

# THE CANADIAN GROCER

VOL. XI

MONTREAL AND TORONTO, JANUARY 15, 1897.

No. 3

## COLMAN'S MUSTARD

BEST ON EARTH



THE ONLY TEN CENT CIGAR

### PEEK FREAN & C<sup>o</sup>'s

### BISCUITS AND CAKES.

Have obtained great Celebrity for their  
→ PURITY & EXCELLENCE ←

Factory : LONDON. Sample Room : Schepp Building, Hudson and Duane Streets, NEW YORK.

VARSAVIA CIGAR 5c. THE BEST IN THE MARKET

HOLD YOUR TRADE BY SELLING THESE FAMOUS BRANDS

THE LEADING WHOLESALE TRADE HANDLE SEAL OF NORTH CAROLINA SMOKING TOBACCO'S

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All the trouble and annoyance of making stock done away with by

# Armour's White Label Soup.

Each tin contains one quart of soup ready for table use. Every grocer should sell this.

**H. P. ECKARDT & CO.**  
TORONTO

# Batty's



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

ALL WHOLESALERS HAVE THEM.

... EIGHT PRIZE MEDALS

Canadian Agents

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

... Montreal

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



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

# Fresh Herrings



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

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

- Kippered Herrings
- Herrings in Tomato Sauce
- Herrings in Shrimp Sauce
- Herrings in Anchovy Sauce
- Herrings a-la-Sardine
- Preserved Bloaters, etc.
- SALT HERRINGS IN KECS. "CROWN" BRAND.

All Selected Fish from the famed Aberdeen Fisheries.

For Sale by all Leading Grocers.

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

# Standard Goods THE Best to Handle

FOR  
**PURITY**  
..



FOR  
**STRENGTH**  
..

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.



DON'T FORGET TO  
**ORDER**



..SOME OF..

## FRY'S CHOCOLATE AND COCOA

For Your New Year's Trade.

A FEW OF

### Lazenby's

Table Jellies  
Soup Squares  
Lucca Cream



The Lever Top Pickle

NO CORK  
NO LEAKAGE

Most Useful Jar When Empty.

### Leaders

Chow Chow  
Potted Meats  
Harvey Sauce

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

AGENTS

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

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

# The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

Laboratory of Inland Revenue,  
Office of Official Analyst,  
MONTREAL, April 8th, 1895.

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

**99<sup>99</sup>/<sub>100</sub>** to **100** per cent. of Pure Cane Sugar with no impurities whatever."

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

## Do You Sell Crockery?

Then we want  
your business

We manufacture all kinds of

White Enamelled Bristol Stoneware Butter Crocks, Churns, Milk Pans, Liquor Jugs, Molasses Jugs, Preserve Jars, Fire-Proof Stew Pans, Bar Spittoons, Cuspidores, Bed Pans, Beer Mugs, Ale Tumblers Ink Bottles and Ginger Beer Bottles, Flower Pots, etc.

We have the largest Stoneware Pottery in Canada, most modern equipment, and can give close prices for any of above lines. Write for our Illustrated Catalogue.

**GLASS BROS. & CO.** POTTERSBURG P.O. **London, Ont.**

## GEM STOVE PASTE

EXCELS ALL OTHERS  
For a Quick Shine  
A Lasting Polish

It is labor saving and dustless. Heat or cold does not affect it in the slightest. Always ready for use. The largest and handsomest box for the money in the market. A quick seller.

N. B.—No orders taken for over ten carload lots at one time.

Sold by \_\_\_\_\_

**The F. F. Dalley Co. Ltd.** - **Hamilton, Ont.**





“THERE ARE OTHERS”

. . . But none so good as . . .

MALLAWALLA



SPECIAL  
LIQUEUR HIGHLAND WHISKY.

*Cockburn & Co.,*  
ESTABLISHED 1796 *Leith & London*  
8, LIME STREET, E.C.

Try—  
**COCKBURN'S  
SCOTCH  
WHISKY**

Nothing Finer in the Market

Cockburn & Co this year attain their centenary, the firm having been founded in Leith in 1796. The quality of their Whisky has never been excelled, and you can rely upon duplicate shipments always being equal to the preceding. Their brands are . . . . .

**J. & R. McLEA, Montreal**

AGENTS FOR  
THE DOMINION



Cockburn's Special Liqueur  
Cockburn's Special Scotch  
Cockburn's Very Old Highland

# PAPER BAGS

"WE DO IT ALL."--

From the raw  
materials to the  
finished and printed  
paper bags it is all done  
under the same roof. Paper  
Bags at their best are known as

"EDDY'S."

## The E. B. EDDY CO., Ltd.

HULL, QUE.

38 Front St. West - - TORONTO  
318 St. James St. - - MONTREAL

AGENTS—F. H. Andrews & Son, Quebec; A. Powis, Hamilton; J. A. Hendry, Kingston;  
Schofield Bros., St. John; J. Peters & Co., Halifax; Tees & Persse, Winnipeg;  
James Mitchell, Victoria and Vancouver, B.C.; John Cowan, St. John's, Nfld.

The Hill  
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Strictly  
Parties.

EPPS

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Special Agent,

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**The Hilliard House, Rat Portage**

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

**EPPS'S COCOA**

The most nutritious Cocoa  
1-4 lb. Tins. 14 lb. Boxes

**EPPS'S COCOAINE**

or COCOA-NIB EXTRACT.

A light, refreshing beverage.  
1-4 lb. Tins. 6 lb. Boxes.

Special Agent, O. E. COLSON, MONTREAL

**Smoked Hams**

**Smoked Rolls**

**Pure Lard**

UNSURPASSED IN QUALITY  
SAMPLE ORDER SOLICITED

**PARK, BLACKWELL & CO., Ltd.**

Wholesale Pork Packers  
TORONTO

**Salt**

SALT SALT SALT For Butter  
SALT SALT SALT For Cheese  
SALT SALT SALT For Table  
And every other purpose.

**VERRET, STEWART & CO.**  
Montreal - - - Quebec.

**GRIMBLE'S** English Malt  
**Six GOLD Medals VINEGAR**

GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

TRY A PACKAGE OF OUR "CLUB HOUSE"

A Perfect blend of the finest

**INDIA and CEYLON TEAS**

For which we are sole agents in America.

It will please your customers.

**J. F. RAMSAY & CO.**

Wholesale Importers

14 and 16 Mincing Lane

TORONTO

**BROOMS**

Three most reliable lines :

**ROSE, PANSY, THISTLE**

Do you sell them? If not, why not?

**MATCHES**

**Sovereign Brand**

GUARANTEED equal to any match made.  
Freight allowed on 5 case lots.

**H. A. NELSON & SONS**

- Montreal and Toronto

**All Right**

**"REINDEER" BRAND**

Condensed Milk; Coffee; Cocoa. Evaporated Cream.



# GROGERS' SHOW CASE

**An Attractive Display  
is a Sale Half Made**

Lines otherwise hidden from sight prominently brought before the consumer.

Hundreds of Canada's wide-awake Grocers have availed themselves of the great selling facilities presented by these cases. Initial orders are almost always followed by one for a much larger number. In many instances enlarged sales and enhanced profits cover the cost in a week.

Neatly designed, finished in hard wood, of convenient size, and a great economizer of space where counter room is limited.

**ORIGINALLY SOLD AT \$1.50, BUT UNDER MOST ADVANTAGEOUS  
ARRANGEMENTS WITH THE MANUFACTURERS WE CAN NOW  
SELL AT \$1.10 A-PIECE. PACKED 2 AND 4 CASES IN A CRATE.**

## Our Standard Blacks

Still the richest, most satisfying and profit-making teas offered.

The 400 Select      Morning Luxury  
   The Globe  
Imperial Congou      Russian Congou

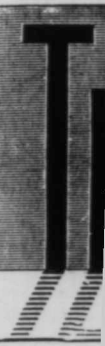


# W. H. GILLARD & CO. - Hamilton

WHOLESALE ONLY

JOHN MOUAT, North-west Representative, Winnipeg

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Vol. XI.

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

# THE CANADIAN GROCER

Vol. XI. (Published Weekly)

MONTREAL AND TORONTO, JANUARY 15, 1897

(\$2.00 per Year) No. 3

## ACCOUNTANCY AND ITS FUTURE.

BY A MEMBER OF THE PROFESSION, IN CHAMBERS'S JOURNAL.

PERHAPS one of the most interesting and at the same time significant and pressing problems of the time is the constant and increasing difficulty which presents itself to parents desirous of finding a suitable and promising occupation for their sons; such an one as will, with steady application and perseverance and a reasonable amount of ability, at least yield an adequate remuneration in years to come.

It seems a fact, as curious as it is unfortunate, that too large a proportion of the rising generation whose fathers are in business entertain some antipathy to following the same occupation, and look, as a rule, towards the "professions" for their future field of labor. How far this may be due to some mistaken idea as to the relative "dignity of labor" we need not stop to enquire; but it is not seldom the case that parents themselves have often a mistaken ambition to see their sons educated to some one or other of the professions by reason of the erroneous impressions they hold of its prospects, and the social position which it opens out to those engaged in it.

Something of the same feeling has extended to almost every rank and class, and as a natural consequence the lapse of time has, under such circumstances, brought about a condition of things which has resulted in a cry of "overcrowding" (and consequently "over-competition") which, not loud at first, has rapidly grown in intensity each succeeding year. It is not surprising therefore to find that with an increasing knowledge of these facts, and the evident continued invasion of the professions by numbers of article clerks, a greater amount of caution and courage is being shown by those who at one time would not have thought twice had an opening presented itself for any of their sons in any of the professions. Leaving out of consideration the army, navy, and the church, and devoting more particular attention to what may be termed the prac-

tising professions, it has been for many years increasingly plain that those of medicine and law are sadly overcrowded, and that the percentage who embark in practice, and ultimately, from sheer force of competition, retire defeated, is an alarming and a growing one. It may truly be said that unless the commencing practitioner, be he doctor, barrister, or lawyer, has at his disposal sufficient independent means to enable him to wait a very considerable period for an income in the shape of "fees," his chances of success are small, and by degrees are growing "beautifully less." Of the depressing position of those who of necessity give up the struggle it is not necessary to speak at any length; their number is considerable, and, drifting back as assistants or commencing in some new and precarious sphere, they lament the chance which led them to the profession of their choice, with perhaps the added consciousness that the best years of their lives have been wasted.

With such facts as these becoming more and better known, it is not surprising that attention is being increasingly directed to one of the professions which, though not claiming great antiquity, and yet being of great and increasing importance, is not as yet so sadly overstocked—namely, that of the accountant. If we venture to indicate in some degree the scope of the work included in the term "accountancy," and the future prospects of those entering it, it may probably be useful to parents seeking suitable openings for sons about to leave school and commence the battle of life.

Though the profession has but lately received its present organization, it is not, of course, a new one. As a separate business it can hardly be said to be more than a century and a half old; the oldest example of the word in this sense given by the Philological Society's New English Dictionary dates from 1539: "The said books shall be examined with the accomptants and par-

ticular clerkes for the perfecting of the same." There were "accomptants-general" of various public offices in the seventeenth century. The earliest specimen of the modern spelling, "accountant," given by Dr. Murray, is, oddly enough, from Tom D'Urfey's Pills to Purge Melancholy (1719) where mention is made of

*A British accountant that's frolic and free,  
Who does wondrous feats by the Rule of Three.*

"Accomptant is the form used by Isaac Taylor in the middle of this century; and the first example of "accountancy" given by the dictionary is of 1854.

The extensive and unique experience which the practice of the old accountancy gave to its members, and the knowledge of the inner workings of every conceivable class of business which they acquired, marked them out as being suitable for the duties of trustees in bankruptcy and liquidators of public and private companies, and to-day their duties may practically, though not wholly, be classed under the two great heads of accounts and liquidations. The magnitude and variety of the work comprised in the different subdivisions of these two chief branches is unique, and give to the accountant's profession a distinction and importance which is fast being judicially recognized. As expert book-keepers and accountants, auditors of private and public partnerships and companies, accountants to large trusts and corporations, trustees in bankruptcy and private arrangements, liquidators of companies, receivers, and arbitrators on matters of account, their services are in constant demand, and the qualifications demanded of a thoroughly capable practising accountant are as searching as they are varied; demanding, in addition to a thorough knowledge of the technicalities of the profession, a clear head, a keen perception of probabilities and possibilities, and a thorough knowledge of human nature.

How far the demand for accountancy services is progressing may to some extent be judged from the fact that in the course of the last thirty years the number of professional

## THE RISING SUN STOVE POLISH

AND

## THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.



FOR SALE BY ALL WHOLESALE GROCERS, ALSO THE M'OLARY MFG. CO., LONDON AND TORONTO.

accountants in permanent practice has more than doubled; the membership of the Institute of Chartered Accountants alone, which in 1882 was eleven hundred and ninety-three, is now two thousand two hundred and forty-eight, whilst that of some of the other professional societies shows a similar increase. It was as a consequence of the growth of the profession, both in numbers and importance, that in 1880 a charter was granted incorporating under the before-mentioned title certain petitioning accountants and providing certain bylaws as to the qualifications required of future "chartered" accountants and for the conduct of members of the profession. Since that time charters have been granted, under strict conditions, to several Scottish societies, and in England there has been incorporated the "Society of Accountants and Auditors," each and all of which exist, speaking generally, "to raise the character of the profession and to secure for the community the existence of a class of persons well qualified to be employed in the responsible and difficult duties devolving on public accountants." That they have, by their system of examinations and compulsory training for five years under articles, in the main fulfilled their object is undoubted, and to-day the profession stands higher in the esteem of the mercantile and general community than ever before.

And now let us look for a moment at the future of higher accountancy. It cannot be said to be overcrowded at the present time. Seldom, if ever, does the capable practitioner want for employment, and those now commencing practice, provided they are persevering and have a thorough acquaintance with their duties, find it a remunerative and promising opening for their talents. But is it likely to be so in years to come?

The immediate future gives every indication of a great increase in accountants' work, and much of it is due to the economic conditions under which commerce is carried on, resulting, as they have done in the past and promise to do still more in the future,

in an ever-enlarging volume of trade, both inland and foreign. Taking this for granted, the stress of commerce and the regulations which the law of the land imposes on those engaged in it promise to bring the expert accountant into greater need than ever before. Absolutely impartial and accurate accounts, a perfectly true adjustment of profit and loss, a correct system of costs, and the preparation of fair and complete balance sheets by independent persons, are all becoming more generally recognised as necessities in mercantile houses which have in times past worked more by "rule of thumb;" and such are, in increasing numbers, availing themselves of the services of those who by training and experience are in every way fitted to give valuable and material assistance. Of the remarkable extension of joint-stock enterprise and the consequent increasing appointment of independent professional auditors it is hardly necessary to speak; the field is an ever-widening one; whilst the services of accountants in such matters of account as executorships, trusts, and other spheres are being rapidly and surely extended.

So far as bankruptcy and liquidations are concerned, too, the outlook is promising. There is a growing tendency to entrust the administration of estates in process of being wound up to practised accountants, with their necessarily intimate acquaintance with the details of business, rather than to the red-tape officialism of the state departments; and if present indications are anything to judge by, it is more than probable that legislation in future will lean more in the direction of the extension of the non-official trustees and liquidators than otherwise. But however that may be, certain it is that the skill and training of the accountant are becoming, and will continue to become, more and more recognised as necessities in mercantile work, whilst it is probably only a question of time when the practice of the profession will be restricted, as is the case with law and medicine, to such as have qualified by articles and examinations, and

subsequent membership of one of the recognized societies.

Of the question of the monetary remuneration which usually falls to the share of a qualified practising accountant it is more difficult to speak, but it may reasonably be stated that it will at least be equal to that earned by the average member of the legal profession. But it should be borne in mind that in the accountant's profession the practice which obtains amongst lawyers of terminating relations with their articulated clerks, as soon as their term of service is completed, is not followed in any degree, and an accountant is generally glad to retain the services of one who has been with him during articles. As a consequence, there is an exceptional number of fully qualified professional accountants who continue their relations under their principals; and it may safely be said that the principal values the services of those who of necessity have acquired much confidential and private knowledge as to the position of his clients. As to the remuneration of these it is hardly possible even to give an approximate idea. Between the extremes of ability will be found every grade of remuneration, but such an assistant will probably commence at a salary of about £120 to £150, rising to two or three hundred pounds or even higher, according to ability.

## NEW ORLEANS MOLASSES.

Mail advices received in New York from New Orleans concerning molasses say: "Look for a good January business, and think after stock-taking everybody will find supplies run down and will want some goods. Miscellaneous stock seem to be selling cheap here, but when one looks around for good, sound, early-made stuff he cannot find it very plentiful, while it is bringing good prices. Good centrifugals are scarce, and will continue so, as the planters say they can make more money working them into thirds than selling them as molasses."

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# WE OFFER THIS WEEK



The best Kintuck in the market "R. O. M."

The best Darjeeling in the market "AVONGROVE"

The best Package Tea in the market "CIRCLE"

See Travelers' Samples or write us.

LUCAS, STEELE & BRISTOL Wholesale Grocers HAMILTON

## Our Latest Production..

A  
Sure  
Seller



Will  
Always  
Give  
Satisfaction

JAMES TURNER & CO. IMPORTERS HAMILTON



From all Parts

...of the world come enquiries and orders for...

# MacLAREN'S IMPERIAL CHEESE

Nothing suits refined tastes half as well.

A. F. MacLAREN & CO. - TORONTO.

**Labrador Herrings in Bbls.**

Labrador Herrings in hf.-bbls.  
 No. 1 Split " " bbls.  
 No. 1 " " " hf.-bbls.  
 New Scaled Herrings in boxes.

**Boneless Fish in 25-lb. Boxes**

Pure Cod in 20-lb. boxes, 1-lb. blocks.  
 Nova Scotia Turkey in 5-lb. boxes, 1-lb. blocks.  
 Quintals and half-quintals Cod.

These Goods are all fresh and good stock. Get our prices before buying.

**T. KINNEAR & CO.** - 49 Front St., East.

**EVAPORATED APPLES IMPROVING.**

**A** LITTLE brightness has during the past week been relieving the dullness which has been for some time so much in evidence in the evaporated apple market.

The cause is an improvement in the export demand and an appreciation of about  $\frac{1}{4}$  c. per pound both here and in New York. Prices, however, are still low enough in comparison with those ruling in other years, for with the advance  $3\frac{3}{8}$  to  $3\frac{1}{4}$  c. f.o.b. is the idea of exporters in Toronto.

For a few weeks past holders of evaporated fruit in Ontario have been a little firmer in their views as to price, and only a week or two ago exporters in this country found they could do better by buying in New York than in the home market.

Stocks of evaporated apples in Canada are enormous, and the improvement in the market will be welcome to a good many holders. Dealers in foreign dried and evaporated fruits will also find ground for satisfaction, for the abundance of dried and evaporated apples has materially interfered with their products. It yet remains to be seen whether the improvement is permanent or not.

**THE MONTREAL BOARD OF TRADE.**

**T**HE gossip in commercial circles in Montreal centres a good deal on the coming Board of Trade elections.

As the retiring president, Mr. Robert Bickerdike, has refused to stand again, declaring it this week, Mr. John Torrance, who is now vice-president, has been nominated in his stead.

Another strong candidate, if he will only consent to run, is Mr. John McKergow, of the cheese exporting firm of A. A. Ayer & Co.

It is expected that there will be no opposition to Mr. James Crathern, the well-known hardware and metal man, for first vice president. For the second vice C.

F. Smith and D. McFarlane are in the field. The nominations as they stand at present are:

President—Jno. Torrance, (and possibly) Jno. McKergow.

First Vice-President—Jas. Crathern.

Second Vice—Charles F. Smith, David McFarlane.

Treasurer—Hy. Miles.

Members of Council—Chas. Chaput, E. L. Bond, D. G. Thomson, B. J. Coghlin, Thos. Harding, W. B. Mathewson, Jas. W. Pyke, Robt. Mackay, David Watson, Charles McLean, A. J. Brice, D. Ross, Wm. Campbell, F. W. Evans, Geo. Vipond, Jos. Robillard and Rich. White.

**PICKLE TRAVELERS' CONVENTION.**

**D**URING the last week of the old year the traveling salesmen of H. J. Heinz Co., picklers and preservers, met in convention in the Assembly Hall of the company's works on the North Side, Pittsburg. There were present at the convention the traveling salesmen of the Pittsburg district only, to the number of thirty-five. At the same time, at each of the company's branch houses, situated in different parts of the United States, Canada and England, similar conventions were held. It has been for a number of years the custom of this firm to call its salesmen into an annual conference, to compare notes on the past year's work, and to lay plans and gather inspiration and enthusiasm for the work of the coming year. Business sessions were held each day, and the evenings were given up to recreation and pleasure, the convention closing on Wednesday night by a theatre party at the Alvin.

During the first week of the new year the managers of the branch houses met in convention in the Assembly Hall. The opening session on Monday morning was occupied in the making of short addresses by the members of the firm, welcoming the managers to Pittsburg and the Keystone home, and responses by a number of the managers.

The managers of the following branch houses were in attendance at the convention: New York, Philadelphia, London (England), Chicago, Boston, Montreal (Canada), San Francisco, Cleveland, Baltimore,

Columbus, Kansas City, Cincinnati, St. Paul, Jersey City, Buffalo, Chattanooga and Indianapolis.

They are an intelligent and courteous set of gentlemen, and held animated and profitable sessions daily, laying plans for the work of the coming year. As the business entrusted to them has been very prosperous the past year, they were made the recipients of many congratulations, and were tendered a banquet by the members of the firm at the Monongahela House, Thursday evening, January 7th, at 7 p.m. The banqueters, sixty in number, consisting of members of the firm, managers, a few employes from the office and invited guests, entered the hall, which was elaborately decorated with choicest cut flowers, and Guenther's orchestra, completely concealed behind a bank of palms, poured forth sweet strains of music during the serving of the menu, which was one of the finest that could be furnished. A novel feature of the decorations was a map of the United States, 9 x 15 feet in dimensions, upon which were designated the location of the branch factories, salting houses, vegetable farms and the eighteen branch houses of this firm. The map proved to be a revelation to many of the visitors, who had no proper conception of the magnitude of the business conducted by this firm. Toasts were responded to by a number of the managers of the branch houses and branch factories, which were pointed, humorous, and at the same time instructive. Mr. R. G. Evans acting as toastmaster in a very creditable manner.

Among the distinguished guests who made interesting remarks were, Lieut.-Governor Walter Lyon, Francis J. Torrance, Mayor H. P. Ford, Capt. D. C. Herbst, Dr. T. J. Leak, J. E. Shaw and Hugh Kennedy. Other prominent citizens present were Aaron French, Dr. J. F. Cowan, H. Sampson and Thomas S. Armstrong. The banquet was brought to a close by a most happy address by Mr. H. J. Heinz to the managers.

# FISH

Bbls. and Hf.-Bbls. Labrador Herring.  
 Bbls. and Hf.-Bbls. No. 1 Split Herring.  
 Cases XXX Dry Cod.  
 Cases Flitched Cod.  
 Pure Cod, in 1-lb. blocks.  
 Quail on Toast, in 1-lb. blocks.  
 Boneless Fish, 25-lb. boxes.

WE CAN GIVE YOU CLOSE FIGURES ON THE ABOVE.

The DAVIDSON & HAY, Ltd.

WHOLESALE GROCERS, - - - TORONTO.

Telephones 399 and 1399.

## Home Reputation . . .

No dealer or manufacturer anywhere can give you under any other brand, at any price, a Buckwheat Flour that is any more pure than Tillson's Roller Process Buckwheat Flour. But besides this absolute freedom from artificial flavoring, it is clean—it is perfectly cleansed.

It has a good name at home where folks can find out about such things—easily. Even the best of friends will talk, if ever so little cause be given. Our employes are human, but you don't find them hinting or winking when the purity or cleanliness of our cereals are mentioned.

From Manufacturer to  
Retailer Direct.

The Tillson Company Ltd.  
Tilsonburg, Ont.

## Our Table Delicacies

Are the sort that you can always sell, with a feeling of confidence and security.

**Our JAMS  
 JELLIES  
 PRESERVES, etc., etc.**

are sure to please even those who favor the home-made article. You run no risk in buying "Maple Leaf" Brand.

**DELHI CANNING CO., DELHI, ONT.**



This is a time of the year when trade is inclined to be dull. We don't want quiet business, and quote the following to keep things moving :

Tea . . .  
Specials

|                |   |       |
|----------------|---|-------|
| Japan Siftings | - | 7½c.  |
| " Small Screen |   | 12½c. |
| Congou "       | " | 10c.  |
| Y. Hyson "     | " | 11c.  |
| Ceylon "       | " | 12c.  |

|                             |   |        |
|-----------------------------|---|--------|
| Evaporated Apples, choice   | - | 4c.    |
| " " fine                    | - | 3½c.   |
| " " good                    | - | 3c.    |
| No. 1 Split Herrings, bbls. |   | \$3.00 |
| No. 1 " " ½ bbls.           |   | 1.50   |
| 500 cases Bosnia Prunes, -  |   | 3¾c.   |
| large bright fruit          |   |        |
| 1,500 cases Salmon, -       |   | 1.10   |
| quality good                |   |        |

LUDELLA CEYLON TEA

H. P. Eckardt & Co.

TORONTO



Keep up with the Times..

AND HANDLE GOODS THAT WILL SELL THEMSELVES.

**ROSE BRAND LARD** in parchment bags is made expressly for best family trade—rendered in open kettles from finest leaf lard.

The Geo. Matthews Co. Ltd.

OTTAWA and PETERBOROUGH.



Sugar and Spice . . . .

Meat and Fruit, in just the right proportion constitute the main ingredients of our **Condensed Mince Meat**. Most cooks have some peculiar little notion of their own about mince meat, but **Wethey's** suits nine out of every ten.

J. H. WETHEY, Mfr. ST. CATHARINES, ONT.



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

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### CANADA'S GREATEST NEED.

CANADA'S greatest need is population. In everything else that contributes to the building of a nation she is rich; but in this exception she is poor. To the square mile our population is only 1.04.

Nearly every province in the Dominion can stand an augmentation in population, but none need it so much as Manitoba, the Territories and British Columbia. These parts of the country are among the richest of Canada's heritage, and in area are large enough for a continent, but the population, all told, would not make more than enough to fill a fair-sized modern city: From Port Arthur to the Coast the population is only about 250,000.

The reason, forsooth, is not that that part of the country is not capable of sustaining a larger population, or that its resources are not known. Nearly a quarter of a century ago people realized that Providence had been liberal in the natural advantages which he had bequeathed to that part of the Dominion.

What, then, can be the reason for the slow manner in which the country has been settled? It is evidently not due to any inherent shortcomings of that part of the country, or that the reality has not come up to the often glowing pictures painted by statesmen and tourists, newspapers and magazines. The only shortcomings in this respect have been in the teeming population which was ere this to have occupied the country. In natural resources which were to attract the population there was no exaggeration. Indeed, the better the western part of this country is known, the more evident does the vastness of its riches become.

Ten years ago, who even dreamed of the

untold wealth of gold, of silver, of coal, of lead, of copper, etc., that lay imbedded in those western provinces? No one. And in the agricultural possibilities of field and dairy stock-raising their richness has increased rather than decreased under investigation or experiment. The same may be said of the fisheries, both inland and the Coast. The fact that the greater part of the population has been secured from other parts of the Dominion is evidence that there was no exaggeration, for a man soon learns the character of his neighbor's garden.

As, therefore, confidence in the natural resources of what is broadly termed Canada's Northwest has increased as knowledge of them became enlarged, it is evident that the onus for a sparseness of population is not upon the inherent qualities but upon the people of the country.

We performed a great task when we built the transcontinental railway, but we have done no great things since then in the direction of building up the Northwest. Indeed, what we have done may well be termed puny. We had minds great enough to build a railway, but we have not yet devised schemes big enough to bring a population into the country.

Like a merchant with a good article in stock, we have gone largely on the principle that people in the congested parts of Europe should find this out for themselves, forgetting that other countries had lands, though perhaps not as good as ours, for settlement, and were acquainting the world with the fact and getting them occupied.

In other words, we have not advertised the country as we should. We have scarcely even given out the text, much less preached on the natural advantages which we had to offer the settler. Even our sons and daughters we have encouraged to migrate to the United States and help build up that country, instead of teaching them to stay at home and help build the nation whose seed was sown on Dominion Day thirty years ago.

But, while our liberality has been stinted in ways and means for developing the country, it would have, perhaps, paid us better had we been less liberal in the bestowal of lands upon the transcontinental railway, for we probably all now realize that this very fact has been a deterrent to the settlement of the country. We are not discussing whether the C.P.R. was paid too much or not. We are merely pointing out that we made an error in the kind in which we made payment.

Then, too, we never provided against discrimination in freight. And that error, we know, has tended against the settlement of the agricultural lands of the West and made

it difficult for the merchants in the commercial centres to do business with the rising towns and villages in that new country.

But it is no use crying over spilt milk. We have made our mistakes and are paying for them. Our duty now is to try and vigorously develop with the plow of energy that which we have hitherto been picking away at with a hoe, and a small hoe at that.

There are two things particularly we need to do: Develop a vigorous immigration policy and build a railway through the Crow's Nest Pass. These are the things which our hand findeth us to do, and we should do them.

If Business during the next three months would only make as good time as the New Year there are a great many people who would rise up and call it blessed.

### THE STRENGTH OF CURRANTS.

THE strength which has been characteristic of the currant market for some time has further increased, cables received in Toronto during the last few days showing figures one shilling per cwt. above previous quotations. The cause of the advance is two-fold.

The most direct cause is the keenness of the demand that is being experienced in the primary market on foreign account. This demand seems to be larger than is usual at this time of the year.

Then there is the condition of the stocks in the primary markets to be considered. Lately these stocks have been much reduced, the total weight of fruit unshipped in Greece being only about one-half what it was at the same time last year. And what makes this feature all the more interesting is the fact that much of that which is left is fruit too common for some of the chief markets.

Those in Europe who are known as good judges are authority for the statement that stocks of currants in Greece are likely to prove barely sufficient for probable requirements. And what applies to the stocks in the primary markets applies also to those in many of the consuming markets.

Fishing for sharks may be a good business; but it is not a good thing to be a shark in business.

### DUTY ON TEA AND RAW SUGAR.

"IF I could only foresee what the Government intends to do, I could make a barrel of money," said a leading Montreal wholesaler to THE CANADIAN GROCER this week.

This expression sums up the situation in a sentence. There is a pretty general impression that a duty on both tea and raw

sugar will be among the methods that the Government will adopt to make up for decrease in revenue caused by readjustment in other directions. But though this belief is general throughout the trade, it has so far failed to induce any buying as far as Montreal is concerned either of tea or sugar in anticipation of profiting by the change.

From the opinions generally expressed by the Montreal jobbers, they would all welcome a duty on tea. With a duty they think that it would sensibly reduce the importations of low-priced Japan and China tea into Canada.

As is well known, the great bulk of the tea turned over in Montreal costs from 10 to 15c. in a wholesale way.

In the old days of the duty, with 7c. per pound and 15 per cent. ad valorem on Japans and greens, and 4c. per pound and 15 per cent. ad valorem on blacks, it hardly paid to import these very low-grade teas, hence their consumption has enormously increased since tea imported direct was made free.

No trader is prepared to specify what the duty should be, but many declared that they would not object to a specific duty of 5c. per pound on all teas and a certain ad valorem charge. They figured that the increased cost to the consumer would not be of the kind that is keenly felt, while it would be one of the quickest means of the Government's securing the increase in revenue that it requires.

During 1895 there were 10,083,310 pounds of tea entered for consumption in Canada. This will afford some idea of the increase in revenue the proposed duty would bring in. With regard to raw sugar, on which many expect that the present duty will be maintained or increased, 309,302,296 pounds were entered for consumption in 1895.

There are a great many people out of business and out of situations to-day because they could not sprint as fast as old Father Time.

#### ADVANCE IN ONIONS.

Onions on the Toronto market have experienced a sharp advance during the past week, Danvers being quoted by wholesalers at \$1 per 80-lb. bag, or 25c. higher than a week ago.

The strength of the market is due to a demand which has sprung up for export to the United States, the supply there being short.

He who has an idea and uses it gains ten thereby.

#### STRENGTH IN CHEESE.

FROM present appearances the cheese operators who were stout-hearted enough to refuse the prices that have been offered since the close of navigation for their high-priced fall purchases, stand a good chance now of letting out with a profit.

There can be no denying that the statistical position, not only in Canada, but in the United States and abroad, is a strong one.

At the very outside, stocks in Canada do not much exceed 200,000 boxes, against 425,000 last year. The stock in the United States is estimated at 220,000 boxes, against 560,000 last year. In London and Liverpool there are only 220,000, against 265,000 in 1895.

Altogether at this time last year the total supply of cheese in sight was estimated at 1,297,000, whereas this year it is placed at the outside at 650,000 to 700,000 boxes on this continent, afloat and in Great Britain. It is quite possible that these facts account for the increased demand noted during the past week.

All along British buyers refused to consider the idea of giving 10½c. for finest fall cheese.

At this time bids equivalent to 10¾c. are freely being made in Montreal, and sellers are not pressing sales at that point. They have no necessity to do so either, for stocks there have been reduced to 60,000, and very little of this quantity is September make.

The lucky holders of that month's output, which commands a good premium, stand to make a profit, whereas a month ago they were figuring on making cost and no more.

Bets were made this week by Montreal operators that the cable would touch 60s., and good cheese 12c., before April 1, 1897.

The department store may not go; but its fake methods will have to go if the store is to stay.

#### A GENTLEMAN OF JAPAN.

MR. H. KOMADA, Kobe, Japan, manager of the Japan Tea Exporting Association, arrived in Montreal a few days ago to visit their Canadian representatives, Morrow & Ewing, Montreal. He left Japan on December 4, coming by the Canadian Pacific steamship line. In company with Mr. Ewing and K. T. Takahashi he paid a visit to THE CANADIAN GROCER. He is a bright, handsome little man, rather taller, if anything, than the average representative of this enterprising nation we see in Canada, and with hair turned almost white.

Mr. Komada is the founder of the Japan Tea Traders' Association and takes an active interest in its affairs. The association

has over one and a quarter million members. In fact, every proprietor and dealer in teas in Japan is required by law to join and obey the bylaws of the association. It is one of several organizations in Japan whose object is the encouragement of the production and export of Japanese products. In this respect Japan is decidedly in advance of Canada and many other nations. Readers of THE GROCER will remember a reference to this association in our columns some months ago.

Mr. Komada says that the Japanese tea merchants are much exercised over the enormous strides which have been made by Ceylon teas in Canada during the last year or so. The advertisements in THE CANADIAN GROCER had interested the trade here in Ceylon teas, and were creating a feeling against China and Japan makes. By constant repetition the trade all over Canada were beginning to believe things about Japan teas that were not altogether fair. Buyers were in consequence turning to Ceylons, and the demand for Japanese teas had fallen off very much. Wholesale merchants and dealers who were pushing other makes a year ago were now advertising to the consumer all over Canada nothing but "pure Ceylon teas." The matter had come before the Japan association, and some action would be taken to counteract these influences. It was quite true, he said, that in Ceylon teas were made by machinery, while in Japan they were still made by hand, but he explained that as the Japanese were a very cleanly people there would be no danger of dirt entering their makes, or of disease being communicated. He admitted, however, that the Chinese teas were often very dirty. In fact, he added, that the Chinese were very dirty, and prepared their teas as much with their feet as with their hands.

He found that there were a great many inferior Japanese teas coming to this market. They were not shipped by the desire of the Japanese themselves, but by foreign firms. They were what is known as third pickings, and the foreign houses ordered them to get low-priced teas. The Japanese at home would not use them, and they were trying to prevent foreign houses buying and exporting them. Handling of low-priced teas injured the dealers who bought the early pickings at higher prices.

Speaking of markets, he said that prices in Japan to-day were relatively higher than they were in Canada. In fact, it would almost pay holders of Japan teas in this country to reship them to Japan. He thinks this year's exports will be seven or eight million pounds short of the average. If present prospects continue he feels sure that prices will rule on a higher level later in the year.

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## THE TARIFF ENQUIRY.

THE following is a report of the evidence of Messrs. E. B. Eddy and Cane, woodenware manufacturers, before the Tariff Commission at Ottawa :

Mr. Eddy said he would take up the matter of woodenware first. Mr. Cane and himself were the only two woodenware manufacturers in Canada. The woodenware trade had been subjected to a duty of 25 per cent. ad valorem some years ago, but even at that manufacturers were unable to go on successfully, and they had to retire from the business, because they were not able to compete with the United States. Two years ago, without any notice from the late Government, the duty was reduced to 20 per cent. He did not know why that was done, but he was told that the Government were very sorry for what they had done, and they promised to increase the duty if it was necessary. It was the question of developing the woodenware industry that brought him to this country some 42 years ago, and he had developed that industry more than any other man in Canada. Mr. Cane, who had come along with him, had been a manufacturer for many years. The Americans competed with them in Canada and laid down their goods, notwithstanding the 20 per cent., at less cost than they could. The factories in New England supplied the markets of eastern Canada, while the factories in Detroit, etc., supplied western Ontario. Goods were sold at 10c. less in Canada than to the people of the United States. It was hard work for them to compete successfully, because the manufacture of these goods cost them in Canada much more than in the United States. All that he would ask for was that the tariff might be fixed so that a fair and reasonable profit might be made in the home market. They could not go to the United States, because the duty there was almost prohibitory, it being 35 per cent. In order to make a success of the industry in this country, and with the facilities that the manufacturers have, they should have a duty of 30 per cent. He did not know how Mr. Cane was affected, but his firm, in 1895, made a loss in the manufacture of woodenware, caused by competition from manufacturers in the States, who sold their articles at slaughter prices, and they asked the Government to protect them in a fair way, as they thought that the people of this country should be protected in a reasonable way. He, himself, did not believe in a high tariff. That was unjust; but in a new country like this they could not do without it. He thought that they should have an ad valorem duty of 30 per cent. on woodenware. A specific duty on woodenware would not be workable, be-

cause of so many different grades. It would be too complicated, and it could be fixed in no other way than by an ad valorem duty.

Mr. Paterson: Do you include indurated ware, Mr. Eddy?

Mr. Eddy: No; woodenware only.

Mr. Fielding: What items have you in your mind?

Mr. Eddy: Pails, candy pails, lard pails, etc.

Sir Richard Cartwright: What success have you had with your export trade, and where do you export?

Mr. Eddy: I have tried Australia and also England, but I have always met with a loss so far. What they had to contend with was the high freight to Liverpool.

Sir Richard Cartwright: What percentage do you put on for freight?

Mr. Eddy: About 35 per cent. in addition to the price of the cost of the article.

Sir Richard Cartwright: What do you pay for freight?

Mr. Eddy: About \$4 for about 40 feet. The freight from Boston was about 10 to 12s. less to Liverpool than from Montreal. That was by any of the lines.

Sir Richard Cartwright: I can hardly understand why that excessive charge should be.

Mr. Cane: They charge us so much a square foot. If an article was 12 inches superficial they would charge us 12 inches square.

Sir Richard Cartwright: It is specially hard on you as manufacturers. You said you suffered from American competition. Everything being equal, you have the advantage of the water power over them.

Mr. Eddy: Yes, we have that cheaper than the States. In American pail shops the wages, however, are 10 per cent. cheaper than ours.

Sir Richard: What you want is a fair market?

Mr. Eddy: What we want them to do is to sell the same class of goods to the Canadians as they sell at home.

Sir Richard: They have too many "seconds"?

Mr. Eddy: They sell pails manufactured in Detroit, and people think a pail is a pail at 90 cents.

Sir Richard: They have the advantage over you in the large market?

Mr. Eddy: What is 5 millions to 60 millions? We cannot manufacture as cheaply as they can. It was impossible for manufacturers of goods in a small market to compete with factories that have been running

for over 40 years and have millions of dollars invested.

Mr. Cane: Our raw material costs us a great deal more than it does them.

Sir Richard Cartwright: Hoop iron not being manufactured in this county gave them an advantage over you.

Mr. Cane: They can buy their material, in some cases, a little less than half of what we can.

Mr. Eddy: I claim that we should be protected in the wares that we manufacture. This article went into the manufacture of pails, tubs, etc.

Sir Richard Cartwright: You don't export to the States?

Mr. Eddy: It is almost prohibitory to do so.

Sir Richard Cartwright: You export pretty largely in matches to the States?

Mr. Eddy: Not our firm. Match splints have been exported from Quebec. As manufacturers of matches we have not been able to export.

Sir Richard Cartwright: I am told that in the States the Japanese have stepped in with their matches.

Mr. Eddy: I learned that while in Europe last year. But they had not yet interfered with the trade in Canada. Continuing, he said that he did not object to pay duties on raw material that their goods were manufactured from which were made in Canada.

Sir Richard Cartwright: Our importations are more than the exports.

Mr. Cane: The freight is so excessive, and the duty being against us it is impossible to export.

Sir Richard Cartwright: Would not the question of freights help you?

Mr. Cane: They make a very much cheaper rate for freights coming in than going out of the country. Goods could be laid down in Toronto from Detroit for 11½c., but the rate from there to Detroit would be 40c. He would give an instance: When he was burned out he went to Massachusetts and bought a carload of goods which he got in at 16c. a hundred, and the gentleman he bought the goods from required some articles from this side, and on his return he enquired about the rate and found that it was 70c. over exactly the same road as the goods came on which he paid 16c.

Mr. Eddy: Manufacturers on the other side do everything they can to slaughter our market. If they cannot do it one way they will another.

Mr. Cane: It costs us so much more to manufacture wooden ware in Canada than in the States, and this is accounted for by the fact that they can buy their raw ma-

terial much cheaper than we can. They get their wood as cheaply as we do, and their hoop iron, less the duty and freight we pay. Wire is from 25 to 35 per cent. cheaper, which article amounts to about one-half of the cost of production.

Mr. Fielding: And they have a duty of 35 per cent. against you going in.

#### PRISON LABOR.

Mr. Eddy said that he would like to draw their attention to prison labor as against skilled labor. It was put against them; it was impossible for manufacturers to compete with it. It was being abolished in some of the States in America. If it was allowed to go on they would have to go out of business.

Mr. Fielding: You would not have them do nothing and make you and I keep them? That is the other side of the question.

Mr. Eddy said he had had his little difficulties with the Central Prison in Toronto, who were selling at prices with which he was unable to compete. He made representations, and finally they withdrew from the manufacture of wooden ware.

Mr. Cane said that they had to bring in most of their machinery from the States at a duty of 27½ per cent. Saws, which were largely used, they paid a duty of 32½ per cent. on, and when they sent them back to get reset they had to pay a duty again.

Mr. Fielding: Can you not get them in Canada?

Mr. Cane said he had endeavored to get Canadian manufacturers to make them, but they would not undertake to do so.

Sir Richard Cartwright: There are three great difficulties that you have to contend with: 1, the heavy tax on raw materials; 2, there is a much larger market in the States, and they can manufacture more special lines; 3, you are handicapped by discriminating freight.

In answer to a question as to the output of wooden ware, Mr. Cane said his output was about \$100,000 worth and Mr. Eddy said his firm had an output of about \$200,000.

Mr. Fielding: You deliver at the same price, but you pay the freight, which means considerably less, say in the Maritime Provinces, than to a dealer in Ottawa.

Mr. Eddy: We sell at the same price in Ontario, Quebec and the Maritime Provinces, laid down.

Mr. Fielding: The manufacturer in the Maritime Provinces would say you were slaughtering prices there, just in the same way as you say the Americans are doing.

Mr. Eddy said it was giving the trade a uniform price all over the Dominion, and it was the duty of the manufacturers to do so

in order that they would not sell at a lower rate in St. John than in Toronto. Down east they had to regulate the price to meet the Boston manufacturers, who had an easier access to that point. They never undersold any man. The Boston people governed the market in New Brunswick, as did Detroit and Bay City in the west, so that they were handicapped on both sides. They had to lay down their goods free of freight or else they would lose their trade.

Mr. Cane: We are worse off now than under the Mackenzie regime, when the duty was 17½ per cent., because all our raw material that was not produced in Canada came in free. Wire is manufactured in Canada, but they had to pay just as much for it as if it were bought in the States.

Mr. Fielding: The Canadian made article is sold in Canada at the American price with the duty added.

Mr. Eddy: I think the manufacturers of Canada should be protected in a reasonable way all through. When I come down to my own opinion I do not see why, when we paid a duty of 35 per cent. going from Canada that the Americans should not do so on their goods.

Sir Richard Cartwright: The consumer wants his goods cheap, and the Canadian consumer is a big factor in the imposition of a tariff.

Mr. Eddy: There would not be many consumers if it were not for the manufacturers and farmers. The farmers were in a poor state when I came here 40 years ago.

Mr. Fielding: We would have the farmers say where would the manufacturers be if it were not for them.

Mr. Eddy: We cannot do without one or the other.

Mr. Fielding: That is a fair argument.

#### PAPER BAGS.

Passing from woodenware, Mr. Eddy said he would like to draw the attention of the Commission to paper and paper bags. Paper was allowed to be imported at 25 per cent. This paper when manufactured into envelopes was 35 per cent., while manufactured into bags it was only 25 per cent. He did not consider this right. It cost them 25 per cent. more to manufacture paper here than across the line. In answer to a question, Mr. Eddy said that he could only turn out about 40 tons of paper a day, while some of them in the States turned out 250 tons. If he had a larger market he would also have a larger mill. Their investment outside of paper on paper bags alone was \$25,000.

#### PULP WOOD.

Mr. Eddy next passed on to the export duty on pulp wood. He said that they are

and have been for the past five or six years allowing our forests to be cut down and taken to the other side without any value being placed on them or any revenue whatever. The lumber was taken to the other side to the saw mills and placed into competition with Canadian lumber. All along the line villages and towns were springing up wherever they can get wood from Canada. They have not the quantity of pulp wood in the States. New York state was a spruce country, but 69 per cent. of pulp used in the manufacture of paper came from Three Rivers, Que., and the Lower Provinces, and in the west from the Niagara district. About 75 per cent. of the pulp manufactured in Wisconsin came also from Canada. It seemed to him very foolish that they should allow this country to be denuded of timber and taken to the other side without any cost, which was the means of building up towns and villages on the other side. He favored a duty of \$4 a cord on all pulp wood. He believed in a prohibitory tariff in this respect, and claimed that it will bring people from the other side with capital. They had plenty of water power from New Brunswick to the Lake of the Woods to grind the wood into pulp. He did not see why the Government here allowed timber to go out of the country without some revenue tariff from it. He believed that if this prohibitory tariff was put on that in a few years they would have villages and towns on this side of the line and millions of dollars invested. If they did not do so now they would have to do so, but then it would be too late.

In answer to Sir Richard Cartwright Mr. Eddy said that they exported now about a million cords.

Mr. Paterson: Is the wood owned by the Crown or by private individuals?

Mr. Eddy: By both.

Mr. Paterson: How would a private owner view an export duty?

Mr. Eddy: Well, he might vote against it, but the capital would be invested in this country and they would come to see that it would benefit them. It was said just now that there was no demand for labor, but he thought they would not have enough men to supply the demand if this duty was put on.

#### AT BROCKVILLE.

The Tariff Commission sat at Brockville on Friday. The members of the Commission present were Hon. Mr. Fielding, Sir Richard Cartwright, Hon. Mr. W. Paterson and Hon. Mr. Fisher. The evidence was heard in the Council Chamber. Great interest was manifested by the large number of dairymen who were in the city attending the annual convention. The chief evidence

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given was that connected with the cheese and butter trade.

#### FARMERS' VIEWS.

Mr. George Hutton, president of the North Grenville Farmers' Institute, was the first to give evidence. He commenced by stating that it was a new departure for the farmers to have an opportunity to lay bare their grievances. What he knew of the tariff, he said, in this country was against the farming industry, and he always considered that a farmer had to pay both ways. When he wanted to sell an article he had to do so at the lowest price, and when he went to buy he had to do so at the highest price. One of the grievances they were suffering under was the high price of coal oil, occasioned by the high duty. The farmers were the only large consumers of coal oil, as the towns and villages had either gas or the electric light. The farmer was, therefore, compelled to use the poor Canadian oil or pay a much larger price for the imported article. They had also to pay a big price for salt, which he thought should be much cheaper. He thought they should have closer trade relations with the United States. It would be better for the farmer, as America was practically a home market for them. They used to export lambs, horses, eggs, butter, etc. In fact, New York used to be one of the largest markets for their supply of butter, but that was not the case now.

In answer to Mr. Fisher, he said that he did not know what quantity was shipped to England, but the butter trade in his immediate section was a very considerable item. With regard to turkeys, he knew of one lot of 95 tons of turkeys which were purchased at Smith's Falls. They got from 7½ to 9½c. per pound for the best, but some years ago they used to get from 10 to 12c. for turkeys in America.

In answer to Sir Richard Cartwright, as to what he could suggest to further the interests of the farmer, Mr. Hutton said if the Government could devise some scheme of better trade relations with the United States it would be of great assistance to them. Continuing, he said, in answer to a further question, that farm land had depreciated to about half of what it was some 12 years ago. As an instance, a farm which cost \$12,000 at that time could be bought for \$6,000 to-day.

In answer to Hon. Mr. Fisher, Mr. Hutton said that their pork was sold alive. It was what was called light pork, and was used for bacon. It was chiefly dairy fed. He did not think that it would affect them very much whether the duty was taken off, because they did not use corn. They got from 3 to 3½c. a pound, and, in exceptional cases, 4c. live weight. There were

some furnishings used in the dairy business which were not manufactured in this country, and on which they had to pay a duty. If that were taken off he believed that it would help them. The cap which went round the top of the cheese was not manufactured in this country. It was an article that was greatly used, and he thought the duty should be taken off.

#### A MARKET FOR TURKEYS.

Mr. John Stagg, a large exporter, said he was speaking to an exporter about the 1st of December in Grenville who had 150 tons of turkeys on the way to England. He had buyers at the different centres who bought the birds from 6½ to 7c. a pound. With regard to corn, he said there was no corn like the American, and he thought it should be free. He had paid for a number of years \$75 for a thousand bushels. It was no use exporting cattle unless they were prime, and it was by using this corn that this could be done.

Sir Richard Cartwright: Would it not pay you better to ship the prepared carcase?

Mr. Stagg said that was a very hard question to answer. The offal from the cattle when slaughtered on the other side almost paid for the freight. The trade in dressed or live beef was a most important one to the farmer. If corn was admitted free it would mean about \$10 of a gain to the farmer. He thought that if the Government would supervise a fair trial of beef at four centres in the Old Country, so that it would be sold for Canadian prime beef, it would prove that it was the best going into that market. It was a well-known fact, that Canadian beef was sold often in Great Britain as home fed. He did not want the Government to take the matter up as a speculation, but just to see that it was fully carried out, so that it would give the farmers confidence in the enterprise.

If the duty was taken off pork it would seriously injure the dairy farmer, because most of them kept from 8 to 10 hogs, which were fed from the refuse of the cheese factory. There was no country in the world that could raise pork like Canada. If the duty was removed the Americans would flood this market with hogs.

#### THE DUTY ON PORK.

Mr. Macpherson, Lancaster, ex-president of the Eastern Ontario Dairymen's Association, said he thought they, as raisers of pork and manufacturers of cheese, should have the consideration of the Government in the matter of cold storage. Light pork could be raised at a very much less cost than heavy. Light pork would sell for \$1 a hundred pounds more, and it could be reared for \$1 less, which was a profit of \$2 in the light pork. The light pork was used

chiefly for bacon. He thought they had nothing to fear from the introduction of heavy pork into this country. The less heavy pork raised in this country the better it would be for the Canadian farmer. The reputation of the Canadian bacon on the English market was equal, if not superior, to the Danish bacon. He thought that a reduction all round in the duties should be effected. He was in favor of a reduction on corn. The duty on coal oil should also be reduced. With regard to dairy furnishings, he thought that the duty on separators should be abolished. There was only one manufactured in Canada, and parts of it had to be imported.

#### ADULTERATED HONEY.

Mr. F. L. Moore, Addison, a large producer of honey, next took up the question of adulterated honey. He said that large quantities of honey came in from the United States and was adulterated. He thought that some means should be taken whereby producers of honey should be compelled to have a label with the name and post office written on each lot. He admitted, however, that this would be rather hard on the farmer who had only a few pounds to sell. Producers should also be compelled to send a sample of their honey to be examined by an expert.

Sir Richard Cartwright said that it was a fact that many bee keepers fed their bees with brown sugar to produce greater results, and that was adulteration.

Mr. Moore said that he never fed his bees, and he thought that those who did were too greedy. He thought that as Canadian honey was now recognized as the best on the market care should be taken about adulteration. The output from this industry in the States was large, and he saw no reason why Canada should not also derive as much benefit from it. Previous to going into the bee business he kept 15 cows, but he sold them and had now about 100 colonies of bees, which paid him far better than did the cows, while the labor was less. He thought the Government should do everything to protect the industry, as it was still young.

Col. Joseph Redmond, Escott, Ont., a prominent farmer, was in favor of better trade relations with the United States if it could be effected, but he strongly favored preferential trade with Great Britain. If that were done ships coming from England would have full cargoes, which would have the effect of reducing the outward freight.

Sir Richard Cartwright: England does not give us the slightest advantage over any other foreign nation.

#### THE COAL OIL DUTY.

Mr. R. Alder, South Grenville, was in favor of a reduction on a number of articles

consumed by the farmers, chief among these the reduction of the duty on coal oil. He thought the average farmer would use about 40 gallons a year. He used American oil exclusively, because the Canadian oil was so inferior.

Mr. Fielding: How much does this cost you across the line. (Laughter.)

Mr. Alder said he never bought it that way, although it could be bought for about 8c. a gallon, while here it cost 20. Canadian oil, he believed, cost about 16c.

#### AGAINST COMBINES.

Dr. Williams, Cardinal, appeared on behalf of a number of farmers of that district. He thought that the present tariff was hurtful to the interests of the farming community. The farmers which he represented were in favor of free corn. He said that the present tariff was the means of building up combines, which were detrimental to the interests of the country. "Take the Magog Print Works, for instance," he said. "They regulated the prices of their prints to the wholesale merchants, and fixed a price that they could not go below in selling to the retailer. Some wholesale houses had tried to fight against these combines, but they had generally to surrender, as, for instance, John Macdonald & Co. and Brock & Co., Toronto, did to the Magog Print Works."

#### DUTY ON CHEESE CLOTHS.

A deputation from the Dairymen's Association waited upon the Commission. Mr. Murphy acted as spokesman. He asked that a number of duties be removed, and went on to say that the duty on cheese cloths of 25 per cent. was altogether too high. They used large quantities of it and as cheese was one of the most important export industries he thought it should be removed. He thought separators should be allowed to come in free. He was not in favor of the duty being taken off pork.

The president of the association said that the amount of butter exported for the last three years during the time of open navigation at Montreal was: In 1894, 34,000 packages; in 1895, 69,000 packages, and in 1896, 157,000 packages, which was nearly 100,000 packages more butter, and \$1,000,000 in value, more than in 1895.

#### CANADIAN COAL THE BEST.

From the official report on the efficiency of various coals used by United States war ships from 1893 to 1895 inclusive, prepared by the Bureau of Equipment, Washington, it appears that our Canadian bituminous coal, the product of the Canmore mines, Alberta, N.W.T., led all others in point of percentage of fixed carbon, 86.367, and also in the small quantity of ashes left after combustion. In the boiler tests of coal at New York and Navy Island navy yards the Canmore also led all competitors.

#### PRICE NOT EVERYTHING.

IT cannot be successfully disputed, remarks Merchants' Review, that the retail grocers are at times a little too much inclined to attach excessive importance to the matter of price. They are apt to overlook the importance of quality, service, and delivery, in the belief that the public will forgive any shortcoming of the retail merchant if his scale of prices is all right.

This theory may be sound as regards some lines of business, but it rests on a very unsubstantial foundation as far as groceries are concerned. Ask any leading grocer if he does not believe the question of quality to be of equal if not greater importance than any other that grocers must consider. Ask a frequenter of department stores who has been often frozen by the hauteur of sales-girls if the treatment of customers is not a question demanding earnest attention.

A smile, an enquiry evincing solicitude as to a customer's health, and a pleasant "good-day" at a customer's departure—these are all little things, too small to be considered by some grocers, but they form the principal buttress of the grocers' bulwark against department stores, when low prices prove a broken reed.

#### WHY GROCERS MARRY.

Grocers make good husbands, and that is doubtless why so few of them are unmarried. The girls snap 'em up so quickly. And they marry young, too, the grocers—at least they do hereabouts, and in most cases the matrimonial state agrees with the dealer and he finds it more profitable in every way than celibacy.

#### A NEAT TRICK.

A FASHIONABLY dressed Parisian entered a tobacconist's shop in the Rue St. Honore, says a Paris journal, in which several persons were being served. He selected a cigar, which he lighted, and stood for a few moments as if waiting for something. He then turned to the shop-girl and asked for his change out of the 5-franc piece he had given.

The girl denied that she had received any, at which he appeared very indignant and said that if she looked in her till she would doubtless find it, adding that it had a certain mark on it. The girl, to satisfy herself, looked and found a 5-franc piece marked as described, and, apologizing for her mistake, was about to give him the change, when two gendarmes, who happened to have observed his manoeuvres from the outside, entered and took him into custody.

He was taken to the commissary of police, where he was recognized as a skilful prac-

itioner of the description of thief called rendez-moi. His plan was to send someone into the shop some time before him to purchase a trifling article with a marked 5-franc piece, and then to enter himself and act as we have described, by which process he managed to get from 40 to 50 francs per day.

#### UP-TO-DATE ADVERTISING.

Oh, advertising is the thing  
For garnering the nickels!  
The man who makes the welkin ring  
Is the one who gets the shekels.  
The sandwich man is out of date  
As a walking business winner.  
To catch the eye we must, of late,  
Display a full course dinner.  
The facts about our goods and shop  
We've got to widely scatter  
If we would stay up at the top  
And next to reading matter.

—L. A. W. Bulletin.

#### HAPPY MR. MULHOLLAND.

Mr. H. M. Mulholland, of Husband Bros., wholesale fruit merchants, came down to business on Thursday morning wearing a smile more than usually expansive. For some years Mr. Mulholland has been married, but it was not until Thursday morning that he could call himself a father. And that was the reason that he wore an expansive smile. The "olive branch" is a girl, and Mr. Mulholland's friends are heaping congratulations upon him, all of which he modestly accepts.

#### "PLEASE REMIT."

A West Virginia grocer prints the following rhymed confession on the bottom margin of his billheads:

Of all sad words of tongue or pen,  
The saddest ever writ  
Are not about what might have been,  
But these two: "Please remit."

A couple of typographical errors have been discovered in the advertisement of H. P. Eckardt & Co. since it went to press. For instance, "Japan Small Screen, 12 1/2 c." should read "Japan Small Leaf, 12 1/2 c.," and Young Hyson, instead of being quoted at 11c. should be 10c.

Mr. R. Muat Corrie, representative in Toronto and in the west for Heinz pickles, has returned from a week's sojourn in Pittsburgh, where he was attending the annual convention of the firm's representatives. To THE CANADIAN GROCER Mr. Corrie stated that the firm employs no less than 2,000 girls in putting up pickles, and 300 travelers, covering the United States, Great Britain and Canada. For the first three months of the firm's business in Ontario and Quebec between nine and ten carloads of pickles were sold in these two provinces.

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**HALIFAX TRADE GOSSIP.**

**T**HERE is a good under-current of enquiry and a much firmer tone noticeable among exporters of fish this week. The disastrous policy still pursued by St. John's, Nfld., dealers of flooding a foreign market as soon as it quotes a paying price, will, for the balance of this season at least, be checkmated, for the simple reason that they have not now sufficient stocks left to do so if an opportunity should offer. Reliable reports to hand show that not two-thirds of the usual quantity is now held there, and with the advances in exchanges in the Brazils, and with a general clearing up of the over-stocked Oporto and Mediterranean ports and a late Lent, there is likely to be a brisk general demand and improved prices all round. Stocks here are not heavy, while Lunenburg merchants are not carrying near their usual quantity; in fact, the largest dealer there has not been buying at all for some time. Quite a few fish are yet to be dried in the spring. They will show up badly and dealers will not be eager to buy them. Salt herrings are now all marketed. Two cargoes of frozen herrings are en route from Newfoundland and will likely bring good figures. The quantity of fresh mackerel arriving in New York and Boston still affects our local catch and prices show no improvement. There is a probability of the duty being increased to \$3 per barrel.

There is little or no demand for P. E. I. mess pork, which is quoted at \$12.50 (an outside figure). Boston plate beef is quoted at \$12.50 and Canadian at \$11.

Flour dealers still look for stiffer prices. An indication of the firmness of the market is found in the action of the bakers raising the price of bread. Ogilvie's Hungarian patents and Five Roses are quoted at \$5.75; Goldie's People's at \$5; 75 per cent. patents at \$4.80; 8 per cent. do. at \$4.75; straight grades at \$4.50.

The market is well supplied this week

with Valencia, Denia, Jamaica, and California navel oranges. The steamers Labrador and Mongolian brought consignments of the two former and the Alpha, which arrived on Monday, brought the Jamaicas. Valencias are quoted at \$3.50 to \$4; Denias at \$4.50 to \$5; Jamaicas at \$7.50 to \$8; and California navels at \$4.50. Lemons, 300 count, extra fancy, are worth \$3.50 to \$4. Apples range in price from \$1 to \$2 per bbl. Good selected cranberries are worth \$6 per bbl.; Aylesford stocks bring from \$4 to \$5.

Onions are firm at 1½c.

The butter trade is principally running on Canadian dairy rolls, which are bringing 15 to 16c. Fresh-made from local creameries in tubs is selling at 21c. September make is worth 20c.

There is little or nothing doing in cheese. The quotation is about 11c. cash for September and October.

Thirteen cars of Ontario beef, consigned to J. A. Leaman & Co., have just arrived. This firm are heavy importers of Ontario beef, pork, mutton and poultry. A carload was expected last week to be distributed among local dealers, but it failed to arrive. Another carload for the same purpose is expected this week. Native stocks, sinking offal, are quoted at \$7 to \$7.30 for extra good. Mutton is worth 5c. and lamb 6c. Fresh pork is not in demand and the stocks on hand are more than enough to meet all demands. The quotation is 4 and 5c. per pound.

Poultry is very scarce. No Ontario stocks have arrived since Thanksgiving to speak of. The market is almost bare of a good article, and native turkeys are jobbing at 12½c. for good and 12c. for average. It is impossible to get anything like a decent looking goose under 75c., and chickens and fowls readily sell at 50 to 60c. per pair.

Rabbits are the only game offering. They sell at 8c. per pair.

Eggs are somewhat quiet this week.

Prince Edward Island stocks sell at 15c., and fresh native at 17c.

The sugar market is slow, owing no doubt to the fact that most people are taking stock at this season. Prices of refined sugars are unchanged at 3½c. for granulated, 3¼c. for "Extra Circle C," and 3¼c. for "Circle C." The market is firm in raws, beet sugar being held strong at 9s. 3d. for January, and 9s. 4½d. for February.

Hugh W. Ross, grocer, who was fined for selling adulterated pepper, says he bought the goods in good faith and had no idea he was selling an adulterated article.

A. M. Hodge, who recently sold out the Kandy Kitchen, is offering to compromise with his creditors at 25c. on the dollar.

**CAPE COD CRANBERRIES.**

Dealers report that the early estimates of a short crop of cranberries made by many of the Cape Cod growers, with predictions of scarcity and high prices for the holiday markets, have turned out very different in each respect. Receipts from Cape Cod so far this season foot up about 65,000 barrels; for the same period in 1895, about 50,000 barrels.—Grocery World.

**DECLINE IN SUGAR.**

N. Y. Journal of Commerce of Wednesday says: "The price of soft grades of refined sugar were reduced to-day ½c. on Nos. 1 to 8, 1-16c. on Nos. 9 to 13 and ½c. on No. 16, bringing them practically to the basis which prevailed at the close of the year. The slight decline the day before had failed to provoke demand, and it was possible that the further reduction was for the purpose of bringing out increased interest from the grocermen, yet at the same time with the present supplies of raw held by the refiners it was perhaps more a matter of indifference whether trading came up at once in their productions than a hope for effect upon importers' views over raw."

**WE ARE READY FOR YOU...**

See what a selection you can make in such a well assorted stock of Tea--bought at the right time--

**2350 packages Japan**, of all grades from the best packers in Japan.

**150 packages Young Hyson, Moyune and Pingsueys.**

**1868 packages Gunpowders**, common, medium and good; Pea Leaf, Pin Head and Moyune.

**1550 packages Black Tea** of different grades.

Send in your orders; we will make prices right.  
We will give you value that will return you more than GOLD.

**L. CHAPUT, FILS & CIE.**

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**MONTREAL.**

**IF YOU DON'T COME  
TO SEE US, ASK  
FOR SAMPLE.**

**TORONTO GROCERS' ASSOCIATION.**

**M**R. J. S. BOND, the new president of the Toronto Retail Grocers' Association, was installed in office at the regular meeting of the association, held on Monday night.

His inaugural speech was brief and to the point. After thanking the members for the honor they had conferred upon him, he dealt with the complaint that is sometimes made to the effect that no benefit was to be derived from membership in the association. He combatted this idea, declaring that it was impossible for the members to meet month after month and discuss trade subjects without deriving at least some benefit. He also referred to the question of annual membership fees, and suggested (1) that they be made to uniformly begin from the first of the year, and (2) that the said fees be collected quarterly instead of annually. Referring to the trade outlook, he said that his reading of the signs of the times was to the effect that we were on the eve of better business conditions.

Mr. W. H. Marmion, the new vice-president, also spoke briefly.

A lengthy discussion took place in regard to the advisability of holding an At Home. It was finally decided to hold a smoking concert on February 8, and a committee was appointed to make the necessary arrangements.

A deputation from the Single Tax Society was received, and Mr. Douglas, a spokesman, stated that the object of appearing before the association was to secure the cooperation of its members in memorializing the Ontario Government to amend the law in regard to taxation.

**WOMEN IN THE GROCERY STORE.**

**A** WRITER, signing herself "Mrs. A. L. G.," has the following in a recent number of *Grocery World*:

"I believe that in a few years there will be but few men in the retail grocery business, and a good many of those few will be kept for the purpose of handling boxes, heavy barrels, etc. I have had some experience in studying the matter of women's employment, and I see that more young women are being employed in grocery stores every day. I believe this is because it is coming to be recognized that women are peculiarly adapted to sell food products. They are better judges of foods to begin with, they are cleaner in the second place, and altogether better adapted for keeping a grocery store or any other store where food is kept than a man.

"In my city there are by actual count twenty-six retail grocery stores. I have

been at some pains to investigate their attitude towards this matter, and what I find bears directly upon the subject. Ten years ago not a single one of these stores had a female clerk. A number of the proprietors of these stores told me only a few weeks ago that ten years ago they would no more have thought of employing a woman in any capacity, whether as a clerk, bookkeeper or stenographer, than they would have thought of giving goods away free of cost. It is a singular fact that fifteen of these grocery stores now have female clerks behind the counter, and the remaining eleven employ young women either as demonstrators, book-keepers or typewriters. All of those who told me of their antipathy to women in the store ten years ago, are among those who now have lady clerks. It can be seen from this that the movement is certainly growing, and that women are coming more and more to be recognized as being entitled to a place in a store which sells food. Who would think of having men clerks in a confectionery store? and yet it seems to me almost as justifiable to have them there as in the grocery stores. Eatables are kept in both places.

"It is but a step from the clerkship to the proprietorship of the store, and the ambitious young woman will soon feel that she has a right to open a store of her own, and I believe that when she does so her store will be conducted quite as well as any store now conducted by a man. Wherever women have once secured a foothold, they have speedily shown that they are better than men in the same positions. It is this which justifies my belief that after the first grocery store is started by a woman, others will speedily follow, and the end will be that the male grocers will have to take up some other line. This may not be palatable to your readers, who must remember, however, that I have been simply giving my personal opinions, based upon considerable investigation, as well as a strong belief that women are destined to take a prominent place in the retail stores of the country."

**CANADIAN LUMBER IN ENGLAND.**

It is not generally known that Canada has a very large market now in England for pine boards, as well as deals and square timber. It is only within a few years that the English lumber buyers would take millions of feet of boards and plank. Such is now the case, and at Ottawa to-day there are millions of feet of lumber piled out to dry, sold during the last sawing season to English buyers and merchants for shipment abroad. This, to a certain extent, makes Canada independent of the United States in its sales of pine.—Northeastern Lumberman.

**NOTHING IS WASTED.**

**T**HE paunches of the cattle are cleaned and made into tripe. The long ends of the tails of cattle are sold to mattress makers.

The undigested food in the cattle stomachs is pressed and used for fuel.

The intestines are used for sausage casings, the bladders are used to pack putty in.

All of the scrap from rendering operations is carefully preserved and dried and sold as fertilizers.

The stomachs of hogs instead of being sent to the rendering tanks are now being used for the manufacture of pepsin.

Pigs' feet, cattle feet, hide clippings and the pith of horns as well as some of the bones go to the manufacture of glue.

The choicer parts of the fat from the cattle are utilized for the manufacture of oleo oil, which is a constituent of butterine, and for stearine.

Large quantities of the best of the leaf lard are also used for the manufacture of what is known as "neutral," also a constituent of butterine.

Bones are dried and either ground into bone meal or used for the manufacture of bone charcoal, which is afterward utilized for refining sugar and in some other refining processes.

All of the blood is carefully preserved. Some is coagulated by cooking with steam, then pressed and dried and sold to fertilizer manufacturers. Buttons are made of blood, and it is also used in sugar refining.

The horns and hoofs are carefully preserved and sold to the manufacturers of combs, buttons, etc. Many of the large white hoofs go to China where they are made into jewelry. The horns are used for a multitude of purposes. They can be made supple and split into thin plates and pressed under the most diverse forms in heated moulds and receive various colors. They form close imitations of the highest priced tortoise shells.—National Provisioner.

**A WISE MERCHANT.**

C. S. White, general merchant, Lennoxville, Ont., has sold his dry goods business to E. W. Abbott & Son, and his groceries and hardware to C. F. Wiggett. Mr. Wiggett has also leased Mr. White's store and will carry on business in the old stand. He should do very well as he has been known to the trade in Lennoxville—and very favorably too—for the past 12 years. We like the ring of his announcement when he says: "my aim will be to keep nothing but the very best, and to sell the same on a small margin on cost." This is where very many merchants fail. They try to work off the cheapest goods and sell at cost.



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**N**OTHING is wasted. The outside actual charcoal tables appear some of the figures for very little loss. Tea with prices than they advance in staple line same as they are fairly good.

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# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

### GROCERIES.

NOTHING strikingly new has developed upon the local grocery market during the past week. Orders are of a hand-to-mouth character, but taking it all round a fairly good trade is being done for this time of the year. Sugars are in a little better position in sympathy with the outside market, but there has been no actual change in values. Canned vegetables appear to be still gathering strength, some of the packers having advanced their figures for tomatoes. There is, however, very little business being done by the packers. Teas are still in fairly good request with prices firm. Coffees are a little easier than they were. Currants show a further advance in the primary market. In other staple lines the conditions are much the same as they were a week ago. Payments are fairly good.

### CANNED GOODS.

Some of the packers have advanced their views in regard to the price of tomatoes; those who were willing to accept 55c. a short time ago are now demanding 65c., while 70c. is commonly asked. The feeling is also getting a little stronger in regard to corn, people counting on higher prices as a result of the increased consumption. Lobster is scarce and dearer. A fair demand is being experienced for canned salmon of the cheaper grades. The demand for canned goods generally has

improved since the beginning of the year. We quote standard brands as follows: Tomatoes, 70 to 75c.; corn, 50 to 75c.; peas, 60 to 75c. for ordinary; sifted select, 80 to 95c.; extra sifted, \$1.15 to \$1.30; beans, 65 to 95c.; peaches, \$2.50 to \$3 for 3's, \$1.65 to \$2 for 2's; raspberries, \$1.50 to \$1.80; strawberries, \$1.65 to \$1.95, according to brand and quality; blackberries, \$1.70 to \$1.90; cherries, \$2 to \$2.25; apples, 3's, 70 to 95c.; gallons, \$1.65 to \$2.25; salmon, "Horseshoe," \$1.37½ to \$1.40; "Maple Leaf," \$1.37½ to \$1.40; Lowe Inlet, \$1.30 to \$1.35, in tall tins; cohoes, \$1.10 to \$1.25; canned mackerel, \$1.20 to \$1.30; lobsters, \$2.20 to \$2.40 for tall tins; flats, \$2.85 to \$2.90; Canadian canned beef, 1's, \$1.20 to \$1.35; 2's, \$2.30 to \$2.50; 6's, \$7.75 to \$8.25; 14's, \$15 to \$16.

### COFFEES.

The market is a little easier, particularly in the higher grades of Rio coffee. We quote green in bags: Rio, 14 to 16c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 18 to 20c.; Jamaica, 19 to 22c.

### SYRUPS.

There is still only a small business doing in this line. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

### MOLASSES.

Dull and unchanged. We quote: New

Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

### SUGAR.

The 1-16c. advance of last week in the price of a couple of grades of yellow sugar in New York was lost on Monday, but, nevertheless, the sugar market, both in New York and London, possesses a firmer feeling. In London, on Monday, beet advanced ¼d. Locally, the market is steady and unchanged. Business is light; but so are the stocks, and an improved demand shortly is consequently looked for. Wholesalers' quotations for granulated are unchanged at 4 to 4.10c., and yellows range from 3.30 to 3.75c. per lb.

### SPICES.

These continue quiet and featureless. We quote: Pure black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do. best, 28 to 30c. per lb.; allspice, 14 to 18c.; cassia, 12 to 15c. for China and 18 to 20c. for Batavia.

### NUTS.

There is nothing new in nuts to note. We quote: Brazil nuts, 11 to 12½c.; Valencia shelled almonds, 18 to 22c.; Tarragona almonds, 9½ to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12½c.; Marbot walnuts, 9½ to 11c.; Bor-

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Washboards are A1.

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Best 25c. Washboard

WALTER WOODS & CO.

HAMILTON

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

The MacLean Publishing Co.

26 Front St. West, Toronto.

## INCREASE . . .

### 117 PER CENT.

OVER LAST YEAR.

## "SALADA"

CEYLON TEA

has had the above phenomenal increase during 1896. We propose that it will increase **200** per cent. during **1897.**

**DO YOU** want to sail with us?  
If so, drop us a line at

25 Front St. East - - TORONTO  
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Recommend  
**SURPRISE SOAP**

to  
your customers  
for  
washing clothes  
**IT IS THE BEST**

Best For Wash Day



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

**ST. STEPHEN, N.B.**

BRANCHES—

MONTREAL: Board of Trade Building.  
TORONTO: Wright & Copp, 51 Colborne St.  
WINNIPEG: E. W. Ashley.  
VICTORIA: La Patourel & Co.

deaux walnuts, 8 to 9c.; Sicily filberts, 10c. for sacks and 10½ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12½c.; hickory nuts, \$1.50 to \$2 per bushel; Canadian walnuts, \$1 per bushel.

RICE, TAPIOCA, ETC.

Business is quiet in these lines. We quote: Rice, Standard "B," 3½ to 3¾c.; imported Japan, 5¼ to 5¾c.; tapioca, 3¼ to 4¼c.; sago, 3½c.

TEAS.

A good business is being done in Indian and Ceylon teas, of low grade chiefly. There has been a revival of buying in China teas, both blacks and greens. A few transactions have taken place in Japan teas on direct orders for shipment when the season opens, but generally speaking trade in Japan teas is quiet, although now that the wholesalers are through taking stock they are buying a little more freely than they were. Autumnal flavored Indian teas are firm, with the demand keen and prices ½d. dearer. Owing to the stringency of money in India, and the consequent exceedingly high rate of exchange, the exportation of teas from that country has been rendered difficult for the time being. There is still a scarcity of first Young Hysons on the local market. Ruling prices on the Toronto market to retailers are: Young Hyson, 21 to 18c. for low grades, 24 to 27c. for me-

diums, 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.

FOREIGN DRIED FRUITS.

A cable from Patras shows a further advance in the price of currants and reports that the tendency of values is still upwards. We quote: Provincials, 4½ to 4¾c. in bbls.; fine Filiatras, in bbls., 4¼ to 4½c.; do., half-bbls., 4¼ to 4½c.; Patras, 5 to 5½c. in bbls., 5 to 5½c. in half-bbls., and 5 to 5½c. in cases; Vostizzas, cases, 7 to 8½c.

Valencia raisins have not yet recovered from the usual after-holiday quietude. We quote: Off-stalk, 5 to 5¼c.; fine off-stalk, 5¾ to 6c.; selected, 6¼ to 7c.; layers, 7¼ to 7½c.

Malaga raisins are quiet. Some shipments of loose muscatel raisins have been made to Montreal from Malaga, in 50-lb. boxes of California style. This is a new departure for Malaga fruit. We quote as follows: Blue baskets, \$2.25 to \$3.50; Dehesa clusters, \$3.50 to \$4; Non Plus Ultra, \$6; Imperial bunches, \$5.75 to \$6; Imperial Russian clusters, \$5 to \$5.50.

California loose muscatel raisins are quiet and unchanged. We quote: 3-crown, 7½c.; 4-crown, 8 to 8½c.

Figs are still quiet. Wholesale quotations are: 10 oz., 7½c.; 10 lb., 9 to 12c.; 18 lb., 11 to 13c.; 28 lb., 13 to 16c.; taps, 3¾ to 4½c.; natural, 4½c. in bags, and 7c. in boxes.

Further shipments of dates have arrived during the past week or ten days, but the demand is light. We quote 7 to 7½c. for Hallowee and 6½ to 6¾c. for cheaper grades.

California evaporated fruits are beginning to experience a little better demand, but the large quantities of domestic dried and evaporated fruits there are on the market is materially interfering with the sale of the foreign article. We quote; Peaches, 6 to 10½c. per lb., according to quality; apricots, 6½ to 15c.; pears, 5½ to 8½c.; egg plums, 5½ to 11c.; silver prunes, 5½ to 13½c. There is some of last season's fruit on the market.

Prunes are neglected. We quote: Bosnias, U's (110 to 113 half kilo), 6 to 6½c.; C's (85 to 90 half kilo), 7 to 7½c. per lb. California,, 90 to 100's, 6½c. per lb.; 30 to 40's, 11½c.

GREEN FRUIT.

There is not much doing this week in any kind of green fruit. The demand for Almeria

BUTTER

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**BUTTER, EGGS & POULTRY**

*Quick Sales and Prompt Returns*

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

Every up-to-date Grocer  
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**COWAN'S**

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

Send your orders to

**THE COWAN CO., Ltd.**  
470 King St. East, Toronto

Canadian Manufacturers & Importers . . .

**WINNIPEG**

Is the trade centre of Northwestern Canada. Look up trade here. Write me with samples and prices.

**E. NICHOLSON**

Successor to W. F. Henderson & Co.  
Wholesale Commission Merchants  
ESTABLISHED 1882

JOBGING TRADE ONLY SUPPLIED.

**J. F. ROGERS**

16, 18 and 20 FRANCIS STREET TORONTO

**PORK PACKER, Etc., Etc.**

Importer and dealer in best brands of

**English Sheeps' Casings**

AND

**American Hogs' Casings**

MANUFACTURER OF

**BOLOGNAS, ETC., ETC.**

Kettle-rendered Lard of best quality.

..Preservatives and Seasonings..a specialty..

Direct Importers

ORANGES  
LEMONS  
DATES  
FIGS  
NUTS

**FRUIT**

You should GET OUR PRICES  
before placing your orders.

**Clemes Bros., Toronto**

grapes is about over for the season and stocks are pretty well reduced. Onions have advanced 25c. per bag on account of a demand that is being experienced for the United States. We quote: Oranges—Jamaicas, \$3.50 to \$3.75 per box; ditto, barrels, \$7; Valencias, ordinary, 420's, \$3.75 to \$4.25 per case; large, 420's, \$5.25 to \$5.50; 714's, \$4. to \$4.50 per case; Mexicans, \$3.25 to \$3.75 per box; Floridas, \$4.50 per box; California navels, \$3.75 to \$4. Lemons—Messinas and Palermos, \$2.25 to \$3 per box for choice to fancy; cocoanuts, \$3.75 a sack and 60c. per doz.; apples, \$1 to \$1.25 per bbl. for red fruit or greenings, and 75c. for ordinary; onions, \$1 per 80 lb. bag for Danvers and \$1 per crate for Spanish; cranberries, \$7 per bbl. for Jerseys; \$5 to \$5.50 for Canadians and Nova Scotians; cases, \$2 to \$2.50; bananas, \$1.50; Almeria grapes, \$5 to \$7.

**BUTTER AND CHEESE.**

**BUTTER**—Deliveries have been higher during the past week, but still plenty of butter has been coming forward. The demand is moderate only. Prices are much as before. We quote: Dairy butter—Tubs, 12 to 13c. for good to choice; low-grade to medium, 8 to 10c.; pails and crocks, 12 to 13c.; large rolls, 11 to 13c.; pound prints, 13 to 14c. Creamery—Tubs, 18 to 19c.; 1-lb., blocks, 19 to 20c., according to make.

**CHEESE**—The market is stronger, and on Tuesday the English market was cabled 1s. dearer. We quote late makes at 10½ to 12c., and early at 10c.

**COUNTRY PRODUCE.**

**BEANS**—Quiet and unchanged. We quote 50 to 60c. for ordinary and 70 to 75c. per bushel for hand-picked.

**DRIED APPLES**—Dried apples are dull and weak, prices being ¼c. lower in New York. For the choice stock buyers' ideas are still 2½c. f.o.b. Jobbers quote 2 to 2¾c. per lb. for good to prime stock.

**EVAPORATED APPLES**—The export demand has improved, and exporters both in Canada and the United States have advanced their views ¼c. per lb. Jobbers quote 4 to 4½c. for small lots.

**EGGS**—The market is a little easier, some pickled eggs that were destined for the English market having been stopped here on account of the weaker turn that markets over there had taken. A good many salted eggs are also coming forward. We quote: Limes, 13½ to 14c.; fresh gathered, 17 to 18c.; new-laid, 20 to 21c.

**MAPLE SYRUP**—There is a little still going out at 70 to 80c. per gallon.

**Bright & Johnston**

Wholesale Fruit Importers and Commission Merchants.

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

**MORROW & EWING**

General Commission Merchants

13 St. John St., MONTREAL

We beg to notify the Wholesale Grocery Trade that we have to offer best values in

**Rio, Santos, Maracaibo and Mocha Coffees**

also have on hand full lines of

**Japan, Congou, Indian, Ceylon and Gunpowder Teas**

Samples and particulars on application.  
Wholesale supplied only.

**"SHIPPERS ATTENTION"**

Our specialty is BUTTER, EGGS, FOWL for the next three months, and our facilities for its disposal are unexcelled. FOWL—Always dry pick, and NEVER DRAW. Anything you may have to sell in our line we will be pleased to handle on consignment, when your interests will be guarded.

Reference—Bradstreet's.

Established 1892.

**Rutherford, Marshall & Co.**

General Produce and Commission Merchants

62 FRONT ST. EAST

TORONTO.

JAPAN MOUNT ROYAL JAVA  
**RICE**  
MILLS BRAND  
PATNA BURMAH  
D. W. Ross Co., Agents.



ASK FOR  
**MOTT'S**

**G.F. & J.GALT** PACKERS OF THE **BLUE RIBBON TEAS**  
42 SCOTT ST. TORONTO. CELEBRATED

# ORIENT MILLS

*Given to Mr Watson  
May 81*



NO. 2 BAY STREET, TORONTO, CANADA.

The most modern and best equipped Coffee and Spice Mills in Canada. We are branching out this year in many new lines in COFFEES, SPICES, BAKING POWDERS, EXTRACTS, HERBS, ETC and our constant effort will be to give the trade of Canada the best value in our special line of business. If you desire any special lines, write for samples and prices.

A post card will bring a reply—**Try it.**

**THE TORONTO COFFEE & SPICE**  
H. H. SUYDAM. PRES. J. D. [unclear] VICE PRES.

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TRADE MARK

Merchants  
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Canada

We're in BUSINESS  
to do BUSINESS  
With BUSINESS men  
on BUSINESS principles  
and  
we want **YOUR** business



TRADE MARK

Our "Orient" brands of Coffees,  
Spices, Baking Powder, Ex-  
tracts, etc., will be the best  
that money and experience  
can produce.

Send for our Price List

**SPECIAL NOTE.**—We have associated with us  
this year **Mr. J. D. Roberts** (late of the Pure Gold  
Mfg. Co.), who will have charge of the sale of our  
goods. Mr. Roberts hopes shortly to make a  
personal call upon the trade.

**COFFEE & SPICE CO. LTD.**  
J. D. ROBERTS, VICE-PRES.      J. A. WATSON, SEC.

YOU CAN'T AFFORD TO BE WITHOUT THEM. NOW IS THE TIME TO ORDER

# M<sup>c</sup>LAUCHLAN'S SODAS

**ALWAYS FRESH AND CRISP.**

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

**POTATOES**—The market is dull. Farmers' deliveries are light, but several carload lots have been coming forward during the week, and they are worth from 25 to 30c. per bag on track; out of store 35 to 40c. is quoted.

**POULTRY**—The market has been pretty well cleaned up and a better feeling now prevails. The demand is good. We quote: Chickens, 30 to 40c. per pair; turkeys, 6 to 7c.; geese, 6 to 6½c.; ducks, 60 to 70c.

**HONEY**—Dull and unchanged. We quote: Strained, 7c. in 60-lb. tins, and 8c. in 5 and 10-lb. tins; comb, \$1.50 to \$1.75 per dozen.

#### GRAIN, FLOUR, BREAKFAST FOODS.

**GRAIN**—Receipts of grain are fair and prices steady. We quote: Wheat, 86 to 87c. for white and 85 to 86c. for red, and 67 to 68c. for goose; oats, 22 to 23½c.; peas, 44 to 45c.

**FLOUR**—There is not much doing and prices are much about as before. We quote in carloads on track, Toronto: Manitoba patents, \$5.30; Manitoba strong bakers', \$4.90; Ontario patents, \$4.75 to \$5.25; straight roller, \$4.30, Toronto freights.

**BREAKFAST FOODS**—There is not much doing and prices show a further decline in oatmeal. We quote: Standard oatmeal and rolled oats, \$3.20 in bags and \$3.30 in bbls.; rolled wheat, \$2.70 in 100-lb. bbls.; cornmeal, \$2.40 to \$2.50; split peas, \$3 to \$3.25; pot barley, \$3 to \$3.25.

#### FISH AND OYSTERS.

The fish trade is still dull and prices unchanged. We quote: White fish 7½c.; trout, 7c.; pickerel, 6c. per lb.; haddies, 6c. per lb.; Labrador herring, \$4.50 to \$5 per bbl. and \$2.25 to \$2.50 per half-bbl.; boneless cod, 3½c. per lb.; pure cod, 6½ to 6¾c. per lb.; ciscoes, \$1.10 per 100; haddock, 5c. per lb.; steak cod, 6c. per lb.; frozen herring, 4c.; frozen white fish and trout, 7c.; sea herring, \$1 to \$1.25 per 100; smelts, 7 to 10c. Oysters are

quoted at \$1.25 to \$1.35 for standards, and \$1.65 for New York counts.

#### PROVISIONS AND DRESSED HOGS.

Provisions are quiet and unchanged. Offerings of dressed hogs are unusually liberal and prices are easier in consequence. In carload lots, Toronto, \$4.50 is being paid for heavy weights and \$5 for light weights.

**DRY SALTED MEATS**—Long clear bacon, 5½c. for carload lots, and 5¾ to 6c. for small lots; backs, 7 to 7½c.

**SMOKED MEATS**—Breakfast bacon, 10c.; rolls, 7c.; hams, large, 22 lbs. and over, 9½ to 10c.; medium, 15 to 20 lbs., 10½c.; small hams, 11c.; backs, 9½ to 10c.; shoulder hams, 7c.; all meats out of pickle, 1c. less than above.

**LARD**—Pure Canadian, tierces, 7c.; tubs, 7¼c.; pails, 7½c.

**BARREL PORK**—Canadian heavy mess, \$12 to \$12.50; Canadian short-cut, \$12.50 to \$13; clear shoulder mess, \$10 to \$10.50.

#### SALT.

There is still a fair trade doing. We quote at Toronto: In carload lots, \$1 per bbl. and 60c. per sack; in less than carload lots, \$1.05 per bbl. 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.

#### PETROLEUM.

Business continues brisk. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19c.; Pratt's astral, 19c. in bulk.

#### HIDES, SKINS AND WOOL.

**HIDES**—Are unchanged, with cured quoted at 7½c. Dealers pay 6½c. for No. 1, 5½c. for No. 2, and 4½c. for No. 3.

**CALFSKINS**—Market is dull at 6 to 7c. for No. 1 and 5c. for No. 2. Sheep and lamb-skins, 85 to 90c.

**WOOL**—The market is steady. Dealers are paying 21 to 22c. for combing fleece,

17c. for rejections. Pulled supers are 20 to 21c. and extras at 22 to 23c.

#### MARKET NOTES.

Beets advanced ¼d. in London on Monday.

Autumnal flavored Indian teas are ½d. per lb. dearer in London.

The cable announces a further advance in the price of currants at Patras.

The export demand for evaporated apples has improved, and prices, both here and in New York, have advanced ¼c. per lb.

Canned lobsters are scarce and dearer.

A second and final dividend of 11c. on the dollar has been paid by the estate of the late Toronto Biscuit and Confectionery Co., making the total amount received by the creditors 26c. on the dollar.

N. Munro & Co., grocers, 201 Wellesley street, Toronto, have assigned to Assignee George Clay. The store is one of the largest in the north end of the city, and carries a heavy stock. The liabilities are placed at \$11,500 and the assets will probably amount to \$8,000 or \$9,000.

#### QUEBEC MARKETS.

MONTREAL, JAN. 14, 1897.

#### GROCERIES.

**T**HOUGH the week has exhibited no pronounced change there has been some appreciation in the volume of business, a gratifying indication being the expansion in the orders, though individually they are as yet mainly confined to actual wants. Few features of any moment have transpired. Sugar rules firm outside, but the local market does not respond and cutting on yellows is still reported. Syrups are quiet, and the strength in molasses is, if anything, more marked, jobbers paying an advance this week to replenish stocks. Rice rules steady, and the same can be said of spices, coffee, tea and dried fruits. Some

**WE ARE  
PAYING  
CASH  
FOR**

**DRIED  
APPLES**

  
**W. B. BAYLEY & CO.**  
EXPORT BROKERS

46 FRONT ST. E. **Toronto**

# We Offer

|                                  |          |
|----------------------------------|----------|
| A Good Wholesome Oolong          | at 8c.   |
| Japan Tea in 40-lb. bxs.         | at 13c.  |
| Japan Tea in Hf.-chests          | at 12½c. |
| Japan Tea in Hf.-chests          | at 15c.  |
| Gunpowder in cads                | at 10c.  |
| Congou in Hf.-chests             | at 10c.  |
| Y. Hyson in Hf.-chts., fine draw | at 12c.  |
| Darjeeling, fine                 | at 18c.  |
| Evaporated Peaches in bags       | at 5½c.  |
| “ Apricots in bags               | at 5½c.  |
| Silver Prunes in bags            | at 5½c.  |
| Eleme Figs, 5 rows               | at 8c.   |
| Malaga Figs in taps              | at 3½c.  |
| Loose Muscatels, Malaga Fruit    | at 7½c.  |

THE **EBY, BLAIN COMPANY** LTD.

WHOLESALE IMPORTING AND MANUFACTURING GROCERS

**TORONTO - CANADA**

lines of canned goods are working firmer, while fish, produce, etc., are much as they were.

## SUGAR.

The chief feature in sugar is the continued strength in raw sugar. Private cables to-day from London quoted beet 9s. 4½d. for both January and February. The New York market for both raw and refined is also without question strong. Granulated was quoted at 4.10c. net in New York. The local market, however, while firm in tone, in sympathy with the above, exhibits no change in value, and sales of round lots of granulated are noted at 3¾c. at the refineries and yellows at 3⅞c., and it is claimed that Halifax refiners have offered a cut on this figure. Demand in a jobbing way is still confined to small orders, but their volume is increasing. We quote: Granulated, 4 to 4⅞c., and yellows 3¼ to 3¾c., as to grade.

## SYRUPS.

Business continues quiet in syrups, though there is a fair demand in a small way. Prices rule steady all the way from 1¼c. to 3c., according to grade, or 22 to 35c.

## MOLASSES.

There has been a steady enquiry for molasses in a jobbing way, and wholesalers who tried to replace stock this week had to pay 29 to 29½c. for fair-sized lots of Barbadoes. This is ½c. higher than what it was offered for last week. In a jobbing way prices are held strong at 30 to 31c. as to quantity and quality.

## RICE.

With continued strong advices from abroad the firm feeling in rice is maintained, though there is no quotable change in prices to report. We quote: Crystal Japan, \$5 to \$5.25; standard B., \$3.70; Patna, \$4.75 to \$5.25; Carolina, \$6.75 to \$7.75, and Java, \$4 to \$4.25.

## SPICES.

There has been a fair enquiry for both white and black pepper and nutmegs, encouraged by the firm feeling abroad. The best offer now on Singapore pepper is 5c. cost and freight Montreal, and black 3c. In a jobbing way we quote: Pure black pepper, 10c.; pure white, 15c.; pure Jamaica ginger, 20c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do., best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 60 to 90c.

## COFFEE.

There is nothing new to report in coffee, except that the scarcity of Maracaibo stock has not been relieved. We quote: Rio, 15½ to 17c.; Santos, 16½ to 17c.; Maracaibo, 18 to 20½c.; Java, 24 to 26c., and Mocha, 24 to 26c.

## TEAS.

The tea market has been quiet in a wholesale way, while the tone of the market

is firm. Demand has picked up in a distributing way this week, and, though the orders are for small lots, jobbers consider the enquiry an encouraging sign. A scarcity of low-priced Japans is still the leading feature of the situation, and advices from

London state that good marks of Ceylons and Indias are extremely difficult to obtain. We quote: Young Hysons, 13 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 12 to 18c. for mediums, and 25 to 55c. for

## Leonard Bros.

Wholesale Fish Merchants

ST. JOHN, N.B., MONTREAL AND TORONTO

Ask your wholesale grocer for

Leonard's 1-lb. Cod, in blocks and 5 and 20 lb. boxes, and 1-lb. "Gem of the Sea," in 21-lb. boxes  
(GUARANTEED)

We are also putting up . . .

New Haddies, Kippers and Yarmouth Bloaters.

## ONLY THE BEST

Fish are packed in the cans of the

Golden Brand Haddies

They will give satisfaction both to the dealer and consumer. Every can warranted.

NORTHRUP &amp; CO.

Packers' Agents.

St. John, N.B.

## ENAMELLED MEASURES

In ½ pt., 1 pt., 1 qt., 2 qt. and 1 gal. sizes.

GOVERNMENT STAMPED



Superior

to Measures made of Tin, Wood or Copper. Easily cleaned and will not Rust or Corrode . . .

The McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER

## MARSHALL'S

Saratoga Potato

CHIPS.

Grocers sell them.

Manufactured by . . .

JOHN E. MARSHALL

118 Commercial St., Boston.

D. H. RENNOLDSON, Agent in Montreal.



The World's Best

Dominion to the other. All wholesalers.

must be good, safe, and profitable enough for every Grocer to handle. **COTTAMS BIRD SEED** occupies this unique position. Embodying the most recent and valuable discoveries for birds, covered by 6 patents, we guarantee 1-lb. packet of C. B. S. better value than 2½ packets of any other brand selling at the same price. This is why C. B. S. is so popular from one end of the

Ready for the table  
No Soaking. No B

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All orders will

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**TRADE MARK**  
**BEARDSLEY'S SHREDDED CODFISH**

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

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

**VINEGARS**

Made under Government Supervision. Absolutely pure.

**BADGEROW  
SCOTT & CO.**

79 and 81  
JARVIS ST.  
... TORONTO.

**APPLES**

**FOR EXPORT.**

We are in position to handle all your apples in Great Britain, and as we have engaged considerable space to Liverpool, we can save you money in freight rates.

**DAWSON & CO.**

**32 WEST MARKET STREET**

Correspondence  
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.

**A Luxury**

that your customers will appreciate at this season of the year is a plump, juicy ham or a side of delicious Breakfast Bacon. We can supply you with both, and at prices that give you a good profit and still give the luxury to your customers at reasonable price.

The "Star Brand" Hams and Bacon cannot be excelled.

**F. W. Fearman**  
HAMILTON

high grades; Japans, 15 to 21c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for higher grades.

DRIED FRUIT.

There is no feature in Valencia raisins outside of a few sorting orders. We quote: Ordinary off-stalk, 5¼ to 5½c.; fine, 5¾ to 6c.; selected, 6¼ to 6½c., and layers, 6¾ to 7c.

Arrivals of California raisins have been moderate all along, and values are firm; 2-crown, 6½c.; 3-crown, 7 to 7½c., and 4-crown, 8 to 8½c.

Loose Malaga muscatel raisins have turned out well at 7 to 7½c. for medium and 8 to 8½c. for high grades.

Sultana raisins continue quiet and steady at 7 to 12c. as to quality.

There is no change in currants, but prices are firmly held on strong advices from abroad. We quote: Provincials, bbls., 4c.; half-bbls., 4¼c.; cases, 4¾c.; half-cases, 4½c.; Filiatras, ditto; Patras, 5½ to 6c., and Vostizzas, 6½ to 8c.

Prunes meet a good jobbing enquiry for actual wants. We quote: French 5 to 15c., as to grade; Austrian, 6 to 8c., and Californias, 10 to 11c. for 40 to 50's.; 9 to 10c. for 50 to 60's.; 8 to 9c. for 60 to 70's., and 7 to 8c. for 70 to 80's.

There is no change in figs, which range from 9½ to 11c. as to grade.

Dates meet a quiet enquiry at 5 to 5½c.

Evaporated California fruit is quiet. We quote: Evaporated peaches, 11 to 12c.; pears, 9½ to 12c.; apricots, 14 to 17c., and prunes, 8 to 12c. as to brand.

NUTS.

A small sorting enquiry is the only feature in nuts. We quote as follows: Valencia shelled almonds, 18 to 19c.; Tarragona almonds, 10 to 10½c.; filberts, 9 to 9½c.; pecans, 8 to 12c.; peanuts, 7 to 9c.; Grenoble walnuts, 11 to 12½c.; shelled walnuts, 18 to 20c.; shelled peanuts, 9 to 10c.; coconuts, \$5 per 100.

CANNED GOODS.

The feature in canned goods is the strength in tomatoes and peaches. The

**It Has No Equal**

**BROCK'S BIRD SEED**



We know it because  
The Wholesaler sells more. The Retailer sells more  
The Customer buys more.

It pays to handle such goods.

**NICHOLSON & BROCK - TORONTO**

**EGGS, POULTRY, BUTTER  
... HOGS, CHEESE, GAME**

SOLD TO THE BEST ADVANTAGE.  
Prompt returns and liberal advances made.  
References, Bradstreet's Mercantile Agency.

**H. P. GOULD & CO.**

Wholesale Produce and Commission Merchants,  
33 Church St., TORONTO

When you want . . .

**Long Clear Bacon**

or any other cured meats  
write us for prices.

**The WM. RYAN CO. Ltd.**

70 & 72 Front St., East  
TORONTO

**S. K. MOYER,**

**COMMISSION MERCHANT**

Wholesale Dealer in . . .

Oysters, Finnan Haddies, Fresh and  
Frozen Fish, Oranges, Lemons, Al-  
meria Grapes, Cranberries and Dates

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

**Pure Lard...  
Smoked Meats**

If you get our **MAPLE LEAF  
BRAND** you have the finest goods  
that can be produced.

Prices right. . . .

**D. GUNN, BROS. & CO.**

PORK PACKERS,

**TORONTO**

**ORANGES**

Special Fancy California Washington Navels. Fancy New Valencias.

Fancy Messina Lemons.  
Malaga Grapes, New Nuts.  
Figs and Dates. . . .

**HUGH WALKER & SON**

**GUELPH, ONT.**

former are not available now under 75 to 80c., even in lots, while peaches have realized \$2.75 to \$3 for 3's and \$1.75 to \$2 for 2's. We quote: Tomatoes, 75 to 80c.; corn, 65 to 75c.; peas, 70 to 90c.; beans, 70c. up; peaches, \$2.75 to \$3 for 3's, \$1.75 to \$2 for 2's; raspberries, \$1.40 to \$2; strawberries, \$1.80 to \$2.45, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 85 to 90c.; gallons, \$1.55 to \$1.65; pumpkins, 75 to 85c.; salmon, "Horseshoe," \$1.40 to \$1.45; "Clover Leaf," \$1.35; "Lion," \$1.37½ to \$1.40; Lowe Inlet, \$1.30, in tall tins; cohoes, \$1.20; canned mackerel, \$1.25; Canadian canned beef, 1's, \$1.20 to \$1.25; 2's, \$2.15 to \$2.25; 6's, \$6.75 to \$7; 14's, \$14 to \$15; lobsters, \$10 per case; French sardines, \$10.25 to \$11 extra brands; ordinary brands, \$8 to \$9; Canadian brands, \$4.25.

**FISH.**

There is only a quiet trade passing in fish, but while stocks are considerable there is no change in values. We quote: Labrador herrings, \$4.75 per bbl.; No. 1 N.S., \$3.75 to \$4 per bbl., and \$2.25 to \$2.35 per half-bbl.; No. 1 draft green cod, \$5 to \$5.25; No. 1 do., \$4.50; No. 2, \$3.35 to \$3.50; No. 1 green haddock, \$3.50; No. 1 Lake trout, \$3.90 to \$4 per keg; No. 1 white fish, \$5 per barrel; small Labrador salmon, \$12.50 to \$13; No. 1 B. C., \$6 per half-bbl., and \$12 per bbl. to arrive; No. 1 halibut, \$7.50 to \$8 per bbl.; tongues and sounds, \$7.50, and salt eels, 4½ to 5c. per lb. Fresh tommycod, \$1.25 to \$1.40 per bbl.; haddock, 3¼ to 3½c.; frozen salmon, 11 to 12c.; halibut, 8c., and Manitoba pickerel, whitefish and trout, 6½c. per lb.; smoked haddies, 6 to 7c.; Yarmouth and Bay bloaters, 90c. per box; kippered herrings, \$1.30 to \$1.50; ciscoes, 75c. per basket of 100 fish, and medium smoked herring, 10 to 11c. per lb. Dried cod, \$4 per cwt.; pollock, \$1.90 to \$2 per 100 lbs.; skinless cod, \$4.50 to \$5.25 per 100 lbs.; boneless cod, 5½c. per lb., and fish, 3c. per lb. Malpeques, \$5 to \$5.50 per bbl.; Buctouche, \$4.50 to \$5; Miramachi, \$3 to \$3.50, and ordinary, \$2.50 per bbl.

**GREEN FRUIT.**

Business does not show any particular animation in green fruit. Oranges of all kinds, except Valencias, which are abundant, exhibit a steady to stronger feeling. Valencias are lower. Malaga grapes are almost exhausted, and are 50c. higher. We quote: California oranges, \$4 to \$4.50 per box; Florida oranges, \$5 to \$5.50 per box; Jamaica oranges, \$7.50 to \$8 per bbl.; Valencia oranges, \$3.50 to \$3.75 per box; lemons, \$2 to \$2.75 per box, and \$5 per chest; cranberries, \$2.50

to \$5 per bbl.; Spanish onions, 85c. per crate; Malaga grapes, \$7.50 to \$8.

**APPLES.**

There is very little doing in apples, prices ruling unchanged, while demand is slow. We quote: No. 1, 90c. to \$1.40; No. 2, 40 to 85c.

**DRIED APPLES.**

No life or improvement is noted in dried apples, and we quote 3 to 3½c. in small jobbing parcels, while jobbers bid 2½ to 3c. for them laid down in Montreal. Evaporated apples are quiet at 3¾ to 4¼c., as to quality.

**COUNTRY PRODUCE.**

**EGGS**—There is only a small jobbing business in eggs. Prices are steady at 14 to 14½c. for Montreal limed and 13 to 13½c. for western ditto.

**BEANS**—There is no change in beans, sales being slow at 80 to 85c. in car lots, and 90 to 95c. in a jobbing way.

**POTATOES**—Demand for potatoes continues slow at 35 to 40c. per bag in car lots, and 45 to 50c. in a small way.

**ONIONS**—Are rather firmer in consequence of diminishing stocks and we quote red \$1.60 to \$1.75, and yellow, \$1.85 to \$2.

**HONEY**—Dull and unchanged at 8 to 10c. for comb honey, and 7½ to 9c. for extracted.

**HOPS**—Quiet and steady at 11 to 12c. for choice 1896; fair to good do. 8 to 10c., and yearlings, 5 to 6c.

**DRESSED HOGS**—There is a good demand for light weights at \$5.25 in car lots. On the other hand, heavy weights are easy, being offered at \$4.75, and buyers refused them.

**PROVISIONS.**

There was no improvement in the local provision market, trade being quiet and of a jobbing character. New packed Canadian pork, \$11 to \$12; old at \$10 to \$10.50 per bbl.; pure Canadian lard, in pails, at 6½ to 7c., and compound, refined, at 5¼ to 5½c. per lb.; hams, 9 to 10c., and bacon, 8½ to 9½c. per lb.

**FLOUR, AND MEAL.**

There was no change in the situation of the flour market. The demand continues of a local character, and the market is quiet. Winter wheat patents are selling at \$4.70 to \$4.85; Manitoba spring wheat, patents, \$5 to \$5.30; strong bakers', \$4.50 to \$5; straight rollers, \$4.25 to \$4.50; and in bags, \$2.10 to \$2.25.

The oatmeal market was quiet and steady at a decline in price. Rolled oats are offering at \$3.30 to \$3.40 per barrel and at \$1.65 to \$1.70 per bag.

The demand for feed was quiet. Bran is quoted at \$9.50 to \$10 per ton, including bags, and Ontario at \$9.25 in bulk.

**HAY.**

The hay market is easy, No. 1 being

offered 25 to 50c. a ton lower, at \$10.25 to \$10.50; No. 2 is neglected at \$9 to \$9.25.

**CHEESE AND BUTTER.**

Cheese exhibited more strength this week, though no appreciable increase in activity is to report. The reason is not far to seek. Most of the enquiry was and has been for white cheese, and holders in the majority of cases refuse to part with these goods separate from their colored. As a matter of fact there is very little finest white cheese to be had, practically all that there is on spot being concentrated in the hands of two or three holders. It is only a question of time, therefore, and a very short time, when buyers will have to be satisfied with colored cheese. Values are now firmly held at 10½ to 10¾c., several trades being put through at the inside, while the outside was realized in the case of a small lot of colored and white. Indeed, it is doubtful if a buyer will be able to fill a large order from now on at 10½c. The public cable advanced Monday to 52s.

The butter market was quiet and steady; the chief supporting influence is the scarcity of fine to finest creamery. Any that comes in is quickly absorbed for local wants at 19 to 19½c., and as shippers cannot afford these figures, they are out of it for the time being.

**MONTREAL NOTES.**

The best figures on Singapore pepper, cost and freight Montreal, is 5c., and black pepper 3c.

Stocks of canned tomatoes and peaches are light in jobbers' hands in this market, and sellers are asking more money.

Cables from the outside on raw sugar continue firm, but refined stock here fails to respond; in fact, cutting on yellows is again reported.

The scarcity of Maracaibo coffee on spot has not been relieved yet, and an invoice lot was snapped up the other day as soon as it was offered at 17½c.

Jobbers who replaced stocks of Barbadoes molasses this week had to pay an advance of ½c., their fresh supplies costing them 29c. which is now an inside price.

Private cables from London quote 4½d. to 4¾d. f.o.b. the inside prices there on Moyune Young Hysons, which are very firm, nothing being obtainable under those prices.

Advices from London state that good makes of Ceylon teas are extremely scarce on that market. The same can be said of low-priced Japans on spot; they are not to be had.

Canadian onions have been bought pretty freely on American account lately, over five carloads being taken during the past ten days. This has reduced stocks here, and led to an advance in prices.

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# The Man Who Won

Who was the man?

# Jamieson

What was the product?

# Biscuits

How was it done?

Manufactured by

## R. E. Jamieson

—OTTAWA

## By . . .

Honesty of purpose.  
Purity of materials.  
Skilful assistance.  
Efficient mechanical  
equipment.  
Thorough care.  
Consequent superiority.

# Jamieson's Biscuits

Are thoroughly up to  
date and popular as the  
almighty dollar.

Sold by all Grocers

# Heinz's Pickles

saucés, etc., add a pleasant  
piquancy to a meal, that mul-  
tiplies many fold the pleasure  
of eating it.

### POPULAR SPECIALTIES

Heinz's Baked Beans with Tomato Sauce  
Sweet Pickles, Tomato Chutney  
India Relish, Etc.

MEDALS--  
PARIS  
CHICAGO  
ANTWERP  
ATLANTA, Etc.

The GENUINE  
always bear this  
Keystone trade-mark.



## NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., Jan. 14, 1897.

**B**USINESS is still quiet. The lack of snow is much felt, not only in the city, but even in the country. Stock-taking has occupied the attention of many, while others are getting ready to take it the first of next month. Profits are found in many cases to be not equal with last year. While flour, oatmeal and dried fruit have shown a good profit during the latter part of the year, sugar, molasses, pork, lard, beans and dried apples have shown largely on the other side, and much of the canned goods handled have shown little, if any, profit.

**OIL**—At present the demand in all lines is light, dealers having bought their supplies earlier. In lubricating the feeling is firmer than at the same time last year. Attention is now being directed to these lines. We quote: Best American burning oil, 19¼ to 21c.; Canadian, 18½ to 19½c.; prime, 16¼ to 17c.

**SALT**—There is little of interest. An occasional car of Canadian comes into the market. In fine salt this grade is being largely used, and gives good satisfaction. In Liverpool coarse, the direct steamer each trip brings a quantity, but there is only a light sale. Prices are quoted low from

steamer's side. We quote as follows: Coarse, 48 to 50c.; Liverpool factory-filled, 90c. to \$1; Canadian fine, \$1 per bag; 5-lb. bags, in bbls., \$3.25; 10-lb. bags, in bbls., \$3; butter and cheese salt, bulk, \$2.60 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartoons, \$2 per case of 2 doz.

**CANNED GOODS**.—Dealers find but limited enquiry. There is a firmer feeling manifested. The high prices obtained in the fall in the English market for lobsters has left our market bare, and this has put the price where it has lessened the demand. Salmon have turned out a larger stock than was expected. Gallon apples show light sale, although quality of some brands here is very nice. Finnan haddies are dull in local market. Fresh smoked goods being plenty, there is a good trade west. We quote: Corn, 65 to 70c.; peas, 75 to 80c.; tomatoes, 75 to 80c.; gallon apples, \$1.80 to \$2; corned beef, Canadian, \$2.25 to \$2.35; American, 2-lb tins, \$2.40 to \$2.50; 1-lb tins, \$1.30 to \$1.50; oysters, 2's, \$2 to \$2.20; 1's, \$1.34 to \$1.45; peaches, 3's, Canadian, \$2.85 to \$3; 2's, \$1.90 to \$2; pineapple, \$2.25 to \$2.65; salmon, \$1.35 to \$1.40; lobsters, \$2.20 to \$2.25; haddies, \$1.25 to \$1.30; clams, \$5 for 4 doz; chowder, \$2.60 to \$2.75 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1 per doz.; kippered herring, \$1.10 per doz.

**GREEN FRUIT**—Trade continues quiet. Cape Cod cranberries are dull, and for native grown there is really no sale. Oranges are plentiful. Some kinds are high. Californias are not particularly popular here.

In Valencias prices marked again lower. While appearance of the fruit and color is good, they are still sour. Some Jamaicas are here, and it is said in some cases they are made to do duty for Floridas. Lemons are easy, and have good sale. Pineapples and bananas dull. Apples are a drug. Those sold at auction bring little or nothing. We quote: Messina lemons, \$3.55 to \$3.75; oranges, Valencia, \$3.50 to \$3.75; Jamaica oranges, \$4.75 to \$5; California oranges, \$4.75 to \$5; Florida oranges, \$5 to \$5.50; bananas, \$1.75 to \$2.25; apples, \$1 to \$1.50 per bbl.; keg grapes, \$7 to \$8; cranberries, Cape Cod, \$5 to \$6 per bbl.; bog cranberries, native, \$4.50 to \$5; pineapples, \$1.50 to \$2 per doz.

**DRIED FRUIT**—A few new dates are to hand this week. These came via American market. The market is still lightly supplied, the direct shipments via London not being to hand. Onions are becoming light stock, and the report from Montreal is the same. The price in Boston is also higher. Raisins are in light supply, and prices will be higher. Evaporated and dried apples show no change. Stocks here are large. Demand for currants keeps up well. Prunes show but light demand in spite of higher prices and small stocks. The demand for California prunes is backward, and evaporated fruits have very little sale. We quote as follows: Valencias, 5 to 6c.; California L.M. 3-crown, 7½ to 7¾c.; London layers, \$1.75 to \$2; currants, cases, 4¼ to 5c.; bbls., 4¼ to 4½c.; cartoons, cleaned, 7¼ to 7½c.; bulk, cleaned, 6¼ to 6½c.; prunes, boxes, 5 to 6c.; dates, 5½ to 6c.; dried apples, 3 to 3½c.; evaporated apples, 5 to

5¼c.; Canadian onions, \$2.20 to \$2.25; coconuts, \$4 to \$4.50 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, 6½ to 7c.; citron peel, 17 to 17½c.; orange and lemon, 12½ to 13c.; Valencias, layers, 6½ to 7½c.; 4-crown L. M. raisins, 8½ to 9c.

**SUGAR**—While price here shows no change there is a firmer feeling, and higher prices are looked for. At present sales are light. We quote: Granulated, 4 to 4¼c.; yellows, 3¼ to 3¾c.; Paris lump, 5¾ to 6c.; powdered, 5½ to 6c.

**MOLASSES**—There is a fair sale and values tend rather higher. Stocks are not large. There are now a number of grades of New Orleans here, and for the best there is a good demand. There is quantity of Trinidad here in bond on consignment, which could be bought low. While sound, the color is dark. The poor quality of Barbadoes has much affected the sale, while the sale of Porto Rico has been large. We quote: Barbadoes, 27 to 28c.; Porto Rico, 29 to 32c.; New Orleans, bbls., 26 to 28c.; Antigua, 25 to 26c.; syrup, 36 to 38c.; Nevis, 25 to 26c.

**FISH**—The principal movement for the week has been in frozen fish, but the quantity moved has not been large. Price shows no change. Lobster is seen. So far, the size of those offered is small. Kippered herring are light stock. Bloaters are dull, and smoked still easy. There are no strictly medium smoked herring now brought here, the sizes running large. Dry and pickled fish show no change. We quote: Large cod, \$3.25 to \$3.50; medium, \$2.75 to \$3; pollock, \$1.15 to \$1.25; bay herring, \$1.30 to \$1.35 per half-bbl.; smoked, new, 7 to 8c.; shad, half-bbl, \$4.50 to \$5.50; boneless, 2½ to 8c.; bloaters, 60 to 70c. per box; kippered, \$1 per box; Barrington, \$3.25 per bbl.; Shelburne, \$3.50 per bbl.; frozen herring, 65 to 70 per 100; smelt, 4 to 5c.; frozen cod, 2 to 2½c. per lb.; lobsters, 5 to 6c. each.

**PROVISIONS**—The conditions remain without change. In smoked meats, rolls are offered low, and large hams are also offered below price of last week. This does not appear to help the sale. American pure lard is still being received here. In pork the price rules low, with beef steady. We quote as follows: Clear pork, \$13.50 to \$14; mess, \$12.50 to \$13; plate beef, \$12 to \$13; hams, 10 to 12c.; rolls, 7 to 7½c.; pure lard, tubs, 7¾ to 8c.; compound, 6½ to 7½c.

**DAIRY PRODUCE**—In butter there is slow movement, and quality is poor. Country rolls are dull. In creamery the Ontario effects the sale of our local make in large packages. The print butter sold here is made in these lower provinces. Cheese is in light supply and the supply is limited. Eggs are dull, quality being but fairly satisfactory. We quote: Dairy tubs, 16 to 18c.; creamery, 20 to 21c.; prints, 21 to 22c.; eggs, 17 to 18c.; cheese, 10 to 10½.

**FLOUR, FEED AND MEAL**—There is really no change, as far as our market is concerned, but in flour the feeling favors higher prices, particularly Manitoba kinds, which have a large sale. Oats are firmer and higher, while oatmeal is rather easier. Our merchants are, however, not buyers. Cornmeal is quiet at the low price. Beans are low and show no sign of an improvement. In feed some low-priced grades of

good value have been received, but demand is light. Barley is rather higher. In hay business is dull. Westmoreland hay is selling rather under Carleton county prices. We quote as follows: Manitoba flour, \$5.70 to \$5.80; best Ontario, \$5 to \$5.10; medium, \$4.70 to \$4.80; oatmeal, \$3.60 to \$3.70; cornmeal, \$1.90 to \$2; middlings, car lots, in bulk, \$14 to \$15; bran, do., do., \$13 to \$14; hand-picked beans, 90c. to \$1; prime, 85 to 90c.; oats, 32 to 35c.; hay, \$11 to \$12; barley, \$3; round peas, \$1.15; split peas, \$3.10 to \$3.25; yellow eye beans, \$1.50; buckwheat meal, \$1.20 to \$1.25; grey, \$1.75 to \$2.00.

#### ST. JOHN NOTES.

A large quantity of dry fish passed through St. John for Havana this week via Boston.

Digby is to have a first-class business summer hotel, with 100 sleeping apartments. Everything will be up to date. The situation chosen is a most commanding one.

Michael Lefebvre & Co., vinegar and pickle manufacturers, it is reported, are about to start a Maritime branch, with factory at St. John. Mr. J. J. Ryan, who for so many years has traveled through these provinces in their interests, will assume control of the business here.

Robertson & Co., whose failure was spoken of last week, report their liabilities at \$5,000, and nominal assets \$4,000. His offer of 25c. cash was not accepted, but the creditors trusted the estate, and, it is said, will run the business for eighteen months. Retail merchants are much displeased at this action.

The transatlantic shipments of deals, etc., from New Brunswick for 1896 is reported as 386,039,977 superficial feet and 10,215 tons of timber, being an increase of 4,657,403 feet of deals, etc., and 899 tons of timber over 1895. The outlook for the coming season is good. Many contracts are already made at a material advance over last season's prices.

THE CANADIAN GROCER has received a handsome calendar from Hall & Fairweather. This old and well-known firm, which was reported to be in difficulty, has this week paid its creditors the compromise agreed upon. Application has been made by S. S. Hall, S. S. de Forest, Horace King, W. C. Cross and H. H. Fairweather, for letters patent under the Joint Stock Companies Act with a capital of \$50,000.

The first steamer doing winter port business out of St. John took of western goods about 14,000 tons, consisting of 54,680 sacks flour, 7,897 sacks oatmeal, 5,184 sacks beans, peas and barley, 12,411 packages butter, 147,122 bushels grain, 1,201 bags seeds, 9,418 barrels apples, 2,278 cases eggs, 9,640 bags asbestos, 3,673 bales hay, 4,935 tierces lard, 2,862 boxes meats, 16 cars lumber, 2,495 head cattle, and some 31 cars general goods.

#### BUTTER AND CHEESE MEN.

The Montreal Butter and Cheese Association have elected officers for the ensuing year, who are as follows:

President—A. J. Brice.

Vice-president—Jos. Oliver.

Treasurer—P. W. McLagan.

Executive Committee—Geo. Hodge, Arthur Hodgson, N. F. Bedard, J. J. Kirkpatrick.

Arbitration Committee—Jno. McKergow, W. T. Ware, Jos. Alexander, A. C. Wieland and J. A. Vaillancourt.

It was decided that the newly elected president should be the association nominee to represent it on the General Council of the Board of Trade.

#### PURE GOLD CO.'S NOTE BOOK.

On page 36 of the last issue of THE CANADIAN GROCER appeared an item to the effect that the Pure Gold Manufacturing Co. were issuing a leather covered note book which would be sent to all applicants on the receipt of a 1c. stamp. The item was published in good faith, but it has nevertheless turned out to be an error. The Pure Gold Co. has no note book for general distribution, and we regret exceedingly that the avalanche of letters which the company has received has put it to so much inconvenience day after day in answering.

#### PUTTING IN NEW MACHINERY.

The F. F. Dalley Co., of Hamilton, last year found themselves hampered at certain seasons in filling orders as promptly as they wished, so this winter they are putting in a lot of new machinery of the very latest and newest improved pattern, which will largely tend to improve the quality and increase the output of their spices, self-rising flours, baking powder, English Army blacking, ladies' shoe dressings, Gem stove paste, etc. They say there will be no delay in filling orders after the new plant is in position.

#### PERSONAL MENTION.

Mr. H. C. Fortier, of the Toronto Biscuit and Confectionery Co., is making a trip over the west as far as Windsor, and his old home, Amherstburg. This company is making a great bid for the best trade of Canada. No stone is being left unturned, and certainly their goods warrant the patronage they are receiving.

Capt. Charles A. Smylie, of Young & Smylie, Brooklyn, N.Y., was in Toronto this week on business.

Mr. Fernold, of Kobe, Japan, representing Carter, Macy & Co., tea merchants, was in Toronto this week looking up business for next season.

Mr. Fred. Dane, representative in Toronto of Samuel Hanson, Son & Barter, London, Eng., returned home on Monday from a flying visit to his native land, Ireland. He also spent a short time in England. He was away five weeks and enjoyed himself well, although he experienced rough weather both going and returning.



**GRAHAM'S PEPSIN CHEESE STILL LEADS**

Try it and be convinced.

Pure **APPLE JELLY** (unsweetened) for the following price during January only, viz. :-

|   |                                     |
|---|-------------------------------------|
| In carload lots, 7 and 14 lb. pails .....       | 3c. per lb. f.o.b. Kingsville, Ont. |
| In ton lots " " " .....                         | 3½c. " " " "                        |
| In smaller quantities, 7 and 14 lb. pails ..... | 4c. " " " "                         |

OUR MINCEMEAT IS HAVING A BIG SALE NOW

Don't forget our **PURE CIDER VINEGAR** at 10c. per gallon f.o.b. Belleville.

Toronto Office :  
519 King Street West

**R. J. GRAHAM**

Belleville



FOR THE  
**Whitest**  
**Lightest**  
and  
**Sweetest**  
**Cakes**



**Ocean**  
**Wave**  
**Baking**  
**Powder**

Manufactured by the

**Hamilton Coffee and Spice Co.**

HAMILTON, ONT.

**NEW YEAR'S TRADE**

...SPECIAL OFFERS OF...

**Finest Malaga Raisins,  
Figs, Shelled Almonds, Shelled Walnuts.**

ABOVE GOODS ARE OF BEST QUALITY, AND OUR PRICES ARE LOW.

We will give Special Quotations for our

**Celebrated P. Richard's Brandy**

GOLD LABEL.  
SILVER LABEL.  
WHITE LABEL.

The quality of this Brandy is unequalled for price.

WRITE FOR PRICES AND SAMPLES.

**LAPORTE, MARTIN & CIE.**

...Wholesale...  
Grocers

**Montreal**

**HINTS TO BUYERS.**

[This department has become so popular that many more notices than there is space for are received every week. In future only important items of information will be inserted. Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.]

**J**OHN SLOAN & CO. are in receipt of a carload of 500 cases of "Harlock" brand of low-priced canned salmon.

Aylmer chicken soup is in stock with the Davidson & Hay, Ltd.

T. Kinnear & Co. have received into stock a fine, bright syrup.

Clemes Bros. are in receipt of a shipment of fancy California navel oranges.

T. Kinnear & Co. announce that they have fine value in Japan teas to retail at 25c.

The Davidson & Hay, Ltd., report a good demand for their special syrup in 2 gallon pails.

W. H. Gillard & Co. are this week advertising the Grocers' show case at a very low price.

There is a steady demand reported by T. A. Lytle & Co. for pickles of all kinds, both in bottle and bulk.

California evaporated fruits are offered at tempting prices by the Eby, Blain Co. See their ad. in another column.

Lucas, Steele & Bristol have a good stock of Labrador herring, and their B.C. salmon in half barrels have gone out well.

A shipment of Arguimbau's select and fine off-stalk Valencias arrived this week for the Eby, Blain Co., Ltd.

The Davidson & Hay, Ltd., have just received a line of first Young Hyson, which shows exceptional value in the cup.

T. Kinnear & Co. have Labrador herrings in barrels and half-barrels which they are offering at figures below the regular price.

W. H. Gillard & Co. have still a good supply of choice family figs in 28-lb. boxes and natural figs in 56-lb. bags, which are being sold at low prices.

For the next three weeks the Eby, Blain Co., Ltd., are offering specially low prices on all grades of domestic, milled and imported Japan and Patna rices.

The new year has opened with a good demand for Cottam's bird seed in Montreal. Jobbers there have been placing quite a few orders for supplies of it lately.

A large shipment of green Rio coffees is reported by the Eby, Blain Co., Ltd. Quality and prices are claimed to be exceptionally right. Write for samples.

John Mouat, W. H. Gillard & Co.'s Northwest representative, has written a letter to that firm stating that their "Standard"

blacks have made a decided hit with the grocers there on account of their suitability to the hard alkaline water.

The Eby, Blain Co., Ltd., have something new in salt called "Perfection," put up in neat round cardboard packages, containing 4 pounds, 24 to the case. These are good sellers, and retail at 10c.

**LATE ADVERTISEMENTS.**

[The following items arrived too late for insertion in the regular advertising space. Reading notices inserted in this column at 5c. per word.]

**T**HIS week Lucas, Steele & Bristol have secured exceptional value in Darjeeling tea, also Kintuck. They are the finest obtainable.

Another shipment of fine Halloween dates is reported by the Eby, Blain Co., Ltd. at low prices.

Choice cleaned currants, 1 lb. and 2-lb. cartoons are selling well with the Davidson & Hay, Ltd.

"Tryphosa," the new and most delicious table jelly on the market, put up in the form of a powder—connoisseurs admit their satisfaction with this article—retails at 15c. per package—(pint).

"Rising Sun" stove polish is coming into popular favor with a rush, and the Eby, Blain Co.'s sales of same are constantly on the increase. Put up in 5 and 10c. retailing cakes. Boxes, 3 doz.

"Yes," say Lucas, Steele & Bristol, "our customers are more than pleased with 'Circle' tea, but we regret that many orders are only filled this week on account of delay in turning out packages."

"The demand for medium grades in Assams, Ceylons and Japans is very satisfactory. We have a grand range of these teas in stock, and buyers would do well to see our values," report the Davidson & Hay, Ltd.

The Eby, Blain Co. report enormous increase in sale of their "Kolona" Ceylon tea, and the trade are reaping a splendid margin. If you haven't tried it, send for sample case (30-lbs.), assorted ½ and 1-lb., black and mixed. Retail at 30, 40, 50, 60 and 80c. per lb.

**IS IT RIGHT?**

Editor CANADIAN GROCER,—The past few days I followed with some interest the trial of a liquor dealer who was being hauled over the coals by Messrs. Walker & Son, of Walkerville, for some crooked work in connection with their whiskey. In the long run the dealer was fined altogether about \$100; but this, I think, is a very poor way for the prevention of such occurrences. In addition to the fine he certainly should have had his license taken away from him; and the same should have been meted out in the

past to several dealers, both wholesale and retail, who have been caught red-handed and allowed to go on the payment of a small fine. The way such delinquents get off is discouraging to honest traders, and will end in the liquor trade falling into more disreputable hands than it is at present. It is a good thing that in this case the matter has been given some publicity, as in the case or cases of some wholesale dealers some time ago the matter was so hushed up that the trade never heard anything of it.

Perhaps you can from time to time assist the trade by giving room in your valuable journal for the purpose of exposing any transactions which should not take place between honest traders.

Yours, etc.,

DETECTIVE.

**ST. JOHN'S FIRST LADY TRAVELER.**

The first lady traveler out of St. John is on the road for the Bell Cigar Co. The lady is Miss May L. Vinton, formerly with H. J. Ogden & Co., Boston. She is making her first trip through Nova Scotia.

Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with **THE CANADIAN GROCER, Toronto or Montreal.**

Ask our Travellers to show you our LEADERS in BULK

Ceylon and Young Hyson

# TEAS

SPLENDID VALUES.

Agents in Canada for ENGLISH BREAKFAST HOP TEA.

Pounds and  
Half Pounds.

Once Tried  
Always Used.

**BALFOUR & CO., HAMILTON**



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

**DO YOU?**

WISH THUS TO BUILD  
an  
advertisement  
in the  
CONTRACT-  
RECORD.

TORONTO  
will bring you  
tenders from the  
best contractors.

# No Solder on the Inside

Of our cans. The seam of the can is made in such a way that the solder has to be placed on the outside of the can. That is a point that will win confidence from your customers for Canned Tomatoes. In this way you can largely increase your sales, and consequently your profits. It is to your interest to sell the best Canned Tomatoes. You run no risk in selling the "Kent" brand. We guarantee each can.

Agents . . .

Wright & Copp, Toronto.  
Rose & Lafamme, Montreal.

**THE KENT CANNING CO.**  
CHATHAM, ONT.

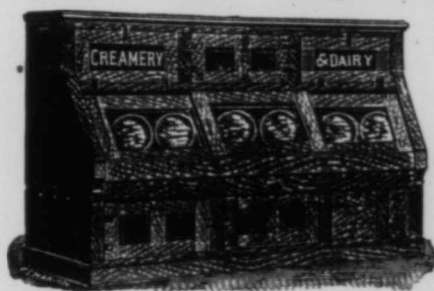


## The Club Coffee

Clubmen always want the best. That is how this Coffee gets its name. There are still a few towns unrepresented. Do you want a *good thing*? Write

**Ewing, Herron & Co.**  
Coffee and Spices  
Montreal.

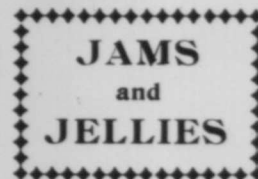
## Aubin's Patent Refrigerator



The "Grocer's Standard" is the Favorite.  
Send for Catalogue and Price List.  
**C. P. FABIEN** 3167-3171 Notre Dame St.  
MONTREAL

## EQUAL TO HOME-MADE AND CHEAPER. . .

Made from freshest fruits and purest sugar



Put up in glass and wood

**T. A. LYTTLE & CO.**  
Vinegar Manufacturers  
TORONTO

## RIO COFFEE

EXTRA CHOICE SELECTION.

Now in store Ex. SS. Catania.

**WARREN BROS. & CO.**  
85 and 87 Front St. East, Toronto.

## KINCORA

CEYLON TEA

Is fast becoming one of the most popular package teas on the market.

**JOHN SLOAN & CO.**  
Wholesale Agents  
TORONTO

## Holds the Record

# "Excelsior Coffee"

As popular to-day as Twenty Years Ago. The most successful and reliable trade-winner to build up a profitable business with. Why should it be necessary to have your good trade experimented on with new brands having no reputation?

**Todhunter, Mitchell & Co.**  
Coffee Importers and Roasters  
TORONTO

## Ivory Bar Soap

THE BEST MADE

## TEAS...

Our Special Blends of

**CHINA**  
**CEYLON** or  
**INDIAN**

Send for Samples and Quotations.

**PERKINS, INCE & Co.**  
TORONTO.

### GIVING CREDIT IN THE GROCERY BUSINESS.

**B**AD debts, writes "An Old Time Grocer" in *Grocery World*, cause the financial ruin of many grocers and result in loss to all who give credit.

These bad debts are in nearly all cases the result of unwise credits and failure to collect closely, and could and should in the majority of cases be avoided.

Permit an old-time grocer to offer some observations and suggestions upon this matter. Every person buying on credit should have an amount limit of \$10, \$20, \$50, and a settlement limit weekly, semi-monthly or monthly, both based upon circumstances and conditions. There is a margin of safety beyond which you cannot go without danger of losing both customer and debt.

Customers who would perhaps buy \$6 or \$8 a week, paying semi-monthly, will, if the account is allowed to run up to \$50 or \$100, drop out and go somewhere else. In other words, you often spoil a good customer when you allow him to get beyond its limit. Regular settlements should be insisted upon with very few exceptions. Take a note if you cannot do better.

Accounts should be paid monthly or oftener. Men who draw their wages weekly should settle weekly, and those who are paid semi-monthly should be required to settle twice a month.

A careful examination of your worthless accounts will show that nearly all come from customers who buy freely, and might have continued good customers had you prevented the account becoming larger than they could pay. Slow, past-due accounts, unless carefully watched, often run into lost accounts.

It is difficult to fix the limit of a customer's credit, but in a general way it may be said that when a man owes his grocer a sum

equivalent to two weeks' earnings, he has a debt that he will find it difficult to pay. A man who pays rent should not owe his grocer more than one week's wages or salary.

A grocery bill amounting to a month's wages has spoiled many a good customer, and in such cases the creditor is not blameless. It is difficult for a grocer to refuse a customer credit larger than the limit his judgment has fixed, in cases of trouble or misfortune, and here is where many dealers fail to do their duty to their families and creditors.

A grocer who gives credit based upon some future contingency acts as banker, and loans the equivalent of money without security or interest, and invites almost certain loss.

Nearly all unfortunates, because of sickness, strike or financial disaster, ask some grocer to become banker, and generally find some who do this to their loss.

Briefly stated, a grocer is not justified in giving credit for more than a week or two, as a matter of convenience to the customer, nor for an amount exceeding two weeks' income of the debtor.

The grocer who goes beyond these limits of safety, except in rare cases, assumes risk of loss that his margin of profit does not justify even if he is able to stand the loss of the account.

### TRADE BETWEEN CANADA AND NEWFOUNDLAND.

There will be an excellent service this year between Newfoundland and Sydney, Cape Breton, in connection with the new railway in Newfoundland. A steamer, to cost about a quarter of a million, has just been ordered. It is expected this will turn part of the large supply trade now done by the United States into the hands of Canadian merchants.

### WHAT CANADA IS EXPECTED TO DO.

The Produce Markets' Review, of London, Eng., has the following to say regarding Congou tea: "Business has been completely at a standstill since our last report, scarcely any transactions having taken place by private contract, and there have been no public sales. At the beginning of the new year a better demand will probably be experienced, as prices are extremely low, while there is a fair selection of all descriptions on offer. The export enquiry for some little time past has been rather better than usual, and with the present attractive range of values, a further development of the demand may not unreasonably be anticipated. Canada in particular will probably draw considerable quantities from this market, as prices here compare favorably with supplies drawn direct from China, via the Canadian Pacific Railway. Stocks also are very moderate, so that the prospects for the new year are generally regarded as favorable."

### CANADIAN TURKEYS IN ENGLAND.

With the Canadian turkey, which has now become a hardy annual on our market, will be associated this year his American prototype. Shippers in the Dominion found that we received their poultry so well last year that they netted large profits on their exports, and this season they have sent considerably more than in any previous December, while Americans, determined not to be out of the hunt, have consigned liberally to London and Liverpool, making up for paucity at home by purchasing in Canadian poultry yards. Selling between 6d. and 8d. per lb., these turkeys, averaging 15 to 20 lbs., show good results both to the seller and buyer, as they are quite up to the standard of their Continental rivals, and will retail at quite as much. Every year the poultry trade becomes a gigantic one at Christmas time, but this year it appears to be of gargantuan proportions.—*Grocers' Journal*.

1897

# While the Year is Young



The **Live Grocer** will consider whether he can do anything to improve his business. The most successful business men have become so by recommending and selling the best qualities of goods.

**PURE GOLD GOODS** are known as the best, from one end of the Dominion to the other. Live firms are handling them.

Send in your orders for . . .

**PURE GOLD BAKING POWDER** and  
**PURE GOLD FLAVORING EXTRACTS.**

# Want to Do More Business this Year ?

Good

Goods

Will

Make

Your

Business

Better

A little satisfactory purchase often insures a customer's steady trade — the paying kind of trade. One sale at a large profit may cost you the trade of a steady customer. The careful, successful grocer always is sure of the quality of a line of goods before he supplies them to a customer.

## Crown Brand Flavoring Extracts

are of **known** purity and strength. We make them in forty different flavors. We allow nothing to adulterate their purity—nothing to weaken their strength. We want you to try how your customers would like them. If they are not in every way satisfactory return them and get your money back.

**THAT IS OUR GUARANTEE.**

Goods

We

Handle

Make

And

Keep

Customers

# Robert Greig & Co.

**MONTREAL.**

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## THESE TEAS

Represent the choicest growths from the India and Ceylon gardens, carefully picked and blended. Write for samples and prices.



## Appleton's India & Ceylon Teas

THE "TAPIR" BRAND.  
SOLD IN LEAD PACKETS

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



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



## CONTINUED POPULARITY

Always of the highest quality, Carr & Co.'s Fancy Biscuits have retained their popularity since first manufactured, half a century ago. The grocer who means to do a good business must keep the goods that appeal to the public taste.

Do you keep Carr & Co.'s Biscuits in stock? You are losing business by not doing so. Send in a trial order for "Cafe Noir," your customers are sure to like them.

Sole agents for Canada

**Robert Greig & Co.**  
MONTREAL



That...

# Boston Tea Party

..of 1773

When George the Third was King--

Is being repeated throughout the States

But with this difference—

In 1773 the Colonists threw the Tea into Boston Harbor—not because they didn't want to pay the duty, but because [research has established the fact] it was Tea from China.

Now they are willing and ready to pay the duty and drink the tea because they are getting the pure, cleanly-made, healthy and economical teas of

Ceylon and India.—

**PURITY OF MOCHA.**

UNFOUNDED reports having gone abroad to the effect that coffee from Java and Singapore has been imported at Aden for admixture with the pure high-priced Mocha and Harrar varieties shipped from that port, the Aden Chamber of Commerce has issued a circular denying the accuracy of the reports, says a foreign paper. It appears that in the course of the present year 1,790 bags of coffee have been received at Aden from Bombay, Singapore, Java and the Malabar Coast. A detailed statement of these imports is given in the circular, on the authority of the assistant political resident at Aden, in which it is shown that 1,209 bags have been exported and 581 bags still remain in bond. Thus the whole of the imports are accounted for, and as the imported coffee is kept under lock and key by the Customs Department, and is exported under the eyes of the Customs officers, it is hardly possible that any of it can have been used for admixture with the superior Mocha or Harrar. Official statistics, furnished by the assistant resident and appended to the circular, indicate that the imported bean is sent to Zanzibar, Mokka, Muscat and other minor neighboring ports, where it is understood to be used for local consumption, its relative cheapness being regarded as sufficient compensation for its inferior quality.

It may relieve the minds of grocers in this country to learn the foregoing facts, especially as the imports of Mocha coffee into the United States are trivial. In the ten months ended October 31, 1895, the entire imports of coffee from those countries whence it was only possible for Mocha coffee to come were only about 7,000,000 pounds.

Therefore, as the quantity of Mocha coffee received here is so small, it is well that there should be no room for doubt as to its purity.—New York Merchants' Review.

**PROFITS ON NEW GOODS.**

INTRODUCING new goods is a problem that but few people are able to solve. Sometimes the difficulty is in the article, and sometimes in the manufacturer, but more often in the manufacturer. The article may have merits, but when it is not properly advertised it will not sell. So many manufacturers underestimate the grocer as an aid in introducing goods. They think it is not necessary to please him, and they fix prices in a manner that a grocer's margin of profits is not a fair compensation for handling the goods. A grocer ought to have larger profits on new goods than old ones; first, because they are slower in selling, and

therefore occupy the shelf space longer, and then there is the trouble of talking about them and the risk of becoming dead stock. There is a certain percentage of new articles which invariably become dead stock, and are bound to be a loss to the grocer. Manufacturers are often sore on the grocers, because they do not sell enough goods. They often say that the grocers in New York are not of the same intelligence as those in country towns, where new goods always find a more ready sale. These manufacturers have no idea of the different conditions prevailing in country and city stores. The city storekeeper is far more busy than the country storekeeper, who can afford to chat away some time with every customer who comes in. Having a smaller number of customers and having plenty of time for a chat, they will think of new articles in their store and recommend them. The average grocer in the city has his store crowded with people, and is so eager to serve them all quickly, that he cannot stop talking about the merits of new goods. There are, of course, different conditions in different city stores, and the grocers who are not doing a rushing cash business are more inclined to introduce new goods.—Retail Grocers' Advocate.

**A CHEESE MAN FAILS.**

O. Bush, M.P.P., a prominent cheese manufacturer of Kemptonville, has assigned. His liabilities are said to be in the neighborhood of \$10,000 or \$11,000, with approximate assets of \$7,000. Mr. Bush was the owner of several large cheese factories, and though he has always borne the reputation of being a careful business man, his reverses are said to have been brought about by bad speculations on last season's output, all of which he has sold out, so that there are no available assets from that quarter.

The principal creditors are the farmers who are patrons of Mr. Bush's factories. These will be heavy losers, as Mr. Bush has expressed himself that he cannot pay more than 50c. on the dollar. A meeting of the creditors is called at the sheriff's office for Friday, the 15th inst.

**A REFINERY'S PROFITS.**

The Dessau Sugar Refinery, which has a capital of 2,400,000 marks (£120,000), lately celebrated the 25th year of its existence, and amongst other matters invested a sum of 300,000 marks (£15,000), the annual interest to be for aged employes and workmen, in addition to what is already legally provided in that direction; 50,000 marks (£2,500) were devoted to the building of baths for the town, and 15,000 marks (£750) for an infants' school.—Kuhlow's German Trade Review.

**THE SLEEPY TRAVELER DID NOT DEPRESS HIM.**

THE monotonous voice of the train boy broke in upon the meditations of the sleepy traveler, says a contemporary.

"Puck, Judge, Life, any of the sporting or comic publications, books by popular authors—"

"Not any," drowsily answered the traveler.

In a few minutes the boy came back and spoke to him again.

"Bananas, oranges, ap—"

"No."

Again the boy went away and again came back.

"Figs, chocolate, caramels—"

"Don't want anything. I wish you would quit bothering me."

Once more the boy went away and once more he returned.

"Now, see here," said the traveler, thoroughly awakened by this time. "Young chap, I don't want lead pencils, prize packages, stationery, books, paper of any kind, cigars, candy, or skull caps. I have no use for nuts, shelled or otherwise, and you can't sell me any soap, buckles, combs, razor strops, cuff buttons, almanacs, papers of pins, corn starch, rugs, walking sticks, mustard spoons, umbrellas, night shirts, clothes pins, brocaded silks, rubber bands, carpets, bicycles, shaving mugs, yachting caps, diamonds, knives or forks, cut glass, flour, bacon, pickle dishes, perfumery, coffee, tea, fine cut tobacco, coal, baby carriages, elephants, horses or any other kind of animal, four-footed or otherwise, saw logs, mining stock or real estate. Now will you go away and let me alone?"

"Yes sir," rejoined the train boy, in the same monotonous tone, "want any chewing gum?"

**ATTAR OF ROSE.**

The rose, the queen of flowers, that has been said to preserve "all the fragrance of summer when summer is gone," yields its fragrant attar, or otto, to the villagers of Turkey and the peasant proprietors of Grasse, Cannes, Nice and the Valois in no niggardly quantity. Yet the true attar does not satisfy the true needs of the toilet. Pure attar of roses is of extreme rarity and is worth its weight in gold, the rose attar of commerce being largely adulterated with sandal, or with attar of rose geranium, which is largely grown for the purpose in France and Turkey. The characteristic rose scent is shared by *Pæonia albiflora* fragrans (an ally of the lovely rose-scented China peonies of our gardens), the root of *Rhodiola* roses (a species of sedum growing on damp rocks on the high mountains of Scotland, Ireland and in the north of England, and on sea cliffs), and by the rasped wood of the Brazilian tulip tree.—Chambers' Journal.

**POINTS FOR CLERKS.**

**N**ATURE demands that you labor until you are tired before she will reward you with sweet, refreshing sleep and a ravenous appetite—luxuries which the idle and the lazy never enjoy. She reserves these boons for her hard-handed toilers. As their pay is small she gives them this additional compensation for doing the world's drudgery.

The bicycle falls the moment it stops; industry keeps many a life from falling.

The man who stands with his hands in his pockets month after month while others are working will soon have them in other folks' pockets.

The let-alone principle is dangerous. Let your brain alone and you will become an imbecile. Let your land alone and you will become a pauper. Let your neighbor alone and you will become selfish. Let your soul alone and you will become devilish.

A lazy man is of no more use in the world than a dead man, and he takes up more room. Who waits for something to turn up, often turns up himself in jail.

"There is a perennial nobleness and even sacredness in work," said Carlyle. "Were he never so benighted, forgetful of his high calling, there is always hope in a man who honestly and earnestly works; in idleness alone is there perpetual despair.

"Consider how, even in the meanest sorts of labor, the whole soul of man is composed into a kind of real harmony the instant he sets himself to work. Doubt, Desire, Sorrow, Remorse, Indignation, Despair itself, all these like hell-dogs lie beleaguering the soul of the poor day-worker, as of every man; but he bends himself with free valor against his task, and all these are stilled, all these shrink, murmuring far off into their caves. The man is now a man. The blessed glow of labor in him, is it not as purifying fire?"

"If ever this free people—this Government—is utterly demoralized," said Lincoln, "it will come from this human struggle for office—a way to live without work."

There is great competition in shirking, and pretty hard work is made of it sometimes. Perhaps the most humiliating exhibition which shirks made of themselves, as Holland says, is on the occasion of a change in the national administration. One hundred dollars in borrowed money, three clean shirts, a long petition, an anxious face and a carpet bag form the outfit of something less than 100,000 able-bodied men who make pilgrimages to Washington once in four years. They consider this a Government of the politician, for the politician and by the politician.

"There is one plain rule of life," says John Stuart Mill, "eternally binding and

independent of all variations in creeds, embracing equally the greatest moralists and the smallest. It is this: try thyself unweariedly till thou findest the highest thing thou art capable of doing, faculties and outward circumstances being both duly considered, and then do it." Ruskin, on being told of a man who was a genius, immediately enquired, "Does he work?"

Thousands of honest people who would cut their hands off sooner that steal a penny

from me do not hesitate to drop in on me and steal an hour of my time, which no money can replace. He who steals the time of a public servant trespasses on a nation's time.

"Nothing is worse for those who have business than the visits of those who have none," was the motto of a Scotch editor.

John Ruskin keeps before him constantly, inscribed upon a large piece of chalcodony, "To-day."—"Architects of Fate."

**CHILDREN FREE.**

By sending your name and address (write plainly) to Adams & Sons' Co., 11 and 13 Jarvis street, Toronto, Ont., you will receive one of their beautiful paper dolls, with movable heads and bodies, for the children free.

**WHEN YOU REQUIRE ANYTHING IN**

**Brushes, Brooms and Woodenware**

Drop a card to Chas. Boeckh & Sons, Toronto, asking for Illustrated Catalogue and Price List.

Offices and Warerooms

Factories

Montreal Branch

80 York Street.

158 to 168 Adelaide St. W.

1 & 3 De Bresoles St.

The wise grocer does not compete with Sugar, but looks and points with pride to the extra value of the

**TEAS**



**he offers**

Our sales of Teas for 1896 were enormous, but we want 1897 to eclipse all past efforts. We will make it worth your while to help us break all past records.

INDIANS  
CEYLONS  
JAPANS  
CHINAS

} All grades

**T. B. ESCOTT & CO.**

LONDON, ONT.

## BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**M.** R. DUNN, merchant, Lake Talon, Ont., has assigned to J. N. McNamara, North Bay, and a meeting of creditors is to be held on the 19th inst.

J. G. Harvie, grocer, New Glasgow, N.S., has assigned.

S. R. Short, has started a grocery store in Greenwich, N.B.

R. Arneil, grocer, Iron Bridge, is consulting his creditors.

J. L. Liblond, general merchant, Trois Pistoles, has assigned.

Eli Perkins, grocer, Fredericton, N. B., has suspended payment.

Smart's Tea Co., teas, coffees, etc., Hamilton, has assigned.

E. B. Johnston, produce, Toronto, has assigned to A. J. Anderson.

Waddell & Rowland, egg crates, etc., St. Thomas; receiver appointed.

E. Martin & Co., grocers, Pembroke, have assigned to J. J. O'Meara.

Thomas Foley, grocer, etc., St. John, N.B., is offering to compromise.

S. Toupin, grocer, Montreal, is offering to compromise at 25c. on the dollar.

Chas. R. Dickie & Co. general merchants, Canning, N.S., have assigned.

J. D. Cameron, grocer, Greenfield, has assigned to E. J. Henderson, Toronto.

J. C. Miller, grocer and produce, Fredericton, N.B., is offering to compromise.

Charron, Simeon & Cie., grocers, Montreal, have filed consent of assignment.

S. W. Reynolds, general merchant, Algoma Mines, is consulting his creditors.

White & Van Wyck, grocers, Caledon, have assigned to J. P. Langley, Toronto.

G. A. Morrow, general merchant, Russell, is offering to compromise at 50c. on the dollar.

W. J. Burns, general merchant, Seeley's Bay, has assigned to J. P. Langley, Toronto.

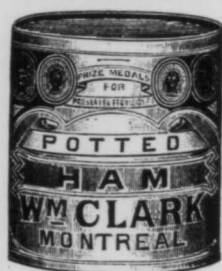
W. H. Tonkin, general merchant, Leskard, is offering to compromise at 50c. on the dollar.

John Price & Son, hides and wool, Montreal; W. J. Price has filed consent of assignment.

V. Leroux, general merchant, Ste. Anne de Prescott, has compromised at 55c. on the dollar.

Kelly & Co., general merchants, Tavistock, have assigned to Henry Barber & Co., Toronto.

Crawford, Lynch & Co., general mer-



## CLARK'S Potted Meats

Are nice goods inside and outside. You should have them on your shelves.

chants, Orillia, have assigned to Henry Barber, Toronto.

H. A. Belisle, general merchant, Ste. Agathe des Monts, is offering to compromise at 50c. on the dollar.

T. H. Mallette & Co., grocers, Montreal, have assigned and a meeting of creditors will be held on the 19th inst.

Mr. J. R. Eden, the assignee of the J. T. Huber & Co. estate, general store, Doon, announces liabilities of \$9,161.59, and assets of \$216.82. A dividend of 2 1/3 per cent. is forthcoming.

PARTNERSHIPS FORMED AND DISSOLVED.

T. C. Howard & Co., general merchants, Sutton West, have dissolved.

Ingraham & MacLean, general merchants, Sydney, N.S., have dissolved.

Beattie & Elliott, commission merchants, Quebec, have dissolved. G. N. Elliott continues.

A. M. Craig & Bros., general merchants, Westport, have dissolved; A. M. Craig continues.

Britten & Bradshaw, manufacturers of chewing gum, Toronto, have dissolved. S. T. Britten continues.

H. C. Barnaby, general merchant, Bridgewater, N.S., has admitted A. C. Barnaby as partner, under the style of H. C. Barnaby & Son.

J. E. Trottier and A. Hardy have formed a partnership to do business as general merchants at Farnham, Que., under the style of Trottier & Hardy.

SALES MADE AND PENDING.

The stock of the estate of W. J. Budd, Shallow Lake, has been sold.

The assets of E. Anger, grocer, Quebec, are advertised for sale on 15th inst.

The plant of the Lakeport Preserving Co., Lakeport and Trenton, is advertised for sale by auction.

The stock of the estate of J. D. Mathers, groceries and dry goods, Ruscom Station, has been sold.

The assets of Joseph Martineau, general merchant, St. Michel, Que., are to be sold on the 15th inst.

CHANGES.

J. W. McCabe, grocer, Palmerston, has sold out to Peter Stewart.

V. C. Barber, grocer, Guelph, has sold out.

N. Geneau is opening a general store at Howick, Que.

L. Hoppins, grocer, Deseronto, has sold out to Anna Mott.

W. Massicotte is starting a general store in St. Prosper, Que.

M. W. & R. Thibaudeau, grocers, Quebec, have suspended.

R. H. Smith, grocer, etc., St. Thomas, has sold out to J. W. Smiley.

Beckett & Co., groceries, flour and feed, are opening out at Edmonton.

John F. McLeod, general merchant, Robinson, is commencing business.

C. Cassina, general merchant, Everton, has sold out to John D. McCallum.

P. McLeod, general merchant, Hawkestone, has sold out to Moore & Gardner.

The business of the late James Atkinson, general merchant, Inwood, is being closed out.

Joseph Bourgeois, general merchant, Ste. Angele de Laval, Que., is asking an extension.

F. Granville, general merchant, Slocan City, B.C., has been succeeded by J. A. Foley.

G. A. Goulet, general merchant, Pointe Fortune, is advertising selling off and removing.

Hopkins & McLean, general merchants, Kamloops, have sold tinware stock to Shotton & Mead.

Cornick Bros. is the style of a new grocery and provision firm which has opened out at St John's, Nfld.

Janet Ramage, general merchant, Chesley and Mooresburg, has been succeeded at Mooresburg by H. R. Ramage.

Emma Doucet, wife of L. O. L. Paquette, has been registered proprietress of the firm of J. O. L. Paquette & Co., grocers, etc., Montreal.

FIRES.

D. Hayes, general store, Lonsdale, has been burned out.

DEATHS.

Charles Hendry, Sr., general merchant, Stirton, is dead.

Angus McIntosh, general merchant, Dunvegan, Ont., is dead.

W. H. McAlpine, general merchant, Louisburg, N.S., is dead.

**HOW TO SUCCEED AS A GROCER.**

A SOAP firm in England recently offered prizes for the best essays on "How to Succeed as a Grocer." The following was awarded the first prize:

"Practical business knowledge, indomitable perseverance and some capital are essential to success as a grocer. An energetic young man, with good experience and £400 capital, who has in mind the opening of a shop in a middle-class suburb, will find the following suggestions useful: Take, if possible, a corner shop, with house attached, in good thoroughfare, rent about £50. Fit up in modern style, with well painted frontage, and inside fixtures arranged to exhibit the greatest possible variety of goods. For stock, select goods suitable to locality, and from the first aim at establishing a reputation for quality and fair dealing. Dress the windows with leading lines, neatly ticketed; change often, study effect, be original in ideas. Profits, to some extent, will be governed by competition, but the successful man must mark out for himself methods of business which will distinguish his establishment in the minds of the public. The purchasing of stock on cash terms is absolutely necessary.

"The key-note of success, and a wise rule, is to buy only what can be paid for. If a cash trade is done, from £200 to £250 worth of stock will be sufficient for the shop in view. The regulation of retail prices is a point where business ability and practical knowledge are so valuable. Bear in mind, working and advertising expenses must be paid before any actual profit is made. It is not wisdom to be undersold in leading articles; but when an article is unduly cut, do not aggravate the evil by cutting lower, but counteract it by introducing other brands and methods; thus by tact and discretion pull yourself out of a current which sweeps so many grocers into bankruptcy. Do not neglect details. Weigh and check everything received into stock. Claim for short weight, damaged tins and excess carriage. Have a system for checking cash and sales. Keep a proper set of books; take stock regularly, and have it thoroughly balanced, showing profit, loss and leakage. Advertising is a stepping-stone to success. For the shop in view, a list of prices carefully arranged and a circular pointing out advantages offered as compared with the large trading stores should be issued, followed up by canvassing orders.

"Identify your business with one or two specialties—a blend of tea, a special dairy of butter, a sole agency for some reliable article of everyday use—anything that will attract new people. By carefully watching the markets, bargains can be met with,

which may be used as special advertising lines. A good counter trade should be cultivated by every legitimate means; it is usually the basis of a prosperous business. I have tried to give the young grocer a few hints which will help him to make a start, but success can only be achieved by perseverance, adopting new ideas as they present themselves, giving personal attention to details, studying the requirements of the neighborhood, and securing the confidence of customers."

**TO PREVENT LOBSTER BLACKENING.**

Editor GROCER,—Seeing from time to time in THE GROCER that experiments were being tried for the prevention of blackening of lobsters in tins, I have kept until now some lobsters which I received from a friend in Newfoundland in January, 1896, and which were caught and canned in July, 1895, and they are as good now as when they were first put in the cans. The method of preserving them from blackening is simply to put a lining of white paper in the cans, one piece for the body of the can and two circular pieces for the ends. I think this is as cheap and simple a way as anyone could desire, without using any chemicals, which, if it prevented blackening, might have some other deleterious effect. I think eighteen months' test is sufficient to guarantee that the lobster will keep a longer period without any risk of poisoning anyone, and if you will put this in THE GROCER it may be of benefit to those who like to eat as well as those who can the lobster.

Yours, etc.,

MRS. F. HUBBLE.

Sand Hill, Ont., Jan. 7, 1897.

**HOTEL HUMOR.**

In case of fire, ring the towel.

Board \$50 per week. Meals extra.

Guests are requested not to speak to the dumb waiter.

Guests wishing to get up without being called can have self-raising flour for supper.

Guests wishing to do a little driving will find a hammer and nails in the closet.

If rooms get too warm, look out and see fire escape.

If you are fond of athletics and like good jumping, lift the mattress and see the bed spring.

If your lamp or gas goes out, take a feather out of the pillow; that's light enough for any room.

Guests troubled with the nightmare will find a halter on the bed-post.

Don't worry about paying your bill; the house is supported by the foundation.—Exchange.

**CHRISTMAS AND NEW YEAR'S TRADE.**

TIME was, remarks a contemporary, when we regarded the intervening days between Christmas and New Year's as a dead and alive week to be spent in exchanging misfit presents; a sort of hiatus between two turkey dinners, to be passed in a semi-comatose condition of rest and indolence in reminiscent reverence of the dear departed Yuletide.

The spirit of trade has bridged the breach between the two holidays, however, and banished those dreamy days. We must be up and doing even the very morning after Christmas and peg away until the lights go out on that last night of the year, or our wide-awake neighbor will score a point ahead of us. It is a case of all hands to repel dull trade not only fifty-one weeks of the year, but fifty-two.

And after all it was not so terrible, this yearly struggle. The great secret is to be on time; be a trifle ahead of your neighbor if you can; anticipate the whims of your constituents, and instead of trailing take the lead. Inform yourself of the things that are likely to be as well as those that have been; enquire into the future rather than dream of the past; interest yourself with things probable rather than things accomplished; keep ahead of to-day if you can instead of trailing in the dust of yesterday; and you can do this, if you will, without being a slave yourself or enslaving your help.

You will find it easier to walk on the smooth, fresh turf than upon an old, traveled highway full of ruts and stumbling spots that have existed since you have trod the way.

Break away from old habits, especially unproductive routine, that has nothing but custom back of it.

Be original. If you have an idea that has a shadow of possible good in it, exploit it the coming year, and if healthy continue it; if not a source of good, drop it, but in any case try it if it is promising. The only way to realize whether or not there is vitality in the seed is to plant it; the only way to prove whether a scheme is virtuous or otherwise is to give it a chance.

The pioneers in every line of business are those who put ideas into practice, not those who originate them.

You might dream forever, build castles of fantastical proportions in Spain; picture mirages forever and gain nothing.

The party who studies some common, everyday situation, devises a plan to meet it, makes a hit and profits by it, he is the up-to-date business man.



# Tastes Differ

in regard to the degree of stiffness required in certain articles, but when it comes to a question of what starch gives the best results, popular sentiment goes strongly in favor of . . . . .

## EDWARDSBURG STARCH . . . .

EDWARDSBURG STARCH CO.  
Cardinal, Ont.

**BLUE.**

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

**CANNED GOODS.** per doz.

|  |          |          |
|--|----------|----------|
| Apples, 3's  | \$0 70   | \$0 95   |
| gallons  | 1 65     | 2 25     |
| Blackberries, 2  | 1 70     | 1 90     |
| Blueberries, 2   | 0 75     | 0 85     |
| Beans, 2   | 0 65     | 0 95     |
| Corn, 2's  | 0 50     | 0 75     |
| Cherries, red pitted, 2's                                | 2 00     | 2 25     |
| Peas, 2's  | 0 60     | 0 75     |
| " Sifted select  | 0 80     | 0 95     |
| " Extra sifted   | 1 15     | 1 30     |
| Pears, Bartlett, 2's                                     | 1 65     | 1 75     |
| " 3's  | 2 40     | 2 40     |
| Pineapple, 2's   | 2 40     | 2 50     |
| " 3's  | 1 65     | 2 00     |
| Plums, Green Gages, 2's                                  | 2 50     | 3 00     |
| Lombard  | 1 60     | 1 80     |
| " Damson Blue  | 1 50     | 1 70     |
| Pumpkins, 3's  | 1 15     | 1 40     |
| gallons  | 0 70     | 0 90     |
| Raspberries, 2's   | 2 10     | 2 25     |
| Strawberries, 2's  | 1 50     | 1 80     |
| Succotash, 2's   | 1 65     | 1 95     |
| Tomatoes, 3's  | 0 70     | 0 75     |
| Lobster, tails   | 2 20     | 2 40     |
| " flats  | 2 85     | 2 90     |
| Mackerel   | 1 20     | 1 30     |
| Salmon, Sockeye, tails                                   | 1 35     | 1 45     |
| " flats  | 1 40     | 1 75     |
| " Cohoes   | 1 15     | 1 20     |
| Sardines, Albert, 1/2's tins                             | 0 04 1/2 | 0 13     |
| " 3/4's tins   | 0 20     | 0 21     |
| " Sportamen, 1/2's genuine French high grade, key opener | 0 12 1/2 | 0 21     |
| Sardines, Sportamen, 1/2's                               | 0 16     | 0 18 1/2 |
| Sardines, key opener, 1/2's                              | 0 10 1/2 | 0 11     |
| " " " " 1/2's  | 0 18 1/2 | 0 19     |
| Sardines, other brands 9 1/4 11                          | 0 16     | 0 17     |
| " P. & C., 1/2's tins                                    | 0 23     | 0 25     |
| " " " " 1/2's  | 0 33     | 0 34     |
| Sardines, Amer., 1/2's                                   | 0 04 1/2 | 0 09     |
| " " " " 1/2's  | 0 09     | 0 11     |
| " Mustard, 1/2 size, cases                               | 10 00    | 11 00    |
| 50 tins per 100  |          |          |

**MARSHALL & CO., SCOTLAND.**

|                        |      |      |
|------------------------|------|------|
| Fresh Herring, 1-lb.   | 1 10 | 1 15 |
| Kipperd Herring, 1-lb. | 1 6  | 1 90 |

|                           |      |      |
|---------------------------|------|------|
| Herrings in Tomato Sauce  | 1 70 | 1 90 |
| Herrings in Shrimp Sauce  | 2 00 |      |
| Herrings in Anchovy Sauce | 2 00 |      |
| Herrings a la Sardine     | 2 40 |      |
| Preserved Bloaters        | 1 85 | 1 90 |
| Real Findon Haddock       | 1 85 | 1 90 |

**CANNED MEATS.**

|                            |               |
|----------------------------|---------------|
| <b>(CANADIAN.)</b>         |               |
| Comp Corn Beef, 1-lb. cans | \$1 20 \$1 35 |
| " 2                        | 2 30 2 50     |
| Comp Corn Beef, 4-lb. can  | 7 75 8 25     |
| " " 14                     | 15 00 16 00   |
| Minced Callops             | 2 60 2 60     |
| Lunch Tongue               | 2 60 2 65     |
| " 1                        | 3 40 3 50     |
| English Brawn              | 2 2 6 00      |
| Camb Sausage               | 2 2 75 2 80   |
| " 1                        | 2 50          |
| " 2                        | 4 90          |
| Soups, assorted            | 1 50          |
| " 2                        | 2 25          |
| Soups and Boull.           | 1 80          |
| " 6                        | 4 50          |



**Acme Sliced Beef.**  
No. 1 tins, key, 2 doz., per doz. \$2.60.



**Beardley's Boneless Herring.** per doz. 1 40

|  |             |
|--|-------------|
| <b>ARMOUR PACKING CO.—HELMET BRAND</b> |             |
| Corned Beef, 1 lb.                     | 1 40 1 50   |
| " 2 lb.                                | 2 60 2 75   |
| " 4 lb.                                | 5 50 5 80   |
| " 6 lb.                                | 8 50 8 80   |
| " 14 lb.                               | 17 50 18 00 |
| Roast Beef, 1 lb.                      | 1 40 1 50   |
| " 2 lb.                                | 2 60 2 75   |

|                                       |       |       |
|---------------------------------------|-------|-------|
| Luncheon Beef, 1 lb.                  | 1 60  | 1 70  |
| " 2 lb.                               | 2 75  | 2 85  |
| Brawn 1 lb.                           | 1 30  | 1 40  |
| " 2 lb.                               | 2 35  | 2 50  |
| " 6 lb.                               | 6 60  | 6 80  |
| " 14 lb.                              | 14 50 | 15 00 |
| Ox Tongue, 1 1/2 lb.                  | 7 00  | 7 20  |
| " 2 lb.                               | 8 50  | 8 80  |
| " 2 1/2 lb.                           | 10 75 | 11 00 |
| Lunch Tongue, 1 lb.                   | 3 35  | 3 50  |
| " 2 lb.                               | 6 50  | 6 80  |
| Chipped Beef, 1/2 lb.                 | 1 60  | 1 70  |
| " 1 lb.                               | 2 65  | 2 80  |
| Pigs' Feet, 1 lb.                     | 1 65  | 1 75  |
| " 2 lb.                               | 2 45  | 2 60  |
| Potted Meats, Tongue or Ham 1/2 lb.   | 70    | 75    |
| Potted Meats, Tongue or Ham 1 lb.     | 1 20  | 1 25  |
| Potted Deviled Ham or Tongue, 1/2 lb. | 70    | 75    |
| Potted Deviled Ham or Tongue, 1 lb.   | 1 20  | 1 25  |

**WHITE LABEL.**

|  |      |      |
|--|------|------|
| Soups Assorted, 1 qt.  | 3 00 | 3 15 |
| " 1 pt.  | 2 00 | 2 10 |
| Gelatine of Boar's Head, 2 lb.   | 3 00 | 3 20 |
| Braised Beef with Vegetables, Piquant Sauce, Gumbo, Tomato and Rice, 2 lb. | 3 00 | 3 10 |
| Plover Roast   | 5 00 |      |
| Sliced Gold Band Bacon   | 3 00 |      |

**Codfish.**

|                                   |      |
|-----------------------------------|------|
| Beardley's Shredded, 2 doz. pkgs. | 0 90 |
|-----------------------------------|------|

**CHEWING GUM.**

|   |        |
|---|--------|
| <b>ADAMS &amp; SONS CO.</b>                               |        |
| Tutti Frutti, 36 5c bars                                  | \$1 20 |
| " (in cream pitcher) 36 5c bars                           | 1 20   |
| " (in sugar bowl) 36 5c bars                              | 1 25   |
| " (in glass jar) 115 5c pkgs.                             | 3 75   |
| Pepsin Tutti Frutti (in glass jar) 115 5c packages        | 3 75   |
| Pepsin Tutti Frutti, 23 5c packages                       | 0 75   |
| Round Pepsin, 30 5c packages                              | 1 00   |
| Cash Register, 390 5c bars and pkgs                       | 15 00  |
| Cash Box, 160 5c bars                                     | 6 00   |
| Tutti Frutti Show Case, 180 5c bars and packages          | 5 50   |
| Variety Gum (with book in each box) 150 1c pieces         | 1 00   |
| Banner Gum (English or French wrappers) 115 1c pieces     | 0 75   |
| Flirtation Gum (English or French wrappers) 115 1c pieces | 0 65   |
| Mexican Fruit, 36 5c bars                                 | 1 20   |
| Sappota, 150 1c pieces                                    | 0 90   |
| Orange Sappota, 150 1c pieces                             | 0 75   |
| Black Jack, 115 1c pieces                                 | 0 75   |

|   |      |
|---|------|
| Red Rose, 115 1c pieces                                 | 0 75 |
| Magic Trick, (English or French wrappers) 115 1c pieces | 0 75 |

**CHOCOLATES & COCOAS.**

|  |          |
|--|----------|
| Cocoa—EPFRA.                             | per lb.  |
| Case of 14 lbs. each                     | 0 35     |
| Smaller quantities                       | 0 37 1/2 |
| <b>CADBURY'S.</b>                        |          |
| Frank Magor & Co., Agents                | per doz  |
| Cocoa essence, 3 oz. packages            | \$1 65   |
| Mexican chocolate, 1/4 and 1/2 lb. pkgs. | 0 40     |
| Rock Chocolate, loose                    | 0 40     |
| " 1-lb. tins                             | 0 42 1/2 |
| Cocoa Nibs, 11-lb. tins                  | 0 35     |

|   |         |
|---|---------|
| <b>TODHUNTER, MITCHELL &amp; CO.'S.</b> |         |
| Chocolate—                              | per lb. |
| French, 1/4's—6 and 12 lbs.             | 0 30    |
| Caracas, 1/4's—6 and 12 lbs.            | 0 35    |
| Premium, 1/2's—6 and 12 lbs.            | 0 30    |
| Sante, 1/4's—6 and 12 lbs.              | 0 26    |
| Diamond, 1/4's—6 and 12 lbs.            | 0 22    |
| Sticks, gross boxes, each               | 1 00    |

|                                   |          |
|-----------------------------------|----------|
| Cocoa—                            | per doz. |
| Homeopathic, 1/4's, 8 and 14 lbs. | 0 30     |
| Pearl                             | 0 25     |
| London Pearl, 12 and 18 "         | 0 22     |
| Rock                              | 0 30     |
| Bulk, in boxes                    | 0 18     |
| Royal Cocoa Essence, packages     | 1 40     |

**CHOCOLAT MENIER.**

|                        |                           |            |
|------------------------|---------------------------|------------|
| Vanilla—               | Cases of 10x12 lb bxs     | In 12 bxs. |
| Yellow wrapper, p. lb. | \$ 0 34                   | \$ 0 36    |
| Triple Vanilla—        |                           |            |
| White                  | 0 73                      | 0 83       |
| Unsweetened—           |                           |            |
| Blue Premium           | 0 38                      | 0 42       |
| Pastilles—             | Cases of 54 lbs than case | Less       |
| 1/2 lb. boxes          | 0 19                      | 0 20       |

**(A. P. Tippet & Co., Agents.)**

|                                      |                        |
|--------------------------------------|------------------------|
| Chocolate—                           | per lb.                |
| Caracas, 1/4's, 6-lb. boxes          | 0 42                   |
| Vanilla, 1/4's                       | 0 42                   |
| " Gold Medal" Sweet, 6 lb. bxs.      | 0 29                   |
| Pure, unsweetened, 1/2'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                   |
| " " " "                              | "                      |
| " " " "                              | "                      |
| " " " "                              | "                      |
| Homeopathic, 1/4's, 14lb. boxes      | 0 33                   |
| " " " "                              | 1/2 lbs. 12 lb. box 33 |

**RECKITT'S Blue and Black Lead** (ALWAYS GIVE YOUR CUSTOMERS SATISFACTION)

### CANADIAN TOMATO CHUTNEE

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

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

Headquarters for

## Stencil Brands

CORPORATE SEALS . . .  
RUBBER, BRASS AND STEEL STAMPS

**HAMILTON STAMP & STENCIL WORKS**  
Hamilton, Ont.

### THE "DIAMOND" OIL BLACKING



Is specially prepared for the people, recommending itself. It has been acknowledged for years the best kind, as it preserves and imparts to leather a brilliant jet black polish. It has numerous imitators, but continues to outshine them all. Ask for the original, and see you get it.

**W. BERRY, - MANCHESTER.**

Send for samples and quotations to

**R. E. Boyd & Co. St. James Street Montreal**

### DRINK :::

## ::: Chocolate for Breakfast

It invigorates **MIND** and **BODY**  
whereas **Tea** and **Coffee**  
**SLOWLY RUIN THE NERVES**



But to get a good cup of Chocolate, you want to use the best of all

**VANILLA . . .  
CHOCOLATES**

## CHOCOLAT MENIER

And not that cheap stuff sold as sweet chocolates, which lacks purity and becomes injurious.

Ask your grocer for **Chocolat Menier**  
The world-renowned French Vanilla Chocolate.

## Salt

## Salt

## Salt

Write us if you want **SALT** of any kind, in car lots or less; can ship at very short notice. . . .

## TORONTO SALT WORKS

TORONTO, ONT.



# Here It Is

Your customers want the best, especially at this season of the year.

**Chard, Jackson & Co.**

Agents for the Dominion  
**10 Lemolne St.  
MONTREAL**

## SOAP AND WATER

May be good for cleaning and scrubbing, but it's a well-known fact that there's something better. The grease and dirt and stains of ages quickly vanish before

## SILVER DUST WASHING POWDER

JOHN P. MOTT & CO.'S  
(R. S. McIndoe, Agent, Toronto.)

|                                  |          |      |
|----------------------------------|----------|------|
| Mott's Broma                     | per lb.  | 0 30 |
| Mott's Prepared Cocoa            | per doz. | 0 28 |
| Mott's Homeopathic Cocoa (1/4's) | per doz. | 0 32 |
| Mott's Breakfast Cocoa (in tins) | per doz. | 0 45 |
| Mott's No. 1 Chocolate           | per doz. | 0 30 |
| Mott's Breakfast Chocolate       | per doz. | 0 28 |
| Mott's Caracas Chocolate         | per doz. | 0 49 |
| Mott's Diamond Chocolate         | per doz. | 0 22 |
| Mott's French-Can. Chocolate     | per doz. | 0 18 |
| Mott's Navy or Cooking Chocolate | per doz. | 0 27 |
| Mott's Cocoa Nibbs               | per doz. | 0 35 |
| Mott's Cocoa Shells              | per doz. | 0 05 |
| Vanilla Sticks, per gross        | per doz. | 0 90 |
| Mott's Confectionery Chocolate   | per doz. | 0 21 |
| Mott's Sweet Chocolate Liquors   | per doz. | 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, 1/2 lb. cake, per lb.         | 0 22 1/2 |
| Royal Navy Chocolate, 12 lb. boxes, 1/2 lb. cake, per lb.      | 0 30     |
| Mexican Vanilla Chocolate, 12 lb. boxes, 1/2 lb. cake, per lb. | 0 35     |

WALTER BAKER & CO.'S

|  |      |
|--|------|
| Chocolate—Premium No. 1, boxes 12 lbs. each. | 0 46 |
| Baker's Vanilla in boxes, 12 lbs. each.      | 0 50 |

|  |      |
|--|------|
| Caracas Sweet, in boxes, 6 lbs. each.                          | 0 33 |
| Vanilla Tablets, 416 in box, 24 boxes in case, per box, net.   | 4 20 |
| German Sweet Chocolate—Grocers' Style, in boxes, 12 lbs. each. | 0 28 |
| Grocers' Style, in boxes, 6 lbs. each.                         | 0 25 |
| Eight cakes to the lb., in bxs, 6 lbs. e.                      | 0 25 |
| Soluble Chocolate—In canisters, 1 lb., 4 lb. and 10 lb.        | 0 50 |
| Breakfast Cocoa—In bxs, 6 and 12 lbs. each, 1/2 lb. tins.      | 0 50 |

CANADIAN COCOANUT CO.

|  |      |
|--|------|
| White Moss Brand—Pkgs. 1 lb., 15 or 30 lb. cs. | 0 27 |
| 1/2 lb. " " " "                                | 0 28 |
| 1/2 lb. " " " "                                | 0 29 |
| 1/2 lb. " " " "                                | 0 30 |
| Bulk—White Moss, 15, 15 or 20 lb. Pails        | 0 20 |
| Feather Strip, " " " "                         | 0 22 |
| Special Shred, " " " "                         | 0 18 |
| Macaroon, " " " "                              | 0 18 |
| Crown Destic., 12, 20 or 25 lb.                | 0 18 |
| Special, " " " "                               | 0 17 |
| Barrels, 2c. per lb. less.                     |      |

SCHIPP'S

|                                     |      |
|-------------------------------------|------|
| Improved in packages—per lb.        |      |
| 1 lb. package, 15 and 30 lb. cases. | 0 27 |

|                                       |      |
|---------------------------------------|------|
| 1/2 lb. package, 15 and 30 lb. cases  | 0 28 |
| 1/4 lb. " " " " 30 lb. "              | 0 29 |
| 5c. package, 4 doz. in case, per doz. | 0 45 |
| Bulk—Bris. Pails.                     |      |
| Edelweiss (thin strip) per lb.        | 0 20 |
| Improved Shredded, " "                | 0 18 |
| Beaver " " "                          | 0 16 |
| Macaroon " " "                        | 0 16 |
| Desiccated " " "                      | 0 15 |

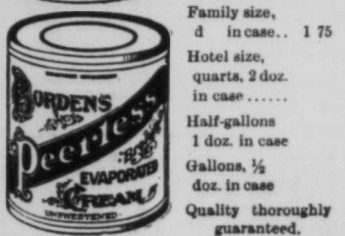
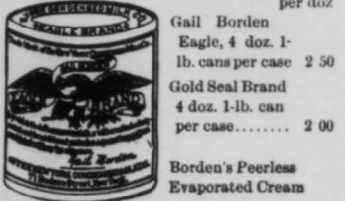
COFFEE, Green.

|                     |          |      |
|---------------------|----------|------|
| Mocha               | 0 27 1/2 | 0 30 |
| Old Government Java | 0 30     | 0 33 |
| Rio                 | 0 14     | 0 16 |
| Plantation Ceylon   | 0 29     | 0 31 |
| Porto Rico          | 0 24     | 0 26 |
| Guatemala           | 0 24     | 0 26 |
| Jamaica             | 0 19     | 0 22 |
| Maracaibo           | 0 18     | 0 20 |

TODHUNTER, MITCHELL & CO.'S

|                           |      |
|---------------------------|------|
| Excelsior Blend           | 0 34 |
| Our Own " "               | 0 32 |
| Jersey " "                | 0 30 |
| Porto Rico " "            | 0 27 |
| Laguaya " "               | 0 32 |
| Mocha and Java " "        | 0 32 |
| Old Government Java (0 3) | 0 32 |
| Arabian Mocha " "         | 0 32 |
| Maracaibo " "             | 0 28 |
| Santos " "                | 0 22 |
| Crushed East India " "    | 0 20 |

### CONDENSED MILK. NEW YORK CONDENSED MILK CO



|                                    |         |
|------------------------------------|---------|
| Gail Borden                        | per doz |
| Eagle, 4 doz. 1-lb. cans per case  | 2 50    |
| Gold Seal Brand                    |         |
| 4 doz. 1-lb. can per case          | 2 00    |
| Borden's Peerless Evaporated Cream |         |
| Family size, d in case             | 1 75    |
| Hotel size, quarts, 2 doz. in case |         |
| Half-gallons                       |         |
| 1 doz. in case                     |         |
| Gallons, 1/2 doz. in case          |         |
| Quality thoroughly guaranteed.     |         |



# Butter Crackers

of sodas, and the same price. Get out of the rut. Introduce these to your customers and earn their everlasting gratitude. Keep up with the times and have new lines when you can. We put out a new one last week called the "Javas." Order a tin. Choicest biscuit now selling. Watch this space for new biscuits! Remember, T. B. & C. Co.'s Cream Sodas are trade attractors.

We put these up in 3-pound packages. They are without doubt the biggest package of biscuits on earth for the money. Try a case. Nearly twice the size of a three-pound package

## Toronto Biscuit & Confectionery Co.

7 FRONT STREET EAST - - TORONTO.

**EXTRACTS.**

Dalley's Pure Fruit Extracts, 2½ oz. bottles, all flavors \$2 00  
 Dalley's Tropical Extracts, 2 oz. bottles all flavors 0 75  
 Dalley's Fine Gold Extracts 2 oz. bottles, all flavors 1 25  
 Crown Brand (Robert Greig & Co.)—  
 1 oz. Bottle, per doz. 0 90  
 2 " " " " 1 50  
 3 " " " " 2 00  
 4 " " " " 3 00  
 4 " Bottle " 6 00  
 4 " Glass, Stop'r " 3 50  
 8 " " " " 7 00  
 Parisian Essence, per gross 21 00  
 Ketchup, Fluted Bottles, gross 12 00  
 Ketchup, Screw Top, " 21 00  
 S. & L. "High Grade" per doz 3 50  
 Pepper Sauce, per gross 15 00

**FLUID BEEF.**

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

**FRUITS.**

FOREIGN.  
 Currants—Provincials, bbls. 0 04% 0 04%  
 " " " " " 0 04% 0 04%  
 " Filialras, bbls. 0 04% 0 04%  
 " " " " " 0 04% 0 04%  
 " Paras, bbls. 0 05 0 05%  
 " " cases 0 05 0 05%  
 " Vostizzas, cases 0 07 0 08%  
 " Blue Pearls 0 08 0 08%  
 Dates, Hallowee boxes (new) 0 06% 0 06%  
 Figs—Eleme, 10 oz. 0 07% 0 00  
 " 10 lb 0 09 0 12  
 " 18 lb 0 11 0 13  
 " 28 lb 0 13 0 16  
 " taps 0 03% 0 04%  
 " natural, boxes 0 07 0 07  
 " ditto, bags 0 06 0 07  
 Prunes—Bosnia, cases 0 04% 0 06%  
 " Bordeaux 0 04% 0 06%  
 Raisins—Valencia, off stalk 0 05 0 05%  
 " Pine, off stalk 0 05% 0 06  
 " Selected 0 06% 0 07  
 " Layers 0 07% 0 07%  
 " Sultanas 0 07 0 10  
 " Cal. Loose Muscates 50 lb. bxr., 3 & 4 cr. 0 07% 0 08%  
 " Masagras per doz. 1 80  
 London Layers per doz. 2 20  
 Black Baskets 2 20 2 65  
 Blue Baskets 2 25 3 50  
 Choice Clusters 2 25 2 75  
 Dehesa Clusters 3 50 4 00  
 Non Plus Ultra 5 75 6 00  
 Imperial Bunches 5 75 6 00  
 " Russian Clusters 5 00 5 50

**DOMESTIC.**  
 Apples, dried, per lb. 0 02% 0 03  
 " evaporated 0 73 0 04

**FOOD.**

Split Peas 3 25 \$3 50  
 Pot Barley 3 25 3 50  
 Pearl Barley, XXX, 49-lb. pkt. 2 00

**ROBINSON'S BARLEY AND GROATS.**

Patent Barley, ½ lb. tins 1 25  
 " 1 lb. tins 2 25  
 " Groats, ½ lb. tins 1 25  
 " 1 lb. tins 2 25

**DALLEY'S ROYAL HYGIENIC SELF-RISING FLOURS.**

Buckwheat Flour, 2½ lb. packages, 3 doz. in case 1 20  
 Pancake Flour, 2 lb. packages, 3 doz. in case 1 20

Tea Biscuit Flour, 2 lb. packages, 3 doz. in case 1 20  
 Graham Flour, 2 lb. packages, 3 doz. in case 20  
 Bread and Pastry Flour, 2 lb. packages, 3 doz. cases 1 20

**GELATINES.**

KNOX'S  
 Sparkling calves foot 1 20  
 Crystallized Fruit, flavored 1 65  
 Acidulated 1 50  
 (Sold by all wholesale grocers.)  
 KROPPF'S FAMILY GELATINE.  
 Robert Greig & Co., Agents.  
 1 oz. Packages, White, per doz. 85 90  
 1 " Red, " 90 95  
 COXS  
 1 Quart size, per doz 1 15  
 2 Quart size, " 2 30

**HARDWARE, PAINTS AND OILS.**

CUT NAILS—From Toronto—  
 50 to 60 dy basis 2 30  
 40 dy " 2 35  
 30 dy " 2 40  
 20 15 and 12 dy 2 45  
 10 dy " 2 50  
 8 and 9 dy 2 55  
 6 and 7 dy 2 70  
 5 dy " 2 90  
 4 dy A P 2 90  
 3 dy A P 3 30  
 4 dy C P 2 70  
 3 dy C P 3 90

**HORSE NAILS.**  
 Canadian, dia. 50 per cent.

**HORSE SHOES.**  
 From Toronto, per keg 3 60

**SCREWS—Wood—**  
 Flat-head iron, 80, 10 and 5 p. c. dia.  
 Round-head iron, 75, 10 and 5 p. c. dia.  
 Flat-head brass, 77½, 10 and 5 p. c. dia.  
 Round-head brass, 72½, 10 and 5 p. c. dia.

**WINDOW GLASS.** [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches, which shows it to be a first-break glass, i.e. not over 25 inches in the sum of its length and breadth.]  
 1st break (25 in. and under) 1 20 1 30  
 ROPE—Manilla 0 09 0 09%  
 Sisal 0 06% 0 07%  
 AXES—Per box 6 00 12 00  
 SHOT—Canadian, dia. 17½ per cent.

**HINGES.**  
 Heavy T and strap 0 04% 0 05  
 Screw, hook and strap 0 03% 0 04

**WHITE LEAD.**—Pure Association guarantee, ground in oil, per lb.  
 25 lb. irons 0 04% 0 04%  
 No. 1 0 04%  
 No. 2 0 04%  
 No. 3 0 03% 0 04%

**TURPENTINE.**  
 Selected packages, per gal. 0 40 0 41  
 2c. extra outside points.

**LINSEED OIL.**  
 Raw, per gal 0 45 0 46  
 Boiled, " 0 48 0 49  
 2c. extra outside points.

**GLUE.**—Common per lb. 0 07% 0 08

**INDURATED FIBRE WARE.**

THE E. B. EDDY CO.

½ pail, 6 qt. \$3 35  
 Star Standard, 12 qt. 3 80  
 Milk, 14 qt. 4 75  
 Round-bottomed fire pail, 14 qt. 4 75  
 Tubs, No. 1 13 30  
 " 2 11 40  
 " 3 9 50  
 Fibre Butter Tubs (30 lbs.) 3 80  
 Nests of 3 2 85  
 Keelers No. 4 8 00  
 " " 5 7 00  
 " " 6 5 00  
 " " 7 5 00  
 Milk Pans 2 65  
 Wash Basins, flat bottoms 2 65  
 " round bottoms 2 50  
 Handy Dish 2 25  
 Water Closet Tanks 17 00  
 Dish Pan, No. 1 7 60  
 " 2 6 20  
 Barrel Covers and Trays 4 75  
 Railroad or Factory Pails 4 75

**JAMS AND JELLIES.**

SOUTHWELL'S GOODS. per doz.  
 Frank Magor & Co., Agents.  
 Orange Marmalade 1 50  
 Clear Jelly Marmalade 1 80  
 Raspberry W. F. Jam 2 00  
 Raspberry " " 2 00  
 Apricot " " 1 75  
 Black Currant " 1 85  
 Other Jams " 1 55 1 90  
 Red Currant Jelly 2 75  
 (All the above in 1 lb. clear glass pots.)

**LICORICE.**

YOUNG & SMYLIE'S LIST.  
 5-lb. boxes, wood or paper, per lb. \$0 40  
 Fancy boxes (35 or 50 sticks) per box 1 25  
 "Ringed" 5 lb. boxes, per lb. 0 40  
 "Acme" Pellets, 5 lb. cans, per can. 2 00  
 "Acme" Pellets, fancy boxes (40) per box 1 50  
 Tar Licorice and Tolu Wafers, 5 lb. cans, per can 2 00  
 Licorice Lozenges, 5 lb. glass jars 1 75  
 "Purity" Licorice, 5 lb. cans 1 50  
 " " " 100 sticks 1 45  
 Dulce, large cent sticks, 100 in box 0 73

**MINCE MEAT.**  
 Wethey's Condensed per gross, net \$12 00

**WINES, LIQUORS AND MINERAL WATERS.**

CHARD, JACKSON & CO., MONTREAL, AGENTS.

Watson's Scotch—  
 1 Star Glenlivet, in cases 88 50 89 00  
 3 " " " 9 50 10 00  
 Old Liqueur " 15 00 15 50  
 Old Glenlivet, in wood, p. gal. 4 25 6 00  
 Watson's Irish—  
 Old Irish 7 50 8  
 Banagher " in wood, per gal. 9 50 10 00  
 Geo. Sayer & Co. Cognac  
 1 Star, in cases 11 50 12 00  
 V.S.O.P. " 16 50 17 00  
 In wood, per gal. 4 50 6 50  
 Warter & May, Oporto—  
 Ports 2 10 6 50  
 Wisdom & Warter—  
 Sherries 2 00 6 00

J. & R. McLEA, MONTREAL.  
 Cockburn very old Highland 8 75 9 25  
 " Special Scotch 9 50 10 00  
 " Special Liqueur, 14 years old 15 50 16 50  
 d—Fine old Scotch 4 40  
 Special old Scotch 5 00

**MUSTARD.**

COLMAN'S OR KEEN'S. per lb.  
 D. S. F., 1 lb. tins 80 40  
 " ½ lb. tins 0 42  
 " ¼ lb. tins 0 45

Round Tins—  
 F. D., ½ lb. tins 0 25  
 " ¼ lb. tins 0 27%  
 " 4 lb. jars, per jar. 0 75  
 " 1 lb. " 0 25  
 " 4 lb. tins, decorated, p.t. 0 80

**FRENCH MUSTARD**  
 Crown Brand—(Robert Greig & Co.)  
 per gross. per gross.  
 Pony size, \$ 7 50 Beer Mug 16 20  
 Small Med. 7 50 Tumbler 11 50  
 Medium 10 80 Cream Jug 21 00  
 Large 12 00 Sugar Bowl 22 00  
 Spoon 18 00 Caddy 28 00

THE F. F. DALLEY CO.  
 Dalley's Mustard, bulk, pure, per lb. 0 25  
 Dalley's Mustard, ½ lb. tins, 2 doz. in case, per doz. 2 00  
 Dalley's Mustard, ¼ lb. tins, 4 doz. in case, per doz. 1 00

Dalley's Superior Durham Mustard, bulk, per lb. 0 12  
 ¼ lb. tins, 4 doz. in case, per doz. 0 65  
 ½ lb. tins, 2 " " " 1 20  
 1 lb. jars, per doz. 2 40  
 4 lb. " 7 80  
 ¼ lb. glass tumblers 0 75

Jersey Butter Color, 2 oz. bottles, per doz. 1 25  
 1 gallon tins, per gal. 2 00

Celery Salt, 2 oz. bottles, silver tops. per doz. 1 25  
 Curry Powder, 2 oz. bottles, silver tops, per doz. 1 75

**RICE, ETC.**

per lb. per lb.  
 Rice—  
 Standard "B" 0 03% 0 03%  
 Patna 0 04% 0 04%  
 Japan 0 05% 0 05%  
 Imperial Seeta 0 05% 0 05%  
 Extra Burmah 0 03% 0 04%  
 Java Extra 0 06% 0 06%  
 Genuine Carolina 0 09% 0 10%  
 Grand Duke 0 06% 0 06%  
 Sagó 0 03% 0 05%  
 Tapioca 0 03% 0 05%

**STARCH.**

EDWARDSBURG STARCH CO., LTD.  
 Laundry Starches—  
 No. 1 White or Blue, cartoons 0 05%  
 Canada Laundry " 0 04%  
 Silver Gloss, 6-lb. draw-lid boxes 0 07  
 Silver Gloss, 6-lb. tin canisters. 0 07  
 Edwardsburg Silver Gloss, 1-lb. chromo package. 0 07  
 Silver Gloss, large crystals 0 06%  
 Benson's Satins, 1-lb. cartoons. 0 07%  
 No. 1 White, bbls and kegs 0 04%  
 Benson's Enamel, per box 3 00

Culinary Starch—  
 W. T. Benson & Co.'s Prep. Corn 0 06%  
 Canada Pure Corn 0 05%  
 Rice Starch—  
 Edwardsburg No. 1 white, 1-lb. cart. 0 09  
 Edwardsburg No. 1 White or Blue, 4-lb. lumps 0 07%  
 KINGSFORD'S OSWEGO STARCH.



40-lb. boxes, 1-lb. pkgs. 0 08  
 SILVER 6-lb. boxes, sliding covers 0 06%  
 GLOSS (12-lb. boxes each crate) 0 08%  
 PURE—16-lb. boxes 0 07  
 OSWEGO 40-lb. boxes, 1-lb. 0 07%  
 CORN STARCH packages 0 07%  
 For puddings, custards, etc.  
 ONTARIO 38-lb. to 45-lb. boxes,  
 STARCH 6 bundles 0 06  
 STARCH IN Silver Gloss 0 07%  
 BARRELS Pure 0 06%  
 THE BRANTFORD STARCH CO., LTD.

**LAUNDRY STARCHES.**

Canada Laundry, boxes of 40 lbs. 0 04%  
 Finest Quality White Laundry—  
 3 lb. cartoons, cases 36 lbs. 0 05%  
 Bbls., 175 lbs. 0 04%  
 Kegs, 100 lbs. 0 04%  
 Lily White Gloss—  
 Kegs, extra large crystals, 100 lbs. 0 06%  
 1 lb. fancy cartoons, cases 36 lbs. 0 07  
 6 lb. draw-lid bx. 8 in crate, 48 lb. 0 07  
 6 lb. tin enamelled canisters,  
 8 in crate 48 lbs. 0 07  
 Brantford Gloss—  
 1 lb. fancy boxes, cases 36 lbs. 0 07%  
 Brantford Cold Water Rice Starch—  
 1 lb. fancy boxes, cases 28 lbs. 0 09  
 Canadian Electric Starch—  
 40 packages in case 3 00  
 Culinary Starch—Challenge Prep. Corn—  
 1 lb. pkg., boxes 40 lbs. 0 06%  
 No. 1 Pure Prepared Corn—  
 1 lb. pkg., boxes 40 lbs. 0 06%

**SUGAR.**

per lb. per lb.  
 Granulated 0 04 0 04  
 Paris Lump, bbls. and 100-lb. boxes 0 05% 0 26%  
 " " in 50 lb. boxes 0 05% 0 05%  
 Extra Ground, bbls. Icing 0 05% 0 05%  
 Powdered, bbls 0 05 0 05%  
 Very bright refined 0 03% 0 03%  
 Bright Yellow 0 03% 0 03%  
 Dark Yellow 3 30 0 35  
 Demerara 3 50 0 80

### COCOANUT?

Yes,  
It's all right!  
**SCHEPP'S**

Improved Shredded and Edelweiss Brand  
Thin Strip have no equal.

They are the Standard goods with first-class trade.

Factory, 6 and 8 Bay St. TORONTO

### GENERAL MERCHANTS

and other Dealers who are regular subscribers to THE CANADIAN GROCER wishing copies of:  
The Canadian Hardware and Metal Merchant.  
The Canadian Dry Goods Review.  
The Canada Bookseller and Stationer.  
The Paper and Pulp News.  
The Canadian Printer and Publisher.  
Plumbing and Steamfitting.

May have a single copy of them sent free at any time they wish to consult the advertising columns. Special clubbing rates on application.

**MacLean Publishing Co.**

Montreal : Toronto



### Nothing Succeeds Like Success...

First-class quality and handsome appearance is what makes our "White Moss" in such demand. Our new handsomely lithographed package will greatly add to the appearance of your shelves for the Holidays. Goods are strictly up-to-date and prices lowest. We manufacture all grades and pack to suit the trade. For sale by all first-class wholesale grocers throughout the Dominion.

SEE CURRENT PRICES.

Manufactured only by...

**Canadian Cocoanut Co.**

(J. Albert McLean, Prop.)

MONTREAL

### SYRUPS AND MOLASSES.

|                       | SYRUPS. | bbls. | 1/2 bbls. |
|-----------------------|---------|-------|-----------|
| Dark..... per gallon. | 0 23    | 0 25  |           |
| Medium.....           | 0 28    | 0 35  |           |
| Bright.....           | 0 32    | 0 42  |           |
| Honey (com).....      |         | 0 40  |           |
| " 2 gal. pails.....   |         | 1 00  |           |
| " 3 gal. pails.....   |         | 1 35  | 1 40      |

### MOLASSES.

|                   |      |      |
|-------------------|------|------|
| Barrels.....      | 0 23 | 0 35 |
| Half-barrels..... | 0 25 | 0 37 |

### SOAP.

Babbitt's "1776" Soap Powder ..... \$4 00



Box Lot..... 4 20  
Box Lot..... 4 10  
Freight prepaid on 5 box lots.

BRANTFORD SOAP WORKS CO.



"Ivory Bar" is put up in 1 lbs., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box; 10 and 12 oz. cakes, 100 in box; Twin Cake, 1 1/4 oz. each, 100 in box.

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

### TEAS.

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

|                              | CEYLON.  |      |  |
|------------------------------|----------|------|--|
| Broken Pekoes.....           | 0 35     | 0 42 |  |
| Pekoes.....                  | 0 30     | 0 40 |  |
| Pekoe Souchong.....          | 0 17     | 0 35 |  |
| CHINA GREENS.                |          |      |  |
| unpowder—                    |          |      |  |
| 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 |  |

| Orange Label, retail at 60c.      | 0 42     |  |  |
|-----------------------------------|----------|--|--|
| Gold Label, " 80c.                | 0 58     |  |  |
| Terms, 3 per cent. off 30 days.   |          |  |  |
| 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     |  |  |
| Victoria, 12's.....               | 0 50 1/2 |  |  |
| Napoleon, 8's.....                | 0 47     |  |  |
| Brunette, 12's.....               | 0 44     |  |  |
| Prince of Wales, in caddies.....  | 0 48     |  |  |
| "  "  in 40-lb. boxes.....        | 0 48     |  |  |

| CANADIAN TOBACCO CO., MONTREAL.     |          |  |  |
|-------------------------------------|----------|--|--|
| Cut Tobaccos—                       |          |  |  |
| Comfort, 1-5, 5 lb. box             | 0 22     |  |  |
| Champion, 1-10, 5 lb. box           | 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     |  |  |
| Queenel Tobacco, all sizes.....     | 0 60     |  |  |
| Crown Cut Plug Mixture, 1/2 lb. tin | 0 50     |  |  |
| " 1 lb. tin.....                    | 0 47     |  |  |

| CIGARETTES—                          |         |      |  |
|--------------------------------------|---------|------|--|
| Sonadora Havana.....                 | \$10 00 |      |  |
| Royal Turkish Egyptian.....          | 10 00   |      |  |
| Crème de la Crème.....               | 7 20    |      |  |
| Lafayette.....                       | 3 80    |      |  |
| Marquis.....                         | 7 00    |      |  |
| Imperial (Virginia tobacco).....     | 3 50    |      |  |
| Plug tobaccos (sweet chewing)—       |         |      |  |
| Navy, in caddies.....                | 0 35    |      |  |
| Navy, plug mark.....                 | 0 33    |      |  |
| Honey, boxes and caddies.....        | 43      |      |  |
| Spun roll chewing, boxes.....        | 55      |      |  |
| Plug smoking (with or without tags)— |         |      |  |
| Black Crown, caddies.....            | 0 35    |      |  |
| Crown Rouge smoking.....             | 0 38    |      |  |
| Leaf tobacco, in bales.....          | 0 08    | 0 20 |  |

### LIPTON'S TEAS.

|  |      |      |
|--|------|------|
| No. 1 Ceylon, retail at.....                                     | 0 50 | 0 35 |
| No. 2 " ".....   | 0 40 | 0 28 |
| No. 3 " ".....   | 0 30 | 0 22 |
| All the above can be had mixed with<br>Green Tea at same prices. |      |      |
| "SALADA" CEYLON.   |      |      |
| Brown Label, 1 lb. retail at 25c.....                            | 0 20 |      |
| Brown Label, 1/2 lb. retail at 26c.....                          | 0 21 |      |

|   |      |  |
|---|------|--|
| Green label, retail at 30c.....                                   | 0 22 |  |
| Blue label, retail at 40c.....                                    | 0 30 |  |
| Red label, retail at 50c.....                                     | 0 36 |  |
| Gold label, retail at 60c.....                                    | 0 44 |  |
| Terms, 30 days net.   |      |  |
| "KOLONA"  |      |  |
| Ceylon Tea, in 1-lb. and 1/2-lb. lead packets,<br>black or mixed. |      |  |
| Blue Label, retail at 30c.....                                    | 0 22 |  |
| Green Label " 40c.....  | 0 28 |  |
| Red Label " 50c.....  | 0 35 |  |

|   |         |       |
|---|---------|-------|
| La Sonadora Reina Victoria Flor Fina, 1-20.....     | \$85 00 |       |
| La Sonadora Reina Bouquet, 1-10.....                | 55 00   |       |
| Crème de la Crème Reina Victoria Extra, 1-20.....   | 55 00   |       |
| Crème de la Crème Reina Victoria Special, 1-20..... | 50 00   |       |
| Honeymoon, Regina Com- me 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, Prin- cesses, 1-10.....          | 25 00   |       |
| Ditto, low grades.....                              | 13 50   | 20 00 |

### CIGARS—S. DAVIS & SONS, MONTREAL.

|                                    | Sizes. | Per M |
|------------------------------------|--------|-------|
| Madre E Hijo, Lord Lansdowne.....  | 860 00 |       |
| "  "  Panetelas.....               | 60 00  |       |
| Madre E Hijo, 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.....              | 30 00  |       |
| "  "  Perfectos.....               | 80 00  |       |
| Mungo, Nine.....                   | 35 00  |       |
| Cable, Conchas.....                | 30 00  |       |
| "  "  Queens.....                  | 29 00  |       |
| Cigars—All Tobacco—                |        |       |
| Cable.....                         | 7 00   |       |
| El Padre.....                      | 1 00   |       |
| Mauricio.....                      | 15 00  |       |

### WASHING POWDER.

|  |      |
|--|------|
| Case..... 72 1-lb. cartoons.....       | 5 00 |
| Half case..... 36 1-lb.....            | 2 50 |
| Case..... 24 3-lb.....                 | 4 25 |
| Half case..... 12 3-lb.....            | 2 12 |
| Case..... 100 5-cent packages.....     | 3 50 |
| Half case..... 50 5-cent packages..... | 1 80 |

### WOODENWARE.

|                                  |         | per doz. |
|----------------------------------|---------|----------|
| Pails, 2 hoop, clear, No. 1..... | \$ 1 45 |          |
| "  3 " " " ".....                | 1 60    |          |
| "  2 " " " ".....                | 1 40    |          |
| "  3 " " " ".....                | 1 55    |          |
| "  " " painted " 2.....          | 1 40    |          |
| Tubs, No. 0.....                 | 8 00    |          |
| "  1.....                        | 6 50    |          |
| "  2.....                        | 5 50    |          |
| "  3.....                        | 4 50    |          |
| THE E. B. EDDY CO.               |         |          |
| Washboards, Planet.....          | 1 60    |          |
| "  "  XX.....                    | 1 40    |          |
| "  "  X.....                     | 1 25    |          |
| "  "  Special Globe.....         | 1 50    |          |
| Matches—                         |         |          |
| 5-Case Lots, Single Case         |         |          |
| "  Telegraph.....                | \$3 10  | \$3 30   |
| "  Telephone.....                | 2 90    | 3 10     |
| "  Parlor.....                   | 1 40    | 1 45     |
| "  Red Parlor.....               | 1 40    | 1 45     |
| "  Safety.....                   | 4 00    | 4 20     |
| "  Flamers.....                  | 2 25    | 2 35     |
| BRYANT & MAY.                    |         |          |
| Robert Greig & Co., Agents.      |         |          |
| No. 9 Safety, per gross.....     | \$ 2 00 |          |
| "  "  10 " " " ".....            | 1 10    |          |
| "  "  2 Tiger, " " " ".....      | 5       |          |
| "  "  4 " " " ".....             | 2       |          |

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YOUNG & SMYLYE'S  
PURE Spanish  
ACME LICORICE PELLETS  
STICK LICORICE

Pure Calabria "Y & S" Licorice  
Acme Licorice Pellets  
Tar Licorice and Tolu Wafers  
Licorice Lozenges  
"Purity" Penny Licorice

YOUNG & SMYLYE,

Brooklyn, N.Y.

**BRANTFORD  
STARCH**

and hand-  
hat makes  
" In such  
handisome-  
ly will great  
ce of your  
ys. Goods  
and prices  
ack to suit  
le grocers

DES.

t Co.

TREAL

NTREAL.

Per M

\$60 00

60 00

60 00

65 00

65 00

60 00

60 00

60 00

50 00

30 00

29 00

1 00

15 00

ER.

5 250

4 255

3 50

1 80

E.

per doz.

\$1 45

1 60

1 40

1 40

8 00

8 00

5 50

4 50

60

1 40

1 25

1 50

Single Case

\$3 30

3 10

1 45

1 45

2 30

2 30

\$ 2 00

1 10

6

2

CO

S

N.Y.

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**Johnston's  
Fluid Beef**

Everybody considers it a luxury to use Johnston's Fluid Beef, and so it is, but when it can be bought in 16 oz. bottle for \$1.00 it is also economical.

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H. A. Nelson & Sons, Montreal.



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- 1, 2, 3 wicker lunch baskets.
- 1, 2, 3 wicker baskets.
- 1, 2, 3, 4 market baskets.
- Butcher and Grocers baskets.
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delicious, nutritious, and contains less than one cent  
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