

THE CANADIAN GROCER

VOL. X

TORONTO AND MONTREAL, JANUARY 10, 1896.

No. 2

COLMAN'S MUSTARD



BEST ON EARTH

MANUFACTURERS TO HER MAJESTY THE QUEEN, Etc.



HUNTLEY & PALMERS

ENGLISH BISCUITS

The Largest Biscuit Manufacturers in the World

Address, Huntley & Palmers, READING,
or 162 Fenchurch St., LONDON, E.C.

} ENGLAND

Representative, MR. EDWARD VALPY, 49 HUDSON ST.

NEW YORK

THE CANADIAN GROCER

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

Purveyors by special appointment
to Her Majesty

THE QUEEN
Empress of India.



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

PRINCE OF WALES
K.G., K.T., K.P.

MACONOCHIE BROTHERS

131 Leadenhall Street, London, England



Manufacturers of First Quality

Potted Meats

Fish Delicacies

Jelly Squares

Pickles

Sauces

Vinegars

.... Etc.



The Best

The World Produces

All particulars from agents :-

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

Agents for British Columbia :

MESSRS. MARTIN & ROBERTSON,
Vancouver and Victoria

Standard Goods THE Best to Handle

FRY'S

... *USE* ...

FRY'S

Pure Concentrated
Cocoa

Pure Chocolate

Vanilla and de Sante
Chocolate

Caracas Chocolate



Homeopathic Cocoa

Diamond Chocolate

Monogram Chocolate

Gold Medal Sweet
Chocolate

THESE GOODS ARE SECOND TO NONE

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

FOR
PURITY



FOR
STRENGTH

This brand is always reliable.

Highest test 98.50% pure.

Made only
by

The UNITED ALKALI CO., Ltd., Liverpool.

"New Process" Soda, finest on the market.

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

MONTREAL and TORONTO

A. P. TIPPET & CO.

ST. JOHN, N.B.

F. H. TIPPET & CO.

MANILLA AND BLUE AND WHITE DUPLEX

Flour Sacks

Regular sizes, 3½ to 50 lbs.

Special sizes made to order.

Printed in any number of colors.

Our patented method of undulating corrugation gives the sack an elasticity not attained in any other manner, while in quality the paper is absolutely without equal in its kind.

Our large variety of cuts and special designs enables us to produce a sack most attractive in appearance.

THE **E. B. Eddy Co.** LTD.

HULL, CANADA

Agents: F. H. Andrews & Son, Quebec; A. Powis, Hamilton; J. A. Hendry, Kingston; Schofield Bros., St. John; J. Peters & Co., Halifax; Tees & Persse, Winnipeg; James Mitchell, Victoria; Permanent agents not yet appointed for St. John's, Nfld., Sydney and Melbourne, Australia.

Grand Mogul Tea

Black or Mixed

30c., 40c., 50c., 60c.

No competition with pedlars or department stores. No doubt as to quality and uniformity. Large profit, sure sale, certain satisfaction. We make no boasts. Quality tells. Sales doubling every three months. This is the assurance merchants like. Our latest method of advertising for 1896 will be shown you by our salesmen.

P. S.—Have you tried GRAND SULTAN COFFEE, 12 and 25 lb. tins, whole or ground. Retail 30c., 35c., 40c. Best value ever offered.

T. B. ESCOTT & CO.

Sole Agents CANADA and UNITED STATES

AT THE CLUBS

IN THE HOMES

Wherever you find a taste for delicacies, there you'll find fond friends of

MacLaren's Imperial Cheese

Pronounced "perfection." The Highest Award by the epicurean taste of judges at the World's Fair, in competition with the cheese makers from every country.

All Grocers SELL IMPERIAL CHEESE in White Opal Pots.

When you have caught on

Write us

and we will give you

Pointers

How to increase your Tea Trade.



ROSE & LAFLAMME
MONTREAL

The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

Laboratory of Inland Revenue,
Office of Official Analyst,

MONTREAL, April 8th, 1895.

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

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

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

Do You Sell Crockery?

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

Brantford Stoneware Mfg. Co. Ltd. - Brantford.

OTHER SPECIALTIES.

NOUGAT
RAHAT LAKUHM
ALMOND ROCK
EL MAHNA

CANADIAN SPECIALTY CO., Toronto.



WORKS : LONDON, W.C.

MEDALS AND DIPLOMAS.

PARIS
SYDNEY
MELBOURNE

ROSE & LAFLAMME, Montreal.

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

"CROWN"
BRAND

Marshall's Scotch Herrings

FROM THE FAMED ABERDEEN FISHERIES

In Kegs	}	FULLS and MEDIUMS	N. B.—Marshall & Co., Aberdeen, own their fishing fleet; pack only the Finest Selected Herrings . Every package guaranteed. Their Kippered, Fresh Herrings, Herrings in Tomato Sauce, etc., are very superior.
Firkins			
Half Barrels			
Barrels			

SOLE AGENTS:

WALTER R. WONHAM & SONS, 315 and 318 Board of Trade Building, **MONTREAL**

McLAREN'S

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

COOK'S FRIEND
BAKING POWDER.

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

"Just for the fun of it"

is **NOT** what we advertise for.

There is pleasure and profit in handling

"REINDEER BRAND" Condensed Goods.

(MILK, COFFEES, COCOA, AND EVAPORATED CREAM.)

EVERY WHOLESALE GROCER HAS THEM IN STOCK

Try them!

They sell!

d.
—
s.

*Teas
That
Tickle
The
Throat
Tremendously*

TRY THEM

THE 400 SELECT
DALU-KOLA CONGOU
IMPERIAL CONGOU
RUSSIAN CONGOU

Everybody wants the best. Why not try them?

*Teas
That
The
Trade
Try
To Imitate*

WE ARE RIGHT IN IT ON TEAS

W.H. GILLARD & CO. WHOLESALE TEAS **HAMILTON, ONT.**

JOHN MOUAT Northwest Representative **WINNIPEG**

Look At This

One of the leading jobbers in Toronto stated that the reason our goods took the lead, was that there was something about the **flavor** that made them so popular, and that we made our goods so attractive that his customers would not accept substitutes.



START IN RIGHT

Here is a bright New Year to you, so grace your store with bright, up-to-date goods which sell, and give you a smart profit.

W. BOULTER & SONS

Packers of the Peerless "Lion" Brand Canned Goods.

Our Demand Novelty is the talk of the trade; everybody wants one. We never mislead in anything we state. This **PROVES IT**. Grocers, ask your wholesaler for the quantity you require for your customers who buy our goods.

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

THE CANADIAN GROCER

Vol. X. (Published Weekly)

TORONTO AND MONTREAL, JANUARY 10, 1896

(\$2.00 per Year) No. 2

DROPS FROM THE EDITOR'S PEN.

An adder, but without a sting, is he who adds up accounts in an office.

The trade paper is a teacher to the clerk, a guide to the buyer, and a help-meet to the seller.

"C" stands for Ceylon, a very good tea that is knocking Old Harry out of a tea called Chinese.

Everything else may be shoved into a corner, but for ability there is always room in the world.

A regrettable fact is it that merchants who live beyond their incomes sometimes live beyond their time.

Food for consolation is the thought that failures of last year can be made the foundation of success this year.

Dr. Jameson, of South Africa fame, is evidently a bore, but still, the Boers have nothing in common with him.

Men without opinions will not develop enough energy to keep themselves warm, much more set the world on fire.

Progressive ideas that have been conceived with the New Year should be brought forth before they become addled.

Merchants who are the freest in giving credit are usually the ones who most quickly bring discredit upon themselves.

People who are always hunting for bargains sometimes get more than they bargain for—dissatisfaction instead of satisfaction.

Judging from the tone of the exchanges from there, people who have gone into mining in British Columbia have not got into a hole.

Most of us are full of contradistinctions: we are always prospecting for low priced

goods, and yet when prices are low we are as pesky as an old maid who has just made her ninety-ninth and ineffectual attempt to entrap a man.

Clerks should not flirt with a business which is incompatible with them. Select a business that is compatible and then marry it.

Thought is the germ from which business men spring. Consequently, if thought be absent the merchant proper cannot be present.

He who does not know at least the rudiments of the art of advertising can scarcely be said to have mastered the details of his business.

The voice is not the goods nor the goods the voice, but the selling of the goods often depends upon the tone, if not the quality, of the voice.

Failures in life are due, not so much to over-competition as to the fact that men essay to be what nature never intended they should be.

How can a Cabinet that requires to be "schooled" in common sense be expected to deal intelligently with the Manitoba school question?

No footprints in the sands of time will he leave who finds time hanging so heavily on his hands that he wastes golden moments in trying to kill it.

If ten per cent. of what has been lost to the country through bad roads could be collected, we could construct roads good enough for the most fastidious.

By three fires last year Toronto lost \$2,490,000. Let us hope that the only fire that will visit the "Queen City" in this year of grace will be the fire of business enthusiasm.

He who declares cash down shall be his business motto will need to keep up a great

deal of courage if the motto is not to be like a clock with no tick.

An advertisement in a bright paper reflects the common sense of the advertiser, but an advertisement on a mirror reflects the lack of sense of the advertiser.

A trade contemporary talks about "The Coming Department Store." I thought the department store was here. What most merchants are interested in is the going department stores.

The Retail Grocers' Association of Jackson, Mich., is to hold a social, and it has decided to invite the retail grocers and their ladies, the clerks and their ladies and the wholesale grocers and their ladies. It is not three of a kind, but it is a winning triumvirate all the same.

I suppose the retail grocers of Chicago take butchers into their association in order that they may have a competent expert carver to disjoint departmental stores and divide the trade proportionately among the legitimate merchants of the "Windy City."

A Chicago paper has magnified into formidable warships, that could blow United States cities sky high, Canada's three little fishery protection steamers with their crew of half a dozen men that ply the upper lakes. If there is as much exaggeration regarding what the United States would do to Canada in the event of war, small indeed must be the injury that our neighbors can do this or any other country.

A Toronto news company is adding a line of package tea to its wares. The tea is named "Jungle," and a good many merchants will no doubt hope that the firm will get tangled up in it. But the firm in question, knowing that tea and news are companions at the breakfast table if not in the bed, no doubt anticipate the two will pull along together very nicely. We shall see.

A BUSINESS-LIKE VIEW.

HOW much more imagination influences some men than facts do is illustrated by a couple of resolutions, one in each branch of Congress, looking to an international conference of American nations to protect each other from European aggression. All South America buys of us only about \$33,000,000 worth of merchandise in a year, while the British colonies alone buy more than double that; and the entire British Empire was our customer in 1894 to the enormous extent of \$520,000,000, or about an even ten million dollars a week. Commercially speaking, South America is worth nothing to us in comparison with British markets. Of course, if our national safety and our free institutions, and our liberty of conscience were at stake, we ought cheerfully to repeat the formula of Patrick Henry and demand liberty or death, regardless of business. That our liberties are in no respect endangered we shall not take the trouble of arguing; if any one is dull enough to need argument on that head he is too dull to be reached by argument. No entangling alliances with foreign nations would be so dangerous to us as alliances with countries subject to political revolutions every two or three years, and most of them heavily indebted to Europeans who will some time or other insist on being paid. This country has never undertaken to guarantee the defence of any South American state; it has indeed distinctly refused to, and it has limited its interference with their concerns to the extent of its own interests. Three of the South American states declined four years ago our reciprocity overtures; between Chili and Peru 15 years ago we interfered just enough to make Chili dislike us, and not enough to win the affection of Peru; most of these states are military dictatorships, and their markets are markets for manufactured goods which the gentlemen now in control of the House of Representatives believe we cannot produce in competition with Europe; hence their desire for higher duties.—N.Y. Journal of Commerce.

THE WESTERN RANCHES.

F. S. Stimson, manager of the North-west Cattle Co., High River, N.W.T., is in Montreal. Chatting to a Herald reporter, Mr. Stimson said that the cattle shipments from the ranches were never better than this year. Over 20,000 head were shipped from the combined ranches this season, meaning an exchange of cash to the extent of \$750,000. During the past summer over 10,000 young cattle were bought in Ontario for the purpose of feeding in the ranches, and for shipment in a few years. The ranch controlled by his company extends over 7,000 acres now, while a contract for 18,000 acres additional was recently made with the Government.

The great trouble was that the Government charged too much for land that could be and would be utilized for stock raising, and which was no use for anything else. The new purchase of his company was at the rate of \$1.25 per acre. At \$1 an acre the land will be well sold, in fact, it would pay to take 50 cents an acre, so long as thrifty settlers were attracted.

CANNED GOODS IN THE STATES.

WITH the end of the year it is not to be expected that the consuming trade would show much interest in canned goods, and the reports from all producing and distributing centres of dull trade is only what might be expected at this season. When the present season opened there was not a large carry-over in any line, with the exception of tomatoes and corn, but the exceptionally low prices quoted on these caused an enlargement of the consuming outlet, and as the 1895 pack of nearly everything was short stocks in all hands were moderate. Packers and commission men have, it is said, already disposed of the bulk of the current season's pack of nearly all descriptions of fruits and vegetables, and there seems to be no accumulation of anything in first hands, with the possible exception of corn. Stocks of all kinds have filtered out slowly through jobbing channels, but at no time has the movement been of sufficient importance to warrant more than passing notice. Very little speculative interest in any line has been apparent since early in the season, and then there was no great show of interest on the part of those who sought to make investments.

Prices throughout the year have been low, but toward the close there have been marked evidences of improvement in everything on the list. In this connection a statement showing the opening, highest and lowest prices of the year in comparison with present quotations will be interesting, and we draw upon the statistics of prices just issued by Messrs. Thos. J. Meehan & Co., of Baltimore, for the following statement of the extreme fluctuations in prices of goods packed in Baltimore. The differences noted in these figures are about the same as in other sections. The following figures represent Baltimore prices, to which freight must be added to find the equivalent in New York.

	Open- ing.	High- est.	Low- est.	Pres- ent.
3-lb std Y. peaches....	\$1 25	\$1 40	\$1 10	\$1 20
3-lb std W. peaches....	1 20	1 35	1 10	1 15
3-lb 2d Y. peaches....	1 10	1 10	90	90
3-lb 2d W. peaches....	1 05	1 05	85	85
Gal. apples.....	1 75	2 20	1 50	1 50
3-lb std Bart pears....	90	1 00	85	85
3-lb std tomatoes....	67½	70	55	62½
Gal. tomatoes.....	1 80	2 10	1 05	2 00
2-lb 2d pineapples....	70	75	57½	75
2-lb ex std E. & C.	1 10	1 10	1 00	1 10
2-lb 2d marrow peas....	62½	70	60	70
2-lb std marrow peas....	85	90	75	80
2-lb 2d E. J. peas....	65	70	62½	70
2-lb std E. J. peas....	90	1 00	80	80
2-lb std corn.....	47½	65	42½	47½
2-lb skd corn.....	55	55	40	40

—N. Y. Journal of Commerce.

THE DIFFERENCE WAS MARKED.

I passed two grocery stores the other day which illustrated very pertinently the difference between the different degrees of progressiveness possessed by two grocers, remarks a writer in Grocery World. These stores were almost adjoining, there being but a few stores between. Both of them had a good display of fruit and produce about the door. There was no difference in the display. One was about as good as the other. But one display was papered all over with neat signs, telling the price of the goods, and sometimes with just a word of praise or description. Every basket or box had a sign on, and the lettering was so large that it could easily be read across the street. The whole display had a strictly live, hustling, up-to-date appearance. The other display hadn't a single sign on. As I stated, the produce itself was just as good as the other man's, but it presented an entirely different appearance. That grocer missed a splendid advertising opportunity.

AN AD. HAS MANY LIVES.

The value of an advertisement, says the Music Trade Review, no matter how old, if once it has been committed to type, is very peculiarly shown in the experience of Frank Howe, son of the late historian. For many years the historian was a resident of Cincinnati, engaged in the publishing business. He was at that time a very liberal advertiser in the newspapers of the State, and received a very large mail. Thirty years have passed since then, and yet occasionally, to this day, letters addressed to Henry Howe, at his Cincinnati street and number, are received by his son in New York, and after having been forwarded from Cincinnati. In one of these letters the writer explained that he had just come across an old paper containing an advertisement of a book in which he was interested, and wrote at a venture to see if a copy could be secured. The newspaper had been packed away in some corner and had, after long disuse, found an interested eye. This and other instances of the kind show that it is impossible to tell how and when an advertiser will get returns. It is made equally apparent that the good offices of an advertisement in a newspaper are never ended till the paper is destroyed.

CEYLON'S TEA-SEED IMPORTS.

The Ceylon Observer says that, from statistics supplied by the Collector of Customs, it appears that over half a million pounds weight of tea seed was imported into Ceylon during the two years 1893 and 1894, viz., 324,000 lbs. in 1893, valued at 129,000 rupees, and 207,000 lbs. in 1894, a value of 200,000 rupees. The amount for 1895 will be considerably less. Up to September 19 last tea seed to the value of 36,000 rupees only had been imported into Ceylon from the several ports of India.

Cheap and Nice..

MOORPAK APRICOTS
CHOICE APRICOTS
FANCY DRIED PEACHES
PRIME DRIED PEACHES
SILVER PRUNES, (Whole) Santa Clara
SILVER PRUNES, (Pitted)
OSTRICH PRUNES, Extra Large
OSTRICH PRUNES, Medium
ITALIAN EVAPORATED CHERRIES
Fine Selection EVAPORATED APPLES

James Turner & Co., Hamilton

TEAS

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

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

THE REAL AND THE UNREAL BUSINESS PAPER.

By Nath'l C. Fowler, Jr., Doctor of Publicity, New York.

Imitation is the order of the day.

Imitators are everywhere.

The real and the unreal live side by side.

The good and the bad are neighbors.

There are trade papers which are trade papers.

There are trade papers which trade on the trade, and have nothing to trade with.

The profitable trade paper is very profitable.

First-class trade papers make money.

All first-class men are successful.

All honest men succeed.

Dishonest men try to, and sometimes do.

There are papers masquerading under the names of legitimate publications which are nothing more nor less than advertisements bound together in pamphlet form.

There are so-called trade papers which have no circulation, and which cannot get any circulation.

There are trade papers run by men who know nothing about the trade they represent.

The popular impression that all trade papers are successful, has thrown upon the market numerous illegitimate publications which attempt to float on the water which has passed, and to sail by the wind of others.

A trade paper can be three-quarters advertising, and yet be a good trade paper.

A trade paper can be half clippings, and yet be a real trade paper.

The trade paper which is all sample copies is illegitimate—it has no right of existence.

The trade paper which is all clippings is not a real publication.

The trade paper which is all advertising cannot be classed in the first-class.

The trade paper which is a trade paper, is the paper which contains part advertising, part original matter, part clippings, and is of

interest and benefit to its readers, and such a trade paper is obliged to have circulation.

The trade paper which contains nothing but puffs is not worthy of publication.

The trade paper which has all of its reading columns for sale, and which sells nearly all of its reading matter space, is worthless as an advertising medium.

The trade paper has a perfect right to print a paid notice. Every publication, excepting a few of the magazines, do that.

The trade paper can legitimately speak well of its advertisers—it ought to do that—the advertisers expect it.

The trade paper which speaks illy of those who do not advertise in its columns is a trade paper which has no standing, and which is worth little.

There are trade papers in the country which are nothing more or less than black-mailing sheets, which the Government ought not to transmit through the mails, and which are a detriment to the trade they represent, and to the honesty of the craft.

The legitimate trade paper, the trade paper of character, and the trade paper which pays the advertiser, is the trade paper which carries a large amount of advertising, for such advertising is as valuable to the reader as the reading columns themselves, for these pages of advertisements present pictures of progress, and tell buyers what to buy as well as where to buy.

The legitimate trade paper contains a reasonable amount of reading matter, part of it original and part of it copied.

The legitimate trade paper balances its advertising with its reading matter, and its reading matter with its advertising.

It prints legitimate reading notices.

It speaks well of its advertisers, but it is not a paper of puffs—it is a paper of news and comment, simply the right combination of all that which makes up a first-class publication.

Beware of the trade paper which has a different rate for every advertiser.

Look out for the trade paper which does not stand on its own dignity and say to the

advertiser, "My space is merchandise. If you want it, you must buy it as you buy your clothes or your shoes."

Look out for the trade paper which has a "Seeing-it's-you" concession for everybody.

Look out for the trade paper which puffs everybody indiscriminately.

The trade paper can be known by the quality of its representatives.

First-class advertising men work for first-class papers.

Second-class advertising men work for second-class papers.

The representative of the legitimate trade paper is a gentleman—a man worthy of your confidence—when he calls he is entitled to your consideration, and should be given an audience.

It is your business to discourage the illegitimate trade paper.

It is your business to encourage, with your money and your interest, the trade paper of character, for such a paper is as much a part of your business, and is as necessary to your business, as your desks and your counters.

UNIQUE WAY OF TAKING STOCK.

Mr. John Mouat, of Winnipeg, sends us the following: Apropos your seasonable article on "Stock-taking" in THE GROCER of 20th ult., reminds me of how an old shop keeper in a country town in Scotland took his stock and struck his balance. When the time came he started off thus:

"Noo lads, steek the door, and let's get oor stock-takin' ower before onybody comes in to bother us."

With a business-like air he began looking up the first row of shelving with the remark: "Weel, there's as muckle stock there as pay McDonald & Co.," eyeing each row of shelves in succession. "And there's as muckle there as will square Fraser & Co., and as muckle there as will stand for Cameron & Co., and they twa or three shelves there will cover the few wee accounts due and a' the rest's my ain. Noo, boys, come up and hae your supper wi' me."

If some of our merchants would even take their stock in this off-hand way, it would be much better than none at all.

TABLE JELLIES



EBENR. ROBERTS'
Unequalled for Purity and Flavor

ALL FLAVORS
Quarts, Pints and Half-Pints.

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

IF YOU WILL LET US

We will sell you a Flour you will be delighted with.
This is the season

.. Buckwheat Flour

IT IS QUALITY WE ADVERTISE

is asked for.

THE TILLSON COMPANY, Ltd. Tilsonburg, Ont.

We could write a book

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

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

Canadian Pacific Packing Co.

LULU ISLAND, B.C.

TRADE CHAT.

WILLIAM THOMAS HODGENS, oil merchant, of London, Ont., was united in marriage the other day to Miss Ida Gwendolyn Owen, youngest daughter of Mr. L. Wade Owen, of the same city.

R. H. Smith, the well-known aparian, St. Thomas, has bought the grocery business at 125 Ross street, that place, lately carried on by Mr. McA. Anderson.

A general store at Brookholm, a suburb of Owen Sound, owned by Chas. Lethbridge, was destroyed by fire on the 3rd inst. Loss about \$2,000; stock insured for \$900.

Messrs. Halstead & Scott, bankers, have closed their bank in Wingham. Mr. Smith, their former agent, intends carrying on the banking business on his own responsibility.

James Proctor, one of the most popular auctioneers in the county of Perth, died in Stratford Thursday morning. He was born in Sault Ste. Marie, and was 43 years of age. He had lived in Stratford for 25 years.

Wheat is going east via the Canadian Pacific on an average of 140 cars a day. The interior elevators are being relieved and the Fort William elevators contain nearly 3,000,000 bushels.

A press despatch from Chatham on Jan. 3, says: The city is full of pork, farmers from all over this district bringing it in in

immense loads. More than 2,000 carcasses were delivered to-day. The price is \$4.35, with an upward tendency.

The British Board of Trade returns for December show an increase in imports of £3,900,000 and an increase in exports of £1,680,000 during that month, as compared with December, 1894.

Mr. J. Brodie, proprietor of the Mapleton cheese factory, has his creamery still in operation, and is making over a thousand pounds of butter a week. It has been all contracted for, by a London firm, at 20c. per pound.—St. Thomas Times.

The City Travelers' Association of Toronto have elected the following officers: R. M. Corrie, president; W. F. Daniels, G. B. Curran, vice-presidents; R. W. Cherry, secretary; James Mortimer, treasurer; J. F. Smythe, chaplain; T. Holman, marshal.

The exports from Winnipeg during the past month showed a wonderful increase over the same month in 1894. The figures are: 1894, \$98,376; 1895, \$628,989. The exportation of wheat to Duluth was the cause of the increase. Wheat, fish and furs, are the chief exports from Canada.—Free Press, Winnipeg.

Olive culture in California seems to be making great strides. It is reported that over 800,000 trees have been planted this year and that it is expected that at least a

million more will be set out next year. The total area in olive orchards in California is stated to be 21,000 acres. Last year's crop was valued at \$160,000.

Mr. John P. Macdonald, one of Stratford's most prominent business men, is dead, aged 68. Deceased settled in Stratford in 1876. For years he was the senior member of a big milling firm. In 1892 he became manager of the North American Mill Building Co., but he had to retire two years later on account of ill-health. Mr. Macdonald had served several times as an alderman, and had also occupied the position of president of the Board of Trade.

CLEARING HOUSE RETURNS.

The following shows the clearings for the cities in Canada for the past two years:

	1894.	1895.
Montreal	\$546,600,000	\$583,160,000
Toronto	279,270,739	308,636,054
Halifax	58,778,698	60,978,524
Winnipeg	50,540,847	55,873,630
Hamilton	34,307,856	34,361,139
	\$969,497,940	\$1,043,009,347

The grocer who does not handle B. F. P. cough drops misses making a good profit out of an easily sold article.

The Toronto Biscuit and Confectionery Co. say there has been a tremendous run on B. F. P. cough drops lately.

A Little Thought . . .

A LITTLE ACTION. It won't be hard for you to have an article of every-day use for sale that will catch and hold to your store everyone that uses it once. **It's clean — it's perfectly pure — it's strong.** There are three kinds of Gelatines we make. These Gelatines are in crystallized and powder form. They dissolve in a few minutes—other Gelatines take an hour.

**Knox's
Sparkling
Calves Foot
Gelatine**

Makes 2 quarts
of Jelly.



**Knox's
Crystallized
Fruit
Gelatine**

Makes 1 quart
delicious Jelly.



**Knox's
Acidulated
Gelatine**

Makes 2 quarts
of Jelly.

A. E. Richards & Co.,

Sole Agents
for Canada,

Caledonia, Ont.

Agents for KNOX'S EGG PRESERVER

ROBERT GREIG & Co.

456 St. Paul St.

MONTREAL

ROWNTREE'S

Elect Cocoa

UNRIVALLED FOR PURITY
AND STRENGTH.

1 LB. MAKES 120 CUPS

For Druggists and
Confectioners

M. A. CRAVEN & SON

YORK - ENGLAND

Fruit Drops
Lozenges
Cachous, etc.

Of Finest
Qualities.

McKAY'S

KOLA-CAFE

The Finest Liquid Coffee
on the market.

PUT UP IN 12 OZ. BOTTLES



CARR & CO.'S ENGLISH BISCUITS

Are exported to all parts of the world.

Established 1831.

The original manufacturers of
Fancy Biscuits by Machinery.
Appointed Biscuit Manufactur-
ers to H. M. the Queen by special
warrant, dated May 8th, 1841.

CARR & CO. Ltd.

CARLISLE, ENGLAND.

Agents for Canada

Robert Greig & Co., 456 St. Paul St.
MONTREAL



CROWN BRAND EXTRACTS

For Strength and Purity are unexcelled.

ROBERT GREIG & CO.

456 St. Paul Street

A FULL LINE OF FRENCH
CANNED GOODS IN STOCK

... MONTREAL

FULL RANGE

FANCY GROCERIES

**TABLE
RAISINS**

London Layers

Imperial Clusters

Fancy Clusters

London Layers

2 1/2 " Cartoons.

Dehesa Clusters

Loose Muscatels

All varieties California Evaporated Fruits

Franco American Plum Pudding, pound tins

Glace Lemon, Orange and Citron Peels

Batger's Nonpareil and Compote Jellies

New Nuts, Tarragona S. S. Almonds

Valencia Shelled Almonds, Barcelona and
Sicily Filberts, Grenoble Walnuts.

Turner, Mackeand & Co. - - Winnipeg

Always Uniform

THOROUGHLY TESTED IN EVERY WAY

SNOW DRIFT BAKING POWDER

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

The Snow Drift Co. - Brantford.



Effectual Sweepings

Are only
to be made
by using

The **DAISY
THISTLE
ROSE**

BROOMS

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

Lots of 5 dozen assorted freight allowed.

H. A. NELSON & SONS - Toronto and Montreal

THE CANADIAN GROCER

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

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THE PROPOSED MERCHANTS' CONVENTION.

IT is to be hoped that the different business men's associations throughout the country will second the efforts of the Retail Grocers' Association of London to hold a convention some time during the summer months.

The business men of this country are badly in need of affinity. No community of merchants needs it more.

What local associations the country can boast of are, as a rule, but poor sickly things, owing to the chronic apathy which afflicts their members. And while two associations will occasionally correspond upon some question of interest to both, yet, as a rule, the one does not half the time know whether the other is dead or alive.

The immediate result of the proposed convention may not be the creation of a provincial association. But immediate results would be obtained in the formation of acquaintanceships, the interchange of ideas regarding the actual management of business, and the interchange of ideas as to the best methods to be adopted to remedy the evils in trade, particularly those which depend on action from within and not from without.

While each business man of the country remains wrapped up in himself, or each of the few associations there are make no common cause with the others, their interests will continue to be subservient to other interests, united, but incomparably less important.

The greatest evils that menace trade to-day are created by factors within and not without. Legislation cannot remove them. But merchants themselves can if they will sink petty jealousies and act in unison.

Let the convention be held if no organic union results therefrom. Sympathies will be excited and united at any rate. The more tangible union will come by-and-by; and

the oftener there is a fraternization the sooner will the desideratum be obtained.

As things exist to-day the merchants of the country are, like the sons of Noah, trying to build a tower into which they can enter for safety from floods present and floods prospective, but their structure makes no headway because of the confusion which comes of disunion and mistrust.

GLEAM OF HOPE IN POTATOES.

WHILE the potato market continues in the same dull and unsatisfactory condition, there are not wanting those who see daylight ahead. And they are basing their expectations on their experience with the market eleven years ago.

In the spring of 1885 the conditions were even worse than they are to-day. In May of that year farmers were selling their potatoes to shippers at ten cents per bushel, and were glad to get it. The crop the preceding year had been, like it was last year, enormous. Producers could not find a market for a large proportion of their tubers, and consequently farmers' cellars became over-filled. With the outlook so unsatisfactory, farmers naturally did not give that attention to potatoes that they would have, had a fair price obtained. As a result large quantities of potatoes were spoilt during the winter, while, in addition, a great many were fed to the stock.

The result of this waste became apparent between the opening of the spring and the incoming of the new crop: what was an over-supply had become a shortage. Then prices advanced by sharp bounds until 60 to 70c. per bag represented the wholesale price. Dealers who had anticipated their wants at low prices made money that year.

The price at which potatoes are selling to-day nets the grower little if any more than ten cents per bushel. At this price the producer is naturally not disposed to concern himself much about the care of stocks that he will be compelled to carry over till next spring. Then, whether large quantities are spoilt or not, it is quite reasonable to expect that potatoes will be liberally fed to the stock this winter, especially in sections of Ontario where the hay crop was short last year.

But whether the experiences of 1885, even in a minor degree, will be repeated remains to be seen. Prices do certainly seem to be at a point where they cannot well go lower, and, consequently, it is quite natural to expect at least an improvement on the figures now obtaining.

Outside a few Early Rose potatoes no demand is looked for from the United States. This particular potato is used for seeding in the south, and, as planting begins about February or March, some enquiry on this account is in order soon.

WHY CHEESE IS HELD.

THE other week THE CANADIAN GROCER pointed out some of the reasons for the prolonged dullness in the export cheese trade. Facts that have been made public since then explain pretty plainly why the British importers wanted to keep prices down.

The estimated stocks at the two great centres of Liverpool and London on the first of the year show a shortage of 20,000 boxes and 10,000 boxes respectively.

No returns are available from the other centres, but there is good reason for believing that the supplies of cheese in Great Britain generally are considerably less than they were a year ago.

Being aware of this state of affairs, British buyers, who certainly lost heavily on their deals in 1894-95 cheese, have tried ever since the close of navigation to buy cheese in Montreal at 9c. and under. If they could have done so to any large extent they would have had a wider margin to recoup for last season's losses. The exporters in Montreal, however, did not respond very freely to their bids, and a very small quantity of cheese has been sold at Montreal since the close of navigation.

At this writing business still continues dull, and sellers in Montreal believe that their goods will be worth more money once the English demand really sets in. To be plain, they have strong reasons for their belief.

The exports from New York are some 300,000 boxes less than they were last season. Our own Canadian exports from the 1st of last May to date fall short of those for last year 50,000 boxes.

The supplies in Great Britain are less than they were a year ago, and, with excessive drouth in the Antipodes, the receipts from that quarter are expected to be very much less. In fact, it seems pretty certain that Canadian cheese will have to fill a much larger void than usual in Great Britain this spring; and, with the ruling price in Montreal 1c. below what it was a year ago, it is not surprising if holders think they will profit by holding for an advance.

FOOD FOR SATISFACTION.

There is probably no better indication of the condition or a country's trade than the character of its railway earnings. To this doctrine all leading commercial nations subscribe.

A railway depends largely for its earnings upon the trade of the locality which it traverses. When trade is bad the earnings of the railway naturally reflect the fact. Consequently, the doctrine that the earnings of the railways indicate the condition of a country's commercial health is based upon facts, not theories.

This acknowledged, it is gratifying to note that the earnings of the Canadian railways

show a satisfactory increase for the months of December and November last.

For December the earnings were 8.4 per cent. larger than for the same month in 1894, while in November they were 10.9 per cent. larger than in 1894.

These increases are all the more gratifying from the fact that they are 2 and 2.3 respectively larger than were the increases of the United States railways for the same periods.

In the trade situation in Canada there is much food for satisfaction. What we want is confidence in our country, confidence in ourselves, and courage to put our confidence into practice.

CANADA'S FOREIGN TRADE FOR 1895.

THANKS to the special meeting of the Dominion Parliament for the purpose of introducing remedial legislation regarding the Manitoba school question, the country is in possession of the Trade and Navigation Returns a month or two earlier than is wont.

It has always been a source of annoyance to newspaper men and others who are interested in dissecting the foreign trade of the country to be compelled to wait some eight, nine, and even ten, months after the close of the fiscal year, for the blue book before they could do so.

The aggregate foreign trade of the Dominion for the fiscal year ending June 30 last was \$218,891,314, a decrease of \$11,727,618 compared with last year.

Of the aggregate trade \$113,638,380 were exports and \$110,781,682 imports. Omitting the bullion and coin from both years our exports are shown to be \$6,372,085 less than last year. In total imports there is a decline of \$12,693,258, although in goods entered for home consumption only the decline is but \$7,841,472.

The decline in the imports, while not by any means a subject for congratulation, is not a matter of great concern. During the fiscal year of 1894-5 Canada felt the effects, in a minor degree, of the depression which existed in the United States in 1893-4. Being so closely connected with her by commercial relationship it could not well be otherwise. In consequence of this merchants of all descriptions anticipated their wants to a much less extent than usual. Under such conditions imports would naturally suffer. But when we come to consider that the decline in goods entered for home consumption was in percentage about 6.2, the figures lose some of their darkness. And when we remember the decline there was in prices they actually approach a stage where congratulation is in order.

The proportion of free to dutiable goods for 1894 and 1895 respectively was 44.24 and

43.80, or .44 per cent. in favor of the former year, an insignificant amount, indeed.

A striking feature of the report is the increase in our exports to the United States. While we sent \$6,671,866 worth less to Great Britain, and our shipments fell off to France, Germany, Spain, Portugal, Italy, Holland, Belgium, Newfoundland, South America, China and Japan, our sales to the United States aggregated \$41,297,676, or \$5,487,736 larger than a year ago. Our exports to Great Britain were \$61,856,990. The imports from Great Britain for home consumption were \$31,131,737, and from the United States \$54,634,521. Our aggregate trade (exports and imports) with the two countries was \$92,988,727 and \$95,932,197.

Subjoined we give some of the principal imports and exports of interest to grocers and general merchants for the past fiscal year, together with a comparison of the same for 1894:

IMPORTS.		1895.	1894.
Dutiable goods			
Ale, beer and porter		\$126,066	\$168,246
Arrowroot, biscuits, rice, macaroni, etc.		530,297	365,025
Flour and meals		187,743	252,253
Brooms and brushes		86,810	106,534
Candles		34,884	30,545
Coffee		41,279	52,689
Cotton, manufactures of		4,218,168	4,001,618
Fish and products of		398,383	475,504
Fruits and nuts, dried		855,320	904,263
" green		1,093,782	1,197,836
Hats, caps, bonnets		1,195,401	1,216,062
Oils, kerosene and products of		436,672	426,851
" all other n.e.s.		754,970	213,273
Pickles, sauces and capers		65,001	74,058
Butter, cheese, lard and meats		658,486	900,494
Salt		29,881	53,336
Seeds and roots		471,182	482,608
Soap of all kinds		206,618	163,961
Spices		127,893	149,773
Sugar of all kinds (see also free goods)		937,703	116,558
Sugar molasses		743,425	817,217
Sugar candy and confectionery		70,330	66,268
Tea (see also free)		61,327	175,998
Tobacco and manufactures of		256,444	280,311
Vegetables		210,795	233,440
Wool and manufactures of		7,952,932	9,493,629
Free goods			
Cotton wool and cotton waste		3,507,310	2,902,816
Oil cake and meal, cottonseed cake and meal		50,096	23,567
Oil, cocconut and palm		112,065	79,918
Coffee, green		574,023	565,005
Teas of all kinds n.e.s.		3,053,698	2,863,939
EXPORTS.			
Codfish, etc.		\$ 3,467,061	\$3,423,701
Mackerel		465,061	496,800
Halibut		102,730	60,966
Herring		479,323	486,801
Sea fish, other kinds		61,493	1,642
Oysters		1,655	
Lobsters, fresh		306,775	258,325
" canned		1,837,676	2,102,925
Salmon, fresh		124,615	134,172
" smoked		6,913	524
" canned		2,009,413	2,386,696
" pickled		48,740	81,196
Salmon or lake trout		16,841	30,806
Fish, all other, fresh		708,188	799,548
" pickled		7,348	6,766
Fish oil, cod, seal, whale, etc.		45,468	28,838
Ashes		123,222	110,029
Furs or skins of fish or marine animals		1,163,962	1,060,172
Products of the forest		24,129,199	26,504,756
Horses		1,548,867	1,178,806
Cattle		7,121,148	6,499,717
Swine		7,562	28,608
Sheep		1,627,089	849,651
Poultry, etc.		53,813	70,400

Butter	709,126	1,114,712
Cheese	15,118,894	16,267,309
Eggs	807,991	714,056
Furs, dressed	58,133	22,553
" undressed	1,584,285	1,758,890
Hides and skins, other than fur	886,926	309,896
Lard	104,563	77,173
Honey	4,232	3,874
Bacon	3,546,107	2,754,479
Beef	452,906	173,807
Hams	260,607	184,072
Mutton	5,773	6,336
Pork	67,541	85,633
Poultry and game	20,091	20,362
Tongues	11,761	2,560
Canned meats	319,868	730,744
Meats, all other, n. e. s.	70,826	56,087
Sheep pelts	83,948	5,665
Tallow	907	8,983
Wool	1,057,376	16,332
Flax seed	71,308	205
Apples, dried	205,418	98,988
" green or ripe	1,821,710	808,889
Berries of all kinds	107,825	103,240
Canned or preserved fruits	109,122	22,369
Fruits, all others, n.e.s.	147,598	136,849
Grain	11,537,433	19,063,809
Flour and meal	1,400,902	2,169,730
Hay	1,540,251	2,601,704
Hops	29,330	43,138
Malt	12,160	5,148
Maple sugar	9,040	29,844
Nuts	492	34
Seeds, clover, grass, etc.	861,166	603,382
Tobacco leaf	98,610	118,383
Vegetables, canned or preserved	14,114	13,785
" potatoes	527,382	397,992
" all other vegetables	123,310	114,879
Biscuits and bread	16,423	26,922
Clothing and wearing apparel	44,694	42,191
Cottons	553,576	566,927
Drugs, chemicals and medicines	132,611	85,632
Manufactured furs	17,305	8,206
Hats and caps	3,390	2,048
Ice	4,825	3,530
Liquors	365,012	236,753
Molasses	50,803	71,270
Oil, n. e. s.	25,961	39,749
Soap	5,018	7,223
Starch	166	486
Sugar of all kinds, n. e. s.	383,137	75,322
Sugar, home syrup	674	830
Tobacco (cigars, cigarettes, snuff, stems and cuttings)	92,674	107,226
Vinegar	193	156
Woolens	94,464	47,723
Coffee	1,163	4,134
Dried fruits, n. e. s.	3,734	3,816
Rice	467	461
Rice meal	7,885	17,536
Tea	132,949	110,432

CANADIAN APPLES NET 42c.

Advices received in Toronto from Liverpool during the past few days indicate that the Canadian apples which arrived there lately have not proved satisfactory.

One exporter who sent eight cars has been notified that his consignment only netted for two cents per barrel. He estimates his loss at \$2,000.

The cause of the low prices is the quality of the fruit.

To all appearances, when shipped from here, the apples were in good condition, but it is presumed that the mild weather which was experienced before they left the country made them, in trade parlance, tender.

The result has had a depressing effect on the trade, for although the unsatisfactory conditions were confined to the cargo of one vessel, it is not known how the shipments now on the way will fare. Exporting, however, is still going on.

CODFISH AND TABLE GOODS MEN.

THE western agents of Gordon & Dilworth and J. W. Beardsley's Sons, of New York, the other day paid a brief visit to their chief, W. H. C. Burnett, room 509 Masonic Temple, Chicago. The party included: John H. Grant, St. Louis, Mo.; K. L. Perry, Cincinnati, O.; A. S. Gamblee, Denver, Col.; Geo. O. Moule, Detroit, Mich.; W. D. Brewster, Toronto, Ont.

Mr Burnett had his time fully monopolized during their stay, but, with the assistance of John G. Baylis, Chicago selling agent, he was enabled to prevent any of them getting lost in the holiday shopping crowds, and successfully led them through the gastronomic feat of Christmas day without subsequent ill effects. "Monday," says The Chicago Grocer, "the day of their arrival, was spent in exchanging reminiscences, such as only 'Knights of the Grip' can spin. Tuesday, they were given a peep at what Chicago can do in a retail way, finishing up with a theatre party in the evening. Wednesday?—The balance of the week was given to business. Their '95 work has shown up most brilliantly and Gordon & Dilworth and J. W. Beardsley's Sons can look for big things from their western agents in '96 if courage, confidence and pluck count, for a more enthusiastic lot of salesmen never started the New Year in better trim, and even after partaking of Christmas turkey, they cry unanimously—'there's only one shredded—that Beardsley's,' 'The only table delicacies are G. & D's.'"

A unique feature of the gathering was the fact that all the United States representatives present were Canadians, while the representative from Canada, Mr. Brewster, was an American, born and bred.

WHY DID PERRY ABSCOND?

Everybody is wondering why A. W. Perry, the Toronto retail grocer doing business in Broadview avenue, absconded.

He was doing a nice trade. Up to within a few days of his sudden departure he paid his accounts promptly, and, apparently, had at least a fair amount of capital.

When he absconded, his liabilities aggregated about \$750. Against this he had stock and fixtures of \$1,032 and book debts of \$300. It is estimated by those who have examined the estate that when he shook the dust of Toronto off his feet he had about \$200 or \$300 in his pocket. "If," said one creditor, "he had first sold out his business and liquidated his liabilities, he could have taken away at least as much as he did, and, I think, a little more."

When it became known that Perry had absconded, the landlord put in the bailiff for one month's rent. Close upon bailiff number one's track was a bailiff representing one of

the largest creditors. The latter, however, bought off the former and obtained possession.

The stock has since been sold, and the proceeds will be equally distributed among the creditors.

Perry is an American, but from what part of the States he came no one knows, and whither he has gone no one knows. Perry, it will be remembered, bought out Langford Bros. less than two years ago.

MAIL TRANSMISSION OF SAMPLES.

The chief post office inspector has answered a complaint made to him in regard to delay and damage occurring to samples transmitted through the posts.

He states that it is the wish of the department to afford all facilities and conveniences to the mercantile community in this connection. As to delay, he advises that the best method of avoiding it will be to mail samples some time before the close of the mail. Otherwise, as regular letters are given the preference, they may be subject to delay.

SHIPPING AT ST. JOHN, N. B.

Our St. John, N.B., correspondent writes: "The fact of the large shipments going forward from St. John, as a winter port, is still a matter of great interest to all here. The Donaldson line, which comes here without a subsidy, is well pleased with the business they are doing. The value of the cargo shipped by ss. Lake Ontario was about \$95,000, fifteen of which was local freight. Large quantities of American flour, oats and corn are going forward. The shipments of live stock are very important to us, and are increasing. For that going forward by the Concordia, forty tons of hay and fifteen tons of oats were bought here. It is reported one of the Allan Line will make a trip here. There is also an effort being made toward a direct line to Porto Rico. There are now direct steamers between Halifax and Porto Rico."

CANADIAN CANNED GOODS IN LONDON.

W. Boulter & Sons, of Toronto and Picton, recently sent samples of their canned goods to the Imperial Institute, London, to be placed on exhibition there. A few days ago the firm received the following acknowledgment from the Minister of Agriculture for Ontario:

Toronto, Dec. 27, 1895.

GENTLEMEN,—In reply to yours of the 26th inst., I am directed to say that the goods you shipped for exhibition at the Imperial Institute, arrived here in good order and will be forwarded immediately. The Minister desires me to thank you for the handsome exhibit which he believes will make a very creditable display in the Ontario Section. He has given instructions to have it set up to the best possible advantage.

Your obedient servant,

WM. B. VARLEY, Minister's Secretary.

W. Boulter & Sons, 26 Bay street.

WHAT ARE PROFITS?

PERHAPS many readers are like myself—often when reading the suggestions and pointed articles by writers for Trade Magazine, say: "Well, that may suit some merchants, but it does not apply to my business," and sometimes argue that it is not practical. While this may seem to be the case at times, I am going to touch on something that in all probability will fit the case of many readers, and it makes no difference what kind of business they are engaged in. He may be a grocer or druggist, a dry goods or a hardware merchant—it matters not, it is a true bill.

Do you realize that on 25 per cent. of your goods you are making nothing? That you may be doing what you and the public generally consider a large business and still make no money?

Do you buy goods and sell them at the same price? At once you say: "What an absurdity—No!" Grant it then that you do not, and that you put, say, 25 per cent. or more profit on the goods. You seem to sell them, and yet, after all the margin of profit tacked on, your bank account does not increase.

Now, I am getting down to the point that I wish to make. Have you noticed lately or ever that a large part of your stock is only partly sold and that the balance is still on the shelves or sticking to the sides of the barrels and boxes? Well, it is. Where is the profit—on the first portion or the last? Come, let us go behind the counter and see.

How much of this or that article did you buy?

How much have you sold?

Have you as yet even got back what money you put into it?

No?

The profit is in that portion which is left, is it not?

Yes, did I hear you say? Well, yes is correct, and that's my point.

We often congratulate ourselves on doing so well, and are prompted to congratulate ourselves and say: "Well, I certainly have done well on those goods," when in real solid truth you have not your money back that was paid for them.

Maybe you are still skeptical in this regard. If you are, after finishing reading this article, take your pad and write down twenty articles and see if it is not true. How much have you that is stuck away, drying out, getting shopworn, and which, when once gray-headed, will not sell at any price?

Here are five rules that have helped me and may help you:

1. Buy sparingly of goods not well known to the consuming public.
2. Buy largely only goods that are always salable.
3. Keep seasonable goods where they can be seen and call attention to them.
4. Goods which are in season only two or three months push towards the front before the time is up—advertise them and get your money back with that 25 per cent profit.
5. Make it an object to clean up. Sell all. That's your profit.—Trade Magazine.



WE DON'T

MANUFACTURE

Dixon's Carburet of Iron Stove Polish

BUT WE SELL HUNDREDS OF GROSS.

The factory is the largest of the kind in the world.
The polish is the finest made.
For 68 years it has shone resplendent on the stoves and ranges all over North America.

If you are not selling D. C. of I. S. P. you are missing one of the good things.

The Profit you make is 100 per cent.
We are agents for Ontario.

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

New Season's Teas

JOSEPH TETLEY & CO., London, Eng., specially direct your attention to the extraordinary quality of their new blends that are now being placed on the Canadian market, and invite you to apply the most stringent tests at your disposal. Comparison of leaf, style, quality, strength and character.

<i>Useful Household Blend, purity guaranteed</i>	<i>18 cents</i>
<i>Pure Ceylon Pekoe Blend, good liquor</i>	<i>21 cents</i>
<i>Strong, Brisk, Pungent Indian and Ceylon Blend</i>	<i>22 cents</i>
<i>Handsome, Tippy Indo-Ceylon, rare cup</i>	<i>25 cents</i>
<i>Rare, Fragrant, Golden Pekoe Blend, delightful quality</i>	<i>35 cents</i>
<i>Superb Blend of Choicest Indo-Ceylon, excellent value</i>	<i>40 cents</i>

The above blends are packed in chests and half-chests containing 100 lbs. and 60 lbs. respectively.

TETLEY'S Packet Teas, Elephant Brand. New Package. Black and Green, 28c. to retail at 40c.

SAMPLES SENT ON APPLICATION

0

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

GROCERIES.

THE grocery trade is little if any more interesting than it was a week ago. Business is getting into a more normal condition because the travelers are again on their respective routes. But while this is so, there is nothing of a striking feature to note, like there was last week, when the excitement obtained over the sharp advance in sugar. Sugar continues firm at the recent advances, but there is no great movement, although taking the season into consideration there is a nice trade doing in this article. In canned goods there has been a little better demand for peas, but otherwise business in this line is much as before. While trade in general is light, the turn-over is fairly satisfactory for the season, and, compared with this time last year, better.

CANNED GOODS.

A little more enquiry is to be noted this week for peas. Otherwise there is no change to note. Prices on both tomatoes and peas continue strong. We quote: Tomatoes, 77½ to 85c.; corn, 75 to 85c.; peas, 90 to 95c. for ordinary; sifted, \$1.25; extra sifted, \$1.35; peaches, \$2.90 to \$3 for 3's, \$1.90 to \$2 for 2's; raspberries, \$1.40 to \$2.00; strawberries, \$1.80 to \$2.45, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 85 to 90c.; gallons, \$1.90 to 2.25; salmon, "Horseshoe," \$1.35 to \$1.40; "Maple Leaf," \$1.35; "Lion," \$1.35 to \$1.40; Lowe Inlet, \$1.27 to \$1.30, in tall tins; cohoes, \$1.10 to \$1.20; canned mackerel, \$1.10 to \$1.20; lobsters, \$1.80 to \$2.10, for tall tins; flats, \$2.35 to \$2.65; half tins, \$1.45 to \$1.50; Canadian canned beef, 1's, \$1.35 to \$1.45; 2's, \$2.25 to \$2.35; 6's, \$7.50 to \$8; 14's, \$15 to \$16.50.

COFFEE.

Demand continues fairly good. The New York market is unsettled for Rio growths, but the local market is unaffected. The world's visible supply of coffee for the month increased 160,000 bags, while the gain in the world's reserve for the year is 870,000 bags. We quote green in bags: Rio, 19 to 21c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 33 to 35c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 25c.

SYRUPS.

The demand continues light for syrups, and prices are unchanged. We quote: Dark, 30 to 32c.; medium, 33 to 35c.; bright, 40 to 42c.

MOLASSES.

Advices received this week indicate a much stronger feeling in New Orleans molasses. Locally the situation in molasses is much about as before. We quote: New Orleans, barrels, 25 to 32c.; half-barrels, 33½ to 35c.; Barbadoes, barrels, 31 to 35c.; half-barrels, 33 to 37c.

SPICES.

Singapore pepper has declined another point in New York. There is no change here. Spices generally are quiet. We quote: Pure black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; ditto, best, 28 to 30c. per lb.; all-spice, 14 to 18c.

SUGAR.

The sugar market remains firm at last week's quotations. There is not a great quantity of sugar going out, but nevertheless the demand is good, considering the season. Quite a few assorted carloads have changed hands during the week. We quote: Granulated, 4½ to 4¾c.; yellows, 3½ to 4c. for dark and extra bright respectively.

NUTS.

There is a fair after-holiday trade doing, especially in walnuts. We quote as follows: Brazil nuts, 14 to 15c.; Sicily shelled almonds, 25 to 26c.; Tarragona almonds, 14 to 14½c.; peanuts, 10 to 12c. for roasted, and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12 to 12½c. Marbot walnuts, 11 to 12c.; Bordeaux walnuts, 9c.; Sicily filberts, 8 to 10c. for sacks and 10½ to 11c. for small lots; pecans, 10½ to 11c.

TEAS.

There is a little enquiry for Ceylon and Indian teas, both at a price, and good flavoring and liquoring teas. Only a small hand-to-mouth business is being done in China teas. The situation in Japan teas remains much as before, the scarcity of low grades still being the feature of the market. We quote ruling prices to retailers as follows: Young Hysons, 12 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

DRIED FRUITS.

The demand continues fairly good at firm and unchanged prices. We quote: Off-stalk, 4½ to 4¾c.; fine off-stalk, 5 to 5¼c.; selected, 6 to 6¾c.; layers, 6½c.

Currants are in fair demand for small sorting up lots considering that we are just out of the holiday season. We quote as follows: Provincials, 3¾ to 4c. in bbls.; Fine Filatras, in barrels, 4¼ to 4½c.; ditto, half-barrels, 4¼ to 4¾c.; ditto, half-cases, 4¾ to 5c.; Casalinas, cases, 5 to 5¼c.; Vostizzas, cases, 6 to 6½c.; ditto, half-cases, 6½ to 6¾c.; ditto, extra fine, 6¾ to 7¼c.; ditto, half-cases, 7¼ to 7½c.; Panaretas, in cases, 9c.

In prunes the demand is light at unchanged prices. We quote prunes: Bosnias, "Sphinx" brand, "A," 70 to 75 to lb., 9c.; "B," 80-85 to lb., 7¾c., "U," 110-115 to lb., 6½ to 6¾c.; California prunes, 40-50, 10 to 10½c. per lb.; 50-60 to

box, 9½c. per lb.; 60-70 to box, 9c.; 70-80 to box, 8½c. per lb.; French, 5 to 6c.

California dried and evaporated fruits are quiet and unchanged. We quote: Apricots, 13½ to 15c.; peaches, 10½ to 12½c.; pears, 10½ to 12½c.; plums, 6½c. for unpitted, and 12½c. for pitted; nectarines, 11 to 13c.; loose muscatels, 5½ to 6½c. per lb.

Dates are firmer in the primary markets, and the New York market has responded in sympathy. Locally there is no change. It may be interesting to note that the total importations of new crop Persian dates at New York to Jan 1, amounted to 135,000 boxes, or about 12,000 boxes less than on the same date last year.

A good trade is reported in Sultana raisins for this time of the year. The idea as to price is still 5 to 5½c.

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

GREEN FRUIT.

The annual quiet after-holiday quietude obtains, and the market is devoid of feature, except it be that prices are lower on oranges than they were a week ago. We quote: Lemons—Messina, \$2.50 to \$3.50 for 360's and 300's respectively per box; Oranges—Jamaicas, \$4.50; fancy, \$5; California navels, \$4 to \$4.75; Valencia-, 420's, \$4.25 to \$4.75; Jumbo's, 420's, \$6.25 to \$6.50; ditto, 714's, \$5.52 to \$5.75; Mexicans, \$5 to \$5.50 per box. Bananas, \$1.25 to \$1.75; cocoanuts, \$3.50 to \$4 a sack; apples, \$1.50 to \$3 a barrel; Malaga grapes, \$5 to \$7 per keg; domestic onions, 60 to 65c. per bag; Spanish onions, 40 to 50c. per small crate; sweet potatoes, \$3 to \$3.25 per bbl.; cranberries, \$10 per bbl., and \$3.50 per case; hickory nuts, \$1.50 to \$1.75 per bush.

BUTTER, CHEESE, POULTRY, EGGS.

BUTTER—Receipts of butter during the past week have been principally confined to large rolls, and the trade has been supplied

The Largest Sale.

The Finest Flavored.

The Best Friend of the Grocer.

The Worst Enemy of the Pedlar.

"SALADA"

CEYLON TEA

P. C. LARKIN & CO.

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Don't overlook the name

SURPRISE

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

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

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

by this class of goods. There is rather more coming forward than is required, and as a result prices are easier. We quote: Early summer dairy, store packed, 8 to 12c.; good to choice fresh packed, 13 to 15c.; large rolls, fresh, 13 to 15c.; dairy pound prints, 15½ to 16c. Fresh creamery—Tubs, 19½ to 20c.; do., pound prints, 21 to 22c.

CHEESE—There is a little more enquiry on export account. There is not much doing locally. We quote: Summer make, 9c.; Sept. and Oct., 9½ to 10c.

EGGS—Since the cold weather set in country receipts have fallen off, but values have not changed very much. We quote: Late gathered, 17c.; strictly new laid, 21 to 22c.; cold storage and held fresh, 14 to 15c.; pickled, 14 to 14½c.

POULTRY—The poultry market is dull and neglected except in chickens and ducks, which are scarce and wanted. We quote: Geese, 5 to 6c. per lb.; turkeys, 6 to 8c. per lb.; chickens, 25 to 50c. per pair; ducks, 40 to 75c. per pair.

COUNTRY PRODUCE.

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

DRIED APPLES—Are dull at 4c.

EVAPORATED APPLES—The situation is much as before with 6½ to 7c. the idea as to price in a jobbing way.

POTATOES—Buying has been a little brisker during the past week, but the volume of business is still of insignificant proportions. We quote 25 to 30c. per bag out of store and 20 to 25c. on track.

HONEY—A good demand is reported on country account for strained clover honey,

and locally there is a fair demand for comb honey. We quote: Strained, clover, 10 to 10½c.; dark, 5c.; comb, clover, \$1.90 per dozen; dark, \$1.50.

PROVISIONS AND DRESSED HOGS.

There has been little or nothing doing in provisions during the past week, but prices are much as before. Dressed hogs are a little firmer, there not being so many coming forward. For select weights of 110 to 250 lbs., \$4.50 to \$4.55 is the idea, as to price; for weights under or above, 25c. per 100 lbs. less.

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

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

LARD—Pure Canadian, tierces, 7 to 7¾c.; tubs, 7¼ to 8c.; pails, 7¼ to 8c.

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

FISH.

Trade has continued quiet, but an improvement is shortly anticipated. A feature of the trade this week is the arrival of a few carloads of Lake Winnipeg white fish, and they are finding a good demand at 7½ to 8c. per pound. They are choice fish. Oysters are 5 to 10c. per gallon dearer owing to the cold weather in the primary markets, and still higher values are anti-

pated. We quote standards at \$1.30 to \$1.35, and selects \$1.60. Fish are quoted as follows: Skinned and boned codfish, 6½c.; boneless fish, 3½ to 4c.; haddock, 5 to 6c.; Labrador herring, \$3.25 to \$3.50 per half barrel and \$5.50 to \$5.75 per barrel; Newfoundland herring, \$2.50 per half barrel, and \$4.50 to \$4.75 per barrel; fresh water salt herring, \$3 per barrel; blue-back herring, 3c.; pike, 6 to 7c. per lb.; flitched cod, 5c.; finnan haddies, 6½c.; Digby herring, in bundles of 5 boxes, 11c.; ditto, lengthwise, 10c.; large halibut, 12 to 15c.; Restigouche salmon, 20 to 25c.; British Columbia salmon, 13 to 14c.; mackerel, 20 to 25c.; steak cod, 6½ to 7c.; haddock, 5c.; black bass, 9 to 10½c. Fresh Lake Erie herring, \$3 per 100; whitefish, 8 to 9c.; salmon trout, 7½ to 8c.; Lake Superior whitefish, 8c.; Lake Winnipeg whitefish, 7½ to 8c.

FLOUR AND FEED.

WHEAT—The street market is easier. There have been sales of white at 70c. and red at 67c. Goose is nominal at 54c.

BARLEY—Is steady with sales at 44c.

OATS—Firm at 28½c.

FLOUR—Demand is moderate and prices steady. Transactions in straight roller are reported at \$3.09 and in patents at \$3.22, Toronto freights.

BREAKFAST FOODS—Business continues quiet. We quote: Oatmeal, cornmeal and pot barley from 10 to 15c. lower; Standard oatmeal and rolled oats, \$3.10 to \$3.20; rolled wheat, \$2.10 in 100 lb. barrels; cornmeal, \$2.75; split peas, \$3.25; pot barley, \$3.25.

DRESSED BEEF, VEAL AND MUTTON.

Cattle are much dearer. This is owing to the fact that, while the demand is good,

THE TORONTO COLD STORAGE WAREHOUSE

All information from W. H. LECKIE, Manager.

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

CANADIAN TOMATO CHUTNEE

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

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JOHN HAWLEY

Provision and Commission Merchant

Butter Eggs Lard Apples Cheese Etc.

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

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Sea Food

"GEM OF THE SEA."

1 and 2 lb. Blocks.

"FAVORITE."

Pure Cod. 1 and 2 lb. Blocks.

"SATISFACTION."

Boneless Fish. 25 and 40 lb. Boxes.

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LEONARD BROTHERS

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JUST RECEIVED

Evaporated Peaches
Evaporated Apricots
Evaporated Apples

PRICES LOW. STOCK FANCY.

Write us for Quotations.

CLEMES BROS., TORONTO

Experience

supplies are light, good cattle having been bought up for the holiday trade. Then the higher prices for poultry had naturally turned the attention more toward meats, all kinds of which have advanced in consequence. We quote: Beef, \$4.75 to \$6.75; lamb, 7 to 7½c.; mutton, 5½ to 6c.; veal, 5 to 7c.

SALT.

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

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Quiet and unchanged. Dealers are paying 5, 4 and 3c. respectively for Nos. 1, 2 and 3. Cured are nominal at 6¼c., trade being slow.

CALFSKINS—Are still quoted at 6½c. per lb

SHEEPSKINS—Lambskins and shearlings are still quoted at 80c.

WOOL—Dull. We quote: Fleece combing, 24c.; rejections, 17½ to 18½c.; unwashed, 13½ to 14½c.

PETROLEUM.

The demand continues fair at the recent decline in prices. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 16c.; carbon safety, 18c.; Canadian water white, 18c.; American water white, 21½c.; Pratt's Astral, 23c.

MARKET NOTES.

Oysters are 5 to 10c. per gallon dearer.

Hannah & Co., of Toronto, are shipping turnips to the Southern States.

Another shipment of new dates is reported by the Eby, Blain Co., Ltd.

Gunn, Flavelle & Co. are experiencing an increasing demand for their pickled eggs.

California Ruby prunes, from 30-40 to 80-90, are in stock with H. P. Eckardt & Co.

The Port Fish Co. are this week in receipt of a shipment of Lake Winnipeg white-fish.

Clemes Bros. are in receipt of a carload of Pattie & Lett brand of California Washington navel oranges.

The Eby, Blain Co., Ltd., report another shipment of Trenor's selected and layer Valencias.

H. P. Eckardt & Co. have the following: Lake fish, (fall catch); white fish, trout, herring.

John Sloan & Co. are this week in receipt of a shipment of Valencia raisins consisting

Enables me to select the finest stock—enables me to cure it in the surest and best manner.

Graham, McLean & Co.

Produce Commission Merchants

77 Golborne St. TORONTO.

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

FARM AND DAIRY PRODUCE

Send us a trial shipment.

We handle a special line of kettle-rendered Lard.

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EGG CASES SUPPLIED

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Refrigerating and Ice Machines.
Complete Plants Installed for all Purposes.
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Complete Plants Erected. All work guaranteed.

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The Finest Lard on the Market.
Write for Prices. . . .

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What We Manufacture

McLauchlan's Sodas. McLauchlan's Fine Biscuits.
McL. & S. Cough Drops in 5c. packages and bottles.
McL. & S. Fruit Tablets in 5c. packages and bottles.
McL. & S. Imperial Chocolates.

JAS. M^CLAUHLAN & SONS, - -

OWEN SOUND.

of 300 boxes of layers and 200 boxes of fine off-stalk.

Rutherford, Marshall & Co. report a good demand for strained honey for shipment to the country.

Dawson & Co. have in stock this week a carload each of Mexican oranges and low-priced lemons.

Half-barrels of mackerel and salmon are in store with Lucas, Steele & Bristol. They also have kitts of the former.

Molasses have advanced, but James Turner & Co. secured a nice lot on time, which they will sell at right prices.

Tea samples will be furnished by Lucas, Steele & Bristol for their January bargains on application.

T. A. Lytle & Co. are receiving from the Eastern Townships large shipments of maple syrup of a superior quality.

Lucas, Steele & Bristol are offering some special values in syrups and molasses. Their travelers have samples.

James Turner & Co. have an excellent assortment of dried fruits. See prices and samples in their travelers' hands.

H. P. Eckardt & Co. are in receipt of a shipment of California apricots and peaches in bags. "Price and quality right," they report.

The Eby, Blain Co., Ltd., have received a large shipment of Dem. Schisas fine Filia- tra currants in bbls., half-bbls., cases and half-cases.

Upon receipt of a postal card W. H. Gillard & Co. will be pleased to submit samples of their standard lines of black teas to any retailer desiring same.

The Eby, Blain Co., Ltd., report the arrival of a novelty in potted meats and pastes, put up by Meyers & Co., London, Eng., in neat tins to retail at 5c.

A bargain in French imperial plums in 25 lb. boxes is being offered by W. H. Gillard & Co. The season is approaching when these will be in demand.

James Turner & Co. have a block of May picking Japan teas, which they feel assured

show the best value in Canada for the money, grading from fine to choicest.

"In teas to retail at 25c. we never had such all-round values," say Lucas, Steele & Bristol. "Our blacks are particularly good in the half-dollar lines."

Dixon's Carburet of Iron Stove Polish has met with unprecedented success in the hands of W. H. Gillard & Co., which firm has made very large sales and are receiving many repeat orders.

W. H. Gillard & Co., who made the first shipment upon the opening of the T. H. & B. Railway from Hamilton to Brantford and Waterford, have received the first carload of goods from Montreal via the same line.

The price of dried beef is lower than it has ever been before, and a representative of J. W. Beardsley's Sons, in conversation with THE CANADIAN GROCER expressed the opinion that the lowest figure had been touched.

Bart. Cottam & Co., bird food manufacturers, of London, report business brisk, and the demand for Cottam's bird seed increasing, and greater for the last three months than in any corresponding three months in the last twenty years.

QUEBEC MARKETS.

MONTREAL, Jan. 9, 1896.

GROCERIES.

THE prominent feature of the grocery market this week has been the continued activity and strength in sugar. Enquiry for the staple has not been checked by the recent advance, both wholesalers and retailers showing anxiety to place orders in anticipation of future wants. The tone is firm at the advance. In other lines nothing striking has occurred. Syrups, however, are working firmer in sympathy with sugar, while tea rules quiet. Nothing is doing in a large way between houses, as jobbers are fairly well supplied, but a better enquiry from retailers is expected next week. In dried fruit the sole feature of interest here is the scarcity of 4-crown layer raisins. Receipts of new shelled walnuts have arrived and re-

lieved the stringency on these, while there are no pure Grenoble walnuts to be had here, wants being filled with mixed. Canned goods are quiet, and an easier tendency is noted in leading lines of green fruit. The same can be said of fish.

SUGAR.

The advance in prices has not checked the demand for this staple. On the contrary, enquiry has been brisk ever since the refiners advanced their price and a large volume of business has been transacted. Refiners are not disposed to book orders any length ahead and prices have a very firm tendency. The demand from retailers is quite as brisk; in fact, buyers generally, both large and small, show a strong desire to lay in a good stock of sugar at once, or provide for future wants by placing orders for future delivery. To-day granulated is firm at 4½c. for the best stock from second hands in a jobbing way, though No. 2 can be had for ½c. less per lb. Yellows are equally firm and well enquired for at 3¾ to 4c. as to grade.

SYRUPS.

These are dull, but the market has a firm tone, and an advance is not at all unlikely, owing to the strength of the sugar market. Prices are steady at 1¾c. for ordinary, and 2½ to 3c. for bright stock.

MOLASSES.

There is very little doing in molasses, but the market is steady in tone. Barbadoes stock moves quietly for jobbing lots at 36 to 37c., and Porto Rico ranges from 34 to 35c.

RICE.

There is no change in the rice market. Business rules quiet.

SPICES.

The spice market is quiet and few changes are to note. We quote: Pure black pepper, 10 to 12c.; pure white, 15 to 22c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; ditto, best, 28 to 30c. per lb.; allspice, 12 to 15c.

COFFEE.

Quietness rules in coffee both from first and second hands. Jobbers, however, expect an improvement in the course of a week or so, in fact, orders on this account are already beginning to show signs in that direction. We quote green in bags: Maracaibo, 20 to 21c.; Rio, 19 to 20c.; Java, 28c.; Jamaica, 20 to 21c., and Mocha, 32c.

TEAS.

There is little activity to note in the tea market at present, but next week a change

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CASH
FOR

DRIED-APPLES-



W. B. BAYLEY & CO.
EXPORT BROKERS

42 FRONT ST. E. Toronto

There was no Coffee

Sold in 1895 that gave such perfect satisfaction as



CHASE & SANBORN'S

Always Reliable. Always Uniform. Always Pure

Have you ever tried a tin of "ROYAL BLEND?"

Tins 25 and 50 lbs., ground or whole; Price, 32c. per lb.



Stands alone. It is universally approved by the **medical profession** and is the only **CONDENSED MILK** that offers **ABSOLUTE SECURITY** in handling. Cases, 4 doz., price \$6.75 per case. Special price on 5 or 10 cases.

A NOVELTY IN IMPORTED POTTED MEATS

A SPLENDID 5 CENT RETAILER. FOLLOWING VARIETY:

VEAL AND HAM.	TONGUE.
BEEF.	STRASBOURG MEAT.
TURKEY AND TONGUE.	HAM AND TONGUE.
HAM AND CHICKEN.	ANCHOVY PASTE.
BLOATER PASTE.	HAM.
CHICKEN, HAM AND TONGUE.	

BOXES—6 dozen assorted.

They are bound to sell

THE EBY, BLAIN COMPANY LTD.

WHOLESALE IMPORTING AND MANUFACTURING GROCERS

TORONTO - - ONTARIO

for the better is looked for. Little or nothing is doing in a large way on this market between jobbers except a few lots of common Japans at 14c. Blacks are enquired for in small jobbing lots of Indians and Ceylons. We quote Japans: Low grades, 14c.; medium, 15 to 18c.; fine, 20 to 22c., and choice, 25 to 32c.

DRIED FRUIT.

Business in Valencia raisins is quiet on the whole, and prices are rather softer on ordinary to fine. The contrary is the case with 4-crown layers, the market being almost absolutely bare of this grade, 6½c. being paid this week by wholesalers for supplies. We quote: Ordinary off-stalk, 4 to 4¼c.; fine do., 4½ to 4¾c.; selected, 5 to 5¼c., and layers, 6½ to 7c.

California raisins continue firm in tone and meet a steady jobbing enquiry. We quote: 3-crown, 5½ to 6c., and 4-crown, 7c.

There is no change in table raisins, which continue as last noted. We quote Malagas as follows: Extra loose muscatels, \$1.40; Imperial London layers, \$1.75; Imperial cabinets, \$1.90; Connoisseur clusters, \$2.20; extra dessert clusters, \$3; Royal Buckingham clusters, \$3.50.

No sultanas are now available under 6½c., and high grade goods have jobbed out at a range all the way up to 9½c. for special brands.

Advices in regard to currants conduce to firmness, and though demand is quiet, prices are strongly held. We quote: 3¾c. in barrels, 4 to 4¼c. in half-barrels, and 4½ to 4¾c. in cases.

There is no change in prunes, which rule quiet but firm. Bosnia stock move quietly at 6 to 6½c., while ordinary French have changed hands at 5c. There are few plums on the market, and prices are difficult to quote. Fresh receipts of California prunes have come to hand, and the inside price is rather lower, sales having been made at 7c., but for good to choice 9 to 10c. has been freely paid.

There have been considerable receipts of bag figs during the week, which have been selling at 4c. This fact has imparted a rather easier feeling, and sales of ordinary in boxes have been made at 8½ to 9½c., while fancy are steady at 14c.

Dates continue quiet and steady at 4½ to 5c., as to grade.

NUTS.

There are no pure Grenoble walnuts to be had on the market, but mixed have sold at 11½ to 12½c. Receipts of new pecans and new shelled walnuts have come to hand, and values on both these varieties are quoted at a lower range as a result of this. We quote: Grenoble walnuts, 11½ to 12½c.; filberts, 7½ to 8c.; Tarragona almonds, 11½ to 12½c.; new pecans, 9 to 12c., and new shelled walnuts, 18 to 20c.

CANNED GOODS.

Business in canned goods is limited, and prices are nominally unchanged. We quote: Lobsters, talls, \$8 per case; flats, \$9 to \$9.50; sardines, ordinary brands, \$7 to \$8.50; best brands, \$9.50 to \$10.50; salmon, \$1.25 to \$1.30 per doz.; tomatoes, 75 to 80c.; peaches, \$2 to \$2.25; corn, 85 to 90c.; marrowfat peas, 95c. to \$1; strawberries, \$2 to \$2.25; raspberries, \$1.75 to \$2; green gages, \$1.75 to \$2; blue plums or damsons, \$1.50 to \$1.75; pineapples, \$2 to \$2.25 and 3-lb. apples, 80 to 85c.

WINES AND SPIRITS.

There has been no movement in these of any importance.

GREEN FRUIT.

This has been a fair week in green fruit, but orders have been generally for small quantities, and the range at the different auction sales rather lower. As a result prices in some cases are quoted down, especially on oranges, lemons and apples.

ORANGES—Trade has been quieter, and prices are lower. We quote: Jamaicas, \$8 to \$9 per barrel, and \$4 to \$4.50 per box; Valencias, 420's, \$3.75 to \$4, and 714's, \$4.50 to \$5.

LEMONS—Business has been moderate in these, and prices are 25c. easier for the inside figure at a range of \$2.50 to \$3.

GRAPES—There is no change in Malaga grapes, which range from \$5 to \$6 per keg.

CRANBERRIES—Move quietly at lower prices, viz.: \$9 to \$10 per barrel as to quality, a decline of \$1 on the lower grades.

APPLES—Dull and easy at \$2.50 to \$3.50, sales being very slow, even at the decline.

SPANISH ONIONS—At an auction sale this week these sold as low as 10c. per crate, but in a jobbing way we quote 40c.

FISH.

The long spell of mild weather demoralized the trade in fresh fish, and stocks have accumulated in all lines. Fresh haddock and cod have picked up a trifle this week under the cold snap. Pickled fish are dull, and only a trifling trade has been transacted in smoked and boneless fish. We quote: Fresh haddock and cod at 3½ and 4c.; pickled No. 1 Labrador herrings at \$5.25, No. 1 N.S. at \$4.25 to \$4.50; and ordinary grades \$3 to \$4 per bbl.; No. 2 Labrador salmon, \$13 per bbl.; B. C. salmon, \$10.50 to \$11; No. 1 lake trout, \$4.25 per keg; No. 1 green cod at \$4.25 to \$4.50; No. 2 at \$2.75 to \$3; No. 1 mackerel at \$20; No. 1 pickled sardines at \$4.50 per bbl. Dried and boneless cod, \$4.25 to \$4.50 per 100 lbs. for dried; 5½ to 6c. per lb. for boneless; 5c. per lb. for boneless haddock; 3¼c. per lb. for fish, and 11c. per lb. for shredded. Smoked haddies, 6½ to 7c. per lb., kippered herrings at \$1.40 to \$1.50 per box, Yarmouth and bay bloaters at 90c. per box, and smoked herrings at 8 to 10c. per lb.

DRESSED HOGS AND PROVISIONS.

There was no new feature in the provision market. The demand was limited and business rules quiet at the recent decline. We quote: Canadian short cut, clear, \$13; Canadian short cut, mess, \$13.50; hams, city cured, per lb., 9 to 10c.; lard, Canadian, in pails, 8¼ to 8½c.; bacon, per lb., 9 to 10c.; lard, com. refined, per lb., 6¼ to 6½c.

The demand for dressed hogs was fair in small lots at steady prices. We quote car lots at \$4.50 to \$4.60, and jobbing lots at \$4.75 to \$5 per 100 lbs.

COUNTRY PRODUCE.

EGGS—Business in eggs was quiet, the demand being limited, and only for small lots at steady prices. We quote: Boiling stock, 18 to 20c.; Montreal limed, 14 to 15c.; western limed, 13½ to 14c., and held fresh, 13½ to 14c. per dozen.

BEANS—There was no change in beans, the market still being quiet and steady. We quote: Car lots of choice hand-picked at \$1 to \$1.05, and small quantities at \$1.10 to \$1.20.

POULTRY—The receipts of poultry for the past few days have been small and the market at present is pretty well cleared up of nice bright stock. There was a fair demand to-day for fresh killed turkeys, but few were offering, and prices are firmer. Choice fresh killed turkeys sold at 7½ to 8c.; chickens, 6 to 6½c.; ducks, 7 to 7½c., and geese, 5 to 5½c. per lb.

POTATOES—Continue quiet and steady. Sales of four carloads were noted to-day at 35c. per bag, and we quote 40 to 45c. in an ordinary way.

FLOUR, MEAL AND FEED.

A firm local business has been transacted in flour, and the market is moderately active and steady. We quote: Winter wheat, \$3.60 to \$3.80; spring wheat, patents, \$3.75 to \$3.85; straight roller, \$3.30 to \$3.40; straight roller, bags, \$1.60 to \$1.65; extra, bags, \$1.40 to \$1.45; Manitoba strong bakers', \$3.40 to \$3.65.

The demand for oatmeal was slow, and the market is quiet at the recent decline in prices. We quote: Standard, bbls., \$2.85 to \$2.95; granulated, bbls., \$2.90 to \$3; rolled oats, bbls., \$2.90 to \$3.

The tone of the feed market was steady and business is quiet. We quote: Bran, \$14 to \$15; shorts, \$15 to \$16; mouillie, \$19 to \$20.

CHEESE AND BUTTER.

Cheese is dull. A firmer feeling has been developed, but the general expectation is for no radical change this month. To be plain, sellers consider their goods worth more money, and the fact will tend to check business. In a nominal way 9¼c. is the general idea for finest fall makes, but it would take an advance on this to move any large quantity of goods.

The butter market was unchanged, business being confined to a jobbing trade on local account. Creamery for small parcels ranges from 20½ to 21c. and dairy stock, 18c. for Townships, and 15c. for western.

HAY.

The hay market has advanced \$1 per ton, and we quote at \$14 for No. 1 and \$13 for No. 2.

ASHES.

The market is quiet and steady at \$3.70 for first pots and \$3.50 for seconds; pearls, \$4.65.

MONTREAL NOTES.

Oranges are easier this week, sales of Jamaicas being made at \$1 per bbl. less.

It is expected that the firm feeling in sugar will lead to stronger prices on syrup.

L. Chaput, Son & Co. turned into stock this week consignments of new pecans and new shelled walnuts, which have been scarce

Pease Meal — Glasgow Brose Meal

The lightest and best food for those troubled with dyspepsia. The only genuine article manufactured in Canada—by

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

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Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.

All orders will receive our best attention.

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LONG CLEARS
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SHORT CUT PORK
PURE LARD
COMPOUND LARD

Write for Prices. Send your ORDERS by mail.
Careful Attention. Prompt Shipment.

F. W. FEARMAN
HAMILTON

here. They are offering them at a decline on previous rates.

At an auction sale on the Fruit Exchange here Spanish onions sold as low as 10c. per crate.

The only large lots of tea that have been moved between houses have been some common Japans at 14c.

Wholesale grocers are almost out of 4-crown layer raisins here and have paid full figures to obtain supplies.

Rose & Laflamme report an increase of 50 per cent. over 1894 in the sales of Pater-son's sauces, etc., during 1895.

Vipond, McBride & Co., have received shipments of the small sizes of California prunes, which are offering down to 7c.

Advices to the St. Lawrence Sugar Co. state that the Cuban cane sugar crop is now officially estimated as not one quarter of last season's.

Laporte, Martin & Cie. have received this week shipments of Grenoble shelled and unshelled walnuts, in 55-lb. cases, which they offer at good value.

R. Greig, of Robt. Greig & Co., left for New York this week on his way to England to visit the various British firms which they represent on this side the Atlantic.

W. Wonham, jr., is at present in the Maritime Provinces calling on the friends and patrons of W. R. Wonham & Co., with samples of the specialties they handle.

Shipments of Dufour's shelled walnuts were received this week by Geo. Childs & Co. and J. J. Vipond. The latter firm also landed a consignment of fine Grenoble walnuts.

Rose & Laflamme, agents for the T. A. Snider Preserving Co., of Cincinnati, are carrying a full line of their catsup, soups and chili sauce in store in Montreal, and report a brisk demand for the goods.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

St. JOHN, N.B., Jan. 9, 1896.

THE past week has been one of unusual quiet. The open weather continues.

The country roads are so bad that going is impossible, which, of course, affects trade very much. In the woods the want of snow is much felt, operations being almost

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

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of the Season

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Pork Packers and Commission Merchants Toronto

We have
in stock

FANCY

Sweet Jamaica Oranges
Valencia Oranges
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All Much Lower in Prices.
Send Us Your Orders.

HUGH WALKER & SON
Guelph, Ont.

at a standstill, so far there being but little frost in the ground. The mild weather is also a great drawback to the fresh fish business, which will be much felt by the fishermen. Prices have been so low during the fall that the good demand there always is for frozen fish would be much appreciated. The principal interest in markets is the continued strengthening of the sugar market, which it is thought will hold. A number of our merchants have full stocks. One party, not a wholesale grocer, has one thousand barrels bought before the duty was changed. Present prospects are for colder weather.

SALT—The movement continues light, with fair stocks held here. There were no arrivals this week. We quote: Coarse, 50 to 55c.; fine factory-filled, \$1.10; 5-lb. bags, \$3.25 per bbl.; 10-lb. bags, \$3 per bbl.; 20-lb. boxes, 20c.; 10-lb. boxes, 12c.; cartoons, \$2 per doz.; salt, bulk, \$2.70 to \$2.80 per bbl.

OIL—There is fair business reported and prices continue firm at the advance. The fall trade was very large. We quote: American burning oil, 23¼c.; best Canadian, 21½ to 21¾c.; prime, 19c.; no charge for barrel.

CANNED GOODS—There is no change in prices and stocks are fairly large, while little demand is noted. Salmon have not advanced as many expected. This province continues to pack rather more sardines from year to year, but in nothing like as large quantities as just over the line in Maine. The largest quantity of the fish there packed are caught in New Brunswick waters. In corned beef demand is very light at this season. Prices are easy. We quote: Corn, 85 to 90c.; peas, 90 to 95c.; tomatoes, 90 to 95c.; gallon apples, \$2.15 to \$2.25; corned beef, 2-lb. tins, \$2.50 to \$2.65; 1-lb. tins, \$1.60 to \$1.65; oysters, 2's, \$2 to \$2.25; 1's, \$1.60 to \$1.65; peaches, 3's, \$2.75 to \$2.85; 2's, \$1.90 to \$2; pineapple, Canadian pack, \$2.35; salmon, \$1.40 to \$1.50; lobsters, \$1.75 to \$2; haddies, \$1.30; clams, \$5 for 4 doz.; chowder, \$2.75 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1; kippered herring, \$1.10.

GREEN FRUIT—Returns from a shipment of a St. John house of apples to England have been received; it was one of the first direct shipments made from here. The parties are not very well pleased with the result. The stock of apples is not large here, but there is no particular demand. Good fruit is held firm. Lemons show quite a falling off in price. Valencia oranges are also quoted lower. West India oranges rather more than hold their own. Keg grapes are rather off in quality. For selected stock very firm prices are asked. California oranges are now here in small quantities. We quote: Apples, \$1.50 to \$2.50; oranges, \$6.50 to \$7 per bbl., \$3.50 to \$4 per box; Lemons, \$3 to \$3.75; keg grapes, \$5 to \$6.50; Valencia oranges, \$4 to \$4.50.

DRIED FRUIT—A few selected Valencias are still on the market. California fruit is quiet, with a fair but not large stock held here. Such stock as is here is largely raisins, evaporated fruits having very little demand in this market. Currants continues firm at the advance. Demand in all lines is quiet. There is rather better enquiry for evaporated apples, which seem firm. Dried very quiet. Some Bosnia prunes are to hand and some Californias are daily expected. Onions are quoted rather firmer. We quote: Valencias, 4½ to 5c.; layers, 6 to 6¼c.; California L. M. 4-crown, 6 to 7c.; 3-crown, 5 to 6c.; London layers, \$1.65 to \$1.75. Currants, bbls., 3½ to 4c.; cases, 4¼ to 5c.; cartoons, cleaned, 7½c.;

bulk, cleaned, 6½c.; prunes, kegs, 4c.; boxes, 4½ to 5c.; half-boxes, 6 to 8c.; dates, 4½ to 5c.; dried apples, 5c.; evaporated apples, 7½ to 7¾c.; California evaporated peaches, 12 to 13c.; apricots, 12 to 14c.; pears, 12 to 14c. Canadian onions, \$2.25 to \$2.30; coconuts, \$3 to \$4 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, 7 to 8c.

DAIRY PRODUCE—Butter continues very dull. There are large stocks of medium quality; good would find fair market. In creamery tubs, at a price, if medium size, there would be good demand, but not at fancy price. Prints have been dull, owing to soft weather; the trade has been well supplied, the retailers getting it direct from the creameries or farmers. Price shows no change, but rather easier. In eggs case stock sale is slow, and no large quantities of any are being sold. In cheese, though price is rather firmer, there are but few moving. The factories supply a good deal of local trade. We quote: Common dairy butter, 15 to 16c.; dairy, 17 to 18c.; new creamery prints, 23 to 24c.; cheese, 8½ to 9c.; creamery, tubs, 20 to 21c.; eggs, 17 to 19c. by case.

SUGAR—There are fair stocks here, and this seems one of the bright spots in what is at present a very dull market. Prices are fully ½c. firmer. There are, however, no very large quantities moving. At least one speculator has still 1,000 barrels granulated bought before the change of duty. The desire, however, to do business, together with the fact that many cannot hold goods, tends to keep price below what it should be, and this does not apply only to sugar. We quote: Granulated, 4½ to 4¾c.; yellow, 3½ to 4c.; Paris lump, 5¼ to 5½c.; powdered, 5¼ to 5½c.

MOLASSES—There is light movement at present. Stocks held are not large, and quality in many cases but fair. No better molasses than some handled here last season, however, has ever been upon the market. Said a merchant to THE GROCER: "I almost hate to sell it, not knowing when I shall replace it." New Orleans in barrels finds a continued demand, and the sale of syrup is much larger than usual, an extra quality being here. Prices of New Orleans molasses and syrup are very firm. We quote: Barbadoes, 30 to 33c.; Trinidad, 32 to 34c.; Porto Rico, 34 to 36c., bbls.; New Orleans, 34 to 35c.; St. Croix, 31 to 32c.; syrup, 36 to 38c.

FISH—The weather is somewhat colder, and the fresh fish business more active, which is much appreciated by both dealers and fishermen, there being a steady demand for these goods. Fresh herring are not plentiful, but other fish are in good supply. The West India market is reported dull. There is no change in prices, at this season demand for pickled and dry being light, but in dry the price is steady. Smoked are still dull with fairly large stocks here. We quote as follows: Fresh haddock, 2 to 2¼c. per lb.; dry, \$1.50; large cod, \$3.60 to \$3.75; medium, \$3.35 to \$3.50; pollock, \$1.50; bay herring, \$1.25 to \$1.30 per half-bbl.; Rippings, \$1.65; Wolves, \$1.85 to \$2; smoked herring, old, 4 to 5c.; new smoked, 5 to 6c.; Canso, \$5 to \$5.50 per bbl.; shad, half-bbl., \$5 to \$6; Grand Manan herring, half-bbl., \$1.25 to \$1.35; Shelburne, \$3.75 bbl., \$1.65 half-bbl.; boneless, 2½ to 8c.; oysters, 3 to \$3.50 per bbl.; small cod, \$2.50; frozen herring, 70c. per 100.

PROVISIONS—Our local dealers are making money, if any is to be made at present. They are getting a good profit; in many cases

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Cleaver's Toilet Soaps.
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EPPS'S COCOA

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An Article fit for a King's Table.

Every package guaranteed to be as represented.

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Maple Syrup

Finest quality. Write for quotations.

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DON'T DELAY

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

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You cannot afford it with your canned goods stock. A woman is apt to judge your whole store by a single purchase of canned stuff, so—indifference as to what brands you buy doesn't pay. Reject unknown and bogus brands. Stock only reputable goods of unquestioned merit. Our goods are guaranteed always first-class. You can get them at any wholesaler's.

DELHI CANNING CO.

DELHI, ONT.

a large profit above Ontario prices, even after freight is paid. Such goods as our market will not take are shipped to the West Indies, where a fine price is obtained. Lard is quoted lower, also hams. Business is quiet. We quote: Clear pork, \$15 to \$15.50; mess, \$13.50 to \$14; beef, \$13 to \$14; domestic mess pork, \$14 to \$14.50; hams, 10½ to 12c.; rolls, 8c.; pure lard, 9 to 9½c.; compound, 7¾ to 8c.

FLOUR, FEED AND MEAL.—In flour there is no change, but a rather steadier feeling, with but light business doing. In oats there is a rather easier feeling, and Ontario oats now have the market, as they are much below P. E. I., and much preferred to New Brunswick. In cornmeal price is low, which effects the price of, and demand for, feed. Hay, though not moving here in quantities, is active through the province, and Americans are large buyers, they offering much better prices than the English market. There was a large quantity in the country, but stocks are much lighter. In buckwheat meal the demand is light. We quote as follows: Manitoba, \$4.4c to \$4.5c; best Ontario, \$3.95 to \$4; medium, \$3.70 to \$3.80; oatmeal, \$3.50 to \$3.65; cornmeal, \$2.30 to \$2.35; middlings, \$19 to \$20 on track; bran, \$18 to \$19; hand-picked beans, \$1.25; prime, \$1.20; oats, 33 to 35c.; hay, \$12.25 to \$13; pot barley, \$4; round peas, \$3.65 to \$3.75; split peas, \$3.70 to \$3.80; yellow eye beans, \$1.85; buckwheat meal, \$1.30 to \$1.35.

ST. JOHN NOTES.

Hops are lower in ½ and ¼-lb. packages.

Cream of tartar took a sudden jump of 10s. this week.

The Virginia Peanut Association has gone into liquidation.

Pownall, P.E.I., has this season shipped \$3,000 worth of oysters.

The farmers in Carleton County are getting \$9 per ton for loose hay.

Potatoes are still plentiful in this province. It is said in Victoria, too, there are 20,000 bushels.

The Duart Castle took from here equal to 3,000 barrels cargo, besides which there were 120 packages goods from Hong Kong.

J. H. White has been appointed agent for the Norfolk Storage Co., Norfolk. This is one of the best known houses shipping peanuts.

Potatoes in Carleton County are bringing almost twice as much per barrel as on the American side, the prices being about 35c. and 60c. per bbl.

The Bay of Fundy Steamship Co.'s Str. City of Monticello, has been handed over to the Dominion Atlantic Railway. This will end the competition.

We regret to see the British War Office has not followed the example of the Admiralty in buying evaporated vegetables in Canada rather than Belgium.

The shipment of deals is a very important business to St. John and the province. The quantity shipped in 1895 was 291,382,574 sup. ft., about 35,000,000 less than 1894.

Alex. Gibson, who has been on the Nashwalk 30 years, has cut 1,000,000,000 ft. of logs.

Leonard Bros. are sending to their Montreal house three cars fine frozen herring, very large and bright, the only quantity that arrived here this season. They are also receiving large quantities of haddock and cod.

On Christmas Day 2,000 pounds of butter were churned at the Central Creamery, P.E.I., valued at \$440. This was a venture this winter, and though patronized as yet by only some 350 out of 16,000 farmers, is a success.

The Bank of New Brunswick is to be congratulated. Beside a short time ago paying a half-yearly dividend of 6 per cent., it the other day added \$25,000 to the rest, which is now larger than the capital stock by \$50,000, the capital stock being \$500,000.

Trade of St. John for 1895 was as follows as compared with 1894: Exports—1894—\$3,094,212; imports, \$3,233,594; duty, \$769,711; free, \$934,935; excise duty, \$273,071. Exports—1895—\$3,352,123; imports, \$3,508,479; duty, \$763,445; free, \$1,127,648; excise duty, \$269,786.

The trade of Fredericton in Dec., 1895, shows in exports a large increase over Dec., 1894, the difference being about \$13,000. For the past year the duty collected at Fredericton, as compared with 1894, shows an increase of about \$4,000, the increase in imports being about \$22,000.

HALIFAX TRADE GOSSIP.

MERCHANTS are not complaining about open weather this week. The cold snap struck Halifax on Saturday, and produce and poultry dealers at once stopped selling goods at auction prices or less. There was a stiffening up all round, and on Monday the general tenor of trade was good. The holiday trade did not act as usual this Christmas. Previous years the whole city trade was done the day before Christmas, but this time people made their purchases several days in advance, and consequently Christmas Eve was very dull. This is accounted for from the fact that owing to the extreme mild weather provisions and poultry sold low, and buyers wanted to reap the benefit. At the present time business in provisions is very good, and is put down as far better than it was at this season last year. There is also considerable encouragement in sugar; the refinery anticipating a good year's business.

As has already been noticed, the fisheries have not proved remunerative, but, nevertheless, very little complaint is heard from the fishermen. The market to-day is quiet. Inferior grades of cod are somewhat easier, owing, no doubt, to the eagerness of St. Johns, Nfld., holders to get clear of their stocks. The Mediterranean and Brazilian

markets have not been very good lately. Shipments to these ports have been exceedingly large and prices are kept down as a natural consequence. Large and medium merchantable hold their former values, and, if anything, are firmer; in fact, there is not sufficient large, hard cured cod to supply the requirements until the new catch comes in. Really good fat, split herrings sell readily, but West India grades are in over supply. There are very few salmon in sight, and holders look for much higher prices. Mackerel do not seem to be called for.

The Halifax refinery reports the market strong for refined and granulated. The lowest prices at the refineries to-day are granulated, 4½c.; yellows, 3¾ to 4c. This is an advance of ¼c. since last report.

Some P.E.I. produce vessels are lying up here for the winter, and intend to wait a change in the market before taking off their hatches. This seems to have made an easy feeling in produce, and potatoes and turnips have not advanced.

There is very little change in the beef market. So called auction or light beef is fairly well cleaned up. We generally have a lot of that article, and as it sells at a very low rate, it interferes with legitimate business somewhat. Beef cattle, sinking pelts, is worth \$6.50 to \$8.50; mutton and lambs remain inactive, and may be quoted at about 4½ to 6½c. Little or nothing is doing in dressed hogs. Ontario stocks are quoted to-day at from 5 to 5½c. P.E.I. mess pork is in slow demand at \$12.50 to \$13, while prime mess is quoted at \$10.50; hams are worth 9c., and lard, 10c.

The rush for poultry is over, but the cold weather maintains prices. Native turkeys

BUSINESS CHANCES

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

\$3,000 WILL PURCHASE A HALF interest in a well established manufacturing business; centrally located; an article handled by all grocers; purchaser to act as salesman. Address Box 3 GROCER. (1-f)

PILKINGTON'S POWDERED PERFUMED LYE

"BELL BRAND" in 1-lb. tins.

Dillon & Co.'s Baking Soda

"BELL BRAND" in 1-lb. packages.

Ask your wholesale grocer for them.

INSTANTANEOUS TAPIOCA

PLEASES! SELLS!

YES, RAINBOW COFFEE IS MOST DELICIOUS

HAVE YOU TRIED IT?



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

sell at 9 to 10c., while Ontario, undressed, bring 8 to 10c. Ontario geese are worth from 7 to 8c.

There is quite an improvement in the tone of the butter market. Quotations today are from 15 to 22c., as to quality.

Eggs are moving easily. Strictly fresh laid stocks bring as high as 40c., and meet ready sales. Limed can be had for 15c., and case for 16c.

There is very little doing in green fruit. The stocks are small and demand only fair.

Molasses remains without any special feature. There are no fresh arrivals, and prices remain unchanged.

The demand for dried fruit during the holiday season was only fair. Trade is quiet at present.

There is nothing to note in breadstuffs, except that stocks remain light. The demand is fairly satisfactory.

Canned goods are being more sought after, particularly in fruit.

George McLellan has the contract to supply the Halifax gaol and county poor farm with beef.

Some few weeks ago it was noted that W. Wheatly had left for the States, and that the sheriff had charge of the business known

as the Halifax Produce and Fruit Co. Mr. Wheatly has returned and announces that the business will be carried on at the corner of Sackville street and Bedford Row.

The Halifax Confectionery and Baking Co., Ltd., has suspended. Dull business is the cause assigned. James M. Henderson is the manager. A number of leading Halifax men are shareholders in the concern.

The Germans arrived here this week to engage in the business of smoking herrings and salmon for the American market.

It is stated that a New York man has been in Halifax several days in connection with a large fish combine proposed to be organized, with headquarters at New York and connections at Boston, Gloucester, Halifax and Yarmouth. It is the aim of the promoters to get the principal fish merchants of these places to join the combine. Beside the fresh fish landed by Gloucester vessels the combine propose to receive fresh mackerel, salmon and lobsters direct from the Maritime Provinces, by way of a fast line of steamers direct from Halifax and Yarmouth and other ports. Refrigerators for preserving all kinds of fish and an artificial pond for keeping live lobsters would be provided.

The wide-awake grocer handles B. F. P. cough drops. They are put up in fancy 5-lb. canisters, with glass fronts.

PERSONAL MENTION.

Mr. W. Brewster, Canadian selling agent of Gordon & Dilworth and J. W. Beardsley's Sons, of New York, will leave on one of his periodical eastern trips next week in the interest of his firm. He will be away about two months, and will go as far east as Quebec, and possibly Halifax.

William McDonald, one of Miner T. Foster's popular travelers, has gone with the well-known tea house of Rowley & Davies, London. He will look after their maritime business.

Mr. C. R. Cooper, of the Toronto Salt Works, is this week attending the dairymen's conventions in Woodstock and Campbellford in the interest of the Windsor Salt Works.

Mr. Quetton St. George, for many years in the wine and spirit business in Toronto, is dead.

Mr. Geo. E. Tuckett, the tobacco manufacturer, has been elected Mayor of Hamilton.

Mr. H. Dawson, of Dawson & Co, Toronto, is this week attending the convention of commission merchants in St. Louis, Mo.

Nearly every grocer now handles B. F. P. cough drops. They pay a good profit and sell themselves.

Dinna ye hear the Slogan?**If you drink Whisky, drink****JOHN DEWAR'S SCOTCH****HONORS AWARDED**

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

MEDALS

Edinburgh	1886	Edinburgh	1890
Antwerp	1887	London	1890
Anglo-Danish	1888	Jamaica	1891
Cookery	1888	Food	1891
Brussels	1888	Tasmania	1892
London	1889	Dublin	1892
Melbourne	1889	Brussels	1893
Food (London)	1889	Chicago	1893
Sportsman	1889	Fisheries	1893
Paris	1889	Manchester	1893
Dunedin	1889	Brewers' Show, Manchester	1894
Military	1890		
<small>National Trades and Industrial Exhibition, 1894, etc., etc.</small>			

Better Whisky cannot be had**THE COMMERCIAL TRAVELER.**

IN THESE days of enterprise, push and energy, says Texas Sandwich, the drummer has come to be recognized as a commercial necessity, and the sensible merchant greets him as a friend and an essential factor in his business relations with wholesalers. Those who used to look upon the commercial traveler as they did a book agent or a lightning-rod peddler, and agree that they were nothing but expensive solicitors sent out to worm money from them, a service for which the retailers had to pay, have entirely disappeared, and he is considered a mutual friend who is not only a convenience, but a money-saver to the buyers, for he can see six or eight or a dozen merchants and sell them bills with as little expense as either of these buyers would be at were they compelled to visit the markets in person, to say nothing of the loss of time which would be occasioned by such visits, and thus the expense of buying goods is reduced to one-sixth or one-twelfth. Then, traveling over the same territory from month to month he becomes familiar with the interests of his customers, and, with the honor and candor which characterizes the profession, he may usually be relied upon as an adviser and a counselor in the selection and purchase of a bill of goods. Black sheep have crept into the fold, it is true, as

in every other profession, and the good have had to suffer because of their practices; but the black sheep has had to go, other objectionable characters have been relegated to the rear, and the weeding-out process has continued until the great army of knights of the grip is now composed of up-to-date business men who seek only legitimate methods, and no more gentlemanly, courteous or useful men can be found in any of the avocations of life.

A WINDOW DISPLAY.

A novelty! that is what the grocer needs. Something made from stock and simple to arrange. Well, what more novel and easily-devised trim could you have than a light-house, made up as follows: Take the largest washtub you have in stock, and nail it to the floor of your window, bottom side upwards. On top of the tub place a frame made of lumber in circular form, with shelves if you like; to this frame secure packages of soap, arranged in pyramidal form, tier above tier. On top of these place a barrel cover, then stack up cans of oysters and surmount the whole with a large pumpkin. The pumpkin should be hollowed out and a light placed inside. For the floor use green tissue paper, streaked with white paint, to imitate the water. Try this design—we predict it will please you.—Harry Harman.

A GROCER EARNS A PENSION.

There is a grocer in Bay City, Mich., that merits a life pension from the millers of the world, says American Miller. He has originated and induced his competitors to sign an agreement which, as soon as it goes into effect, will confine the city's flour trade to the products of the home mills. The dealers will be guaranteed a profit of not less than 25 cents a barrel in return for their agreement to handle only home-made flour. Competition is becoming so severe that the millers can no longer afford to give the flour retailer a profit of 50 cents to \$1 a barrel on all grades. Unless the local dealers give the home mills a chance to make a living in the home market they must expect them to do a retail business. The interests of their own business will drive them to do it.

BLINDNESS OF GROCERS.

A contemporary says that when a merchant ties up a parcel he gives it a weigh. And when he sells on credit a parcel of goods to a dead-beat he gives it away.—CANADIAN GROCER.

True, but many grocers won't believe it. They don't see it this way. It goes in with the bad debt account. Some merchants argue that they have to lose some money in bad debts; it might as well be by Jones as Smith. And all this time the cash system—easy, invigorating, remunerative—is waiting to help them get rid of their cumbersome credits.—Grocery World.

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

MANUFACTURERS OF

BICARBONATE of SODA

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

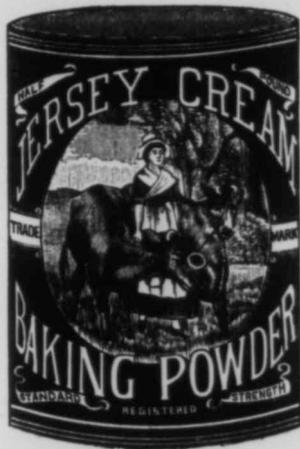
SODA CRYSTALS

Of the Finest Quality.

In Barrels and Drums.

Orders for direct importation from
the Wholesale Trade only.**WINN & HOLLAND****MONTREAL**

SOLE AGENTS FOR THE DOMINION OF CANADA



IF YOU CANNOT SATISFY

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

Lumsden Bros., Hamilton, Ontario

EWING, HERRON & CO.

Have Tons OF CARRAWAYS

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

Trade Mills - - Montreal

WE MAKE — FOAM YEAST

The Foam Yeast Co., Ltd.
TORONTO, CANADA.

Pure, clean, fresh, and always perfectly reliable.

TEAS

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

JOHN SLOAN & CO.

Wholesale Grocers TORONTO

CONGOUS

Excellent style and liquor

10c. to 12c.

Warren Bros. & Boomer

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

NOW IN STORE

Excelsior Vostizza Currants
Cases and Half-cases.

Perfecto Vostizza Currants
Cases and Half-cases.

London Layers. Black Baskets.

A full and complete stock of Christmas Fruits.

T. KINNEAR & CO.

49 Front St. E., TORONTO.

J. W. Lang & Co.

Have in stock . . .

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

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

Curtice Bros.' "Monroe Brand"
Strawberries.

Shredded Codfish, "pkges."
Very fine.

J. W. Lang & Co.

59, 61 and 63 Front Street East Toronto.

YOU MAKE

40% Profit

If you sell our soaps and they sell at sight.

Write for prices.

P. M. LAWRASON
London, Ont.

Sugars AND Syrups

Send for samples and quotations.

PERKINS, INCE & Co.

TORONTO.

We have just received a quantity of

Blue Basket

Raisins

too late for Xmas trade. Will sell at a very low price.

SMITH & KEIGHLEY

9 Front St. E. TORONTO.

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MOLASSES MAKING.

IT IS molasses-making time in Mississippi—at once a busy and festive period with the farmers and their families—writes a Dixon, Miss., correspondent of The Philadelphia Times. To one unused to the art it is a sight of some interest, while to the initiated it seems to be the crowning glory of the year's toils and pleasures.

Of course nothing is done on so extensive a scale as on the Louisiana sugar plantations. Both the crop and utensils for working it up are less imposing, certainly, but not less effective.

Early in the spring the cane is planted by laying it in furrows, three or four stalks together, continuously, thus producing from the "eyes" at the joints a beautiful growth of almost impenetrable thickness, but otherwise much resembling corn in height and foliage. Very little work is required for its cultivation.

Late in the autumn, before frost, men may be seen with grubbing hoes taking down seed cane. In this case the stalks are not stripped or topped, as when prepared for the mill, but piled in a heap and covered with earth, to remain until spring. If it is not a severe winter the stubble may be counted upon to furnish a fine crop the next year. An acre of cane will easily produce 400 or more gallons of molasses, and with less labor than any other crop; so that of this commodity there is always plenty, whatever else may lack or fail.

There are few late fruits here, save fox grapes and muscadines, those allies of chills and fever, so the sugar cane fills a real want.

Children carry it to "teachers" in lieu of fruits and flowers, and a girl's popularity may sometimes be reckoned by the number of stalks she has stacked up in the corner of the piazza. Without actually witnessing it one can scarcely credit the dexterity with which even small boys and girls, armed with dull barfows, can peel the hard points, while a grown man, arrived at courting age—not always synonymous with "years of maturity"—considers himself accomplished only when he can with a sharp knife peel a six-foot stalk completely without cutting it or breaking the strips of bark. Having acquitted himself of the performance he rests assured of the adoration of all young women and very small boys.

It is quite wonderful what an amount of luscious sweetness can be extracted from it after it is peeled, cut and split into convenient pieces. The art of chewing gracefully in the society of her "best young man" is one receiving much thought from the country lass, while her manner of disposing of the discarded "chews" is looked upon by bachelors and widowers as offering a key to her qualities for housewifery.

That the exercise is reckoned, physiologically, more productive of jaw power than of

longevity of teeth needs but the proof of ocular testimony for confirmation. There is seldom seen a full fair set of teeth in the South, and this lack has, through cane chewing, the goober habit and snuff-dipping (the last happily becoming defunct), come to be a profitable field for the dental fraternity.

Thus, when molasses-making time rolls around and Mr. Jack Frost has begun to leave his visiting cards, there is a twinge of melancholy in the hearts of the young that is not all due to reflection upon the dying summer, and they chew faster than ever. There is a busy day or so when negroes or the farmers' boys strip and top the cane chewing madly at every interval of rest; the farmer rigs up the old-fashioned mills, cleans more or less thoroughly his evaporator, and, putting on his gunny-sack apron, goes gayly to work.

Early and late the cane mill is the trysting place of all ages and conditions. Each comer claims a draft of the juice as it trickles from the mill, while the feeders, drivers and boilers take frequent pauses and imbibe so copiously that one wonders mutely, if uninitiated, sympathetically if one is "to the manner born."

This juice is never known to hurt any one, and it will bring roses into pale baby faces in a manner to arouse all doctors to envy. This is witnessed scores of times.

Certainly a visit to the cane mill is calculated to confirm or to cure any taste for molasses one may have boasted of previously, for it can be the dirtiest place imaginable, and is, no matter how cleanly, unequalled in power to be smeary and sticky. Even the odor of the boiling juice is smeary.

The evaporator is a long, shallow iron pan with bars dividing it into compartments. At one end may be the fresh juice, while from the other is being drawn off molasses. If sugar is desired it is boiled very thick and put in open barrels to granulate. No amount of boiling will render the molasses fit for making candy unless it has been previously boiled and cooled; otherwise a cane mill would be an ideal place for an old-fashioned "candy-pulling."

At a typical mill visited by the writer recently all appointments were of the rudest kind. The furnace door and bars were home-made; the odd stool on which the boiler sat to skim the syrup, the tall stand on which the pine knots flame at night, and all barrels, tubs and strainers. Even the boiler himself was home-made and plain, savoring of old times and no fashions. He discoursed to his visitors on politics and the church, dipping and skimming and stirring the while. Every comer was pressed to drink a brimming gourd of juice and carry home a jugful of hot syrup for the family.

Later on, when the resinous odor of the pine knots mingles with the rich yet repulsive savors of the evaporator, when the mill

has ceased to go round and round and the weary mule dreams among his fodder after his day's work pulling the ponderous lever, there will be fewer sun-bonnets in the group and the gourd will pass blithely about, not from the juice barrel, but ladling out beer. This vile concoction is distilled from the skimming, and is the shadow of evils which darken the autumn festival. It also brings its roses, but they do not adorn the cheeks of babes.

EGG CANDLERS OF NEW YORK.

A UNIQUE labor organization in New York, according to a New York paper, is the Egg Candler's or Egg Testers' Union, composed principally of East Side Hebrews. It is little talked of because it is a closed corporation, and none but people who have proved themselves experts at the business can be admitted to membership. It is one of the oldest labor bodies in New York, and was originally known as the Egg Candler's Union, because it was organized before the days of gas or electric lights, and in those days eggs were tested by holding them before lighted candles. It required a keen sight and a practical eye to detect the first symptoms of the advent of the chicken in an egg that had been partly hatched and then forsaken by some giddy hen, who could not be induced to sit on a nest, or to detect the first traces of over-ripeness.

Only about one man out of a dozen can make an egg candler, and the egg candler himself says that egg candler, like all other geniuses, are born, not made. A steady hand is required, and for this reason a man addicted to excessive use of stimulants could not be an egg candler. A plank in the constitution of the union provides that no person habitually given to the use of intoxicants can be admitted to membership. The members of the Egg Testers' or Egg Candler's Union are greatly in demand among the dealers in Washington and Fulton markets, and they command good prices. He can detect symptoms of addling where ordinary people would pronounce the egg as pure as the virgin snow.

AN "IMPERTINENT" GROCER.

Mrs. Harduppe—John, the grocer from where we used to live has found out our address. He called with that last year's bill and was real impertinent.

Mr. Harduppe (hotly)—Impertinent, was he? Well, now, we'll let him wait for his money.

All along the line, and way back in the cross roads, B. F. P. cough drops hangers decorate the counters and shelves of live grocers, drawing their customers' attention to a seasonable article of undisputed merit.

MARINE INSURANCE

The Mannheim Insurance Company

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

Further particulars obtainable by applying to Local Agent, or to

JAMES J. RILEY & SONS
Managers for Canada Montreal

Notice

TO THE WHOLESALE
TRADE ONLY . . .

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

CIGARETTES

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

CIGARS

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

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

J. M. FORTIER

MANUFACTURER

141 to 151 St. Maurice Street Montreal

JAPAN TEAS "New Season's"

FROM 13½ CTS. UP.

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

J. F. RAMSAY & CO.

WHOLESALE TEA IMPORTERS

14 and 16 Mincing Lane

Toronto.



BOISSELIER'S
A perfectly pure compressed Cocoa . . . Extract
Boisselier's REGISTERED
In boxes of one dozen 20-cent tubes, each tube containing 18 tablets. . . .

One Tablet makes an excellent Cup of Cocoa.

ALL LEADING GROCERS KEEP IT.

WE WANT YOU

To keep us in mind for 1896. We will try not to let you forget us. It will pay you to watch our space each week. Goods well bought are half sold. We are constantly advertising "snaps." Thanking you for your patronage of the past year.

LAPORTE, MARTIN & CIE.

MONTREAL

Appleton's India & Ceylon Teas

THE "TAPIR" BRAND.
SOLD IN LEAD PACKETS

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



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

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

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

PUREST & BEST

Windsor Salt

Is manufactured by the "Vacuum" Process, the most modern and the best system known to the Salt industry. We use this process in order to be able to make the best Salt.

That we have succeeded in this, is evident by the fact that in every City, Town and Village in Canada you will find Windsor Table Salt coming into general household use. Housekeepers want it and you should **Keep it in Stock.**

You can order Windsor Table Salt from any wholesale house.

The WINDSOR SALT WORKS, WINDSOR, ONT.

1896

Will be a
Banner Year

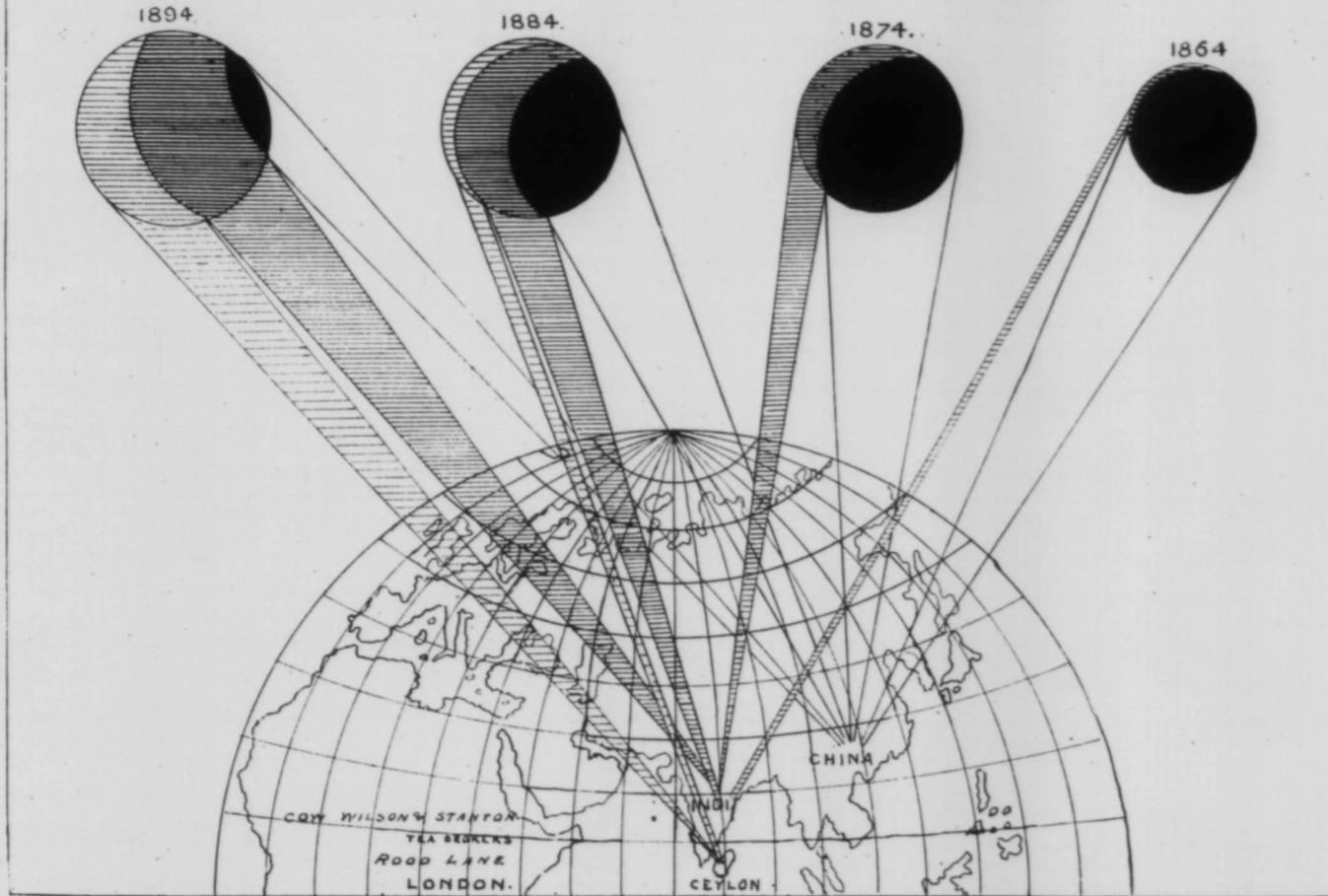
for

YOU if you will buy and use

Ceylon Teas

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

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



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

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

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

CANTWELL & SMITH, a large commission fish exporting house, St. Johns, Nfld., is seriously involved. The firm compromised last winter and is now unable to pay the dividend that fell due in January. The trouble is due to the unremunerative price of fish in the foreign market.

Jos. A. Debien, grocer, Montreal, has assigned.

G. J. Babcock, grocer, St. John, N.B., has assigned.

W. A. Cardwell, merchant, Cobourg, has assigned to A. J. Armstrong.

J. H. Ross & Son, general merchants, are financially embarrassed.

Thos. B. McQuarries, general merchant, Mabou, N.S., has assigned.

Mrs. C. Germain, general merchant, has compromised at 50c. on the dollar.

A demand of assignment has been made upon S. H. Pigeon, St. Tite, Que.

E. G. Smith, tea dealer, Stratford, is offering to compromise with his creditors.

John Saunders, grocer, Harriston, has made an assignment to F. H. Lamb.

R. L. Rolls, general storekeeper, Centreton, has assigned to Richard Tew, Toronto.

Lena McKlvey, general merchant, Minden, has assigned to E. R. C. Clarkson, Toronto.

Elie Reberge, general merchant, St. Denis, Que., is offering to compromise at 25c. on the dollar.

A meeting of the creditors of A. Beauleau, general merchant, St. Pacome, Que., is called for to-day (Friday).

L. A. & T. Doan, general storekeepers, Dorchester South, have placed their estate in the hands of W. Warnock.

S. H. Frigon, general merchant, St. Tite, Que., has assigned, and a meeting of creditors has been called for 16th inst.

J. & J. Lugsdin, hats and furs, Toronto, have assigned. They owe between \$25,000 and \$30,000, and the assets are estimated at the same.

J. H. S. Hoover, grocer, Toronto, has assigned to E. Maybee. The estate is small and he is now offering to compromise at 40c. on the dollar.

P. I. Haffey, grocer, 200 Queen street west, Toronto, has assigned to T. F. Slatery. Creditors will meet on the 15th. Competition in that line of business in the neighborhood was too keen for Mr. Haffey.

CHANGES.

Chas. Dube is starting a grocery business in Montreal.

The firm name of Ballentyne, Johnston & Co., grocers, Sherbrooke, Que., has been changed to R. Johnston & Co.

J. E. DeWolfe & Co., teas, flour, etc., Kentville, N.S., have sold out their business to Ralph H. Lamont, for any years in the employ of S. S. Strong.

H. S. Law, grocer, Victoria, B.C., has removed to Wellington.

Charles Reid, groceries, Ottawa, has sold out to J. J. Chapman.

The Empire Tobacco Co., of Montreal, is moving to Granby, Que.

T. R. Flood, general merchant, Harrow, is to be succeeded Feb. 15 by Clarke & Bell.

PARTNERSHIPS FORMED AND DISSOLVED.

Sproule & Dawes, grocers, Winnipeg, have dissolved. J. S. Dawes continues.

John Duncan & Co., wholesale teas, Montreal, have dissolved. The business will be carried on by John Patterson under the old firm name.

Law, Young & Co., general merchants, Montreal, have admitted G. D. Law as partner.

SALES MADE AND PENDING.

J. Z. Forest, grocer, Montreal, has sold out.

M. C. Anderson, grocer, St. Thomas, has sold out to R. H. Smith.

G. F. Marter & Son, mfrs. spices, Toronto, have sold out to McKee, Smith & Co.

The assets of A. Bell & Co., general merchants, St. Agathe, Que., are to be sold.

G. H. Jones, jr., general merchant, Slattington, Que., has sold out to M. Davidson.

The stock of James Scott & Co., groceries and liquors, Halifax, has been sold to J. M. Allen.

The general stock of M. Langanier, St. Alban, Que., has been sold at 56c. on the dollar.

James S. Cavanagh, groceries and fruits, New Glasgow, has sold out to J. E. McDonald.

The stock, etc., of the estate of W. T. Wickham & Co., wholesale grocers, Brantford, is advertised to be sold by auction January 15.

These stocks have been sold at Suckling's: Cross Bros., general merchants, Drayton, \$2,822, to Neill & Small, Fergus, at 60c. on the dollar; boot and shoe stock of George Howell, Toronto, \$6,300, to Henry Arland, Hamilton, at 61½c. on the dollar.

FIRES.

C. C. Wight & Co., grocers, Montreal West, have been burned out; insured.

The general stock of R. N. Reid, Aylwin, Que., has been partially damaged by fire and water.

E. A. Piche and J. N. Turcotte, general merchants, Drummondville, Que., have been burned out.

The stock in factory of Dubord & Co., tobacco, etc., Montreal, has been damaged by fire and water.

Charles Lethbridge, grocer and brick manufacturer, Brookholm, Ont., has had his store burned out.

DEATHS.

Robert G. Lindsay, grocer, Halifax, is dead.

W. McEvilla, general merchant, Roxton Falls, Que., is dead.

Wm. D. Atkinson, of Atkinson & Switzer, Richmond Hill, is dead.

Kate Fiendal, general merchant, New Germany, N. S., is dead.

A BURNING RECORD.

The following table was published by The N. Y. Journal of Commerce a few days ago. It deals with the fire record in the United States and Canada during 1895. The table is interesting, if not satisfactory, owing to the prominent position three Canadian cities occupy therein:

Toronto, Ont., newspaper building, etc.	\$ 750,000
Toronto, Ont., business block	800,000
Macon, Ga., dry goods stores, etc.	715,000
Halifax, N.S. elevator and dock property	600,000
Toronto, Ont., business houses	1,140,000
New Orleans, La., cotton yard, etc.	500,000
Kansas City, Mo., packing house	700,000
Milwaukee, Wis., dry goods store, etc.	890,000
Pasadena, Cal., Hotel Raymond	500,000
Ardsmore, I.T., business portion of town	500,000
Montreal, Que., tobacco factory	500,000
San Francisco, Cal., various	1,000,000
Menomee, Mich., saw mill and lumber	500,000
Sprague, Wash., railroad property	1,000,000
Newark, N.J., tinware factory	500,000
Warren, R.I., cotton mills	1,250,000
New Orleans, La., rice mills	500,000
New York City, various	1,000,000
Chicago, Ill., several business houses	500,000

CEYLON IS GAINING.

Americans use more than 90,000,000 pounds of tea a year, nearly all of which comes from China.—N. Y. Commercial Advertiser.

Ten years from now Ceylon will give China a close rub in the race. She's gaining right along.—New England Grocer.

"SILICO"

THE UP-TO-DATE

CLEANING SOAP.

Cleans quickly and...

DOES NOT SCRATCH

Try a Three-Dozen Case for \$2.25.

For Sale by Grocers and Druggists.

Consignments Stored in Bond

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

BLAIKLOCK BROTHERS, MONTREAL

THE NEW WOMAN

WON'T HAVE OLD TAPIOCAS

SHE WANTS INSTANTANEOUS



Champion Fire and Burglar-Proof Safes . .

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

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

THE PEOPLE'S Building and Loan Association (INCORPORATED)

Head Office - - London, Ont.

When business is prosperous every merchant should put by a regular monthly sum in our Class "A" stock. It will be available when you need it most. \$3 deposited monthly is estimated to mature a \$500 certificate in 7½ years. Larger amounts in like ratio.

Security, first mortgage loans—the basis of wealth. Money loaned to buy a home, to build, to re-model the old house or pay off old mortgages.

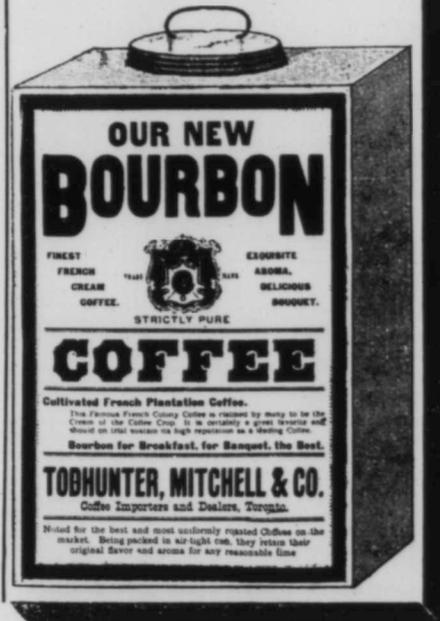
Agencies in all the principal towns and cities in Ontario. Write for manuals and name of resident agent in your locality. Do not delay. It will pay you.

A GOOD RESOLUTION

FOR
A.D. MDCCCXCVI

Capture coffee trade by using only that

"MOST EXCELLENT"



WITCHKLOTH

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

Sole Agency for Canada
TEMPLE BUILDING, 113a, MONTREAL

New York Fancy Brand. Have a good light. Use



Every Oil known to trade and industry—wholesale.

BROWN & POLSON'S CORN FLOUR

WITH MILK, EXCELLENT FOR CHILDREN AND INVALIDS. MAKES DAINTY DISHES FOR BREAKFAST, DINNER & SUPPER.

NO PACKET GENUINE WITHOUT THESE SIGNATURES—

John Brown John Polson

SOLE AGENT FOR CANADA,

Write for samples and quotations

JOHN A. ROBERTSON, Board of Trade Building, MONTREAL

The Gulf of Georgia Cannery

MALCOLM & WINDSOR, Ltd.

Sole Proprietors, and Agents for

"Ice Castle Brand" Canned Salmon

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

FACTORY, Steveston, B.C.

OFFICE, Vancouver, B.C.



Free . . .

a handsome Glass Jar with . . .

Tutti Frutti

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

ADAMS & SONS CO.

11 & 13 Jarvis Street, Toronto

HALIFAX WEST INDIA TRADE.

THE following shows the imports of sugar at Halifax, together with the names of importers and the places imported from for 1895, together with the imports of previous years :

IMPORTERS—SUGAR.	H.	T.	B.	BAGS
Acadia S. Refining Co.....	148	.....	5	299,510
G. P. Mitchell & Sons.....	891	259	9,408	10,399
A. G. Jones & Co.....	1,192	111	1,754	13,757
Musgrave & Co.....	3,484	9	274	1,807
Geo. E. Boak & Co.....	911	1	77	2,329
Walter Mitchell.....	.....	.....	378	3,378
R. I. Hart.....	285	2	45	290
H. R. Silver.....	273	.....	.....	1,886
Grant, Oxley & Co.....	73	7	251	1,348
John Taylor & Co.....	.....	25	448	1,351
Sundries.....	133	28	2,452	2,944
	7,390	442	15,092	338,909
Imported from—				
Cuba.....	.....	.....	.....	137,152
East Indies.....	.....	.....	.....	130,973
Windward and West India Islands.....	2,033	306	12,801	24,325
Porto Rico.....	5,078	3	82	3,656
Demerara.....	.....	.....	378	34,957
Jamaica.....	279	133	1,831	2,846
Beetroot.....	.....	.....	.....	5,000
	7,390	442	15,092	338,909
Imports previous years—				
1890.....	13,698	199	3,192	137,813
1891.....	7,069	64	1,082	222,204
1892.....	5,507	464	3,500	276,735
1893.....	3,290	279	9,027	240,276
1894.....	7,294	645	13,181	353,039

The following shows the imports of molasses, with names of importers for 1895, together with imports for previous years :

IMPORTERS—MOLASSES.	P.	T.	B.
G. P. Mitchell & Sons.....	3,845	334	747
Geo. E. Boak & Co.....	1,446	111	183
A. G. Jones & Co.....	918	20	150
Musgrave & Co.....	738	.....	.....
John Taylor & Co.....	657	111	63
James Fraser.....	646	56	79
H. R. Silver.....	559	.....	.....
Walter Mitchell.....	469	39	22
John Tobin & Co.....	441	60	90
Levi Hart & Son.....	361	57	31
R. I. Hart.....	295	15	415
James Butler & Co.....	115	.....	.....
Sundries.....	726	20	110
	11,130	823	1,890
Imported from—			
Porto Rico.....	6,027	316	372
Windward Islands.....	4,230	507	1,518
Demerara.....	870	.....	.....
	11,130	823	1,890
Imports previous years			
1890.....	12,765	839	1,828
1891.....	12,893	1,489	1,066
1892.....	9,730	773	1,772
1893.....	9,062	812	1,212
1894.....	7,978	701	2,096

The quantity of fish exported from Halifax to the West Indies during 1895 was considerably below that of 1894, as will be seen by the following :

EXPORTS—FISH.	Qtls. dry	Barrels Pickled.
Exported to—		
Jamaica.....	97,650	39,876
Porto Rico.....	67,568	9,005
Demerara.....	30,965	2,082
Windward Islands.....	25,573	3,557
Hayti.....	21,801	5,183
Cuba.....	17,070	.....
	260,627	59,703
Exports for previous years—		
1890.....	241,539	36,983
1891.....	247,537	36,170
1892.....	262,896	45,773
1893.....	238,807	46,206
1894.....	300,290	65,124

RIO COFFEE SHIPMENTS.

The shipments of coffee from Brazil during December were as follows : From Rio, 66,000 bags to Europe, 162,000 to United States, 18,000 to other countries ; from Santos, 229,000 bags to Europe, 114,000 to United States ; from Victoria, 18,000 bags to United States ; total, 547,000 bags.

ALL THE ANNEXATIONISTS DEAD.

THERE were, until recently, two annexation newspapers in Canada, or at least in Ontario, namely The Goderich Signal and The Simcoe Reformer. The editors and publishers of these papers, "Dan" McGillicuddy and Hal B. Donly, are personally two of the most popular of the fraternity among their fellow journalists, both being thorough good fellows, and have had to stand lots of chaff for what they have always been careful to designate as their "Continental union" views. It carries special gratification therefore through the ranks of the Ontario Press Association to note how The Signal and The Reformer take the war scare. Brother McGillicuddy in The Signal says :

The duty of Canadians is plain, whether they be Grits or Tories, colonists or continentalists. They all love the land in which their lot is cast, and where the remains of their loved ones lie, and rather than yield one foot of the sacred soil to the armed foe-man they are prepared to march to the music of The Maple Leaf Forever, and defend fair Canada, if necessary, until the last man dies in the last ditch.

Mr. Donly in The Simcoe Reformer announces himself with equal vigor thus :

Three years ago many Canadians would have cheerfully voted for union with the United States, to-day we believe no difference of opinion exists from one end of Canada to the other. War will not be discreditably avoided. The voice of England is the voice of Canada. Conscious that we are right and that the opinion of the whole civilized world is with us and adverse to the United States, strong in the fact that with us

it will be a war in defence of all we hold dear—freedom, home and native land—we will resist to the last the advance of enemies, be they of our blood and language, or no.

It is an ill wind that blows no good, and Cleveland's ill wind tends at least to solidify Canadian patriotism.—Ottawa Journal.

A NEW DEPARTURE.

Messrs. Britten & Bradshaw, of 48 and 50 Lombard street, Toronto, who have succeeded in establishing an enviable reputation as manufacturers of popcorn and chewing gum, have decided to manufacture licorice.

They have made many additions to their factory in the shape of the latest improvements in machinery from England and the United States, and will be prepared in a very short time to put on the market all the different grades of flexible and pure licorice.

Having entered into this business the firm intend to thoroughly establish for their goods a reputation second to none. [Advt.]

CANADIAN BUTTER FOR JAPAN.

Mr. Robt. Scott, of Shoal Lake, has left for Japan, with a large consignment of butter, which he manufactured at his own creamery. He sailed for the Flowery Kingdom on the 5th, and will be accompanied by Mrs. Scott. Mr. Scott, according to The Winnipeg Free Press, is the leading butter maker of Manitoba, and has shipped the product of his factory to nearly every part of the world.

An Endless Belt . . .

IS LIFE INSURANCE

which will bring back all you put on it. Its value in keeping the wheels moving and equalizing the strain on business men is more or less recognized, yet not so fully appreciated as it should be and will be. For full particulars of a Model Policy send to the . . .

Confederation Life Association

HEAD OFFICE: TORONTO

NOVA SCOTIA FIBRED CODFISH

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

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

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

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

GASPE DRY CODFISH, GREEN CODFISH, N.S. AND C.B. HERRING

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

CLARETS

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

BASS' ALE

The Bugle Brand is the best imported

GUINNESS' STOUT

Bulldog Brand, the highest grade bottled

Cockburn & Co.'s Very Old Highland Whisky

SPECIAL LIQUEUR WHISKY

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

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

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



Condensed Mince Meat

Guaranteed First-class.

PURE WHOLESOME DELICIOUS

For sale by all wholesalers, and put up by

J. H. WETHEY, - - St. Catharines

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays 25 cents to any address on receipt of

HARDWARE AND METAL, Toronto

Union Mutual Life Insurance Co. OF PORTLAND, MAINE

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

MAINE NON-FORFEITURE LAW

WALTER I. JOSEPH, Manager

Room 2, 162 St. James Street, Montreal

It's Natural

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

The Toronto Salt Works

128 Adelaide Street East TORONTO, ONT.

Toronto Agents for the Windsor Salt Works.

THE . . .

Sydenham Glass Co. of Wallaceburg

Limited

WALLACEBURG, ONT.

Manufacturers of

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

PRIVATE MOULDS A SPECIALTY



OILS
OVALS
SALADS
SAUCE

BOTTLES

PICKLES
PANELS
BEER and
MINERAL

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

Toronto Representative: G. A. McCANN, 208 Dundas St.

Tees & Persse, Winnipeg,
Agents for Manitoba and Northwest Territories.

Martin & Robertson, Vancouver and Victoria,
Agents for British Columbia.

Fine Fruit Tablets



ENGLISH FORMULA TABLETS

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

G. J. HAMILTON & SONS

PICTOU, N.S.



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

When you buy

STARCH

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

EDWARDSBURG STARCH CO.

Cardinal, Ont

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

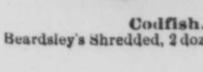
CANNED MEATS.		
(CANADIAN.)		
Comp Corn Beef, 1-lb. cans	\$1 40	\$1 50
" " " 2 "	2 40	2 55
" " " 4 "	4 75	5 25
" " " 14 "	16 00	18 00
Minced Callops	2 "	2 60
" " " 2 "	2 60	2 65
" " " 3 "	3 40	3 50
Lunch Tongue	1 "	6 00
" " " 2 "	2 75	2 80
English Brawn	1 "	2 50
Camb Sausage	1 "	4 00
" " " 2 "	1 50	1 50
Soups, assorted	1 "	2 25
" " " 2 "	1 80	1 80
Soups and Boull.	6 "	4 50



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



Beardsley's Boneless Herring. per doz. 2 doz. 1 4



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

CHEWING GUM.

ADAMS & SONS CO. per box	
Tutti Frutti, 36 5c bars	\$1 20
Pepsin Tutti Frutti, 23 5c packages	0 75
Pepsin Tutti Frutti, in glass-covered boxes, 23 5c packages	0 80
Horhound Tutti Frutti, glass tops, 36 5c packages	1 20
Cash Register, 390 5c bars and pkgs	15 00
Tutti Frutti Show Case, 180 5c bars and packages	5 50
Glass Jar with Pepsin Tutti Frutti, 115 5c packages	3 75
Tutti Frutti Girl Sign Box, 160 5c bars and packages	6 00
Tutti Frutti Cash Box, 160 5c bars and packages	6 00
Variety Gum (new), 150 1c pieces	1 00
Orange Blossom, 150 1c pieces	1 00
Flirtation Gum, 150 1c pieces	0 65
Monte Cristo, 180 1c pieces	1 30
Mexican Fruit, 36 5c bars	1 20
Sappota, 150 1c pieces	0 90
Orange Sappota, 160 1c pieces	0 75
Black Jack, 115 1c pieces	0 75
Red Rose, 115 1c pieces	0 75
Magic Trick, 115 1c pieces	0 75
Red Spruce Chico, 200 1c pieces	1 00

CHOCOLATES & COCOAS.

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

FRY'S. (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
" " " 1 lbs.	" "
Homeopathic, 1/4's, 14 lb. boxes	0 33
" " " 1/2 lbs. 12 lb. boxes.	0 33

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

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

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

COFFEE.

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

DRUGS AND CHEMICALS.

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

EXTRACTS.

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

BUY LIPTON'S TEAS

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



Over 1,000,000 Packages sold weekly

LIPTON'S Delicious Teas

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

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

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

LIPTON TEA PLANTER CEYLON

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

Batty's



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

ALL WHOLESALERS HAVE THEM.

... EIGHT PRIZE MEDALS

Canadian Agents

J. A. GORDON & CO.

... Montreal

Storekeepers

who cater to a country trade must keep

Salt

to suit their customers.

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

The Canada Salt Association
CLINTON, ONT.

BROOMS ...

BROOMS

OUR BRANDS :

Imperial	Gold Medal	Victoria
Bamboo Carpet	Standard	Leader

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

CHAS. BOECKH & SONS
Manufacturers. TORONTO, ONT.

CONFIDENCE

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

JOHNSTON'S FLUID BEEF

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

THE JOHNSTON FLUID BEEF CO. MONTREAL.

WHY DON'T YOU

Push Butter Crackers in 3-pound packets? The biggest package of biscuits on earth to retail at 25 cents. Try a few packages. It is twice the size of a three-pound box of Sodas and costs the same.

The Toronto Biscuit & Confectionery Co.

Henry C. Fortier.

7 FRONT STREET EAST, TORONTO.

Charles J. Peter.

Crown Brand (Greig & Co.)—

1 oz. London	gross	6 00
2 " Anchor	"	12 00
1 " Flat Crown	"	10 80
2 " " "	"	18 00
2 " Square	"	21 00
2 1/2 " Round	"	24 00
4 oz. Glass Stopper	doz.	3 50
8 " " "	"	7 00
Parisian Essence	gross	21 00
Ketchup, Fluted Bottles	gross	12 00
" " " "	"	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	gross	\$ 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
Staminal—2 oz. bottles	"	3 00
4 oz. " "	"	6 00
8 oz. " "	"	9 00
16 oz. " "	"	12 75
Fluid Beef Corral—20 oz. bottles	"	15 00
Milk Granules, in cases, 4 doz.	"	6 00
Milk Granules with Cereals, in cases, 4 doz.	"	5 8

FRUITS.

FOREIGN.

Currants—Provincials, bbls	per lb.	0 04	0 04 1/2
" " "	"	0 04 1/2	0 04 1/2
" Filiatras, bbls	"	0 04 1/2	0 04 1/2
" " "	"	0 04 1/2	0 04 1/2
" Patras, bbls	"	0 04 1/2	0 05
" " "	"	0 04 1/2	0 05 1/2
" cases	"	0 05 1/2	0 05 1/2
Vostizzas, cases	"	0 05 1/2	0 07 1/2
Panarete, cases	"	0 08	0 08 1/2
Dates, Persian, boxes	"	0 04 1/2	0 05 1/2
Figs—Eleme, 14 oz.	"	0 09	0 10 1/2
" " "	"	0 09 1/2	0 12 1/2
" 18 lb	"	0 13	0 15
" 28 lb	"	0 16	0 18
" taps	"	0 03 1/2	0 04
Prunes—Bosnia, cases	"	0 05 1/2	0 07
" Bordeaux	"	0 04 1/2	0 06 1/2
Raisins—Valencia, off stalk	"	0 04 1/2	0 04 1/2
" Fine, off stalk	"	0 05	0 05 1/2
" Selected	"	0 06	0 06 1/2
" Layers	"	0 05 1/2	0 06 1/2
" Sultans	"	0 05 1/2	0 08
" Cal. Loose Muscates	"	0 05 1/2	0 06 1/2
" 50 lb. boxes	"	0 05 1/2	0 06 1/2
" Malaga	per oca.	2 00	2 20
" London Layers	"	2 75	3 20
" Blue Baskets	"	3 25	3 50
" Choice Clusters	"	3 25	3 50
" Debessa Clusters	"	4 25	4 50
" Royal Clusters	"	5 00	5 25
" Buckingham Clusters	"	4 50	5 00
" Non Plus Ultra Clusters	"	6 50	7 00
" Royal Windsor Clusters	"	6 50	7 00
Lemons—Messina, boxes	"	3 50	4 00
" Malagas, half chest	"	5 00	6 00
" boxes	"	2 50	3 00
Oranges—Jamaica, fancy in bxs	"	5 00	5 50
" Jamaica, choice, boxes	"	4 75	5 00
" Cal. Navels, in boxes	"	4 25	5 00
" Mexican, in boxes	"	5 50	6 00
" Jamaica, in bbls	"	9 00	9 50

DOMESTIC.

Apples, dried, per lb.	0 04	0 05
evaporated	0 07	0 07 1/2

FOOD.

Split Peas	per brl.	\$3 50
Pot Barley	"	3 75
Pearl Barley, XXX	"	6 50

ROBINSON'S BARLEY AND GROATS.

Patent Barley, 1/2 lb. tins	per doz.	1 25
" 1 lb. tins	"	2 25
" Groats, 1/2 lb. tins	"	1 25
" 1 lb. tins	"	2 25

HARDWARE, PAINTS AND OILS.

Cut Nails—From Toronto—		
50 to 60 dy basis	2 50	
40 dy	2 55	
0 dy	2 60	

20 16 and 12 dy	2 65
10 dy	2 70
8 and 9 dy	2 75
6 and 7 dy	2 90
5 dy	3 10
4 dy A P	3 10
3 dy A P	3 50
4 dy C P	3 50
3 dy C P	4 10

HORSE NAILS—
Canadian, dia. 55 per cent.

HORSE SHOES—
From Toronto, per keg. 3 60

SCREWS—Wood—
Flat-head iron, 80 p. c. dia.
Round-head iron, 75 p. c. dia.
Flat-head brass, 77 1/2 p. c. dia.
Round-head brass, 72 1/2 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 15
2nd " (30 to 40 inches)	1 30
3rd " (50 to 60 inches)	2 00
4th " (51 to 60 inches)	3 20
5th " (61 to 70 inches)	3 50

ROPE—
Manilla 0 09 1/4 0 09 1/2
Sisal 0 07 0 07 1/2

AXES—
Per box 6 00 12 00

SHOT—
Canadian, dia. 17 1/2 per cent.

HINGES—
Heavy T and strap 0 04 1/2 0 05
Screw, hook and strap 0 03 1/2 0 04

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

TURPENTINE— Selected packages, per gal. 0 39 0 41

LINSEED OIL—
Raw, per gal 0 58
Boiled, " 0 61

GLUE—
Common per lb 0 07 1/4 0 08

INDURATED FIBRE WARE.

THE E. B. EDDY CO.

1/2 pail, 6 qt.	\$3 35
Siar 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	6 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.

Orange Marmalade	per doz.	1 60
Clear Jelly Marmalade	"	2 00
Strawberry W. F. Jam	"	2 30
Raspberry " "	"	2 20
Apricot " "	"	2 00
Black Currant " "	"	2 00
Other Jams " "	"	1 55 1 90
Red Currant Jelly	"	3 10

(All the above in 1 lb. clear glass pots.)

KNOX'S GELATINE.

Sparkling calves foot	1 20
Crystallized Fruit, flavored	1 65
Acidulated	1 50

(Sold by all wholesale grocers.)

LICORICE.

YOUNG & SMYLLIE'S LIST.

5-lb. boxes, wood or paper, per lb.	\$0 40
Fancy boxes (36 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
" " 5 lb. cans	1 50
"Purity" Licorice, 200 sticks	1 45
" " 100 sticks	0 73
Dulce, large cent sticks, 100 in box	0 75

MINCE MEAT.

Wetley's Condensed, per gross, net \$12 00

MUSTARD.

COLMAN'S OR KEEN'S.

Square Tins—	per lb.	
D. S. F. 1 lb. tins	\$0 40	
" 1/2 lb. tins	0 42	
" 1/4 lb. tins	0 45	
Round Tins—		
F. D. 1/2 lb. tins	0 25	
" 1/4 lb. tins	0 27 1/2	
" 1 lb. jars, per jar	0 75	
" 1 lb. " "	0 25	
" 4 lb. tins, decorated, p.t.	0 80	

FRENCH MUSTARD.

Crown Brand—(Greig & Co.)

Pony size, per gross	9 00
Small Med.	7 80
Medium	10 80
Large	12 00
Spoon	18 00
Mug	16 20
Tumbler	12 00
Cream Jug	21 00

RICE, ETC.

Rice—	per lb.	per lb.
Standard "B"	0 03 1/2	0 03 1/2
Patna	0 04 1/2	0 05
Japan	0 05	0 05 1/2
Imperial Seeta	0 05 1/2	0 04
Extra Burmah	0 06 1/2	0 06 1/2
Java Extra	0 06 1/2	0 10
Genuine Carolina	0 09 1/2	0 10
Grand Duke	0 06 1/2	0 06 1/2
Sago	0 03 1/2	0 05
Tapioca	0 03 1/2	0 05 1/2
Goathead (finest imported)	0 06 1/2	0 06 1/2

STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—		
No. 1 White or Blue, cartoons	0 05 1/2	
Canada Laundry	0 04 1/2	
Silver Gloss, 6-lb. draw-lid boxes and fancy packages	0 07	
Silver Gloss, 6-lb. tin enmisters	0 07	
Edwardsburg Silver Gloss, 1-lb. chromo package	0 07	
Silver Gloss, large crystals	0 06 1/2	
No. 1 White, bbls and kegs	0 04 1/2	
Benson's Enamel, per box	3 00	
Culinary Starch—		
W. T. Benson & Co.'s Prepared Corn	0 07 1/2	
Canada Pure Corn	0 06 1/2	
Rice Starch—		
Edwardsburg No. 1 White, 1-lb. cartoons	0 09	
Edwardsburg No. 1 White or Blue, 4-lb. lumps	0 07 1/2	

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—		
Canada Laundry, boxes of 40 lbs.	0 04 1/2	
Finest Quality White Laundry—		
3 lb. cartoons, cases 36 lbs.	0 05 1/2	
Bbls., 175 lbs.	0 04 1/2	
Kegs, 100 lbs.	0 04 1/2	
Lily White Gloss—		
Kegs, extra large crystals, 100 lbs.	0 06 1/2	
1 lb. fancy cartoons, cases 36 lbs.	0 07	
6 lb. draw-lid boxes, 8 in crate	0 07	
48 lb. " "	0 07	
6 lb. tin enmelled canisters, 8 in crate 48 lbs	0 07	
Brantford Gloss—		
1 lb. fancy boxes, cases 36 lbs.	0 07 1/2	
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 Prepared Corn—		
1 lb. pkgs., boxes 40 lbs.	0 06 1/2	
No. 1 Pure Prepared Corn—		
1 lb. pkgs., boxes 40 lbs.	0 07 1/2	

KINGSFORD'S OSWEGO STARCH.



SILVER GLOSS.

40-lb. boxes, 1-lb. pkgs.	0 08 1/4
6-lb. boxes, sliding covers	0 08 1/4
(12-lb. boxes each crate)	0 07 1/4
PURE—12-lb. boxes	0 07 1/4
OSWEGO—40-lb. boxes, 1-lb. packages	0 07 1/4

For puddings, custards, etc.

ONTARIO—38-lb. to 45-lb. boxes, 6 bundles 0 06 1/4 |

STARCH IN Silver Gloss 0 07 1/4 |

BARRELS Pure 0 06 1/4 |

BROWN & POLSON'S CORNFLOUR

1-lb. packages	0 07
40-lb. boxes	2 80

SUGAR.

Granulated	c. per lb.	0 04 1/2
Paris Lump, bbls. and 100-lb. boxes	"	0 05 1/2
" " in 50 lb. boxes	"	0 05 1/2
Extra Ground, bbls. Icing	"	0 05 1/2
Powdered, bbls	"	0 05 1/2
Extra bright refined	"	3 0 4 00
Bright Yellow	"	0 03 1/2 3 85
Medium Yellow	"	3 60 3 70
Dark Yellow	"	0 03 1/2 3 60
Raw Demerara	"	0 03 1/2 0 03 1/2

SYRUPS AND MOLASSES.

SYRUPS.

Dark	per gallon.	0 30	0 33
Medium	"	0 33	0 38
Bright	"	0 38	0 43
Redpath's Honey	"	0 40	0 40
" 2 gal. pails	"	1 10	1 15
" 3 gal. pails	"	1 45	1 50

SOAP.

Babbitt's "1776" Soap Powder \$3 50

SOAP.

P. M. LAWRASON'S SOAPS.

Wonderful, 100 bars	per box	\$4 00
Supreme, 100 bars	"	3 60
Our Own Electric, 100 bars	"	2 00
Sunflower, 100 bars	"	2 00

BRANTFORD SOAP WORKS CO.

IVORY BAR.

BRANTFORD SOAP WORKS CO.

Ivory Bar—	per box.	
3 lbs. and 2 6-16 lbs., 60 bars in box	\$3 30	
13 1/2 oz. and 1 lb., 60 bars in box	3 30	
12 oz. cakes, 100 cakes in box	4 00	



1896 MOTTO

PLEASE YOUR CUSTOMERS

BY

SELLING BRANTFORD STARCH

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

GUELPH SOAP CO.
 Pure, 60 bars, 12 oz., per box . . . \$3 00
 Silver Star, 100 bars, 12 oz., per box . . . 4 00
 Royal City, 5-lb. bar, per lb. . . 0 05
 Fearless, 2 1/2-lb. bar, per lb. . . 0 04 1/2
 Genuine Electric, 72 bars, per box . . . 2 50

TEAS.

BLACK.

Congou—	per lb.	per lb.
Half Chests Kaisow, Mon- ing, Paking	0 12	0 60
Caddies, Paking, Kaisow	0 18	0 50

INDIAN.

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

CEYLON.

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

CHINA GREENS.

Gunpowder—	per lb.	per lb.
Cases, extra firsts	0 42	0 50
Half Chests, ordinary	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	0 22	0 38
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—	per lb.	per lb.
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—	per lb.	per lb.
Finest May pickings	0 38	0 40
Choice	0 32	0 36
Finest	0 28	0 30
Fine	0 25	0 27
Good medium	0 22	0 24
Medium	0 19	0 20
Good common	0 16	0 18
Common	0 13 1/2	0 15
Nagasaki, 1/2 chests Pekoe	0 16	0 22
“ Oolong	0 14	0 15
“ Gunpowder	0 16	0 19
“ Siftings	0 07 1/2	0 11

"SALADA" CEYLON.

Green label, retailed at 30c.	per lb.	0 22
Blue	40c.	0 30
Red	50c.	0 36
Gold	60c.	0 44

Terms, 30 days net.

TOBACCO AND CIGARS.

British Consols, 4's: Twin Gold

Bar, 8's	0 59
Ingots, rough and ready, 8's	0 57
Laurel, 3's	0 49
Brier, 7's	0 47
Index, 7's	0 44
Honeysuckle, 8's	0 56
Napoleon, 8's	0 50
Victoria, 12's	0 47
Brunette, 12's	0 44
Prince of Wales, in caddies	0 48
“ “ in 40-lb. boxes	0 48

Bright Smoking Plug Myrtle, T. & B., 3's

Lily, 7's	0 47
Diamond Solace, 12's	0 50
Myrtle Cut Smoking, 1 lb. tins	0 70
1/4-lb. plug, 6-lb. boxes	0 70
oz. plug, 5-lb. boxes	0 70

CANADIAN TOBACCO CO., MONTREAL.

Cut Tobaccos—

Theo, 1-6, 5 lb. box	0 20
Comfort, 1-6, 5 lb. box	0 22
Champion, 1-10, 5 lb. 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
Quesnel Tobacco, all sizes	0 60
Crown Cut Plug Mixture, 1/2 lb. tin	0 50
1 lb. tin	0 47

Cigarettes—

Sonadora Havana	per 1,000	10 00
Royal Turkish Egyptian	10 00	
Creme de la Creme	7 50	
Marquis cigarettes, Canadian	7 00	
Imperial	3 50	

Plug tobaccos (sweet chewing)—

Navy, in caddies	0 35
Navy, plug mark	0 33
Honey, boxes and caddies	0 43
Spun roll chewing, boxes	0 55

Plug smoking (with or without tags)—

Black Crown smoking, in caddies	per lb.	0 35
Crown Rouge smoking	0 38	
Leaf tobacco, in bales	0 08	

Cigars—

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

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

Cigars.

S. DAVIS SONS, MONTREAL.

Sizes.

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

Cigarettes—All Tobacco—

Cable	7 00
El Padre	1 00
Mauricio	15 00

DOMINION CUT TOBACCO WORKS, MONTREAL.

Cigarettes—

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

Cut Tobaccos—

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

Cigarette Tobacco—

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

Plug Tobaccos—

Old Chum, plug, 4s, Solace, 16 lbs.	0 68
“ “ “ 8s, “ “ 16	0 68
“ “ “ 8s, R. & R. 13 1/2	0 68
“ “ “ 7s, R. & R. 14 1/2	0 58
“ “ “ 8s, R. & R. 16	0 58
“ “ “ 8s, Solace, 15	0 58
O. V. “ plug 8s, Twist, 16	0 58
O. V. “ “ 3s, Solace, 17 1/2	0 58
O. V. “ “ 1s, “ “ 17	0 55 1/2
Derby “ “ 12s, “ “ 17 1/2	0 51
Derby “ “ 7s, “ “ 17	0 51
Athlete “ “ 5s, Twist 9	0 74

WOODENWARE.

Pails, 2 hoop, clear, No. 1	per doz.	\$ 1 60
“ “ “ “ “ 2	1 65	
“ “ “ “ “ 2	1 40	
“ “ “ “ “ 2	1	
“ “ “ “ “ 2	1	
Tubs, No. 0	9	
“ “ “ “ “ 2	7 50	
“ “ “ “ “ 3	5 50	
Washboards, Globe	1 90	
“ “ “ “ “ 2	1 40	
“ “ “ “ “ 1	1 85	
“ “ “ “ “ 2	2 75	
“ “ “ “ “ 2	2 25	
“ “ “ “ “ 2	2 00	
“ “ “ “ “ 2	1 80	
“ “ “ “ “ 2	1 75	
“ “ “ “ “ 2	1 30	

THE E. B. EDDY CO.

Washboards, Planet	1 60
“ “ “ “ “ 2	1 50
“ “ “ “ “ 2	1 40
“ “ “ “ “ 2	1 25
“ “ “ “ “ 2	2 25
“ “ “ “ “ 2	2 25
Mops and Handles, combined	1 25
Butter Tubs	1 60
Butter Bowls, crates assort'd	3 60

Matches—

Steamship (10 gross in case), Single case and under 5 cases, freight allowed	3 10
“ “ “ “ “ 5 cases, freight allowed	3 10

Per Case.

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

Licorice Goods

SOME OF OUR LEADERS ARE :

YOUNG & SMYLIE'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 & SMYLIE, Brooklyn, N.Y.

For

25 cents

We will mail you a valuable little book on

BUYING SELLING AND HANDLING OF TEA

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

The MacLean Publishing Co.

26 Front St. West, Toronto.

DURABLE PAILS AND TUBS.



TRY THEM

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

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

Represented by
Chas. Boeckh & Sons, Toronto,
H. A. Nelson & Sons, Montreal.

THE Oakville Basket Co.,

MANUFACTURERS OF



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

For sale by all Woodenware Dealers

Oakville, Ont.

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

.. ODART'S SPECIALTIES ..

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

ODART'S PICKLE - AND - ODART'S SAUCE
ODART & CO., PARIS, FRANCE, AND LONDON, ENG.

The Dry Goods Review



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

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THE DRY GOODS REVIEW

TORONTO

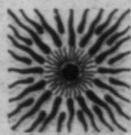
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Crosse & Blackwell

CELEBRATED FOR

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



— SOLD BY —

All Grocers in Canada

“Mighty fine weather



for them as is well wrapped up,” said the polar bear to himself when he was practising his skating.

“Mighty fine weather for the man who has seasonable goods” says the grocer to himself as he makes out change for a pound of

B.F.P. Cough Drops

The “GENUINE”

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

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

GOWANS, KENT & CO., Toronto

COX'S GELATINE Always Trustworthy.
ESTABLISHED 1725.

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

EDWARD STILL
Assignee, Accountant, Auditor, etc.

1 Toronto Street, TORONTO.

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

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

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

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

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

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

**Oakey's
‘WELLINGTON’
KNIFE POLISH**

The Original and only Genuine Preparation for
Cleaning Cutlery.

JOHN Oakey & Sons, Limited,
Manufacturers of Emery, Black Lead, Emery and
Glass Cloths and Papers, etc.
Wellington Mills, London, England

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