

EL PADRE NEEDLES

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THE CANADIAN GROCER

VOL. X

TORONTO AND MONTREAL, MARCH 6, 1896.

No. 10

HOLD YOUR TRADE BY SELLING THESE FAMOUS BRANDS

COLMAN'S MUSTARD



BEST ON EARTH

THE ONLY TEN CENT CIGAR

To Grocers

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

"CROWN"

BRAND

Marshall's Scotch Herrings

FROM THE FAMED ABERDEEN FISHERIES

In Kegs
Firkins
Half Barrels
Barrels

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

FULLS and
MEDIUMS

SOLE AGENTS:

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

VARSIY CIGAR 5c. THE BEST IN THE MARKET

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

Open Pan Salt

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

OPEN PAN SALT . . .

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

WE HAVE IT.

**The Canada
Salt Association**
CLINTON, ONTARIO

BROOMS . . .

BROOMS

OUR BRANDS :

Imperial	Gold Medal	Victoria
Bamboo Carpet	Standard	Leader

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

CHAS. BOECKH & SONS
Manufacturers. TORONTO, ONT.

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.

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

Some Cheese



Is better than none, but MacLaren's Imperial Cheese is better than any other.

Our New Pot Retail at 10 Cents

It is of same quality as other sizes and is a quick seller.
For sale by all wholesale grocers.

A. F. MacLAREN & CO., Manufacturers, TORONTO

Standard Goods THE Best to Handle

FOR
PURITY

FOR
STRENGTH

Bi-Carbonate OF Soda



This brand is always reliable. Highest test 98.50% pure.

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



"Thistle .. Haddies"

The Reliable Standard Brand.
The Finest Flavored Canned Haddies Put Up.
Far Superior to Salmon from a dietetic stand-
point, being much more easily digested.

FOR SALE BY THE WHOLESALE GROCERS THROUGHOUT THE DOMINION.

MONTREAL and TORONTO
A. P. TIPPET & CO.

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

The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

Laboratory of Inland Revenue,
Office of Official Analyst,

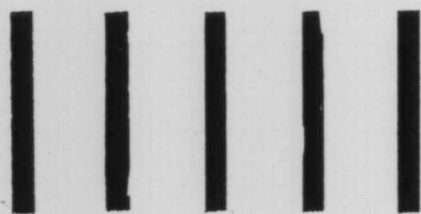
MONTREAL, April 8th, 1895.

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

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

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

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



WRITE

BRANTFORD STONEWARE

MFG. CO. Ltd.

... Brantford

OTHER SPECIALTIES.
NOUGAT
RAHAT LAKUHM
ALMOND ROCK
EL MAHNA

CANADIAN SPECIALTY CO., Toronto.



WORKS : LONDON, W.C.

MEDALS AND DIPLOMAS.

PARIS
SYDNEY
MELBOURNE

ROSE & LAFLAMME, Montreal.

"If you won't take my word, then try them yourself."



You'll find DALLEY'S HYGIENIC SELF RISING FLOURS will give better results than any other goods on the market. Put up in four packages.

BUCKWHEAT PANCAKE

TEA BISCUIT

GRAHAM BREAD

WHITE BREAD

Every package is warranted by the makers.

F. F. DALLEY CO., Ltd., - Hamilton

The Acme of Success

IN TEA BLENDING

Sold by all grocers
in

TETLEY'S TEAS

½-lb. and 1-lb. lead packets.
Drink the British grown tea always.

Addresses:

14 Lemoine St., Montreal 128 Richmond St. W., Toronto
Hudson Bay Co., WINNIPEG

Insist on your wholesale grocer
giving you

BATGER'S

Seville Orange **Marmalade**

QUALITY A I

ROSE & LAFLAMME Agents.

400 St. Paul Street

. . . MONTREAL

PAPER BAGS

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

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

This makes them the best value for the money.

A fair test is solicited.

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

HULL


MONTREAL

TORONTO

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.

*No Sulphur Match
on Earth* 

... CAN BEAT OUR ...

SOVEREIGN BRAND

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

H. A. NELSON & SONS - - TORONTO

**Don't Stay!
Always Go!**

"REINDEER BRAND"

Condensed Milk

Evaporated Cream

“ **Coffees**

“ **Cocoa**

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

BUY IN SMALL LOTS AND OFTEN

Every Grocer Knows

That to suit the consumer in his tea ensures a large share of general business as well

BUT THE QUESTION ARISES, "Where can teas be secured that will successfully build up and retain trade?" Our modesty alone keeps us from devoting a whole page to the exceptional advantages to be derived by entrusting us with your wants in this direction.

THIS WEEK we are offering values unsurpassed in the following :

Medium and High-Grade Japans China Blacks and Ceylons

Ask for samples ; try them, and be convinced of the good things we offer.

W. H. GILLARD & CO.

Wholesalers
Only

HAMILTON

THE LENTEN SEASON . .

The demand for the best fish is large. Our sales are large, as our goods are of the finest quality and we have made the prices extremely low.

WE HAVE AN UNUSUALLY FINE LINE OF

Canned Salmon

Dominion Brand, 90c. doz.

O-Wee-Kay-No, \$1.20 doz.

British America, \$1.27½ doz.

Horse Shoe, \$1.40 doz.

Clover Leaf, \$1.50 doz.

British Columbia Salmon in bbis. and half-bbis.

We also have a full assortment of Dried Fruits, Raisins, Figs, Dates, etc., at very low prices

LAPORTE, MARTIN & CIE.

72 St. Peter Street,

Montreal

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

THE CANADIAN GROCER

Vol. X. (Published Weekly)

TORONTO AND MONTREAL, MARCH 6, 1898

(\$2.00 per Year) No. 10

DROPS FROM THE EDITOR'S PEN.

Money cannot buy brains, but brains can get money.

A negligent merchant is an active cultivator of dead beats.

A good rank to enter is that of the first-class business man.

Trade, like character, is largely what men in business make it.

It is better to have determination to do than money with which to buy.

Dishonesty produces discredit and ultimately business dissolution.

Tenacity may savor of the bull dog, but it is a good attribute nevertheless.

Absence of money where there is presence of brains does not debar success.

Clerks who tittle are likely to topple over before they gain much eminence.

We cannot expect to get a penny postage from tu'penny-ha'penny politicians.

As the spring approaches, the hopes of a good spring trade are beginning to bud.

The value of a business men's association is just what its members choose to make it.

"Starch" is as necessary to a merchant's business life as is blood to his physical life.

A well-displayed window opens the store door as well as invites customers to come in.

The "dead beat" possesses life enough to suck sustenance from over-confiding merchants.

Country merchants should give as much care to their local advertising as they do to their stock.

If all young men realized that the successful management of business was one of the

hardest instead of one of the easiest things in the world there would be both fewer men in business and fewer failures.

The man who lies in his advertisements won't have to wait till the Judgment Day to be found out.

A word well-weighted before being spoken is not likely to turn into a boomerang after it has left your lips.

The first essential to success in business is the mastery of the details of the trade in which you are engaged.

Gold we cannot all have access to, but a wealth of knowledge we can all obtain at the price of diligent research.

Not more isolated on his lonely island was Robinson Cruso than is the merchant who subscribes to no trade paper.

The names of those who tarry long at the wine-cup should not be permitted to tarry long on the merchants' books.

In adopting bright, go-ahead business methods, it does not follow that a merchant should emulate the Cheap John.

Package peanuts are captivating the people of the United States. What next will be doled out in packages?

The difference in the insanity of the man who cuts his throat and the merchant who cuts prices is merely one of degree.

An obstacle does not stop the progress of the man of courage and energy: it merely makes him climb harder or jump higher.

A man is none the worse for a fall in business; it is when he falls and has not the courage to get up again that he is the worse.

It is when advertisers sow their seed in stoney ground that they get unprofitable fruitage. An advertisement well planted in

a good medium is like seed sown in good ground, and frequently bringeth forth an hundred-fold.

Merchants who keep reliable goods in stock, like men who are jealous of their good name, gain the confidence of their clients.

It is a pity that more of the department stores do not, like Wanamaker, recognize the incompatibility of groceries and dry goods.

There is a duty of the merchant towards his clerk as well as a duty of the clerk towards the merchant, and that duty is to teach him his business.

What this country needs is a Remedial Bill that will give us relief from the unbusiness like nonentities that sit in Parliament and foregather at Cabinet Councils.

A tobacco pipe is no more in keeping with the store than it is with the drawing room, and, thanks be to goodness, most grocers know it; but there are a few who do not.

Knights of the Grip who are floundering along side-lines and creeping along snow-bound railways, capturing trade for their respective houses, are entitled to our sympathy.

The Cleveland Association of Retail Grocers is trying to form a combination with a view to establishing a card on several staple articles. If they succeed, most people will account them a little higher than the angels.

The reason there are so many unsuccessful men in the world is that there are so many merchants who should have been mechanics and so many mechanics who should have been merchants. Be what Nature designed you to be.

We are at the dawn of the day when a merchant or manufacturer who does not advertise will be placed on a par with the merchant or manufacturer who would essay to do business without keeping a set of books.

EARLY CLOSING BY GROCERS.

THERE were about 75 of the representative retail grocers of the city present at the last meeting of the Retail Grocers' Association of London. The meeting was called for two purposes — pleasure or sociability and business interests or discussions on questions relative to the trade. Mr. McCutcheon, president, occupied the chair, and set the ball rolling by proposing the first question, "The usefulness of the Grocers' Association." He remarked that he was pleased to see such a good representation of the trade present. As president of the association he would try and point out some of the good resulting from the association. First, and perhaps one of the most important things, was the keeping track of delinquents or bad-pay parties. This has no doubt been a great benefit to the members of this association. There are certain people who do not care who supplies them with goods so long as they do not have to pay for them. They do not intend to pay for them when they are ordering, and are in the habit of running accounts as long as they can at one store. Then they go to another, and the grocers have been greatly imposed upon by this class. But we have them on our list, and, as a consequence, there is not the credit given to this class of persons as there was formerly. They know we know their reputation, and they must pay as they go. Another good result of this association is the friendly feeling of the members. We get acquainted with each other through meeting together, and there certainly is a better feeling all round than existed before the association was organized. He hoped if there were any present not members, they would hand in their names to the secretary.

He then called on Mr. A. McCormick, the first president of the association. Mr. McCormick said he fully endorsed all that had been said by the president, especially regarding the friendly feeling engendered. He felt it a pleasure to meet a fellow-grocer on the market and shake hands, and while we do not at any of our meetings pretend to bind ourselves to prices, there is that feeling that we should live and let live. There is not the jealousy existing among the members as there was before the association was formed, and, another thing, our picnics have been a most enjoyable outing. It was a pleasure to see such a gathering. If there were any present who were not members of this association, he hoped they would join at once. He hoped everyone would enjoy themselves.

Mr. W. T. Stenberg favored the meeting with a song, entitled, "The Flag That Never Failed."

"Early closing of stores on Saturday evenings" was the next question introduced for discussion.

Mr. R. A. Jones said that many of those

present had heard this discussed at their regular meetings. He thought it was time to take more definite action. He did not think it was necessary for any grocer to make a slave of himself and employes, working from 14 to 16 hours a day, and felt that if the grocers would look fairly and squarely into the matter, they would agree that the work could be done in much shorter hours, and not keep their employes and horses out until 1 or 2 o'clock Sunday mornings. No matter how late the stores are kept open the last customers are those living next door or very close to the store, and could do their purchasing earlier if they only would. The agitation has done good, and now is the time to take further and more definite action.

Mr. W. H. Branton believed no one would be any worse off in pocket and certainly better in health, and perhaps live much longer if we closed at a more seasonable hour, and from the effect of the agitation he felt satisfied that we would have the good will of the public. None of our customers like to be kept up late on Saturday evenings waiting for their groceries. Several of his customers had already stated that they were pleased to see that steps were being taken to shorten the hours for keeping the stores open on Saturday nights, and he was sure that if we took some definite action we would have the support of the citizens generally. He believed it was time to state some hour. The only parties who might have cause to complain would be the gas or electric light companies.

Mr. Sharpe said he was pleased to see such a large gathering of grocers. The question of early closing had been pretty well discussed by the former speakers. The movement is a popular one with the citizens, and he felt that if the grocers do not take some action they will be the losers. We are catering to the public, and should bear this in mind, we cannot afford to offend our customers. The agitation was started in behalf of the employes. The different associations and organizations in the city are agitating the question, and we will make a mistake if we do not fall into line. He would like to see the popular vote of this meeting as to the most suitable hour for closing on Saturday nights. He would be in favor of 9 o'clock, but if the majority say 10 o'clock, he would quite willingly go with the majority in order to make it unanimous.

Mr. Jas. Fitzgerald enquired what about other evenings? He would like to see the grocers come to some understanding on the question of shorter hours for all days of the week.

Several members remarked that they agreed with Mr. Fitzgerald. A motion favoring shorter hours on Saturday was then put and carried unanimously.

A motion was made favoring 9 o'clock, and an amendment that this meeting would

recommend 10 o'clock on Saturday evenings and 7 o'clock all other evenings, except before holidays. The amendment carried unanimously.

The question was then asked: "What action are we to understand will be taken from the resolutions just passed?"

R. A. Jones, on behalf of the committee on the early closing movement, would like something definite to take from the meeting to the Early Closing Association, and it was moved that the secretary prepare a petition for early closing and ascertain how many of the grocers favor closing at 10 o'clock on Saturdays and 7 o'clock other evenings, and that April 1st be the date for carrying the movement into effect. This was concurred in.

Mr. Austin gave a reading, entitled, "They carried it too far," and as it had no reference to the early closing movement, it brought the house down.

"Our next annual outing." This question brought J. C. Trebilcock to his feet. He said it had already been stated that our picnics have been a very pleasant day's outing, and are always looked forward to. Why, the citizens of London would be lost; they would not know what to do with themselves if the grocers didn't have a picnic. It possibly might be a good idea to carry it a little further. We have always gone to the Park. We might go to Springbank this season for a change.

P. McGlade said that he was not at all surprised at Mr. Trebilcock favoring a picnic, but as we have had five very good picnics, and London grocers are noted for good picnics from Montreal to Vancouver, he would be in favor of going out of the city this season for a change. It has been suggested that we go to some central point, and that all the associations in Ontario join in a picnic or convention. There are questions of importance to the trade generally that could be discussed. He would like an expression of this meeting on the question.

Mr. F. Harley said he was of the same opinion as Mr. McGlade at one time, but on thinking it over he rather favored a picnic.

A vote was taken to ascertain the feeling of the meeting, and the excursion carried.

A resolution of regret and sympathy for Mr. T. A. Rowat, who was not present through a severe illness, and a hope that he would soon regain his health, was passed, as also best wishes for Mr. W. H. Ferguson, absent, but remembered.

Mr. E. Ryan favored with a song.

The caterer, Mr. F. E. Lee, announced that the coffee was hot, and the president thought it a very fitting time to test its quality, and for the next half hour justice was done to the good things provided, sandwiched with songs and a social time, and as the grocers are in favor of shorter hours, the meeting broke up at a very seasonable hour by singing "He's a Jolly Good Fellow."

E. SUTTON, Secretary.

Your Wants . . .

include a first-class Coffee
suitable for breakfast, social,
or for use at any time.

**WE CAN
SUPPLY IT . . .**

The Mecca you will find
suits everybody — always
gives satisfaction.



THE MECCA

JAMES TURNER & CO., **Hamilton, Ont.**

Just Received in Store

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

BALFOUR & CO. Wholesale **Hamilton, Ont.**
Grocers

THE TINNED PRODUCE TRADE.

THE past season was not a good one for the Canadian export trade in tinned products. Owing to the glutted state of the British markets the prices for tomatoes in tins were the lowest on record, goods of average quality in standard tins weighing about 2½ lbs. gross, fetching only 2s. 6d. per doz., freight paid, in London. The prices were mainly obtained by United States packers, Canadian and European packers naturally preferring to hold rather than sell under the cost of production. Canadian packers were the more inclined to do this as their brands are admittedly better in point of flavor, though some allege that they are not so regular in color or so solid. Canadians would, moreover, do well to pay greater heed to the look of their goods so placed on these markets—their labels, for example, might be brighter and the general appearance of the tins more attractive.

The tinned peas trade has suffered severely as the result of Government prosecutions against retail grocers for selling tinned peas with an admixture of sulphate of copper for coloring purposes. Some French packers talk of sending peas here without any copper coloring, and stamped "guaranteed pure." Canadians may think it worth their while to make a like test of British tastes.

Canadians might also do more in the way of tinned fruits. Pears have been received of late from the Eastern States which are held to be of better flavor than the Californian fruit, though smaller in size. If the Eastern States, why not Eastern Canada, Nova Scotia and Ontario? Much the same may be said of peaches. Californian apricots of the best brand have been retailed in England as low as 6d. per tin. Tinned apples from Canada seem to improve in quality and color, and are now superior to United States brands. Let this improvement be steadily maintained, and the effect must be seen in the prices. As to dried apples and apple rings, much prejudice has been created in the trade by the arrival of mildewy and musty fruit from the States.

If Canadians wish to make their mark they must strive to establish a uniform grade of better quality fruit.

A steady improvement is reported in the quality of Canadian tinned meats received in London, and, speaking generally, Canadian brands are now said to compare favorably with the brands from the United States and Australia. But Canadian shipments are still very small in comparison.

Good reports are also made as to the lobster trade, long under a cloud. A Halifax merchant has introduced a new method for preventing the formation of sulphide of iron—that is to say, smut—in the cans. This method seems chiefly to consist in the addition of gelatine, and wholesale buyers say it is a marked advantage. It is early yet to say what the consuming public think. The precautions of the Canadian Government for the prevention of illicit packing are well spoken of as having prevented the dumping of inferior qualities on the British markets, and so lowering the prices at the opening of the season.

Many think that a great change is destined to come over the whole trade in perishable agricultural and fishing products by the introduction of effective refrigeration on transatlantic steamers. In Nova Scotia the erection of cold storage accommodation is to be energetically pushed under Government encouragement, and great hopes are entertained of developments elsewhere in Canada.—Canadian Gazette, London, Eng.

NOVA SCOTIA'S APPLE TRADE.

Nova Scotia has enjoyed what the president of its Fruit Growers' Association calls "another successful year in this important and profitable industry." From sales of fruits and berries together the growers of the province will pocket over a million dollars. Yet no one can doubt that Nova Scotia is as yet only at the threshold of her development in fruit farming. Her capacities are beyond dispute, so also is the certainty of a market for her production. Despite a 20 per cent. duty, she marketed 50,000 barrels of apples in the United

States at prices ranging from 25 to 50 per cent. above those obtained for United States fruits. In England, too, Nova Scotia apples head the list of imported fruits on the score of quality. The openings are abundant, and success is pretty well assured to those who understand their business and will stick to it.—Canadian Gazette.

IT IS HIGHLY APPRECIATED.

EDITOR GROCER,—At a meeting of the Winnipeg City Travelers' Association, held on Feb. 22nd, it was unanimously resolved to send a hearty vote of thanks to the press, and especially THE CANADIAN GROCER, for their kind notices of our meetings here. I may mention that your valuable paper is highly appreciated here.

Yours, etc., JOHN HORNE,
Winnipeg, Feb. 28. 1896. Secretary.

HAD NO USE FOR INSURANCE.

I got in the store of a genuine curiosity last week. He was a grocer who didn't carry a cent of insurance on his stock, his building, his life or his horse. I haven't heard of his being burned out yet, but I expect to. That's always the luck of the uninsured man, while the one who carries a fat insurance has to keep on his business just the same.

This fellow said he never had any use for insurance of any kind.

"Ever been burned out?" I asked him.

"Nope," he said. "Never expect to be."

"You'll look at insurance differently some morning when you find your place gone up in smoke," I said.

"I'll never find it that way," he persisted, and gave as his reasons the fact that he never had found it so yet.

I never saw a more mulish grocer than this one.

"Suppose your horse dies," I said.

"It ain't a-going to die till its time comes," he answered. "I buy good horses and I take care of 'em. I don't expect a horse to live forever."

Then I tried him on a new tack.

"What'll become of your wife and children when you die, if you have no life insurance?" I asked.

"I've got no wife and I don't want any!" he snapped, and I regarded the interview as closed. He'll be burned to the ground some day, mark my word.—Stroller, in The Grocery World.

DAVIDSON & HAY

WHOLESALE GROCERS

TORONTO

Mail orders
given our
best
attention

We are whole-
sale agents
for
KURMA TEA

Buckwheat That's All Buckwheat

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

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

When a Man . . .

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

FLAG-SHIP SALMON

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

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

Canadian Pacific Packing Co.

LULU ISLAND, B.C.

ARTIFICIAL PREPARATION OF CAFFEINE.

THE current number of The Journal of the Berlin Chemical Society contains a short paper by Professor Emil Fischer, of Berlin, (the successor in Berlin University of that world-famous chemist the late A. W. von Hofmann) and Herr Lorenz Ach, of which the outcome may be very far-reaching. These gentlemen have just succeeded in synthesising caffeine (also called theine), the constituent of tea and coffee, which imparts to these their invigorating and refreshing properties. In other words, they have carried out the last stages in the building up of this extremely complex chemical compound from other simpler (if still complex) ones, which in their turn are capable of being prepared from the four elements, carbon, hydrogen, oxygen, and nitrogen. Caffeine, or theine, belongs to the class of chemical substances known as the vegetable alkaloids, a class which embraces quinine, strychnine, morphine, nicotine, and many other compounds of the highest importance in medicine. But although it may be safely predicted that with the rapid growth of organic chemistry, the artificial production of the many and various alkaloids will be merely a question of time, there have been up to the present only a few of them synthesised, the difficulties to be overcome being very great. It would, of course, be quite out of place to enter here

into the complicated series of chemical reactions by which Messrs. Fischer and Ach have built up caffeine in the laboratory: let the statement suffice for the present: The amount of caffeine in different teas varies considerably, but we shall not be far wrong in putting it at 2½ per cent. on the average, while coffee contains 1 per cent. In every 100 lbs. of tea, therefore, we use 2½ lbs. of caffeine. The imports of tea to the United Kingdom in 1889 amounted to 221,602,660 lbs., the actual consumption being 185,621,800 lbs. (or 49 lbs. per head of population), equivalent to 4,640,545 lbs. of caffeine. These figures show what an immense consumption there is of caffeine in the form of an infusion of tea. The pure substance (prepared from tea) is likewise now used to some extent for medicinal purposes. The new process is merely a laboratory one, and its cost would be entirely prohibitive of its being applied in its present form on a commercial scale. But the discoverers are careful to point out that this will no longer be the case if one particular stage of the method should eventually prove capable of accomplishment in a more direct way. Whether the artificial preparation of caffeine and its consequent cheapening would be an actual blessing to the world in this age of "nerves" remains to be proved. This discovery—a brilliant one from a scientific point of view—has at all events brought us within measurable distance of it.

FRENCH AND CALIFORNIA PRUNES

In answer to the question why no further export orders for California prunes were being received, Mr. Fred. Bennett, of Hartwig & Bennett, said that his information was to the effect that French farmers who had been holding back their stocks for better prices, owing to the short crop in France last year, have only recently become acquainted with the fact that California is invading European markets and is now again supplying the wants of Europe. Another commission man said that if Europe could get French prunes the prejudice already existing in favor of that fruit would go a long way toward preventing the sellers of California prunes from getting a foothold on the other side.—N. Y. Journal of Commerce.

Canadian manufacturers of patent medicines have decided to advance prices to wholesalers on April 1. This action is at the request of the Retail Druggists' Association, and is the beginning of war with the departmental stores, which have been cutting prices in these lines. The retail druggists informed the manufacturers that unless they quit dealing with firms selling goods at less than registered prices they would quit handling patent medicines. Consequently this attempt is being made to keep the price up to the former figure and drive departmental stores out of the patent medicine business.

EXCELLED



BY NONE

Sparkling

Knox's Gelatines

Calves Foot

No. 1. Knox's Sparkling
Calves Foot Gelatine

No. 2. Knox's Crystallized
..... Fruit 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

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English Biscuits

Are exported to all parts of the world.

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The original manufacturers of Fancy Biscuits by Machinery.

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

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McKAY'S Kola-Cafe and Gelatine.

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ROBERT GREIG & CO.



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THE STEPS

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Ram Lal's Pure Indian Tea...

UNIFORMITY



PURITY



FRAGRANCE



FLAVOR



STRENGTH



PAYS A DOUBLE PROFIT, AS IT IS ALWAYS WINNING TRADE AND ALWAYS HOLDING IT

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WHOLESALE GROCERS



WINNIPEG

FIRST AND FOREMOST

Snow Drift Baking Powder

Manufactured by the

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ICE AND
KNS: Wallaceburg, Ont.

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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.

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THE CANADIAN GROCER

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CREDIT SYSTEM AND FAILURES.

THE London Financial Times recently made the astounding statement that "half the failures in Canada are caused by excessively long credits," and it has gone the rounds of the trade papers in the United States.

The credit system undoubtedly has freer course in Canada than it should have; but there is no use giving a dog a worse name than it really has. And this is what The London Financial Times has been giving the credit system of Canada.

Half the failures in Canada are not caused by excessively long credits, and had the press of the United States only taken the pains to refer to the statistics compiled by the statisticians of their own country they would not have fallen into the same error as their London contemporary.

The pamphlet, "A Record, Not a Prospectus," issued by the Bradstreets' Company, of New York, shows that the total failures in Canada and Newfoundland combined in 1895 were 1,916, and that those due to unwise credits were 22, 1.2 per cent. of the whole, or 48.8 per cent. less than The Financial Times asserts. Taking incompetence, inexperience, neglect of business and unwise credits altogether the percentage is scarcely 15 per cent. In the United States last year unwise credits were the cause of 5.1 per cent., or nearly 4 per cent. greater than in Canada.

The chief cause of failures in both Canada and the United States is lack of capital. THE CANADIAN GROCER regrets to say that the former is a greater sinner than the latter in this respect. This imparts a lesson which all who contemplate going into business should "read, work, learn and inwardly digest." No less than 71 per cent. of the failures in Canada last year were due to this cause.

Obviously, a large source of failure supplies would be cut off if men with large ambition and inadequate capital would desist

from going into business until the two essentials were more evenly balanced.

The statement made by The Financial Times brings to mind another fallacious statement which has found credence for some years in a wide constituency. We refer to the percentage of unsuccessful to successful business men. This statement was to the effect that "95 out of every 100 concerns or firms in business fail." Anyone who would roll this over on his tongue for a few minutes would scarcely afterwards swallow it. But the honor of disproving the fallacy lies with the Bradstreets' Company, which has taken particular pains to investigate this particular matter.

The research covered both the United States and Canada, and we take this clause from Bradstreets' report thereon: "An examination of the records of the number of firms, individuals and corporations in business, together with the total number of failures in years preceding 1893, indicates that the total failures in business of both kinds—that is, those failing to pay what they owe and those which merely failed to succeed—amounted to about 11 per cent. annually of the total number of concerns recorded as having an established place in business, while the total number of those failing owing more than they could pay was only a fraction more than 1 per cent. annually."

It may be interesting to note in this connection that there were 80,666 places of business in Canada last year. As the total number of failures were 1,916 it will be observed that the percentage of failures to the number of firms in business was 1.25. In the United States the percentage was slightly less.

A MERCHANT FROM WATERFORD.

Mr. S. L. Squire, who recently bought out A. M. Little, general merchant, Waterford, has been in Toronto attending the millinery openings. Mr. Squire was formerly a clerk in the store of which he is now proprietor, and took possession February 1. He is a young man of good address, and a few minutes conversation convinces one that he is bright and pushing.

"Business, while quiet at the moment," he said in reply to a question, "is promising. We do not look for a boom. But we do anticipate a healthy spring trade. Fall wheat is looking well, and the farmers in our part of the country are in a better condition than they have been for some time. True, they are not buying much; but they have been paying their debts, and to-day owe less than usual."

"Do you do much advertising?"

"Yes; and through the medium of our local paper and posters. I find the poster catches some that the newspaper does not. And I find that if you want to keep alive and up to date you must read the trade press," he added.

INDIFFERENT ABOUT MOLASSES.

THE strong news from primary markets on molasses of all kinds has failed entirely in waking up Canadian jobbers and importers.

Last year, before the middle of February, most of the Montreal wholesale grocery houses, at any rate, had executed or placed their contracts for Barbadoes and Porto Rico. This spring up to the present time not a single contract of importance has been put through, and, what is more, the news of the steadily advancing cost at the Islands does not seem to cause the least anxiety. On the other hand, jobbers themselves admit that very seldom has their stock been as light as it is at the present time. One instance is sufficiently striking to illustrate this. A leading Montreal firm at this time last spring controlled 800 to 1,000 puncheons of molasses. To-day they themselves admit that they are not carrying more than 25 or 50 puncheons.

Briefly, the understanding that many of the Montreal jobbers are working on is that we are going to have a larger and superior yield of maple syrup this spring, and that it will sell at a price that will compete with molasses if the cost of the latter keeps advancing as it has.

In the meantime nothing seems to check the strength both at Port Rico and Barbadoes.

As will be seen elsewhere a leading sales agent in Montreal has been instructed to withdraw all stock and quotations of the latter. Their advices state that the crop is 25 per cent. short, and that the market is excited, the commission men being unable to fill their orders.

Bids equivalent to 30 c.i.f. New York per wine gallon have been refused. This is equivalent to 36c. imperial gallon, or 40c. laid down in Montreal.

Latest cables from Barbadoes are equally firm, quoting 20c. f.o.b., including puncheons, at the island. This is equivalent to fully 33½c. Montreal, making no allowance for commission or loss in gauge, the latter being generally good for 5 per cent. shrinkage.

The first cargo shipment from Antigua, consisting of 500 puncheons, has left that market, being billed for Vineyard Haven. It has been offered in Montreal at 30c., landing gauges duty paid, but no business has been done. In fact, the jobbers at the metropolis have made no move at all, either in the matter of securing future supplies or taking advantage of the strength at primary points on the goods now in bond. They are still jobbing these out at the old figures, whereas in New York fancy Porto Rico has advanced 6c. per gallon within the past fortnight to 35c.

There are no lots of any consequence in Montreal commission men's hands, all being closed out some time ago.

RETALIATION ON CANADA.

A WASHINGTON despatch to The N.Y. Journal of Commerce states that several complaints have recently reached the State Department there on the subject of certain Canadian regulations regarding goods imported in bond via United States ports, and stating that the Government at Washington may adopt similar regulations in regard to goods imported in bond via Canadian ports.

The particular Canadian Customs regulations which are the source of the complaint in question are contained in a sub section of section 68, which reads:

Goods that have entered for consumption and for warehouse, or that have been permitted to remain unclaimed, or that have been permitted to remain for any purpose in any other country intermediary between the country of export and Canada, shall not be considered as in transitu through such intermediary country, but shall be treated as goods imported from such intermediary country and valued and rated for duty accordingly.

In order to prove that goods imported in bond, via United States ports, have not been held for any purpose in that country the Customs authorities demand a certificate showing that they have been entered at the entry port for immediate shipment to Canada. Goods not accompanied by this certificate are treated as if "imported from such intermediary country, and valued and rated for duty accordingly." In other words, to the original cost of the goods in the country of production is added the amount of the duty which they would have been compelled to pay had they remained in the United States.

The appraiser bases his calculation on the aggregate value thus obtained.

In the United States no cognizance is taken as to whether the goods imported in bond have been in warehouse in the intermediary country or not; but how long they will refrain from doing so seems questionable, in view of the despatch just cited.

The cause of which the present narrow Canadian regulations are the effect was the abuse of the privileges which importers enjoyed of bringing in goods in bond via United States ports, and being subject to the same Customs regulations as if imported direct from the country of production. The regulations never intended that goods should be entered in warehouse, say New York, and there held until the importer could canvass the particular trade in which he was interested, in both the United States and Canada, bringing them on to the latter country only when he could obtain a better price. Yet this is what was done, and that frequently. The modus operandi was as follows: When the goods arrived at New York or any other United States port, the importer who desired to try both the American and Canadian markets, instead of claiming them, allowed them to be put into the Customs warehouse for unclaimed goods. When he had decided to which market he

would send them he would innocently ask the Custom authorities if goods consigned to So and So had arrived on a certain steamer, and on being answered in the affirmative, would claim them and forward them to the destination decided upon.

Without discussing the merits or demerits of the regulations, it might be with propriety asked whether the time has not arrived when Canada has not more to gain by abrogating than by continuing them.

There was a time when Canada would have little to lose by retaliation from the United States in the particular under consideration, for the imports of merchandise at Canadian ports destined for the United States did not amount to a great deal; but the conditions are changing.

On the Pacific we have the C. P. R. steamers running to the Orient and the line plying to the Antipodes. These are the best equipped routes going from and coming to the Pacific side of the continent, and are increasing in popularity with United States importers and exporters. Then on the Atlantic we have the improved winter service with termination at St. John, N.B., which our neighbors to the south are beginning to patronize freely, while there is the prospective fast line which the Home and Imperial authorities propose to subsidise.

Retaliation on the part of the United States in the matter of goods in transitu would naturally tend to stifle the patronage of Canadian steamship routes by United States importers. The question is worthy of consideration: Can we afford to continue a system which threatens to produce retaliation, or will it pay us better to remove the irritant and allow goods in transitu to come into the country without exacting any conditions as to whether they have been in warehouse in intermediary country, merely being satisfied with evidence as to country of origin?

The proportion of the imports which would likely be allowed to enter the warehouse for unclaimed goods at the ports of entry with the object of ascertaining where the best market was to be found before claiming them would be small. The question therefore arises, is it worth while to allow a small thing to become a bone of big contention?

VALENCIA ALMONDS DEARER.

Advices received this week in Toronto announce an advance of three shillings in the price of Valencia almonds.

The shortness of the crop now appears to be beyond all question. The best informed shippers have maintained this all along, but while prices were low there were not many who placed faith in their declarations.

The Valencia almond is an article which is imported the year round into Canada, and, as stocks are not large, it is probable importers will have to pay the advanced price before the new campaign begins.

SELF-SEEKING M.P.'S.

READERS of these columns are familiar with the fact that one of the worst features in Canadian politics is the large number of impecunious lawyers, ward politicians and schemers who are in Parliament now, or who are pulling the wires to get there. Their aim in going there is not for the love of political life or from a desire to serve their country. They want appointments for themselves or their friends. Little do they care for the business and other interests of the country. They do as they are told by the leaders of their party, regardless of the public interests. As a reward they expect to be made judges, Customs officials, registrars, sheriffs, etc.

If the prospects of members of Parliament being appointed to such vacancies were slender there would be fewer such useless men in politics. Mr. Mulock, M. P. for North York, recognized this and he introduced a bill in the House of Commons last week which prevented any member from receiving an appointment in the gift of the Dominion Government within one year after the expiration of the Parliament of which he was a member.

Mr. Mulock has the support of the best element on both sides of the House, as well as of every good citizen, but, we are sorry to say, the Government defeated the bill. The opponents made no attempt to justify their position. They simply retorted that the Liberals in Ontario "gave jobs to their friends in the House," and voted the measure down. The course of the Ontario Government is quite as disgraceful as that of the Dominion in this respect, but Mr. Mulock seems to be a stamp of man who does what is right, regardless of his party.

It is given on the authority of a Conservative member of the House of Commons who agrees with Mr. Mulock that 33 members of the present House have been promised "jobs."

Let both sides nominate men who do not want positions.

NO ADVANCE IN SUGAR.

The advance in the price of sugar that many expected still fails to materialize.

Toward the close of last week the market for raw abroad took an easier turn, but at the opening of the present week a sharp recovery set in, both beet and cane stock being cabled firm from London, the former at 13s. 0½d. fair refining and 12s. 9¼d. for June, and the latter 14s. for 96 test centrifugal, and 12½ 3d. for fair refining Muscovado.

Sales agents for both refineries in Montreal told THE CANADIAN GROCER that despite this strength of raw an advance in refined in Canada was unlikely until the New York refiners made a move. It is their belief that the Trust in New York is keeping the price of refined down to assist them in

gathering in supplies of raw at a lower cost. They note also that there have been some large arrivals of Egyptian raw sugar in New York latterly, the ss. Bretwalda landing a cargo of 30,000 bags, or 3,000 tons, the other day at that port.

It is expected that the imports of this Egyptian sugar to the United States will increase materially this spring, as the importation from Cuba will be almost nil, the insurrection having resulted in an almost total annihilation of the crops on the island.

Last year the total imports of Egyptian sugar at New York were only 70,000 bags. It is claimed for this sugar that it is much superior to that produced elsewhere.

DROP IN SURPRISE SOAP.

THE cutting of prices among the soap manufacturers has taken a more aggravated turn.

As the trade is well aware, the St. Croix Manufacturing Co., makers of "Surprise" soap, have maintained their price throughout the campaign. Now, however, they have determined to take a more aggressive attitude. In pursuance of this the price has been reduced 80c. per box. The price of one-box lots is now \$4.20 and that of five-box lots \$4.10.

While the cutting which makers of other soaps have been making is, no doubt, partly the reason for the lower prices in "Surprise," the chief reason appears to be the cheapness of raw material, which is now at its lowest mark.

Of course, the firm could scarcely afford to make a reduction of 80c. per box without making it up in part in some way, and what it has decided to do is to slightly reduce the weight of the soap, while another saving has been entailed by omitting the advertising bags from the boxes.

The retailer will now be able to sell "Surprise" at five cents and reap a good profit.

That the cutting of prices which has characterized other soap makers was not materially injuring the St. Croix people is evident from the fact that, notwithstanding that they maintained their prices in the face of the slaughtering that was going on all round, they were enabled to increase their business. They report that their sales so far this year are materially in excess of those for the same period in 1895.

The works of the St. Croix Soap Manufacturing Co. are situated at St. Stephen, N.B., and are among the largest, if not the largest, in the Dominion. The firm has agencies in Montreal, Toronto, Winnipeg, Victoria and Newfoundland, besides traveling salesmen covering the territory between these centres. Beside this it does business in the West Indies, and has recently received a good order from Amsterdam, Holland, where the prospects for building up a good trade are bright.

CANADA'S TEA REGULATIONS.

MR. H. DEVEREUX, representing the tea house of Harrisons & Crosfield, London, Eng., arrived in Toronto on Monday. He is here chiefly in the interest of direct Ceylon business, in which his firm is largely interested. I ran across him in the office of Harrisons & Crosfield's agents, J. L. Watt & Scott. Like most Englishmen, Mr. Devereux has an aversion to the newspaper interviewer, but when I touched upon the Canadian Custom regulations, he forgot his diffidence and talked.

"They are absurd," he declared, with some warmth, "and it is a surprise to me that importers have not taken preconcerted action in the matter. If we in England were to take any action it would mean that we would first have to go to the Canadian High Commissioner in London, and then through him memorialise the Canadian House of Commons. This would put us to more trouble than the game is worth. We do not object so much to the five shillings we pay for every certificate we are compelled to take out, showing that the tea has been entered by the Customs authorities as fit for home consumption, as the trouble and annoyance to which we are being continually put. It is like a beastly little fly biting us all the time. These certificates are absolutely worthless. The apparent object was to prevent the importation into Canada of spurious teas, and yet no certificate is required from China, Japan, etc., where the spurious teas are made and exported. And yet a certificate is demanded for tea bought in England where no spurious teas are made. It is most unfair to the English tea merchant. Why does not the Government leave the matter of deciding whether the teas imported from England are spurious or not to its own inspectors, just as it does teas brought direct from China, Japan and other countries?"

"What is done with the teas rejected in London as being unfit for home consumption?"

"They are shipped to the continent, particularly to Hamburg, where large quantities of poor teas are consumed."

Mr. Devereux said that the Ceylon tea business with Canada was assuming large dimensions which he ascribed to the wonderful value offered on direct Colombo samples.

GETTING ENLIGHTENMENT.

The third congress of the Chambers of Commerce of the Empire will be held in London, Eng., next year. Boards of trade in Canada have been invited to send delegates. The Toronto Board of Trade has wisely decided, between now and the time when this congress shall be held, to hold a series of special meetings for the purpose of

considering the subjects that are to be discussed at that important gathering. A circular has been issued, drawing the attention of the members to these meetings and soliciting their co-operation.

A list of the subjects to be discussed is given. There are seventeen in all. The most important are "Commercial Relations Between the Mother Country and Her Colonies and Dependencies," "Codification of the Commercial Law of the Empire," "A Decimal System of Weights, Measures and Currency," "Imperial Penny Postage," "Cable Communication, Construction, Rates, Codes," "Steamship Communication, Rates, Subsidies, War Risks, Insurance," "Bills of Exchange—Uniform Precedence," "Representation of United Kingdom in Colonies, and of Colonies in the United Kingdom, to make up for want of Consular officers who are only appointed to foreign countries."

The first of these meetings will be held on Thursday, March 26, at 8 p.m.

TRAVELERS' INSTALLATION.

Toronto travelers held their regular monthly meeting in their rooms, St. George's Hall, Elm street, Friday evening, Feb. 28. The secretary's annual report was read and adopted, showing an increase in the treasury over any previous year. After the general routine of business the following officers were installed for the year 1896:

President—R. M. Corrie.
First Vice-President—W. F. Daniel.
Second Vice-President—G. B. Curran.
Treasurer—J. Mortimer.
Chaplain—J. F. Smyth.
Marshal—T. Holman.
Secretary—R. R. Cherry, 241 Sherbourne street.

After the installation a pleasant and enjoyable evening was spent.

CUSTOMS CHANGES.

Collectors of Customs have been notified that allowance may be made for packages as follows, when same are made a separate charge on invoices: For boxing, finished or polished marble, 75c. per cubic foot; for boxing or crating slabs in the rough, 25c. per cubic foot. Paper packages containing Lipton's teas are to be valued for duty purposes as follows: 1½c. each for pound package; 1c. each for half-pound package. The package to be rated for duty at 35 per cent. under item No. 120 of the tariff.

The Customs Department is informed that at some ports colored cotton blankets have been entered as rugs at 25 per cent., under item No. 441, whereas they are properly dutiable at 30 per cent., under item No. 403. All such importations are to be carefully examined, and if the articles represented as rugs are found to be double, they should be entered as blankets, rugs being in all cases single.

BACON CURING IN DENMARK.

THE system adopted in the curing and marketing of Danish bacon is thus described by a correspondent of The London Grocers' Gazette :

"The farmers of a certain district form among themselves a guarantee fund of, say, £4,000, each putting down his name for the sum he is prepared to risk, and on the strength of this guarantee the bank advances them the £4,000, or such other sum as may be required, for the construction of a bacon-curing factory for the district in question. The bank also advances a further £500 for the payment of the preliminary working expenses. The factory is then constructed, replete with all the latest methods in machinery, etc., and inclusive of large storage for the ice which forms so important an item in the work. In some instances a factory will have room for 50,000 tons of ice, which is gathered in during the winter at the cost only of the requisite labor, and is so stored that it lasts until the next winter. The factory is put in charge of a special staff, and the farmers devote their own energies solely to pig raising, for which purpose they have an excellent stock of animals, while swine fever seems to be practically unknown. The farmers sell their pigs to the factory at full market rates, being paid at first out of the £500 already referred to. At the factory the pigs are killed and turned

into either bacon or 'mess pork' for ships, and these products are in due course sent to London, where they are sold, and the London agent sends to Denmark a cheque for the amount due. The bank, through which the whole thing is worked, deducts its charges, which may come to 8 per cent., and the remainder stands to the credit of the factory for the payment of expenses and for eventual division among the farmers, in addition to the market rates they have already been paid for their pigs. There are now about twenty of these factories in Denmark, and, generally speaking, they have been established without any actual call being made on the guarantee funds. Altogether these factories will sometimes deal with 10,000 pigs in one week, and the total output has now attained such proportions that our imports of bacon from Denmark alone amounted last year to over 1,000,000 cwt."

THE STORE LOAFER.

The store loafer is more often a guest than a customer.

Men who wear out the seat of their pants on soap boxes or sugar barrels are likely to have little else in their pockets than four fingers and a lazy thumb.

A chair in a store is an excellent piece of furniture—if the right person holds it down.

Customers as a rule are not anxious to

have the nose of a loafer over their shoulder when making a purchase or paying a bill.

Idle men and empty pockets have no right to make a poultry roost of a counter.

There are more buzzards that dine on scandal hatched in the idler's corner than all the guns in a county could shoot.

Where the loafer does his whittling, scandal is retailed by the ton.

Curfew at a store, to put out the gas when the public are putting on their nightcaps, would limit the circulation of plugged dimes.

A store loafer and a bar room bummer, if shaken out of a common sack, would be a case of twins, or a double-yolked egg.

To make a store comfortable for customers is one thing—to make it a smoking divan for gossips is another.

A skunk in a cabbage patch is apt to spoil the kraut, and gossips in a store are likely to keep the public nose out of its door.

Merchants who encourage loafing are simply raising caterpillars to lunch on their lettuce.

A man with nothing to do but toast his toes and whittle is very apt to forget what he owes, and take home what he never pays for.

The turtle that rolls off a log into a creek to get out of the rain has more sense than the merchant who thinks that a circle of pipes around his stove means more business than smoke.—Exchange.

Prunes and Peaches

It is well to carefully consider the quality of these fruits before laying in a stock—It is all a matter of price—You pay your money and take your choice—If you want first-class goods you expect to pay a fair price; if poor goods will suit your requirements, you can doubtless secure them—We have none.

BUT YOU SHOULD SEE our **UNICORN BRAND** of Austrian Prunes, in 56-lb. boxes, 100 to 105 per lb.—a direct importation—tempting goods. We have

3 Grades of CALIFORNIA PEACHES

FIRST QUALITY CHOICE, IN BAGS

SECOND QUALITY CHOICE, IN BAGS

Our Travellers Have Samples

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

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

GROCERIES.

ANOTHER week has passed, and the grocery trade has failed to develop any new or striking features. The volume of business is still, as before, small, while values remain unchanged. Canned vegetables are being enquired after a little more and salmon is selling a little more freely on account of the prospective higher prices for "Horseshoe." Teas are still quiet. Molasses is in fair demand. Sugars are quiet and steady. There is a little better movement in green coffees on account of fresh arrivals. Valencia almonds are dearer in the primary market, and advices quote currants firm. Payments are slow.

CANNED GOODS.

There is a little more enquiry to note in canned vegetables, although it has not yet led to much business. In fruits there is scarcely anything doing. There is quite an enquiry for "Horseshoe" brand salmon on account of the anticipated higher prices. A feature of the situation in respect to this brand of salmon is that small dealers are buying larger quantities than is their wont. We hear of five-case lots going out at \$1.35 per dozen, and smaller lots at \$1.40. Only a few houses appear to have anything like stocks of "Horseshoe" salmon. We quote as follows: Tomatoes, 80 to 90c.; corn, 75 to 80c.; peas, 95c. for ordinary; sifted select, \$1.10; extra sifted, \$1.45 to \$1.50; peaches, \$2.90 to \$3 for 3's, \$1.90 to \$2 for 2's; raspberries, \$1.40 to \$2.00; strawberries, \$1.80 to \$2.45, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 85 to 90c.; gallons, \$1.90 to 2.25; salmon, "Horseshoe," \$1.35 to \$1.40; "Maple Leaf," \$1.35; "Lion," \$1.35 to \$1.40; Lowe Inlet, \$1.27 to \$1.30, in tall tins; cohoes, \$1.10 to \$1.20; canned mackerel, \$1.10 to \$1.20; lobsters, \$1.80 to \$2.10, for tall tins; flats, \$2.35 to \$2.65; half tins, \$1.45 to \$1.50; Canadian canned beef, 1's, \$1.35 to \$1.45; 2's, \$2.25 to \$2.35; 6's, 7.50 to \$8; 14's, \$15 to \$16.50.

COFFEE.

There are not many good green Rio coffees on the market, and the fresh shipments which have been received lately are going out well. The ruling idea as to price for good coffees is 18 to 19c. Common grades are shaded a little. 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.

The scarcity is more pronounced, some of the refineries having none of any kind to offer. We quote: Dark, 30 to 32c.; medium, 33 to 35c.; bright, 40 to 42c.

MOLASSES.

There is still a fairly good call for molasses, and firmness still characterizes the primary markets. We quote: New Orleans, barrels, 28 to 35c.; half-barrels, 30 to 35c.;

Barbadoes, barrels, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

The demand is still limited. The London market was a little easier, the American Trust having sold some beets there. But the market is strong again. A London cable on Tuesday announced an advance of 1½d. in beets, and stated that cane was firm and unchanged. This advance leaves about 3d. of the recent decline to be made up. The Canadian refineries continue to hold strong views, although they are doing little or no business. Wholesalers' quotations are: Granulated, 4¾ to 4¾c.; yellows, 3¾c. up.

The N.Y. Journal of Commerce of Wednesday: "The market for raw sugar is assuming a stronger position, and the efforts of refiners to get considerable lines on the old basis have not been successful. The advancing tendency of the foreign market lends strength to the situation here. The strength abroad seems to be on the realization of the strong position of sugar in all markets as well as to the relief from the speculative selling pressure of last week."

SPICES.

Trade is quiet and devoid of special features. 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 and prices unchanged, the idea being 3½ to 3¾ per lb. for ordinary.

NUTS.

Valencia almonds are 3s. dearer. There is no change to note in the local market. We quote as follows: Brazil nuts, 14 to 15c.; Sicily shelled almonds, 25 to 26c.; Tarragona almonds, 14 to 14½c.; peanuts, 10 to 12c. for roasted, and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12 to 12½c. Marbot walnuts, 11 to 12c.; Bordeaux walnuts, 9c.; Sicily filberts, 8 to 10c. for sacks and 10½ to 11c. for small lots; pecans, 10½ to 11c.

TEAS.

There are a few Young Hysons changing hands and flavory Ceylons and good clean-drawing Ceylons at price are being looked for, but generally speaking the tea trade is quiet. We quote ruling prices to retailers: Young Hysons, 12 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

DRIED FRUITS.

Advices from Patras state that currants are firm on account of the demand on German account. Locally the market is quiet and unchanged. We quote: Provincials, 3¾ to 4c. in bbls.; fine Filhatras, in bbls.,

4¾ to 4¾c.; do, half-bbls., 4¾ to 4¾c.; ditto, half-cases, 4¾ to 5c.; Casalinas, cases, 5 to 5¾c.; Vostizzas, cases, 6 to 6½c.; ditto, half-cases, 6½ to 6¾c.; ditto, extra fine, 6¾ to 7¾c.; ditto, half-cases, 7¾ to 7¾c.; Panaretas, in cases, 9c.

Valencia raisins are quiet and unchanged. We quote: Off-stalk 4½ to 4¾c.; fine off-stalk, 5 to 5¾c.; selected, 6 to 6¾c., and layers, 6½c.

California fruits are quiet and unchanged. We quote: Apricots, 15 to 16c.; peaches, 8c., in bags, and 10 to 15c. in boxes; pears, 10½ to 12½c.; plums, 6½c. for unpitted, and 12½c. for pitted; nectarines, 11 to 13c.; loose muscatels, 5½ to 6½c. per lb.

The situation in prunes is much as before, both as regards prices and business. We quote: Bosnias, "Sphinx" brand, "A," 65 to lb. 9c.; "B," 75 to lb. 7¾c., "U," 102 to lb., 6½ to 6¾c.; California prunes, 40-50, 10 to 10½c. per lb.; 50-60, 9½c. per lb.; 60-70, 9c.; 70-80, 8½c. per lb.; French, 5 to 6c.

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

Dates still rule quiet at 4½ to 5½c.

GREEN FRUIT.

Oranges are a little firmer in price, and the demand has improved. Jamaicas are practically done for the season. There is a good supply of California and Valencias. The demand appears to be particularly good for Valencias, a good many of these being used with bitter oranges in making marmalade. The Liverpool market is firmer on Valencias. A fair enquiry is to be noted for lemons, and higher prices are being discussed at the "ports," but there has been no appreciation in values yet. An improvement has developed in the demand for bananas, and business in this line is now active. The cranberry season is about over, and as dealers are desirous of cleaning up stocks the market is easier. We quote: Lemons—

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.

and

TORONTO

318 St. Paul St., MONTREAL



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.

Messina, \$2.50 to \$3.50 for 360's and 300's per box. Oranges—Jamaicas, \$3.50 to \$4; California navels, \$2.75 to \$4, according to size; Valencias, 420's, \$4.50; Jumbo's, 420's, \$5.50 to \$6; ditto, 714's, \$5.50 to \$5.75; Sevilles, \$3 per box. Bananas, \$1.25 to \$1.75; coconuts, \$3.50 to \$4 a sack; apples, Spies \$3, Baldwins, \$2.75, greenings \$1.50 to \$2 a barrel; Malaga grapes, \$5 to \$7 per keg; domestic onions, 60 to 65c. per bag; Spanish onions, 50 to 60c. per small crate; sweet potatoes, \$3 to \$3.25 per bbl.; cranberries, \$5 to \$8 per bbl., and \$2.50 to \$3 per case, according to quality; hickory nuts, \$1.50 to \$1.75 per bush.

BUTTER AND CHEESE.

BUTTER—Choice large rolls and pound prints are in good demand. Receipts of good butter continue light, and in consequence of this there is a firmer feeling in regard to prices. In creamery butter the demand is steady and about equal to the supply. We quote: Early summer dairy store packed, 8 to 12c.; good to choice fresh packed, 15 to 16c.; large rolls, fresh, 15 to 17c.; dairy pound prints, 16 to 18c. Fresh creamery—Tubs, 19 to 20c.; do., pound prints, 21 to 22c.

CHEESE—The local trade continues fairly active, but the export demand is light. We quote: Summer make, 8½ to 9c.; September and October, 9½ to 10½c.

COUNTRY PRODUCE.

BEANS—Market is quiet and prices unchanged at \$1 to \$1.10 per bushel.

DRIED APPLES—The market is dull and weak. We hear of one transaction at 4c. Toronto, but jobbers are not, as a rule, willing to pay this price. We hear of two or

three bids at 3¼c. f.o.b. cars, but no business has transpired at that figure as far as we are aware. The idea of holders appears to be 3¾ to 4c. f.o.b. cars. Jobbers, as a rule, are quoting 4½ to 4¾c.

EVAPORATED APPLES—Holders are asking 6c. f.o.b., and the jobbing price ranges from 6½ to 7c. There is not much doing.

EGGS—The cold snap has caused a falling off in deliveries, and as a consequence prices are firm. We quote: New laid, 16 to 17c.; pickled, 11 to 13c.; cold stored, 8 to 10c.

HONEY—There is not much doing, and prices are much as before. We quote: Strained, clover, 9 to 10c.; dark, 4½ to 5c.; comb, clover, \$1.80 per dozen; dark, 80c. per dozen.

POULTRY—Receipts are practically nil, stocks in the country evidently being about exhausted. Turkeys are dearer. We quote: Turkeys, 9 to 12c.; geese, 7 to 8c.; chickens, 40 to 60c.; ducks, 60 to 90c.

POTATOES—The market continues dull at 18c. on track, and 25c. out of store. There has been some improvement on the American market.

MAPLE PRODUCTS—There is a fair enquiry, but supplies are scarce with prices higher on syrup. We quote: Syrup, 70c. per tin; sugar, 10c. per lb.

PROVISIONS AND DRESSED HOGS.

In provisions there has been an all round good demand. Offerings of dressed hogs have been liberal. The latter part of last week they were large, and carlots of nice weights changed hands at \$4.80, Toronto. Deliveries of farmers' hogs last week were heavy. The idea as to price is now \$4.90 to

\$5 for weights ranging from 100 to 150 pounds, and for anything under these weights \$4.50 to \$4.75.

DRY SALTED MEATS—Long clear bacon, 6½c. for carload lots, and 6¾ to 7c. for small lots; backs, 8c.

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

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

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

FISH AND OYSTERS.

A fairly good fish trade is passing on country account, but there is not much doing in the city. The volume of business is still below that of the same time a year ago. B.C. salmon, white fish and salmon trout are quoted a little lower. Finnan haddies are fractionally dearer. The cold weather has stimulated the demand for oysters. We quote oysters: Standards at \$1.30 to \$1.35, and selects \$1.70. Fish are quoted as follows: Skinned and boned codfish, 6½c.; boneless fish, 3½ to 4c.; haddock, 5 to 6c.; Labrador herring, \$3.25 to \$3.50 half barrel and \$5.50 to \$5.75 per barrel; Newfoundland herring, \$2.50 per half barrel, and \$4.50 to \$4.75 per barrel; fresh water salt herring, \$3 per barrel; blue-back herring, 4c.; pike, 6 to 7c. per lb.; flitched cod, 5c.; finnan haddies, 7c.; Digby herring, in bundles of 5 boxes, 11c.;

The Toronto Cold Storage Co. are prepared to store all kinds of meats, produce, etc., at very reasonable rates.

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

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

CANADIAN TOMATO CHUTNEE

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

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THE BEST.

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Provision and Commission Merchant

Butter Lard Cheese
Eggs Apples Etc.

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

88 Front Street East, Toronto

FISH..

We have now in stock the following fresh frozen fish.

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

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

LEONARD BROTHERS
MONTREAL.

DIRECT SHIPMENT
JUST RECEIVED OF

2 CARS Bitter..
Oranges

Write us for Prices.

CLEMES BROS., TORONTO

ditto, lengthwise, 10c.; large halibut, 12 to 15c.; Restigouche salmon, 20 to 25c.; British Columbia salmon, 14 to 15c.; mackerel, 20 to 25c.; steak cod, 6½ to 7c.; haddock, 5c.; black bass, 9 to 10½c.; white fish, 7c.; salmon trout, 7c.; Lake Superior whitefish, 7½c.; Lake Winnipeg whitefish, 7 to 7½c.

WHEAT, FLOUR, FEED, ETC.

WHEAT—Street deliveries are almost nil. We quote: White, 82½c.; red, 81 to 82c.; goose, 60c.

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

OATS—Steady at 29c.

PEAS—One hundred and fifty bushels sold Wednesday on the street at 59 to 62½c.

FLOUR—There is not much doing, but prices are steady. We quote: Straight roller, \$3.70 to \$3.75, carload lots, Toronto freights, and \$3.80 to \$3.90 in job lots; Manitoba patents, \$4.25 to \$4.35 per bbl.; Ontario patents, \$3.80 to \$3.90 per bbl.; strong bakers', \$3.90 to \$4.

BREAKFAST FOODS—Business is picking up, dealers this week being fairly busy. Prices are unchanged. We quote: Oatmeal, cornmeal and pot barley from 10 to 15c. lower; Standard oatmeal and rolled oats, \$3.15; rolled wheat, \$2.40 in 100-lb. barrels; cornmeal, \$2.75; split peas, \$3.25; pot barley, \$3.25.

DRESSED BEEF, VEAL, MUTTON, ETC.

Trade is fairly good and prices are steady. We quote: Forequarters, \$3.50 to \$4 per 100 lbs.; hindquarters, \$4.50 to \$7, according to quality; lamb, 6½ to 7½c.; mutton, 5¼ to 7c.; veal, 5½ to 6½c.

SALT.

Business has been fairly good during the past week at unchanged prices. We quote at Toronto: In carload lots, \$1 per barrel, and 60c. per sack; in less than carload lots, \$1.05 per barrel and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

SEEDS.

The export demand for alsike dropped off about a week ago and prices here declined about 25c. per bushel. In red clover there is not much offering and the demand is limited, with prices easier. We quote jobbers paying prices at outside points: Alsike, \$3 to \$4.25 per bushel; red clover, \$4.80 to \$4.90.

HIDES, SKINS AND WOOL.

HIDES—Are steady, with moderate demand. Dealers pay 5c. for No. 1, 4c. for No. 2, 3c. for No. 3. Cured hides quoted at 6 to 6½c.

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

WOOL—Trade quiet. Fleece nominal at

DON'T FORGET . . .

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

Graham, McLean & Co.
Produce Commission Merchants
77 Golborne St. TORONTO.

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Manufacturers' Agent and Grocery Commission Merchant

394 St. Paul Street . . . **MONTREAL**

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

ESTABLISHED 1892.

Butter and Eggs
WANTED NOW!

Rutherford, Marshall & Co.

General Produce and Commission Merchants

62 FRONT ST. EAST, - TORONTO.

Egg Cases supplied on application free.

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REMINGTON MACHINE CO.

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

COWAN'S

HYGIENIC COCOA
ROYAL NAVY CHOCOLATE
and **FAMOUS BLEND COFFEE**

Are the finest goods in the market.

THE COWAN CO., Ltd.

470 King St. West,
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4TH Brand HAMS, BACON, LARD

All finest quality.

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

They are
the Leaders

McLAUGHLAN'S SODAS

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

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

21 to 22c., and rejections 17 to 18c. Pulled supers are 20¼ to 21c., and extras 22½ to 23c.

PETROLEUM.

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

MARKET NOTES.

Oranges are firm.
Sugar is stronger in London.
Valencia almonds are 3s. dearer.
Maple products are scarce on the Toronto market.
Cranberries are nearly out of the market and cheaper.
Currants are cabled firm.
Apples are still being shipped to the English market, but the returns are unsatisfactory, the net returns being less than \$2 per barrel.
The price of "Surprise" soap has been reduced 80c. per box.

QUEBEC MARKETS.

MONTREAL, Mar. 5, 1896.
GROCERIES.

THE week has exhibited little change in the general grocery position. Business has been quiet, except in dried and green fruit, the Lenten demand causing considerable activity in both of these during the past eight days. The turnover of California raisins was notably good, several good lots being cleared out of first hands, and in Valencia the demand also led to the clearance of several round lots. Values generally are firm, and sugar is held strong though enquiry is small. Syrups and molasses continue to point upward, while teas, coffees and spices are absolutely without feature. Fresh fish have ruled a trifle easier in some respects, but pickled are steady. Canned vegetables and fish have met a moderate local call.

SUGAR.

The market here for refined sugar continues as firm as ever, but there is no actual change in values, and none seems to be expected in the immediate future. Demand has been rather better from jobbers during

the past few days, more especially for yellows, of which stocks in second hands are low, but the market as a whole is anything but active. In the raw market the easiness noted at the close of last week seems to have been dissipated, for advices recently quote a firm market. At the refineries granulated in 250-bbl. lots sold at 4½c.; 100-bbl. lots, 4 11-16c., and smaller quantities, 4¾c. We quote jobbing prices: Granulated, 4¾c.; yellows, 3¾ to 4¾c., as to grade

SYRUPS.

There has been a better local demand for syrups in small lots, due to Lenten wants, and in this respect more activity has been shown. The firm tone noted for some weeks now is fully maintained, as stocks are light both in first and second hands. We quote: 1¾c. for ordinary and 2½ to 3c. for bright goods.

MOLASSES.

The firm advices from primary markets have continued during the present week, first sales of Barbadoes at the Islands showing an advance of 2c. within 48 hours, business being done at 14 to 15c. Sales of Porto Rico have also been made for early spring shipment at a full figure, cost and freight New York. In fact, all the news points, as noted last week, to a high level of values this spring on molasses of all kinds. The jobbing demand on spot has shown improvement, consequent on the filling of small orders for Lenten account. We quote: Barbadoes, 36 to 37c.; Porto Rico, 34 to 35c., and New Orleans, 25½ to 35c. The inside prices are strictly for 5 and 10-puncheon lots.

RICE.

There has been a fair business doing in rice at former quotations. We quote: Japan standard, \$4.25 to \$4.40; crystal Japan, \$4.75 to \$5; standard B., \$3.45; English style, \$3.30; Patna, \$4.25 to \$5, and Carolina, \$6.50 to \$7.50.

SPICES.

The weather has been favorable to a good local jobbing demand for spices of all kinds, which have moved in fair volume on this account. We quote: Pure black pepper, 10 to 12c.; pure white, 15 to 22c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; ditto, best, 28 to 30c. per lb.; allspice, 12 to 15c.

COFFEE.

There has been no change in this market, business continuing dull and of a limited jobbing character. We quote bean coffee as

follows: Maracaibo, 19 to 21c.; Rio, 16½ to 20c.; Java, 28c.; Jamaica, 20c., and Mocha, 29 to 32c.

TEAS.

The tea market is quiet and unchanged, jobbers evidently having sufficient to work along on until the spring. They themselves also complain of dulness, so that retailers also are working along on as small supplies as possible. The excitement across the lines worked up in consequence of the duty development had no influence whatever here despite the fact of the withdrawal of the two good sized lots carried here on American account. Low grade blacks and Japans continue scarce. We quote: Young Hysons, 10 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45 for high grades; China Congous, 11½ to 18c. for mediums, and 25 to 55c. for high grades; Japans, 12 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

DRIED FRUIT.

There has been a good active trade transacted in California raisins at firm prices; in fact, the movement can be called a liberal one, and has led to the cleaning up of several lots in first hand at full rates. We quote: 3-crown, 5½ to 6c., and 4-crown, 6¾ to 7c.

Valencia raisins have benefitted from the activity in California fruit to a certain extent, and one or two round lots have been turned over at 4 to 4¼c., which is an advance of ¼c. on what was possible a fortnight ago. Stocks here are light, and as there is little to be had in New York, firmness is looked for from now out. We quote: Ordinary off-stalk, 4 to 4¼c.; fine, 4½ to 5c.; selected, 5½ to 6c., and layers, 6½ to 7c.

There is no change in Sultanias, which are in light supply, and firmly held at 6 to 6¼c.

The currant market has shown a moderate degree of activity, and prices are firmly held; in fact, in some cases jobbers want an advance, stocks being very light. We quote: Barrels, 4c.; half-barrels, 4¼c., and cases, 4½ to 5½c., as to grade.

There has been a good jobbing trade in prunes, more especially California and Austrian, at unchanged prices. Stocks here both in first and second hands have been reduced materially. We quote: French, 4½ to 5c.; Bosnia, 6¼ to 6½c., and California 7½ to 15c., as to grade.

Figs are without change, and meet a moderate call. We quote: Bags, 4c.; ordinary boxes, 8½ to 9c., and fancy, 12 to 14c.

WE ARE
PAYING
CASH
FOR

DRIED-
APPLES-



W. B. BAYLEY & CO.

EXPORT BROKERS

42 FRONT ST. E. Toronto

California Canned Goods (3s)

“COLUMBUS” brand

Extra Standard. Packed in best Granulated Sugar. Finest goods put up in California. Cases 2 dozen.

APRICOTS
BARTLETT PEARS
GOLD DROP PLUMS
GREEN GAGE PLUMS
EGG PLUMS

LEMON CLING PEACHES
WHITE CLING PEACHES
YELLOW PEACHES
WHITE NECTARINES
MUSCAT GRAPES
WHITE CHERRIES

CALIFORNIA

Evaporated Fruit

BECOMING MORE POPULAR EVERY DAY

APRICOTS (bags) PITTED PLUMS (boxes and bags)
SILVER PRUNES (bags) PEACHES, unpeeled (boxes and bags)
EGG PLUMS (bags) PRUNES (boxes) 40-50, 50-60, 60-70, 70-80, 80-90 and 90-100
WHITE NECTARINES (boxes) PRUNES (bags) 40-50, 70-80, 90-100
PRUNES (ungraded) bags
SAMPLES AND PRICE ON APPLICATION

Rolled Oats

Douglas & Stuart's Finest American Rolled Oats. 2-lb. packages, cases 3 dozen.
PRICE, 1 to 5 cases, \$2.10 case; 5 cases and over, \$2.00 case.

NEATLY PUT UP. QUALITY, THE BEST. LESS THAN 60¢ A PACKAGE.

Young Hyson, Firsts, Special, 18c.

SAMPLES ON APPLICATION

THE **EBY, BLAIN COMPANY** LTD.

WHOLESALE IMPORTING AND MANUFACTURING GROCERS

TORONTO - - ONTARIO

There is no change in dates, which rule steady at 4½ to 5c.

NUTS.

There is a moderate seasonable trade in nuts. We quote: Grenoble walnuts, 11½ to 12½c.; filberts, 7½ to 8c.; Tarragona almonds, 11½ to 12c.; pecans, 8 to 12c., and shelled walnuts, 15 to 19c.

CANNED GOODS.

This market continues much the same as it was a week ago. No special features are to note, and values are unchanged. We quote: Tomatoes, 75 to 85c.; corn, 75 to 85c.; peas, 95c. to \$1 for ordinary; sifted select, \$1.10; extra sifted, \$1.45 to \$1.50; peaches, \$2.90 to \$3 for 3's, \$1.90 to \$2 for 2's; raspberries, \$1.40 to \$2; strawberries, \$2 to \$2.45, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 80 to 90c.; gallons, \$1.90 to \$2.25; salmon, "Horseshoe," \$1.35 to \$1.40; "Maple Leaf," \$1.25; "Lion," \$1.25 to \$1.40; Lowe Inlet, \$1.25 to \$1.30, in tall tins; cohoes, \$1.05 to \$1.15; canned mackerel, \$1.10 to \$1.20; lobsters, \$1.80 to \$2.10, for tall tins; flats, \$2.35 to \$2.65; half tins, \$1.45 to \$1.50; Canadian canned beef, 1's, \$1.35 to \$1.45; 2's, \$2.25 to \$2.35; 6's, \$7.50 to \$8; 14's, \$15 to \$16.50.

WINES AND SPIRITS.

Business in wines and spirits is without new feature. Orders are commencing to come in on Ontario and Quebec account for spring importation, but in very moderate volume.

GREEN FRUIT.

There has been a good jobbing trade in green fruit of all kinds during the past week. Oranges, lemons and apples have moved well, sound stock fetching good prices. We quote: Oranges—Valencias, 420's, \$4., and 714's, \$4.25. Lemons, \$2 to \$3. Grapes, \$5 to \$6 per keg. Cranberries, \$8.50 to \$10 per barrel. Apples, \$2 to \$4 per barrel. Dried do. 4½ to 5c. Evaporated do., 6¼ to 7c. Spanish onions, 40c. per crate. Pineapples, 15 to 30c. as to size.

FISH.

The demand for fish slackened off a trifle during the early portion of the present week as dealers are supplied for the time being. Stocks of all kinds in wholesale hands are small, the market being almost bare. Fresh fish, such as haddock, smelts and tommycods, are a shade easier, but trout, white fish and dore are scarce and firm. Values are also maintained on pickled fish of all kinds. We quote: Fresh haddock, 3c. per lb.; smelts 3 to 5c.; fresh frozen B.C. salmon, 8 to 9c.; Manitoba whitefish, 7c.; dore, 7 to 7½c.; trout, 7c.; tommycods, \$1.50 to \$1.60 per bbl. Choice pickled Labrador herrings, \$5.25; No. 1 N.S., \$3 to \$4; No. 1 green cod, \$5.00; No. 2, \$3.50; No. 1 haddock, \$3; No. 1 large codfish, \$6; No. 1 lake trout, \$4 to \$4.25; B.C. salmon, \$10.50; No. 2 Labrador salmon, \$13; No. 1 mackerel, \$18.50; Loch Fyne herrings, 85c. per keg, and \$11 per bbl.; No. 1 sardines, \$4.50; No. 1 dried cod, \$4.25 to \$4.50; boneless cod, 6c. per lb.; boneless fish, 3¼c.; boneless haddock, 5c.; shredded, 11c.; haddies, 7½ to 8c. per lb.; bloaters, \$1 per box, and smoked herrings, 8 to 10c. per lb.

PROVISIONS.

There has been a limited demand for provisions, and prices are unchanged. We quote: Canadian short cut, clear, \$14.50 to \$15; Canadian short cut, mess, \$15 to \$15.50; hams, city cured, per lb., 9 to 10c.; lard, Canadian, in pails, 8c.; bacon, per lb., 9 to 10c.; lard, com. refined, per lb., 6¼c.

COUNTRY PRODUCE.

EGGS—A fair business was done in eggs, there being a good demand for small lots, and prices were about steady at the decline. Strictly new laid eggs are selling at 23 to 25c. We quote: Fresh, 18 to 19c.; Montreal limered, 10 to 11c.; Western limered, 9 to 10c., and refrigerator stock, 8 to 9c. per doz.

BEANS—The market for beans continues quiet, demand only being for small lots. We quote: Car lots of choice hand-picked at \$1 to \$1.05, and small quantities, \$1.10 to \$1.20.

POTATOES—Business in potatoes is of a jobbing character, and prices are steady. We quote: Car lots, on track, 30 to 32c. per bag, and in small quantities, 35 to 40c.

FLOUR, FEED AND MEAL.

There was no change in the situation of the flour market, prices ruling steady. The demand was fair and millers seem quite satisfied with the volume of business for the season. Dealers in Ontario grades state that trade is only of a jobbing character. We quote: Winter wheat, \$4.35 to \$4.40; spring wheat, patents, \$4.25; straight roller, \$4 to \$4.10; straight roller, bags, \$1.95 to \$2; extra, bags, \$1.75 to \$1.85; Manitoba strong bakers', \$4.

There has been an easier feeling in the meal market for rolled oats, and sales of car lots in barrels have been made at \$3, and in bags at \$2.90. We quote: Standard, barrels, \$3 to \$3.10; granulated, barrels, \$3.10 to \$3.20; rolled oats, barrels, \$3 to \$3.10; rolled wheat, per 100 lbs., \$2.40 to \$2.50.

A fairly active trade is reported in feed, there being a better demand at steady prices. We quote: Bran, \$14 to \$15; shorts, \$15 to \$16; mouillie, \$19 to \$20.

CHEESE AND BUTTER.

The cheese market is quiet and steady so far as holders are concerned. Indeed, if anything, the tone was firmer Monday, despite another decline of sixpence in the public Liverpool cable. In the local way prices are nominally at 9c. for fall, and 8c. for summer makes.

The butter market is without change. Creamery moves in a jobbing way at 21 to 22c.; Townships, at 19c., and Western rolls, 14 to 15½c.

HAY.

There was little change in this market. No. 1 baled hay sells on track at \$14 and No. 2, \$13.

ASHES.

Business in ashes is quiet. We quote: First pots, \$3.50; seconds, \$3.75, and pearls, \$5.

MONTREAL NOTES.

Ewing, Herron & Co. have on hand this week a few barrels of sifted carraways for sale, prompt shipment. These are a bargain.

W. H. Dunn notes an advance of ½c. per lb. in the price of pound packages of German bird seed. The rise has induced some extra orders.

Rose & Lafamme have been instructed by N. W. Taussig & Co., of New York, to withdraw all stock and quotations of Porto Rico molasses.

Latest cables on Barbadoes molasses from the Islands quoted 20c. f.o.b., includ-

A. T. CLEGHORN

General
Commission Agent

Correspondence
solicited.

LONDON, CAN.



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

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

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

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

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

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

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

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

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

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

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

BROSE MEAL

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

JAS. WILSON

Manufacturer of
Celebrated brands of

Monkland Mills

ROLLED
STANDARD and
GRANULATED OATMEAL Fergus,
Ont.

**TRADE
BEARDSLEY'S SHREDDED CODFISH
MARK**

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

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

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



For Two 3c. Stamps

Together with your business card, or other evidence that you are a grocer, we will mail you our 96 page "Hook on Birds," which is rapidly selling at 25cts. Address, BART. COTTAM & CO. London - Ont.

COTTAM'S BIRD SEED

Has the exclusive right to the use of

Pat'd 1891-1896. Bird Bread. Reg'd 1895

A large block of this excellent preparation is given away with every packet of C. B. S.

SOLD BY ALL WHOLESALERS.

Dawson & Co.

**FRUIT
PRODUCE
and COMMISSION MERCHANTS**

32 WEST MARKET STREET

Consignments Solicited **TORONTO.**

GEORGE McWILLIAM. FRANK EVERIST.
TELEPHONE 645.

McWILLIAM & EVERIST

GENERAL . . . **FRUIT
Commission Merchants**

25 and 27 Church street,
TORONTO, ONT.

Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.

All orders will receive our best attention.

LONG CLEARS

New
This Season's
No old stock .

BY THE SIDE
CASE OR
CARLOAD

Write for Prices

F. W. FEARMAN
HAMILTON

ing puncheons, making no allowance for commissions or loss in gauge.

J. A. Mathewson & Co. are offering this week something fine in fancy price Porto Rico molasses. These goods are just to hand, and an excellent purchase at the money.

A. P. Tippet & Co. report an exceptionally active business in California dried fruit during the past ten days. They have just to hand advices of a carload of San Jose "G & S" brand California prunes.

Robert Greig, of Robert Greig & Co., is on board the Majestic, due yesterday. He has had a very profitable trip to England, securing a lot of valuable new agencies.

E. R. Pugh, of the firm of Alex. Riddle & Co., proprietors of Stower's lime juice goods, etc., spent a day or so in Montreal at the close of last week on business in connection with these goods, which have a growing sale in Canada. He left for Toronto, Chicago and other western points Saturday.

NEW BRUNSWICK MARKETS.
OFFICE OF THE CANADIAN GROCER.
ST. JOHN, N.B., March 5, 1896.

FEBRUARY has not shown the amount of business which many were led to expect from that offering during January. Frozen fish, which should have been very active at this season, failed to be in supply, and that trade was lost. While there has been a fair demand for sugar and flour, it has hardly been as large as would have been expected from the firmness of the market, the higher prices tending to keep down sales. There has been but little change in prices during the week. Flour and oatmeal continue firm, with cornmeal and beans easy. Fish tend firmer, particularly fresh. Molasses is quiet, waiting for the new, expected soon. First arrivals will be high. In tea there is fair movement. Seed men are beginning to take orders.

OIL—Dealers in lubricating are pushing sales for future. There is lots of competition among both American and Canadian sellers. The Canadians have a great advantage on account of the high duty, and these oils are used more largely from year to year. Cod oil is higher, with light stocks. Sale of burning oil is quiet, with prices firm. We quote: American burning oil, 23 1/4c.; best Canadian, 21 1/2 to 21 3/4c.; prime, 19c. No charge for barrels.

SALT—The last steamer had a small quantity on board and buyers are beginning

ONIONS Just received a carload of

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

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

A REAL GOOD THING

Brock's Bird Seed

Honest goods and pure. Once asked for always asked for. Orders filled by all first-class Wholesale Grocers.



NICHOLSON & BROCK - TORONTO

Long Clear

**Short Cut Pork
Mess Pork . .**

In Car Lots or less. 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.

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

"Maple Leaf" Brand

Smoked Meats and Pure Lard.

D. Gunn, Flavelle & Co.

Pork Packers and Commission Merchants Toronto

Fancy California Washington Navel

ORANGES

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

HUGH WALKER & SON, Guelph, Ont.

to be interested, and further lots are likely to arrive shortly. Prices show no change. We quote: Coarse, 50 to 55c.; 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 doz.; salt, bulk, \$2.70 to \$2.80 per bbl.

CANNED GOODS—A rather better demand is noticed from week to week. A car of gallon apples was among the arrivals this week. In oysters it is said some packers are not giving full weight in tins, which is the reason for a range in price. Full weight tins are the cheapest to buy. Corned beef is beginning to take the attention of the trade, and wholesale houses are placing orders, Canadian goods having the advantage. It is said prices will advance early in March. We quote as follows: Corn, 85 to 90c.; peas, 90 to 95c.; tomatoes, 90 to 95c.; gallon apples, \$2.15 to \$2.25; corned beef, 2-lb. tins, \$2.40 to \$2.50; 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, \$2.10 to \$2.35; salmon, \$1.40 to \$1.50; lobsters, \$1.75 to \$2; haddies, \$1.30; clams, \$5 for 4 doz.; chowder, \$2.75 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1; kippered herring, \$1.10.

DRIED FRUIT—Raisins are very quiet. The few that are moving are California loose muscatels. In currants, cleaned in cartoons are being pushed. Evaporated apples have been arriving quite freely and price is easy. Dried are dull and low. California prunes are finding a fair sale. They are well liked, but the price is higher than the trade has been used to pay, which tends to lessen sales. The demand for California evaporated fruit is light. The goods are nice. Sultana raisins are very light movement. Onions are rather firmer. Peanuts tend to higher prices and they show better demand. 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., 3¾ to 4c.; cases, 4¼ to 5c.; cartoons, cleaned, 7½c.; bulk, cleaned, 6½c.; prunes, kegs, 4c.; boxes, 4½ to 5c.; half-boxes, 6 to 8c.; dates, 4½ to 5c.; dried apples, 5c.; evaporated apples, 7 to 7½c.; California evaporated peaches, 12 to 13c.; apricots, 12 to 14c.; pears, 12 to 14c. Canadian onions, \$2.25 to \$2.50; coconuts, \$3 to \$3.50 per 100 lbs.; figs, 9 to 10c.; Sultana raisins, 7 to 8c.

GREEN FRUIT—A much better demand is noted. The busy season is coming. Bananas are moving more freely and that is a sure sign. In oranges prices are higher and tend upward. There are large quantities moving, Valencias selling very much more largely than California. In pine apples there is but light business. Cranberries are higher and but few moving. Apples are scarce; there has been quite a large movement during the week. Prices on best grades are marked up. Lemons are also higher. We quote: Apples, \$2 to \$3.50; Lemons, \$3 to \$3.50; Valencia oranges, \$4.25 to \$4.50; California oranges, seedlings, \$2.50; navels, \$4 to \$4.50; pineapples, 12 to 20c.; cranberries, \$12 per barrel.

DAIRY PRODUCE—Eggs have been a little firmer, but no doubt the warmer weather will tend to lower prices. The quality of those coming in continues to improve. With so many cheese factories it is surprising how the supply of butter seems rather to increase than otherwise. Market is dull, and much of the quality very poor. Large quantities of creamery prints continue to arrive from Prince Edward Island. In cheese, stock held is not large, but movement is light as

yet, and prices show no change, though feeling is firmer. We quote as follows: 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, 17 to 19c. by case.

SUGAR—During the week the market has shown no change, although a fair business is being done. We quote: Granulated, 4¾ to 4¾c.; yellow, 4 to 4¾c.; Paris lump, 5¼ to 5½c.; powdered, 5¼ to 5½c.

MOLASSES—The new being near to hand it is hard to set prices, people only buying from hand to mouth. Stocks of old are not large, particularly of desirable quality. Price opened in Barbadoes at 13c. and 4 for casks, and has already advanced 2c., and is said to be tending upward. New Orleans, which is now a factor in our market, is held very firm. Quite a quantity continues to come forward from week to week. In syrup there is still a good demand at firm prices. We quote: Barbadoes, 31 to 33c.; Porto Rico, 34 to 36c., bbls; New Orleans, 34 to 36c.; St. Croix, 28 to 30c.; new Demerara, 34 to 35c.; syrup, 36 to 38c.

FISH—There has been good demand, and half-barrels of bay herring are higher. A few frozen herring were received, but too high for wholesale trade to do anything with. Fresh haddock and cod are also very scarce. The smelt season is over. The shipments this season have been very large. Smoked herring show no improvement. Fair quantities of dried are being received, and a large movement is noted; boneless are also finding large sale. Dry hake are dull. We quote: Fresh haddock and cod, 4 to 4¼c. per lb.; dry, \$1.50; large cod, \$3.70 to \$3.75; medium, \$3.45 to \$3.50; pollock, \$1.50; bay herring, \$1.35 to \$1.40 per half-bbl.; Ripplings, \$1.65; Wolves, \$1.85 to \$2; new smoked, 5 to 6c.; Canso, \$4 to \$4.50 per bbl.; shad, half-bbl., \$5 to \$6; Grand Manan herring, half-bbl., \$1.25 to \$1.35; Shelburne, \$3.75 bbl., \$1.65 half-bbl.; boneless, 2½ to 8c.; oysters, \$3 to \$4.25 per bbl.; frozen herring, \$1 per 100.

PROVISIONS—Large stocks of pork are held here. In mess pork the local packed and that from Prince Edward Island is driving the American out of the market. In heavy clear, there are now bought for this market (the large part of which is here), between three and four thousand barrels of American pork. Prices show no change during the week, but are firm. Smoked meats show increased demand. We quote: Clear pork, \$15.50 to \$16; mess, \$14 to \$14.50; beef, \$13 to \$14; domestic mess pork, \$14 to \$14.50; hams, 10 to 11c.; rolls, 8½c.; pure lard, 9 to 9½c.; compound, 7¾ to 8c.

FLOUR, FEED MEAL AND SEED—In flour, stocks (particularly Manitoba) are large. One Manitoba mill is reported as selling one hundred cars in one month. In cornmeal the price is again marked down five cents. Westmoreland hay is coming more freely into the market and at lower price than Careleton Co., owing to American buyers being in the latter and offering high prices. In seed, though prices are lower than last year, timothy tends upward and clover has already advanced. In timothy American houses are offering at very low prices, but neither in it or clover are their seed said to equal Canadian in quality. We quote as follows: Manitoba, \$4.75 to \$4.80; best Ontario, \$4.50 to \$4.65; medium, \$4.40 to \$4.50; oatmeal, \$3.30 to \$3.50; cornmeal, \$2.20 to \$2.25; middlings, \$19 to \$20 on track; bran, \$18 to \$19; hand-picked beans, \$1.25; prime, \$1.20; oats, 34 to 35c.; hay, \$12.50 to \$13;

PILKINGTON'S POWDERED PERFUMED LYE

"BELL BRAND" in 1-lb. tins.

Dillon & Co.'s Baking Soda

"BELL BRAND" in 1-lb. packages.

Ask your wholesale grocer for them.

H. P. Gould & Co.

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

Solicit consignments of Butter, Eggs, Poultry, Dried, Green, or Evaporated Apples, Cheese, Honey, Maple Sugar and Syrup, Beans, Dressed Hogs, and Seeds. Ample Storage. Egg Cases Free.

Correspondence Solicited

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

G. E. COLSON - MONTREAL

FISH FOR LENT

Golden Finnan Haddies

Fresh Caught, Smoked and Cured
and Canned.

Delicious. Appetizing. They Sell.

Do you handle them? If not, order from your
wholesale grocer.

NORTHROP & CO.

Selling Agents. ST. JOHN, N.B.

WE KEEP CONSTANTLY
ON HAND . . .

SALT

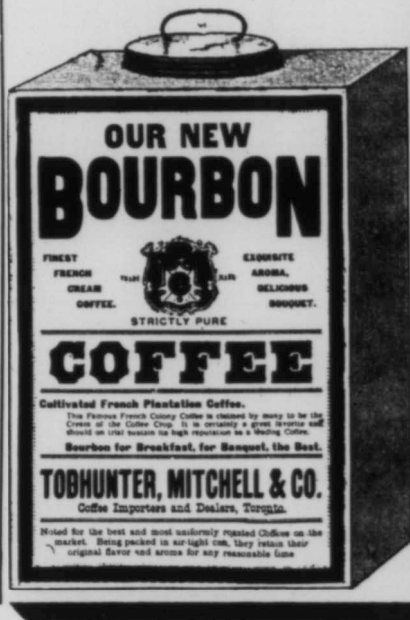
FOR ALL PURPOSES

VERRET, STEWART & CO.

MONTREAL.

Ordinary Coffee

MAY BE GOOD ENOUGH UNTIL YOU HAVE TRIED



Capture the Ladies

You can do it every time with

INSTANTANEOUS TAPIOCA

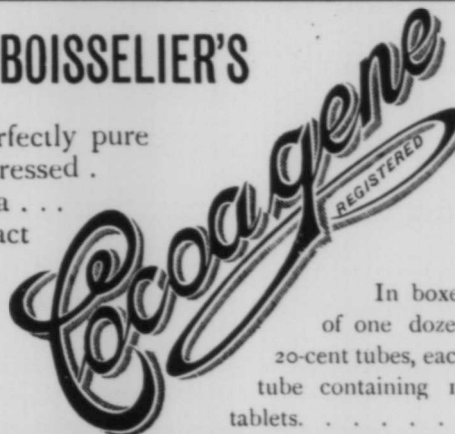
Howe, McIntyre Co.

AGENTS 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.



WETHEY'S

CONDENSED



Mince Meat

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

J. H. WETHEY, Manufacturer, ST. CATHARINES

barley, \$4; round peas, \$3.65; split peas, \$3.70 to \$3.80; yellow-eye beans, \$1.85; buckwheat, native, \$1.30 to \$1.35.

ST. JOHN NOTES.

A cargo of 1,400 barrels potatoes has been shipped from Metaghan to Barbadoes.

An effort is to be made by the member for Digby County, N.S., to have the rate on drop letters reduced.

Some British Columbia frozen salmon were received here during the week. It sold at 12c. wholesale.

To be up to date our packers are putting up fish sausages. They have a large sale, during Lent especially.

The last of the smelt have gone forward. On one day last week two carloads passed through here for the American market.

A large shipment of St. George granite is to be made from here to New York, consisting of 20,000 feet or 1,640 tons.

Large quantities of American flour continue to be shipped to England via St. John. Not less than 130 cars were forwarded during the past week.

A vessel cleared during the week from Lunenburg, N.S., for Waterford, Ireland, with a cargo of dry fish, valued at \$12,000. One also loaded at the same port for Brazil.

The steamship Barcelona took from Halifax 413 barrels herring for Liverpool. So far St. John merchants have not thought that market a good one, and they will watch the shipment with interest.

The Virginia Peanut Association has again been organized on what is thought to be a firmer basis than before. It includes all the cleaners in Eastern Virginia. In quoting nuts they quote less quantities than 25 sacks $\frac{1}{2}$ c. higher than for that quantity.

Last season was the first for a number that Porto Rico molasses was imported direct into St. John. A large quantity was brought here by one of our largest dealers, and the business was a great success. Some 200 puncheons Mayaguez have already been purchased at the Island for here. The price is much higher than last season.

HALIFAX TRADE GOSSIP.

THE Halifax markets are featureless this week. Breadstuffs, provisions, produce, sugar, molasses and fruit remain about the same as last week. There is a little doing in grocery fishstuffs, as might be expected at this season, but nothing of extra note. A large quantity of frozen herrings have been received, but the price is low. Several cars of Ontario beef were

received here the latter part of last week, but the demand is slow. The steamer Strathcarron, from Samarang, landed 15,360 bushels of sugar this week, which is for the Moncton and Woodside refineries. Eggs are stiffer in price and not too plentiful. Several small consignments of molasses have been received, but prices remain unchanged. There is a steady demand for canned goods, principally fruits.

Contracts for supplies for the British Fleet, which is expected here shortly, have been awarded. Maling & Co. will supply the fresh and salt meat, Dillon Bros. the vegetables, and Moir, Son & Co. the bread.

The week has been the duller one in the grocery line in Halifax for a twelve-month.

COFFEE STATISTICS.

An English coffee house says of coffee: "The rough average requirements of the trade in Europe and the United States are about 654,000 tons on the basis of prices current during the past three years; the average supply from other countries is well known to reach about 330,000 tons, and with Brazil estimates of, say, 5,500,000 bags for this crop and 8,000,000 bags for next, it requires very elementary calculations to prove that we tend towards much larger visible supplies. Increased cultivation, which has been talked about for the last three or four years, is now beginning to assert itself in larger prospective importations, and we must hope for an expansion in consumption, to be stimulated by a more moderate range of value."

NUTMEG ADULTERATION.

Mr. Wm. Schroder, of Amsterdam, according to N. Y. Journal of Commerce, continues to show up the adulteration of nutmegs, and in his last circular has the following: "I have been informed, that also at London larger lots of nutmegs have been 'doctored up' for America, bored nutmegs filled, limed and mixed with odd goods. I trust that such manipulations may go on, but must turn out at the end against the sellers of such stuff. Fair competition is a good thing, but it is a pity that the competition has become so sharp that it leads to such unsound operations."

APPLES FOR THE PRINCE OF WALES.

R. W. Shepherd, manager of the Ottawa River Navigation Company, and proprietor of the Greenwood Nurseries, at Como, has received an order to ship four dozen apple trees to H. R. H. the Prince of Wales, to be grown on the Sandringham estate. The varieties chosen are the Fameuse, Wealthy,

Winter St. Lawrence and McIntosh Red. These are all apples which show a very high color and are used solely for the table; but, although they will bear a fruit similar in flavor and size, they will not have the same fine appearance, as the summer season in England is not sufficiently hot to bring out the deep red of the apple grown in Canada.—Chronicle, Halifax.

HAD STRENGTH TO SAY "NO."

A grocer, says a writer in an exchange, tells me one of his friends, with whom he was in the habit of going out and spending a good time together, concluded to have a book and run a monthly account—bills to be settled before the 4th day of each month. This friend, who received his salary the last day of each month, paid up right along until the last month, when he did not show up. The grocer is a strict business man, and when his friend did not keep his agreement he refused to sell him any more goods on credit.

He said: "No; no more!"

And this is what I like to impress upon the mind of every grocer. Learn to say no! and do not be too good hearted, even with friends. If they know that you adhere strictly to business principles, they will not be apt to take advantage of you.

SOMETHING NEW IN MEAT.

If any reliance can be placed upon a Hamburg newspaper article, which is reproduced in a recent number of the "Apotheker Zeitung," Professor Emmerich has invented a method for preserving slaughtered animals entire, with skin and hair, which is soon to be applied commercially by a company recently organized. The professor is said to have succeeded in slaughtering and treating an ox, a sheep and a pig by a simple process which preserves the animals entire and the edibility of the meat for months; moreover, the flesh is not brought in touch with chemicals. According to reports, several of the most distinguished professors of the Munich University—among them the director of the Hygienic Institute—took part in a repast prepared from the flesh of a wether, which, treated by the professor's process, had hung for four months behind the oven of a heated room. All the feasters were surprised by the fresh appearance and taste of the mutton, and pronounced the new method to be the ideal mode of conserving meat.

This new method is destined to play an important role in the abattoirs and packing houses of the future, and will doubtless bring about many changes in this field. Patents are said to have been secured in all lands.—Food and Sanitation.

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.

A. E. RICHARDS & COMPANY

122 King St. East

Agents for Canada.

HAMILTON



SCARBOROISMS.

AN ad. that is just right is one from which you can strike nothing without weakening it and to which you can add nothing without overdoing it.

When you say what you mean and mean what you say your advertisement is certain to command attention and bring business.

The ad. writer who has merely vague opinions about business and human nature will write nothing forcible and vivid because he has no vigorous and vivid ideas to spur him in his work.

The spring of a watch has most pulling power when it is compressed, so has an advertisement.

Saying old things in a new way is what makes your advertisement fasten itself in the reader's memory. Take any old moss-covered commonplace and re-color it with new language and you'll be surprised to see how it will interest your readers.

When a merchant in his advertisement expresses his best thoughts in his best words, that is the style most natural to him, and if he be true to himself and his business a convincing advertisement is the result.

The man who sees no timber in his business fit for advertising is half brother to the fellow who went through the forest without seeing any trees.

People are apt to lose respect for the

claims of the advertiser who is forever trying to say bright things in his ads. simply to show off. Looks too much as if he were a dealer in words rather than "straight goods."

Greased bullets go farthest. Courteous arguments have greater weight with intelligent people than coarse and uncouth blustering.—Business.

PACKING OF COLONIAL BUTTER.

A new system of packing butter is reported from Australia, and it is anticipated that it will effect a considerable saving in export expenses, as it does away with the necessity of keeping the article in a freezing chamber during transport. The new arrangement consists of a specially-constructed box made of six sheets of glass, designed in the form of a cube, the joints being covered with adhesive grease proof paper. When the box is filled it is covered with about a quarter of an inch of plaster of paris, which in turn is covered with prepared paper, if the box is a small one, and with canvas if it is a large one. The cubes are made to hold various weights, from one pound to two hundredweight of butter, and it is claimed that the plaster of paris, being a non-conductor of heat, preserves the hermetically sealed butter from being affected by any temperature likely to be encountered.—The Grocers' Journal.

CANNED CORN IN THE STATES.

In his review of the canned goods situation, the Baltimore correspondent of The Merchants' Review, says: "Probably there never was a time when corn occupied the same position among the trade as it does at the present time. It is true that corn sold as low once before, but it was corn in name only. The stock now offered at 40c. is far above the common field corn in point of quality, and is really a first-class article. There is, however, a block of corn which is doubtless being offered from this market at a shade less than 40c. that the trade will do well to fight shy of. It is ancient, doctored and rejuvenated generally. I don't think the market will at any time be lower than 40c., but even if it does decline there is not room to lose much money, if any. Notwithstanding the low prices at which both York State and western packers are offering corn, the writer's mind is filled with the idea that there must be a change for the better. People are not going to stop eating corn altogether, whilst it is true that they have stopped to some extent, but if an effort is made by the packers to improve the quality it will soon be demonstrated to the satisfaction of everyone that corn is as good a seller when offered in the proper quality as it ever has been."

YOU'LL BE SATISFIED

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

Jersey Cream Baking Powder



QUALITY
FLAVOR
PURITY
STRENGTH

Guaranteed

Manufactured by

LUMSDEN BROS. HAMILTON ONT.

Our Reputation

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

"KENT"

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

THE . . .

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



NO THERE ISN'T!

a line of Pickles on the market that gives better satisfaction than our

**Mixed Pickles
Chow Chow
Onions**

If you haven't handled them, write for prices.

T. A. Lytle & Co.

Vinegar Manufacturers,
TORONTO

RICE

Extra Fancy Japan
The Finest Imported

JOHN SLOAN & CO.

Wholesale Grocers TORONTO

RIO COFFEES

NOW IN STOCK

"Finest Selection Ever Offered"

Warren Bros. & Boomer

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

NOW IN STORE

Excelsior Vostizza Currants
Cases and Half-cases.

Perfecto Vostizza Currants
Cases and Half-cases.

London Layers. Black Baskets.

T. KINNEAR & CO.

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

Formigetta Almonds

SOFT SHELL

A shipment just to hand.
Send for samples and quotations.

PERKINS, INCE & Co.

TORONTO.

OUR STOCK OF

**Teas, Fruits
Canned Goods**

. . . Etc.

is very complete.

SMITH & KEIGHLEY

9 Front St. E. TORONTO.

SELLING ACCIDENT INSURANCE.

HE came into the office of a merchant in ———, and with a cheery "Good morning," as of a familiar friend, pulled a chair up near the desk and sat down. The merchant eyed him for a moment, and quietly remarked: "Well."

"Yes, thank you," he replied, with a smile. "I hope you are well also."

It almost jarred the merchant out of his seat. "I did not ask you whether you were well or not," he said, getting hot, "and it is none of your business how I am. What I do want to know is what you want."

"I want a million pounds, and a palace, and a yacht, and a four-in-hand," he rattled away, "and while I am about it I may mention that I also want—"

"Confound you," angrily exclaimed the merchant, "what do I care what you want?"

"I don't really know," he answered in the best humor imaginable; "but I presume you did care, or you wouldn't have asked me."

"Come, come," stammered the angry merchant, "this is past endurance. You are a perfect stranger to me, and you come in here and take up my time and talk like an idiot. What do you come here for?"

"For a few moments only," said the visitor, serenely, and with the same placid demeanor.

"Oh, did you?" and the merchant jumped out of his chair and started for him. "Well, if you don't get out in two minutes I'll break your head for you."

"Now, now you are talking business," calmly responded the visitor. "Come on, and break my head, and my arm, and my leg. That will lay me up for at least twelve weeks, and I'll get ten pounds a week from the finest accident insurance company in all this beautiful world of ours, sir—the very finest and surest, and most reliable and richest. I represent that company, sir. Don't you want a policy with us? Ten pounds a week if you are injured by any accident, and two thousand pounds cash and no commissions if you are killed. I carry two policies myself, and when I hear a man talk about using me as you threaten to do, I fairly beam with joy, and hope breaks out. I have been—"

"For pity's sake," interrupted the victim, "shut up. How much is a policy for a year? Give me one quick and get out, before I commit suicide and sue your company for the full value."—Exchange.

RETAIL BUYING AGENCIES.

According to The Baltimore American the Baltimore Retail Grocers' Association, the first organization of the kind to establish a distributive agency, has lost money of late in running that department. Says The American: "It is a co-operative concern and all groceries are purchased

direct from the manufacturer and sold at a very small advance to the members, thereby escaping the extra cost that is added in passing through the hands of the middleman from the manufacturer to the retail dealer. The amount added to the manufacturers' price and charged to members of the association is only such as is required to meet the running expenses of the association. The question now under consideration is whether the expenses shall be curtailed or the percentage added to the manufacturers' prices increased. The majority of the directors and members are said to have a friendly feeling for the clerks employed by the association and are not favorable to a reduction of the present force. The groceries purchased by the association are sold to the members at an advance of 1 per cent., and with the expenses continuing as at present it is claimed that the percentage added to the manufacturers' prices will have to be doubled."—Merchants' Review.

HARD TO BEAT.

An Iowa farmer came into a store and exhibited an enormous egg, which he vowed had been laid by one of his own hens, says Egg Reporter. He had it packed in cotton, and wouldn't allow anyone to handle it for fear of breaking it. The grocer examined it and said, "Pshaw, I have got something that will beat that."

"I'll bet you a dollar you haven't," said the countryman.

"Right," replied the grocer, and going behind the counter he brought out an egg-beater. "There's something that will beat it, I guess," said he, reaching over for the stakes.

"Hold on there," said the farmer. "Let's see you beat it," and he handed it to the grocer. The latter held out his hand for it, and dropped it in surprise on the counter, where it broke two soup plates. It was solid iron, painted white.

"Some folks think they are darnation cute," muttered the farmer, and he pocketed the stakes and cleared, "but 'taint no use buckin' against solid facts."

HE FRESHENS PEAS.

A novel discovery, says Grocery World, is said to have been made in New England, and, if bona fide, it may, to a great extent, revolutionize the present market for dried vegetables. The new discovery is a method of restoring the flavor and freshness to dried peas at a very small cost.

The process was said to be the discovery of a pedlar, who worked it by buying dried peas at grocery stores by the bushel, and putting them through his solution, which, for a quantity sufficient to freshen a bushel, is said to cost only about five cents. The discoverer of the process then sold the fresh-

ened peas from door to door at fifteen cents per quart, which netted him a handsome profit.

This pedlar-inventor has built up such a business by his freshening process that he now employs an assistant, and has all he can do to supply the demand. It is probable that the business will be widened as soon as its ability to move in a wide field is demonstrated.

A Philadelphia grocer is having a delivery wagon built, the motive power of which will be a naphtha engine. He claims that it can be run at a cost of 14c. per day, and that the novelty of it will prove a big paying advertisement.

BUSINESS CHANCE.

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



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

IS THE BEST.

ASK FOR
MOTT'S



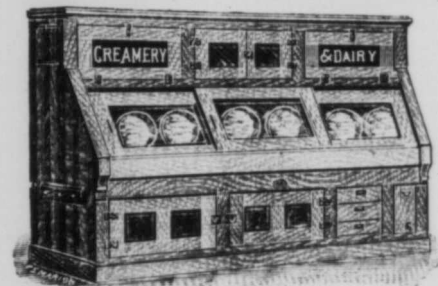
**50 Casks
Best
Imported
Chicory**

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Coffee and Spices

... 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

Have you tried . . .

JOHN DEWAR & SONS'

(Purveyors by appointment to Her Majesty Queen Victoria)

. . . SCOTCH WHISKY?

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

HINTS TO BUYERS.

A NICE line of Ceylon tea in half-chests is in store with J. W. Lang & Co.

Smith & Keighley are offering dates at low figures.

W. H. Gillard & Co. are showing some fine values in Japans and China Congous.

H. P. Eckardt & Co. have a few packages of Lake Superior whitefish and salmon trout left.

Bryan candy cases are having increased sales. T. B. Escott & Co. have the agency for London.

J. W. Lang & Co. are this week in receipt of a shipment of New Orleans molasses in half-barrels.

Graham, McLean & Co. report that their sales of butter have been excellent, their receipts being well cleaned up.

T. B. Escott & Co. received a large shipment of Indian teas on Wednesday and another shipment is arriving this week.

Warren Bros. & Boomer have received a shipment of Rio coffee this week, and they report that it is beginning to go out well.

H. P. Eckardt & Co. are placing on the market a one-pound packet of Ceylon tea to be retailed at 25c. per pound. See their advt.

"Dried peaches are very cheap," say Lucas, Steele & Bristol. "Another lot just to hand shows the best value we have ever offered."

The Eby, Blain Co., Ltd., have for sale a handsome coffee mill, "Cole's No. 21," for power or hand, perfectly new and in good condition.

Some bargains in molasses are offering by Lucas, Steele & Bristol's travelers. See their values before buying, also their syrup in 2-lb. tins.

Eighteen hundred and ninety-four pick raisins are scarce at present, but H. P. Eckardt & Co. have several lines which are in good condition.

"Our 'Maple Leaf' brand of hams with fresh eggs is legal tender at any meal in the

day," remarked a member of the firm of D. Gunn, Flavelle & Co. "And grocers should see that their stock is kept complete."

T. A. Lytle & Co. find their business increasing at a good rate. Their sales of pickles for January and February exceed any previous two months.

T. B. Escott & Co.: "Our unique method of advertising Japan teas is winning us large number of import orders from the grocery trade. Grocers will do well to write us."

Douglas & Stuart's rolled oats, put up by the American Cereal Co., in 2-lb. packages, cases 3 doz., are to hand with the Eby, Blain Co., Ltd. For prices see their "ad."

Dawson & Co. received a large carload of lemons this week. There were 401 boxes in the car, and the stock is fancy. They have a car of Valencia oranges due to day.

Rutherford, Marshall & Co. have received a consignment of last year's long clear bacon. It is well kept, and the firm is offering it at low figures. The trade is requested to write at once for quotations.

W. H. Gillard & Co. are in receipt of a direct shipment of "Unicorn" brand Austrian prunes, in 56-lb. boxes, 100 to 105 per lb., and state the quality this season is exceptionally fine, and they look for a large demand.

W. H. Gillard & Co. believe in offering first-class fruits to their customers, and with this end in view have some choice California peaches in bags, which are going freely on account of the low prices consistent with quality.

Mr. C. B. Fabien has just issued his illustrated catalogue, in which will be found many useful ideas for those in search of a refrigerator. He has secured Aubin's patent and all his refrigerators are manufactured under it. The grocery trade of Montreal are well acquainted with this make, as the large number of sales have shown. Catalogues will be sent on application.

LA DELICATESSE CHEESE.

A new potted cheese is being introduced on the Canadian market. It is named "La Delicatesse," and is manufactured in the United States. It is put up in an attractive

jar, and the agents in Canada are A. E. Richards & Co., of Hamilton. "La Delicatesse" is being energetically pushed in the United States.

PERSONAL MENTION.

J. F. Morgan, who is handling a select stock of confectionery in Wales, Ont., is adding a line of choice groceries to it. His store is bright and well kept.

C. H. Lewis, formerly with Kinloch, Lindsay & Co., Montreal, has joined the traveling staff of the Eby, Blain Co., Ltd. Mr. Lewis is with his old love again, having previously been with the latter firm some years. Mr. Lewis will cover his old ground east of Cobourg.

Mr. Somerville, of W. Somerville & Co., commission merchants, Hamilton, was in Toronto on Tuesday. "Deliveries of farm produce in Hamilton are fairly good," he said. "The T. H. & B. is bringing in a number of farmers with their baskets from away back to Smithville."

Mr. G. F. Galt, of G. F. & J. Galt, wholesale grocers, Winnipeg, was in Toronto this week.

"GASSY" APPLES.

A New Haven grocer has had lots of trouble with his apples, according to a Boston paper. He bought a large stock early in the fall and put them down cellar. Recently he has been selling a large number of apples, but barrel after barrel and bushel after bushel had been returned to him. They all had a nasty taste, and what it was appeared a mystery. The grocer finally ascertained that there had been an escape of illuminating gas in the cellar near where the apples were stored, and the odor had permeated the fruit.

The Round Lake Fishing and Hunting Company, Ltd., has been organized with a capital of \$2,000. Its object is the preservation and propagation of fish and game in the company's property. The company is composed of Messrs. D. B. Dewar, of London; J. B. Hughes, Charles Hendry and Walter Wells, Waterloo; H. J. Hall, Berlin, and James Livingston, Baden.

Appleton's India & Ceylon Teas

THE "TAPIR" BRAND.
SOLD IN LEAD PACKETS

Spring Picked !!!
Skilfully 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

Variety of Packages

We take a pride in the large variety of our Table Salt packages and in the neatness of their design.

Our Cotton bags are made in 5 sizes, of the best material and the printing is the neatest. We put up 3 sizes of Terra Cotta cardboard packages and a 4 lb. round cardboard package that is handsomely lithographed for shelf display. When ordering Table Salt from your wholesale house always order

Windsor Salt

The WINDSOR SALT WORKS, WINDSOR, ONT.

READ this

The "Tea Habit" seems to be securing a firmer hold every year on the people of Canada and the United States, and at the present rate of increase the consumption of the herb will soon be as great in proportion in these countries as in England. With the growth of the taste for tea has grown a taste for the finer grades, so that the quality of the goods imported is gradually changing for the better. The Ceylon Teas which have displaced the China Teas in the European Market, are attracting attention here for their **Purity, Nutrition and Richness of Flavor.**

MARK this**CEYLON TEAS . . .**

are now on sale by all good grocers, and every lover of Pure Tea should give the delicious teas of Ceylon a trial.

HAVE YOU GOT THEM ON SALE?

LEARN this**THAT IT WILL PAY**

you 50 fold to handle **Ceylon Teas.** They are pure, wholesome, clean and **machine-made,** not like the tramped-down teas of the unwashed Mongolian.

Ceylon Teas will build up your Tea Trade.

. . . TRY THEM . . .

THE SOCIAL ASPECT OF IT.*

GENTLEMEN,—The above subject was forwarded to me by your esteemed president from his far away home in Iowa, with a request that I, as president of the Canadian Packers' Association, would respond with a paper, for your present meeting. When I look back over the number of years I have had the pleasure of meeting with you in these social reunions, and being favored in listening to the different able and well defined ideas of subjects allotted to those among you, in the papers carefully prepared for the general good of the members of your association in this up-to-date age, I for several reasons feel very incapable of attempting to respond to so high and noble a subject. The times have not been very prosperous with the fraternity the past year. To the old veterans all that can be said is to look carefully over the prospects and regulate your business according to the wants of your country, while to the new ones, and I presume we have some among us who have been dazzled by the tempting wealth heralded in their ears by those who knew more about the business than those long engaged in it, who have started in on the high road to wealth, striving with each other in the race for life, piling up his product of cans in proper shape, waiting for the broker to visit him, knowing that he had done his best to keep the vacuums on each and every end of the cans, and then finding so many of them stretching up their heads to welcome him on his daily visit, arrogating to themselves the privilege of wearing plug hats and swelling out in their pride, each trying to outdo his neighbor, you stand aghast and wonder where all this wind is coming from, you forgetting that they feel they have as good a right to erect themselves, particularly when a Presidential year comes around, as any one. The poor unfortunate packer begins to hunt around and find out what the duty is over in Canada, thinking possibly he could swap them over there and get his rebate on his tin, but finding no comfort there he is ready to shoulder a club and hunt up the fool of a fellow who beguiled him into putting all his worldly wealth into a canning factory that is a failure. He then hies himself away to Chicago in the month of February, having heard of the wonderful benefits these associations are, with his club laying low, possibly for the machinery man with the guileless tongue, who had so persuaded him in the past. I have one consolation. Knowing once he is under the benign influence of your president he is perfectly hypnotized and his feelings so changed and he becomes perfectly docile, and, although he has only occasionally looked over The Canner and

* Paper read by Mr. Wellington Boulter, president of the Canadian Packers' Association, at the convention of the Western Packers' Canned Goods Association held in Chicago

Dried Fruit Packer, and The Baltimore Trade, and read the reports of these wonderful meetings, he comes to the conclusion that Friends Deming and Jugge are wide-awake folks, and he carefully scans over these papers for information that will benefit him. But when he reads of reports of what a splendid chance there is for the opening of another canning factory at such and such a place; how enthusiastic the people there are to take stock in it; what wealth there is in the business, etc., his heart changes, and sorrow for his poor countrymen fills his soul and he wants to kill this fool factory starter. But, like all the rest of us, he has to bide his time, hoping for the survival of the fittest.

But, my friends, while the year that has gone may not be as prosperous as all expected, like sensible men we all will try and be sociable. We know that "The Great Scott," so ably assisted by his "staff," will do all in his power to make our meeting together not only pleasant but profitable as well. And my duty is thus made easier, and while in the past the cordial relations as nations existing among us so pleasantly have become somewhat strained and it looked at one time as if the poor "Canucks" would be knocked into a cocked hat because they belonged to the old empire that the great Anglo-Saxon race had sprung from, and reading reports of the many kinks that were being put in the old "Lion's tail," for the benefit of those down in South America, and particularly by many living a long way from the "Atlantic Coast" and in this windy city of Chicago, the members of the Canadian Packers' Association began to think our pleasant recollections would be a thing of the past. But when the Emperor of Germany did some foolish writing, congratulating the Boers of Africa on their success over a few enterprising, pushing men in trying to help not only Englishmen but some of your own people in what they considered was right, "a request was flashed under the ocean that the old Union Jack would protect all," then it was shown that "blood was thicker than water," and the world knew that Anglo-Saxons would, if it became necessary, rally together as brothers; and when your honored president sent us a flag of truce, as he did, we Canadians would have taken our lives in our hands and invaded your country, determined to enjoy ourselves to the fullest extent possible, feeling, as we do, that we are among our own flesh and blood, knowing that each and every one of you would vie with each other in extending a brother's welcome.

And now, my friends, let me assure you that the social point of meeting together yearly is one of the strongest ties that binds us as friendly nations together. While we all struggle in business, as it were, against the other, it is good for us to meet together and show that the Great Brotherhood of Mankind, no matter what flag we live under, the Anglo-Saxon race particularly must always

be to the front in these social and happy reunions, and we will all be the better off for so doing. When I reflect how in the years gone by at your meetings, and at your banquets, presided over by your different toastmasters, how each one tried to out-do his neighbor in making us all feel welcome, we all vowed it was well worth the many miles traveled together to enjoy each other's society. Who among us will ever forget that famous speech in 1886 at St. Louis by your honored president at the banquet, on what has gone down in history, living longer in the memory of every good American than any "Jingo Manifesto" issued. I refer to that wonderful and famous word "Protoplasm." It has woven a wreath around his mortal brow that will never grow dim, and his name will go down to posterity evolving as he did for our benefit "Something from Nothing." And now, my friends, in closing, if I have helped to solve the problem of sociability in these meetings of yours, not only by this paper but by the presence of some of our own members who, I am sure, will extend to each and every member of your association should you ever visit our own loved Canada a warm and hearty brother's welcome, proving to you that while we do not envy you in any way in belonging to so prosperous and pushing, go-ahead nation, we love our own broad prosperous Dominion, that our people are contented and willing to remain, as we are living, along side of you in peace and prosperity, and no matter how some may shout for imaginary wrongs and do a lot of kite flying, you will find that the sensible people of Canada, like all sensible native Americans, are determined there shall be no trouble amongst us. There is plenty of room for both of us on this broad continent to live in peace and harmony.

JUST OUT

Book on

WINDOW DRESSING FOR GROCERS

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

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

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BARRISTERS, SOLICITORS, NOTARIES, ETC.

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Champion Fire and Burglar-Proof Safes . .

Made with Solid Welded Angle Iron Frame, Iron Inside Doors; 1,000,000 Changes Combination Lock. Twelve years trial have proven them the Best. Fifteen sizes in stock. Write for our Price List.

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for stock of Groceries or General Stock. A. D.
URKIN, Dutton, Ont. (r)

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TRAVELLER WHO HAS COVERED WESTERN
route for last ten years calling on Druggists, Grocers,
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desires side line on commission. Best of references. Ad-
dress C., CANADIAN GROCER, Montreal.

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two cents per word each insertion, **pay-
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New York Fancy Brand. Have a good light. Use



Every Oil known to trade and industry—wholesale.

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Capital and Funds, \$36,465,000.
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College**

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

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WILLIAM EVANS

**Seedsman to the Council of Agri-
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**GASPE DRY CODFISH, GREEN COD-
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B.C. Salmon, Canned Lobsters, Mackerel and
Blueberries, Nfld. and Gaspe Cod Oil

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

BASS' ALE

The Bugle Brand is the best imported

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Bulldog Brand, the highest grade bottled

Cockburn & Co.'s Very Old Highland Whisky

SPECIAL LIQUEUR WHISKY

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MONTREAL**

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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
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**NOVA
SCOTIA FIBRED CODFISH**

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

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

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

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

**RICE FROM
The Mount Royal Milling
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Is sure to be fresh milled, more palatable, and
in neater packages than the imported article.

D. W. Ross Co., Montreal, Agents

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, 6s. pound.

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

McLAREN'S



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

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

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

W M. RAE, grocer, 48 Grange avenue, Toronto, is making an offer of compromise at 49c. on the dollar.

S. Dionne, general merchant, St. Denis, Que., has assigned.

Mary B. Hall, grocer, Toronto, has assigned to E. Parsons.

R. J. Russell, general store, Ospringe, has assigned to E. Totham.

Joseph Chartrand, grocer, Ste. Cune-gonde, Que., has assigned.

H. A. Vanblaricorn, grocer, Napanee, has assigned to W. C. Darby.

Augustus Harrington, grocer, Liverpool, is offering to compromise.

G. Bertrand & Co., grocers, Montreal, have assigned to Kent & Turcotte.

D. Seidmore, grocer, Niagara Falls, has assigned to C. S. Scott, Hamilton.

Jacob Silverstone, furs, Montreal, has compromised at 25c. on the dollar.

The bailiff is in possession of the premises of the Foam Yeast Co., of Toronto.

D. Chaput, general merchant, Egypt, has compromised at 30c. on the dollar.

The bailiff is in possession of the business of W. Allen, pork packer, Winnipeg.

A. E. Iredale, general merchant, Fort Qu'Appelle, has assigned to H. D. McDonald.

Catherine Wright, grocer, Bracebridge, has assigned to J. W. Betts, of the same place.

E. Bowin, boots and shoes, Granby, Que., is offering to compromise at 60c. on the dollar.

H. E. Thornton, general merchant and baker, Tamworth, has assigned to T. E. Anderson.

Albert Vipond, general merchant, Hudson, Que., has compromised at 30c. on the dollar, cash.

F. P. Carey, general merchant, Ste. Sophie, Terrebonne County, Que., has assigned to Kent & Turcotte.

Napoleon Gingras, general merchant, St. Valere de Bulstrode, Que., has compromised at 50c. on the dollar, cash.

Graham & Co., grocers and liquor merchants, Lindsay, have assigned to Peter Mitchell. The creditors will meet on the 10th.

The creditors of W. M. Wightman, general merchant, Oshawa, will sell the stock to realize the amount of their claims. The failure is a large one, the liabilities being in the neighborhood of \$10,000, located mostly in Toronto.

Denton & Co., general storekeepers, of Mono Centre, have assigned to John W. Lawrence, of John Macdonald & Co. No statement has yet been prepared, but it is expected the assets and liabilities will be about on a parity.

Vincent G. Cornwell, of Colborne, general storekeeper, has assigned to W. A. Campbell. The assets are estimated in the

neighborhood of \$9,000, consisting of stock valued at \$6,000 and book debts of \$3,000. Liabilities nominally the same.

CHANGES.

Miss E. Allen, grocer, Montreal, has sold out.

Mrs. Clarke is starting a grocery business at Montreal.

E. A. M. Aurele is starting a general store at Milton, Que.

The Bodega Wine Co., Montreal, has been succeeded by Geo. H. Wray.

Dettmers & Bowden are starting a fish and poultry business in Montreal.

W. H. Dunn is beginning business in Montreal in commission groceries.

The Anglo-American Canning Co., of Vancouver, B.C., has been incorporated.

The business of Patrick Clint, grocer, Kingston, recently deceased, is to be wound up.

Hunter & Moore, general merchants, Boissevain, Man., have opened out at Pilot Mound.

M. L. Gelby, general merchant, Notre Dame de Lourdes, Man., has discontinued business.

H. A. Gilman & Co., general merchants, Mansonville, Que., are adding a millinery department.

Patterson & Lloyd, general merchants, Knowlton, Que., have been succeeded by G. M. Patterson.

The style of the business carried on by Miss A. Archambault, grocer, Montreal, has been changed to Louis Label.

John H. Burton has been registered proprietor of the commission produce business of John H. Burton & Co., Cookshire, Que.

Belisle & Joanis are starting a grocery store at Bassin du Lievre, Que. Max Cousineau is starting a general store at the same place.

A new firm has been formed by Geo. Childs & Co., wholesale grocers, Montreal, composed of Geo. A. Childs and Arthur Childs; style unchanged.

SALES MADE AND PENDING.

The stock of Oscar Melancon, grocer, Montreal, has been sold.

The immovable assets of T. Jarry, grocer, Montreal, have been sold.

The stock of Galpeau Bros., provisions, Montreal, has been sold.

The general stock of the estate of P. Zoeger, Beeton, has been sold.

The stock of Vital E. Brien, general merchant, Milton, Que., has been sold.

The boot and shoe stock of L. J. Morgan, Ottawa, has been sold at 56c. on the dollar.

The crockery stock of G. A. Duclos & Co., Montreal, has been sold at 50c. on the dollar.

The assets of W. T. Boutel, general merchant, St. Severin, Que., are to be sold by auction.

The general stock of Joseph Beaulin,

L'Annonciation, Que., has been sold at 50c. on the dollar.

A portion of the assets of Arthur Bell & Co., general merchants, Ste. Agathe, Que., has been sold.

The assets of J. N. Duguay, general merchant, La Baie, Que., are to be sold by auction 11th inst.

The assets of James Brillard, general merchant, St. Sebastien, Que., are advertised for sale by auction on the 12th inst.

The stock of J. O. Fagan, grocer, Sorel, Que., has been sold at 82¼c. on the dollar. The grocery stock of O. R. Fagan, of the same place, has also been sold.

PARTNERSHIPS FORMED AND DISSOLVED.

Z. Gravel & Co., grocers, Montreal, have dissolved.

MacPherson & Tache, cheese, St. Hyacinthe, have dissolved.

Gleason & Scott, general merchants, Brome, Que., have dissolved.

The Canadian Cocoanut Co., Montreal, have dissolved; J. A. McLellan continues; style unchanged.

Mowen & Anderson, groceries, boots and shoes, Edmonton, Man., have dissolved, E. Anderson retiring.

D. J. McDonald & Co., general merchants and livery, Bridgeport, N.S., have dissolved. D. J. McDonald continues.

G. A. Darche and E. L. Darche have negotiated a partnership in Montreal to carry on business as general merchants under the style of Darche & Frere.

Hemlow & McDiarmid, general merchants, Liscombe, N.S., have dissolved. James Hemlow, jr., retires, and business will be continued by W. A. McDiarmid.

A. Tanguay and L. M. A. Lemieux have registered a partnership in Weedon, Que., to carry on business as general merchants under the style of Tanguay & Lemieux.

A co-partnership has been formed by Chas. R. Hoben and G. A. Wooten to carry on business as dealers in fish, etc., at Halifax, under the style of Hoben & Wooten.

FIRES.

The stock of D. Corbeil, grocer, Montreal, has been damaged by smoke and water.

DEAD.

T. J. McCafferty, general merchant, Oromocto, N.B., is dead.

Consignments Stored in Bond

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

BLAIKLOCK BROTHERS, MONTREAL**CHARLES H. RICHES**

Solicitor
of

PATENTS

Canada Life Bldg., King St. W., Toronto

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

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



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

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

WRITE FOR PRICE LIST

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

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

25 cents

HARDWARE AND METAL, Toronto

Union Mutual Life Insurance Co.
OF PORTLAND, MAINE

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

MAINE NON-FORFEITURE LAW

WALTER I. JOSEPH, Manager

Room 2, 162 St. James Street, Montreal

50/3 lb. (5c. Size)
and

21/7 lb. (10c. Size)

White Cotton Bags of "WINDSOR" Table Salt, packed in paper-lined Barrel, price, \$2 75, can be ordered from any wholesale grocer in Toronto. Sometimes it is convenient to order it in this quantity, and we always try to meet your requirements.

We sell Salt by the car lot. When you need a car, write US.

The Toronto Salt Works

128 Adelaide Street East
TORONTO, ONT.

City Agents for Windsor Salt Works.

The "GENUINE"

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



Heat will not break it

Full Lead Flint Wrapped and Labelled

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

GOWANS, KENT & CO., Toronto

Fine Fruit Tablets



ENGLISH FORMULA TABLETS

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

G. J. HAMILTON & SONS

PICTOU, N.S.



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

When you buy

STARCH

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

EDWARDSBURG STARCH CO.

Cardinal, Ont

Sardines, Amer., 1/4 s	0 04 1/2	0 09
" Mustard, 1/4 size, cases	0 09	0 11
50 tins, per 100	10 00	11 00
MARSHALL & CO., SPOTLAND.		
Fresh Herring, 1-lb.	1 10	1 15
Kipperd Herring, 1-lb.	1 65	1 90
Herrings in Tomato Sauce	1 70	1 90
Herrings in Shrimp Sauce	2 00	2 00
Herrings in Anchovy Sauce	2 00	2 00
Herrings a la Sardine	2 40	2 40
Preserved Bloaters	1 85	1 90
Real Findon Haddock	1 85	1 90

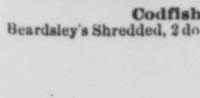
CANNED MEATS.		
(CANADIAN.)		
Comp Corn Beef, 1-lb. cans.	\$1 40	\$1 50
" " " 2	2 40	2 55
" " " 4	4 75	5 25
" " " 14	16 00	18 00
Minced Callops	2 20	2 60
" " " 1	2 60	2 65
" " " 1	3 40	3 50
Launch Tongue	2 20	2 60
" " " 2	2 75	2 80
English Brawn	2 50	2 50
Camb Sausage	1 20	4 00
" " " 1	1 50	1 50
Soups, assorted	2 25	2 25
" " " 2	1 80	1 80
Soups and Bouill.	2 40	4 50



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



Beardley's Boneless Herring. doz 2 doz. 1 4



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

CHEWING GUM.

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

CHOCOLATES & COCOAS.

CADBURY'S. per doz.	
Cocoa essence, 3 oz. packages	\$1 65
Mexican chocolate, 1/4 and 1/2 lb. pkgs.	0 40
Rock Chocolate, loose	0 37 1/2
" " 1-lb. tins	0 40
Cocoa Nibs, 11-lb. tins	0 40
TODHUNTER, MITCHELL & CO'S. per lb.	
Chocolate—	0 30
French, 1/4 s—6 and 12 lbs.	0 30
Caracas, 1/4 s—6 and 12 lbs.	0 35
Premium, 1/2 s—6 and 12 lbs.	0 30
Sante, 1/4 s—6 and 12 lbs.	0 26
Diamond, 1/4 s—6 and 12 lbs.	0 22
Sticks, gross boxes, each	1 00
Cocoa—	
Homeopathic, 1/4 s, 8 and 14 lbs.	0 30
Pearl,	0 25
London Pearl, 12 and 18 "	0 22
Rock	0 30
Bulk, in boxes	0 18
Royal Cocoa Essence, packages	per doz. 1 40
Cocoa—	
EPPS'. per lb.	
Case of 112 lbs. each	0 35
Smaller quantities	0 37 1/2

FRY'S. (A. P. Tippet & Co., Agents.) per lb.	
Chocolate—	0 42
Caracas, 1/4 s, 6-lb. boxes	0 42
Vanilla, 1/4 s	0 29
"Gold Medal" Sweet, 6 lb. bxs.	0 29
Pure, unsweetened, 1/2 s, 6 lb. bxs.	0 42
Fry's "Diamond", 1/4 s, 6 lb. bxs.	0 24
Fry's "Monogram", 1/4 s, 6 lb. bxs.	0 24
Cocoa— per doz.	
Concentrated, 1/4 s, 1 doz. in box	2 40
" " " " " " " "	2 40
" " " " " " " "	0 33
Homeopathic, 1/4 s, 14 lb. boxes	0 33
" " " " " " " "	0 33
JOHN F. MOTT & CO'S. (R. S. McIndoe, Agent, Toronto.)	
Mott's Broma	per lb. 0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (1/4 s)	0 32
Mott's Breakfast Cocoa (in tins)	0 45
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 22
Mott's French-Can Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 27
Mott's Cocoa Nibs	0 35
Mott's Cocoa Shells	0 45
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 19

COWAN COCOA AND CHOCOLATE CO.	
Hygienic Cocoa, 1/2 lb. tins, per doz.	\$3 75
Cocoa Essence, 1/2 lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb.	0 20
Diamond Chocolate, 12 lb. boxes,	1/4 lb. cake, per lb.
Royal Navy Chocolate, 12 lb. boxes,	1/2 lb. cake, per lb.
Mexican Vanilla Chocolate, 12 lb. boxes, 1/4 lb. cake, per lb.	0 35
WALTER BAKER & CO'S	
Chocolate—	0 42
Premium No. 1, boxes, 12 lbs. each	0 50
Baker's Vanilla in boxes, 12 lbs. each	0 37
Caracas Sweet, in boxes, 6 lbs. each	0 37
Vanilla Tablets, 416 in box, 24 boxes in case, per box, net	4 20
German Sweet Chocolate	0 25
Grocers' Style, in boxes, 12 lbs. each	0 25
Grocers' Style, in boxes, 6 lbs. each	0 25
Eight cakes to the lb., in bxs, 6 lbs. e.	0 25
Soluble Chocolate—	0 50
In canisters, 1 lb., 4 lb. and 10 lb.	0 50
Breakfast Cocoa—	0 49
n bxs, nd 12 lbs. each, 1/2 lb., tins.	0 49

COFFEE.

Green.	
Mocha	0 28
Old Government Java	0 30
Rio	0 29
Plantation Ceylon	0 29
Porto Rico	0 24
Guatemala	0 24
Jamaica	0 21
Maracaibo	0 21
TODHUNTER, MITCHELL & CO'S	
Excelsior Blend	0 34
Our Own	0 32
Jersey	0 30
Laguaya	0 28
Mocha and Java	0 33
Old Government Java	0 30
Arabian Mocha	0 35
Maracaibo	0 28
Santos	0 25

DRUGS AND CHEMICALS.

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

EXTRACTS.

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

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 air-
tight packages, and retail-
ed at 30, 40, and 50c. per
pound. Reasons why you
should sell Lipton's Teas:
Because everybody likes
them. They have the lar-
gest sale in the world.
They will increase your
trade. You can buy from the
following wholesale agents:

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

**LIPTON TEA PLANTER
CEYLON**

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

Batty's 

NABOB PICKLES
and....
SAUCE

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 Gro-
cers and Importers at specially favor-
able rates.

Further particulars obtainable by applying
to Local Agent, or to

JAMES J. RILEY & SONS
Managers for Canada Montreal

Notice

TO THE WHOLESALE
TRADE ONLY . . .

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

CIGARETTES

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

CIGARS

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

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

J. M. FORTIER
MANUFACTURER

141 to 151
St. Maurice Street

Montreal

The Gulf of Georgia Cannery

MALCOLM & WINDSOR, Ltd.

Sole Proprietors, and Agents for

"Ice Castle Brand" Canned Salmon

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

FACTORY, Steveston, B.C.

OFFICE, Vancouver, B.C.

A PRIZE..

Certificate in each box of

Adams' Banner

CHEWING GUM.

Send for Free Sample . . .

ADAMS & SONS CO.

11 & 13 Jarvis Street, Toronto, Ont.



NOW IS THE TIME

To look over your stock and order **Starch**

Remember Brantford

LILY WHITE GLOSS
CHALLENGE CORN

THE BRANTFORD STARCH CO., Ltd.

Brantford, Ont.

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

TEAS.		
BLACK.		
	per lb.	per lb.
Congou—		
Half Chests Kaisow, Mon- ing, Paking	0 12	0 60
Caddies, Paking, Kaisow	0 18	0 50
INDIAN.		
Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchong	0 18	0 25
CEYLON.		
Broken Pekoes	0 35	0 42
Pekoes	0 20	0 40
Pekoe Souchong	0 17	0 35
CHINA GREENS.		
Gunpowder—		
Cases, extra firsts	0 42	0 50
Half Chests, ordinary firsts	0 22	0 38
Young Hyson—		
Cases, sifted, extra firsts	0 42	0 50
Cases, small leaf, firsts	0 35	0 40
Half Chests, ordinary firsts	0 22	0 38
Half Chests, seconds	0 17	0 19
“ “ thirds	0 15	0 17
“ “ common	0 13	0 14
PING SUEYS.		
Young Hyson—		
Half Chests, firsts	0 28	0 32
“ “ seconds	0 16	0 19
Half Boxes, firsts	0 28	0 32
“ “ seconds	0 16	0 19
JAPAN.		
Half Chests—		
Finest May pickings	0 38	0 40
Choice	0 32	0 36
Finest	0 28	0 30
Fine	0 25	0 27
Good medium	0 22	0 24
Medium	0 19	0 20
Good common	0 16	0 18
Common	0 13 1/2	0 15
Nagasaki, 1/2 chests Pekoe	0 16	0 22
“ “ Oolong	0 14	0 15
“ “ Gunpowder	0 16	0 19
“ “ Siftings	0 07 1/2	0 11
TETLEY'S TEAS.		
No. 1. Retail 70c.; cost 50c.		
No. 2. “ 50c.; “ 35c.		
Mixed. “ 40c.; “ 30c.		

"SALADA" CEYLON.		
	per lb.	per lb.
Green label, retailed at 30c.	0 22	
Blue “ “ 40c.	0 30	
Red “ “ 50c.	0 36	
Gold “ “ 60c.	0 44	
Terms, 30 days net.		
TOBACCO AND CIGARS.		
British Consols, 4's; Twin Gold		
Bar, 8's	0 59	
Ingots, rough and ready, 8's	0 57	
Laurel, 3's	0 49	
Brier, 7's	0 47	
Index, 7's	0 44	
Honeysuckle, 8's	0 56	
Napoleon, 8's	0 50	
Victoria, 12's	0 47	
Brunette, 12's	0 44	
Prince of Wales, in caddies	0 48	
“ “ in 40-lb. boxes	0 48	
Bright Smoking Plug Myrtle, T. & B., 3's	0 60	
Lily, 7's	0 47	
Diamond Solace, 12's	0 50	
Myrtle Cut Smoking, 1 lb. tins	0 70	
1/4-lb. plug, 6-lb. boxes	0 70	
oz. plug, 5-lb. boxes	0 70	

CANADIAN TOBACCO CO., MONTREAL.		
Cut Tobaccos—		
Comfort, 1-6, 5 lb. box	0 22	
Champion, 1-10, 5 lb. bx	0 38	
I. O. F., 1-10, 5 lb. box	0 28 1/2	
Sohmer, 1-10, 5 lb. box	0 32 1/2	
Imperial Cigarette Tobacco, 1-10, 5 lb. box	0 40	
Queen's Tobacco, all sizes	0 60	
Crown Cut Plug Mixture, 1/2 lb. tin	0 50	
“ “ 1 lb. tin	0 47	
Cigarettes—		
Richmond Straight Cut No. 1, in cardboard boxes of 10	10 50	
Hyde Park, cardboard boxes of 10 and 20	10 50	
Sweet Caporal, slide boxes of 10	7 20	
Athlete, foil-wrapped boxes of 10	7 20	
Old Judge, slide boxes of 10	7 50	
Derby, packages of 10	3 80	
Prince and Gloria, slide bxs. of 10	3 80	
Sweet Sixteen, slide boxes or packages of 10	3 30	
White Caps, slide boxes of 10	3 30	
Old Virginia, slide boxes of 10	3 30	
Parisienne, slide boxes of 10, (mouth-pieces)	3 60	
Holder, packages of 10	3 30	
Sultana, slide boxes of 10	3 30	
Majestics, slide boxes of 20	6 60	
Plug tobaccos (sweet chewing)—		
Navy, in caddies	0 35	
Navy, plug mark	0 33	0 35

Honey, boxes and caddies	0 43
Spun roll chewing, boxes	0 55
Plug smoking (with or without tags)—	per lb.
Black Crown smoking, in caddies	0 35
Crown Rouge smoking	0 38
Leaf tobacco, in bales	0 08 0 20
Cigars—	
La Sonadora Reina Victoria Flor Fina, 1-20	\$85 00
La Sonadora Reina Bouquet, 1-10	55 00
Crema de la Crema Reina Victoria Extra, 1-20	55 00
Crema de la Crema Reina Victoria Special, 1-20	50 00
Honeymoon, Regalia Comme il Fait, 1-40	55 00
El Caza Culebras, 1-40	55 00
La Fayette Reina Victoria, 1-20	32 50
Noisy Boys, Blue Line, 1-20	25 00
Princess of Wales, Princess, 1-10	25 00
Ditto, low grades	13 50 20 00

S. DAVIS & SONS, MONTREAL.		
Cigars.		
Sizes.	Per M.	Per M.
Madre E' Hijo, Lord Lansdowne	\$60 00	
“ “ Panetelas	60 00	
“ “ Bouquet	60 00	
“ “ Perfectos	85 00	
“ “ Longfellow	85 00	
“ “ Reina Victoria	80 00	
“ “ Pins	55 00	
El Padre, Reina Victoria	55 00	
“ Reina Victoria Especial	50 00	
“ Conchas de Regalia	50 00	
“ Bouquet	55 00	
“ Pins	50 00	
“ Longfellow	80 00	
“ Perfectos	80 00	
Mungo, Nine	35 00	
Cable, Conchas	30 00	
“ Queens	29 00	
Cigarettes—All Tobacco—		
Cable	7 00	
El Padre	1 00	
Mauricio	15 00	
AMERICAN TOBACCO CO. OF CANADA, LTD.		
Cigarettes—	Per M.	Per M.
Richmond Straight Cut No. 1, cardboard boxes of 10	\$10 50	
Hyde Park, cardboard bxs. of 10	10 50	
Sweet Caporal, slide boxes of 10	7 20	
Old Judge, slide boxes of 10	7 50	
Athlete, foil-wrapped boxes of 10	7 20	
Derby, packages of 10	3 80	

Prince and Gloria, slide bxs. of 10	3 80
Sweet Sixteen, slide boxes of 10	3 30
White Caps, slide boxes of 10	3 30
Plug Cut—	
Old Chum, 1-9, 5-lb. boxes	0 70
Old Virginia, 1-10, 5-lb. boxes	0 60
Seal of North Carolina, 1-10	0 80
“ “ 1-6 pouches	0 80
Old Gold, 1-10s and 1/4s	0 80
Cigarette Tobacco—	
B. C. N. 1, 1-10, 5-lb. boxes	0 83
Athlete	1 10
Old Judge	1 20
Plug Smoking—	
Derby, 3s, 7s and 12s, solace	0 51 1/2
Old Virginia, 3s, twist or solace	0 58
Plug Chewing—	
Old Chum, 3-lb. boxes, thick or thin	0 58

WOODENWARE.		
	per doz.	per doz.
Pails, 2 hoop, clear, No. 1	\$ 1 60	
“ “ “ “ “ “	1 75	
“ “ “ “ “ “	1 50	
“ “ “ “ “ “	1 65	
“ “ “ “ “ “	2 00	
Tubs, No. 0	9 00	
“ “ “ “ “ “	7 50	
“ “ “ “ “ “	6 50	
“ “ “ “ “ “	5 50	
Washboards, Globe	1 90	2 00
“ “ Water Witch	1 40	
“ “ Single Crescent	1 85	
“ “ Double	2 75	
“ “ Jubilee	2 25	
“ “ Globe Improved	2 00	
“ “ Quick and Easy	1 80	
“ “ Rattler	1 75	
“ “ Rattler	1 30	
Butter Tubs	1 60	3 60
Mops and Handles, combined	1 25	
Butter Bowls, crates assort'd.	3 60	
THE E. B. EDDY CO.		
Washboards, Planet	Per Case.	Single Case
“ “ Waverly	\$3 30	\$3 50
“ “ XX	3 10	3 30
“ “ X	2 60	2 80
“ “ Electric Duplex	1 70	1 75
“ “ Special Globe	1 70	1 75
Matches—	4 00	4 20
“ “ Safety	2 25	2 35
“ “ Favorite	2 25	2 35
“ “ Flamers	2 25	2 35

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Tar Licorice and Tolu Wafers
Licorice Lozenges
"Purity" Penny Licorice

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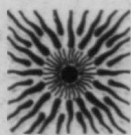


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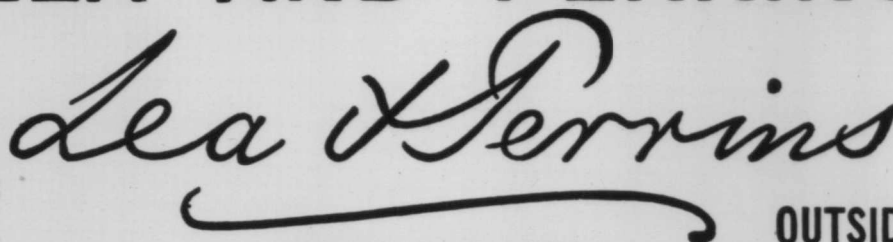
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