

THE CANADIAN GROCER

VOL. X

MONTREAL AND TORONTO, JUNE 12, 1896.

No. 24

COLMAN'S MUSTARD



BEST ON EARTH

THE ONLY TEN CENT CIGAR

Fresh Herrings



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

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

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

SALT HERRINGS IN KEGS. "CROWN" BRAND.

All Selected Fish from the famed Aberdeen Fisheries.

For Sale by all Leading Grocers.

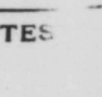
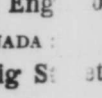
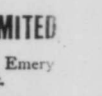
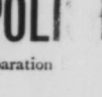
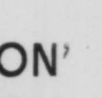
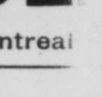
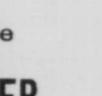
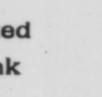
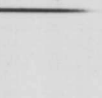
Walter R. Wonham & Sons
Sole Agents for Canada, MONTREAL.

Varsity Cigar 5c. THE BEST IN THE MARKET

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

HOLD YOUR TRADE BY SELLING THESE FAMOUS BRANDS

TTES



White Label Soups



High-grade correct soups cannot be produced with the facilities at the command of the average housekeeper. Therefore, when a special dinner is to be given, it is a relief to have at hand a prepared soup which can be relied upon as absolutely correct in combination and flavor. Prepared by a chef of consummate ability, perfect in every detail that goes to make up a correct soup, WHITE LABEL SOUP may be offered with the utmost confidence by the fancy grocer. Twenty varieties, quarts, pints and half-pints.

Manufacturers' Agents.

JAMES HAYWOOD
Toronto

J. L. WATT & SCOTT
Montreal

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

Armour Packing Co. . .

Kansas City,
U.S.A.

SPECIAL IN DINNER SETS

Our own I.X.L. Shape
In Brown or Dove Colors

97 PIECES, - \$4.50

(Packing, 25 cents)

Or in crate lots—15 sets in crate—
5 per cent. discount.

Assorted packages in **White Granite**
Seconds a specialty.

The **CANADA GROCERY IMPORTING CO.** Ltd.

181 to 185 McGill Street

MONTREAL

TANGLEFOOT

Sealed Sticky Fly Paper

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

LIST OF CANADIAN GROCERS WHO HANDLE TANGLEFOOT

HAMILTON, ONT.
Balfour & Co.
W. H. Gillard & Co.
Lucas, Steele & Bristol.

KINGSTON, ONT.
Geo. Robertson & Son.

LONDON, ONT.
Elliott, Marr & Co.

OTTAWA, ONT.
H. N. Bate & Sons.

TORONTO, ONT.
H. P. Eckardt & Co.

BROCKVILLE, ONT.—Gilmour & Co.

QUEBEC, QUE.—Langlois & Paradis.

MONTREAL, QUE.—Geo. Childs & Co.
N. Quintal & Fils.
Laporte, Martin & Cie.
Forbes Brothers.

TRURO, N.S.—Black & Co.

ST. JOHN, N.B.—Dearborn & Co.

HOLDERS

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



Standard Goods THE Best to Handle



"THISTLE" HADDIES



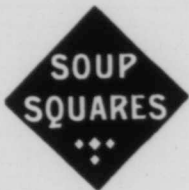
THE "STANDARD BRAND"

This Spring's Pack Now On The Market

The superior quality, flavor and uniformity of which over all imitators is well known to the trade, as the "Thistle" Company pack only REAL Haddie (every can guaranteed) and their motto is "The best, first, last and always."

To be had of the Leading Wholesale Grocers throughout the Dominion

Lazenby's



Assorted Flavors

COX'S GELATINE

UNRIVALLED FOR

Quality, Strength
and Cheapness

Lazenby's



Assorted Flavors

AGENTS

A. P. TIPPET & CO.
MONTREAL and TORONTO

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

The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

Laboratory of Inland Revenue,
Office of Official Analyst,

MONTREAL, April 8th, 1895.

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

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.

WE MANUFACTURE

All Kinds of Crockery

And can supply you with any article you want in **Rockingham Ware, Yellow or Bristol Glazed Ware.** A full price list on application.

Brantford Stoneware Mfg. Co.

Brantford, Ont.

OTHER SPECIALTIES.

NOUGAT
RAHAT LAKUHM
ALMOND ROCK
EL MAHNA

CANADIAN SPECIALTY CO., Toronto.



WORKS : LONDON, W.O.

MEDALS AND DIPLOMAS.

PARIS
SYDNEY
MELBOURNE

ROSE & LAFLAMME, Montreal.

TEAS

A splendid lot of Japans cheap at 22c., we offer (while they last) to reduce stock at . . .

18c.

Aberdeen Blend (Ceylon and Indian) in iron chests, to introduce we offer for 60 days at 18c.

GRAND MOGUL Tea at 30, 40, 50 and 60c.—push it. Every sale will bring you further sales.

T. B. ESCOTT & CO. Wholesale Grocers, *London, Ont.*

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

Are you taking an

INTEREST

In the political contest? That's all right, but see that you have



to stimulate the exhausted energies of your customers.

ROSE & LAFLAMME

Eastern Agents . . . *Montreal*

"It's in the Back"

Eddy's **Solid Back** Globe Wash Board is made to stand the strain where it is most severe.

It has an inch thick solid back which is set into the sides, along with the zinc, and securely nailed.

It is the most solid and lasting Wash Board made.

Write to us or any of our agents for prices, discounts and terms.

The **E. B. EDDY CO.** Ltd.

HULL, CANADA

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

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



WHEN IN NEED OF
HAMS, BACON OR LARD

Try the "Rose Brand"—High-class Goods.

PACKED BY
The GEO. MATTHEWS CO. Ltd., OTTAWA AND PETERBOROUGH

**No Sulphur Match
on Earth**

... CAN BEAT OUR ...
SOVEREIGN BRAND

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

H. A. NELSON SONS - - TORONTO

You can sell

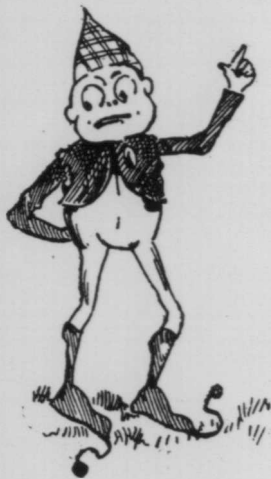
REINDEER BRAND



- CONDENSED MILK
- CONDENSED COFFEE AND MILK
- CONDENSED COCOA AND MILK
- EVAPORATED CREAM

Don't let your customers buy them elsewhere.
Be in the position to supply them yourself.

BUY IN SMALL LOTS AND OFTEN



Standard Blacks

The 400 Select Congou Dalu Kola Congou
 Imperial Congou Russian Congou
 . . The Globe Blend . .

THESE Teas are specially blended by us to suit the requirements of the tea drinking public of Canada. They have been a marked success. Our sales have been enormous and are still increasing. Always up to a certain high standard of excellence; always uniform. Put up in our patented metal-lined cases, thus retaining the natural aroma and freshness of the tea.

FINE STYLE, SPLENDID LIQUORING YOUNG HYSONS. WE CAN SUIT YOU

W. H. Gillard & Co.

Wholesalers Only

Hamilton

Snow Drift Baking Powder

It will pay you to use the utmost care in buying Baking Powder. There is so much adulterated and harmful stuff now being offered, under all sorts of delusive names, that the pure article seems scarce. Our product is guaranteed absolutely free from any injurious substances, and is consequently PURE.

The Snow Drift Co., Brantford, Ont.



OFFICE AND WORKS: Wallaceburg, Ont.

The Sydenham Glass Co. Ltd.

Manufacturers of

WALLACEBURG, ONT.

FRUIT JARS

BRANDS: The Winner, The Best, The Beaver

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

REPRESENTATIVES:

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

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

THE CANADIAN GROCER

Vol. X. (Published Weekly)

MONTREAL AND TORONTO, JUNE 12, 1896

(\$2.00 per Year) No. 24

DROPS FROM THE EDITOR'S PEN.

Ideas, like muscle, develop with exercise.

Sincerity is the seed of business prosperity.

There is a limit to a merchant's as well as to a monarch's sway.

Economy is wise or it is not economy at all. It is a misnomer.

Court confidence if you never court anything or anybody else.

Get after the truth in business even if you have to perspire a little.

Success depends upon our ability to paddle our own canoe.

A light heart in business is a good thing; a light head a bad thing.

Be what nature intended you to be or you'd be next to nothing.

Until a man gets down to business he cannot get up to success.

Time is a commodity which, if thrown away, leads to bankruptcy.

When prosperity comes along be in a position to jump on board.

Time cannot be coined, but it is money nevertheless, and can be saved.

He is a lucky man whose trust is in his own enterprise and not in stars.

You need skill to blow your own trumpet as well as to play the saxophone.

It is often easier to erase a mistake from your ledger than it is from your life.

Men of mark are men of work. Even the convict has earned the stripes he wears.

Politics are getting hot, and it is to be hoped that while there is plenty of heat, a

strong chain of business men will be welded together to protect the business interests of the country in the next Parliament.

Keep your nose to the grindstone when the "boss" is away as well as when he is nigh.

It is not every man that is a genius, but every man can cultivate the faculty for work.

An article that is popular to-day may not be to-morrow. Push, therefore, while it is to-day.

You cannot throw business mud, political mud or street mud without being be smirched yourself.

Canada expects that every business man will on June 23 vote for business men and a business Parliament.

Tuition in the school of experience comes high, but it is usually cheap if the pupil chooses to profit by it.

The man with a candle and a case or two of eggs gets an insight to more things than ordinary people imagine.

Cheek is not a substitute for brains; it is what a man gathers up when he has no brains or only a lilliputian portion.

A man has got to dig for business as well as for gold. And if he digs right for business he will not fail to strike gold.

When a man in business lacks backbone he can hardly be even termed a jellyfish; nonentity is perhaps the better term.

A man starting into business should be careful regarding the neighborhood he selects, as well as the company he keeps.

It is better that every young man should be the architect of his own fortune. Trust the work to somebody else and it will be a failure, no matter how clever that somebody else may be. There are some things others

can do for us; but hewing out our own destiny is not one of them. The best influential and wise friends can do is to assist us in erecting the superstructure.

He who backbites his competitor is chewing asunder the chain of unanimity which binds merchants together against trade evils that assail them.

The departmental store is an evil, but it (unintentionally, of course,) teaches good lessons to business men which it would be unwise to ignore.

The soundness of a theory is only determined after it has been hatched. Even then you may have to wait a while. It is not therefore wise to judge hastily.

A little discontent induces energy, but over much of it makes the discontented a crank which retards rather than helps the wheels of progress forward.

It is wiser for the business man to steer as far as he can from the line of dishonesty, instead of studying to see how near he can go to it without over-stepping it.

The little duty shirked or the little discrepancy covered up may lead to disastrous results in a clerk's life, just as some times does a hidden flaw in a piece of machinery.

A crooked act, like an addled egg, is almost sure to be discovered by some one. At best the chances against it are so great that he is a rash man who would run any risk.

Do you know that when you drop your advertisement from the columns of a good medium, you are dropping out of sight from a constituency large or small, as the circumstances may be.

As to whether a business is good or bad is not determined by the territory it covers, but by its soundness. Many a merchant has a big business that is unhealthy because of the bad credit holes with which it is punctured.

GETTING READY FOR THE PICNIC.

THE Montreal Retail Grocers' Association have selected Otterburn Park as the place for their picnic and annual outing this summer. This is the picnic of the season, and the thousands outside of the grocers and their clerks who make it a point to be present every season will find the site for this year's event most convenient. Otterburn Park is on the Grand Trunk Railway, just this side of St. Hilaire. It is situated on the banks of the beautiful Richelieu, and is perhaps one of the best picnic places around Montreal. The grocers have been there before, but they always distribute their favors impartially, and though St. Rose made a bid for it this year, the association decided that as they had visited St. Rose the year before last, it was time for Otterburn to have its turn, and the majority voted accordingly.

President Vallieres was in the chair, and, once the momentous question of the site was decided, got the meeting promptly to work organizing the committees who will have the affair in charge.

The success of the picnic depends largely upon these gentlemen, but the following names are calculated to dissipate any alarm in this connection:

Games—B. Taylor, chairman; W. Willison, S. Demers, J. Johnston, T. Gauthier, C. A. Corrigan, W. Duckworth, J. Rabreau, J. O. Levesque, D. Lapointe and A. Cardinal.

Music and Dancing—J. A. Dionne, chairman; C. A. Corrigan, D. O. Lapointe, Hodge, W. Duckworth, E. A. Cardinal, J. B. V. Daoust, S. Demers, J. O. Levesque.

Railway—S. Demers, chairman; J. Johnston, N. Lapointe, J. Scanlan, J. B. V. Daoust, B. Connaughton, P. B. Menard, G. T. Vincent, M. P. Laverty, E. W. Summerskill.

Refreshments—J. E. Manning, John Johnston, N. Lapointe, M. Kilkenny, J. Picord, P. O'Brien, V. Daoust, P. Laverty, W. Duckworth.

Reception—President S. D. Vallieres, chairman, and all the past presidents of the association.

Finance—Ald. Turner, chairman, and chairmen of all the other committees.

Printing and Advertising—J. O. Levesque, chairman; W. Duckworth, T. Gauthier, H. Poirier, A. E. Anthier, Ald. Connaughton, J. Johnston, J. Massicotte.

Subscription—A. D. Fraser, chairman; J. Johnston, V. Raby, R. B. Hall, S. D. Vallieres, J. Scanlan, J. B. Daoust.

J. O. Levesque wanted to know why the wholesale grocers as a body had never been asked to take part in the annual outing. He was sure that if the wholesale trade were approached they would see no objection in closing down for one day in the year, and enjoying a day's outing with their friends of the retail trade. John Johnston considered the suggestion a first-class idea, and advised the appointment of a strong delegation. The matter eventually materialized in the appointment of President Vallieres, A. D. Fraser, Treasurer Raby, R. B. Hall, N. Lapointe, John Johnston, Ald. Turner, S. Demers, Ald. Connaughton, J. D. Manning, H. Poirier, A. Latreille and J. O. Levesque as a delegation to wait on the wholesale men and ask them to join hands and partake of the enjoyment on the 15th July, the date already announced in a previous issue.

The association, besides making an effort

to gather in the wholesalers, have instructed their secretary to extend an invitation to the president and officers of the sister association in Toronto to be present.

TORONTO RETAIL GROCERS.

THE regular monthly meeting of the association was held in St. George's Hall on Monday last, the 8th inst., President White in the chair.

There was only a small attendance. Among those present were Messrs. White, Mills, Bond, Booth, McMillan, Corrie, McCleary, Roberts and D. W. Clark.

Secretary Corrie submitted the name of W. H. Harper, King and Peter streets, as a member. On motion of Mr. McMillan, seconded by Mr. Roberts, he was received to membership on payment of the usual fee.

Mr. Mills reported that he, with several other members of the association, waited on the City Council a few days ago, when that body dealt with the pedlars' licenses. They could do nothing in regard to the license on wagons, except having a license cover a wagon, a driver (who was debarred from soliciting) and one man. If the driver solicited, either from the wagon or otherwise, a separate license would have to be secured; likewise, if two men solicited, two licenses would have to be taken out. In reference to push carts the deputation had had the fee raised to \$10, and it had gone through as amended at the meeting held on the 8th inst. He also stated that the Council had fixed the license for selling cigarettes at \$25.

A communication was read from Street Commissioner Jones, in answer to the association's letter re watering the streets. He asked for more specific information as regards the streets complained of.

On motion of Mr. Booth, seconded by Mr. Clark, the communication was received.

Mr. Bond moved that the Street Commissioner be written stating that Yonge street was the one complained of. This was seconded by Mr. Clark and carried.

A few small accounts were presented, which on motion were referred to the Executive Committee, and if found correct, will be paid.

A great deal of dissatisfaction was expressed on all sides at the manner in which the commission men were treating the grocers in the sale of fruit this season.

The meeting adjourned at 10.30.

WISE ECONOMY IN BUSINESS.

Economy and enterprise are both necessary to success, remarks an exchange. Too often the merchant fails to secure a great measure of prosperity because he considers these qualities contradictory, and cultivates one at the expense of the other. Economy may consist in saving every scrap of paper, metal, string, wool, coal, etc., which has use

and value, and may lessen expenditure; it may be extended to mean a wiser expenditure of money for fuel, light, wages, rents, advertising and personal expenses, but the limit of this kind of economy is the proportion of actual waste which can take place in a given amount of gross profits. So wherever economy fails to recognize the necessity of making more business on a scale of expenditure necessary for the larger activity, economy degenerates into a weakness, and not infrequently into a vice. It is always both a vice and weakness when economy becomes meanness, and excites dislike and even hatred in the hearts of employes, relatives and the general public.

THE NEWFOUNDLAND COD FISHERY.

IN regard to the outlook of the summer cod fishery, it is at present somewhat doubtful, especially as far as Labrador is concerned, writes the Newfoundland correspondent of The Montreal Gazette. Heavy losses were incurred there last year, partly in consequence of the bad cure and partly owing to the low price of fish. This will lead to a considerable curtailment this year in the supplies issued, and probably the number of fishermen will be reduced. Our rivals, the Norwegians, are crippled this year by a short catch at Loffoden. On the other hand, intelligence has been received that the French—our bounty-sustained rivals—are fitting out for the fishery on a greatly extended scale. The advantage on the one hand may be more than counterbalanced by an increase of the French competition. It is fortunate for us that so many men are absorbed by the work on our new line of railway. Two thousand at least will obtain employment. The work is just now commenced. Only 120 miles remain to be completed, and this year will probably see the line finished, or nearly so. The stream of emigration to the United States and Canada is again swelling and large numbers are leaving by every steamer. The terrible ice blockade, which is only raised a few days ago, has been a serious drawback to the business of the country. There is little warmth as yet in the atmosphere, and two days ago we had a sharp frost. Farming operations are far behind.

A TEST.

A Parisian merchant, who has been several times robbed by unfaithful cashiers, has invented an infallible test of competency. The cashier presents himself, offers his services, and produces his reference. Then says the merchant: "Show me how you would erase a mistake in your figures." The aspiring cashier sets to work with scraper, ink eraser, and what not; and if he succeeds in destroying all trace of the erasure, he is invited to take his hat and leave.—Tit-Bits.

The **MASCOT** Blend

(REGISTERED.)

We have, at the solicitation of our friends who handle the **MASCOT** bulk blend of tea so successfully, put up this blend in one pound lead packages, packed in 60-pound cases, all black tea or green and black mixed.

To accommodate grocers who wish to make a trial of the mixed teas we will ship assorted cases containing 30 packages black and 30 packages mixed.

We will continue as before to put this up in 100-pound tin-lined cases.

No. 1 Packing contains 60 lbs. black.

No. 2 Packing contains 30 lbs. black and 30 lbs. mixed.

No. 3 Packing contains 60 lbs. mixed.

We feel confident that this package tea will meet with a success second only to that of Ram Lal's.

For sale by

JAMES TURNER & CO., Hamilton, Ont.

Extra Choicest
April Pickings
New Crop

Japan Tea

Now in store ex "Empress of India."

Also to hand, an invoice of

YOUNG HYSONS *Splendid Values*

BALFOUR & CO.

HAMILTON.

TRADE CHAT.

YOUNG & HESTER'S store, Thamesford, was destroyed by fire on Saturday. The origin is supposed to be lightning. There was a total loss; insured for \$6,000.

The population of Owen Sound is 7,703.

Mr. John Harshaw has opened out a general store at Victoria Road village.

A concrete floor has been put in the cellar under Geo. Wenno's up-to-date grocery, Sarnia.

The Aylmer Canning Co. have commenced work on a new building, 18 x 250 feet, for storage purposes and corn husking.

R. J. Whitla & Co., of Winnipeg, have decided to close their wholesale warehouse at 5 p.m., commencing June 4th, and on Saturdays at 1 p.m.

G. A. Bingham, grocer, Aylmer, has placed a handsome new delivery wagon on the road. The design is different from anything used in that town.

The Kenilworth cheese factory commenced operations for the season on Monday last. A new foundation has been put under the building and new vats put in.

An entirely new system of checking baggage will soon go into effect on the G.T.R. system. Fifteen thousand of the new brass checks are being manufactured at the shops

in Port Huron. Besides a general check with the words, "Property of the Grand Trunk," a local check will be supplied to every station on the road.

The Hamilton grocers' picnic will be held this year on July 15 at the Falls, as usual. The excursion will be over the T. H. & B. Railway, a new and exceedingly interesting route.

Mr. J. A. Hunter finds business so rushing that he has engaged Mr. Robt. McCracken. When Mr. H. A. Hunter returns this week there will be six busy salesmen in the departmental store.—Review, Durham.

The strawberry crop this season is exceptionally large, and prices will be away down in a few days. One firm has contracted for 1,500 quarts at 4 cents per quart.—Aylmer correspondent of the St. Thomas Journal.

Carlisle, Pa., boasts of a Grocers' Association that has secured to the members a profit on sugar for three years past. It is stated that during that period not a single package of granulated has been sold in the town for less than 6c. per pound.

A clerk in a Woodstock store recently took in a cleverly raised \$1 bill, which was made into a \$10 bill. A stranger entered the store and purchased a 40c. pair of overalls, tendering the raised bill, and receiving \$9.60. The bill was detected when taken to the Imperial Bank for deposit. The

two large figure 1's on each side of the bill had been erased by chemicals, and a good imitation of lettering on a \$10 bill had been placed there with pen and ink.

Fruit growers along the Niagara frontier have now no anxiety on account of frost, and the prospects are far above the average. Never, says The St. Catharines Star, did the Niagara district look more beautiful and never did both fruit and grain crops promise better for the returns of the labor bestowed on them.

The retail grocers of Omaha have organized for the purpose of curtailing their credit system. Many retail grocers have gone to the wall in that city recently solely because they found that they could not do business without extending credit to a majority of patrons, many of whom proved themselves unworthy of such favors.

A good argument from The American Miller: When you hire a doctor or a lawyer, do you let the contract to the lowest bidder? Why should you let your advertising to the lowest bidder? Does not the character and circulation of a paper cut quite as much of a figure in advertising your business, as the skill of the lawyer or doctor does in attending to other wants?

Hotel Clerk (who has noticed rice in Alkali Ike's hair)—Hum! the bridal chamber, I presume? Alkali Ike (drawing his gun)—Looky here, pard! I'm a cowboy all right, but I hain't a-sleepin' in no stable on me weddin' night. Gimme th' best room in th' house, with nary a bride, saddle or lanai in it!—Judge.

People who don't care



for Mince Pies during the summer months can use my **Condensed Mince Meat** in a variety of ways. It makes up into lovely pudding and cake, and is so quickly and easily prepared that as a summer commodity it is indispensable to many. It will keep for almost any length of time.

J. H. WETHEY, St. Catharines, Ont.

Currants

Choice Fruit = Cheap

DAVIDSON & HAY, WHOLESALE GROCERS Toronto, Ont.

Earnest Interest

in your customers' purchase

and a desire to keep their confidence, even on Rolled Wheat, is of as much value to us as to you, for only through you do we reach the consumer of

From Manufacturer to Re'aller—direct.

THE TILLSON CO. LTD.
TILSONBURG, ONT.

Molina Rolled Wheat

DO YOU KEEP

Pilkington's Powdered Perfumed Lye

Perfectly Pure.

"BELL BRAND"

Superior to all Other Brands.

IF NOT ASK YOUR WHOLESALE GROCER FOR IT
THE BEST AND THE CHEAPEST IN THE MARKET

Sole Agents in Canada

Bellhouse, Dillon & Co.

47 Wellington Street East

.... TORONTO

30 St. Francois Xavier Street

.... MONTREAL

THE VALUE OF A MAN.

MANY employers pay men on the basis of their monthly sales—an apparently narrow-minded, short-sighted policy, writes "S. P. J." in American Grocer. The man on the road may sell goods by force of wit and personal magnetism, and at the same time build up for his house and brands a gradual distrust, a weakening faith in their genuineness, which will cause the customer, sooner or later, to try other brands, other houses, just because the salesman did not always tell the truth.

Men in stores where others are employed can exert an influence of far greater value to their employers than mere precise execution of orders, mere selling of goods or keeping books.

Younger employes often mould their habits, thoughts and lives upon the lines laid down by older ones. If they see a man advanced and pushed ahead whom they know does not scruple to lie or misrepresent, they will do likewise; and the public, who, as a rule, are more intelligent than the clerk, will discover the unreliability of that store and its employes, and avoid it and them, to the loss of the employer.

The influence of a senior employe who sets an example of straightforwardness, will be of great value at the present time, and more as time progresses.

The man who is alert, quick, bright, wide-awake, active, who respects and teaches others to respect his employers, and whose word in trivial things as well as big is not doubted, whose life outside of business is above reproach, has a value far beyond the one who simply sells goods or keeps books without other aim or ambition.

THEY KNOW WHAT THEY WANT.

The man who palms off on a customer what he neither asks for nor desires is practically a bunco steerer, says The Boston Globe. He not only discredits the intelligence and judgment of his patrons, but to all intents and purposes is guilty of obtaining money under false pretences.

The field is wide. There is nothing to prevent any dealer who so desires from bringing before the public any proprietary preparation of his own in which he has faith. Indeed, a man who really believes he has a "good thing" owes it to the public, as well as to himself, to give the fact the greatest attainable publicity. But the penny-wise, pound-foolish dealer who tries to palm off "something else" when a customer wants a certain well-known and widely advertised preparation ought to be sent to Coventry in double-quick time. The people know what they want and are entitled to it.

POSSIBILITIES OF THE GROCERY TRADE.

MANY retailers are of the opinion, says an exchange, that there is no money in their business. Now it may be admitted that success in the grocery business is not for everybody. In all departments of enterprise there is a crowd of competitors, the more capable of whom rush to the front and seize the prizes. To be among the winners requires superior qualifications, and especially superior industry, qualifications in many cases no doubt natural, but that are also to a large extent capable of acquisition; and to this extent it is open to each man to decide whether he is to be amongst the winners or not.

A lack of progressiveness causes many failures. There must be no such thing as standing still in business. Old methods get worn out, and are no longer capable of yielding a profit. This is above all an age of change and unceasing development, and demands that a man must be forever on the watch to meet its varying requirements, and to trim his sails to catch every favoring breeze. Of course to do this you must have resources in reserve; no business can be successfully carried on without these; on the hand-to-mouth principle you will never trade with any effect.



Laurentian Spring Water Co.

90 BEAUDRY ST., MONTREAL

Some people don't know that water is the chief ingredient of ginger ale, and that the quality of the ale depends on the quality of the water. Those who do know it have begun to use LAURENTIAN brand; those who will now know it should try this brand

"L"

Ginger Ale
Cream Soda
Soda Water

Sparkling, aromatic, highly carbonated and absolutely pure.

All our goods are made from the celebrated **Laurentian Artesian Spring Water**, and the trade will find them equal in every respect (except price) to any brand of imported waters.

Send Sample Order, which will receive prompt attention

There May Be Nothing New Under The Sun

But in bettering the old, something so superior is often produced, that it seems altogether new. Dissatisfaction in the business world starts the effort towards improving the articles of trade. Dissatisfaction or the chance of it among your customers should turn your attention towards only the best goods in your line. These articles, if not "new," stand for the best of the old—for the improvements which are new—they are the articles of which you hear no complaint.

Crown Brand Flavoring Extracts

Represent the result of our efforts to make an extract which would retain the delicate flavor of the natural fruits. Made in forty different flavors—pure and strong.

Craven & Son's Confectionery

Represents all that's pure and good in candy making. Hard, boiled drops and candies in 5-lb. bottles. Toffee Cubes in 8-lb. bottles. Perfumed Cachous in 1-lb. bottles.



Carr & Co.'s .. Biscuits

Are not "new" but half a century of royal favor and years of steady improvement mark them as the best fancy biscuits on the market. They enjoy a ready and rapidly increasing sale throughout Canada.

ROBERT GREIG & CO.

Sole Agents
for Canada

MONTREAL

Extracts You want the best.



We desire to furnish you with the **VERY BEST.**

Seely's

ALL SIZES.
EVERY FLAVOR.

FINEST QUALITY
OF GOODS.

ELEGANTLY PUT UP.
SIGHT SELLERS.

The most attractive Extracts on the market.
Profit to the trade as handsome as the goods.



Selling Agents

Turner, Mackeand & Co.

WHOLESALE
GROGERS

Winnipeg

I TELL YOU FRIENDS!



JAMIESON'S BISCUITS are
the VERY BEST you can get,
TRY THEM !!

Manufactured
by . . .

R. E. JAMIESON - Ottawa



Even the **DAINTY** child
too, must have

Boulters' Peerless Pine Apple

Its **WORTH** strikes you
the moment the can is open.

THREE GRADES:

Grated, Extra Standard
and Standard

We want your custom.
We can **please** you
with the goods.

Boulters' Peerless "Lion Brand"

CANNED GOODS

ARE PURE GOODS

THE CANADIAN GROCER

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

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TRADE AND ITS PROSPECTS.

TRADE in Canada to-day is not satisfactory. It is unpleasant to say so, but it is a fact nevertheless. But at the same time it seems reasonable to say that the dissatisfaction is more the cause of unfulfilled expectations than the relative size of the volume of business: A year or more ago, a good many merchants and manufacturers became possessed of the idea that better times were coming on with a sweep. The consequence was that a stimulus was given both to production and to stock replenishing. But the good times did not come on with a sweep. When the fall came around, both merchants and manufacturers found themselves with more goods in their possession than was convenient. To make matters worse, the price of farm produce ruled low.

This condition of affairs was as pronounced in the United States as in Canada. In fact, just as that country led in the return of commercial activity so it did in the retrograde movement. And it is a noteworthy fact, that the depression which has ruled in the United States to such a marked extent during the last five or six months came into existence with the message of President Cleveland to Congress on the Venezuela question.

The millions of dollars of British capital which were withdrawn from the United States, the slump which took place in the price of stocks, delivered a blow to the industrial interests of that country so severe that the concussion was felt by the commercial interests of Canada sharp enough to create unrest, and the natural concomitant—want of confidence. Then followed the unusually large failures that characterized the past winter.

But while the experience of the last eight or ten months has not been bright, it is gratifying to know that the dark cloud of depression is vanishing and that the sunshine of better times is peeping out here and there.

And to-day the things that give confidence are greater than those whose tendency is in an opposite direction.

Railway earnings are better than they have been for two or three years; our foreign trade is expanding; the reports of the banks and loan companies indicate healthy conditions; the fruit and cereal crops are, taking them all round, most promising; business is much brisker with our coal mines; the output of our gold mines is rapidly increasing, and payments are now in a more satisfactory condition.

One of the most satisfactory features is the tendency in both banking and commercial institutions to conform to more business-like methods. We have been altogether too lax in our business methods heretofore, and the loss we have been put to on account thereof is the price we have been compelled to pay for the lessons we have learned.

Good merchants, like good soldiers, are the product of discipline. Canadian business men have been receiving their discipline during the last few years, and they are evidently determined to profit by it.

The Federal election campaign is now interfering with trade to a more or less extent, but in another week or two this disquieting element will have vanished, when we may expect increased trade activity.

In the United States, however, there does not appear to be much of a rift in the cloud of depression yet, the reviews of the trade press of that country being unitedly pessimistic. The seat of the trouble over there is undoubtedly the currency question, which of late has been aggravated because of the unexpected strength recently shown by the silver faction.

In Canada to-day we have the satisfaction of knowing that our financial and commercial system is built on a solid foundation, and that there are none daring to lay violent hands upon it. Herein is it that we differ from the United States. And herein is it that Canadians have much food for gratification and cause for confidence in the future.

SULPHATE OF COPPER IN PEAS.

A RECENT case which came before the courts of Great Britain is of particular interest to the Canadian wholesale and retail grocery trade. The sanitary authorities of Southwark, one of the metropolitan municipalities in London, took suit against a well-known firm for selling preserved French peas containing 3.16 grains of sulphate of copper.

The sanitary inspector testified that he had bought a pound bottle of the peas in question, which on analysis were declared to contain copper to the extent of 8-10 of a grain to the pound. This proportion was alleged to be injurious to the health. Four medical men of eminence testified that the

quantity of copper was injurious, and six medical men swore that it was not. After a trial and appeals extending over several months, and the hearing of volumes of expert evidence, the Court of Sessions decided that the sanitary inspector was right, and that peas containing three grains of sulphate of copper to the pound must not be sold as food.

This decision is of direct interest to retailers and consumers in Canada, as these preserved peas are sold here as well as in England.

How are retailers to know when the injurious limit has been reached? The goods are received securely packed and ready to hand over to their customers, and the average trader hardly possesses the necessary scientific knowledge to determine the exact percentage of the coloring ingredient, when eminent medical authorities were unable to agree upon it.

This is an important matter to the community at large, and our own authorities should deal with it in a way which would establish the fact beyond a doubt whether goods of this kind are injurious or not.

Arising out of this last consideration comes the query: Is the eating of preserved green peas really injurious? We have the fact that at least the enormous quantity of 20,000,000 pounds are eaten in this country every year, and yet all the endeavors of the recent prosecution failed to produce a tittle of evidence, either oral or written, to prove that any injury resulted from that immense consumption. There were innuendoes and assertions and beliefs galore, but not one single authenticated case of injury from the eating of preserved green peas. Here is one fact that is worth thousands of theories. But after all it is not surprising when we remember that metallic copper of itself is harmless, and that the object of adding sulphate of copper is to preserve or fix the color of the pea. Again, the pea, which is more nutritious and easy of digestion than most vegetables, is one of the few in which in its natural state no trace of copper is to be found. Moreover, sulphate of copper is actually used as a medical remedy in doses of one-half to two grains, while in the case under consideration an eminent scientific authority quoted by the prosecution admitted that four ounces of preserved peas would be a reasonable quantity to be consumed by a person at an ordinary meal, and in that quantity there could be no danger.

In France there is no restriction placed upon the use of sulphate of copper in coloring peas. In the United States the subject has been thrashed out. At a recent conference between the food purveyors of Pennsylvania and the Food Commissioner, a carefully prepared paper on the question was presented, and received marked attention. It demonstrated that the use of sulphate of copper in such proportions as are needed

for retaining the natural color of the vegetable is absolutely harmless, "and that peas so colored did not come within the provisions of the food law which classifies an article as adulterated if colored." The Deputy Attorney-General, who listened to the proceedings, publicly expressed the opinion that there was but one side to the case, and that the commonwealth surely could not interfere with the sale of preserved peas unless more substantial evidence or information proving their unwholesomeness could be given.

THE TUMBLE IN MOLASSES.

THE sudden somersault in the molasses market at Barbadoes, after it had been giving every indication of a strong upward tendency, is difficult for the trade to understand.

After dropping from 13c. to 11c., it recovered to 12c., but now recent advices state that sellers are free at 10c. first cost at the Island. The only apparent reason for this sudden change is that the quality of the goods is not up to expectations.

THE CANADIAN GROCER early in April pointed this out as a possibility, and recent intelligence, which has been placed at its disposal, confirms the belief.

The later arrivals show disappointing quality, and advices state that buyers who wait for June shipment run great danger of getting dark, thin, acidic molasses. Besides this, there will be great danger of loss in gauge on these later shipments, the possibility being that by the time they are landed on the wharf in Montreal they will show great shrinkage.

At 10c. it may be stated that cargoes could be laid down at about 26½c. in Montreal, which is a considerable shading even on the recent decline in prices for cargo lots. In contrast to Barbadoes, Porto Rico goods maintain a steady aspect on the whole. Letters this week from a leading firm state that 1,000 to 1,500 puncheons is about the limit, and that the goods can hardly be laid down in Canada under 28 to 29c.

SICILY FILBERTS HIGHER.

Late advices from Sicily by cable report a higher market there for filberts, but no cause for the upward movement is assigned, and in the present dull condition of trade the spot market has not been affected. The last mail advices were to the effect that there would be a good crop.

TERMS ON RICE.

An impression appears to prevail in some quarters that the Mount Royal Milling Co. prepay freight on 10-bag lots of rice. This is not correct. The change made in deliveries, referred to in our issue of 8th May last, simply reduced the minimum quantity of a delivery from 20 bags to 10 bags, but in all cases prices continue as before to be f.o.b. Freight is not prepaid.

REACTION IN SUGAR.

THE feeling in regard to sugar is better than it was a week ago, although the market is still dull as far as Canada is concerned. The better feeling is due to stronger markets in London and New York.

The improvement began on Saturday in London and up to the time of writing the price of beet and cane there has, by successive advances, gained from 4½ to 6d. In New York on Tuesday, raws advanced 1-16 to 3 13-16c. for '96 test crystals, and the refiners were buyers at that figure, while on the previous day, what is known as Empire A granulated, was marked up 1-16c. In its market report of Tuesday, The New York Journal of Commerce, in regard to refined sugar, said: "There was a very good demand, although most of the orders were for small lots. The market is oversold somewhat, and there is more or less delay in shipping the principal grades. The general advance looked for did not come to-day, but some country buyers show more disposition to anticipate a rise, and they have purchased some sugar to provide for the wants of the immediate future at least. Foreign refined sugar is in fair demand at steady and unchanged prices."

The week before last THE CANADIAN GROCER referred to the fact that a speculator, who controlled a round lot of granulated sugar, was offering it at less than refiners' prices by ¼c. His sugar was bought several months ago when refiners' prices were still lower than they are to-day, which allowed him a good margin to work on. Besides the weight of this outside lot on the market, stocks in refiners' hands are ample for some time to come, and jobbers also are well known to be supplied ahead. These conditions naturally tend to keep the market in Canada dull.

The failure of several heavy speculators in London was the cause of the decline there toward the close of last week. But, as already intimated, a re-action has set in.

Refiners claim that granulated is cheap at its present price, which is a full ½c. below New York, and that buyers might do worse than purchase at to-day's figure.

It may be remarked that at this time last year sugar, both granulated and yellow, was selling at about present prices in Montreal. In New York granulated was 9-16c. lower at this time last year than it is at present, viz., 4 7-16c. against 5c.

NEGOTIATING FOR AMERICAN BUTTER.

The position of the butter market is not one that gives much assurance at the moment, receipts both in Canada and the United States being large, while the English and Continental markets do not afford much encouragement to exporters, although a great deal is going out from New York for these points. Last week the exports from

New York aggregated 9,650 packages, against 1,558 packages the same week a year ago.

In the Western States prices are low, and a Toronto firm has this week been offered both by mail and telegraph from Chicago the finest creamery at 14½c. per pound in store. This is from ½ to 1c. per pound lower than similar butter could be obtained in Canada.

The persons on this side who are negotiating have no intention of bringing the butter into Canada, the duty of 4c. per pound making that, of course, out of the question. The intention is to hold the butter for export via one of the United States ports.

CANNED SALMON FUTURES.

THERE has not been much doing yet on the Toronto market in regard to transactions in futures in canned salmon; but there has been probably more done than is apparent, the little business passing having been carried on quietly.

A good deal of secrecy is being maintained, but as far as THE CANADIAN GROCER can learn, the full allotment for the Toronto market of one of the leading staple brands has been disposed of at \$4.75 per case f.o.b. at the Coast. This is 25c. above the figures obtained for the pack of 1895.

Of course, it is yet too early to say what the coming season's pack will be, but advices from the Coast state that it is expected to be small. In consequence of this, some at least of the packers are making their allotments for the eastern markets less this year than last. At any rate, it appears quite likely that the canners will be compelled to pay higher prices for their fish.

The canneries on the Columbia River have for some months been experiencing a strike with the fishermen, and several of the men who took the place of the strikers have been murdered. Besides this the run of fish on that river has been light, and a much smaller pack than last year is looked for. Although this only immediately concerns the United States pack, yet, if these conditions continue, they will naturally have their influence upon the price of Canadian salmon.

FIRE IN A CHINA SHOP.

Sunday night last a disastrous fire broke out in the warehouse of J. L. Cassidy & Co. wholesale crockery, 339 St. Paul street, Montreal. It started in the top flat, and the upper flats were almost completely gutted. The water tower poured immense quantities of water into the blazing building, and a great deal of the stock, unharmed by the flames, suffered seriously from the water, which caused the glazing to crack. The firm estimate their loss at about 75 per cent. of the stock, or about \$100,000. Several hundred crates of goods were at the bonded warehouse, besides a quantity of goods at the dock.

CHAT WITH A CEYLON TEA MAN.

MR. R. VALENTINE WEBSTER, manager of the Ceylon Co-operative Tea Gardens Co., Colombo, Ceylon, arrived in Toronto on Friday last. He remained in the Queen City three or four days and visited the wholesale houses in company with Mr. George Stanway, the representative in Toronto of Mr. Webster's company. Mr. Webster makes a tour of the world annually in the interest of his firm, and this is his fourth trip to Canada. Before he left the city I had a short and pleasant chat with him.

Mr. Webster left Colombo in February last, and before reaching Canada visited Calcutta, Australia, Honolulu, and the United States. While in Calcutta he made arrangements with a well-known firm there, Shaw, Wallace & Co., for the shipment of Indian grown teas direct from that port to foreign countries, including Canada and the United States. The firm name of the concern under which these shipments will be made is the Hooghly Indian Tea Co. Shaw, Wallace & Co. have hitherto confined their energies to Mincing lane, London. Gillespie & Co., of Montreal, will be the agents in Canada for the Hooghly Co.

"We expect to have samples here next month," explained Mr. Webster, "when we shall begin operations."

Mr. Webster, while in Australia, started the first coffee plantation that that colony has ever possessed. It is situated in Queensland. When I queried him as to its possibilities, he said:

"It will turn out a very profitable industry, as the countries now producing high-class coffees have suffered very much from disease during the last fifteen years."

"But what makes you think coffee growing will succeed in Queensland?" I ventured.

"The climatic conditions. But then we have been experimenting. We began four years ago with planting three or four acres, and the result has assured us of success. The kind of coffee we are growing is the Arabian."

"How did you find the general trade conditions in Australia?"

"They are improving, and this year will be the best that the business men there have experienced for the last five years. The gold mines in Western Australia are drawing a large number of people from South Africa. The sugar crops of Queensland also show a large increase over previous years."

"What about the tea situation in India and Ceylon?"

"The demand for Indian and Ceylon teas," replied Mr. Webster, "is not only increasing in Canada and the United States, but in all quarters of the globe. The increase at present is chiefly in Russia, where a very strong demand has sprung up for the better

class of teas. In fact, the greater part of the better class of Indian and Ceylon teas are now going to Russia. I am sorry to say," added Mr. Webster, "that Australia is taking most of the cheaper grades, teas which are entirely unsuited for this market." And then he animadverted upon the folly of attempting to cultivate trade in low-grade teas, and the wisdom of cultivating trade in the finer teas.

"Are there any new features to note regarding the tea trade in Ceylon?"

"Yes," said Mr. Webster somewhat emphatically; "there is quite a boom on in Ceylon. Several estates changed hands shortly after my departure at equal to \$550 per acre."

"Can you give me any information regarding the new crop of Indian teas?"

"The new crop of Indian teas should be arriving on this market the latter part of next month. By-the-bye, you might explain one thing. I am being repeatedly asked by people on this side of the Atlantic whether I can send samples of first crop of Ceylon teas. Now, there is no such thing as first crop of Ceylon tea. Ceylon is only four degrees—or, strictly speaking, three and a half degrees—north of the equator, where we have perpetual summer, and pick the tea all the year round. In Assam, in the northern part of India, the teas do not flush during the winter. Flush is the tea planter's term for sprouting. There they begin to pick tea about May 1, and keep it up till about January 1."

During our conversation I incidentally referred to the ambition of the United States to become a tea-growing country.

"Well," he quietly remarked, "tea can be grown in almost any country. The tea plant is one of the hardiest of shrubs. But it is quite another thing to grow tea and produce it profitably. It is all a question of labor, and the cost of labor in the United States precludes the possibility of that country ever becoming a tea producer."

"How many pounds of tea, on an average, does a native pick?" I asked.

"The average native will pick about twelve pounds per day, working from six in the morning till four o'clock in the afternoon. As it requires four pounds of the green leaf to make one pound of the dried article you will see that a native only really picks three pounds of tea per day."

Mr. Webster's firm, the Ceylon Co-operative Tea Gardens Co., it is worthy of note, has this year secured the contract for supplying the British army and navy, in foreign service, with tea. For the army now in the Soudan 120,000 pounds of Ceylon tea have already been shipped. The British Government has hitherto been getting its supply of tea from China. "That proves how Ceylon tea is getting along," remarked Mr. Webster, with pardonable pride.

NO MORE DAMAGED LOBSTERS.

PRIVATE advices from Charlottetown, P.E.I., are full of interest to dealers in lobsters. For many years past the trade has been a very precarious one on account of the large losses sustained through deterioration of the quality of the goods. This condition is known as "blackening" or "smut." Many of the cans when opened are found coated with black, which after some time extends to the contents, and alters them to a dark, grimy mass. The evil is widespread and extends to all the lobsters packed on the eastern coast of Canada to a greater or less degree. Many European houses, for example, Crosse & Blackwell, London, refuse to handle Canadian lobsters on account of the uncertain quality of the goods. Last year there were 80,000 cases shipped from Prince Edward Island alone, and it is estimated that the depreciation in value through "blackening" was equal to \$3 to \$5 a case, making a total loss of nearly a quarter of a million dollars. Indeed there is probably not a dealer in any Canadian or American city who has not suffered more or less from this source.

Nearly a year ago the matter was brought to the notice of Dr. Andrew Macphail, professor of pathology and bacteriology, Montreal, who all last winter, with Dr. Arthman Bruere, worked at the problem. Early this spring they went to Charlottetown and opened their laboratory there. All the canneries were visited and test packs were made in different places. This week in the presence of those interested samples were opened, which seem to show that a solution of the difficulty has been reached. The doctors refuse to give any explanation of the process until it is fully tested, and all the details are worked out and proved by actual experiment. They state, however, that the fish are admirably suited for preservation by proper means, and believe that they can be kept for an indefinite time. This, however, remains to be seen, and six months must elapse till that time. The packers are reported as being most enthusiastic, and see a fortune in store if they can properly preserve their lobsters.

It is better than a gold mine, as it means fully half a million dollars a year more profit to the packers.

PURE NATURAL WATER.

The Laurentian Spring Water Co., Montreal, should make the fortune of its owners. They have a water that is so pure that no expensive machinery is required for filtering and otherwise preparing it for the market. They simply let the water run from the spring into the bottles, aerate it, and it is ready for use. In Montreal it is taking the place of many imported waters.



The Bond of Union

between man and wife is scarcely stronger than that existing between practical cooks and

Diamond Baking Powder

For Years, against vigorous opposition, and under severe tests, has it stood by the consumer—a perfect powder, pure, healthful and efficient. Its sterling merits demand attention, and its price brings it within the reach of all, while your profit is a good one.



1-lb. tins, 2 doz. in a case,	-	-	-	\$1.20 per doz.
1/2-lb. tins, 3 doz. in a case,	-	-	-	.90 per doz.
1/4-lb. tins, 4 doz. in a case,	-	-	-	.60 per doz.

W. H. GILLARD & CO.

Wholesalers Only

Hamilton

If Trade Don't Come to You You Must go After the Trade

Go after it not in person but by means of the superior quality of your stock. Put yourself in the place of the customer. You know good molasses—so do they. That's the kind to sell—that is the kind we sell—that's the kind your customer will buy. Enough said. Here is the article—the best molasses. It needs no word of recommendation to prove the merit of

BARBADOES MOLASSES

It is the best on the market and our stock is just received. We are ready to give quotations.

During July and August we close at 1 o'clock on Saturday.

SOLE AGENTS FOR CANADA.

LAPORTE, MARTIN & CIE.

Wholesale Grocers

72-78 St. Peter Street

Montreal

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

GROCERIES.

A LITTLE more interest is being taken in the sugar market in consequence of the firmer conditions in London and New York, and wholesalers are experiencing a better demand. With the refiners business is still dull. Generally speaking, the wholesale grocery trade is still quiet, although there is a better feeling, owing, no doubt, to the reaction in the outside sugar markets. Canned goods are still in demand, with prices steady. There has been a little doing in the way of futures in canned salmon. The coffee market is quiet and steady. In teas there has been a little more buying by retailers, but the market on the whole is dull. Currants continue in active demand. Almonds are reported higher in France. In foreign green fruits the feature is a stronger market on oranges. Payments are moderate.

CANNED GOODS.

There have been a few transactions in canned salmon for future delivery at \$4.75 f.o.b. on the Coast. The local demand for canned salmon is active at firm prices. Canned tomatoes and corn are still going out nicely. Surplus stocks of the latter are being rapidly cleaned out. Canned fruits are neglected. We quote: Tomatoes, 80 to 90c.; corn, 55 to 85c.; peas, \$1 to \$1.10 for ordinary; sifted select, \$1.25 to \$1.35; extra sifted, \$1.45 to \$1.50; beans 70c. up; peaches, \$2.90 to \$3 for 3's, \$1.90 to \$2 for 2's; raspberries, \$1.40 to \$2; strawberries, \$2 to \$2.45, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 80 to 90c.; gallons, \$1.90 to \$2.25; salmon, "Horseshoe," \$1.45 to \$1.50; "Maple Leaf," \$1.35; "Lion," \$1.25 to \$1.40; Lowe Inlet, \$1.25 to \$1.30, in tall tins; cohoes, \$1.15 to \$1.20; canned mackerel, \$1.20 to \$1.30; lobsters, old, \$1.90 to \$2.25 for tall tins; flats, \$2.35 to \$2.65; half tins, \$1.45 to \$1.50; ditto new tall, \$2.10; Canadian canned beef, 1's, \$1.25 to \$1.30; 2's, \$2.25 to \$2.35; 6's, \$7 to \$8; 14's, \$14.50 to \$15.50.

COFFEE.

Advices received on the Toronto market this week regarding the new crop of Rio coffee state that it is of small bean and "foxy." All the better grades of Rio are scarce. We quote green in bags: Rio, 17 to 20c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 25 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 25c.

SYRUPS.

Demand is light for syrups, and there are none offering. We quote: Dark, 30 to 32c.; medium, 33 to 35c.; bright, 40 to 42c.; corn syrup, 3 to 3½c. per lb.

MOLASSES.

A little better demand is being experienced, but the volume of business is still

light. We quote: New Orleans, barrels, 28 to 30c.; half-barrels, 30 to 35c.; Barbadoes, 21 to 35c.; half-barrels, 33 to 35c.

SUGAR.

There have been several advances in beet and cane on the London market since the latter part of last week, making a gain of from 4½d. to 6d. all told. A better feeling also obtains in New York, where the price of refined sugar is 1-16c. dearer, with buyers taking more freely. In Canada, prices are unchanged and the demand is dull, although there is a little better demand on retail account. With the advent of the fruit season and an improved demand, a good many people are looking for higher prices. We quote wholesalers' prices as follows: Granulated, 4½ to 4.70c.; yellows, 3½c. up; Demerara in bags, \$3.75 to \$3.85 per 100 lbs.

SPICES.

The market is quiet and unchanged. We quote: Pure black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; ditto, best, 28 to 30c. per lb.; allspice, 14 to 18c.

RICE.

A fair movement is reported in rice, but the demand does not appear to be as good as usual owing to the low price of sago. We quote: Standard "B" at 3½ to 3¾c.; imported Japan at 5¼ to 5¾c.; tapioca, 3¾ to 4½c.

NUTS.

Advices report the price of almonds higher in France, stocks there getting very much reduced. We quote: Brazil nuts, 11 to 12c.; Sicily shelled almonds, 25 to 26c.; Taragona almonds, 12 to 13½c.; 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.

The chief feature of the market has been the new season's Japan teas, which are beginning to arrive more freely, although there are only a few here yet. They are showing good value in the medium and better grades. Style and cup quality is good. China teas are dull, and there is not much doing in Indian and Ceylon growths. Ruling prices to retailers are: Young Hyson, 12 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

DRIED FRUITS.

The currant market continues firm. Local wholesalers are still experiencing a brisk demand. The demand appears to be mostly for Patras currants at 4¼ to 4½c. in cases and half-cases. We quote: Provincials, 3¾ to 4¼c. in bbls.; fine Filatras, in bbls., 4¼ to 4½c.; do, half-bbls., 4¼ to

4¾c.; ditto, half-cases, 4¼ to 5c.; Patras, 4¼ to 4½c.; Casalinas, cases, 5 to 5½c.; 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.

Stocks of Valencia raisins are light and the high prices ruling prevent the demand from being anything but quiet. We quote as follows: Off-stalk, 4¼ to 5c.; fine off-stalk, 5¼ to 5½c.; selected, 6¼ to 6½c., and layers, 6½ to 6¾c. California raisins, 2-crown, 4¼ to 4½c.; 3-crown, 5¼ to 5½c.; 4-crown, 6½ to 7c.; seedless, 4½ to 5c.

In California fruits a small but steady business is passing. We quote: Apricots, 8 to 14c.; peaches, 5¼ to 8½c., in bags, and ½c. per lb. more in boxes; pears, 8 to 10c.; plums, 6½c. for unpitted, and 9½ to 10½c. pitted; nectarines, 9½ to 10½c.

Prunes are quiet and without special feature. We quote as follows: Bosnias, "Sphinx" brand, "A," 65 to lb. 9c.; "B," 75 to lb. 7¾c., "U," 102 to lb. 6 to 6½c.; California prunes, 30-40, 11 to 12c.; 40-50, 9 to 10c. per lb.; 50-60, 8½ to 9½c. per lb.; 60-70, 8 to 9c.; 70-80, 8 to 8½c. per lb.; 80-90, 7¼ to 7½c.; 90-100, 6½ to 7c.; 110-120, 5½ to 6c.; Bohemian, 3½ to 4c.; French, 5½ to 6½c.

The primary market for Sultana raisins continues firm at the recent advance. Locally there is no feature to note, and the idea as to price is still 5½ to 6c.

Dates are quiet and unchanged at 4½ to 5½c. per lb.

GREEN FRUIT.

The orange market is very much firmer. There are but few Californias on the market, and ordinary Valencias have been marked up to \$8. Seville are about out of the market. In bananas, both the supply and demand are fair, with prices unchanged. The pineapple season shows signs of getting towards the close. The summer fruit market at the foot of Scott street was opened for the

"Proof Evidence"

Of its sterling worth:

Sales are crowding us at every point.

"SALADA"

CEYLON TEA

HAVE YOU TRIED IT?

Lead Packets Only.

Black and Mixed.

All Grocers.

P. C. LARKIN & CO.

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TORONTO

and

818 St. Paul St., MONTREAL

Dainty Fabrics



and delicate laces wash perfectly with



They are spared that hard rubbing that is necessary when poor soap is used, and, besides this, they don't come in contact with lye or injurious acids.

Keep clear of bad soaps. They cause dissatisfaction every time, and it is not dissatisfied customers that build up your business.

BRANCHES—

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

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

season on Monday last. There is a fair enquiry for fresh fruits. We quote as follows: Lemons—Messina, \$2.75 to \$3.50 for 360's and 300's per box. Oranges—California navels, \$3.75 to \$4.50, according to size; do. seedlings, \$2.75 to \$3.50; Valencias, 420's, \$8; Sevilles, \$2.50 to \$2.75 per box; Messinas, half-boxes, \$2 to \$2.25; ditto, boxes, \$4.50 to \$5. Bananas, first-, \$1.50 to \$2; do., seconds, \$1 to \$1.50; cocoanuts, \$4.75 to \$5 a sack and 70c. per dozen; apples, Spies, \$6 to \$7; Golden Russets, \$5; Bermuda onions, \$1.50 per small crate; Egyptian onions, \$2.25 to \$2.50 per bag; pineapples, 8 to 15c.; domestic strawberries, 11 to 12c.; domestic cherries, \$1.50 to \$1.75 per basket; cucumbers, \$2.25 to \$2.50 per crate and 40 to 50 per dozen; Mississipi tomatoes, \$2.25 to \$2.50.

BUTTER AND CHEESE.

BUTTER—There has been no material change in the situation. Buyers' and sellers' views are apart, and there is not much demand. Creamery butter, both tubs and pails, is in liberal supply, while the demand is limited. We quote: Dairy butter—Tubs, 11 to 12½c. for good to choice; low grade to medium, 8 to 10c.; pound prints, 12½ to 13c. Creamery—Tubs, 15 to 16c.; 1-lb. blocks, 15 to 17c., according to makes.

CHEESE—Market is dull. We quote: June, July and August makes, 7½ to 8c.; September and October, 8 to 9c.; new, 7 to 7½.

COUNTRY PRODUCE.

BEANS—Dull, at 80 to 90c. per bushel.

EVAPORATED APPLES—There is very little doing, and the ruling jobbing price is 5½ to 6c.

DRIED APPLES—Dull, at 3c. in a jobbing way.

EGGS—The quantities coming forward are not large, but the consumption is lighter than it was, and were it not for the fact that pickling operations are still being carried on by some firms, prices would be lower. The ruling idea as to price is 9½c., although the range runs up to 10c.

HONEY—Dull. We quote: Strained, clover, 9 to 10c.; dark 4½ to 5c.; comb, clover, \$1.80 per dozen; dark, 80c. per dozen.

POULTRY—Practically none on the market. We quote: Turkeys, 9 to 12c.; geese, 7 to 8c.; chickens, 40 to 60c.; ducks, 60 to 90c.

MAPLE SYRUP—Trade is quiet, with prices unchanged. We quote: Imperial gallon tins, 90c.; 5-gallon tins, 80c.; barrels, 75c. per gallon.

POTATOES—The scarcity noted last week still exists, and prices are higher. On track 22c. per bag has been paid, but from 2 to 3c. more would probably be paid on track today. Out of store 25 to 30c. is being asked.

PROVISIONS AND DRESSED HOGS.

A steady trade is reported in provisions, although most of the dealers decline to buy in any other than small quantities. Owing to the low prices ruling for lard, the quantity being consumed is larger than usual, while very little attention is being paid to compounds.

DRY SALTED MEATS—Long clear bacon, 5½ to 5¾c. for carload lots, and 6 to 6¼c. for small lots; backs, 7¼ to 7½c.

SMOKED MEATS—Breakfast bacon, 9½ to 10c.; rolls, 7c.; hams, large, 22 lbs.

and over, 8½ to 9c.; medium, 15 to 20 lbs 9½c.; small hams, 10c.; backs, 9 to 9½c.; picnic hams, 7c.; all meats out of pickle, 1c. less than above.

LARD—Pure Canadian, tierces, 7¼c.; tubs, 7½c.; pails, 7¾ to 8c.

BARREL PORK—Canadian heavy mess, \$12.50 to \$13; Canadian short-cut, \$13 to \$13.50; clear shoulder mess, \$10.50 to \$11.

FISH.

There are no new features to note, business being quiet and unchanged. We quote: Lake Erie herring, 2½ to 3c. per lb.; blueback herring, \$1.25 per 100; pike, 4½ to 5c. per lb.; Restigouche salmon, 18 to 20c.; steak cod, 6½ to 7c.; haddock, 5c.; whitefish, 7 to 9c.; salmon trout, 6½ to 7c.; eels, 5 to 6c. per lb.

GRAIN, FLOUR, FEED, ETC.

GRAIN—There is not much coming forward. Prices are easier. We quote: White wheat, 72c.; red, 70c.; goose, 49 to 50c.; barley, 31 to 35c.; oats, 23 to 23½c.; peas, 50 to 52c.

BALED HAY—Dull at \$12 to \$13 for No. 1.

FLOUR—There is practically no demand. Straight rollers offered at \$3.40 in barrels middle freights west, and in bags at \$3.30.

BREAKFAST FOODS—Trade is quiet and prices rather weak. We quote: Standard oatmeal and rolled oats, \$2.75 to \$2.85; rolled wheat, \$2.25 in 100-lb. barrels; corn meal, \$2.50; split peas, \$3.25 to \$3.50; pot barley, \$3.25 to \$3.50.

SALT.

There has been a good demand for carload lots throughout the country, business in this line having improved during the

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

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

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

The Hilliard House, Rat Portage

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

Wm. H. Dunn

Manufacturers' Agent and Grocery Commission Merchant

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

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

Ask the Wholesale Houses for

Rossiter's Household Brushes

THE BEST.

GEO. ROSSITER - TORONTO

10 to 14 Pape Avenue.

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Established 1870.

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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YOU DESIRE TO INCREASE YOUR TRADE . . .

The most certain way to do so is to handle

J. F. ROGERS'

JUSTLY CELEBRATED

Breakfast Bacon, Hams and Choice Backs.

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

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

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TORONTO

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Lemons

Lemons

Now is the time to buy your Summer Stock. . . .

We are large importers.

WRITE US FOR PRICES.

CLEMES BROS., TORONTO

week. We quote at Toronto: In carload lots, \$1 per barrel, and 60c. per sack; in less than carload lots, \$1.50 per barrel and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

HIDES, SKINS, WOOL AND TALLOW.

HIDES — Unchanged, with limited demand. Dealers pay 5c. for No. 1, 4c. for No. 2, 3c. for No. 3. Cured hides firm at 5 1/2 c.

CALFSKINS—Market is dull at 6c. for No. 1 and 4c. for No. 2. Lambskins are firmer at 30c., and pelts, 15c.

WOOL—Trade dull and prices unchanged. New fleece brings 17 to 18c., rejections, 15c., and unwashed, 11c. Pulled supers are 19 1/2 to 20c., and extras, 21c.

TALLOW—Unchanged at 3 1/4 to 4c. for rendered and 1 1/4 c. for rough.

PETROLEUM.

Trade continues fair with prices a little lower on some lines. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 16c.; carbon, safety, 18c.; Canadian water white, 18c.; American water white, 20c.; Pratt's astral, 22c.

MARKET NOTES.

Oranges are dearer on the local market. The outside sugar markets are stronger. Potatoes are scarce and dearer on the Toronto market.

There has been a slight decline since last week in the price of glucose.

The fruit market on the Esplanade at the foot of Scott street was re-opened on Monday for the season.

Advices to P. L. Mason & Co. report stocks of almonds in France very much reduced and prices higher.

QUEBEC MARKETS.

MONTREAL, June 11, 1896.

GROCERIES.

THERE is little or no improvement in the volume of business in staple groceries, which continues limited in all leading lines. Sugar is firmer this week in the outside markets, but the local market is dull. The same weak feeling prevails in molasses, which has taken a complete somersault. New Japan teas have been moving in a quiet way, but there is no great urgency shown on the part of buyers. Dried fruits of all kinds are firm, stocks of California and Valencia raisins and European and California prunes being almost exhausted. In canned goods jobbers have

DON'T FORGET . . .

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

Graham, McLean & Co.

Produce Commission Merchants

77 Golborne St. TORONTO.

A. T. CLEGHORN

General Commission Agent

Correspondence solicited. **LONDON, CAN.**

Bright & Johnston

Wholesale Fruit Importers and Commission Merchants.

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

To Manufacturers

OF GROCERS,' DRUGGISTS' AND CONFECTIONERS' SUN-DRIES AND SPECIALTIES...

We are open for a few first-class agencies. Will carry stock if necessary.

THE WESTERN STORAGE & COMMISSION CO.

420-422 Ridout St., London, Ont.

ESTABLISHED 1892.

Butter and Eggs WANTED NOW!

Rutherford, Marshall & Co.

General Produce and Commission Merchants

62 FRONT ST. EAST, - TORONTO.

Egg Cases supplied on application.

Correspondence Solicited.

THE MOUNT ROYAL MILLING & MFG. CO.

have received their first supplies of New Crop Rice, and have now ready for delivery the following

NEW GRADES OF RICE:

"N.J." Burmah "Royal" Patna
"Crystal" Japan "Imperial" Seeta Patna

Also the following New Grades, well worth the especial attention of consumers:

"J" Seed Java "Polished" Patna

D. W. ROSS CO.

514 Board of Trade Bldg. **MONTREAL**

4TH Brand HAMS, BACON, LARD

All finest quality.

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

SOMETHING NEW : GRAHAM CRACKERS

Put up in attractive, neat 1-lb. packages, perfectly air-tight.

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

plentiful supplies of all kinds, and there is little prospect of advance in values, but rather the other way on several leading lines.

SUGAR.

Sugar has been demoralized since our last report, and prices are lower all round owing to weakness outside as well as cutting from first hands on spot. All these causes have resulted in a decline of $\frac{1}{8}$ to $\frac{1}{4}$ c. all round, and demand is slow at the decline, while stocks in both refiners' and jobbers' hands are ample for some time to come, even when the preserving enquiry commences. At this writing refiners are free sellers of granulated at $4\frac{1}{2}$ c., and it is quite possible that a jobber could buy a round lot for even less money. In consequence of this easiness in first cost jobbing prices have been reduced as follows: Granulated, $4\frac{3}{8}$ to $4\frac{3}{4}$ c., and yellows, $3\frac{3}{8}$ to $3\frac{3}{4}$ c. The present week, however, has opened up with the outside markets stronger.

SYRUPS.

There has been no change in the syrup market. Offerings are light, but demand is limited, and prices are unchanged at $1\frac{1}{2}$ to $2\frac{3}{4}$ c. per lb. as to quality.

MOLASSES.

The molasses market has developed a feverish, unsettled feeling in consequence of advices from primary markets, the latter having taken a regular somersault from their previous strong position. As a result of this, round lots are offering at a decline of 1c. on last week's figures, and the Guild, to meet the decline, have shaded their prices to a proportionate extent. They are now quoting car lots of Barbadoes at 30c. and smaller quantities 31c., with Porto Rico selling at the same money. There are many complaints about the quality of the first receipts of new stock of Barbadoes. This bears out the information from the islands given by THE CANADIAN GROCER early in April that this molasses was not showing the same quality as the previous year. Demand here from retailers is exceedingly slow.

RICE.

A fairly active business for the season is reported in rice, there being a good demand for small lots at steady prices. We quote: Crystal Japan, \$4.75 to \$5; standard B., \$3.45; polished Patna, \$4.75 to \$5; Carolina, \$6.50 to \$7.50; and Java \$3.75 to \$4.

SPICES.

There was no change in the spice market, business being of a very quiet, jobbing character. We quote as follows: Pure black pep-

per, 10 to 12c.; pure white, 15 to 22c.; pure Jamaica ginger, 20 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; ditto, best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 60 to 90c.

COFFEE.

There is little change in the coffee market. Some low prices are reported on round lots of Maracaibo and Rio, but they have not led to any alteration in jobbing values, which rule unchanged. We quote: Rio, $16\frac{1}{2}$ to 19c.; Maracaibo, 18 to 19c.; Java, 28c.; and Mocha, 29c.

TEAS.

The tea market exhibits no material change from its position of a week ago. There have been sales from first hands of some of the recent arrivals of new crop Japans all the way from 25 to 28c., and several lots have also been sold to arrive on the same basis. The second shipments are due at Vancouver this week, and two or three carloads are expected in Montreal in the course of a fortnight. Black teas appear to be scarce and are firmly held. We quote as follows: Young Hysons 10 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45 for high grades; China Congous, $11\frac{1}{2}$ to 18c. for mediums, and 25 to 55c. for high grades; Japans, 12 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for higher grades.

DRIED FRUIT.

Stocks of California raisins are greatly reduced on spot, and there have been few or no arrivals during the past week. Stocks of 2 and 3-crown fruit are entirely exhausted, and we omit quotations on them this week for this reason. The jobbing houses have a small supply of 4-crown fruit which they are holding firm at $6\frac{1}{2}$ to $6\frac{3}{4}$ c.

The same firmness characterizes the position on Valencia raisins. For '94 ordinary off-stalk, holders are firm at $4\frac{1}{2}$ c., while '95 fruit cannot be had under $4\frac{1}{2}$ to 5c. Fine off-stalk are almost nil, and $5\frac{1}{4}$ c. is asked for what remains, while selected are quoted at $5\frac{1}{2}$ to 6c., with layers, $6\frac{1}{4}$ c.

The stock of Sultanias is exceedingly light, and no orders can be filled under 6 to 7c. this week.

Currants continue firm and unchanged at $4\frac{1}{2}$ to $5\frac{1}{2}$ c., as to grade.

Stocks of prunes of all kinds are down to bed rock. Bosnias are held firm at 6 to $6\frac{1}{2}$ c., and French at 5 to $5\frac{1}{2}$ c. The inside price on California prunes this week is $8\frac{1}{2}$ c., and they range up to 12c., according to quality.

Figs continue the same at $8\frac{1}{2}$ to 9c. for ordinary and 12 to 17c. for fancy brands.

Dates continue featureless at 5 to $5\frac{1}{4}$ c.

NUTS.

There have been some small receipts of both Grenoble walnuts and Tarragona almonds this week, and prices on both are somewhat lower. Shelled walnuts are also offered rather lower. We quote: Grenoble walnuts, 10 to $11\frac{1}{2}$ c.; filberts, $7\frac{1}{2}$ to 8c.; Tarragona almonds, 10 to $10\frac{1}{2}$ c.; and shelled walnuts, 15 to 16c.

CANNED GOODS.

There is no change in canned goods. Sales agents continue to repeat \$4.50 to \$4.75 f.o.b. on the Coast for salmon, but the stock of these goods in jobbers' hands is more than sufficient to last them a long while, and there is no hurry to place orders. We quote: Tomatoes, 75 to 85c.; corn, 65c.; peas, \$1 to \$1.10 for ordinary; sifted select, \$1.25 to \$1.35; extra sifted, \$1.45 to \$1.50; beans, 70c. up; peaches, \$2.90 to \$3 for 3's, \$1.90 to \$2 for 2's; raspberries, \$1.40 to \$2; strawberries, \$1.80 to \$2.45, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 85 to 90c.; gallons, \$1.90 to 2.25; pumpkins, 75 to 85c.; salmon, "Horseshoe," \$1.40 to \$1.45; "Clover Leaf," \$1.35; "Lion," \$1.37 $\frac{1}{2}$ to \$1.40; Lowe Inlet, \$1.27 to \$1.30, in tall tins; cohoes, \$1.15 to \$1.20; canned mackerel, \$1.15 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, \$1.25 to \$1.35; 2's, \$2.15 to \$2.25; 6's, \$7.25 to \$8; 14's, \$15 to \$16.50.

GREEN FRUIT.

The green fruit market generally, except in the case of apples and pineapples, has an easy tendency. The stock of the former is all gone, while the latter are very firm at American points. We quote: Apples, \$5 to \$6; dried do., 3 to $3\frac{1}{2}$ c.; evaporated, $5\frac{1}{2}$ to 6c.; bananas, \$1.15 to \$1.50; pineapples, 17c., and strawberries, 9 to 10c.; lemons, \$2 to \$3.50; oranges, \$1.50 to \$3.50, according to brand and package.

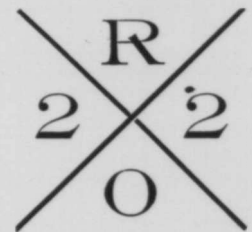
COUNTRY PRODUCE.

EGGS—Choice eggs have developed a firmer feeling under an improved demand, but seconds are over-plentiful and a regular drug on the market. We quote: Firsts, 9 to $9\frac{1}{2}$ c., and seconds, $7\frac{1}{2}$ to 8c.

MAPLE PRODUCTS—These are practically off the market.

BEANS—The market for beans was easier, and choice hand-picked in car lots were

"STRATHROY"
CANNED GOODS





FINEST GROWN

Chase & Sanborn's "SEAL" Brand

JAVA....
and
MOCHA

Coffee

Is incomparably the **Finest**
and **Most Delicious** Coffee
the world produces.

DO YOU HANDLE IT ?

If so send us your address and
we will forward you a package
of " **BROWNIE** " books.

Sales increasing daily. Repeat Orders in every case.

Every package absolutely guaranteed.

The only uniformly blended package Tea on the market.



Retailed at 30, 40, 50, 60 and 80 cents per lb.

IN LEAD PACKAGES ONLY

THE EBY, BLAIN COMPANY LTD.

WHOLESALE IMPORTING AND MANUFACTURING GROCERS

TORONTO - - ONTARIO

offering at 70 to 75c., while small quantities sold at 85 to 90c.

POTATOES—In potatoes some business was done, and car lots changed hands at 26c. per bag. Small quantities brought 30 to 35c.

TALLOW—Continues dull and nominal at 4 to 5½c., as to quality.

HOPS—Without movement at 6 to 7½c. for choice, and 5c. for fair stock.

HONEY—Continues slow and unchanged. We quote: Bright comb, 12 to 14c.; dark do., 10 to 12c., and extracted, 7 to 8c.

HAY.

There was a firmer feeling in the market, and prices advanced 25c. per ton, with sales of car lots of No. 1 at \$13.25, while No. 2 was quiet and steady at \$10.50 per ton on track.

PROVISIONS.

The demand for pork continues of a limited character, and sales are in small lots at \$12 to \$12.50 for clear cut, and at \$12.50 to \$13 for mess, but holders would no doubt shade these figures for round lots. In hams and bacon a fair amount of business was done at steady prices. We quote: Canadian short cut, clear, \$12 to \$12.50; Canadian short cut, mess, \$15.50 to \$13; hams, city cured, per lb., 7½ to 9½c.; lard, Canadian, in pails, 8c.; bacon, per lb., 8½ to 9½c.; lard, com. refined, per lb., 6¼c.

FLOUR, MEAL AND FEED.

There has been a better demand this week for flour, both Ontario and Manitoba grades furnishing activity. Prices generally are steady and unchanged. We quote: Winter wheat, \$3.90 to \$4.10; spring wheat, patents, \$3.80 to \$4; straight roller, \$3.65 to \$3.75; straight roller, bags, \$1.70 to \$1.80; extra, bags, \$1.40 to \$1.55; Manitoba strong bakers', \$3.30 to \$3.75.

Oatmeal is easier all round than it was eight days ago, and continues weak at the decline. We quote: Standard, barrels, \$2.90 to \$3; granulated, barrels, \$3 to \$3.10; rolled oats, barrels, \$2.70 to \$2.75; rolled wheat, per 100 lbs., \$2.40 to \$2.50.

Although the demand for feed was active from both Ontario and Quebec points, the tone of the market was weaker, and prices declined 50c. per ton. Bran sold at \$12, including sacks; shorts at \$13, and mouillie at \$16 to \$18, and in some cases as low as \$15 has been accepted. We quote: Bran, \$11 to \$12; shorts, \$12 to \$13; mouillie, \$16 to \$18.

CHEESE AND BUTTER.

The cheese market has developed more activity since our last, chiefly on speculative buying and purchases to cover short sales for export, which have been rather extensive. In French cheese over 6,000 boxes have changed hands at an advance of ¼ to ¼c., at 6½ to 6¾c., while 3,000 boxes of Townships make changed hands on Monday and Tuesday at 6¾c. In addition to these purchases and the sales at the different country boards, the May make of two big Eastern Ontario combinations have been bought at 6½ to 6¾c. at the factory, the deal comprising possibly 15,000 to 20,000 boxes. Estimates vary as to the aggregate short sales of June cheese for July shipments. A conservative figure would be between 45,000 to 50,000, at prices ranging all the way from 38s. down to 32s. 6d. The shippers could not afford to pay more than 6¼ to 6½c. on the inside basis. It is possible, therefore, that a good deal of the recent purchases in the country will go out to fill these short sales. In this connection the

country is sold up much cleaner than it has been before at this period of the year. Reference has been made to the fact that the volume of the make for the entire country is not up to that of last year. The receipts at the wharf to-day tend to strengthen this idea, for they were 1,000 boxes below those for the same day last season. In fact, no single section gives any sign so far of increasing its output. The exports to date, in addition to this, are short by 42,000 odd boxes of what they were last year.

The butter market continues dull, and unless exporters take a hand soon, will certainly go lower. The make in contrast to cheese is larger than last year, if the receipts are any criterion, while the exports on the other hand are away behind. Last week over 8,000 tubs of butter were received in Montreal over the two railways as compared with 3,000 last year. Local jobbers are still paying 16c. for late made creamery. But it is doubtful if they would take a line at that price, and shippers' ideas range from 15¼ to 15½c., with possibly a fraction or so more in the case of creamery in boxes, but the receipts of butter in this kind of a package are exceedingly light.

ASHES.

There has been no change in the ashes market, which continues quiet and steady. We quote: Firsts, \$3.60 to \$3.65; seconds, \$3.30, and pearls, \$4.80 per 100 lbs.

MONTREAL NOTES.

There are no low-priced California prunes now available on this market, the best inside figure on these goods this week being 8c.

Both granulated and yellow sugars at the refineries are weak at the decline, viz., 4½c. for granulated, and 3¼ to 3¼c. for yellows.

The molasses market shows no symptoms of recovery from its sudden somersault, and the Guild's prices show another decline of 1c. all round.

All the 2 and 3-crown California raisins have been entirely cleaned up off this market. There are only 4-crowns left, and they are held strong.

The second direct shipments of new Japan teas arrived at Vancouver on Wednesday of this week. They are expected to arrive in Montreal in two weeks time.

Montreal jobbers generally report having ample stocks of canned salmon to carry them along some time. Sales agents, therefore, find it impossible to book any contracts on new pack.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., June 11, 1896.

BUSINESS is quiet and will be till after the election. Travelers say it is almost useless to be on the road, as people will not talk anything but politics. They say the people through the country not only as a rule talk more politics than city people, but they know more about them. This is rather an off season in groceries at best, and the unsatisfactory state of the markets does not tend to help the matter. As always there are the bright spots, there is a good demand for

deals from Great Britain, also from South American ports for such lumber as their trade calls for. Recent rains have much improved the condition of the country, and although there is still a quantity of logs hung up, there are not as many as was feared. Collections are but fair, money being hard to get. The principal market of interest is molasses, but profits, owing to an easy market, and fairly large stock, are not very satisfactory. Fresh fish move freely and at this season dealers are very busy.

OIL—With the long days now here the movement in burning oil is very light. Prices show no change. There is a fair demand for lubricating and paint oil, but the movement at this season is always limited. We quote: American burning oil, 22½c.; best Canadian, 20½c.; prime, 18c.; no charge for barrels.

SALT—This also is particularly quiet at present. There are no arrivals; sales are light and stocks fully equal all demand, with prices low. There is some movement for dairy and cheese purposes, but this demand is at best a limited one. For retail grocery trade the demand is for 10 and 20-lb. wood boxes and 4-lb. cartoons. We quote: Coarse, 48 to 50c.; fine factory-filled, 95c. to \$1.20; 5-lb. bags, \$3.25 per bbl.; 10-lb. bags, \$3 per bbl.; 20-lb. boxes, 20c.; 10-lb. boxes, 12c.; cartoons, \$2 per case of 2 doz.; salt, bulk, \$2.65 to \$2.70 per bbl.

CANNED GOODS—This is beginning to be a market of interest. Some few cars are reported sold for fall shipment. Some canners, and they are among those best known, sell at a price guaranteed against lower prices on the part of outside houses. Although this may be of some advantage to the buyer, and may aid the canner in getting orders, and getting them early in the season, it is a very bad principle, is not business, and can only lead to trouble and dissatisfaction.

Joseph Carman

Mercantile Broker and
Manufacturers' Agent,

Correspondence Solicited.

References—
All wholesale Grocers.

WINNIPEG, MAN.

J. J. DUFFY & Co.

Importers and Wholesale

Coffee and Spice
Merchants . .

Canada Mills 375 St. Paul Street . . MONTREAL

FRESH STRAWBERRIES
.....AND CHERRIES

WRITE FOR OUR PRICES.

Titterington & Co. St. Catharines, Ont.
Grocers and Dealers.

HANBURY A. BUDDEN
ATTORNEY AND SOLICITOR

OFFICE FOR

Patents Trade Marks
Etc. MONTREAL

BEARDSLEY'S SHREDDED CODFISH
TRADE MARK

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

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

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

"COTTAMS"
BIRD SEED

Is full weight.
Is absolutely clean.
Is never sold in bulk.
Is most profitable to handle.
Is most attractive shelf goods.
Is the only seed containing patent "BIRD BREAD."
Is most accurately prepared by an experienced fancier.
Is the only bird food you are really safe in recommending to your customers.

ALL WHOLESALERS.

Dawson & Co.
FRUIT
PRODUCE
and COMMISSION MERCHANTS

32 WEST MARKET STREET
TORONTO.

GEORGE McWILLIAM. FRANK EVERIST.
TELEPHONE 645.

McWILLIAM & EVERIST
GENERAL FRUIT
Commission Merchants
25 and 27 Church street,
TORONTO, ONT.

Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.
All orders will receive our best attention.



**SHORT
ROLL
BACON**

is cured in the same way as the Ham, is Boneless, and put up in such a way that it will not come apart when cut.

We are offering a fine line at unusually low prices. You will like them.

F. W. FEARMAN
HAMILTON

Of the new goods corn is quoted lowest, then peas, and tomatoes held highest. For spot goods tomatoes are scarce and higher. Peas are also a very small stock. Corn seems plentiful and low. Some retailers sell tomatoes as low as jobbers' prices. New haddies are on the market at prices lower than last year. Lobsters continue firm at the high price. American packers are pushing canned meats, but dealers are well supplied. We quote: Corn, 80 to 85c.; peas, 95c. to \$1; tomatoes, 85 to 90c.; gallon apples, \$2.20 to \$2.25; corned beef, 2-lb. tins, Canadian, \$2.40; American, \$2.70; 1-lb. tins, \$1.50 to \$1.60; oysters, 2's, \$2 to \$2.25; 1's, \$1.60 to \$1.65; peaches, 3's, American, \$2.45, Canadian, \$2.85; 2's, \$1.90 to \$2; pineapple, Canadian pack, \$2 to 2.40; salmon, \$1.40 to \$1.50; lobsters, \$2; haddies, \$1.25 to \$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—There is no new feature. A large business is doing. Some Valencia oranges continue to arrive, but the quality is but fair. Messinas have the largest sale. Lemons have a large sale at this season, and the price continues low. Very few, if any, tomatoes are arriving. Rhubarb has not been so plentiful during the past week, and is quoted rather higher. Strawberries arrive freely, and are of good quality. Pineapples are also in much larger supply, and are marked lower. The sale of cabbage is very small. In bananas there is a large movement, and the fact that to prevent loss sale has to be pushed, increases the business. We quote: Lemons, \$3 to \$3.50; Valencia oranges, \$7 to \$7.50; Jamaica oranges, \$5 per barrel; Messina oranges, \$3.50 to \$4; blood oranges, \$2.25 to \$2.50; pineapples, 10 to 12c.; cranberries, \$3.25 per box; bananas, \$1 to \$2.50; strawberries, 12 to 15c. per box; rhubarb, 2c. per lb; cucumbers, \$1 per doz.

DRIED FRUIT—This line is still very dull. There is nothing to be said but has been said again and again. In evaporated apples the feeling is firmer, and rather higher prices would not surprise, but demand is light. There is nothing to encourage holders of dried apples. An offer was received from Toronto of 2 1/4c. for a few cars good Nova Scotia, but holders preferred to hold. A few orders for immediate shipment for currants continue to go forward. They are imported direct, New York houses not being able to compete. Onions have good sale, both Bermuda and Egyptian moving freely; the former are much liked on account of being mild. There is a fair demand for dates, but prunes are dull. We quote: Valencias, 4 1/2 to 5c.; layers, 5 1/2 to 6c.; California L. M. 3-crown, 5 to 6c.; London layers, \$1.70 to \$1.85. Currants, bbls., 3 1/4 to 4c.; cases, 4 1/4 to 5c.; cartoons, cleaned, 7 1/2c.; bulk, cleaned, 6 1/2c.; prunes, boxes, 6

Consignments of
BUTTER, EGGS and all kinds of Produce
handled to the best advantage
Prompt returns.
H. F. PRICE 102 Foundling Street
MONTREAL

WHEREVER
Brock's Bird Seed
is sold it gives satisfaction to the customers, for they come again for the same seed. Ask your wholesaler for it.

NICHOLSON & BROCK - TORONTO

**HAMS
BREAKFAST BACON
LARD**
OUR WELL KNOWN BRAND
Write for prices.

WM. RYAN
70 and 72 Front St., East,
TORONTO

S. K. MOYER,
COMMISSION MERCHANT
Wholesale Dealer in . . .
Oysters, Finnan Haddies, Fresh and Frozen Fish, Oranges, Lemons, Almeria Grapes, Cranberries and Dates
76 COLBORNE ST.,
TORONTO, ONT.

WHEN YOU KEEP . . .
**Maple Leaf Brand
Smoked Meats**
Your trade increases; your customers are pleased, because **Maple Leaf Brand** is the best.
D. GUNN, BROS. & CO.
TORONTO

Fancy California Washington Navel and Seedling
ORANGES

Choice and Strictly Fancy Lemons
Finest Bananas
PRICES RIGHT
Arriving Weekly
HUGH WALKER & SON, Guelph, Ont.

to 7c.; half-boxes, 7 to 8c.; dates, 4½ to 5c.; dried apples, 5c.; evaporated apples, 6½ to 7c.; onions, \$1 to \$2; Bermuda onions, \$1.50 to \$1.75 per crate; cocoanuts, \$3 to \$4.50 per 100 lbs.; figs, 9 to 10c.; Sultana raisins, 7 to 8c.

DAIRY PRODUCE—Eggs hold their own in price, but there is very little demand. In cheese quite a quantity have come in from Ontario, principally about 30-lb. cheese. Prices have been easy and have fallen off somewhat. At present the market is a dull one. It looks as if many of our local factories would not start, not at least until (or it might be better to say unless) a better market is noted. This is true chiefly of the smaller factories. Local creameries are finding it hard to sell butter, owing to low prices quoted from Ontario and Quebec, some of which butter gives good satisfaction. We quote: Common dairy butter, 10 to 14c.; dairy, 16 to 17c.; new creamery prints, 20c.; Cheese, 8 to 9c.; creamery, tubs, 17 to 19c.; eggs, 9 to 10c.

SUGAR—Demand is still very quiet, and though prices are held firm, they are such as show small profit. The large stocks held have given little satisfaction to the holder and are getting well sold. We quote: Granulated, 4¾ to 4¾c.; yellow, 4 to 4¾c.; Paris lump, 5¼ to 5½c.; powdered, 5¼ to 5½c.

MOLASSES—Market has been a disappointing one. Barbadoes at the island is reported down to as low a point as it has been of late seasons. This caused a weak market here, though none of the lowest priced goods could get here for six weeks at least, and then the quality would not be likely to turn out equal to that so far received. A cargo of Porto Rico is to hand and another daily expected. This grade is also lower, but on account of quality it has a large sale. Other grades are dull. We quote: Barbadoes, 29 to 30c.; Porto Rico, 32 to 34c.; New Orleans, bbls., 30½ to 36c.; syrup, 36 to 38c.; Antigua, 26 to 27c.; St. Croix, 28 to 29c.; Nevis, 25 to 26c.; Trinidad, 30 to 31c.

FISH—Dry fish are marked lower, sale being dull. The new fish are coming in. The present price is very low for new fish. Pickled show little movement, and price is just average. Few new have yet been received. The market for smoked herring shows no improvement in either demand or price. There is an active fresh fish market. Large numbers of Gaspereaux are being caught, and what was thought would be a small catch will be at least as large as usual. Those caught now are chiefly packed and sold as alewives, although quite a quantity are still sold fresh and smoked. In shad the catch is about over, and has been small. There is, however, another run in the fall. Salmon are the fish now, and there is just a fair catch and the quality is good. These are almost all sold fresh. Large numbers are being shipped. Our harbor-caught salmon are a particularly fine fish. Lobsters hold firm, and there is a fair catch. We quote as follows: Large cod, \$3.00 to \$3.25; medium, \$2.75 to \$3; pollock, \$1.25 to \$1.30; bay herring, \$1.20 to \$1.25 per half bbl.; new smoked, 4 to 5c.; Canso, \$4 to \$4.50 per bbl.; shad, half-bbl., \$5; Shelburne, \$2.50 to \$2.75 per bbl., \$1.65 half-bbl.; boneless, 2½ to 8c.; fresh Gaspereaux, 50c.; smoked do., 90c. to \$1; fresh shad, 9 to 10c.; sa'mon, fresh, 10 to 12c. per lb.; lobsters, 5 to 6c.; smoked salmon, 20c.

PROVISIONS—Pork is dull and low, with mess, of which the stock held is almost all domestic, bringing about the same price as clear, of which there is still a large stock

here. Beef shows little if any change, and it holds its price well. Lard is easy, with American offering freely at a low price that leads to sales. Stocks of lard are too large for the season. Smoked meat is quiet, with rolls very low, but no demand whatever. We quote: Clear pork, \$15 to \$15.50; mess, \$14 to \$14.50; beef, \$13 to \$14; domestic mess pork, \$14 to \$14.25; hams, 10 to 11c.; rolls, 7½ to 8c.; pure lard, 9 to 9¼c.; compound, 7 to 7½c.

FLOUR, FEED AND MEAL—Flour is a light sale, with prices easy and rather lower. Cornmeal is largely sold, and is still quoted at the low price. Beans are a small movement, though low; they are off season; stock is large. Feed is very quiet. Sale of seed is over. Dealers are well pleased with the season's business; prices held well, and a very large quantity was handled. The late rains have much improved prospects for hay. Old is better cleared up than for a long time. Oats are a slow sale. We quote: Manitoba, \$4.50 to \$4.60; best Ontario, \$4.40 to \$4.50; medium, \$4.25 to \$4.30; oatmeal, \$3.15 to \$3.30; cornmeal, \$2 to \$2.10; middlings, \$18 to \$21 on track; bran, \$17 to \$18; hand-picked beans, \$1 to \$1.10; prime, 90c. to \$1; oats, 33 to 34c.; hay, \$11 to \$12; barley, \$3.50; round peas, \$1.10 to \$1.20; split peas, \$3.40 to \$3.50; yellow-eye beans, \$1.75; buckwheat, native, \$1.30 to \$1.35; American timothy, \$2; Canadian timothy, \$2.75; red clover, 9 to 9½c.; alsike, 9¼ to 9½c.; mammoth, 9¼ to 9½c.

ST. JOHN NOTES.

The Clearing House reports the amount of business for the past week as \$593,880.

D. M. Doherty, late with W. Frank Hatheway, is now on the road for Baird & Peters.

Mackerel catch continues large. Five hundred barrels fresh were shipped to Boston one day last week.

St. John salmon have no equal. John Sealy daily receives large quantities of these fish, which are largely shipped west.

Everything points to a most successful exhibition here next fall. The committees are now hard at work. Much space has already been taken.

Quantities of "Golden" and "Thistle" brands of canned haddies are on the move. They are brought by schooner from Nova Scotia and shipped west by rail.

Charles A. Phillips, of Bristol, Carleton county, general dealer, who some months ago asked for an extension of time, this week made an assignment. Liabilities, about \$14,000.

Summer travel has set in. A large movement is expected. The number of Americans coming this way is larger every year. Through our provinces they have cool, fine weather and beautiful scenery.

Mr. Thos. Gorman has received a consignment of new Grand Manan dulce. A large quantity is retailed in the city; also a large quantity is shipped to the American market. A little finds its way to Ontario.

The retail grocers should now close their stores early at least five evenings a week. No clerks work harder or go to work earlier

Bellhouse, Dillon & Co.
MONTREAL

CHEMICAL IMPORTERS

Sal Soda Bicarb Soda Sulphur
Bluestone Borax Epsoms, etc.

We Solicit . . .

Your consignments of all kinds of Produce.

Prompt returns. Correspondence invited.
References—Bradstreet's Agency.

H. P. Gould & Co.

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

ALBERT PAIN . . .

36 Merrick St.,
HAMILTON, ONT.

PRODUCE AND COMMISSION MERCHANT

Strawberries and spring vegetables are now in. All orders promptly attended to.

TELEPHONE 1211.

E. T. STURDEE

Mercantile Broker,
Manufacturers' Agent,

ST. JOHN, N.B.

Etc., Etc.

Wholesale trade only.

EPPS'S COCOA

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

Special Agent for the Dominion

C. E. COLSON - MONTREAL

Pure Made under Government supervision. Quality and flavor

Unexcelled. . . .
Strength
guaranteed

Vinegars

BADGEROW, SCOTT & CO.

JARVIS ST. TORONTO
79 and 81.

The Confidence of Your Customers

Is what you want to make your business successful. You can only obtain it by selling the best goods.

"GOLDEN" FINNAN HADDIES

Are everywhere acknowledged to be the "Best Canned Haddies" on the market. Sell "Golden Haddies" and note the increase in your sales in that line.

New Pack Now Ready

NORTHROP & CO.

St. John, N.B.

LUMSDEN BROS., Hamilton

Be to advise the Grocery Trade that they have placed on the market a special line of **Shredded Coconut** at 10c. per pound net, to meet the present cut price. They still manufacture the best goods in Canada.

Write for samples and quotations; at same time order

Jersey Cream Baking Powder

If you have not kept this line, send for case of each size, and we will send you a nice show card.



Standard Shredded Coconut Cream Shredded Coconut Feather Strips Coconut

Our Reputation

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

"KENT"

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

THE . . .

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

One quart-

Of adulterated Vinegar sold to a customer destroys the confidence they have in buying goods from you, and makes you liable to prosecution.

Our White Wine, Cider and Malt Vinegars

Are absolutely pure and meet all the requirements of the law. Write for quotations.

T. A. LYTLE & CO. Vinegar Manufacturers
TORONTO

French Prunes

1-2 cases each 28 lbs. net

This line is a good seller and one that will pay you.

JOHN SLOAN & CO.

Wholesale Grocers TORONTO

WORLD-RENOWNED BEE BRAND CEYLON TEAS

Awarded Five Gold Medals. Guaranteed Pure and Wholesome. Direct from the Gardens. In Half and One Pound Packets.

WARREN BROS. & CO.

Wholesale Grocers,
35 and 37 Front St. East, Toronto.

California Fruit

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

AT ROCK BOTTOM PRICES

T. KINNEAR & CO.

Wholesale Grocers
49 Front St. E., TORONTO.



50 Casks Best Imported Chicory

EWING, HERRON & CO.

Coffee and Spices
. . . MONTREAL

A GOOD SELLER To know is to appreciate.



W. CLARK - MONTREAL

We have just received a shipment of

R. MONBADON

Olives French Peas Sardines BONE-LESS

PERKINS, INCE & Co.
TORONTO.

We are offering this week some rare values in

VALENCIA . .
MALAGA . .
AND . .
CALIFORNIA

Raisins

SMITH & KEIGHLEY
9 Front St. E. TORONTO.

than grocery clerks, and during the hot summer weather they should have their evenings.

Mr. Harry Dalley, who was so successful in placing a quantity of Lytle's pickles and jams with the wholesale trade, has much reason for satisfaction in the reports he receives from the merchants regarding the quality of the goods.

HINTS TO BUYERS.

JOHN SLOAN & CO. are in receipt of a line of French prunes in 28-lb. boxes, which show extra good value.

See "Mascot" on page 9 of this issue.

Laporte, Martin & Cie. will, during July and August, close on Saturdays at 1 o'clock.

Durkee's salad dressing, large and small size, is now in store with Lucas, Steele & Bristol.

The Eby, Blain Co., Ltd., report the sales of their "Kolona" Ceylon tea to be rapidly increasing.

H. P. Eckardt & Co. have a shipment of new pack canned strawberries. Quality extra good.

M. Masuret & Co., London, are just in receipt of an assortment of Batger's "Nonpareil" jellies.

W. H. Gillard & Co. are offering snaps in evaporated peaches in bags; fine quality; in prime condition.

A carload of pickles, bankrupt stock, is being offered at low prices by T. B. Escott & Co., of London.

The Pure Gold Co.'s "Reception" coffee, in 1-lb. small tin pails has been having a brisk sale during the past week.

T. B. Escott & Co. are offering a glass case free with 50 pounds "Grand Sultan" tea for a few weeks.

A shipment of choicest Japan tea, May pick, has been received by John Sloan & Co. It is an extra fine drawing tea.

A shipment of Jas. Marshall's, Glasgow, farinaceous products, has just been taken into stock by Robert Greig & Co.

James Turner & Co. are offering a great bargain in 20-oz. bottle cheap pickles. "Quality is first rate," write the firm.

D. Gunn Bros. & Co. are putting attractive packages of the "Maple Leaf" brand of lard on the market in 3, 5 and 10-pound tins.

Laporte, Martin & Cie. have recently received their cargo of Barbadoes molasses, and have shipped 200 puncheons during the past week.

Rutherford, Marshall & Co. are issuing a circular to shippers soliciting consignments of butter and eggs, or offering to purchase.

Pure Gold Mfg. Co. have received an order for another 150 cases sweet tomato catsup from their agent in London, England.

The Eby, Blain Co., Ltd., are in receipt of a shipment of fine flavory Ceylon teas in

half chests, 50 lbs. nett, and caddies 30 lbs. nett, which they are offering at exceptionally low prices.

H. P. Eckardt & Co. have a full supply of canned fruits, including pears, plums, peaches, apricots, blueberries, raspberries, etc.

Attention is called to Lucas, Steele & Bristol's ad. this week. They claim Challand & Jenks' soda water equal to old country goods.

W. H. Gillard & Co. are having a large demand for "Diamond" baking powder since reducing the price of this well-known article.

Geo. Childs & Co., Forbes Bros., and P. Grace & Co., Montreal, have landed shipments this week of Patterson's Worcester-shire sauce.

W. H. Gillard & Co. are still selling enormous quantities of Pilgrim Bros.' summer beverages, which evidently are becoming popular in Canada.

T. A. Lytle & Co. are finding an ever-increasing demand for jams, jellies and catsup, which speaks well for the quality of their goods.

James Turner & Co. advise being sold out of their first consignment of 10's pickles, and have disposed of a large part of the second shipment.

"Proof spirit vinegar: carload received and selling rapidly, as we are handling a very high quality at a low price," write T. B. Escott & Co.

"Every grocer who is a grocer has a 'hankering' for fine currants. If he orders a few Vostizzas from us he will be more than satisfied," write James Turner & Co.

"A thousand packages of tea are being packed specially for us in Japan," write T. B. Escott & Co. "Will be shipped this month. A first-class 25c. tea."

"Our 'Phoenix' matches," say Lucas, Steele & Bristol, "are getting us repeat orders all the time. They are in 5-case lots. We sell at \$2.75, freight paid."

The past week has been the busiest during the spring trade season for Laporte, Martin & Cie. The bulk of the business was done in the grocery department.

A largeshipment of Dandicolle & Gaudin's, Bordeaux, preserved vegetables, and other French goods, are expected in the course of a day or so by Robert Greig & Co.

In addition to Dandicolle and Gaudin's choice olive oil, Lucas, Steele & Bristol also handle "Huile Surfine de Provence." This latter through Crosse & Blackwell.

The rapid increase in business done by Laporte, Martin & Cie has necessitated more room for their general offices. Alterations are now being made to meet this want.

The Eby, Blain Co., Toronto, report the arrival of a shipment of Batger's "Nonpareil" jellies, and also a large as-

sortment of Batger's Seville orange marmalade in 1-lb. glass jars. This firm say that the above goods are very popular with their customers.

James Turner & Co. are selling large quantities of their choice select Valencias, Arguimbau's packing. These goods are scarce, and the firm recommends buyers to load up.

"We shall have a supply of new Japans towards middle of month. Will be able to offer some exceptional values in choicest goods," write Lucas, Steele & Bristol, of Hamilton.

Baird & Peters, of St. John, N.B., have recently received a large assortment of Batger's jams in 1-lb. glass jars, and also Batger's celebrated whole strawberry jam in 1-lb. glass jars.

Dawson & Co. this week received a carload of Louisiana cucumbers. There were 420 cases in the car. It is said that this is the first carload of these cucumbers to arrive on the Toronto market.

A large shipment of Cunningham & De Fourier's famous English potted fish and game delicacies arrived for the Eby, Blain Co., Ltd. They claim that these are the finest goods packed.

D. Brown, the Canadian manager of Jas. Tetley & Co.'s teas, left Montreal this week on a trip to the Eastern Townships. He is driving through the section and calling on all the country retailers.

James Turner & Co., Hamilton, have received confirmation of the registration of their "Mascot" brand of tea. Like "Ram Lal's," this tea will be kept out of the hands of pedlars and gift tea stores.

SPRING CLOTHES PINS.

A unique and practical household article is the Hoyt patent spring clothes pin, which is illustrated by the accompanying cut. Spring clothes pins are not a new article, there being several kinds on the market, but the price has always been too high to admit of their coming into general use. This difficulty has now been overcome by placing



the "Hoyt pin" on the market, so that they can be retailed at 6c. per dozen, and afford the retail dealer a very liberal profit. They can be used on wire or rope clothes lines, will not split like the old-fashioned pin, and will hold the clothes securely. They are put up in 5-gross cases, and can be had of all wholesale and retail dealers in Canada. The firm of Chas. Boeckh & Sons, wholesale brushes, brooms and woodenware, Toronto, have the exclusive agency, and will be pleased to quote prices on application.

BETTER PROFITS!
BETTER SATISFACTION!
NO COMPLAINTS!

PUSH 

PURE GOLD BAKING POWDER

BEST IN THE WORLD

Made from Absolutely Pure Cream Tartar and Soda.

It Costs You Less
Gives You More Profit

Costs Your Customer Less
Gives Her Better Satisfaction

Than any other High-class Baking Powder.

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

HALIFAX TRADE GOSSIP.

THERE is some little stir in business this week, but nothing in comparison with former years. The activity seems to remain with the dealers in fresh fish, who are taking advantage of the unusual large catches of salmon and mackerel and sending them in ice to the American market. Salmon was never so low in this city and mackerel never so plentiful. Good salmon sell at retail by the piece as low as 10 cents per lb., and mackerel are hawked around the streets at 10 cents each. Some lines are low, such as corn, oats, oatmeal and potatoes.

The flour market is steady, but nobody seems disposed to buy beyond immediate wants. Ogilvie's or Five Lilies is quoted at \$4.55 to \$4.70; Ontario made Manitobas, in wood, \$2.25 to \$2.35; Manitoba shipments, in sacks, \$4.20 to \$4.30; Ontario and Manitobas, mixed for patents, \$3.30 to \$4.40; 9 p.c., \$4.10 to \$4.20; low grades, \$3.45 to \$3.70.

A better feeling pervades the sugar market. The cables to the refinery here show beet to be up 3d., being quoted on Monday at 10s. 9d. to 11s. f.o.b., but the domestic markets show no change in refined sugars.

One has only to pay a visit to the wharves to get an idea of how little there is doing in mo asses. On one wharf to-day I counted

800 puncheons of Barbadoes and Antigua, and on an adjoining wharf a couple of hundred puncheons of Porto Rico and Demerara, and the whole had the appearance of a graveyard, the only sign of life being the flies. The movement is very slow, caused by the fact that purchasers are looking for a decline in prices. Some very choice Demerara, the best on the market, sold this week at 38c., but the lot was small; 37c. is a fair quotation to-day for fancy, and 33 to 35c. for choice Demerara. Porto Rico is quoted at 32 to 34c. Stocks are more than sufficient for all requirements. No sales have been made this week on outside account.

There is a lot of salt afloat, several cargoes of Liverpool and Trapani having arrived recently. It is all in the hands of dealers, and, consequently, the price is not changed, both Liverpool and Trapani selling at \$1.40 to the trade.

The fish trade, that is outside the boom in fresh salmon and mackerel, is dull. A slight improvement is reported at the Windward Islands, but there is no telling if it will last. There is no doubt the scarcity of fish in Newfoundland will have some effect on this market. Reports from Jamaica just to hand show a decidedly bad state of affairs there, and orders received here are accordingly very small. This seems to suit shippers, who, as a rule, are short of suitable

quality for the local trade, and prospects are poor for replenishing stocks. Labrador and Bank cod are worth \$2, and Cheticamp and French cured \$2.90, tol quol. New alewives are coming in, and the catch is reported very good, and the ruling price is \$2.75. Competent judges predict the ruling price of mackerel will be \$5 to \$6 per bbl. in the near future. New salt salmon will soon be along.

Eggs have taken a big slump, being sold to-day as low as 7c. by the case from schooner; P.E.I. stocks sell at 8c. The market is well stocked and no improvement is looked for.

Good creamery butter is still in demand at 20c., retailing readily at 25c.

The beef market has been fairly active the past few days. Choice is quoted at \$8.25 and contract at \$7 to \$8. It will be lower by the end of the week.

There were no arrivals of green fruit on Monday, stocks coming now on Thursday morning. Oranges are dearer. Some lemons sent here from Montreal sold in a jobbing way at \$2.67, but the stock turned out poor.

A. Tourangeau, general storekeeper, of L'Original, has made an assignment for the benefit of his creditors to Henry Barber & Co., of Toronto. The estate is valued at between \$18,000 and \$20,000, and the assets are said to compare very favorably with the liabilities. The principal creditors are Montreal houses.

THE IRELAND NATIONAL FOOD CO.

Toronto, Ont.

Manufacturers of . . .

➤ Breakfast Cereal Foods

Write for Samples and
. . . Price Lists.

Special attention given to
. . . Mail Orders.

BLACK AND WHITE PEPPER.

In regard to the statistical position of black and white pepper, W. T. Sargant & Sons, of London, write as follows: "The present low range of prices coming at the period when the advance in silver has further operated to the disadvantage of growers to the extent of 16½ per cent. viz.: from 27d. per dozen to 31½d., will for some time prevent an increase in the dollar value to any extent, and probably restrict the planting of fresh vines to any extent for some time to come. The supplies from Penang during the last three and four years have been augmented by the old stocks, estimated at 6,000 tons, that have been stored in Acheen for some years back during the late Acheen war, so that only current crop may now be expected. The cultivation of tobacco plantations of late, having been much more profitable in Sumatra than pepper plantations, is a feature not to be lost sight of. The reports from Singapore speak very positively that present

crop will be considerably short, owing to neglected cultivation and bad weather. The Chinese are this year storing large quantities rather than meet current rates, a proceeding seldom done before to any extent. This has occurred in Penang, as well as Singapore. It must be borne in mind, with reference to the large accumulation of stocks in Holland and France, that the terminal markets established there during recent years necessarily require a large supply."

HELP FOR CURRANT GROWERS.

It is understood that the Greek Government has officially promulgated a decree continuing the measure (commonly known as the retention scheme) for the coming year. This may be all very well so far as it goes, but it has frequently been pointed out that the scheme in question is utterly inadequate to the necessities of a very large crop. The production of 1895 is likely to be far exceeded this season; and it is only too evi-

dent that the measure was only just sufficiently drastic to bring about the desired rise in values even with the smaller weight of fruit last year. The conclusion which naturally follows is that the effect produced by the retention of 15 per cent. of the growing crop will be altogether insufficient. It will be remembered that one of the previous proposals was to retain all the fruit harvested above a certain given weight, which was to be fixed at what was likely to be required for grocery purposes. We appear in the near future likely to be brought face to face with the difficulty which has all along been foreseen; and it would seem to have been wise to have at least so strengthened the law, as to have enabled it to cope with the altered conditions, instead of merely confirming the one already in force. The experience of the last few years should have taught the grower that, unlike most other articles of produce, the consumption of currants cannot be increased in any reasonable proportion to the fall in values.—Produce Markets' Review.

Spring Chicken . . .

Ready for the table. Cold of course, but who does not enjoy cold meats during the hot weather? Our Canned Chicken is spring chicken cooked to a nicety and rich in its own jelly. It's fit for a Coronation feast.

DELHI CANNING CO.

Delhi, Ontario

A CREDIT TO CANADA

AGENTS:

Bauld, Gibson & Co., Halifax, N.S.

C. & E. MacMichael, St. John, N.B.

Whitehead & Turner, Quebec.



AGENTS:

Rose & Laflamme, Montreal.

Wm. Forbes, Ottawa.

A. D. Hossack, Vancouver.

The Hudsons Bay Co., Ltd., Winnipeg.

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Something New

*East
India
Pickles*

**GOOD SELLERS
GOOD PROFIT**

The most delicious and appetizing pickle on the market. A trial will convince. Put up in handsome glass-stoppered bottles.

Large bottles—
1 dozen in case.
Small size—
2 dozen in case.

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



*Something
to keep
eggs fresh*

For about 18 centuries people have been hunting for something to keep eggs perfectly, and now that it has been found in **KNOX'S EGG PRESERVER**, they can hardly believe what they hear about it. Seeing is believing, so try it yourself. Drop a card for little book on eggs.

CHAS. B. KNOX, Mfr.,
Johnstown, N. Y.

A. E. RICHARDS & Co.
Canadian Agents **HAMILTON.**

DID YOU SAY

You wanted a Washing Powder in stock that would give your customers perfect satisfaction? Then get

Silver Dust Washing Powder

THE BEST WASHING POWDER MADE.



ANY JOBBER CAN SUPPLY YOU.

. . . Write for samples . . .

SILVER DUST MFG. CO. - - HAMILTON

WHY THE GROCER LOST HIS MONEY.

THE grocery business, as a rule, does not contain the elements of dramatic incidents, yet I saw last week about as dramatic a situation as the grocery trade can yield, says a writer in Grocery World. In the situation which I saw there stood revealed in a flash the one reason for half of the losses through bad debts, misplaced credits, etc., which retail grocers have to contend with.

The store which formed the setting for this incident was right here in Philadelphia; that's what makes it seem so strange. I had gone into a certain good-sized grocery store on some business, and the proprietor had taken occasion to pour into my ear a tale of woe concerning his losses, his decreasing trade, etc. He had me there altogether for about an hour giving me the history of his life and a few other details.

"Here's one of my best customers," he said, with a doleful whine, "gone and done me out of nearly \$200. I trusted him and let him have all the goods he wanted, and now the other day he goes and fails, and where do I come in? I'll never get a cent. What can a man do? If I hadn't trusted him some other grocer would."

I ventured to suggest that as the money was lost it would have been just as well for some other grocer to have trusted the man, but his mind was on his troubles and he wouldn't answer me.

As we were talking a decent-looking man crossed the street in front of the store.

"There he goes now!" said the grocer. "There's the fellow that owes me nearly \$200. I'll never get a cent. Here, Brown!" he called.

Brown came in, and the grocer at once started to haul him over the coals about his grocery bill. The man showed that his business troubles had told upon him, and I could see that this whining irritation by the grocer was like rubbing a raw sore.

"Don't you think you can pay me anything at all?" said the grocer. "There's

nearly \$200 you owe me. You ought to be able to give me something out of all that. You ought to think of your grocery bill the first thing."

Brown bore it all patiently and waited till the grocer was through, then he straightened up and presented his side of the case.

"See here, Smith," he said, "we might as well understand each other on this business first as last. I consider it's your own fault that you've lost this money, and I don't see that there'll be any chance of getting it for you. I haven't got a cent and don't see any prospect of getting any. When I first began to deal with you I told you that I wanted to settle monthly. For six months I dinged at you at the end of every month to give me my bill. Once or twice you did it, but oftener you were too infernally lazy to make it out, and the account climbed up. Now it's gotten big and I'm in a hole and can't pay it. And you're more to blame than I am, for you could have had your money if you'd done as I told you." Then he walked out.

The grocer looked up at the shelves for a moment and then said:

"Looks as if we'd have rain, don't it?"

How many of my readers can take this to themselves?

SOME FAMOUS TEA DRINKERS.

THE noted lexicographer, Samuel Johnson, LL.D., was a man whose only safety from injury through alcohol was by a policy of total abstinence, from which he at times relaxed, says an exchange. His tendency to excess is indicated by his describing himself in 1757, when editing Shakespeare, "as a hardened and shameless tea drinker, who has for twenty years diluted his meals with only the infusion of this fascinating plant; whose kettle has scarcely time to cool; who with tea amuses the evening, with tea solaces the midnight, and with tea welcomes the morning." From which we infer that the habit was formed in 1739, possibly when with Garrick he visited London, where he became a slave to tea, as he would have been the slave of wine had he not

possessed the strength of character to resist the temptation to use it, which came frequently and to which he at times yielded, seldom indulging to excess. In his diary he claimed that he never felt the least inconvenience from it, but this was the tea lover's excuse probably, for over indulgence, as his rest at night was bad.

Boswell was of the opinion that "no person ever enjoyed with more relish the infusion of that fragrant leaf than Johnson," in spite of Johnson's statement to Jonas Hanway: "I allowed tea to be a barren superfluity, neither medicinal nor nutritious, that neither supplied strength nor cheerfulness, neither relieved weariness nor exhilarated sorrow." At a sitting with Sir Joshua Reynolds he drained a dozen cups, while Mrs. John Scott was fond of telling that she had herself helped Dr. Johnson one evening to fifteen cups of tea. It is related (Northcote's "Reynolds," i., 81) that at Dunvegan Lady Macleod, having poured out for Dr. Johnson sixteen cups of tea, asked him if a small basin would not save him trouble and be more agreeable. "I wonder, madam," answered he roughly, "why all the ladies ask me such questions. It is to save yourselves trouble, madam, and not me." The lady was silent and resumed her task. Dr. Johnson's frequent night interviews with Miss Williams were closed over a cup of tea, no matter how late the hour.

In 1734 tea was sold in London at the following prices: Ordinary Bohea, 9s. per pound; fine Bohea, 10s. to 12s.; Pekoe, 15s.; Hyson, 20s. to 25s.

KEEP UP YOUR STOCK.

Never economize in the quality of your stock, even though the profit may be doubled, remarks an American contemporary. The minute you get a reputation for selling "cheap" stuff—and you will get it if you do this thing—you may as well give up and retire, so far as the possibility of any permanent, continuous family trade is concerned. You'll have transient "cheap" trade, but family trade don't go to the cheap man. It goes to the merchant who keeps the best, lets people know it, and sells for the smallest possible price which will allow a decent profit.

BUSINESS CHANCES.

COMMISSION FIRM IN VICTORIA, BRITISH Columbia, desire few good agencies pertaining to grocery trade; can furnish first-class references. Address No. 999, care Colonist office, Victoria, B.C. (25)

"NEVER TURN A WHEEL" WITHOUT IT CAN'T YOU SELL?

PEERLESS  **MACHINE**

Best general purpose oil known. Specially adapted to farmers' trade. Best advertised and most used. If our travelers have missed you send for samples and prices.

SAMUEL ROGERS & CO.
Sole proprietors, Toronto, Ont.

Every up-to-date Grocer should keep

COWAN'S
HYGIENIC COCOA
ROYAL NAVY CHOCOLATE
and FAMOUS BLEND COFFEE

Send your orders to
THE COWAN CO., Ltd.
470 King St. West, Toronto



DON'T BUY A refrigerator until you have seen the

EUREKA

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

A catalogue will give you all details.

ADDRESS:
Eureka Refrigerator Co.
54 Noble Street,
TORONTO.

A Special Session

From July 6 to July 31, for Teachers, Students and others, at the

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Particular attention to Bookkeeping (by Business Practice), Penmanship, Shorthand and Typewriting.

An opportunity to combine pleasure with profit. Don't miss it. A postal will bring you all particulars.

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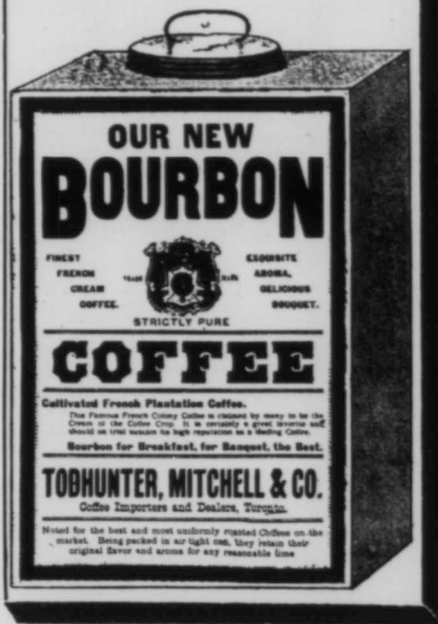
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The first issue of \$100,000.00 of this class of stock has been authorized, and applications for allotment of shares will be received until the 31st of March, 1896. Cost of each share, \$100.00. Shares issued at par. Dividends will be paid semi-annually.

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

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BEST FOR DINNER
ALWAYS BEST



Open Pan Salt

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

OPEN PAN SALT . . .

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

. . . WE HAVE IT.

The Canada Salt Association

CLINTON, ONTARIO



This is a cut of our high Grocer Refrigerator which we make in three sizes. We also have two sizes in a low style of Grocer Refrigerator and in point of workmanship and efficiency cannot be excelled in this or any other country. We make them for Butchers', Grocers', Hotel and Family use. Call and see them or send for catalogue.

JOHN HILLOCK & CO.

165 Queen St. East, Toronto.

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On each package of genuine "Instantaneous Tapioca." It needs no soaking and very little cooking. Recipes and sample sent for the asking.

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For Sale...

A retail Grocery and Liquor Business in a city west of Toronto. Capital chance for a man having about \$5,000 capital.

ADDRESS -

"ALPHA,"

c.o. The Grocer,

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(26)

A Capital T

With which to begin
a new era in your
tea trade is

Appleton's Tea

It is composed of the
finest spring pickings
from the best gardens
in India and Ceylon,
skillfully blended in such
a way that it produces
a perfect cup—whole-
some, fragrant and re-
freshing.

Drop a line for prices.

Appleton's India & Ceylon Teas

THE "TAPIR" BRAND.
SOLD IN LEAD PACKETS



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

Agents { MONTREAL—FRANK MAGOR & Co., 16, St. John Street.
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THE
Russian's "Samovar"

and his best tea, cannot
brew a better liquor than
Tetley's Indian and Ceylon
Packet Teas will yield
when used according to
directions.

TETLEY'S

IS THE TEA TO OFFER TO
THOSE CUSTOMERS YOU
ARE ANXIOUS TO HAVE
COME AGAIN

Joseph Tetley & Co.

14 Lemoine St., MONTREAL

T. KINNEAR & CO. THE HUDSON BAY CO.
49 Front St. E., TORONTO WINNIPEG

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 in
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Largest sale in the World.

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Chief Offices: City Road, London, England.
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History Repeats Itself

George the Third decided 100 years ago that the American Colonists should pay a tax on Tea, whether they wanted it or not. Result---Loss of England's New World colony. Under Her Most Gracious Majesty Queen Victoria, things are different. Now the Americans are only too pleased to pay a duty on Tea, but it is noticeable that they are becoming restless again unless England gives them

Ceylon Teas

They want the Best, and unless they are supplied with the pure, healthy, invigorating teas of **Ceylon**, there's bound to be another eruption.

In Canada we are always loyal and everybody sells and drinks

Ceylon Teas

Do You ?

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TER
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The Finest Whisky in the World

Is

JOHN DEWAR & SONS'

(Distillers, PERTH, SCOTLAND.)

.. 50 MEDALS ..

Purveyors by appointment to Queen Victoria.

Under competition, the only Scotch drawn at the bars of Spiers & Pond, Ltd., London, England.

Highest Award International Exhibition, Edinburgh, 1890, Diploma of Honor and Gold Medal.

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

EAST INDIAN TOBACCO GROWING.

FRANK SHAW, a leading tobacco planter from British North Borneo, was recently at the Windsor Hotel in Montreal. Mr. Shaw possesses and manages estates both in Borneo and Sumatra, and has had a long experience of the conditions which prevail at East Indian tobacco-growing centres.

Borneo is divided between several native chiefs, who have given an immense territory to a British company, whose charter is very much like that of the original East India Company. This company, which is composed of a number of British capitalists, lease or sell lands to those wishing to establish tobacco plantations, and thus make a great revenue. In time the privileges will be increased, with the ultimate result in all probability that the whole of Borneo will come under British influence.

According to Mr. Shaw, the "wild men of Borneo" are almost a thing of the past, although here and there there is a little "head hunting" still. "We employ Chinese labor entirely on our estates, for we find the natives quite unreliable. They are lazy, and could not be depended on to do steady work. They plant some bananas and other fruits, and generally do nothing in the shape of labor. They are a mixed race, which includes almost a dozen varieties. Life is quite safe now, although it was not always so. The influence of the British has had the effect of causing a number of native customs, cruel in their character, to be aban-

doned. Some of them, particularly those on the coast, are Mohammedans, but the bulk of them are without any religion. They are fairly moral and quiet in their ways, but they are not much use for anything. Some attempt has been made to civilize them, but, to tell the truth, I would prefer the native in his natural state to the native civilized. In his natural state he is not, although a liar, a bad sort of fellow; civilized—especially civilized according to our notions—he becomes a thief and a drunkard. The Chinese we can rely upon to do the work much better than the natives. They have the one vice of opium-smoking, but I would rather have this than the vice of drunkenness. Borneo does not produce so good a tobacco as Sumatra, where a fine leaf is grown, which brings a good price in Amsterdam."

WHEAT IN THE TERRITORIES.

Speaking about the acreage of wheat under crop in the Territories and province, Mr. Whyte says the area is surprisingly large, considering the backwardness of the season. From reports of the company's agents, he believes there is not more than ten per cent. less under crop this year than last. The increase in the acreage in the Territories will go a very long way to make up whatever deficit there is at some of the wheat producing centres in Manitoba. Owing to the scarcity of men who desire to do railway work, there were not many improvements in progress along the line, and construction work was at a standstill. Hundreds

of men are waiting for the Dauphin railway work to start, expecting to get high wages on that line. No decision has been reached on the summer time table and no change will probably be made this year.—Leader, Regina.

AUSTRALIAN TRADE.

The satisfactory development of the trade between Canada and Australia, which has been made possible by the establishment of the Vancouver and Sydney steamship line, is becoming very apparent. The steamship Warrimoo, of that line, which will leave here in a few days, has a full outward cargo, similar to the case with several other outward bound sailings during the last few months.

Among the cargo are 800 tons of Manitoba wheat and about 150 tons of flour, the latter the product of the Ogilvie mills at Winnipeg. The balance of the cargo consists of machinery, beer, lumber and other Canadian productions.

The line also appears to be becoming a favorite one with passengers, judging from the inward list of the Warrimoo. With faster and larger boats in the service we believe that the passenger traffic would assume important proportions, and this improvement in the character of the vessels employed is likely to take place with the commencement of the fast Atlantic Canadian service, to which the Pacific service will be a necessary complement in the Imperial mail route through Canada.—Statistical News-Advertiser.

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



The Best Grocers Make
a point of Keeping it al-
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INDIAN &
CEYLON TEAS

G.F. & J. GALT
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BOOK ON TEA BLENDING
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Don't forget that we make the Best Selling

STOVEPIPE VARNISH
"The Little Red Tin."

Scientific Varnish Mfg. Co.
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The **GRAND TRUNK RAILWAY**

System is the Great International Route

Between the **EAST** and the **WEST**

Is the ONLY LINE running THREE Fast Express Trains Daily (except Sundays) between

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IT IS THE GREAT SCENIC AND TOURIST ROUTE. The only Line affording delightful views of all the principal cities and points of interest along the picturesque banks of the St. Lawrence River and shores of Lake Ontario.

The only all-rail route from the West to Cacouna, Dalhousie, and other Seaside Sea-bathing Resorts on the Gulf of the St. Lawrence.

The direct route to Boston, New York, the White Mountains, Portland, Me., Old Orchard Beach, and all Sea-bathing Resorts on the Atlantic Coast.

It is the only route to the MUSKOKA AND MIDLAND LAKES, and the short line to OTTAWA.

Ask for tickets via the Grand Trunk Railway and see that they read that way.

"The Yellow Fellow"
Is the title bestowed on the Stearns by the admirers of its orange rims. In constructing the '96 Stearns we have striven to make the best bicycle producible, and of best materials, superior workmanship, unsurpassed facilities and honest effort count for anything, we have surely succeeded.

Our handsome new catalogue, which we will mail on request, is not more artistic than the wheel itself.

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CANADIAN SELLING AGENTS.

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FOR ANY PURPOSE

Send card for prices.

VERRET, STEWART & CO.
QUEBEC AND MONTREAL.

Aubin's Patent Refrigerator



The "Grocer's Standard" is the Favorite.

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

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In 13-lb.

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Hermetically

Sealed Tins.

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Imported Direct from St. Vincent, West Indies.

Brushes, Brooms

Woodenware

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

Chas. Boeckh & Sons Manufacturers **Toronto**
80 York Street

MONTREAL BRANCH: - 301 St. Paul Street.

A REFRESHING AND TONIC BEVERAGE

Lemon . . . Phosphate

This preparation is the natural acid of the lemon combined with acid phosphate, so highly esteemed as a tonic.

A teaspoonful in a glass of water sweetened to taste makes a delicious and cooling drink.

PUT UP IN PINT BOTTLES

THE PUBLIC ARE ASKING FOR IT
HAVE YOU ANY IN STOCK?

Prepared by . . .

THE JOHNSTON FLUID BEEF CO. - **MONTREAL.**

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

AUGUSTE QUESNEL has been appointed curator of the estate of Delphis Rheault, general merchant, St Albert, Que. He has also been appointed curator of the estate of Sinai Rousseau, general merchant, of Thedford Mines, Que.

Mercier & Villeneuve, grocers, Montreal, have assigned to Charles Desmarteau.

Muir & Manning, general merchants, Kirkton, have assigned to A. J. Rollins.

Trahan & Co., general merchants, Nicolet, Que., have assigned to Kent & Turcotte.

F. J. Dodman, grocer, Hamilton, has assigned to C. S. Scott. A meeting of creditors will be held to-day.

C. C. Mills & Co., general store, Woodlawn, have assigned to W. A. Cole, and a meeting of creditors will be held on Saturday.

At a meeting of the creditors of David Daniels, general store, Bracebridge and Burk's Falls, held at the office of Henry Barber, an offer of 60 cents on the dollar, secured, was made. The statement showed liabilities of \$9,000, with assets of about the same amount. It is probable the offer will be accepted.

CHANGES.

Joseph T. Lavigne, grocer, Montreal, sold out.

H. Prefontaine has started a grocery store at Montreal.

The Sloan Store Co., Three Forks, B.C., is being wound up.

Wilfred St. Germain has opened a grocery store in Montreal.

J. U. Rivet, grocer, Montreal, has added boots and shoes to his stock.

Jane Taylor, groceries and liquors, Hamilton, has sold out to G. J. Smith.

T. M. Williamson, grocer, Hamilton, has been succeeded by Arthur Williamson.

Geo. Munn, baker and grocer, Paisley, has been succeeded by Andrew Watt.

Flora McLeod, fruits and confectionery, Paisley, has sold out to G. R. Welsford.

Jacob Halliday, groceries and crockery, Harriston, has sold out to H. Stuckley.

The John A. Hume Canning Co., New Westminster, B.C., has been incorporated.

SALES MADE AND PENDING.

The stock of the Canada Grocery Co. has been sold to M. C. Cherry, Toronto, at 60 $\frac{3}{4}$ c. on the dollar.

The property of Meigs & Corbitt, general merchants, Five Islands, N.S., is advertised for sale by the sheriff.

PARTNERSHIPS FORMED AND DISSOLVED.

Omer Jobin and Alf. Vaillancourt have registered a partnership in Montreal to carry on business as grocers under the style of Jobin & Vaillancourt.

Strange & Hause, liquors, etc., St. John's, Newfoundland, have dissolved. J. C. Strange continues.

Laporte, Martin & Cie., wholesale grocers, etc., Montreal, have admitted Joseph Martin as partner; style unchanged.

FIRES.

Robt. Paynter, exporter of eggs, etc., Lucan, has been burned out.

Young & Kester, general merchants, Thames'ord, have been burned out.

J. E. Harris, general merchant and cooper, Cheltenham, has been burned out.

The stock of J. L. Cassidy & Co., wholesale crockery, Montreal, has been partially damaged by fire.

DEATHS.

W. Hood, groceries and liquors, Halifax, is dead.

BOULTERS' NEW CANNERY.

THE vast proportions to which the fruit canning industry of this province has attained was strikingly manifested here last Saturday at Messrs. W. Boulter & Sons' new establishment on West Mary street. About two o'clock p.m., great crowds of people were seen assembling in the vicinity of the works to witness the raising of the immense smoke stack, being several tons in weight and which now towers majestically above the engine room to a distance of about a hundred feet. This monster tubular column was raised to its present position by the aid of a temporary crane with properly adjusted ropes, blocks and halyards, all working in beautiful harmony and precision, the power being furnished by a ponderous windlass placed in the yards and worked by a dozen or so of the employes.

After placing this mammoth chimney in position, Mr. Boulter stepped to an elevated position on the engine room and, waving above his head the old flag, announced that Mr. R. Dobson, B.A., would address the audience. Mr. Dobson briefly referred to the successful completion of the difficult job in hand, and took occasion to speak of the great advantages enjoyed by our town and surrounding country by the establishing of industries of such huge proportions and equipments, and very eloquently lauded the company for their enthusiasm and enterprise.

Mr. Boulter then gave a short history of their industry since its inception at Picton, following its extension to Demorestville and Toronto, and ultimately its concentration into the premises now under construction here. Among those present were: Judge Merrill, John Prinyer, Esq., A. C. Miller, ex-M.P., Rev. D. G. MacPhail, W. V. Pettit, Esq., S. P. Niles, Esq., Rev. Mr. Cook, Dr. Branscombe, Messrs. R. Hadden, Geo. Martin, Wm. Woodrow, H. Moxon, R. Ringer, J. L. Fralick, and many other prominent citizens, as well as leading representatives from the surrounding town and townships. Gazette, Picton, June 4.

SAVE DOUBLE FREIGHTS

Shipments to Western firms which have then to be reshipped North, South, or East, can be economically handled by us.

Write for Particulars

BLAIKLOCK BROTHERS. - Montreal

NORTHERN ASSURANCE COMPANY

Established 1836. OF LONDON.

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

Revenue, \$5,545,000.

Dominion Deposit, \$200,000.

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

ROBERT W. TYRE - Manager.
G. E. MOBERLEY, Inspector.

HART BROS. & LAZIER

Stoneware Manufacturers

BELLEVILLE, ONT.



**BEST
NEW JERSEY
CLAY**



ASK FOR PRICES

**"SANITAS"**

**NATURE'S
GREAT DISINFECTANT.**

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

FLUID, OIL, POWDER, &c.

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

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



Canned Meats Canned Soups

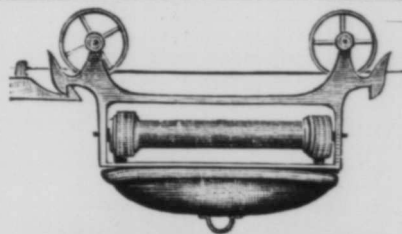
All our goods guaranteed first-class.

THE LAING PACKING & PROVISION CO. - - MONTREAL

CANADIAN TOMATO CHUTNEE

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

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



CHAMPION CASH RAILWAYS

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

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

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

When you
want a
car of
Salt

WRITE TO US FOR
PRICES AND TERMS

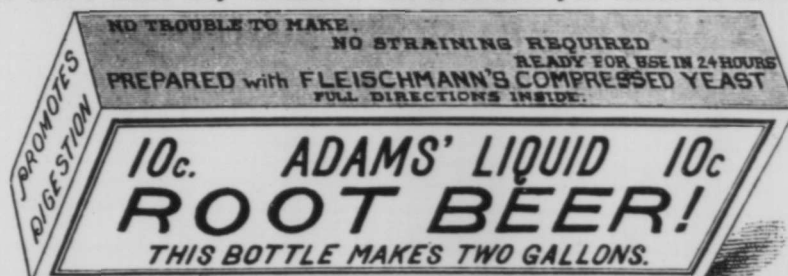
Toronto Salt Works

128 Adelaide Street East

TORONTO, ONT.

City Agents for the Windsor Salt Works

You won't make any mistake if the Root Beer you handle is like this.



It pays well, sells well and gives satisfaction.

Order from any wholesale dealer.

38 Front St. East, Toronto

♦ The Canadian Specialty Company

Dominion Agents

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.



ASK FOR

MOTT'S

Have You Noticed

**Edwardsburg
Starch
Co.,
Cardinal,
Ont.**

The increased demand for Corn Starch during the last few weeks? You can build on good sales all through the summer if you have the right stock. There is not a prepared Corn on the market that will beat "Benson's." Just to emphasize it we will put it in large type.

Benson's Prepared Corn

Sardines, other brands 9 1/4 11	0 16	0 17
" P. & C., 1/2 s tins	0 23	0 25
" " " "	0 33	0 34
Sardines, Amer., 1/2 s "	0 04 1/2	0 09
" " " "	0 09	0 11
Mustard, 1/2 size, cases		
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 00	2 00
Herrings a la Sardine	2 40	2 40
Preserved Bloaters	1 85	1 90
Real Findon Haddock	1 85	1 90

CANNED MEATS.

ARMOUR PACKING CO.—HELMET BRAND		
Corned Beef, 1 lb.	1 40	1 50
" 2 lb.	2 60	2 75
" 4 lb.	5 50	5 80
" 6 lb.	8 50	8 80
" 14 lb.	17 50	18 00
Roast Beef, 1 lb.	1 40	1 50
" 2 lb.	2 60	2 75
Luncheon Beef, 1 lb.	1 60	1 70
" 2 lb.	2 75	2 85
Brawn 1 lb.	1 30	1 40
" 2 lb.	2 35	2 50
" 6 lb.	6 60	6 80
" 14 lb.	14 50	15 00
Ox Tongue, 1 1/2 lb.	7 00	7 20
" 2 lb.	8 50	8 80
" 2 1/2 lb.	10 75	11 00
Lunch Tongue, 1 lb.	3 35	3 50
" 2 lb.	6 50	6 80
Chipped Beef, 1/2 lb.	1 60	1 70
" 1 lb.	2 65	2 80
Pigs' Feet, 1 lb.	1 65	1 75
" 2 lb.	2 45	2 60
Potted Meats, Tongue or Ham	70	75
" 1/2 lb.	1 20	1 25
Potted Deviled Ham or Tongue, 1/2 lb.	70	75
Potted Deviled Ham or Tongue, 1/2 lb.	1 20	1 25
WHITE LABEL.		
Soups Assorted, 1 qt.	3 00	3 15
" 1 pt.	2 00	2 10
Gelatin of Boar's Head, 2 lb.	3 00	3 20
Braised Beef with Vegetables, Piquant Sauce, Gumbo, Tomato and Rice, 2 lb.	3 00	3 10
Plover Roast	5 00	5 00
Sliced Gold Band Bacon	3 00	3 00



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



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



(CANADIAN.)

Comp Corn Beef, 1-lb. cans.	\$1 40	\$1 50
" " 2 "	2 40	2 55
Comp Corn Beef 4-lb. cans	7 75	8 25
" " 14 "	16 00	18 00
Minced Callops 2 "	2 60	2 65
" " 2 "	3 40	3 50
Lunch Tongue 2 "	2 75	2 80
English Brawn 2 "	2 75	2 80
Camb Sausage 1 "	2 75	2 80
Soups, assorted 1 "	1 50	1 50
" 2 "	2 25	2 25
Soups and Bouill. 2 "	1 80	1 80
" 6 "	4 50	4 50

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	\$1 20
Pepsin Tutti Frutti, 23 5c packages	0	0
Pepsin Tutti Frutti, in glass-covered boxes, 23 5c packages	0 80	0 80
Horsehound Tutti Frutti, glass tops, 36 5c packages	1 20	1 20
Cash Register, 390 5c bars and pkgs	15 00	15 00
Tutti Frutti Show Case, 180 5c bars and packages	5 50	5 50
Glass Jar with Pepsin Tutti Frutti, 115 5c packages	3 75	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 lc pieces	1 00
Orange Blossom, 150 lc pieces	1 00
Flirtation Gum, 150 lc pieces	0 65
Monte Cristo, 150 lc pieces	1 30
Mexican Fruit, 36 5c bars	1 30
Sappota, 150 lc pieces	0 90
Orange Sappota, 150 lc pieces	0 75
Black Jack, 115 lc pieces	0 75
Red Rose, 115 lc pieces	0 75
Magic Trick, 115 lc pieces	0 75
Red Spruce Chico, 200 lc pieces	1 00

CHOCOLATES & COCOAS.

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

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

FRY'S. per lb.		
Chocolate—	per lb.	per lb.
Caracas, 1/4's, 6-lb. boxes	0 42	0 42
Vanilla, 1/4's, 6-lb. boxes	0 42	0 42
"Gold Medal" Sweet, 6 lb. bxs.	0 29	0 29
Pure, unsweetened, 1/2's, 6 lb. bxs.	0 42	0 42
Fry's "Diamond", 1/4's, 6 lb. bxs.	0 24	0 24
Fry's "Monogram", 1/6's, 6 lb. bxs.	0 24	0 24
Cocoa— per doz.		
Concentrated, 1/4's, 1 doz. in box	2 40	2 40
" " 1 lb.	0 35	0 35
Homeopathic, 1/4's, 14 lb. boxes	0 33	0 33
" " 1/2's, 12 lb. boxes	0 33	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	0 28
Mott's Homeopathic Cocoa (1/4's)	0 32	0 32
Mott's Breakfast Cocoa (in tins)	0 45	0 45
Mott's No. 1 Chocolate	0 30	0 30
Mott's Breakfast Chocolate	0 28	0 28
Mott's Caracas Chocolate	0 40	0 40
Mott's Diamond Chocolate	0 22	0 22
Mott's French-Can Chocolate	0 18	0 18
Mott's Navy or Cooking Chocolate	0 27	0 27
Mott's Cocoa Nibbs	0 35	0 35
Mott's Cocoa Shells	0 05	0 05
Vanilla Sticks, per gross	0 90	0 90
Mott's Confectionery Chocolate	0 21	0 43
Mott's Sweet Chocolate Liquors	0 19	0 30

COWAN COCOA AND CHOCOLATE CO.

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

WALTER BAKER & CO.'S.

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

COFFEE.

Green. per lb.		
Mocha	0 28	0 30
Old Government Java	0 30	0 33
Rio	0 20	0 21 1/2
Plantation Ceylon	0 29	0 31
Porto Rico	0 24	0 28
Guatemala	0 24	0 26
Jamaica	0 21	0 22
Maracalbo	0 21	0 23
TODD HUNTER, MITCHELL & CO.'S.		
Excelsior Blend	0 34	0 34
Our Own	0 32	0 32
Jersey	0 30	0 30
Laguaya	0 28	0 28
Mocha and Java	0 35	0 35
Old Government Java	0 30	0 32
Arabian Mocha	0 28	0 30
Maracalbo	0 28	0 30
Santos	0 25	0 27

DALLEY'S ROYAL HYGIENIC SELF-RISING FLOURS

Just the thing for summer cottages and campers. These flours are put up in handsome packages and hold their strength. There is nothing handier or nicer. They are in four varieties: Pancake, Tea Biscuit, Bread or Graham flours. They are all ready for use, with directions in each package. Drop us a line for quotations.

The F. F. DALLEY CO., Ltd.

Hamilton, Ont.

Batty's



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

ALL WHOLESALERS
HAVE THEM.

... EIGHT PRIZE MEDALS

Canadian Agents

J. A. GORDON & CO.

... Montreal

MARINE INSURANCE

The Mannheim Insurance Company

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

Further particulars obtainable by applying to Local Agent, or to

JAMES J. RILEY & SONS
Managers for Canada Montreal

Notice

TO THE WHOLESALE
TRADE ONLY . . .

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

CIGARETTES

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

CIGARS

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

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

J. M. FORTIER

MANUFACTURER

141 to 151
St. Maurice Street

Montreal

The Gulf of Georgia Cannery

MALCOLM & WINDSOR, Ltd.

Sole Proprietors, and Agents for

"Ice Castle Brand" Canned Salmon

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

FACTORY, Steveston, B.C.

OFFICE, Vancouver, B.C.

A GLASS PITCHER



... Free

with Adams'

TUTTI FRUTTI

ASK YOUR WHOLESALER FOR IT

ADAMS & SONS CO.

11 & 13 Jarvis St., Toronto, Ont.

For

10 cents

We will mail you a valuable little book on

BUYING SELLING AND HANDLING OF TEA

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

The MacLean Publishing Co.

26 Front St. West, Toronto.

DURABLE PAILS AND TUBS.



TRY THEM

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

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

Represented by

Chas. 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.

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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

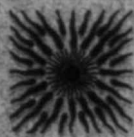
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Crosse & Blackwell

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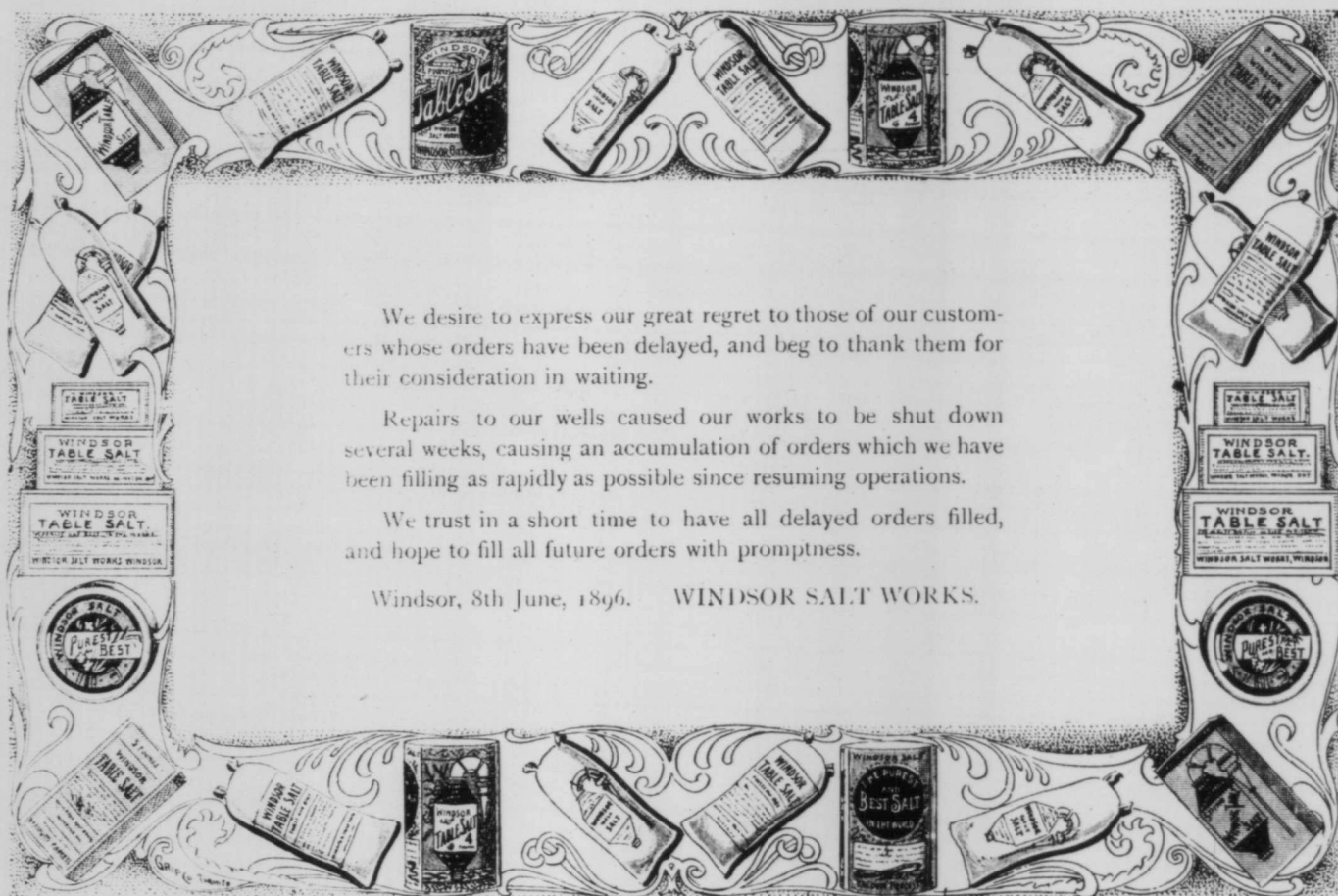
- Jams,**
- Pickles,**
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- Table Delicacies.**



— SOLD BY —

All Grocers in Canada

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



We desire to express our great regret to those of our customers whose orders have been delayed, and beg to thank them for their consideration in waiting.

Repairs to our wells caused our works to be shut down several weeks, causing an accumulation of orders which we have been filling as rapidly as possible since resuming operations.

We trust in a short time to have all delayed orders filled, and hope to fill all future orders with promptness.

Windsor, 8th June, 1896. WINDSOR SALT WORKS.

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

HOLD YOUR TRADE BY SELLING THESE FAMOUS BRANDS

Fruit Jars

ALL KINDS AND SIZES.

JELLY GLASSES HONEY JARS

ETC.

Prices Right.

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

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

Offices in the principal cities of the United States, Canada, the European Continent, Australia and in London, England.
The Bradstreet Company is the oldest and financially the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

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

**OAKEY'S
'WELLINGTON'
KNIFE POLISH**

The Original and only Genuine Preparation for Cleaning Cutlery.

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