea as to price is 12c.

**HONEY**—Trade is quiet and prices unchanged. We quote: Strained, clover, 9 to 10c.; dark, 4½ to 5c.; comb, clover, \$1.80 per dozen; dark, 80c. per dozen.

**POULTRY**—The conditions are much as before. We quote: Turkeys, 9 to 12c.; geese, 7 to 8c.; chickens, 40 to 60c.; ducks, 60 to 90c.

**POTATOES**—Offerings and demand are both light; offerings are becoming smaller every day. Prices are unchanged at 22c. on track, and 25 to 30c. out of store for job lots.

**MAPLE SYRUP**—The market is now fairly

well supplied, although the receipts are not large, and are not expected to be as extensive as last year. We quote: Imperial gallon, 90 to 95c.; 5-gallon tins, \$4.50. Tins whose quantities are not stipulated range all the way from 70 to 80c.

**PROVISIONS AND DRESSED HOGS.**

Smoked meats continue in fairly good demand with prices as before. Trade in lard is steady. Deliveries of dressed hogs have been fairly liberal, and prices range all the way from \$4.70 to \$4.85.

**DRY SALTED MEATS**—Long clear bacon, 5¼ to 6c. for carload lots, and 6¼c. for small lots; backs, 7¼ to 7½c.

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

**LARD**—Pure Canadian, tierces, 8c.; tubs, 8½c.; pails, 8¾c.

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

**FISH.**

Fresh fish is arriving more freely, but the demand is light. We quote: Skinned and boned codfish, 6½c.; boneless fish, 3½ to 4c.; haddock, 5 to 6c.; Labrador herring, \$3.25 to \$3.50 half barrel and \$5.50 to \$5.75 per barrel; Newfoundland herring, \$2.50 per half barrel, and \$4.50 to \$4.75 per barrel; fresh water salt herring, \$3 per barrel; blue-back herring, 4c.; pike, 6 to 7c. per lb.; flitched cod, 5c.; finnan haddies, 7c.; Digby herring, in bundles of 5 boxes, 11c.; ditto, lengthwise, 10c.; large halibut, 12 to

15c.; Restigouche salmon, 20 to 25c.; British Columbia salmon, 14 to 15c.; mackerel, 20 to 25c.; steak cod, 6½ to 7c.; haddock, 5c.; black bass, 9 to 10½c.; white fish, 7c.; salmon trout, 7c.; Lake Superior whitefish, 7½c.; Lake Winnipeg whitefish, 7 to 7½c.

**SALT.**

Trade has been brisk during the past week. There have been some good sales of assorted cars for butter and cheese purposes. Prices are unchanged. We quote at Toronto: In carload lots, \$1 per barrel, and 60c. per sack; in less than carload lots, \$1.50 per barrel and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

**GRAIN, FLOUR, FEED, ETC.**

**GRAIN**—Receipts are limited. We quote: White wheat, 80 to 81c.; red, 78 to 80c.; goose, 58 to 60c.; barley, 34 to 38c.; oats, 27 to 28c.; peas, 52 to 54c.; buckwheat, 32 to 38c.

**FEED**—Baled hay is firmer, \$14.25 to \$14.75 for No. 1 and \$12.50 to \$13.50 for No. 2.

**FLOUR**—The market is dull and weak. There is no export demand and holders are pressing sales. We quote: Straight roller, \$3.40 to \$3.50, carload lots. Toronto freighters and \$3.55 to \$3.60 in job lots; Manitoba patents, \$4 to \$4.10 per bbl.; Ontario patents, \$3.85 to \$3.95 per bbl.; Manitoba strong bakers', \$3.65 to \$3.80.

**BREAKFAST FOODS**—Business is quiet and prices unchanged. We quote: Standard oatmeal and rolled oats, \$2.95 to \$3; rolled wheat, \$2.25 to \$2.30 in 100-lb. bags.



# The Toronto Cold Storage Co.

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

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## The Hilliard House, Rat Portage

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

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Butter	Lard	Cheese
Eggs	Apples	Etc.

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

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**YOU DESIRE TO INCREASE YOUR TRADE . . .**

The most certain way to do so is to handle

## J. F. ROGERS'

JUSTLY CELEBRATED

**Breakfast Bacon, Hams and Choice Backs.**

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

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

**J. F. ROGERS**

118 and 20 FRANCIS STREET

**TORONTO**

## Fresh Arrivals

**FANCY NAVAL ORANGES**  
**FANCY MESSINA ORANGES**

**SPECIAL**

We can suit you in

## Bananas

**CLEMES BROS., TORONTO**

rels; cornmeal, \$2.50; split peas, \$3.25 to \$3.50; pot barley, \$3.25 to \$3.50.

### PETROLEUM.

The demand for coal oil is getting lighter, while trade in machine oils is unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 16½c.; carbon safety, 18c.; Canadian water white, 18c.; American water white, 21c.; Pratt's astral, 22c.

### SEEDS.

A fair jobbing trade is being done, but people are buying with more than ordinary caution. All the crop appears to have been marketed. We quote in a jobbing way as follows: Red clover, \$4.80 to \$5.15 per bush.; alsike, \$3.50 to \$4.75; timothy, \$1.75 to \$2 per bush.

### MARKET NOTES.

Flour is cheaper.

Currants are 6d. dearer in Patras.

Eggs and butter are lower.

Lemons are a trifle dearer.

J. L. Watt & Scott have contracted for Gregory's Corsican citron peel for this season.

Louisiana strawberries are selling at 18 to 20c. on the Toronto market.

A cable to P. L. Mason & Co. quotes Sultana raisins 1s. 6d. higher in Smyrna.

The bailiff is in possession of the premises of Ruthven & Co., retail grocers, Parliament street, Toronto.

The visible supply of coffee in the United States is 63,025 bags less than it was same period last year, and 72,193 bags less than two years ago.

### QUEBEC MARKETS.

MONTREAL, April 16, 1896.

### GROCERIES.

**T**HE most striking feature of the week has been the strength of sugar outside without its affecting the local market a particle. In New York refined sugar has stiffened fully 3/8c. and raw is very firm, without having the slightest influence on local refiners' values. Syrups and molasses continue quiet and the latter exhibits an easy feeling. Spices and coffee are steady, with a moderate distributing demand. Tea has been almost motionless, while demand for dried fruit has not been quite as brisk as it was during the past fortnight, jobbers and dealers generally having stocked up pretty well. Jobbers here have not followed the western decline on canned corn, and pro-

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

## Graham, McLean & Co.

Produce Commission Merchants

77 Golborne St. TORONTO.

ESTABLISHED 1892.

## Butter and Eggs

**WANTED NOW!**

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General Produce and Commission Merchants

62 FRONT ST. EAST, - TORONTO.

Egg Cases supplied on application.

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

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

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# 4TH Brand HAMS, BACON, LARD

All finest quality.

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

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

duce and provisions generally continue much as they were a week ago, except that pork is a trifle easier.

## SUGAR.

There has been considerable excitement in sugar outside, prices at New York, for instance, showing notable advances, especially on refined. The local market, however, has not as yet furnished any change in values, though it is expected that before the week closes an advance may ensue. In New York refined has advanced fully  $\frac{3}{8}$  of a cent, but local refiners' prices are unaltered, business passing at  $4\frac{3}{4}$  c. for granulated in round lots, and though the Guild price is  $4\frac{7}{8}$  c. it is claimed that jobbers have been selling granulated for less than cost, despite the strength outside. Here we quote in a jobbing way: Granulated,  $4\frac{7}{8}$  c.; bright yellows, 4 to  $4\frac{1}{4}$  c., and darker grades down to  $3\frac{3}{4}$  c.

## SYRUPS.

The syrup market continues quiet, but though this is the fact, prices are held firm, as stocks are very light both in first and second hands. We quote: Bright syrups,  $2\frac{1}{4}$  to 3c., and darker grades down to  $1\frac{3}{4}$  c.

## MOLASSES.

There has been nothing new from primary markets in molasses, and importers here don't appear to be hurried over the matter of spring supplies. There is very little business doing in this market in a large way, but a fair distributive movement from second hands is going on. We quote Barbadoes 35 to 37c. and Porto Rico 34 to 35c., as to grade. Round lots would mean a material shading on these figures; in fact, it is not at all certain that some sellers would not concede in the case of a small lot.

## RICE.

There has been a slow trade in rice, but the market is firm, in sympathy with foreign advices. 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 has been no material change in the spice market, prices having ruled steady and business quiet. We quote: Pure black pepper, 10 to 12c.; pure white, 15 to 22c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; ditto, best, 28 to 30c. per lb.; allspice, 10 to 14c.

## COFFEE.

There was no material expansion in coffee business during the week, but a fair jobbing trade is passing at steady prices. We quote: Rio,  $16\frac{1}{2}$  to 20c.; Maracaibo, 19 to 21c.; Java, 28c.; and Mocha, 29 to 32c.

## TEAS.

There was no activity in tea in a large way and even the distributing trade has been quiet during the week. A few sales of low-grade Japans and blacks were the only descriptions to move in lots. We quote as follows: Young Hysons 10 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45 for high grades; China Congous,  $11\frac{1}{2}$  to 18c. for mediums, and 25 to 55c. for high grades; Japans, 12 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

## DRIED FRUIT.

Business in California raisins has not been quite as brisk as it was, buyers having supplied their wants. The feeling, however, is firm as ever, and, as there is little stock to come forward, future supplies are expected to necessitate firm prices. We quote values firm at  $6\frac{1}{2}$  to 7c. for 4-crown;  $5\frac{1}{2}$  for 3-crown, and  $4\frac{1}{2}$  to  $4\frac{1}{2}$  for 2-crown loose muscatels.

The same remarks apply to Valencia raisins, which are in very light supply here, and dealers are confident of even fuller figures, so are not urging sales. We quote: Ordinary, 4 to  $4\frac{1}{4}$  c.; fine,  $4\frac{1}{2}$  to 5c., and selected,  $5\frac{1}{4}$  to 6c., with layers 6c.

Sultana fruit ranges from  $8\frac{1}{2}$  c. for leading marks down to  $5\frac{1}{2}$  c., according to brand, and stocks are light.

The currant market continues quiet and firm. We quote: Barrels, 4 to  $4\frac{1}{4}$  c.; half-barrels,  $4\frac{1}{2}$  to 5c., and cases,  $4\frac{1}{2}$  to  $5\frac{1}{2}$  c., as to grade.

Receipts of California stock have been arriving, but have worked off without any difficulty, and prices are steady. French and Austrian are steady under light stocks. We quote: French,  $4\frac{1}{2}$  to  $5\frac{1}{2}$  c.; Austrian, 6 to  $6\frac{1}{2}$  c., and California, 7 to 12c.

There is no change in the fig market, bags selling at  $4\frac{1}{4}$  c.; ordinary boxes,  $8\frac{1}{2}$  to 9c., and fancy, 12 to 17c., as to brand.

The date market is quiet and unchanged at  $4\frac{1}{2}$  to 5c.

## NUTS.

There is a quiet seasonable trade in these. We quote as follows: Grenoble walnuts,  $11\frac{1}{2}$  to  $12\frac{1}{2}$  c.; filberts,  $7\frac{1}{2}$  to 8c.; Tarragon almonds,  $11\frac{1}{2}$  to 12c.; pecans, 8 to 12c., and shelled walnuts, 15 to 19c.

## CANNED GOODS.

The jobbers here have not followed the decline in corn to the extent quoted in the west. We quote as follows: Tomatoes, 80 to 85c.; corn, 70 to 80c.; peas, 95c. to \$1 for ordinary; sifted select, \$1.10; extra sifted, \$1.45 to \$1.50; peaches, \$2.90 to \$3 for 3's, \$1.90 to \$2 for 2's; raspberries, \$1.40 to \$2; strawberries, \$2 to \$2.45, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 80 to 90c; gallons, \$1.90 to \$2.25; salmon, "Horseshoe," \$1.35 to \$1.40; "Maple Leaf," \$1.25; "Lion," \$1.25 to \$1.40; Lowe Inlet, \$1.25 to \$1.30, in tall tins; cohoes, \$1.05 to \$1.15; canned mackerel, \$1.20 to \$1.30; lobsters, \$2.25 for tall tins; flats, \$2.35 to \$2.65; half tins, \$1.45 to \$1.50; Canadian canned beef, 1's, \$1.35 to \$1.45; 2's, \$2.25 to \$2.35; 6's, \$7.50 to \$8; 14's, \$15 to \$16.50.

## GREEN FRUIT.

The green fruit market is quiet, and only a small hand-to-mouth trade is doing both in oranges and lemons. Prices generally are much the same. We quote as follows: Oranges—California navels, \$3.50 to \$4.50; Valencias, 420's, \$4.75 to \$5.50, and 714's, \$6 to \$6.50. Lemons, \$2 to \$3. Grapes, \$5 to \$6 per keg. Apples, \$2 to \$4 per barrel. Dried do.  $3\frac{1}{2}$  c. Evaporated do.,  $5\frac{1}{4}$  to  $6\frac{1}{2}$  c. Spanish onions, 30 to 40c. per crate. Pineapples, 25 to 40c. as to size; bananas, \$1 to \$2.

## FISH.

The fish market is entirely without feature, and prices are greatly nominal. We quote: Fresh haddock,  $2\frac{7}{8}$  c. per lb.; fresh frozen B.C. salmon, 7 to 8c.; Manitoba whitefish, 7c.; dore, 7c.; trout, 7c.; tommy cods, 50 to 75c. Choice pickled Labrador herrings, \$5.25; No. 1 N.S., \$3 to \$4; No. 1 green cod, \$3.50 to \$4; No. 2, \$1.75 to \$2; No. 1 haddock, \$3; No. 1 large codfish, \$6; No. 1 lake trout, \$4 to \$4.25; B.C. salmon, \$10.50; No. 2 Labrador salmon, \$13; No. 1 mackerel, \$18.50; Loch Fyne herrings, 85c. per keg, and \$11 per bbl.; No. 1 sardines, \$4.50; No. 1 dried cod, \$4 to \$4.25; boneless cod, 6c. per lb.; boneless fish,  $3\frac{1}{4}$  c.; boneless haddock, 5c.; shredded, 11c.; haddies,  $6\frac{1}{2}$  to  $7\frac{1}{2}$  c. per lb.; bloaters, 90c. per box, and smoked herrings, 8 to 9c. per lb.

## PROVISIONS.

The provision market has continued dull and easy, prices on pork being shaded still further since our last report. We quote: Canadian short cut, clear, \$13 to \$14; Canadian short cut, mess, \$13.50 to \$14; hams, city cured, per lb.,  $7\frac{1}{2}$  to  $9\frac{1}{2}$  c.; lard, Can

**"STRATHROY"**  
**CANNED GOODS**







# "SEMPER .. IDEM"

"Always the Same"

THAT'S THE REASON OUR  
"GLOBE AND BEAVER" BRAND

*Crushed Java and  
Mocha Coffee (XTR)*

HAS DISPLACED ALL ITS COMPETITORS

## IT ALWAYS SATISFIES

Tins 25 and 50-lbs.; Price, 22c. Ground, 22½c.

## California Evaporated Fruit

FOLLOWING VARIETY—

Silver Prunes, 4 grades.

Apricots, 2 grades.

Peaches, Pears,

Pitted Plums,

Prunes—40/50, 50/60, 60/70,

70/80, 80/90, 90/100.

Egg Plums. Boxes and Bags.

We have the largest assortment in Canada in above lines and can show special values.

## PICKLES—"EAST INDIA"

A High-Grade Mustard Pickle—handsomely put up—finest 30c.  
pickle in the market. Cases, 1 doz.; price, \$2.85 doz.

# THE EBY, BLAIN COMPANY LTD.

WHOLESALE IMPORTING AND MANUFACTURING GROCERS

TORONTO - - ONTARIO

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adian, in pails, 8c.; bacon, per lb., 8½ to 9½c.; lard, com. refined, per lb., 6¼c.

#### COUNTRY PRODUCE.

**EGGS**—The egg market has fluctuated frequently during the week, going up and down ½ to 1c. at a time. To-day it stands at 14 to 14½c. for fresh laid goods.

**BEANS**—In beans carlots were offered at \$1 to \$1.05, but buyers held off, and business generally was in a jobbing way on the basis of \$1.10 to \$1.20.

**POTATOES**—The demand for potatoes was fair, and carlots changed hands at 30 to 32c. and small quantities sold at 40 to 45c per bag.

**MAPLE SYRUP**—Increased receipts of maple syrup have led to a decline of 5 to 10c. per gallon, prices to-day being 60 to 65c., and ½c. per lb. in sugar, which is selling at 8 to 8½c.

**HOPS**—These are unchanged at 6 to 8c. for last season's crop.

**HONEY**—Comb honey moves quietly at 12 to 14c., as to grade, for bright, and dark stock 1 to 2c. less. Extracted was dull at 7 to 8c.

**ONIONS**—Rule steady at \$1.60 to \$2 for yellow and \$2.50 for red stock.

**TALLOW**—A few sales are passing and prices are steady at 5 to 5½c., as to quality and quantity.

#### HAY.

The market rules irregular, but there were sales to-day at \$14 for No. 1 and \$12.50 for No. 2.

#### FLOUR, FEED AND MEAL.

The demand for Manitoba grades of flour was fair and the market is moderately active, but prices are irregular. A fair business was also done in Ontario grades in a small way and values show no change. We quote: Winter wheat, \$4.25 to \$4.30; straight roller, \$3.85 to \$3.90; straight roller, bags, \$1.85 to \$1.90; extra, bags, \$1.65 to \$1.75.

Business in oatmeal continues of a small jobbing character, and sales of rolled oats were made at \$2.80 to \$2.90. We quote: Standard, barrels, \$3 to \$3.10; granulated, barrels, \$3.10 to \$3.20; rolled oats, barrels, \$2.80 to \$2.90; rolled wheat, per 100 lbs., \$2.40 to \$2.50.

The demand for bran and shorts was fair, and orders for carlots of the former were booked at \$14 to \$15 and the latter at \$15 to \$16. We quote: Bran, \$14 to \$15; shorts, \$15 to \$16; mouillie, \$19 to \$20.

#### CHEESE AND BUTTER.

The cheese market has displayed a better feeling during the past eight days, and buyers have bid 8½c. freely for first, but could not get any good, while they cleaned up a lot of early summer make at 7c. Holder of what finest stock remains on spot want 8¼c. for it, and so far have refused to shade even a fraction on it. In earlier makes recent transactions noted have cleaned it up pretty well. It is now a foregone conclusion that there will be little or no April cheese this year as factory after factory that was working on cheese this time last year is making butter.

In butter, the jobbing enquiry is well maintained, and quite equal to the supplies so far arriving. Steadiness is the result of this, creamery selling to-day for parcels at 23c., and Townships dairy at 20c.

#### ASHES.

There is no change in ashes, which we quote: First pots, \$3.75; seconds, \$3.50, and pearls, \$5.

#### MONTREAL TRADE NOTES.

The strength both of refined and raw sugar on the outside markets has not caused any advance in Canadian refiners' prices up to this writing, for granulated sold at 4½ to 4¾c., and yellows 3¾ to 4c.

#### NEW BRUNSWICK MARKETS.

##### OFFICE OF THE CANADIAN GROCER.

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

**T**HE week has shown a good demand in all lines, and there is a prospect of a good season ahead. In the outlying districts the mills are working, and in these places particularly a better business is looked for than last summer, when some of the largest mills were not working. There is a good demand for lumber, which is very important to our city. Already a number of steamers are in, loading deal, and our coasters are busy bringing in the lumber from outside points. A large quantity of spiling will be shipped to New York this season, and though prices are not high, the business is not unsatisfactory. In lime the season opens quiet. Lime is a business of great importance to our city. We are in a position to do a large business, and a sharp demand would be of the greatest benefit. In cream of tartar the ruling quotation is 86s. After the somewhat rapid decline the feeling is rather firmer.

**OIL**—There continues to be a better demand for paint oil as season advances. Prices rule rather lower than last season. There is also a good steady demand for lubricating oil, which shows little if any change from last season's figures. In burning oil the demand is light and the week shows no change in price. We quote: American burning oil, 23¼c.; best Canadian, 21½ to 21¾c.; prime, 19c. No charge for barrels.

**SALT**—Demand continues to improve. Stocks are ample, with a fair quantity afloat for here; prices are easy. The Canadian salt has a very large demand for table and dairy use, while in coarse the English is altogether used, except a little Turk's Island. The American salt is altogether out of the market. We quote: Coarse, 48 to 50c.; fine factory-filled, \$1.10; 5-lb. bags, \$3.25 per bbl.; 10-lb. bags, \$3 per bbl.; 20-lb. boxes, 20c.; 10-lb. boxes, 12c.; cartoons, \$2 per case of 2 doz.; salt, bulk, \$2.70 to \$2.80 per bbl.

**CANNED GOODS**—Peas have the most attention, and wholesalers quickly pick up any lots offered at low figures. Some still continue to sell to the retail trade below price at which goods could be replaced. Corn is rather weak; tomatoes fully hold their own. English potted meats and fish to retail at 5c. are now on the market and have a good reception. Salmon has good demand, but shows no change in price. Dealers are not buying corned beef as freely as last season, when stocks were found to be rather heavy. We quote as follows: Corn, 80 to 90c.; peas, 90 to 95c.; tomatoes, 90 to 95c.; gallon apples, \$2 to \$2.25; corned beef, 2-lb. tins, \$2.40 to \$2.70; 1-lb. tins, \$1.50 to \$1.60; oysters, 2's, \$2 to \$2.25; 1's, \$1.60 to \$1.65; peaches, 3's, \$2.45 to \$2.85; 2's, \$1.90 to \$2; pineapple, Canadian pack, \$2 to \$2.40; salmon, \$1.40 to \$1.50; lobsters, \$1.75 to \$2; haddies, \$1.30; clams, \$5 for 4 doz.; chowder, \$2.75

## A. T. CLEGHORN

General  
Commission Agent

Correspondence  
solicited.

LONDON, CAN.

# Teas

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JAPAN  
INDIA  
CHINA  
CEYLON



It is hard to beat us in Teas.  
The largest importers in Western Canada.

## AIR-TIGHT PACKAGES TEAS

### Grand Mogul

30, 40, 50 and 60 cents.  
Black or Mixed.

## BULK BLENDS TEAS

In Metal Chests.

Ceylo-China, Aberdeen  
Royal English Breakfast  
Grand Sultan.

**PROOF VINEGAR.** Made from pure spirit under Government supervision. Highest quality and prices very low.

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Wholesale  
Grocers

London, Ont.

BADGEROW, SCOTT & CO.

PURE  
VINEGARS

79, 81 Jarvis  
Street

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**BEARDSLEY'S SHREDDED CODFISH**

TRADE MARK

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

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

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

**HEALTHFUL—COMFORTING**  
"The only safe luxury for canaries"

**BIRD BREAD**

PATENTED 1891-1895. REGIS'D 1895

Most effective as a song restorer and general tonic. A large block in every packet of Cottams Bird Seed, 10c. per lb. All grocers.

See that the words "Bird Bread" and "Bart. Cottam" are on every packet.

**Dawson & Co.**

**FRUIT PRODUCE**  
and **COMMISSION MERCHANTS**

**32 WEST MARKET STREET**

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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.

**Easter Meats**

Send in your order now. Do not leave it off till the last moment.

**HAMS, BACON,**  
**LARD.**

**F. W. FEARMAN**

**HAMILTON**

for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1; kippered herring, \$1.10.

**GREEN FRUIT**—There is an increased demand. Apples are more quiet, but extra quality will bring good figures, though there is no general demand. Valencia oranges still hold the market. Arrivals this week were quite large. Prices are quoted lower. Some very nice blood oranges have been received, but price prevents a large demand. Lemons move freely. Pineapples are not quoted this week, there being but few in the market. Bananas continue to arrive more freely, but all coming in as yet are crated. We quote: Apples, \$2 to \$3.50; Lemons, \$2.50 to \$3; Valencia oranges, \$4.50 to \$5.50; California oranges, seedlings \$2.50; navels, \$3.50 to \$4; pineapples, 18 to 30c.; cranberries, \$2.50 per box; bananas, \$1.50 to \$2.25.

**DRIED FRUITS**—There is little demand. New Bermuda onions are in the market, and the steamer arriving this week will likely have a quantity on board. Canadian sell slow, not showing as good value as American. Egyptian are shortly expected. Cleaned currants are more largely filling the place of the regular. A quantity of American packed continue to be sold, but they, it is thought, will soon drop out, as the new duty there will make them much higher. Nova Scotia holders are still anxious to sell dried apples, but there is no improvement in the market. Evaporated are also dull. California prunes are firmer, although a fair quantity continue to arrive. In evaporated fruits there is rather less demand. California London layers are offered low from New York. We quote: Valencias, 4½ to 5c.; layers, 5½ to 6c.; California L. M. 4-crown, 6 to 7c.; 3-crown, 5 to 6c.; London layers, \$1.70 to \$1.85. Currants, bbls., 3¼ to 4c.; cases, 4¼ to 5c.; cartoons, cleaned, 7½c.; bulk, cleaned, 6½c.; prunes, kegs, 4c.; boxes, 6 to 7c.; half-boxes, 7 to 8c.; dates, 4½ to 5c.; dried apples, 5c.; evaporated apples, 6½ to 7c.; California evaporated peaches, 8 to 13c.; apricots, 12 to 14c.; pears, 12 to 14c.; onions, \$2.25 to \$2.50; cocoanuts, \$3 to \$3.50 per 100 lbs.; figs, 9 to 10c.; Sultana raisins, 7 to 8c.

**DAIRY PRODUCE**—Eggs have been scarce during the week; prices have, therefore, held firm, but lower figures are looked for. Cheese shows no change, there still being a fair quantity here. The time till new are offered is now short. They are expected to open low. In butter, new is beginning to arrive, and holders of old are easier in their prices. Best grades, however, sell freely at fair prices. We quote: Common dairy butter, 15 to 16c.; dairy, 17 to 18c.; new creamery prints, 22 to 23c.; cheese, 9 to 9½c.; creamery, tubs, 20 to 21c.; eggs, 14 to 15c. by case.

**SUGAR**—There is nothing new to say. The trade are still expecting higher prices, but are rather disappointed they are not

Consignments of \_\_\_\_\_

**BUTTER, EGGS and all kinds of Produce**

handled to the best advantage  
Prompt returns. \_\_\_\_\_

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**MONTREAL**

Why not sell your customers the best? One trial will convince you and them.

**BRUCK'S BIRD SEED**



Ask your wholesaler for it, and see you get it.

**NICHOLSON & BROCK - TORONTO**

**HAMS**  
**BREAKFAST BACON**  
**LARD**

OUR WELL KNOWN BRAND

Write for prices.

**WM. RYAN**

70 and 72 Front St., East,  
**TORONTO**

**S. K. MOYER,**

**COMMISSION MERCHANT**

Wholesale Dealer in . . .

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

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

Order Now \_\_\_\_\_

**Fine Cheese**  
**Evaporated Apples**

PRICES RIGHT

**D. Gunn, Flavelle & Co.**

Pork Packers and Commission Merchants Toronto

Fancy California Washington Navel and Seedling

**ORANGES**

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

Arriving Weekly \_\_\_\_\_

**HUGH WALKER & SON, Guelph, Ont.**

here as yet. Values show no change. We quote: Granulated, 4¼ to 4¾c.; yellow, 4 to 4¾c.; Paris lump, 5¼ to 5½c.; powdered, 5¼ to 5½c.

**MOLASSES**—West India steamer is due at this writing and a quantity is expected, though not bought at lowest prices at the island. An auction of some fair quality old was held this week. There was limited demand. Best price obtained was 24¾c. There is still quite a quantity of old held in warehouse here. What Porto Rico new is here is held firm. Some more is daily expected. A better demand is noted for New Orleans than at this season last year. The Antigua in small packages arriving last month finds but fair demand. We quote as follows: Barbadoes, 33 to 34c.; Porto Rico, 34 to 36c., bbls.; New Orleans, 30 to 36c.; syrup, 36 to 38c.; Antigua, 28 to 30c.

**FISH**—Everything is quiet. The fishermen cannot even get bait. All kinds of fresh fish are very scarce. In Gaspereaux the run for the season is nothing. In dry fish demand since Lent has been light and prices are rather easier, pollock being particularly dull. Boneless fish also shows less movement. In pickled fair stocks are held, which merchants would like to move at quotation. Shad are dull. There is quite a quantity of the prepared fish in cartoons, for fishballs, selling. There are several different brands now on the market. Smoked herring, though holding firm, show little improvement in demand. We quote as follows: Large cod, \$3.50 to \$3.75; medium, \$3 to \$3.25; pollock, \$1.30; bay herring, \$1.25 to \$1.30 per half bbl.; new smoked, 5 to 6c.; Canso, \$4 to \$4.50 per bbl.; shad, half-bbl., \$5; Shelburne, \$2.75 bbl., \$1.65 half-bbl.; boneless, 2½ to 8c.

**PROVISIONS**—In hams a rather better demand is noted. Not as many dealers are handling smoked meat as usual, which tends to make the business more satisfactory. Lard is largely held, and moves somewhat slowly. In all pork products prices are not as high as was expected. In barrelled pork there is dull business at low prices, packers in some cases holding for higher than local prices. Holders are, however, getting a fair profit on the small quantity moving. Beef shows no change. Some to arrive was bought low. Some domestic packed pork, in half-barrels, is selling. We quote as follows: Clear pork, \$15 to \$15.50; mess, \$14 to \$14.50; beef, \$13 to \$14; domestic mess pork, \$14 to \$14.25; hams, 10 to 11c.; rolls, 8 to 8½c.; pure lard, 9 to 9¼c.; compound, 7¾ to 8c.

**FLOUR, FEED AND SEED**—Flour market is acting strangely. Some Ontario millers have made quite an advance in their quotations, and a rather firm feeling is reported; nevertheless, one Manitoba miller is down in price. The sale of Manitoba flour this spring has been very large. The fact that so many Ontario mills have been making Manitoba flour, at rather below regular prices, has very much increased the sale. Owing to the very low price of Manitoba wheat much more is being mixed with Ontario than formerly. In beans, the market is again down. Merchants are now asking how long is it safe to hold, as stocks, which are quite large, were all bought at higher prices. P.E.I. oats are held well above prices accepted for Ontario, which show no change. There is quite a demand now for seed oats. In seed, prices are below last season, and a good demand is noted. The only movement in hay is to the American market. We quote: Manitoba, \$4.60 to \$4.65; best Ontario, \$4.50 to \$4.60; medium, \$4.40 to

\$4.50; oatmeal, \$3.25 to \$3.50; cornmeal, \$2.10 to \$2.15; middlings, \$19 to \$20 on track; bran, \$18 to \$19; hand-picked beans, \$1.10; prime, \$1; oats, 34 to 35c.; hay, \$12.50 to \$13; barley, \$4; round peas, \$3.65; split peas, \$3.70 to \$3.80; yellow-eye beans, \$1.75; buckwheat, native, \$1.30 to \$1.35; American timothy, \$2; Canadian timothy, \$2.75; red clover, 9 to 9¼c.; alsike, 9¼ to 9½c.; mammoth, 9¼ to 9½c.

#### ST. JOHN NOTES.

Moncton is to have a street railway.

J. Hunter White has received a car of Windsor salt.

There is talk of a steamer being put on between St. John, Annapolis, Granville Ferry and Bridgetown.

One hardware merchant received by a late steamer upwards of 10,000 packages of cement, glass and hardware.

Fresh halibut continues scarce in this market; some arriving from Yarmouth brought at wholesale 12c. per lb.

A. S. Bowman, representing Geo. E. Tuckett, Son & Co., is again on the road after a short illness. His friends will be much pleased to see him again.

The large new mill of the Masterman Sulphite Fibre Co. at Chatham, is now running. It is right up to date in every particular.

The new steamship line direct from New York is making a big push for business, and many merchants, noticing the effect on rates of the competition, are aiding the new comer.

Moving has begun. F. H. Tippet & Co., agents for Lazenby's pickles, Fry's cocoa and other lines, have moved one door below their old stand on Dock street. James B. Gillespie, agent for G. J. Hamilton & Son, has moved from North Wharf to 37 Dock street.

#### EXPORTS OF DANISH BUTTER.

THE official statistics of the exports of butter from Denmark in 1895 quoted in the report for that year of the Copenhagen Chamber of Commerce, show that the total amount sent to foreign markets was 129,690,000 lbs., almost exactly the quantity recorded in 1894. It appears, however, that the imports reached only 33,660,000 lbs., against 41,400,000 lbs. in 1894. It is estimated, therefore, that there was an increase of about 8,000,000 lbs. in the home production last year. The total exports to Great Britain are given as 126,500,000 lbs., of which more than 110,000,000 lbs. was the produce of Danish farms, the rest having come from other countries bordering on the Baltic. These figures do not quite agree with the British Board of Trade returns, which state the British imports of butter last year from Denmark at 129,830,240 lbs., against 123,478,816 lbs. in 1894.

## DILLON & CO.'S Baking Soda

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

WE WANT shipments of  
**BUTTER and EGGS**  
**H. P. Gould & Co.**  
80 Colborne St., TORONTO

## ALBERT PAIN . . .

36 Merrick St.,  
HAMILTON, ONT.

PRODUCE AND COMMISSION MERCHANT

Wholesale dealer in

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

## E. T. STURDEE

Mercantile Broker,  
Manufacturers' Agent,

ST. JOHN, N.B. Etc., Etc.  
Wholesale trade only.

## EPPS'S COCOA

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

Special Agent for the Dominion

C. E. COLSON - MONTREAL



50 Casks  
Best  
Imported  
Chicory

## EWING, HERRON & CO.

Coffee and Spices

. . . MONTREAL

## A surprise . . .

to everybody who  
first tastes . . .

Golden  
Finnan **Haddies**

They never knew they were so nice.

THEY ARE A GREAT TRADE BRINGER

Wholesale by

THE EBY, BLAIN CO., TORONTO



**WESTERN** Incorporated 1851.  
**ASSURANCE COMPANY**

**Fire and Marine**

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

Head Office: **TORONTO, ONT.**

Geo. A. Cox, President. J. J. KENNY, Vice-President  
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**GASPE DRY CODFISH, GREEN COD-FISH, N.S. AND C.B. HERRING**

B.C. Salmon, Canned Lobsters, Mackerel and Blueberries, Nfld. and Gaspe Cod Oil

**CLARETS**

Alex. Andreae Kraay & Co.'s very fine old Clarets

**BASS' ALE**

The Bugle Brand is the best imported

**GUINNESS' STOUT**

Bulldog Brand, the highest grade bottled

*Cockburn & Co.'s Very Old Highland Whisky*

**SPECIAL LIQUEUR WHISKY**

**J. & R. McLEA, 23 Common St.  
MONTREAL**

**The Peoples Building and Loan Association of LONDON, ONT.** Incorporated + +

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

**PERMANENT STOCK.**

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

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

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



**Something New**

*East India Pickles*

GOOD SELLER  
GOOD PROFIT



Put up in handsome wide neck bottles with glass stopper.  
The finest goods ever offered in this country.

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

EXCELLED



BY NONE

Sparkling

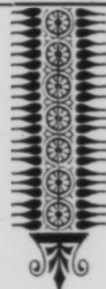
**Knox's Gelatines**

Calves Foot

No. 1. Knox's Sparkling  
Calves Foot Gelatine



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



THERE are many peculiarities about this Gelatine that make it immediately profitable. There are three kinds. Then you can suit any taste. It is attractively put up. It is in granulated form. It is almost instantaneous. No tedious waiting. No elaborate preparations—and then you

**MAKE MONEY**

and a good reputation by selling it. We know this. Order from any wholesale house.

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

## HALIFAX TRADE GOSSIP.

THERE is no doubt the spring is a backward one in Nova Scotia. The woods are full of snow and roads are bad, and in all lines there is little or nothing doing. The fact that our markets do not respond in sympathy with other markets, which should have a controlling interest, shows that there is a scarcity of money. At this time the spring trade usually sets in pretty lively, but as yet nothing has been done over and above the regular winter business.

The advance of refined sugar in New York during the past week or two of  $\frac{1}{2}$ c. had no effect on the market here. The refinery is doing a good business, but at old prices. Higher prices are, however, looked for in the near future.

Fishstuffs — There are no especial improvements to record in the fish business. It is not a question now of how much a shipper will make, but how much he will lose, when he is considering the advisability of making a shipment. Holders really do not know what to do with their stocks of bank and bay cod. The price at Porto Rico keeps phenomenally low, and Cuba is now out of the question as a fish consuming country.

New alewives will soon be on the market. The price will open at about \$3.25, but will fluctuate considerably.

Hard cured Jamaica cod are very scarce and are wanted.

There is a little doing in butter, there being a pronounced scarcity of a good article. Messrs. Hutchison & Power, of this city, imported a large quantity of creamery from Quebec, which sold at 24c. The regular jobbing price to-day for good creamery is 24c., and there is very little on the market. Old dairy is selling at 16 to 18c.

The cheese market continues dull, and a decline is anticipated. September is selling at 9c., and early makes can be purchased at 7 to 7 $\frac{1}{2}$ c.

There is no need of importing eggs from the States. The market is over supplied and case lots are jobbing at 10c. and under to-day. The retail price is as low as 11c.

The green fruit market remains unchanged. The market is well supplied. Tomatoes, rhubarb, etc., will be coming in next week.

The provision market is dull and unchanged.

There is no change in produce, which remains too low in price for actual business.

Your most fastidious trade will thank you for offering

## "LA DELICATESSE"

The New "Confection in Cheese."

"La Delicatesse" is warranted to be absolutely pure cheese. It is made in the heart of "Herkimer County," New York, the great cheese county of the world,

## SOUTHERN STRAWBERRIES.

The season is rapidly approaching for strawberries, and within a few days liberal supplies are expected from Charleston and possibly from North Carolina. Stock has been arriving for some time from Florida, and as a rule very fair prices have been realized. The cool weather has kept the demand moderate, but at the close there is more disposition to buy, and the outlet will doubtless widen from now on. The cool weather during March delayed the Charleston crop almost a month, and even up to the present time only a few stray lots are arriving, but advices indicate heavy shipments very soon, and a large acreage is reported. The acreage in North Carolina is also reported unusually large this season. The quality of the berries has been very good as a whole, though many lots have naturally arrived more or less out of condition, owing to the great distance. Most shippers use small refrigerators filled with ice, and in this way the berries are kept cool and fresh, but where open crates are used the quality depends somewhat on the weather, unless they are shipped by refrigerator cars, and then they often arrive in fully as good or better condition than the small ice boxes. At the close advices report that one or two shipments have been made from North Carolina, and quite free supplies are expected from there within a week or ten days.—N. Y. Journal of Commerce.

## WHERE VIGILANCE WILL PAY.

The merchant who takes the trouble to weigh, count or gauge everything he buys can often undersell the dealer who considers it a waste of time to thus check the shipper's billed figures, remarks Merchants' Review. It is not that many shippers are occasionally subject to sudden attacks of dishonesty, but that mistakes are liable to occur in the most carefully conducted shipping departments, and quite often errors of this character will be found to favor the interests of the jobber or manufacturer. Take nothing for granted when goods are received, and don't forget to examine the quality of the consignments. Remember that the articles you send out are advertisements of your business.

## SPECIAL ASSORTMENTS.

It is not uncommon, says Merchants' Review, for grocers to offer assortments of goods at special prices, the prices of some of the articles being tremendously cut, while sufficient margin is put on the coffee and

tea to carry the "cut" goods and yield a liberal profit. But, curiously enough, sometimes the "assortments" fail to equal the expectations of the grocers, owing to the fact that they neglect to make it clear to the average consumer that the bargain prices quoted are for the assortment only, and that the offer has to be accepted in its entirety, otherwise ordinary prices will be charged. Some customers get it into their heads that the dealer is trying to back out of a bad bargain when he refuses to sell a part of the assortment at the special prices.

## BRITISH AGRICULTURAL FINANCE.

Mr. R. E. Turnbull, an authority on British agricultural finance, has forwarded to The Midland Counties Herald a revision of the estimates of farming capital employed in the United Kingdom which he presented before the Royal Commission on Agriculture. He then calculated the aggregate amount existing in 1892 at £330,000,000, or £6 17s. per acre, against £440,000,000, or £9 per acre, in 1874. Mr. Turnbull says that since 1892 a further reduction has taken place, and that the amount is probably not now more than £275,000,000, or £5 15s. per acre. The present value of the agricultural holdings—i.e., land and buildings—he estimates at £1,000,000,000, which is equivalent to about £21 per acre, taking good and bad land together. In 1878 Sir James Caird's estimate was £2,000,000,000, which was calculated on the basis of 30 years' purchase of the then annual value. With regard to the reduction in the amount of farming capital within the last three years, Mr. Turnbull is disposed to attach much importance to the drouth of 1893 as a cause.

## Fruit Jars

Honey, Marmalade and Jelly Glasses, Lamp Chimneys, 25% less than regular prices. Special low quotations on Fruit Jars for immediate delivery. Get our prices. They will save you money. RUSSELL'S, in the St. Lawrence Market, Toronto. (19)

## Bright & Johnston

Wholesale Fruit Importers and Commission Merchants.

Consignments Solicited.

140 Princess St. Market Square WINNIPEG



## A. E. RICHARDS & COMPANY

122 King St. East

Agents for Canada.

HAMILTON



“Just Like . . .  
What Mother  
Used to Make”

TRY IT YOURSELF



**PURE GOLD M'F'G. CO.** 31 & 33 FRONT ST. EAST.  
TORONTO.

**PRACTICAL SUGGESTIONS.**

“FOR your success in a business career it is necessary first of all that your understanding should be good,” writes J. B. Lewis in *Boot and Shoe Recorder*.

“Some young men, instead of having an understanding of their own, would prefer to have an understanding with the head of the firm. \* \* \*

“Another important quality in a young man is scrupulous honesty. It is no longer considered good form to borrow your employer's money from the cash drawer because your best girl wants to go to the theatre.

“It is wiser not to attempt to learn the whole business in a week. It might discourage the faithful but less brilliant workers, and then your employer would have to spend all his time in finding new things for you to do, if you learn them too quickly.

“Don't take over three hours and a half for lunch. The late Ward McAllister said the best lunches now rarely consume over three hours at table.

“It is no longer regarded as necessary that the head of the firm should arrive at his desk in the morning before his clerks. In fact, in some of the most successful establishments down town the clerks and office boy now arrive ahead of the proprietor.

“If you don't succeed in your business, it

is always the fault of the business. Don't forget that. It is never the fault of the man himself. Any fool can see this.

“If your business day is supposed to end at 5.30 p.m., it will be necessary for you to stop actual work at half past four. This will give you a reasonable time for blacking your shoes, washing your hands, etc. If you should find yourself out on the street and then discover that you had left ahead of the leaving hour, it is not a matter to be thought of seriously. Accidents will happen.

The latter then considers the importance of a good memory and ends his article with some good advice about over-work, the latter of which we quote :

“Don't overwork. It would be terrible for your employer to reflect that he was responsible for your early death from over-work. Be sure and stay out late every night. This is not work but play. If you don't go to bed at all, you will be sure to be up early the next morning. This is good sound logic.”

**THE TERM “DRUMMER.”**

Why should commercial travelers be designated “drummers?” asks *Confectioners' Journal*. The term is a misnomer and originated as a slang phrase in the far western states in years gone by when there were more peddlers than authorized representatives of substantial wholesale merchants.

Why is “this thus” that the senseless name “drummer” should be applied to commercial travelers in Uncle Sam's domains? It may in a measure be attributed to a tendency of a portion of the American press to adopt all the slang phrases they lay their hands, or rather paws, on and cultivate them for all they are worth and pass them off as witticisms—poor, cheap wit! But why in the name of common sense should it come to be applied to thousands of respectable, energetic and capable men, and gentlemen, who range under our banner in this dominion of ours and follow the career or profession of commercial travelers is beyond the conception of the writer, and he would most respectfully ask the members of our intelligent press to frown down this disreputable phrase and also the members of our different associations to take a hand in also. To be a successful traveler it is surely not necessary to beat a drum, as is implied in the opprobrious name. It may have taken its origin from the old Scotch story of the Irish tinker who was a bad hand at his trade and traveled through the country towns and villages of the northern part of Great Britain beating a drum and hallooing out: “Any old tin pans to mend?” And his wife following behind calling out: “Yes; and begorra there's the man that can do it.” In the Old Country and on the continent of Europe if such a term was understood at all it would, without doubt, be taken as an insult.

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# Buckwheat Pancakes with Maple Syrup

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

## SELF-RISING BUCKWHEAT FLOUR

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

IRELAND NATIONAL FOOD CO., Ltd.

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

Toronto, Canada.

### TRADE CHAT.

SOME of the residents of Windsor are suspected of smuggling dutiable articles from the States, and to put a stop to it the Government has sent to that port Special Officer Stundon.

The St. Thomas City Council has increased the transient traders' license from \$75 to \$200.

J. H. Luckham's drug store at Glencoe was robbed the other night, and fancy articles to the value of \$50 were stolen.

The prospects for fruit in the Goderich district look very promising, and if it escapes the May frosts an abundant yield may be looked for.

At a general meeting of the Board of Trade of Toronto, held last Friday, a resolution was passed advocating closer trade relations with the Mother Country.

The Elgin Mercantile Association met the other night. Committees were appointed

to perfect organization. There was a large attendance, and a determined effort will be made to weed out "dead beats."

At a meeting of the Brantford Board of Trade, Messrs. Frank Cockshutt, Lloyd Harris, and J. S. Hamilton were appointed delegates from the Brantford Board of Trade to the Chambers of Commerce in London this summer. The Board also passed a resolution favoring some measure of closer trade relations between the colonies and empire.

The grain storehouse owned by Jesse Smith, Toronto, and occupied by W. A. Hutt, grain buyer, of Aurora, was burned. There is no doubt it was deliberately set on fire. The building was almost filled with grain, the loss on which is partially covered by insurance. This is the second incendiary fire that has occurred in this town this week.

Friday morning about 2.30 a.m. burglars effected an entrance into the grocery store of B. C. Turville, formerly owned by Glen

Boughner, corner of Kains and Flora streets, St. Thomas. They broke a large pane of glass in the window, and after getting inside attempted to open the till. The latter is a combination, and it is thought that when the bell rang the intruders made off. Both back doors were found open.

It is too early to make any definite estimate of the crop outlook for the present year, but reports are to hand from various sources, which indicate that the prospect is not too bright. Reports from the plains where the land is sandy are that the wheat crop is damaged to the extent of one-third. In the clay soil it is too early to speak. It had a poor top last fall and has not recovered from the severe winter. In these days of sunshine all day and keen frost at night, with dry winds, not much chance is given it to grow. Farmers are already crying for warm rains, and with them some good crops might reasonably be expected.—Brantford Expositor.



## There's a tendency . .

to sacrifice quality for price these days, and alleged "pure goods" are frequently offered at prices which ought to show anyone, with half an eye, that there is something wrong.

Maple Leaf goods are all branded and guaranteed. They sell at the right price and you can't go wrong in buying them.

Delhi Canning Co., Delhi, Ont.



**BEATTY, BLACKSTOCK, NESBITT,  
CHADWICK & RIDDELL**  
**BARRISTERS, SOLICITORS, NOTARIES, ETC.**  
Offices—Bank of Toronto, cor. of Wellington and  
Church Streets, **TORONTO, ONTARIO.**  
Solicitors for Bank of Toronto, Board of Trade, Toronto  
R. G. Dun & Co., (Mercantile Agency,) etc.

“NEVER TURN A WHEEL” WITHOUT IT  
CAN'T YOU SELL?  
**PEERLESS  
MACHINE**   
Best general purpose oil known. Specially adapted to  
farmers' trade. Best advertised and most used. If our  
travelers have missed you send for samples and prices.  
**SAMUEL ROGERS & CO.**  
Sole proprietors, Toronto, Ont.

## Wanted in British Columbia

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

### COCOA-PALMS.

**M**R. J. FERGUSON, of The Ceylon  
Observer, in a letter to The London  
Times, estimates that there are some  
fifty millions of cocoa-palms growing in re-  
gular plantations or small native gardens in  
Ceylon, covering some 650,000 acres and  
yielding an annual harvest nearly equal in  
value to that gathered from the 300,000  
acres of tea plant. A certain proportion of  
the “harvest” is exported—in cocoanut oil,  
up to 500,000 hundredweight; “copra” and  
“poonac” (the dried kernels), up to 200,000  
hundredweight; coir fibre, rope and yarn,  
up to 170,000 hundredweight; in cocoanuts,  
10,000,000, as pulled or with the husk off;  
and in a new and fast-expanding industry in  
“desiccated cocoanut,” six to seven million  
pounds—but a large, perhaps the larger,  
proportion is consumed for food and domes-  
tic use otherwise by the people of the island,  
apart from the large and unfortunately grow-  
ing quantity of arrack (the whisky or brandy  
of Ceylon) prepared from the sap of a large  
number of palms set apart for that purpose.  
Of other palms (Palmyra, Kitul and Areca  
chiefly) and fruit trees in great variety, the  
Sinhalese and Tamils of Ceylon have over  
300,000 acres planted, and most yielding  
crops, as additions to the food supply, and,  
in some cases, exports. Of our famous an-  
cient spice—cinnamon (which was carried  
from Ceylon and sold in Rome in the time of

Every up-to-date Grocer  
should keep

**COWAN'S**  
**HYGIENIC COCOA**  
**ROYAL NAVY CHOCOLATE**  
and **FAMOUS BLEND COFFEE**  
Send your orders to  
**THE COWAN CO., Ltd.**  
470 King St. West, Toronto

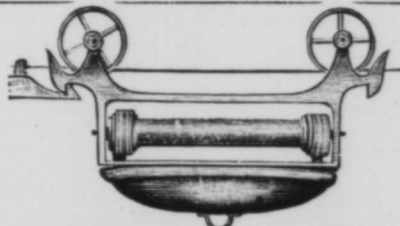
**Union Mutual Life Insurance Co.**  
**OF PORTLAND, MAINE**

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

**MAINE NON-FORFEITURE LAW**

**WALTER I. JOSEPH, Manager**

Room 2, 162 St. James Street, Montreal



**CHAMPION CASH RAILWAYS**

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

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

Augustus Cæsar for the equivalent of £8  
sterling per pound)—there are still about  
35,000 acres planted in Ceylon, the annual  
exports of the quills and chips keeping in  
excess of two and one-half million pounds.  
This industry is in Ceylonese (chiefly Sin-  
halese) hands. Cardamoms, pepper, cloves,  
nutmegs and some other spices claim more  
attention from the European planters; but  
the cultivation of citronella and other grass  
for essential oils is solely done by the na-  
tives, as also, of course, the great paddy, or  
rice-growing industry in Ceylon.

### A REMEDY FOR LOAFERS.

A New Jersey grocer owning a corner  
store was annoyed continually by a number  
of loiterers who used to congregate on the  
corner, says an exchange.

He called the police to keep the store  
front clear, but the idlers disregarded  
the bluecoats. The groceryman was in a  
quandary as to the best means of removing  
the cause of his annoyance, but a bright  
idea struck him. He went to a painter and  
had him make a sign which read as follows:

WANTED.  
One more loafer to stand on this corner.

This sign he placed in the front window,  
and he has had peace since.

## DELICIOUS

That's the only way  
to rightly describe the

## Ram-Say Tea

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

In pound or half pound  
packets, 4s, 5s, 6oc. pound.

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

### THE WEIGHT OF POUND PRINTS.

**EDITOR GROCER,**—Is there not a law  
compelling people who put up goods in cer-  
tain weight packages, to practise what they  
preach? If so I should very much like to  
see it applied to some of our creameries. It  
is very often hard work to get from any of  
them the uniform quality of butter, but when  
one is mulcted ½ ounce, and sometimes  
more, in weight on each one-pound print,  
is rather hard lines.

Concerning this matter I know whereof I  
speak, having at different times weighed the  
butter on arrival, and have at different times  
complained to my grocer of the short weight,  
but he evidently is a sort of “stick in the  
mud” and makes no move in the matter.

Perhaps this letter of mine will call the  
attention of some live men to this fact and  
have it righted.

Yours, etc.,

CONSUMER.

April 13, 1896.

### WANTED—A WOOL DEALER.

**EDITOR GROCER,**—Could you give us the  
address of some reliable wool dealer? We  
want to secure a good market for wool, as  
we intend handling a large quantity of it.

Yours, etc.,

MCKINNON & MORRAN.

Allenford, April 13, 1896.

## HINTS TO BUYERS.

**D**AWSON & CO. have a carload of Valencia oranges arriving on Saturday. It consists of ordinary 420's, large 420's and 714's.

Davidson & Hay offer choice evaporated apples at very low figures

The Eby, Blain Co. report that they have secured a line of cheap salmon. It is scarce.

Davidson & Hay are showing good value in pure sugar syrups in half-barrels.

Davidson & Hay offer "Meadow Sweet" cream cheese put up in 5 and 10c. cakes.

Davidson & Hay have another shipment to hand of California two-crown loose muscatels.

W. H. Gillard & Co. are showing splendid values in California evaporated peaches and apricots.

The booklets going out with 10-box lots of starch from Lucas, Steele & Bristol, are meeting with favor.

A large shipment of Moyune Young Hysons, showing a good range of values, is in store with the Eby, Blain Co.

The Windsor Salt Wells are making heavy shipments; some days as many as eleven cars leave the works.

H. P. Gould & Co., Toronto, are still on the hunt for butter and eggs. "Holders would do well to communicate with us," they state.

A. E. Richards & Co., Hamilton, have been appointed Canadian agents for the "Wool Soap" made by Raworth Schadde & Co., Chicago.

McWilliam & Everist have this week received three cars of bananas and one car each of Valencia oranges, California seedlings and navels.

The Ceylons and Indians to hand and arriving with Lucas, Steele & Bristol, at 17 and 18c., show choice value. "May we send you samples?" asks the firm.

The Eby, Blain Co. are in receipt of a line of finest selected French sardines,  $\frac{1}{4}$  and  $\frac{1}{2}$ , "Chancerelle" brand, prepared in pure virgin olive oil, in fancy key-opening tins.

Business in maple syrup shows a decided increase over last year. T. A. Lytle & Co. report continuous heavy orders. They are handling Eastern Township syrup entirely.

The "East India" pickles offered by the Eby, Blain Co. are meeting with a ready sale. They claim they are just what the trade wants, a high-grade pickle at a medium price.

W. H. Gillard & Co. report that this season the sale of Dixon's Carburet of Iron

stove polish is largely ahead of last, and that merchants handling it heretofore have almost invariably re-ordered.

"Our California peaches and Bosnia prunes are going fast," report Lucas, Steele & Bristol. "At low prices we offer. We also find great sale for our jams and marmalades in 7-lb. pails."

Finnan haddie, canned, have taken a firm hold on the market, particularly through Ontario. Northrup & Co., agents for the "Golden" brand, report a much larger sale than last season.

C. A. Thompson, Montreal, has just landed a carload of evaporated apricots and peaches, also prunes, from J. W. Teasdale & Co., St. Louis. THE CANADIAN GROCER was shown samples which both looked and tasted all right.

"If retail grocers will insist upon having our established brands of coffee and spices under our own name and label they will be assured of the genuine article, and the best of its kind," write Lucas, Steele & Bristol, of Hamilton.

W. H. Gillard & Co. would be pleased to send a large sample of their blend, "The Globe," to merchants interested in a high grade black tea. They report that they have sold thousands of pounds of this line during the past few months.

## THE FIELD FOR DEMONSTRATORS.

**R**ETAIL grocers often have daughters, sisters or other female relatives, who have a business turn, but who are ignorant of the best method of utilizing it. Consequently, in many cases it wastes, and an otherwise good business woman is allowed to stagnate.

There is a field for women nowadays, in connection with the grocery business, which is remunerative and comparatively easy of cultivation to the woman who has a business faculty. We refer to the profession of demonstrating food products in retail grocery stores. A great many manufacturers are coming to use this important adjunct to the ordinary methods of introducing their goods, and the fact that more and more of these are coming to be used every year would seem to indicate that the method has value. An attractive young girl could secure a valuable training in this profession in the store of her own brother or father. Incidentally, any grocer could find it to his advantage to extend this opportunity also. We know of several retail grocers who use demonstrators to introduce and push their own goods. It is almost certain that in every town there could be found young women who, when the possibilities of the profession were laid open to them, would willingly give their services to the local grocer gratuitously for the sake of the training allowed. It is an interesting field for investigation.—Grocery World.

## Central Business College

TORONTO AND STRATFORD.

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

SHAW & ELLIOTT, Principals.

## NORTHERN ASSURANCE COMPANY

Established 1836. OF LONDON.

Capital and Funds, \$36,465,000.  
Revenue, \$5,545,000.  
Dominion Deposit, \$200,000.

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

ROBERT W. TYRE - Manager.

G. E. MOBERLEY, Inspector.

**Stearns Bicycle**

The modern wheel for modern wheelers—the lightest of the strong—the strongest of the light.

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

INDIAN & CEYLON TEAS

**G.F. & J. GALT**

42 SCOTT ST. TORONTO

BOOK ON TEA BLENDING  
MAILED ON APPLICATION





# IF YOU CANNOT SATISFY

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

**Lumsden Bros., Hamilton, Ontario**

## Our Reputation

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

### "KENT"

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

THE . . .

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

IS YOUR ORDER IN

. . . FOR . . .

## MAPLE SYRUP ?

We have it

In Glass, Half-Gallons, Gallons, 5-Gallons and Half-Barrels

Fresh from the Eastern Townships.

### T. A. Lytle & Co.

Vinegar Manufacturers,  
TORONTO

## Little Chief

EXTRA FAULTLESS

Cream Corn,	- - -	Tall
Refugee Beans,	- - -	Flat
Baked Beans,	- - -	"
Golden Wax Beans,	- - -	"

FANCY GOLD AND WHITE LABEL

### JOHN SLOAN & CO.

Wholesale Grocers TORONTO

## CEYLONS

SPECIAL VALUE IN  
MEDIUM GRADES

### Warren Bros. & Boomer

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

## California Fruit

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

AT ROCK BOTTOM PRICES

### T. KINNEAR & CO.

Wholesale Grocers  
49 Front St. E., TORONTO.

## NOW IN STOCK

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

### J. W. Lang & Co.

59, 61 and 63 Front Street East Toronto.

## CLARK'S CANNED MEATS

GUARANTEED "THE BEST"

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

W. CLARK - Montreal

## CURRANTS

FINE FILIATRAS

A shipment in half cases just arrived.

### PERKINS, INCE & Co.

TORONTO.

WE ARE OFFERING  
. . . THIS WEEK

A special lot of very fine

### Blue Mountain Jamaica Coffee

### SMITH & KEIGHLEY

9 Front St. E. TORONTO.

# Appleton's India & Ceylon Teas

THE "TAPIR" BRAND.  
SOLD IN LEAD PACKETS

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



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

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

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

**PUREST & BEST**

## The Largest Creamery in Canada

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

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

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

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

**WINDSOR SALT WORKS, WINDSOR, ONT.**



# An Easy Arithmetical Problem

## TRY IT

The people of Great Britain and Ireland use on an average nearly **600,000** pounds of Tea **every day**, the approximate amount of liquid thus consumed reaching, probably, **4,000,000** pounds daily. Given **this fact**, what percentage of the Tea comes from

# CEYLON ?

and how many gallons are consumed annually ?

Send your answers to THE CANADIAN GROCER. It will pay you to do so. There's money in this for you.

Answers will only be accepted from such grocers as have handled or intend to handle the **pure, healthy, machine-made** teas of **Ceylon**.

All replies must be addressed to

"CEYLON,"

Care CANADIAN GROCER,

. . . Toronto, Canada

# Have you tried . . .

**JOHN DEWAR & SONS'**

(Purveyors by appointment to Her Majesty Queen Victoria)

## . . . SCOTCH WHISKY?

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

### WARNING RECALIFORNIA PRUNES.

**T**HE California Fruit Grower utters a timely word of warning and gives some sound advice to its constituents in the following article :

"It is the illogical trade custom to sell prunes on the basis of size only. Prunes of a certain size are rated at a certain price, without much regard to that which should govern in all cases, namely, quality. Of course, size is important, and other things being equal may properly regulate the price. But under present customs of the trade, size is practically everything, and the matter of quality is scarcely considered, unless the fruit be plainly in bad condition. All this is clearly not the best way to stimulate the production of the very best fruit, and thus benefit the industry as well as the individual. When growers work for size only, it follows that something, probably much, must be sacrificed in the way of quality. If an excess of irrigating water, for example, will produce extra large fruit of low quality, under present conditions of trade the grower will turn on the water and let the ultimate buyer take the chances of getting a pumpkin for a prune.

"The California Fruit Grower is not much given to prophecy ; but, unless present indications are greatly at fault, the consuming public will be soon heard in a loud voice de-

manding quality rather than quantity in a California prune. In fact, murmurs of that sort are already in the air, and our growers and dealers would better prepare for a change. It will probably be soon forced upon us that quality must rate ahead of mere size in grading prunes ; and when size and quality are happily combined in the same fruit, perfection will have been nearly reached. It is well known that the best French champagne is made by the scientific blending of wines grown in many different vineyards, each having some peculiar mark of excellence. Hence, that most prized of all wines is compounded in central laboratories from the various elements brought in from different places."

### VERMONT MAPLE SUGAR CROP.

The present prospect for Vermont's maple sugar crop this year, according to an exchange, is small, owing to unfavorable weather. The season is two weeks later than the average. March has been colder than the average for many years. Four mornings last week the thermometer registered below zero. A few sugar orchards were tapped the last week in March in anticipation of warmer weather, but there has been no flow as yet. Practically no sugar has been made this season.

Of 50,000,000 pounds shown by the census as the annual production in the United

States, over one-third is made in Vermont. Last year the yield was 14,123,921 pounds of sugar and 993,685 gallons of syrup. Owing to the lateness of the season the warm weather will probably come suddenly and the sugar season will be short. Good judges estimate that there will be not over two-thirds of a crop this spring, and perhaps not over one-half.

### THE COMPETENT CLERK.

When a thoroughly competent grocery clerk has taken a customer's order, he tries to get her to take some interest in the latest brands in stock, provided they are unknown to her, remarks Merchants' Review. He of course knows where to draw the line, and does not tire the customer by his persistency, nor does he fail in most cases to leave a pleasant impression of his own attentiveness on the customer's mind. The raw boy, hardly able to speak the language, may come cheaper than the skilled salesman, so far as the mere salary is concerned, but he will never think to recommend new goods to a customer, or in the event of such a miracle happening, he will do it in such a manner as to disgust the customer. Usually the grocer can thank his stars if the green clerk succeeds in doing the routine work properly, without attempting to talk customers into trying novelties. The "vaulting ambition" of this class of clerk does not have to leap far to "o'erleap itself," and they are safest when they eschew the ambitious role.

# TETLEY

Although the above name is always associated with packet tea, we carry a large stock of Standard Blends of India and Ceylon in 60 and 100-lb. boxes at prices to suit all classes. Write for samples.

### ADDRESSES :

14 Lemoine Street, MONTREAL

128 Richmond Street West, TORONTO  
Hudson Bay Co., WINNIPEG



**Ordinary  
Coffee**

MAY BE GOOD ENOUGH  
UNTIL YOU HAVE TRIED



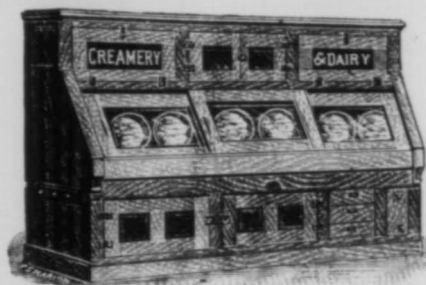
Write us for Prices . .

FOR YOUR SPRING  
SUPPLY OF . . .

**SALT**

VERRET, STEWART & CO.  
QUEBEC AND MONTREAL.

**Aubin's Patent Refrigerator**



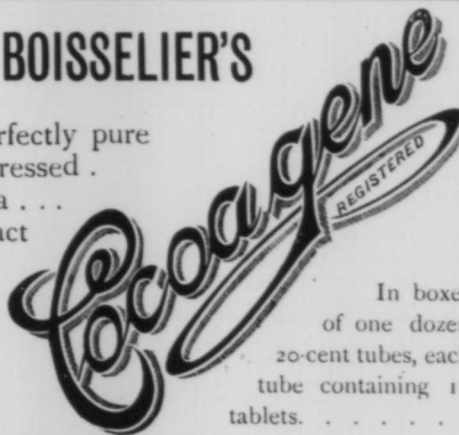
The "Grocer's Standard" is the Favorite.  
Send for Catalogue and Price List.

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



**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.

**Open Pan  
Salt**

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

**OPEN PAN SALT . . .**

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

. . . WE HAVE IT.

**The Canada  
Salt Association**

CLINTON, ONTARIO

**Brushes, Brooms . . . .  
Woodenware**

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

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

Every Hotel and Restaurant needs

**JOHNSTON'S  
Fluid Beef Cordial**

IN 20-oz. BOTTLES

Have you got some to supply the demand?

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

THE JOHNSTON FLUID BEEF CO. MONTREAL.

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

**T**HE creditors of Vance & Co., general merchants, of Norval, will meet on the 22nd, when a statement will be presented showing assets of \$2,500 and liabilities nominally the same.

D. F. McRae, general merchant, Baddeck, N.S., has assigned.

Geo. Halliday & Co., general merchants, Arnprior, have assigned.

Z. Lecerte, general merchant, St. Sophie de Levrard, Que., has assigned.

Steele Bros., tobaccos, Toronto, have called a meeting of their creditors for the 18th inst.

F. J. Benson & Co., grocers, Belleville, are offering to compromise with their creditors.

A chattel mortgage on the goods of Rankin & Co., general merchants, Maple Creek, has been foreclosed.

The firms interested in the failure of J. Milburn & Co., grocers, Stratford, who assigned recently, will receive a dividend of 27 3/4 c. on the dollar.

Edward Brown, grocer, Peterboro', has assigned to J. Rush. The liabilities amount to \$2,500, with assets slightly in excess. Several Toronto wholesale houses are interested for small amounts.

**PARTNERSHIPS FORMED AND DISSOLVED.**

C. D. Morin & Cie., grocers, Montreal, have dissolved.

W. G. & G. G. Lemesurier, teas, Montreal, have dissolved.

Blakie & McKinnon, provisions, Victoria, have dissolved. W. Blakie continues.

S. L. Morrison, grocer, Fredericton, N.B., has formed a co-partnership with Hatt & Co.

DePenever, Winram & Co., general merchants, Manitou, have dissolved. P. Winram & Co. continue.

Hall & Hathway, general merchants, Granville Ferry, N.S., have dissolved. F. W. Hathway continues.

Steer Bros., general merchants, St. John's, Newfoundland, have formed a new co-partnership with C. R., John E., and Francis H. Steer.

**CHANGES.**

Geo. Croteau, grocer, Montreal, has sold out to F. Lafortune.

Levielle & Gagnon are starting a general store in St. Laurent, Quebec.

F. E. Tourigny & Co. are starting a general store at Yamaska, Que.

Louis Boucher is starting a cheese and butter factory at St. Anne, Quebec.

Treffle Dudevoir has been registered proprietress of the grocery firm of T. Dudevoir & Cie., Lachine.

Josephine Turcotte has been registered

proprietress of the grocery and liquor firm of J. B. Prevost & Co., Que.

Madame Meloche, grocer, Ste. Cunegonde, has sold out. N. C. Savagean is starting a grocery store in the same town.

Joseph Lelanc is starting a grocery and boot and shoe store in Richmond, Que. Chas. D. Meikle is starting a general store in the same place.

J. M. Cork has bought out the grocery business of Mont. Smith, 459 College street, Toronto. Mr. Cork is a bright and energetic young fellow and should do well.

**SALES MADE AND PENDING.**

James H. Falconer, vinegar, Victoria, is advertising to sell out.

The stock of Pigeon, Gendron & Co., wholesale grocers, Montreal, has been sold.

The stock of C. S. Thompson, groceries, Montreal, has been sold at 35c. on the dollar.

The assets of the Globe Spice Mills Co., of Montreal, are to be sold at auction 20th inst.

The stock of P. Grace & Co., wholesale grocers, Montreal, has been sold at 70c. on the dollar.

The book debts of the estate of Hugh McReavy, grocer, Montreal, are to be sold 17th inst.

The stock and business of the late J. R. Hill, groceries, flour, etc., Toronto, are advertised for sale.

**FIRES.**

C. B. Snow, general merchant, Rockland, N.B., has been burned out.

**DEATHS.**

F. S. Andrews, lobster packer, Isaacs Harbor, N.S., is dead.

John Lockett, of John Lockett & Son, general merchants, Bridgetown, N.S., is dead.

**USING THE X RAYS ON EGGS.**

A good leader for a sign over a basket of eggs would be: "These eggs have been photographed and we guarantee them to be absolutely fresh." Such announcement would show to the people that you were up to date and knew what the X rays were.—Grocery World.

It would not require a photograph by the aid of X rays to convince the customer that the merchant was either fooling or lying.

**WINNIPEG RETAILERS.**

There was a large attendance at the last regular meeting of the Winnipeg Retailers' Association. Twenty-one new members were elected. A committee was appointed to arrange for a social entertainment at an early date. It was also resolved that additional endeavors should be made to induce the clerks to connect themselves with the association as members. A committee, of which Mr. Holman is chairman, was appointed to carry out the resolution.

**MAXIMS FOR ADVERTISERS.**

A good advertisement always brings in more than it takes out.

An advertisement doesn't knock off work when the store is closed.

Persistent advertising is the cornerstone of success.

No advertisements are bad, but some advertisements are better than other.

When a wise woman has money to spend she consults the advertising columns of the newspapers and afterwards consults her husband.

Advertising is a plaster which merchants put on the world to draw business out of it.

Advertisements are like birds—it isn't always those that have the finest feathers that are the best singers.

An advertisement is the only perpetual motion yet discovered.

A lazy business man need never expect to get any rest by advertising for it.

Advertising is the best fertilizer for the soil of business.

**Consignments Stored in Bond**

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

**BLAIKLOCK BROTHERS, MONTREAL**

**DON'T BUY A refrigerator until you have seen the**

**EUREKA**

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

A catalogue will give you all details.

ADDRESS:

Eureka Refrigerator Co.  
54 Noble Street,  
TORONTO.

**"SANITAS"**

**NATURE'S GREAT DISINFECTANT.**

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

**FLUID, OIL, POWDER, &c.**

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

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



**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

**MOTT'S DIAMOND CHOCOLATE.**  
JOHN P. MOTT & CO.  
HALIFAX, N.S.  
ESTABLISHED 1844

IS THE **BEST.**

ASK FOR **MOTT'S**

**TENDERS**  
INDIAN SUPPLIES

**SEALED TENDERS** addressed to the undersigned and endorsed "Tender for Indian Supplies," will be received at this office up to noon of **TUESDAY, 21st April, 1896**, for the delivery of Indian Supplies, during the fiscal year ending 30th June, 1897, at various points in Manitoba and the North-West Territories.

Forms of tender, containing full particulars, may be had by applying to the undersigned, or to the Indian Commissioner at Regina, or to the Indian Office, Winnipeg. The lowest or any tender not necessarily accepted.

This advertisement is not to be inserted by any newspaper without the authority of the Queen's Printer, and no claim for payment by any newspaper not having had such authority will be admitted.

**HAYTER REED,**  
Deputy Superintendent-General  
of Indian Affairs.

Department of Indian Affairs,  
Ottawa, March, 1896. (16)

"We could name them"

Is what an M.P. said, and **WE** say that hundreds of ladies who are now using "Instantaneous Tapioca," to its wholesomeness, purity, and convenience can testify, and

**Howe, McIntyre Co.**  
MONTREAL  
Agents

"We could name them"

**There's Money in Salt**

If you know just what size to handle and the season for it. Take, for instance, the summer camping trade. That needs a strong package to stand the careless handling and one not easily upset.

For this purpose you can order, from any wholesale grocer in Toronto, "WINDSOR" Table Salt put up in 4-lb. round lithographed packages, 24 per case. Made of heavy cardboard, price \$2.00 per case; sell at 15 cents per package. Profit on case, \$1.60. You see it pays to sell them—why not do it?

**Toronto Salt Works**

128 Adelaide Street East  
TORONTO, ONT.

City Agents for the **Windsor Salt Works**

**Fine Fruit Tablets**



**ENGLISH FORMULA TABLETS**

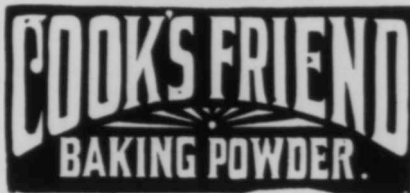
Have been our specialty and have been a success. Packed in elegant Flint Glass Jars, large glass stopper, the finest package in the Dominion. Also in round jars, similar to English, but made two inches shorter to fit the ordinary shelf. A large variety. List of flavors and prices on application.

**G. J. HAMILTON & SONS**

PICTOU, N.S.



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.







**BUY LIPTON'S TEAS**

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



Over 1,000,000 Packages sold weekly

**LIPTON'S Delicious Teas**

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

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

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

**LIPTON TEA PLANTER CEYLON**

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

**Batty's**



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

ALL WHOLESALERS HAVE THEM.

... EIGHT PRIZE MEDALS

Canadian Agents

**J. A. GORDON & CO.**

... Montreal

**MARINE INSURANCE**

**The Mannheim Insurance Company**

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

Further particulars obtainable by applying to Local Agent, or to

**JAMES J. RILEY & SONS**  
 Managers for Canada Montreal

**Notice**

TO THE WHOLESALE TRADE ONLY . . .

**You Can Buy plug tobaccos duty paid.**  
 Sweet Navy Chewing, all sizes, 25c. to 35c. per lb. Bright Honey Chewing, all sizes, 33c. to 45c. per lb. All kinds of Cut Tobaccos, 20c. to 55c. per lb., put up in any kind of package or style required.

**CIGARETTES**

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

**CIGARS**

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

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

**J. M. FORTIER**

MANUFACTURER

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

**The Gulf of Georgia Cannery**

**MALCOLM & WINDSOR, Ltd.**

Sole Proprietors, and Agents for

**"Ice Castle Brand" Canned Salmon**

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

FACTORY, Steveston, B.C.

OFFICE, Vancouver, B.C.



A GLASS PITCHER

... Free

with Adams'

**TUTTI FRUTTI**

ASK YOUR WHOLESALER FOR IT

**ADAMS & SONS CO.**

11 & 13 Jarvis St., Toronto, Ont.









For . . . . .  
**10 cents**

We will mail you a valuable little book on

**BUYING  
SELLING AND  
HANDLING OF TEA**

This is a complete and useful work, which every grocer should have in his possession.

The MacLean Publishing Co.

26 Front St. West, Toronto.

**DURABLE PAILS AND TUBS.**

TRY  THEM

The Wm. CANE & SONS MANUFACTURING Co  
OF NEWMARKET, ONT.,

The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. **BEST GOODS MADE.**

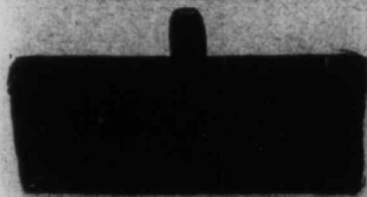
Represented by

Chas. Boeck & Sons, Toronto.

H. A. Nelson & Sons, Montreal.

**THE  
Oakville Basket Co.,**

MANUFACTURERS OF



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

For sale by all Woodenware Dealers

Oakville, Ont.

**GRIMBLE'S** English Malt  
Six GOLD Medals **VINEGAR**  
GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

**.. ODART'S SPECIALTIES ..**

- HIGH CLASS - - GREAT NOVELTY - - GOOD PROFIT -

**ODART'S PICKLE - AND - ODART'S SAUCE**

ODART & CO., PARIS, FRANCE, AND LONDON, ENG.

*The Dry Goods Review*

**T**ELLS what to buy and how to sell it; gives a regular course of Window Dressing, Store Management, Advertising; describes all new goods, etc. What more do you want? **One Pointer** from a single copy should net you at least Two Dollars. Twelve copies, or one year, should net you Twenty-four Dollars. This is a fact, and the reason we have subscribers.



**CLUBBING RATES**

The Dry Goods Review and  
The Canadian Grocer

\$3.00

Send for Samples.

**THE DRY GOODS REVIEW**

TORONTO . . . .

. . . . MONTREAL



**Crosse &**

**Blackwell**

CELEBRATED FOR

- Jams,
- Pickles,
- Sauces,
- Potted Meats,
- Table Delicacies.

— SOLD BY —

**All Grocers in Canada**

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

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

# B. F. P. Cough Drops

Have you got them? If not,  
write

**TORONTO BISCUIT & CONFECTIONERY CO.**  
TORONTO



Heat will  
not  
break it



## The "GENUINE"

Is a Chimney full of quality  
See our Registered Trade  
Mark on each one.



Do not buy any so-called  
Flint Chimney, but insist  
on having the GENUINE



Full Lead  
Flint-Wrapped  
and Labelled



**GOWANS, KENT & CO., Toronto**

**COX'S GELATINE** Always  
Trustworthy.  
ESTABLISHED 1725.

Agents for Canada:  
C. E. COLSON, Montreal.  
D. MASSON & CO., Montreal.  
ARTHUR P. TIPPET & CO.,  
Toronto, St. John, N.B., and Montreal

**EDWARD STILL**  
Assignee, Accountant, Auditor, etc.  
1 Toronto Street, TORONTO.

Commercial Accounts and those of Estates, Municipalities, etc., thoroughly audited and investigated, Charters obtained for Joint Stock Companies. Parties in difficulties can procure prompt settlements with creditors, on easy terms, without publicity.

CHARLES F. CLARK, EDW. F. RANDOLPH  
PRESIDENT, TREASURER  
ESTABLISHED 1849.

**THE BRADSTREET  
MERCANTILE AGENCY**  
THE BRADSTREET COMPANY,  
EXECUTIVE OFFICES, PROPRIETORS.  
NOS. 279, 281 AND 283 BROADWAY, NEW YORK

Offices in the principal cities of the United States  
Canada, the European Continent, Australia and  
in London, England.

The Bradstreet Company is the oldest and  
financially the strongest organization of its  
kind—working in one interest and under one  
management—with wider ramifications, with  
more capital invested in the business, and it  
expends more money every year for the collection  
and dissemination of information than any  
similar institution in the world.

TORONTO OFFICES 36 Front St. East and  
27 Wellington St. East  
THOS. C. IRVING, Superintendent.

**Oakey's  
'WELLINGTON'  
KNIFE POLISH**

The Original and only Genuine Preparation for  
Cleaning Cutlery.

**JOHN Oakey & Sons, Limited,**  
Manufacturers of Emery, Black Lead, Emery and  
Glass Cloths and Papers, etc.  
Wellington Mills, London, England  
REPRESENTATIVE IN CANADA:  
**JOHN FORMAN, 650 Craig Street  
MONTREAL**

HOLD YOUR TRADE BY SELLING THESE FAMOUS BRANDS