

" VARSITY "—HIGH-CLASS 5c. CIGAR.

# THE CANADIAN GROCER

VOL. IX

TORONTO AND MONTREAL, DECEMBER 27, 1895.

No. 52

## COLMAN'S MUSTARD



**BEST ON EARTH**

**IF YOU WISH TO INCREASE YOUR TRADE**

**AND GIVE SATISFACTION TO YOUR CUSTOMERS**

**SELL**

# HUNTLEY & PALMERS

## ENGLISH BISCUITS

**KNOWN IN ALL PARTS OF THE WORLD FOR THE EXCELLENCE  
OF THEIR QUALITY AND GREAT VARIETY.**

**MANUFACTURERS TO HER MAJESTY THE QUEEN, ETC.**

### READING AND LONDON, ENGLAND

FOR PRICES APPLY TO THEIR REPRESENTATIVE :

**MR. EDWARD VALPY, 49 Hudson Street, NEW YORK, or direct.**

**LA CADENA—CREAM OF THE HAVANA CROP.**

PRIZE MEDALS IN COMPETITION WITH THE WORLD.

LA FLORA, 10c.

EL PADRE, 10c.

THE CANADIAN GROCER

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

Purveyors by special appointment  
to Her Majesty

**THE QUEEN**

Empress of India.



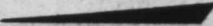
Purveyors by special appointment  
to H.R.H. the

**PRINCE OF WALES**

K.G., K.T., K.P.

# MACONOCHIE BROTHERS

131 Leadenhall Street  
LONDON, ENG.

First Quality 

## Potted Meats and Fish Delicacies



Fresh Herrings  
Kippered Herrings  
Bloaters and Bloater Paste  
Scotch Findon Haddocks  
Herrings in Shrimp Sauce  
Herrings a la Sardine



All Herrings prepared by us are preserved at Fraserburgh, Scotland, which is the largest fishing station in the world, and the quality of the Fraserburgh Herrings is superior to all others.

All particulars from agents:—

Agents for British Columbia:

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

**MESSRS. MARTIN & ROBERTSON**,  
Vancouver and Victoria



# Standard Goods THE Best to Handle

## FRY'S

... USE ...

## FRY'S

Pure Concentrated  
Cocoa

Pure Chocolate

Vanilla and de Sante  
Chocolate

Caracas Chocolate



Homeopathic Cocoa

Diamond Chocolate

Monogram Chocolate

Gold Medal Sweet  
Chocolate

**THESE GOODS ARE SECOND TO NONE**

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

### "Thistle" Haddies



ONLY THE BEST FISH ARE  
PACKED UNDER THIS BRAND  
AND EVERY CAN WARRANTED

#### That's Why

REPEAT ORDERS COME IN SO  
STEADILY. . . . .

## STOWER'S

PURE LEMON SYRUP

... and ...

LIME JUICE CORDIAL

AS LIGHT DRINKS FOR  
CHRISTMAS ARE UNSURPASSED . . .

They give Health and Tone  
to the system.



### LAZENBY'S

#### Solidified Table Jellies

Are the best of their class on the market  
and are just splendid for dinner parties.

... MANY FLAVORS ...

# ARTHUR P. TIPPET & Co.

AGENTS FOR THE DOMINION

MANILLA AND BLUE AND WHITE DUPLEX

# Flour Sacks

Regular sizes, 3½ to 50 lbs.

Special sizes made to order.

Printed in any number of colors.

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

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

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

HULL, CANADA

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



Grand Sultan  
COFFEE

Ground or Whole.

**GRAND  
MOGUL  
TEA.**  
1/2 & 1lb. AIR TIGHT PKGS.  
EXGELS ALL OTHERS

Aunt Polly  
SELF-RISING  
PANCAKE FLOUR

2 1/2 lb. Packages.  
Best seller ever offered.

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

WHOLESALE GROCERS

**LONDON, ONT.**



Sample Pot Free on  
Application.

# Blood Counts

There is more "Imperial Cheese"  
sold than all other Potted Cheese in the  
world combined.

PACKED ATTRACTIVELY IN WHITE OPAL JARS.

**A. F. MacLAREN & CO.**

**Toronto**

If you have  
... not yet **CAUGHT** on

Turn it  
over

in your mind.



**ROSE & LAFLAMME,**

AGENTS ...

**Montreal**

# The St. Lawrence Sugar Refining Co.

LIMITED

## MONTREAL

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

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

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

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

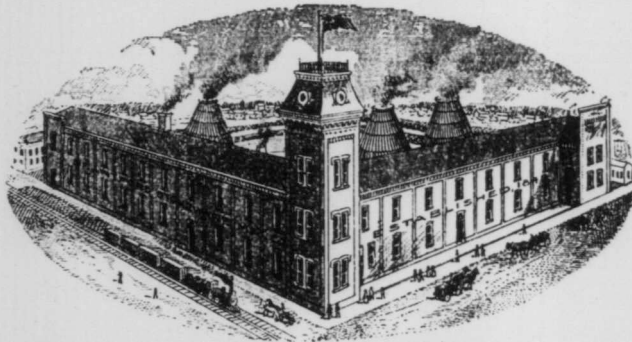
## THE BRANTFORD STONWARE MFG. CO., LTD.

BRANTFORD, CANADA

FOR . . .

### Rockingham, Yellow, Bristol and Salt-Glazed Stoneware

Established 1849 - Incorporated 1894



Manufacturers of Water Filters, Water Pitchers, Poultry Water Fonts, Jugs, Fruit Jars, Jam Jars, Butter Pots, Cream Crocks, Churns, Pickle Jars, Flower Pots, Ginger Beer Bottles, Ink and Furniture Cream Bottles, Oval and Round Baking Dishes, Pie Plates, Stew Pots, Bowls, Tea and Coffee Pots, Bed Pans, Chambers, Cuspidores, Spittoons, Stove and Fire Brick, etc., etc., and all kinds of Stoneware for Domestic and Chemical purposes.

Price List and Terms on Application

OTHER SPECIALTIES.

NOUGAT  
RAHAT LAKUHM  
ALMOND ROCK  
EL MAHNA

CANADIAN SPECIALTY CO., Toronto.



WORKS : LONDON, W.C.

MEDALS AND DIPLOMAS.

PARIS  
SYDNEY  
MELBOURNE

ROSE &amp; LAFLAMME, Montreal.



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

**“CROWN”**  
BRAND

**Marshall's Scotch Herrings**


FROM THE FAMED ABERDEEN FISHERIES

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

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

McLAREN'S

is Honest Goods and just the Thing on Which to make or Extend a Business.		The Best Grocers Make a point of Keeping it always in Stock.
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## Condensed Coffees

If you have not handled “Reindeer” Brand Condensed Coffees, we should like you to give a sample order and try for yourself whether they are good or not.

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**"We are grateful"**

To our kind patrons from Charlottetown, P.E.I., to Victoria, B.C., for pinning their faith to the Peerless "Lion" Brand. To you, dealers, we convey our best wishes for a bright and prosperous New Year. Rest assured our best efforts will be put forth in '96 to uphold the "Quality" that our goods now enjoy, which is the secret of our success.

**W. BOULTER & SONS**

N.B.—Our little demand novelty will reach you in due time for holiday trade.



**PICTON  
TORONTO  
DEMORESTVILLE**

**B O N B O N**

**O**

HOLDING ONE POUND

OF THE MOST  
BEAUTIFUL

**X**

**Sweets**

**E**

YOUR GIRL WOULD LIKE ONE

**S**

PUT UP BY

**WM. PATERSON & SON,**

**Brantford**



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

# THE CANADIAN GROCER

Vol. IX. (Published Weekly)

TORONTO AND MONTREAL, DECEMBER 27, 1895

(\$2.00 per Year) No. 52

## DROPS FROM THE EDITOR'S PEN.

When lemons get too high people sour on them.

The great merchant is the fruit of the great boy.

Business is a race. What speed did you develop during the year?

An advertisement is to the business what breath is to the body—life giving.

May your new year be fraught with enlarged business, good profits and a healthy body.

He who is careless about the little things in the store cannot be careful about the big things.

It is not so much education as energy and common sense that makes men successful in business.

Smiles for customers and frowns for clerks is a mixture that debilitates instead of tones business.

Stores that have not a holiday appearance can scarcely expect to get much of the holiday trade.

The measure of your happiness during the New Year will greatly depend on your own exertion.

There is one thing about the average traveler: When orders are small it is not usually his fault.

The "drummer" may be a traveler, but the average one is a "stayer" when he is after business.

The trade paper is a text book to the young man who aims to make himself proficient in business.

If we could only get some of our bright commercial travelers into our municipal councils and halls of Parliament, many of

the old fogies that are now in these representative institutions would be compelled to go on the road to obscurity.

When a merchant gets down to bed rock he has sometimes started the foundation of a towering business.

The hen is not an aggressive bird, but it has for some weeks been driving cattle out of the English market.

He who has push, pluck and purpose, need have no fear that he will be shaken down among the small potatoes.

When you turn over a new leaf at midnight on Tuesday fasten down the old page so that it cannot be turned back again.

Merchants who undertake to help other people up hill should ascertain first whether they are able to undertake the task.

If some men had looked as earnestly for work as they did for liquor they would now be rolling in affluence instead of in the gutter.

Many less bankrupts would there be every year were the ambition of those launching into business seasoned with a little more foresight.

Clerks who shirk their duty because their efforts are not appreciated by unreasonable employers fail to recognize what they owe to themselves.

There is one great difference between an advertiser and his advertisement: the one is no more after a few years, while the other lives forever.

There are plenty of people sighing for municipal honors, but many of the men for whom the people are sighing respond not to their importunity.

What a lot of work the politicians are doing for their respective parties these days, and what a lot of work for the business in-

terests of the country they are leaving undone!

It is possible that ideas too large for one store will be too small to keep alive another place of business into which the possessor of the ideas has moved.

Cleveland's doctrine is more likely to cleave the land of the Stars and Stripes in twain than to sever the British lion from its purpose in Venezuela.

Merchants or clerks who gamble may win money, but they are as sure to lose all chances of success in life as is the maple to lose its foliage in November.

Nearly every community of merchants believe in business men's associations, but, like religion, they will never get the desideratum until they reach out to possess it.

The grocers of Allegheny have organized against dead beats. If the membership is composed of live members, some at least of the beats will be dead before long.

The baking business has become so hot in London that the price of bread has been dropped to four cents per loaf, and instead of decreasing it has rather increased the heat.

If the late President Monroe could be interviewed it is quite likely he would repudiate President Cleveland's interpretation of the doctrine that bears his (Monroe's) name.

He who avers that advertising draws money out of instead of into the pocket is in the same boat with he who could not see the logic of baiting his hook with a minnow to catch a mackerel.

The ice fortress that is being built at Quebec is not for the purpose of freezing out the Yankees. It is rather an outward sign of an inward desire that our quarrelsome cousins should come and enjoy the carnival.

**J. A. CHIPMAN, OF HALIFAX.**

**J.** A. CHIPMAN, of the firm of J. A. Chipman & Co., millers' agents and commission merchants, Halifax, whose portrait accompanies this sketch, began business in Halifax in 1868, under the auspices of that celebrated prophetic boom, that Halifax would soon become "the Liverpool of America." For a greater portion of that time he has been identified with the flour and produce commission trade of the city and province, having considerable business connections with all parts of the Dominion of Canada and some portions of the United States. He has been associated with the Halifax Board of Trade all these years, and has ever sought to the best of his ability to promote the interests of the city in which he lives. He has taken a somewhat active part in encouraging the development of the West India trade, by advocating the establishing of a direct line of steamers; in fact, a warm advocate of the expending of public moneys in subsidies, believing that public moneys judiciously expended for the purpose of exporting the products of Canada was the best kind of protection that could be given the people. He was an earnest advocate for the extension and better terminal facilities of the railway system at Halifax, working for that purpose on a committee for 8 or 10 years, and is now about to see the object for which he has striven accomplished. He has been identified with the various committees of the Board of Trade and a warm advocate of a fast line of steamships, the probability of which is looked forward to at the present moment with a great degree of satisfaction by a large portion of the people of Canada.

**HOW MONEY IS LOST.**

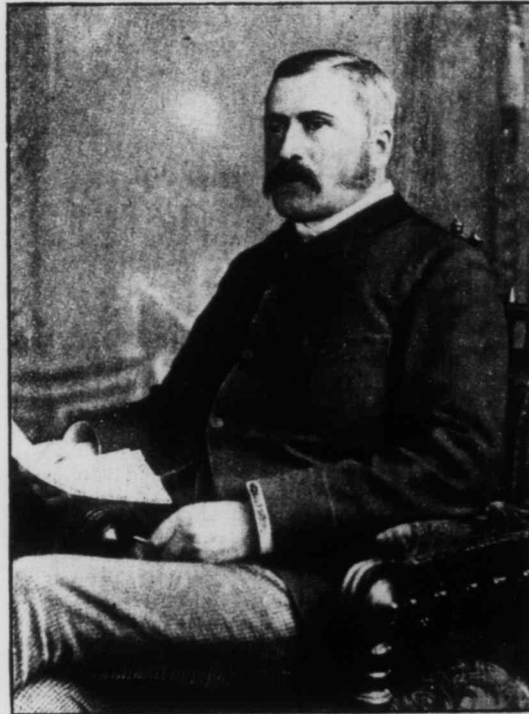
John R. Ransom, writing upon this subject in *Implement Age*, blames a person for lending his friend money to aid him in some task which he acknowledges, by his desire to borrow, surpasses his ability to accomplish, thereby overstraining his talents and precipitating ruination upon him. If one will lend, he advises in all cases taking security. Applying this view to mercantile credit, he says:

"If the merchant will look at his goods as so much money, why will he part with them on any less security than the banker or financier who is generally successful? Until the operator can ground this principle in his credits, failures are almost certain; if not hopeless failure, loss of profits and money follows, to a dead certainty.

"The reason why merchants give long credit is that they are allured by the profit and lose sight of the absolute money en-

gaged; for, let anyone investigate the matter, and he will see that if no profit was in the transaction, or very little, the credit would not be so readily given, if given at all. Then the principle results that money is lost in an overstrained desire for profit, as a general rule, though it may be lost occasionally when this principle does not enter. Nor need the merchant say that business cannot be done without excessive crediting.

"If the purchaser cannot give, or will not give, endorsed paper or security, if he is worthy of credit let him give what he would be compelled to give to a bank—thirty, sixty or ninety day notes. Nor should these be taken without the utmost scrutiny, for if such merchant will realize that the acceptance of such notes might be the cause of his failure he would be very cautious. Experience has



J. A. CHIPMAN.

shown, too, that there is not as much danger in loss on small as on large transactions. Men generally lose on big amounts, and such would be the philosophical reasoning if experience had not taught the fact. No one will be likely to go wrong in taking paper who will adopt the banking principle of time and responsibility. That some losses will occur, even under such a severe rule of credit, no one will deny, but such is the most perfect plan in the giving of credits for merchandise or other valuables."

**WELL DONE, EDMONTON!**

The Edmonton correspondent of *The Winnipeg Free Press* says:

Edmonton now contains two wholesale grocery stores, two banks, two printing

offices, two hardware stores, six general stores, one grocery and feed, one flour and feed, two bakeries, three confectioneries, two gents' furnishings, two tailors, two saddlers, three grain-ware houses, four fur dealers, two millinery and fancy goods, two dry and fancy goods, three stationery, two drugs, one sewing machine, one furniture, sewing machine and musical instruments, two watch-makers and jewelers, three agricultural implement dealers, two wholesale liquor stores, three large hotels, four livery stables, three blacksmiths, one brewery, one carriage builder, four butchers, three pork-packing houses, one photographer, post office, telephone system, telegraph, electrical lighting and power company, two tobacconists, one second-hand store, two auctioneers, one dentist, two entertainment halls, one saw and grist mill, with wood-working machinery, one sash and door factory, three brick yards, ten coal mines supply coal at from \$1.75 to \$1.80 per ton delivered. The professions are represented by eight lawyers, six doctors, four professional nurses, and music teachers.

Edmonton is also the great fur emporium of the continent; here are gathered the furs from within the Arctic circle, North Pacific coast, on the west, and as far east as Lake Winnipeg, and south to the international boundary. Last season \$250,000 worth of furs were marketed here, besides all that the Hudson's Bay Co. brought in on their own account.

Edmonton has more than doubled its population since incorporation.

**DUTY ON DRIED FRUITS.**

*Produce Markets' Review*, London, Eng.: The duty payments of the three principal kinds of dried fruit for the three months of the season, and also for the first eleven months of the year, are given below. It will be seen that there is a slight increase in each of the figures, with the exception of Valentias, during the last three months, which show a small falling off:

Three Months, viz., September, October and November.

	1894.	1895.
Currants.....	12,417	12,639
Valentias.....	6,077	5,814
Sultanas.....	3,148	3,799

Eleven Months from January 1.

	1894.	1895.
Currants.....	24,722	26,215
Valentias.....	7,246	7,569
Sultanas.....	7,226	7,368

Considering the many articles which directly compete with dried fruit, it is satisfactory to see that the trade is holding its own.

The man who reads a trade paper may not be wise, but I never knew a fool to read a trade paper.



CUT THIS OUT } .. A Happy New Year

Telephones 1256 and 447

LUCAS, STEELE & BRISTOL,

Hillwatee Tea Agents,

. . . HAMILTON, ONT.

*Established 1844*

*To the Trade:*

*We beg to thank our friends who have given us all, or such a large share, of their trade for the year now closing. We feel we have done well for them in every way—bringing all our goods from country of production, and buying everything from first hands. Handling our business economically, we have laid down our goods to our friends on a low basis of cost. Those that favor us with their trade for 1896 can rely on the same fair treatment heretofore extended to the trade.*

*We wish all our friends a happy and prosperous New Year.*

*James Turner & Co., - Hamilton*

**THANKS!**

We take this opportunity to thank our many patrons for liberal support during year 1895, and to wish them all a very

**PROSPEROUS NEW YEAR.**

**BALFOUR & CO. Wholesale Grocers HAMILTON**

## THE BUSINESS FOR 1895 IS OVER . .

We have had a good and increasing trade, for which we wish to thank our patrons. Wishing you a very **Happy and Prosperous New Year.**

Yours faithfully,

TORONTO, Dec. 27th, 1895.

**H. P. ECKARDT & Co.**

### GROCCERS' COLLECTING BUREAU.

**E**DITOR GROCER, — In answer to "Grocer," I would say it is surprising what small things perplex some people. The only cloud I can see in "Grocer's" eye which can be perplexing him and obscuring his vision is the thought of the secretary getting the large amount of twelve hundred dollars a year for his entire services.

If "Grocer" had to pay the whole amount himself it would not be surprising, but as he would only have to pay three dollars a year more than he does now for all that extra service, I fail to see what he can be perplexed about, unless it is that he would be receiving so much for so little.

If "Grocer" had \$200 worth of accounts to collect, and he had a man trotting about every day in the year collecting these accounts, and he only got half of them, would that be any benefit to him? The article was generated by a strong desire to try and make the association a valuable institution to its members, and was simply a suggestion thrown out for the members of the association, or any other grocers' association in the Dominion or in the world, to think over and decide whether they thought it advisable or not to adopt it.

If "Grocer" thinks it would be a picnic to collect for three hundred grocers, and give them satisfaction, I don't. It has always been the object of my life to try and serve my fellowmen to the best of my ability, and that alone is the motive which prompted me to make that suggestion. I have always been anxious to make the association one of value to its members, and one which every grocer in the city would like to belong to, and that I feel can only be accomplished by giving them value for their money. The principal reason why the present system is not a success is, I believe, because there is a lack of unity and support; imagine the few grocers who send in their accounts for collection to solicitors—from fifteen to twenty out of about two hundred. They are really out of pocket; at least, they have shown me where they were. Such support is enough to discourage any man, if he has the heart of a lion, and if my suggestion materialized it

would be as much a failure, and perhaps more so, if it did not get better support than the present system does. The solicitors for the Grocers' Association are gentlemen and deserve credit for the way they have stuck to the work, considering the poor support they have had.

I have no doubt about the new scheme being a success if it should be supported.

R. M. C.

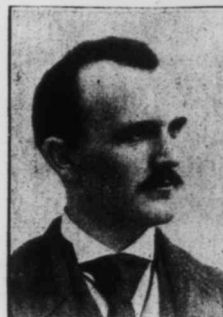
### "PURE GOLD" AT HOME.

**I** DO not dance, and for one good reason: I can't. But I nevertheless enjoy the annual At Home of the employes of the Pure Gold Mfg Co. of Toronto. This annual event is due to the munificence of the firm. But this mere entertainment is not the only evidence of the attitude of Pure Gold's employes towards its employes. Any one who had



A. JARDINE, senior partner.

attended the At Home held in Webb's parlors on Friday night last would have come to this conclusion. At least, that was my conclusion, at any rate. Mr. A. Jardine, the senior member of the firm, quietly moved about here and there with a benign smile, placing his hand on the shoulder of this and that employe, or bandying pleasantries with each in turn, male or female. Mr. J. D. Roberts, the manager and junior partner, J. D. Roberts, manager and junior partner, with a programme card dangling at the end of one finger, a skip in his feet and a smile in his



J. D. ROBERTS, manager and junior partner.

face, seemed to me to be omnipresent in in pursuance of his desire to look after the welfare of his guests. Mr. G. F. Anderson, the cashier of the firm, also expended much energy, not in dancing, but in looking after the dancers. I understand he is as great an expert in creating fun as in raising cash. The Scotch reel is his favorite. This highly exciting dance



G. F. ANDERSON, cashier.

was not on the programme. Now Mr. Anderson thought it should be. Shortly after the dancing began I noticed him canvassing this and that gentleman and this and that lady. Thinking he was perhaps running for Mayor I made enquiries: "Oh, no," replied the portly Mr. Monro, one of their travellers, "it is a Scotch reel he is looking after. He wants to see it danced." And when it was near the midnight hour, amid a furore of excitement, the Scotch reel came off. Those who took part in it were Capt. J. F. Ramsay, Col. Sergeant Wright, Mr. and Mrs. Logie, Mrs. M. Quinn, Miss Myers, Miss Cowan, Mr. John McLean. Mr. Anderson wore a big smile the rest of the evening.

But I would not say that the Scotch reel was the event of the ballroom. To my mind there was as much interest taken in the set of lancers which Mr. Jardine consented to figure in. His employes, or in fact anyone else in Toronto for that matter, had never seen him dance before. After the dance, I with others, elbowed my way in to congratulate him. "Well," he rejoined as he wiped his brow, "the last dance I had was in St. John, and as I left there in 1863, you can see it was a long time ago since I stood up to go through a dance."

The clock now indicated 11.45 p.m. and supper was announced. Mr. Geo. Anderson



# A Suggestion for 1896

Increase your TEA trade and consequently your PROFITS by handling . . . . .

In lead packages only. Four qualities.  
Retails at 30, 40, 50 and 60c. per lb.

## "KURMA" TEA

DAVIDSON & HAY, WHOLESALE AGENTS, Toronto, Ont.

# IT'S ALL BOSH

This idea of buying your

C. P. R.  
GRAND TRUNK  
MICHIGAN CENTRAL  
RAILWAYS

## CEREAL GOODS

all over the Province—your Rolled Oats one place, Cornmeal another place, and so on. We can put it all on ONE bill of lading. Do you want to save freight?

THE TILLSON COMPANY, Ltd. Tilsonburg, Ont.

*It has a name . . .  
quality made it.*

"Flag-Ship" Brand Canned Salmon is kept at the high standard which has made it famous. The large and continuous demand shows that careful buyers recognise this fact. Specify "FLAG-SHIP" BRAND in your next order for Salmon, then judge for yourself.

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

## Canadian Pacific Packing Co.

R. V. WINCH,  
Manager.

LULU ISLAND, B.C.

took the chair, while seated to his right were Mrs. J. D. Roberts, Dr. Stark, Miss Jardine, Mr. T. H. L. Litster, poet laureate to the firm. On the chairman's left were Mr. J. D. Roberts, Mrs. (Dr.) Stark, Mr. Jardine, Miss Jardine.

At 12.30 Chairman Anderson arose, with the smile induced by the Scotch reel still on his face, and said: "Ladies and gentlemen, I could talk by the hour, but I do not think you want me to, so I will not."

After "The Queen" had been honored, the toast, "The Pure Gold Manufacturing Co.," was proposed, the names of Messrs. Jardine and Roberts being coupled therewith. In order, I presume, to give these gentlemen opportunity to collect their thoughts, the chairman called up Poet Laureate Litster to render the "Pure Gold" song, which he had, under orders extraordinary, composed for the occasion. Mr. Litster complied, the guests joining in the chorus. The first verse and chorus ran as follows:

"PURE GOLD" SONG.

Tune: "Love's Golden Dream."

Since we met round this festive board,  
A year has passed away—  
While other firms are losing ground,  
We still work night and day.  
Success hath all our efforts crowned,  
And we have lived to see  
Each line we make, wide world renowned  
For strength and purity.

CHORUS—"Pure Gold" shall last for aye,  
Echo the glad refrain;  
Ever by night and day,  
Shout it with might and main.

Mr. Jardine, on rising, was loudly applauded. He facetiously remarked that he could talk for an hour, but he would not. "A year," he added, "does not seem to me to be as long as it used to be. When I was a boy I thought it would be a long time before I became a man, but to look back it does not seem long since I was a boy. It does not seem long since we had our last annual gathering. I am exceedingly pleased to see so many around this table. I was pleased to see so many in the ballroom. I think it is pleasant for so many of us, employers and employes, to meet together on occasions like this away from the duties and cares of everyday business." After indulging in a few pleasantries and wishing those present the compliments of the season, Mr. Jardine took his seat amid applause.

Mr. Roberts declared that speech-making was not in his line. "As I left the house to-night my wife said: 'Now, Jack, don't you attempt to make a speech, for you know you cannot.'" He did not, however, sit down before expressing his pleasure at seeing so many present and wishing all a merry Christmas.

"The Ladies" brought Capt. Ramsay, of J. F. Ramsay & Co., to his feet. Although a bachelor, he expressed great admiration for the ladies, and ventured the remark that some day he might be a happy married man. (Allow me to venture, parenthetically, that I

do not think the gallant captain is a very miserable-looking single man.) Before taking his seat he hit upon the novel idea of asking all the ladies to arise. When they did so he thanked them, and a thought ran through my mind that, perhaps, he wanted to see if there was anything that would suit him among the ladies present.

During the evening Miss Thompson gave a recitation, and Messrs. James Litster and A. Rubbra solos.

It was 2.30 o'clock when the guests, some hundred and fifty, filed out of the dining hall back to the dance hall, to finish their devotions to Terpsichore.

### A NEW BRAND OF SALMON.

"Ice Castle" salmon is a new brand on the Canadian market. For years past it has held the English market, which took the whole output. Monday last I was shown a sample by the Hamilton agents, W. H. Gillard & Co., and cannot but pronounce it excellent. The packers claim superiority from the fact that the salmon are caught by a method that obviates the danger of bruising and discoloring them. The packers are Malcolm & Windsor, Vancouver, B.C., and Montreal, who are also the packers of the "Ice Castle" brand of canned fruit and vegetables.



## The Greatest Discovery of the Nineteenth Century

# KNOX'S EGG PRESERVER

FRESH EGGS THE WHOLE YEAR  
AT THE LOWEST COST . . . .

WHAT WE CLAIM FOR EGG PRESERVER—It is harmless; no poison; does not discolor the shells; costs less than  $\frac{1}{2}$ c. per dozen to lay down eggs; a child can use it; eggs do not need any turning or other attention after once treating; lay them away in a box or basket in a cool, dry place; you can lay down your winter supply when eggs are cheap; a merchant when overstocked can preserve his eggs and hold for a rise instead of being forced to sell for fear they would spoil on his hands; the farmer and egg raiser need not sell their eggs until prices suit them.

Heretofore eggs bought in the warm weather have to be used AT ONCE, or they are lost. With the aid of the Egg Preserver you can not only save this loss, but lay down in summer all the eggs you will want in the fall and winter, which will make a nice sum on your investment. This new compound was discovered last year, and before trying to put it on the market it was thoroughly tested so that we might know if we dare put OUR OWN GUARANTEE on it. This we now stand ready to do, and our guarantee is: Egg Preserver, when PROPERLY USED ON STRICTLY FRESH EGGS, will keep them as good as the day they were laid down for ONE YEAR, or MONEY REFUNDED.

We have tests that have been made over 13 months. Twenty dozen of eggs were purchased and laid down October 1st, 1894; these were broken from time to time to see how they would stand. The last lot were broken November 9th, 1895, 13 months and 9 days from the time of laying them down. These were tested by good judges, and their opinion was that they were fresh laid eggs.

Ask your Wholesale Grocer for it

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



**HELPS TO YOUNG MEN.**

**R**EV. J. R. MILLER, writing on "Mistakes Young Men Make," says: I have abundant material for this article in the record of twenty-five years' work among men. A great many young men fail. Moral failures are not the only ones. There are many who are not destroyed by their vices, who yet make very little of their life. They are good, but good for little or nothing. The possibilities within them are never developed.

A young man ought to make the most of his life in all ways — in mental culture, in moral character, in work, business or profession, in social influence and in religious activity. Whatever mars this full-rounded manhood at any point is a mistake.

Men fail of their best because they did not prepare well for life in the days when preparation was their only duty. The boy cannot afford to miss one lesson. That one may contain the very bit of knowledge for want of which he will some day stand confused at the door of a great opportunity, unable to enter. Young men make a serious mistake when they fail to improve their early opportunities for preparation.

Another mistake many young men make is the forming of a distaste for work. They like as many hours as possible for rest, for social pleasure, for amusements. Their aim really is, not to make the most of life, but to have a good time. They dislike work. They chafe under rules and discipline. They keep their eyes on the clock, eager to get away the moment the hand touches the hour.

When such habits have been formed in early life there is little hope for a young man's future. The only sure saving of manhood is an enthusiasm for work, and a capacity for a measureless amount of it. Work knits thews of strength in body and soul, disciplines the life into nobleness and power, and develops the talents to their best. The young man makes an irreparable mistake who forms easy-going habits. He will never be able to take the best prizes in life, to win the success that would have been possible if he had learned to use all his capabilities.

Get leave to work  
In this world: 'tis the best you get at all:  
For God, in cursing, gives us better gifts  
Than man in benediction. God says "Sweat  
For foreheads;" men say "Crowns;" and so we are  
crowned,  
Ay, gashed by some tormenting circle of steel  
Which snaps with a secret spring. Get work! Get  
work!  
Be sure 'tis better than what you work to get.

Another mistake made by many young men is the failure to grasp life's true meaning and purpose. We are put into this world not merely to get through it in any sort of way, and to get a reasonable share of comforts as we go along. It would not be worth while for God to make a man, putting into him such marvellous capacities, if that were all he meant him to do with himself. Life is given us, first, that we may develop its every faculty and power to its utmost possi-

bility; and then, that we may use its every energy in doing our full part in the world's work.

With many, however, there seems never to be one serious thought about life. It is all play. There is no sense of responsibility to God, no conception of obligation to others. Self is the centre of all. We are put in this world to grow into the noblest possible manhood, and then to serve our generation in the way that will do the greatest good.

Not to realize this divine purpose is to live largely in vain. No graver mistake could be made.

Many young men make a mistake in the choosing of their friends. The influence of companionship is simply immeasurable. It does more than almost anything else in shaping the character.

Then, it gives one his place in the world among other men. A man is known by the company he keeps. If his associates are unworthy, with doubtful reputation, he cannot have the respect and confidence of better people. Hence a young man fixes his rank and place among his fellows, unalterably, by his selection of companionships.

It needs no argument, therefore, to prove that he who permits himself to take into his life unworthy persons as his friends, commits an irreparable mistake.

A rabbit's foot was caught in the hunter's steel trap. The little creature seemed to realize that unless it could get free it would soon die. So, with an admirable bravery, it knawed off its leg with its own teeth, thus freeing itself, though leaving its foot in the jaws of the trap. If a young man discovers that he is in the snare of evil companions, whatever it may cost him, he should tear himself away from it.

Another mistake which many young men make is leaving God out of their life. We are made for God, and when men break away from Him, they cut themselves off from the one source of all true blessing and good. All the terrible moral failures, which strew life's course with so sad wrecks, are consequences of this fatal error.

It goes without saying that the young man makes a mistake who begins to drink, or who does not keep himself pure, or who lies or uses profane language, or who is dishonest in even the smallest things. These are sure ways to ruin. To save the life from these and all like perils one must recognize God's right to his love, worship and obedience. He who is true to God is true to his soul, and will live nobly among men.

**WESTERN TRAVELERS.**

President Dillon was in the chair at the annual meeting of the Western Ontario Travelers' Association, held in London on Saturday afternoon, and other members present were Messrs. Alf. Robinson, secretary; P. J. Conroy, R. C. Struthers, W. E. R. Eardley, Robt. Tait, W. H. Escott, R. R. Golding, W. S. Case, H. B. Callander, A. S. Tassie, Dan. MacKenzie, J. M. Logan,

H. Line, Wm. Mayo, George Axton and A. B. Greer.

A proposition to make it incumbent upon all beneficiaries to give notice of claims within six months after the same become due was defeated.

A notice of motion by Mr. Crabb to raise the mortuary benefits of members of eight years' standing and over from \$700 to \$800 was lost.

A motion by Mr. Tassie, seconded by Mr. Logan, to do away with proxy voting, except at elections, was discussed at length, and finally was dropped by the mover, who promised to bring the matter up at a later date.

Mr. Tait moved, seconded by Mr. Conroy, that \$150 be placed to the credit of the board for benevolent purposes. Agreed.

**FIVE YEARS' TRADE WITH BRITAIN**

In response to a Senate resolution, the Secretary of the United States Treasury on Tuesday sent to the Senate a statement, showing, during each of the last five years, and for the whole period, the gross amount of imports from the ports of Great Britain and her colonies and dependencies, together with the amount of the exports to such ports. The totals for the whole period of five years are as follows:

United Kingdom imports.....	\$ 800,340,150
Do. exports.....	1,184,048,634
Bermuda imports.....	2,222,463
Do. exports.....	3,620,675
British Honduras imports....	902,554
Do. exports.....	2,050,967
Canada, including Nova Scotia, New Brunswick, Quebec, Ontario, British Columbia, etc., imports.....	170,184,682
Do. exports.....	237,760,759
Newfoundland and Labrador imports.....	2,103,627
Do. exports.....	7,492,483
British West India imports..	67,556,530
Do. exports.....	42,230,435
British Guiana imports.....	21,021,262
Do. exports.....	9,913,067
Hong Kong imports.....	3,873,663
Do. exports.....	2,342,235
British India and East Indies imports.....	110,194,324
Do. exports.....	18,410,214
British Australia imports....	30,635,938
Do. exports.....	49,471,244
British Africa imports.....	37,372,725
Do. exports.....	19,428,824
All other British dependencies, including Aden, Falkland Islands, Malta, etc., imports.....	9,319,582
Do. exports.....	2,840,060

**AMONG THE RETAILERS.**

Thomas Millar and Robert Barfett, merchants, Oshawa and Newcastle respectively, have jointly purchased the general stock of J. B. Gould & Co., of Havelock, Ont. They will carry on their new venture as well as their own individual business.

E. B. Morgan & Son, of Oshawa, have decided to discontinue the credit system after January 1st.

J. Hurd, of Cannington, has purchased the business of Mrs. A. Calhoun, of Sunderland, and has taken possession. He will do business under the style of the Patrons' Supply Company.

FULL RANGE

# FANCY GROCERIES

**TABLE  
RAISINS**

London Layers	Imperial Clusters
Fancy Clusters	London Layers <small>2½ " Cartons.</small>
Dehesa Clusters	Loose Muscatels

All varieties California Evaporated Fruits  
 Franco American Plum Pudding, pound tins  
 Glace Lemon, Orange and Citron Peels  
 Batger's Nonpareil and Compote Jellies  
 New Nuts, Tarragona S. S. Almonds  
 Valencia Shelled Almonds, Barcelona and  
 Sicily Filberts, Grenoble Walnuts.

Turner, Mackeand & Co. - - Winnipeg



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Those who have been our customers and all who have not yet learned the value of the goods we manufacture, a very hearty Merry Christmas. If you are short on Pure Baking Powder, Spices or Extracts, we can get an order filled to you before Christmas if you will write at once.

The SNOW DRIFT CO. = Brantford.

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Are only  
to be made  
by using

The **DAISY  
THISTLE  
ROSE** **BROOMS**

The best value, retailing at  
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### THE CUSTOMS CONTROLLERSHIP.

THE Dominion Government appears to have again made one of its periodical unbusinesslike blunders: It has appointed Hon. J. F. Wood to the Controllorship of Customs.

Against Mr. Wood personally THE CANADIAN GROCER has not a word to say beyond the fact that he is not the man for the position. As far as we are aware, he has made an acceptable Controllor of Inland Revenue, and his name has been free from political scandal.

But the Controllorship of Inland Revenue and the Controllorship of Customs are two different things: the one is a sinecure compared with the other. In the Department of Inland Revenue the practical head and generallissimo is Commissioner Miall; in the Customs Department the Controllor is the head de facto. But, granted that equal ability is demanded at the heads of the two departments, that does not alter the fact that the Government has made a blunder in this, its latest appointment.

The Customs Department is a strictly commercial branch of the governmental system, and the exigencies of the case demand, and the business interests of the country have demanded, that its head shall be a practical business man. But right in the face of this the Cabinet has placed in charge a lawyer. Verily, how doth the partisan ignore business material, either in constructing or reconstructing Cabinets!

Scarcely would the Government appoint a counter-jumper as the commandant of a revenue cutter or a business man to the Chief Justiceship of the Supreme Court. But it is certainly putting a round peg into a square hole when a lawyer is deputed to do the work that can only be performed satisfactorily by a business man pure and simple.

It is quite clear that the mercantile interests of the country can receive no recognition

from the present Cabinet. And not only from the present, but probably from all others, until the merchants of this country present a more united front than they now do.

Let by all means lawyers be appointed to Government positions both in and out of the Cabinet, where proficiency in legal lore is essential, but the business interests demand that practical business men, and not lawyers, shall be appointed to offices purely commercial in their character. But the present Cabinet appears to be so lacking in common sense that we even despair of a solid phalanx of business men being able to knock sense into it. A surgeon at any rate would first need to perform an operation before sense could be injected into their official craniums.

### WHY CHEESE IS DULL.

EXPORT business in our great dairy product, cheese, has been absolutely lifeless since the close of navigation, and the fact is attracting more or less attention throughout the country.

It is evident, in fact, that the matter has resolved itself into a trial of endurance between the English buyer, on the one hand, and the Canadian holder, on the other.

With the exception of possibly 50,000 boxes, all the cheese in Canada is controlled by shippers, and they express great confidence in the future. Their chief reliance is placed on the admittedly large shortage in the exports to Great Britain from this continent during the current season.

Since the first of May to date the Canadian exports are fully 30,000 boxes less than those for the preceding year, while the shortage this season in exports from New York has steadily increased, until it now stands at considerably over 300,000 boxes. In fact, approximately almost 400,000 boxes less have been sent across the Atlantic from the whole of North America than last year.

With this great decrease in mind, and the lower prices this year, which are fully 2½c. per lb., or \$1.75 per box, less than last year, it is not surprising that sellers in Canada should be disinclined at present to rush sales. Of course, they may gain nothing by holding, but they argue that the cost of carrying past the turn of the year is a bagatelle, while the statistical position is strongly in their favor.

No activity is expected therefore—unless the Britishers advance their bids before the middle of January.

It will be interesting, therefore, to see which party will be successful, the English buyers in their efforts to get fine Canadian fall cheese for 9c. per lb. and less, or the Canadian owners, who firmly believe that it is worth 9½ to 9¾c. per lb.

### PEPPER AND OUR SPICE IMPORTS

NOT for a long time has the pepper market been in such a demoralized condition as it now is. The unsatisfactory conditions, of which the present appears to be the climax, began about a year or more ago, and is largely the result of over-production.

In New York some 50,000 bags of pepper were recently damaged by fire, 16,000 bags being rendered worthless. But, in spite of this, the market is still unsettled and demoralized, and prices are down to a point which they have not touched for years.

The chief market for pepper, as far as Western Canada at any rate is concerned, is New York, and since this became so it has somewhat revolutionized the methods of doing business.

When England was the chief purchasing market the orders were for much larger lots than is now the case with purchases made in New York. A spice manufacturer that purchased say two hundred bags at a time when he bought in the former country, now only takes in the neighborhood of twenty bags. And importers declare that the results are better, from at least a profit point of view.

The Trade and Navigation Returns furnish no information regarding this particular commodity, it coming in under the clause, "Ginger and spices of all kinds (except nutmegs and mace)." And it may be interesting to note that the imports of unground spices under this head have declined nearly 20 per cent. from Great Britain for the four years ending June 31st, 1894, and 3 per cent. from the United States. Ground spices during the same period have declined 65 per cent. from Great Britain and nearly 82 per cent. from the United States. Taking all countries into consideration, imports of unground spices have declined nearly 13 per cent. for the four years, while ground has declined 79 per cent. During the same four years the imports of nutmegs and mace have declined about 4½ per cent. from Great Britain, while those from the United States show a fractional increase. Taking the imports from all countries there was, however, an increase of 4½ per cent. The increases are from the British East Indies, British West Indies, Germany and Spain, none of which, except the first-named, figured in the imports of 1890.

### SOME SUGAR FEATURES.

The sugar market is an interesting one at present, for prices, despite the recent advance in yellows, the firmness outside, and the new duties imposed last spring, are low, compared with former years.

In fact, as we have noted frequently before, the Canadian market ever since the beginning of February, 1894, has been one

of the, if not the, cheapest market for refined sugar.

In 1894 the lowest price in New York was 4 1-16c. for granulated sugar, while it went as high as 5 3/8c., but the Canadian price never went over 4 3/8c. at the refineries. This feature is worthy of attention in view of the position of raw in New York.

In former years Canadian refiners drew most of their supplies of raw cane stock from the East Indies, but during the past two years they have taken more Cuban sugar from New York.

Advices from Cuba are decidedly bullish in their nature, and if they are borne out by the course of events, the cost of raw will be affected to a certain extent, and, of course, refined will feel the influence.

In this event Canadian prices are apt to be ruled to a material extent by the position and price of the raw article at New York.

#### TURKEYS IN THE HOLIDAYS.

THERE has been a shortage of turkeys so far this holiday season, and as a result prices are firm.

The smallness of the receipts has been probably due to the warm weather, dealers being afraid to send on their fowl.

It is expected that the market will be easier hereafter.

Now, as this bird of luscious flesh plays such an important part in the festivities of this season, a brief paragraph on its origin may not be inappropriate at this time.

The turkey is a native of North America and made its first bow to civilization when European explorers set foot upon American shores.

The early voyagers, Cortez or Pizarro, probably carried some good specimens of the turkey home with them to Europe.

The introduction of the American fowl was followed by some attempts at domesticating it, and in the early part of the eighteenth century the Royal Park of Richmond, near London, contained about 2,000 turkeys, but in consequence of the frequent fights between poachers and keepers, it was thought best to destroy them. In the other European countries the fowl is almost unknown.

#### ON A CASH BASIS.

We have to compliment G. A. Bingham, of Aylmer, Ont., on the brightness of a circular he has just gotten out.

Mr. Bingham calls his place of business "The Lively Dollar," and in his announcement he states that on Saturday, Jan. 4, 1896, he will give up the credit system and start to do business on a purely cash basis.

He gives his reasons for the departure, making out a good case, and informs his customers that under the new system they, as well as he, can save money.

#### WHAT THE UNITED STATES WOULD LOSE BY WAR.

A WAR between the United States and Great Britain would be a most calamitous thing: calamitous both for the world at large and the contending parties.

While it is difficult to persuade one's self that such a thing as war between the two great English-speaking nations of the world is probable, yet, in view of the present strained relations between the two countries over the Venezuela affair, such an undesired event is possible. It is to be hoped that wiser counsels will prevail, and that an open rupture between people so closely allied to each other by blood relationship, and, in many respects, interests in common may be obviated.

At the same time, however, England cannot recede from the position she has taken. She is obviously in the right, and to withdraw from the ground she has taken would be tantamount to confessing that in the first instance she was wrong.

As Lord Salisbury points out in his communications with the Government of the United States, the Monroe doctrine is not in the code of international law. But granted that it was, no just tribunal in the world would assert that it applied to the dispute now pending between Great Britain and Venezuela. England is not seeking to extend its territory on the American continent. It is merely claiming what was its own before Venezuela had a being. And for the United States to arrogate to itself the divine right to dictate to Great Britain in the premises is presumption of the most pronounced type.

But, Monroe doctrine or no Monroe doctrine, when did the Creator of the universe allocate to the people of the United States the prior claim of decreeing what should or should not be done on the continent outside its own domain? Great Britain was a power on this continent nearly two centuries before the republic of the United States was ever dreamed of, while the British Empire in America to-day is quite a few acres larger than the United States.

Nations, like individuals, should possess some sense of decorum, but the United States is often possessed of the bullying characteristics of the western cowboy rather than those of a dignified nation with a sense that other nations besides itself have some rights in the world.

A war with Great Britain would be the most unfortunate thing that could possibly happen for the United States commercially. Every seaport in the United States would be blockaded by the British navy so effectually that not one ounce of merchandise would either have ingress or egress.

To be cut off from her trade with the British Empire alone would be a calamity more dire than British shot and shell could

directly inflict on her great seaboard cities. This is evident from the trade returns of the United States for the fiscal year ending June 30th.

These returns show that during the period in question the United States exported to the different parts of the British Empire merchandise to the value of \$474,273,032, or 59 per cent. of her total export trade. Her imports from the British Empire aggregated about \$238,000,000 or 31 per cent. of the whole. The aggregate trade (imports and exports) with the British Empire is valued at over \$712,000,000.

This is a sum whose import is greater than the human mind can grasp. But it would by no means represent the total loss that a war with Great Britain would entail. Every vessel carrying the United States flag would be driven off the high seas or drop into England's pocket. Then, besides this, there is the loss of traffic that the railways and the internal system of navigation would incur through no goods being carried to the seaboard for export. Furthermore, a loss incalculable would be entailed through the large amount of British capital that would necessarily be withdrawn from the United States by British capitalists in the event of hostilities.

Great Britain holds \$1,500,000,000 of United States securities. This, says no less an authority than The New York Journal of Commerce, gives Great Britain the power to precipitate the United States into "virtual bankruptcy at its pleasure." "Suppose then," adds this same journal, "that one-fifth of our English creditors should send home our obligations for liquidation," where would the required \$300,000,000 of gold, the only money of international settlements, come from? Not a shot has yet been fired, but the President's unstatesmanlike and foolish message has already wrought tremendous injury to the people of the United States. No less a personage than Chauncey Depew estimates that the losses of the first three days of the panic amounted to over one billion dollars to the American people: English holders of securities sold out, wheat and cotton declined, and many firms were made bankrupt, while, as a natural concomitant of these things, gold to the extent of \$6,580,000 last week went to Europe.

Of course, all the losses from actual war would be by no means on the part of the United States. Great Britain would suffer, and suffer heavily. But Great Britain's trade would only be crippled as far as that with the United States is concerned. With the rest of the world her communication would remain intact, and the United States could not lift a finger to prevent it.

The more one considers the frightful loss commercially that a war with Great Britain would entail, the less probable does war appear to be, for Uncle Sam is, at least, guided as much by dollars as by patriotism, Providence or anything else.



### THE WINES OF BORDEAUX.

**I**NASMUCH as under the new Franco-Canadian treaty the wines of France are obtainable in Canada at moderate prices, an article on wines from a Paris journal is interesting.

The Figaro divides the wines of Bordeaux into four groups, to be found on the banks of the Garonne, Gironde and Dordogne rivers, and goes on to talk especially of St. Emilion and its vineyards, which were planted by monks and over-run during the ages in many successive wars.

The Figaro continues: "Probably nowhere in the world is the vine better cultivated than in Saint Emilion. The processes are perhaps a little old-fashioned and the new agricultural machines have not yet arrived; but the vine growers of the country make their boast that they raise their wines by hand. And how do they do it?"

"In January the vine still possesses intact its branches of last year covered with dry leaves. Then begins the pruning. On each plant, according to the vigor and force of the stock, are left one, two or three branches, with a number of eyes never exceeding eight. From these are to sprig the fruit of the new year. Scarcely is this work over when February has come, and now the frames must be fixed in the ground and the frail branches which have been spared by the pruner of January must be tied up to them. March and April succeed and the sun begins to warm the vines. The plow is driven through the earth between the rows of vines, letting heat, air and life penetrate into the soil. Between times the women strip carefully the useless branches and leaves. The 'mannes,' or baby grapes, looking like bits of lichen, now appear, and if the nights do not turn frosty and kill them they will develop into succulent grapes.

"In May and June the work reaches a second stage, exactly like the first, only different. In April the study was to uncover the roots of the vine and condense on them the warm rays of the sun; now the second labor heaps up the earth around the stock to protect it against the heat of summer. In July a third labor begins, less arduous than those which have preceded it. Now, the earth, which begins to swelter under the sun, must have air, so it is loosened and watered. In August and September the fourth and last task is entered upon. From this time forward each stock will have its warm foot covering of earth; the furrows will be artistically rounded so that the rain may run off into the trenches. During all these summer months the weak wines have been carefully lopped, exuberant branches have been solidly tied up, sulphur has been dusted over the sour grapes and a mixture of evergreens and lime water has been vaporized over the leaves to preserve them from mildew. In

short, all is ready for the great day of the grape harvest.

"This is rarely earlier than September 15, or later than October 10. As soon as the proprietor sees his grapes ripening, he hastens to mobilize his army of pickers, which he recruits from among the neighboring country people and the tramp pickers, who come partly from the city of Bordeaux and partly from the country side of the Dordogne. This army is armed, the women with scissors and wooden baskets, the men with big-eared buckets, carried on a pole across the shoulders. These are the foot soldiers. The baggage wagons are represented by large ox carts—but there is neither cavalry nor artillery. When the crop is heavy, the young ladies of the Chateau do not disdain to join this army themselves—so they may be called the reserve. And fine sport it is for these elegant young girls to put on short skirts of fine calico and pretty little wooden sabots, to wear the peasant head-dress of striped Madras and to work among the vines.

"All these workers march in procession to the fields; each cutter takes possession of a vine and work begins. The women cut the grapes into the wooden baskets, the men empty the baskets into the large buckets, and the buckets when full are loaded on the ox carts. Each ox cart, having received its load, is driven to the great tub; but at Saint Emilion, where the old traditions are scrupulously preserved, the fruit is often carried to the tub on the men's heads. But one way or another the grapes all go to the tub and thence to the press, while the gay vintage songs resound and the men and girls frolic together as they work.

"In the press the first treading separates the seeds from the grapes, and when these seeds have been thrown to the chickens and turkeys, who are very fond of them, the pulp and the mush are borne to the vat, which mighty tun will hold anywhere from 1,500 to 2,500 gallons. When this is full the trap is closed and all is ready for fermentation. And while the first bubblings of the mush go on inside, the harvesters are cutting grapes for the next vat. And so it goes on.

"At night the pickers sleep on straw beds, after a supper of thick soup and potatoes. This life will continue for ten weeks, when the season will be closed by the inevitable solemn visit of the pickers to the proprietor of the chateau in the court-yard. They present him with a bouquet and a speech; he replies in feeling words, and distributes silver dollars among them."

### A PROGRESSIVE LONDON GROCER.

W. D. Thomas, grocer, London, has moved into his new store on the corner of Piccadilly and Colborne street, just in time to reap the Christmas trade harvest. Mr. Thomas is one of the most successful grocery men in London, and for some time

past has felt that the building he occupied did not give him sufficient room to conduct his ever-increasing business to advantage. He therefore purchased a lot and erected one of the most complete and best arranged grocery stores in the "Forest City," if not in the Dominion. It is built of white brick, and the interior is finished in hard wood, with oil finish, and has very neat shelving on one side and glass case shelving on the other. Mr. Thomas has in every way considered the convenience of his customers as well as himself and employes. He has a model and well stocked store, and THE CANADIAN GROCER has no hesitation in predicting that further success will be the reward.

### OFFICERS OF THE MONTREAL GUILD.

The list of officers last week credited to the Montreal Board of Trade should have read the Montreal Wholesale Grocers' Guild. We therefore reproduce a list of the officers:

President, Chas. Chapat.  
 Vice-President, G. A. Childs.  
 Treasurer, A. Hebert.  
 Directors, J. E. Quintal, H. Laporte, and G. E. Forbes.  
 Committee of Arbitration, H. H. F. Hughes, S. J. Carter, E. Villeneuve, L. W. Telmosse, and P. Grace.

### PRESERVING EGGS.

EDITOR GROCER.—Can you, or some of your readers, give me a receipt for liming and pickling eggs for winter use; also which is the best month for pickling?  
 C. P. F.

[REMARKS: We have several enquiries from subscribers from different parts of Canada asking for a receipt for pickling eggs. In reply to these inquiries we would refer our readers to the advertisement on page 12 of this week's issue. "Knox's Egg Preserver" comes on the Canadian market well recommended, and it is certainly well worth an honest and thorough trial. A letter to your wholesale grocer or to A. E. Richards & Co., Caledonia, Ont., will, no doubt, receive prompt attention. As far as a recipe for pickling or liming eggs is concerned, we have made several efforts to secure one for our readers, but as it is a carefully guarded secret we have not yet succeeded in our efforts. We have, however, another possible source in sight, and if we get the recipe we will publish it.—THE EDITOR.]

### THIRTY CARLOADS OF FRUIT.

Canada is a large consumer of foreign dried fruit, and it has merchants who handle enormous quantities, when the population is taken into account. One of the largest dealers in this respect is W. H. Gillard & Co., of Hamilton, and we are assured that during this fall they handled over 30 carloads of Mediterranean fruits. W. H. Gillard & Co. certainly deserve to be congratulated.

ESTABLISHED 1879

*W. H. Gillard & Co.*  
*Wholesale Grocers, Importers of China, Japan and India Teas.*  
*Hamilton, Ontario.*

W. H. GILLARD  
 H. N. KITTSON  
 H. BECKETT.

TO OUR FRIENDS---THE RETAIL TRADE,-

We have to thank you for your valued patronage in the past and wish you prosperity and happiness during 1896-

The New Year suggests to us a host of new friends and the more closely cementing of old business relations- We recognize the fact that our own interests are best served by carefully guarding those of our friends, and our constant aim has been - and will be - to give them the best goods at the lowest possible prices.

You are not in business for your health - we know that - neither are we - You want money, and we desire to make it as easy as possible for you to secure the elusive and mighty dollar. Our largely increasing business is evidence that our efforts have been appreciated by keen buyers and judges of value-

Just a word about our Tea Department. Our sales for 1895 are the largest in the history of our business. There must be a reason for this, and we believe it is because the requirements of our customers have been carefully studied and no pains spared on our part to make that branch of their business a remunerative one. We dont buy an old thing just because it is cheap ; rich liquoring goods are what the consumer wants and that's what we sell our customers.

Watch our tea advts during the coming year. We have values and it will pay you to know where to buy to the best advantage.

Again thanking you for your kind patronage in the past, and in anticipation of your future commands,

We are,

Yours truly,

*W. H. Gillard & Co.*



# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

### GROCERIES.

**T**HE market is characterised by the usual Christmas week conditions: all the retailers have got their holiday supplies, the travelers are all in the warehouses, and business is enjoying a nap. But after the New Year it is expected to wake up and a nice trade is anticipated. The condition of the country roads is wretched, and as a consequence business in the country towns has not been as good as desired. In the large cities the Christmas trade appears to have been good. The demand for foreign dried fruits has practically ceased for the time being, but the market has been pretty well cleaned up, particularly in selected raisins and Malaga fruits. There is not much demand at the moment for anything, although sugar is moving better than a week ago, several carload lots having gone out during the past few days. In spices, the feature is a declining pepper market. Such staple lines as canned goods, teas, fruits, etc., are all quiet and steady in price.

### CANNED GOODS.

The situation is unchanged, the demand being light and prices steady to firm. We quote: Tomatoes, 77½ to 85c; corn, 75 to 85c; peas, 90 to 95c. for ordinary; sifted, \$1.05 to \$1.10; extra sifted, \$1.50 to \$1.55; peaches, \$2.90 to \$3 for 3's, \$1.90 to \$2 for 2's; raspberries, \$1.40 to \$2.00; strawberries, \$1.80 to \$2.45, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 85 to 90c.; gallons, \$1.90 to 2.25; salmon, "Horseshoe," \$1.35 to \$1.40; "Maple Leaf," \$1.35; "Lion," \$1.35; Lowe Inlet, \$1.27 to \$1.30, in tall tins; cohoes, \$1.10 to \$1.20; canned mackerel, \$1.10 to \$1.20; lobsters, \$1.80 to \$2.10, for tall tins; flats, \$2.35 to \$2.65; half tins, \$1.45 to \$1.50; Canadian canned beef, 1's, \$1.40 to \$1.50; 2's, \$2.40 to \$2.55; 6's, \$7.75 to \$8.25; 14's, \$16 to \$18.

### COFFEE.

A scarcity is still to be noted in good green Rio coffees, while poor grades are plentiful and cheaper. Local manufacturers report a good demand for ground coffees. We quote green in bags: Rio, 19 to 21c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 20 to 22½c.; Java, 28 to 33c.; Mocha, 30 to 35c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 25c.

### SUGAR.

The market continues steady. Locally there is no change to note beyond the fact that the demand is rather better than it was, wholesalers reporting the sale of several carloads. Quotations rule as before. We quote: Granulated, No. 1, 4¾ to 4½c.; yellows, 3¾c. up.

### SYRUPS.

Prices are higher in the United States by about 1 to 1½c. per gallon. Locally trade is quiet and featureless. We quote: Dark, 30 to 32c.; medium, 33 to 35c.; bright, 40 to 42c.

### MOLASSES.

In molasses business is practically at a standstill. We quote: New Orleans, bar-

rels, 25 to 32c.; half-barrels, 33½ to 35c.; Barbadoes, barrels, 31 to 35c.; half-barrels, 33 to 37c.

### SPICES.

There is not much doing, and the only thing of interest to note is the weakness in pepper in the primary market. We quote: Pure black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; ditto, best, 28 to 30c. per lb.; all-spice, 14 to 18c.

### NUTS.

The holiday trade has been good in this line, but there has not been much done during the past week. Shipments of Bordeaux, Marbot and Grenoble walnuts are near at hand. We quote as follows: Brazil nuts, 14 to 15c.; Sicily shelled almonds, 25 to 26c.; Tarragona almonds, 14 to 14½c.; peanuts, 10 to 12c. for roasted, and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 11½ to 12½c. Marbot walnuts, 12½c.; Bordeaux walnuts, 9c.; Sicily filberts, 8 to 10c. for sacks and 10½ to 11c. for small lots; pecans, 10½ to 11c.

### TEAS.

Nothing new has developed. The position continues strong, but there is not much business doing in any description of tea. We quote ruling prices to retailers as follows: Young Hysons, 12 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

The home consumption of tea in the United Kingdom, according to the Customs returns, is 6,000,000 pounds above the corresponding period last year. The re-export of British grown tea also materially increased. The quantity of India tea imported into the United Kingdom since the season began is two and one-fourth million pounds ahead of same period last season. The exports of Ceylon tea to the United Kingdom from January 1 to November 30 were 77,738,114 pounds.

### DRIED FRUITS.

Valencia raisins are comparatively quiet, as is naturally the case with all kinds of foreign dried fruit. Selected fruit appears to be practically cleaned out of the market. One Toronto house, which had sold out, wanted to get some on the street, but failed to do so. There are a few layers, but off-stalk is plentiful. We quote: Off-stalk, 4½ to 4¾c.; fine off-stalk, 5 to 5½c.; selected, 6 to 6¾c.; layers, 6½c.

Currants are, if anything, a little firmer, and cable advices encourage buying. We quote: Fine Filatras, in barrels, 4¼ to 4½c.; ditto, half-barrels, 4¼ to 4¾c.; ditto, half-cases, 4¾ to 5c.; Casalinas, cases, 5 to 5¼c.; Vostizzas, cases, 6 to 6½c.; ditto, half-cases, 6½ to 6¾c.; ditto, extra fine, 6¾ to 7¼c.; ditto, half-cases, 7¼ to 7½c.

Malaga raisins have been pretty well cleaned up. We quote: London layers, \$1.85 to

\$1.90; black baskets, \$2.50 to \$2.75; blue baskets, \$3.25; choice clusters, \$3.25; Dehesa clusters, \$3.75; Royal clusters, \$4.25 to \$4.50; Royal Buckingham clusters, \$4.25; Non-Plus-Ultra and Royal Windsor, \$6.

Bosnia prunes are 6d. higher on a cable offer. The smaller sized prunes are scarce in the primary market. The local market is pretty well supplied with "Sphinx" brand, new season's goods. There are only a few French prunes on the market, and on account of their high price it is not likely that many will be brought on. We quote prunes: Bosnias "Sphinx" brand, "A," 70 75 to lb., 9c.; "B," 80-85 to lb., 7¾c., "U," 110-115 to lb., 6¾c.; California prunes, 40-50, 10 to 10½c. per lb.; 50-60 to box, 9½c. per lb.; 60-70 to box, 9c.; 70 80 to box, 8½c. per lb.; French, 5 to 6c.

There is nothing new to note in California fruit, business in them being quiet. We quote: Apricots, 13½ to 15c.; peaches, 10½ to 12½c.; pears, 10½ to 12½c.; plums, 6½c. for unpitted, and 12½c. for pitted; nectarines, 11 to 13c.; loose muscatels, 5½ to 6½c. per lb.

Sultana raisins are quiet and firm at 5 to 6½c., according to quality.

Figs are quiet. We quote: Eleme, 14 oz., 9 to 10½c.; 10 lb., 9½ to 12½c.; 18 lb., 13 to 15c.; 28 lb., 16 to 18c.

### GREEN FRUIT.

Although the soft weather has interfered considerably with trade a big demand for oranges has been experienced, with the result that the market was cleared out early in the week. Some shipments have arrived, however, but stocks are still short and prices firm. We quote: Lemons—Messina, \$3 to \$4 per box; Malaga, in half-chests, \$5 to \$6; boxes, \$2.50 to \$3. Oranges—Jamaicas, fancy, in boxes, \$5 to \$5.50; choice, \$4.75 to \$5; in bbls., \$9 to \$9.50; Valencias, 420's, \$5 to \$5.50; 420's, Jumbo's, \$7 to \$7.50;

## IF YOU HAVE ANY "SALADA"

### CEYLON TEA

in your store that in your opinion is not giving satisfaction we will gladly return you your money for it if you ship it back to us. Many teas, loose and packets, are highly lauded. Is there as much said in favor of any one of them as is said in the above few lines.

## P. C. LARKIN & CO.

Wholesale Agents.

25 Front St. East.

and TORONTO

318 St. Paul St., MONTREAL



We have put forth every effort to make the best Soap that can be made.

There is the best material in it.  
There is brains used in its make-up.

That people are satisfied is the best guarantee of its worth. Surprise is known and used over all Canada—not in a small way, but universally used.

## BRANCHES—

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

## THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

714's, \$6. California navels, in boxes, \$4.25 to \$5; Mexicans, in boxes, \$5.50. Bananas, \$1.40 to \$1.75; cocoanuts, \$3.50 to \$4 a sack; apples, \$1.50 to \$3 a barrel; domestic grapes, in cases, 65 to 75c.; Malaga grapes, \$5 to \$7 per keg; pears, 40 to 50c.; domestic onions, 60 to 65c. per bag; Spanish onions, 50 to 65c. per small crate; sweet potatoes, \$3 to \$3.25 per bbl.; cranberries, \$10 per bbl., and \$3.50 per case; hickory nuts, \$1.50 to \$1.75 per bush.; grape fruit, \$13 per bbl.; California pomegranates, (176 in case), \$3.75 to \$4; Japanese persimmons, (32 in a crate), \$2.

## BUTTER, CHEESE, POULTRY, EGGS.

**BUTTER**—The trade is being largely supplied by large rolls, which are coming in freely. We quote: Old summer dairy and store packed, 8 to 12c; fresh large rolls, 15 to 16c.; fresh lb. prints, 16 to 17c.; fresh tubs, 16 to 17c. Fresh creamery—Tubs, 20 to 21c.; pound prints, 21 to 22c.

**CHEESE**—The export demand continues to pick up, and the local demand is improving. We quote: Summer month makes, 9c.; September and October makes, 9½ to 10c.

**EGGS**—The receipts have been large since the last warm spell, but prices are maintained. Fresh eggs bring 16 to 17½c.; new laid, 21c.; first-class pickled, 14 to 14½c.; No. 2 stock-pickled, 13½c.

**POULTRY**—Poultry during the last few days has been decidedly firm, owing to the warm weather and the short supplies. But prices are expected to pick up after the holiday season. We quote: Geese, 5 to 6½c. per lb.; turkeys, 6 to 8½c. per lb.;

chickens, 25 to 40c. per pair; ducks, 40 to 75c. per pair.

## COUNTRY PRODUCE.

**BEANS**—Jobbers are selling at \$1.10 to \$1.15 per bushel.

**DRIED APPLES**—Remain at 5 to 5½c. per lb.

**EVAPORATED APPLES**—Firm at 7 to 7½c. per lb.

**POTATOES**—The prices paid in the country are 14 to 15c., while in the city on the track potatoes bring 22 to 25c., and out of store 25 to 30c.

**HONEY**—Strained brings 8 to 10c. per lb.; while combs go at \$1.50 to \$2 per doz. Honey seems scarce.

## PROVISIONS AND DRESSED HOGS.

Owing to the mild weather packers are not anxious buyers. For selected weights (100 to 240 lbs.) \$4.50 is paid, and for under or over weights 25 to 50c. less. Products run thus:

**DRY SALTED MEATS**—Long clear bacon, 6½c. for carload lots, and 6¾ to 7c. for small lots; backs, 7½c.

**SMOKED MEATS**—Breakfast bacon, 10c.; rolls, 7¼ to 7½c.; hams, large, 22 lbs. and over, 9c.; medium, 15 to 20 lbs., 10c.; small hams, 10½c.; backs, 9½ to 10c.; picnic hams, 7c.; all meats out of pickle, 1c. less than above.

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

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

## FISH.

Dealers are much disappointed with the weather, which is spoiling their Christmas trade. The oyster market is overstocked. We quote standards at \$1.15 to \$1.25, and selects at \$1.45 to \$1.65. Fish are quoted as follows: Skinned and boned codfish, 6½c.; boneless fish, 3½ to 4c.; haddock, 5 to 6c.; Labrador herring, \$3.25 to \$3.50 per half barrel and \$5.50 to \$5.75 per barrel; Newfoundland herring, \$2.50 per half barrel, and \$4.50 to \$4.75 per barrel; fresh water salt herring, \$3 per barrel; blue-back herring, 3c.; pike, 6 to 7c. per lb.; flitched cod, 5c.; finnan haddies, 6½c.; Digby herring, in bundles of 5 boxes, 11c.; ditto, lengthwise, 10c.; large halibut, 12 to 15c.; Restigouche salmon, 20 to 25c.; British Columbia salmon, 13 to 14c.; mackerel, 20 to 25c.; steak cod, 6½ to 7c.; haddock, 5c.; black bass, 9 to 10½c. Fresh Lake Erie herring, \$3. per 100; whitefish, 8 to 9c.; salmon trout, 7½ to 8c.; Lake Superior whitefish, 8c.

## FLOUR AND FEED.

**WHEAT**—Quoted thus: White, 72c.; red, 67c.; goose, 53 to 54c. per bushel.

**OATS**—We quote: 26 to 28c. per bushel.

**BARLEY**—Quoted at 33 to 44½c. per bushel.

**FLOUR**—No change. We quote: Ontario straight roller, \$3 to \$3.05; Manitoba, \$3.50 to \$3.60; patents, \$3.60 to \$3.75.

**HAY**—Still scarce and in demand. Large quantities are bought at \$13.50 to \$14.50, while \$15 to \$16 is the figure for ton lots.

**BREAKFAST FOODS**—Nothing much doing. Prices are easy. Standard oatmeal and rolled oats, \$3.20 to \$3.30; rolled wheat,



# THE TORONTO COLD STORAGE WAREHOUSE

All information from W. H. LECKIE, Manager.

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

## CANADIAN TOMATO CHUTNEE

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

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

Telephone No. 471. Established 1870.

## JOHN HAWLEY

Provision and Commission Merchant

Butter Lard Cheese  
Eggs Apples Etc.

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

88 Front Street East, Toronto

## WHITE & CO.

TORONTO

Are offering special bargains in the following Xmas lines, viz:

Valencia Oranges Jamaica Oranges  
Messina Lemons  
Cape Cod and Jersey Cranberries  
Malaga Grapes Figs and Dates  
Nuts and Bananas Fish and Oysters

P.S.—Consignments of Butter, Eggs, and Poultry solicited.

## Sea Food

"GEM OF THE SEA."

1 and 2 lb. Blocks.

"FAVORITE."

Pure Cod. 1 and 2 lb. Blocks.

"SATISFACTION."

Boneless Fish. 25 and 40 lb. Boxes.

PACKED BY

**LEONARD BROTHERS**  
ST. JOHN, N.B.

For sale by

**Davidson & Hay, Toronto, Ont.**

## Season's Greeting

TO ALL OUR

**CUSTOMERS AND FRIENDS**

**CLEMES BROS., TORONTO**

## Sugar Cured

\$2.10 in 100 lb. barrels; cornmeal, \$2.90 to \$3; split peas, \$3.25; pot barley, \$3.40.

SALT.

Business is good with no new features. We quote at Toronto: In carload lots, \$1 per barrel, and 60c. per sack; in less than carload lots, \$1.05 per barrel and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

HIDES, SKINS, WOOL AND TALLOW.

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

CALFSKINS—Are still quoted at 6¼c. per lb.

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

WOOL—Dull. We quote: Fleece combing, 24c.; rejections, 17½ to 18¼c.; unwashed, 13½ to 14¼c.

PETROLEUM.

Burning oils are firm and likely to rise. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 16¼ to 17c.; carbon safety, 18½ to 19c.; Canadian water white, 18½ to 19c.; American water white, 21¼ to 22c.; photogene, 22 to 23c.

MARKET NOTES.

Hannah & Co. are open to buy turnips.

Prunes were 6d. dearer on a cable offer.

Dawson & Co. have a consignment of Lima beans.

Graham, McLean & Co. report the Xmas trade brisk.

Davidson & Hay offer Webb's cocoa powder, in ¼-lb. tins.

California 2-crown muscatels are selling well with Davidson & Hay.

Warren Bros. & Boomer have a shipment of Bordeaux and Marbot walnuts on the way.

A shipment of fine Panyong Congou is to hand with Davidson & Hay.

The Mooretown Salt Co., Ltd., has just been incorporated with a capital of \$10,000.

Davidson & Hay are offering fancy crystal evaporated peaches and apricots at low figures.

Travelers from Lucas, Steele & Bristol do not start out until after the New Year. This "lay-off" is now generally adopted.

W. H. Gillard & Co. have received an advice from Shanghai to the effect that the market there is closed for teas, and that previous shipments cannot be repeated.

Hams, Shoulders,  
Bacon, all of Finest  
Selected Stock.

## Graham, McLean & Co.

Produce Commission Merchants

77 Golborne St. TORONTO.

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

FARM AND DAIRY PRODUCE

Send us a trial shipment.

We handle a special line of kettle-rendered Lard.

OUR

## "ROYAL CITY"

3-lb. Bar Pure Family Soap is the best Soap on the market.

The GUELPH SOAP CO., Guelph, Ont.

## Rutherford, Marshall & Co.

Wholesale Produce and Commission Merchants

62 FRONT ST. EAST, - TORONTO.

Correspondence Invited.

Consignments Solicited.

EGG CASES SUPPLIED

Liberal advances made on consignments.

Bankers: Canadian Bank of Commerce.

## W. N. LAZIER

Box 341, VICTORIA, B.C.

Agent for . . .

## REMINGTON MACHINE CO.

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

## COWAN'S COCOAS OFFEES CHOCOLATES AND ICINGS

are absolutely pure.

All orders promptly attended to.

THE COWAN CO., Ltd.

470 King St. West,

Toronto, Canada.

I HAVE THE FINEST LARD.  
ALL GOODS GUARANTEED.

T. R. F. CASE, Seaforth, Ont.

## What We Manufacture

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

JAS. McLAUHLAN & SONS, - - OWEN SOUND.

This firm has a complete assortment of fine drawing Moyunes and the value they are offering is much better than last year.

Clemes Bros. have to hand 2 cars of lemons, 1 car of fancy California navel oranges, and 1 car of evaporated peaches.

D. Gunn, Flavelle & Co. say that their sales of "Maple Leaf" lard and smoked meats have been very liberal for the Xmas trade.

Perkins, Ince & Co. are in receipt of another shipment of Rio coffee ex. ss. Leibnitz. They also have to hand another shipment of Grenoble walnuts.

Smith & Keighley announce that notwithstanding their large Christmas trade they have still nicely assorted stocks of prunes, currants, dates, figs and raisins of all kinds.

Another invoice of "Hillwatee" tea is to hand with Lucas, Steele & Bristol. They find, they say, the red label the best seller, but some customers, will, however, have the blue.

W. H. Gillard & Co. have arriving some 300 odd chests of Assam and Ceylon teas. The shipment comprises several varieties of teas purchased for their superior liquoring qualities.

"We will start the year," say Lucas, Steele & Bristol, "with the cleanest tea stock we ever had. We have not a pound in our warehouse it is necessary to sell at cost. Very many of our purchases we cannot now duplicate."

### QUEBEC MARKETS

MONTREAL, Dec. 26, 1895.

#### GROCERIES.

THE volume of trade in grocery staples and specialties has not been as active during the past eight days. Retailers, having supplied their wants pretty well, were doing less buying and the holiday and election excitement in the business division of the city have all contributed to restrict business. No changes of importance are to note and prices generally are steady to firm. This is notably the case with sugar, while dried fruits are very firmly held under light stocks. In this connection some good con-

tracts for future delivery of Valencia raisins have been closed with western jobbers, shipment end of January and beginning of February. No special feature has been furnished by other lines.

#### SUGAR.

There has been no important change in the sugar market during the week. The tone is firm in sympathy with primary markets, and values are maintained. Some round lots have left refiners' hands, but as a general rule business is quiet. Granulated in 250 bbl. lots changed hands at 4½c. and 100 and 200 bbls. at 4 3-16c., and yellows 3¼ to 3¾c. In a jobbing way we quote: Granulated, 4¾c., and yellows, 3¾ to 4c. as to grade.

#### SYRUPS.

Demand for syrup is slow and the market quiet and steady at 1½ to 2½c., as to brand.

#### MOLASSES.

Business in molasses is very dull, and values are unchanged. We quote: Barbadoes, 36 to 37c., and Port Rico, 35c.

#### RICE.

A fair trade is doing in rice for the season, and prices are steady.

#### SPICES.

These are unchanged as to value, and the volume of business is not as brisk as it was last week, retailers having supplied wants pretty freely. 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.

#### COFFEE.

Demand for coffee has been slow and business small since our last. Prices are unchanged. We quote green in bags: Maracaibo, 20 to 21c.; Rio, 19 to 20c.; Java, 28c.; Jamaica, 20 to 21c., and Mocha, 32c.

#### TEAS.

There has been a fair distributing trade, but at this writing the volume of business is diminishing. Between jobbers few transactions of importance are noted except some Japans at 14 to 15c. Lower offers on Ceylons and Indian were noted during the week, but we did not hear of business resulting from them. We quote Japans: Low grades, 14c.; medium, 15 to 18c.; fine, 20 to 22c., and choice, 25 to 32c.

#### DRIED FRUIT.

Enquiry from western jobbers for Valencia fruit has been noted during the week,

but the distributing business has been smaller. These enquiries on western account have resulted in commission men placing some good-sized contracts for future delivery. In the recent jobbing movement of the past six days, which is now decreasing, layers have been most enquired for, and are held firm. We quote: Ordinary off-stalk, 4¼ to 4½c.; fine off-stalk, 4¾ to 5c.; selected, 5½ to 5¾c., and layers, 6¼ to 6¾c.

California raisins have been in fair enquiry, and prices are firmly held at 7c. for 4-crown and 5½c. for 3-crown fruit.

Table raisins are quiet and steady. We quote Malagas as follows: Extra loose muscatels, \$1.40; Imperial London layers, \$1.75; Imperial cabinets, \$1.90; Connoisseur clusters, \$2.20; extra dessert clusters, \$3; Royal Buckingham clusters, \$3.50.

There has been a moderate enquiry for sultanas at 6 to 6½c.

Currants rule firm and quiet, with supplies generally light in jobbers' hands. We quote: 3¾c. in barrels, 4 to 4¼c. in half-barrels, and 4½ to 4¾c. in half-cases.

Prunes continue firm, but business was rather quiet. We quote: Bosnia, 6 to 6½c.; ordinary French, 4½ to 5c., and French plums, 8 to 14c.

California prunes are moving moderately at steady prices, 8 to 9c.

Figs enquired for in a small way. We quote in boxes: 10-lb., 9 to 10c.; 20-lb., 14 to 15c.; and 50-lb., 16 to 17c.

Dates unchanged at 4½ to 5c.

#### NUTS.

Nuts were fairly active in a jobbing way until almost the close of the week. We quote: Grenoble walnuts, 12 to 13c.; filberts, 7½ to 8c.; Tarragona almonds, 11 to 11½c.; pecans, 9 to 14c., and shelled walnuts 27 to 30c.

#### CANNED GOODS.

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

#### WINES AND SPIRITS.

Business in wines and spirits is exceedingly quiet and there are no features to note,

WE ARE  
PAYING  
CASH  
FOR

DRIED-APPLES-

W. B. BAYLEY & CO.

EXPORT BROKERS

42 FRONT ST. E. Toronto





WE WISH OUR FRIENDS . . . . .

# A Happy and Prosperous New Year

THE **EBY, BLAIN COMPANY** LTD.

WHOLESALE IMPORTING AND MANUFACTURING GROCERS

**TORONTO - - CANADA**

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though of course the retailers are very busy now.

#### GREEN FRUIT.

The green fruit market has been quite active, especially for oranges, lemons and grapes on holiday account.

APPLES—Moderately active and firm at \$2 to \$5, as to quality.

GRAPES—The local jobbing demand for grapes has been noticeably good. Spanish, in kegs, move steadily at \$5 to \$6, as to grade.

ORANGES—The firm feeling noted last week is maintained and the market lightly supplied. Local enquiry has been active and prices steady at \$9 per bbl. for Jamaica and \$5.25 per box for Valencias.

LEMONS—Steady to firm with a fair enquiry at \$3 to \$3.50 per box.

CRANBERRIES—There has been a good local turnover of these, and prices have ruled very firm at \$10 to \$10.50, as to grade.

SPANISH ONIONS—No change, and business moderate at 30 to 35c. per crate.

#### FISH.

The fish market is much as it was a week ago, the chief enquiry being for fresh fish, haddock and cod at 3½ and 4c. furnishing most of the business.

Pickled are quiet, No. 1 Labrador herrings selling at \$5.25, No. 1 N.S. at \$4.50, and ordinary grades at \$3 to \$4 per bbl.; No. 2 Labrador salmon have sold at \$13 per bbl.; B.C. salmon at \$11; No. 1 lake trout at \$4.25 to \$4.50 per keg; No. 1 green cod at \$4.50 to \$4.75; No. 2 at \$3 to \$3.10; No. 2 mackerel at \$17.50, and No. 1 pickled sardines at \$4.50 per bbl.

Dried and boneless fish move only in a small way. Prices are unchanged at \$4.25 to \$4.50 per 100 lbs. for dried; 5½ to 6c. per lb. for boneless; 5c. per lb. for boneless haddock; 3¼c. per lb. for fish, and 11c. per lb. for shredded.

Demand for smoked fish continues good, and as there is no over supply values are maintained. Haddies are selling at 6½ to 7c. per lb., kippered herrings at \$1.40 to \$1.50 per box, Yarmouth and bay bloaters at 90c. per box, and smoked herrings at 8 to 10c. per box.

The stock of shell oysters on spot is large, and sales are slow at \$3.50 to \$4.50 per barrel, as to quality.

#### PROVISIONS AND DRESSED HOGS.

There was no improvement in the local provision market to-day, business being quiet and prices nominally unchanged. We quote: Canadian short cut, clear, \$13.50; Canadian short cut, mess, \$14; hams, city cured, per lb., 9 to 10c.; lard, Canadian, in pails, 8¼ to 8½c.; bacon, per lb., 9 to 10c.; lard, com. refined, per lb., 6¼ to 6½c.

Owing to the continued mild weather, the demand for dressed hogs, to-day, was slow, and trade, on the whole, was dull, sales being principally in small lots to fill actual wants, at \$4.65 to \$5, and car lots are offering at \$4.50 per 100 lbs.

#### COUNTRY PRODUCE.

EGGS—There was a fair demand for small lots of eggs to-day, and the market was moderately active and steady. We quote: Choice candled at 14 to 15c., and ordinary stock at 11½ to 12c. per dozen.

BEANS—The demand for beans was slow, and values were unchanged. We quote: Car lots of choice hand-picked at \$1 to \$1.05, and small quantities at \$1.10 to \$1.20.

POTATOES—In potatoes trade was quiet, the demand being only for small lots. Car lots of choice Early Rose are offering at 40 to 45c. per bag.

POULTRY—The continued mild weather has had a depressing effect on the poultry trade, and the market to-day was weak and prices for turkeys and chickens were lower. The receipts were large, and in order not to carry much stock over dealers in most cases showed a disposition to meet buyers' views. The demand was fair, and sales were effected freely. Choice turkeys sold at 7 to 7½c.; medium at 6c. to 6½c.; chickens at 5½ to 6c.; geese at 5 to 5½c., and ducks at 7½ to 8c. per lb.

#### FLOUR, MEAL AND FEED.

A fair local trade was reported in Manitoba grades of flour to-day, but the demand for Ontario grades was limited. The tone of the market was steady and values unchanged. We quote: Winter wheat, \$3.65 to \$4.00; spring wheat patents, \$3.75 to \$3.85; straight roller, \$3.40 to \$3.50; straight roller, bags, \$1.60 to \$1.70; extra bags, \$1.45 to \$1.55; Manitoba strong bakers', \$3.40 to \$3.65.

The market for oatmeal was quiet and prices rule steady. We quote: Standard, bbls., \$3 to \$3.10; granulated, bbls., \$3 to \$3.15; rolled oats, bbls., \$3 to \$3.15.

The demand for bran was good, but shorts and mouillie are moving slow. We quote: Bran, \$14 to \$15; shorts, \$15 to \$16; mouillie, \$19 to \$20.

#### BUTTER AND CHEESE.

The butter market is quiet and unchanged. Creamery is jobbing at 19½c., and some Kamouraska has been selling here at 14c. at the shipping point. Western dairy is only worth 13 to 14c., and slow at that.

The cheese market is dull, and if a holder wanted to sell he would have to shade. This there is no desire to do at present, and prices are nominal at 8½ to 9¼c.

#### HAY.

The hay market is firm at \$13 for No. 1 and \$12 to \$12.50 for No. 2.

#### ASHES.

The ashes market is without change. We quote: Firsts, \$3.70; seconds, \$3.50, and pearls, \$4.65.

#### MONTREAL NOTES.

Rose & Lafamme report increased sales in "Ram Lal" tea.

Cables on sugar continue firm in tone, beet being quoted at 10s. 6d.

W. H. Dunn has booked a carload of Cot-tam's bird seed, which will be on hand the first of January.

Hudon & Orsali are offering a choice lot of Porto Rico molasses, shipped by Schevellier, Porto Rico.

Hudon, Hebert & Co. call attention to their stock of California raisins, Eleme figs and Malaga raisins.

The Provision Supply Co. are just in receipt of a choice lot of Schevellier's shipment of Porto Rico molasses.

The Montreal Street Railway Co. on Christmas Eve remembered their employes in a substantial and most suitable manner, by giving each employe a turkey and a

## 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

## A GOOD RESOLUTION

FOR

A. D. MDCCCXCVI

Capture coffee trade by using only that . . . . .

"MOST EXCELLENT"





**BEARDSLEY'S SHREDDED CODFISH**

TRADE MARK

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

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

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

**PILKINGTON'S POWDERED PERFUMED LYE**

"BELL BRAND" in 1-lb. tins.  
**Dillon & Co.'s Baking Soda**  
"BELL BRAND" in 1-lb. packages.  
Ask your wholesale grocer for them.

**Cottam's Celebrated Bird Seed**

Each package contains a 10c. cake of Patented Bird Bread.

**WILLIAM H. DUNN, - Agent**  
394 St. Paul, MONTREAL.

**Dawson & Co.**

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

**32 WEST MARKET STREET**  
Consignments Solicited. **TORONTO.**

GEORGE McWILLIAM. FRANK EVERIST.  
**TELEPHONE 645.**

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

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

**Mince Meat**

Fine English Mince Meat, in 5, 12, 27 and 60 lb. pails.

**GUARANTEED PERFECTLY FRESH.**

Made of the Choicest Fruits and Spices, carefully and neatly put up, and at low prices.

**F. W. FEARMAN**  
HAMILTON

plum pudding. The plum puddings were prepared by Mr. W. Clark, of Montreal, the well-known manufacturer of prepared meats, etc., who, in addition to his many other lines, is now putting up plum pudding in 1 and 2 lb. tins. This will prove a convenience to housekeepers.

Hudon Hebert & Co. are just in receipt of 1,000 ¼ cases French prunes shipped by A. Dufour & Co., for which they are finding a ready sale.

Future contracts, February shipment, for Valencia raisins have been closed by commission men here with western buyers for a considerable quantity.

All the leading brands of B.C. canned salmon are offered by Hudon, Hebert & Co. Their "ad." in last week's GROCER stated prices and other particulars. Look it up.

Laporte, Martin & Cie's stock of Malaga and California raisins, nuts, almonds, figs, layers and dates is a very full one. They ask for correspondence from prospective buyers.

W. H. Dunn left on Monday to spend the Christmas holidays in New York and to make arrangements for next season with the firms in that city that he represents in Canada.

Robert Greig & Co. report that the demand for confectionery specialties for the present holidays was, if anything, more active than last. They had to work every night getting goods forward.

**NEW BRUNSWICK MARKETS.**

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., Dec. 26, 1895.

**T**HIS, our last report of the year, is one of a successful fall and holiday business. The week has not been, or at least the latter part of it has not been, active. The wholesale trade, however, kept up well to Christmas, and for the last two weeks the retail trade has been large. And though the weather has been too soft to have best results it is reported rather better than last season. The week has been a busy one at the wharfs, the Lake Ontario, of the Beaver Line, the Concordia, of the Donaldson Line, and the West India steamer being all in. The lumber market is good, there being good demand both in England and South America. Large quantities are being shipped by our dealers at good prices.

**IF YOU WANT..**

to get the highest market prices for your Butter, Eggs, Poultry, and general produce, send your consignments to

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

Reference: EMPIRE TOBACCO CO., OR MERCHANTS BANK OF HALIFAX.

**Bird Seed**

Handle the best for it pays the best.



Brock's Bird Seed stands as the King of Bird Foods. Ask your wholesaler for it. Do not be satisfied with any other grade.

**NICHOLSON & BROCK - TORONTO**

**W.M. RYAN**

**PORK PACKER, WHOLESALE PRODUCE AND COMMISSION MERCHANT**

70 and 72 Front St. East, Toronto

Liberal Advances made on Consignments.

**Egg Cases Supplied.**

**S. K. MOYER,**

**COMMISSION MERCHANT**

Wholesale Dealer in...

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

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

**ORDER NOW**

(Maple Leaf Brand)

**PURE LARD HAMS BREAKFAST BACON**

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

Pork Packers and Commission Merchants Toronto

**TELEGRAPH**

**HUGH WALKER & SON**

your late orders for fruits. Finest stock Oranges, Lemons, Grapes, Figs. Satisfaction sure.

**GUELPH, ONT.**

Values during the past week show little change. Merchants are buying very lightly, and for at least a month there will be a quiet time. There is some inquiry among our butchers for Ontario beef.

**SALT**—There is little doing at this season. A small quantity arrived from Liverpool by steamer. The market is well supplied, and with the steamers arriving every two weeks there is no fear of shortage. We quote: Coarse, 50 to 55c.; fine factory-filled, \$1.10; 5-lb. bags, \$3.25 per bbl.; 10-lb. bags, \$3 per bbl.; 20-lb. boxes, 20c.; 10-lb. boxes, 12c.; cartoons, \$2 per doz.; salt, bulk, \$2.70 to \$2.80 per bbl.

**OIL**—The market is not steady, but no change is noted in prices here. The large contracts are filled and the heaviest months' business is over. There is a fair movement in lubricating. We quote: American burning oil, 23½c.; best Canadian, 21½ to 21¾c.; prime, 19c.; no charge for barrel.

**CANNED GOODS**—At this season, when all business is quiet and merchants are looking forward to stock-taking, there is no branch which feels the state of trade more than this. Stocks held here are fairly large, larger rather than holders expected, retailers not having bought as freely as formerly. Bulk of stocks now on hand will have to be held some months. In canned oysters a rather firmer feeling is noted. The sale of canned fish here is limited, we being so near the coast, with fresh fish so plentiful. There is, however, outside of local packed goods, a small quantity of English canned fish sold. We quote: Corn, 85 to 90c.; peas, 90 to 95c.; tomatoes, 90 to 95c.; gallon apples, \$2.15 to \$2.25; corned beef, 2-lb. tins, \$2.65 to \$2.75; 1-lb. tins, \$1.60 to \$1.65; oysters, 2's, \$2 to \$2.25; 1's, \$1.60 to \$1.65; peaches, 3's, \$2.75 to \$2.85; 2's, \$1.90 to \$2; pineapple, Canadian pack, \$2.35; salmon, \$1.45 to \$1.50; lobsters, \$1.75 to \$2; haddies, \$1.30; clams, \$5 for 4 doz.; chowder, \$2.75 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1; kippered herring, \$1.10.

**GREEN FRUIT**—After a good Christmas business the market is quiet. A quantity of West India oranges arrived by direct steamer this week; also some Valencias direct from Liverpool. Prices show little change, but both oranges and lemons tend easier. Keg grapes are firm, with light stocks. In apples there is also a firmer feeling, and best grades are held higher. Stocks are not large. We quote: Apples, \$1.50 to \$3; oranges, \$6.25 to \$6.50 per bbl., \$3.50 to \$4 per box; Lemons, \$4 to \$4.50; keg grapes, \$6 to \$6.50; Valencia oranges, \$5 to \$5.50.

**DRIED FRUIT**—The interest which has attached itself to this branch is about over. Stocks of Valencias are much smaller than usual, while that of California is much larger. Malaga lemons are marked lower, fair stocks being on hand. They are offered about the same price as Californias, though boxes contain two pounds more. As remarked by THE GROCER, the demand for cleaned currants has been very large. They are this season almost altogether put up by the wholesale grocery trade here. One dealer has cleaned some fifteen tons, and has found it difficult to keep up to the demand, though he employed five hands packing. In Nova Scotia the dried apples market is off and sales are reported as low as 4c. Evaporated tend firmer. There are no new prunes here and but few to arrive. So far Californias have not proved good sellers here, but it is expected they will have a better chance this year owing to light stocks of French. Trade in nuts is largely over. Prices show no change, though peanuts are higher about

¾c. in Virginia. We quote: Valencias, 4¾ to 5c.; layers, 6 to 6¾c.; half-boxes, 6½c.; quarter-boxes, 6¼c.; California L. M. 4-crown, 6 to 7c.; 3-crown, 5 to 6c.; London layers, \$1.65 to \$1.75. Currants, bbls., 3¾ to 4c.; cases, 4 to 5c.; cartoons, cleaned, 7½c.; bulk, cleaned, 6½c.; prunes, kegs, 4c.; boxes, 4½ to 5c.; half-boxes, 6 to 8c.; citron, 15 to 16c.; orange and lemon, 13c.; dates, 4½ to 5c.; dried apples, 5 to 5c.; evaporated apples, 7½ to 7¾c.; California evaporated peaches, 12 to 13c.; apricots, 12 to 14c.; pears, 12 to 14c. Canadian onions, \$2.25 to \$2.30; coconuts, \$3 to \$4 per 100 lbs.; figs, 10 to 12c.; washed currants, 6-crown, 1-lb. cartoons, 8 to 8½c.; Sultanas, 10c.; Sultana raisins, 7 to 8c.; Grenoble walnuts, 13 to 14c.; Chili, 12 to 13c.; Brazil, 12 to 13c.; filberts, 9½ to 10c.; almonds, 13 to 14c.; roasted peanuts, 9 to 10c.

**DAIRY PRODUCE**—Stocks of cheese in first hands are pretty well cleaned up, and the supply in the city is not large, so that there is rather better feeling in the market. There is no change in price. Butter is slow and there is still a quantity reported through the country, holders there asking a price above the market, but not holding as firm as last season. Its lesson, however, does not seem to have been learned by all. The worst feature is the quality is not first-class. Creamery at a fair price would sell, but is not to be had. Poor creamery is not in it. Some Manitoba creamery received here has given good satisfaction. Eggs are again high. Some preserved, which have been sold here, have given good satisfaction. For strictly fresh high prices are paid. We quote: Common dairy butter, 15 to 16c.; dairy, 17 to 18c.; new creamery prints, 23 to 24c.; cheese, 8½ to 9c.; creamery, tubs, 20 to 21c.; eggs, 16 to 17c. by case.

**MOLASSES**—By last steamer one hundred casks of Barbadoes arrived, which is most unusual at this season. Prices tend in Barbadoes rather easier; in many cases quality is below the average. A small quantity of extra quality Porto Rico is still here and is held firm, while New Orleans in barrels is very firm at advance of two cents spoken of, and unless there is an easier feeling at place of production a further advance is looked for. These goods are filling a long felt want, being in good barrels of about forty gallons. Flavors and colors being good there is a very steady demand. Syrup is also selling freely, demand holding better than usual. Some two-pound tins are in the market, but principal sale is in bulk. We quote: Barbadoes, 30 to 33c.; Trinidad, 32 to 34c.; Porto Rico, 34 to 36c., bbls.; New Orleans, 34 to 35c.; St. Croix, 31 to 32c.; syrup, 36 to 38c.

**SUGAR**—There is lighter movement during the week, and though there is no advance, there is a firmer feeling. There are good stocks held by some dealers. We quote: Granulated, 4¾ to 4½c.; yellow, 3½ to 4c.; Paris lump, 5¼ to 5½c.; powdered, 5¼ to 5½c.

**FISH**—There is not a large movement. There would have been a quantity of frozen fish shipped but for soft weather. Stocks of pickled are not large. In smoked the market is still very dull, with price ex vessel 4c. in large lots. Dried are firm, with few arriving. In boneless cod there is a good, steady demand. We quote as follows: Fresh haddock, 2¼ to 2½c. per lb.; d.y., \$1.50; large cod, \$3.60 to \$3.75; medium, \$3.35 to \$3.50; pollock, \$1.50; bay herring, \$1.25 to \$1.30 per half-bbl.; Ripplings, \$1.65; Wolves, \$1.85 to \$2;

## E. T. STURDEE

Mercantile Broker,  
Manufacturers' Agent,

ST. JOHN, N.B. Etc., Etc.

Wholesale trade only.

Cleaver's Toilet Soaps.  
Bensdorp's Royal Dutch Cocoa.  
Pyle's Pearlina.

C. & E. MACMICHAEL,

40 DOCK ST., ST. JOHN, N.B.

## EPPS'S COCOA

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

Special Agent for the Dominion

G. E. COLSON - MONTREAL

IT WILL

"Draw Trade"

If you will sell the "Celebrated" canned

**GOLDEN HADDIES**  
**FINNAN**

You will "Draw Trade" to your store and  
"Increase" your "Profits."

Only the "best" fish are packed in the cans labelled  
"Golden Finnan Haddies."

**NORTHROP & CO.**

Packers' Agents St. JOHN, N.B.

# FISH

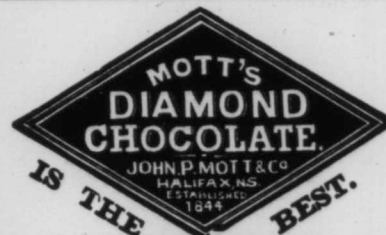
WITHOUT A BONE.

Ordinary Boneless Fish have some bones in them, but we now put up pure Codfish in 3-pound boxes

WITHOUT A BONE.

This is the best Fish packed in Canada, and very much superior to Fibred or Shredded Fish.

JOHN SEALY - St. John, N.B.



ASK FOR

# MOTT'S



# They Are Going Like Hot Cakes !



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

*Tea-Biscuit Flour  
Graham Flour  
Pancake Flour  
Buckwheat Flour*

Don't delay in procuring a supply. They sell at sight and give a good profit, and satisfaction to both buyer and seller.

THE F. F. DALLEY CO., Ltd., Hamilton, Canada.

Only the best fruit, thoroughly cleaned and picked, is used in making



An Article fit for a King's Table.

Every package guaranteed to be as represented.

W. CLARK - MONTREAL

## Mince Meat

FINE QUALITY

In 7, 14 and 28 lb. pails. Write for quotations.

**T. A. LYTLE & CO.**

TORONTO

### FOR PURITY

and cleanliness in packing the canned goods sold by the

**“KENT”**

Canning and Pickling Co. of Chatham, Ontario, are absolutely without any superior.

## We can't say



How many families throughout Canada are using our goods, but we are sure that those who are using them are amply satisfied with them. The goods are strictly pure and cannot fail to give satisfaction even to the most exacting consumer.

**DELHI CANNING CO.**

— DELHI, ONT.

smoked herring, old, 4 to 5c.; new smoked, 5 to 6c.; Canso, \$5 to \$5.50 per bbl.; shad, half-bbl., \$5 to \$6; Grand Manan herring, half-bbl., \$1.25 to \$1.35; Shelburne, \$3.75 bbl., \$1.65 half-bbl.; boneless, 2½ to 8c.; oysters, 3 to \$3.50 per bbl.; small cod, \$2.50; frozen herring, 70c. per 100.

**PROVISIONS**—Market still rules very low, with fairly large stocks of barrelled pork and beef held here. In lard low prices continue as in all pork products. The demand is not large. We quote: Clear pork, \$15 to \$15.50; mess, \$14 to \$14.50; P. E. L. prime, \$11 to \$12; beef, \$13 to \$14; pure lard, 9 to 9½c.; compound, 7¾ to 8c.

**FLOUR, FEED AND MEAL**—We mark Manitoba rather lower again this week, with all grades of Ontario easy. There is rather an easier feeling in Ontario oats, though oatmeal shows no change. Cornmeal is still at the low figure quoted, which tends to lessen the sale of feed and low grade flour. Hay is firm at quotations, with light business here. Yellow eye beans are easier, while other grades show a rather firmer feeling. We quote as follows: Manitoba, \$4.40 to \$4.50; best Ontario, \$4 to \$4.10; medium, \$3.70 to \$3.80; oatmeal, \$3.50 to \$3.65; cornmeal, \$2.30 to \$2.35; middlings, \$19 to \$20 on track; bran, \$18 to \$19; hand-picked beans, \$1.25; prime, \$1.20; oats, 33 to 35c.; hay, \$12 to \$12.50; pot barley, \$4; round peas, \$3.65 to \$3.75; split peas, \$3.70 to \$3.80; yellow eye beans, \$1.85; buckwheat meal, \$1.30 to \$1.35.

#### ST. JOHN NOTES.

Hugh Stevens is settling with his creditors at 25c.

Sussex shipped a car of live turkeys to the American market, some 700 in all.

A flour mill is being built at New Glasgow. It is to be first-class in every way.

This is pancake season, and C. & E. Mac-michael are finding an increased demand for "Aunt Emily" pancake flour.

John Sealy shipped a quantity of frozen fish west during the week. He is particularly well situated to do this business.

The steamer Ontario, in discharging salt into a scow, had the misfortune to have it fill and sink, losing some three hundred bags.

The creditors of George Babcock, formerly Babcock & Short, have decided to accept a compromise. Liabilities about \$1,500; assets about \$900.

It is very satisfactory to our people to note that goods for Montreal by the Lake Superior, via St. John, arrived there at the same time as goods from other steamers at other ports, which arrived some days before. Let Canadian business build up Canadian cities.

Mr. Jardine, the representative of the Pure Gold Co. here, is particularly well pleased with his year's business. The newest thing in the way of a package seen in this market, and one of the most useful, is the lamp chimney, in which they are offering a brand of their baking powder.

Many more of G. J. Hamilton & Son's biscuits and candies are noticed among our retailers this holiday season than ever before. Quality is one reason, and the fact that they are now represented by a permanent representative is another. It is reported they will put a team on in the spring.

The steamer Duart Castle, from the West Indies, landed this week 50 bags cocoanuts, 100 casks Barbadoes molasses, 200 barrels

oranges; also a quantity of limes and lime juice. The Concordia, from Glasgow, had 80,000 brick, 146 bags fire clay, 400 tons coal and a quantity of goods. The Lake Ontario had 150 cases oranges, 700 sacks salt, 200 boxes Sunlight soap, together with a large quantity of sundries for here and west.

Another example that THE GROCER is alive was noted last week. The paper comes to hand on Saturdays, and the other Saturday morning a merchant said THE CANADIAN GROCER should take up the matter of the unfair duty on transhipped goods, and spoke of figs. When this paper came to hand a few hours later the leading article was on the very subject, and our merchants are very much pleased to see it taken up. They are much opposed to the regulation. Speaking of figs, however, I understand that those bought in Liverpool, and which paid the extra duty, were, this year, landed cheaper than the direct shipments.

#### HALIFAX TRADE GOSSIP.

**T**RADER during the last two weeks has been what may be called slow. We are not having holiday weather. We want snow and cold, but we are having open weather—warm and with rain, and not a sign of snow or frost. This week, being Christmas week, we expect snow and frost, but both are tardy about putting in an appearance. A visit to the different leading firms shows that while there are many purchasers none of them appear to want to buy anything of an expensive nature, in fact sales in the city are all on a small line.

Commercial travelers report business dull throughout the province, and in the city trade is not up to the average of former years.

**POULTRY**—The market is well supplied with poultry, most of which came from Ontario. J. A. Leaman & Co. received a couple of carloads, most of which was exhibited at the live stock show at Guelph. The open weather has proved bad for this line, and on Christmas eve the best line of turkeys could be had at 14 cents retail. Geese and chickens sold in proportion.

**PROVISIONS**—The demand for beef has not been heavy. First-class Ontario stocks were offered this week at \$5.50, with few purchasers.

**EGGS**—It was expected there would be a good demand for eggs at this season, but this expectation did not materialize. On

Christmas eve, the best fresh stocks only brought 22c., while lime stocks sold as low as 14c.

**BUTTER**—Local butter factories, as well as those of P. E. I., in the absence of a market in Newfoundland, are sending their output to this market; nevertheless, prices seem to hold their own. Good dairy and creamery rolls and prints sold this week at from 22 to 25c., and dealers report business good.

**FRUITS**—Both green and dried fruits have been in good demand, although prices remain unchanged.

**BREADSTUFFS**—The markets are steady, with a fair demand for all the flour offering, as the stocks here still continue comparatively light. Everyone, however, looks for easier prices a little later on, but from millers' reports west we doubt if much, if any, lower prices will obtain, as millers claim that the stocks of wheat on hand are small, and that farmers' deliveries are slow and light.

Oatmeals are quiet and very cheap. We have heard of some offerings by the carload as low as \$3.20, but we think that first-class stock is worth a little more. For choice

#### SITUATION VACANT.

**WANTED**—AT ONCE FOR NORTHWEST, AN experienced retail grocery man—competent manager and first-class salesman, about forty years of age. Permanent situation. Reply, enclosing letters from last employer and others, and stating salary to G., "GROCER."

**FOR SALE** The stock of a General Store, at Uphill, Ont. Tenders offering price on the dollar will be received up to 1st Feb., 1896, upon which date a sale must positively be effected. Apply on the premises, to J. C. KYLE, Uphill, Ont.

#### Pease Meal — Glasgow Brose Meal

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

#### JAMES WILSON MONKLAND MILLS, FERGUS

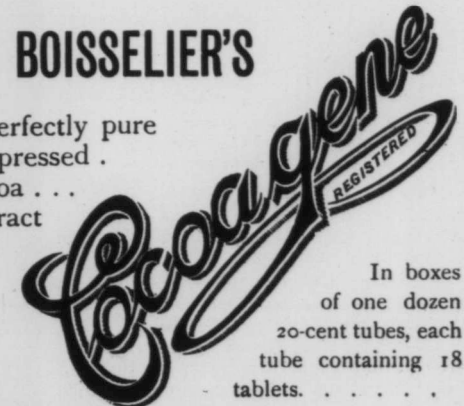
Manufacturer also of the celebrated Brands of Rolled, Standard and Granulated OATMEAL



One Tablet makes an excellent Cup of Cocoa.

#### BOISSELIER'S

A perfectly pure  
compressed.  
Cocoa . . .  
Extract



In boxes  
of one dozen  
20-cent tubes, each  
tube containing 18  
tablets. . . . .

ALL LEADING GROCERS KEEP IT.





# RAINBOW COFFEE

MOST PERFECT BLEND  
PRETTIEST CANISTER  
MOST PROFITABLE LINE  
ON THE MARKET

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

rolled oats jobbing prices would be 15 to 25c. higher.

Corn meals are steady, with an active demand. Prices quoted, about \$2.20 for car lots. Jobbing prices are not very much higher.

Oats are steady; western a trifle easier.

Beans are low, probably never cheaper in the history of the bean market.

Hay is firm.

**FISHSTUFFS**—We are deeply disappointed at the result of the year's fishing operations, more particularly in mackerel and cod fish. The total catch of these two articles is fully one-third less than last season, and that was not up to the average. Good quality herring are also very scarce. The catch of West India grades is fully up to all requirements, but real fat, well cured herrings sell readily at an advance. Smoked herrings still keep low; the quantity cured is large.

**PRODUCE**—Most of the P. E. Island produce laden vessels have disposed of their cargoes, and we can now look for an advance. Prices range at present at from 22 to 25c. for potatoes and 18 to 20c. for turnips. Large lots sold at lower rates.

Robert G. Lindsay, grocer, Maynard street, died last week. Several weeks ago he stepped on a nail and blood poison set in, resulting in his death.

Says a local Charlottetown paper: By a telegram received by Supt. Dillon, yesterday from Harvey & Co., St. John's, Newfoundland, they purchased 5,000 lbs. of butter from the Central Creamery at a paying price. This firm had taken from 15,000 to 18,000 pounds this season before this purchase. The shipment was made by the

Stanley this morning. This shows how much more profitable it is for our farmers to make butter than have the raw material wasting on their premises.

The firm of James Scott & Co., previous to selling out to Captain Allen, finally settled with their creditors. The liabilities amounted to about \$54,000, some \$16,000 of which were preferential claims. The \$16,000 was paid in full, including \$12,000 to the Merchants' Bank and \$2,000 to John Duffus. The remaining \$38,000 liabilities were settled on a basis of 25c. on the dollar. In order to complete the settlement it was necessary to use \$6,000 of insurance effected on the life of the late James Scott. Alex. Scott withdrew from the establishment at the time the purchase was made by Capt. Allen. The remainder of the staff will be retained, including Mr. Grant, bookkeeper for many years for the late firm.

Ephraim Leard, grocer, Charlottetown, is receiving the congratulations of his friends. The happy woman in the case is (or was) Annie G. McLean, of Lower Bedeque.

The Halifax and Porto Rico Steamship Company, of which Pickford & Black are the agents here, intend running a service between Halifax and Porto Rico ports. The first steamer will be the "Kitty," about 7th January, 1896, to be followed by steamers at regular intervals. H. T. Knowlton, of Messrs. Miller, Bull & Knowlton, was here last week looking over the ground, and the above is the result.

**WOODSTOCK MARKETS.**

WOODSTOCK, Dec. 24.—There has been a good holiday trade. But the produce trade is, after all, that which tells for success, and

that is not very satisfactory. Cheese has been so low that farmers have received much less for milk than in former years. There is, however, but little stock now held. In butter, prices continue low with a good deal yet in first hands. Quality is but fair. If it were good, there would be little trouble. The soft weather was disappointing to those having poultry to sell for Christmas, and meant quite a loss. Oats are in fair demand only, and the poor quality keeps price down. Nothing more can be expected until the farmers clean their oats. Hay is a brighter spot, and prices are firm with upward tendency, the principal demand being from the American buyers. Eggs are also good sale at higher prices. Preserved eggs, where the work is well done, are finding better demand than formerly, they giving good satisfaction. Pork is plentiful and very low, with no encouraging feature. We quote: Hay in barn, \$8; pork, 4½c.; butter, 15 to 16c.; oats, 26c.; beef, 5c.; potatoes, 60c.

**CHARLOTTETOWN MARKETS.**

The week has shown little change; the close of regular navigation tends to lessen activity. Butter is plentiful, and pork remains low, being easy at quotations. Potatoes show no advance. Hay, eggs and oats are firm. Poultry has been a feature of the market for the past week, and good prices have ruled. We quote: Hay, 30 to 40c. per cwt.; oats, 28c. per bush.; eggs, 18 to 20c.; pork, 4½ to 4¾c.; butter, 17 to 18c.; potatoes, 16c.

The trade paper reaches into general trade, and absorbs that line of business which is pertinent to the class it illustrates.

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boxes dozen s, each ing 18

**BEATTY, BLACKSTOCK, NESBITT,  
CHADWICK & RIDDELL**

**BARRISTERS, SOLICITORS, NOTARIES, ETC.**

Offices—Bank of Toronto, cor. of Wellington and  
Church Streets,

TORONTO, ONTARIO.

Solicitors for Bank of Toronto, Board of Trade, Toronto  
R. G. Dun & Co., (Mercantile Agency,) etc.



**Champion Fire and  
Burglar-Proof Safes . .**

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

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

# JAPAN TEAS "New Season's"

**FROM 13½ CTS. UP.**

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

## J. F. RAMSAY & CO.

WHOLESALE TEA IMPORTERS

14 and 16 Mincing Lane

Toronto.

CRESCENT BRAND



TRADE MARK.

**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

# "Ice Castle Brand"

## UNBLEACHED CORN

Are you aware that more than one-half of the Corn that is packed is  
BLEACHED? You need not have any fear of complaints on this score  
if you handle the "ICE CASTLE BRAND." We don't claim to sell  
all the Corn that is used in Canada, but we do claim to send out

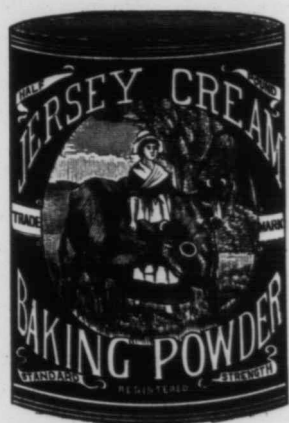
## NOTHING BUT THE BEST

*Try any of our Goods and you will be convinced.*

**J. W. WINDSOR**

**Montreal**





# WHEN PURITY COUNTS...

You will be forced to buy our goods.

They have an unbroken record in all manner of tests and trials for purity and strength. The quality is unexcelled. Order a sample case at once.

**Lumsden Bros., Hamilton, Canada**

**EWING, HERRON & CO.**

## Have Tons OF CARRAWAYS

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

Trade Mills - - Montreal

**GASPE DRY CODFISH, GREEN COD-FISH, N.S. AND C.B. HERRING**  
B.C. Salmon, Canned Lobsters, Mackerel and Blueberries, Nfld. and Gaspe Cod Oil

**CLARETS**

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

**BASS' ALE**

The Bugle Brand is the best imported

**GUINNESS' STOUT**

Bulldog Brand, the highest grade bottled

**Cockburn & Co.'s Very Old Highland Whisky**  
SPECIAL LIQUEUR WHISKY

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

### Canned Goods

Full lines now in stock, including Aylmer "Canada First" and Miller's "Little Chief" brands of canned vegetables and meats.

**JOHN SLOAN & CO.**

45 Front St. East  
TORONTO.

IN STORE

## Rio Coffee

Very choice selection.

LAKE HERRINGS

Special quotations for quantities. TROUT and WHITEFISH

**Warren Bros. & Boomer**

WHOLESALE GROCERS

35 and 37 Front St. East, Toronto.

NOW IN STORE

**Excelsior Vostizza Currants**  
Cases and Half-cases.

**Perfecto Vostizza Currants**  
Cases and Half-cases.

**London Layers. Black Baskets.**

A full and complete stock of Christmas Fruits.

**T. KINNEAR & CO.**

49 Front St. E., TORONTO.

## J. W. Lang & Co.

Have in stock...

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

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

Curtice Bros.' "Monroe Brand" Strawberries.

Shredded Codfish, "pkgs." Very fine.

**J. W. Lang & Co.**

59, 61 and 63 Front Street East Toronto.

YOU MAKE

# 40% Profit

If you sell our soaps and they sell at sight.

Write for prices.

**P. M. LAWRASON**

London, Ont.

WISHING ALL OUR FRIENDS

## A Prosperous

AND

## Happy New Year.

**PERKINS, INCE & Co.**

TORONTO.

## Being close of Season

And about to take stock, this is

## Bargain Week

WITH US.

**SMITH & KEIGHLEY**

9 Front St. E. TORONTO.

## TRADE CHAT.

Sam Dodge has charge of the grocery department at Ramsay & Co.'s store, Platts-ville, Ont.

The by-law, to aid by way of a loan of \$5,000, Theo. Zoellner & Co., furniture company, of Mount Forest, was carried on Thursday by a good majority.

The Ridgetown Diamond Roller Mills closed down Saturday for three months. During that time the old machinery will be taken out and replaced by the latest and best.

Next year is leap year, and another leap year will not come around until 1906. This condition has not occurred since 1696, and will not occur again until 2060. So say the "figger" heads.

The liquidators of the Commercial Bank, Winnipeg, have applied for and obtained a summons for a call on the shareholders of that institution on account of the double liability they are under.

The past year has brought out a novelty in the canned goods line in the way of canned molasses. The first grade of Louisiana open kettle molasses is used. It is put up in gallon tins, with no reboiling, and is guaranteed to keep in any climate.

Messrs. Gilbert and Duntin, of Salford, Ont., and A. W. Nagle, of Ingersoll, intend taking a trip to the southern states for the winter. Should business prove satisfactory they will move there in the spring.

The wholesale grocery trade of the United States is making a lower net percentage of profit on their gross sales than for 30 years

past. It is the low percentage of profit which the trade is working on that disheartens the wholesale grocer as well as the retailer.—Retail Grocers' Advocate.

John Mulvey, grain merchant, Toronto, is dead, aged 62.

W. Turriff, a merchant of Alameda, died at the general hospital, Winnipeg, last week, where he had been for treatment for an internal disorder. He was 36 years of age.

John Baldwin, formerly a resident of Woodstock, has purchased the business of John Gillam, butcher, Norwich, and removed into the house owned by Mrs. Paulina Mott, north of the old school building.

The farmers' deliveries to Manitoba elevators are large, and wheat is being sent forward to Fort William from these points at the rate of 100 cars a day. The amount in store at Fort William is now over 2,000,000 bushels.

The Canadian Pacific Railway announces a heated car service from Winnipeg to Portage la Prairie, Brandon and intermediate points for the conveyance of perishable freight during the winter months. No extra charge beyond the ordinary freight rates is made for this service, which means an express service at freight train rates. The cars leave Winnipeg every Tuesday and Friday; freight should be delivered at their freight shed on the previous day.

A. and A. Davis have returned to Brockville from their trip to London, Ingersoll, Woodstock and other cheese centres in Western Ontario. They found that large quantities of cheese are still held by buyers who are unwilling to sell at the current

prices, as that would mean considerable loss. These western buyers made the mistake of not unloading at the time of the last advance in the English demand, which is now low.

"Do you love me?" said the paper bag to the sugar.

"I'm wrapped up in you," replied the sugar.

"You sweet thing!" murmured the paper bag.

The Manitoba Free Press comes out with a very fine illustrated Christmas number. Several pages of the edition are devoted to Manitoba's prosperity this winter, and to the crops and improvement in trade upon which this prosperity is based.

## PERSONAL MENTION.

F. E. Boulter, manager of the Toronto branch of W. Boulter & Sons, is spending his Christmas holidays with his parents in Picton.

W. O. Macpherson, of Hamilton, is spending the holidays in Philadelphia. Mac. had on so many good clothes when he went away that some of his friends wonder will he return—alone?

Mr. W. J. Solomon, representing J. M. Fortier in the west, has left Montreal for Toronto with a fresh line of samples for the coming year and reports that the new cigar, "Dina-myte," is in great demand in Ontario.

The brothers James and Robert Gowanlock, with Perkins, Ince & Co., left for New York on Tuesday, where they are spending their Christmas holidays. A number of the "boys" went down to the station to see them off. New York's 400 now number 402.

ASK YOUR WHOLESALER



# CANADIAN LEAF CHEWING TOBACCO

Made in all size plugs.

Cheapest and best.

F. W. HUDSON & CO. = = = Toronto, Ont.

WRITE US FOR SAMPLES

AGENTS FOR ONTARIO



# Please

Read this over and see if we can do anything for you . . . . .

## FOR NEW YEAR'S TRADE

### *Wines*

Ports and Sherries in wood, from 65c. to \$4.00 per gallon.

Ports and Sherries in bottles of every grade.

Sicily and Tarragona Wines of superior quality.

Clarets, Sauternes, Burgundies, etc., of every quality and price.

### *Brandies*

"P. Richard's" V. S. O. P.

"P. Richard's" V. S. O.

"P. Richard's" V. O.

In bottles, half-bottles, imperial flasks, flasks, half-flasks; also in wood. All other well-known brands of Brandies are kept in stock.

### *Champagnes*

OUR AGENCIES. TRY THEM.

"Couvert" Brand in bottles and half-bottles.

"Vve Amiot" in bottles and half-bottles. We have also in stock all best known brands of Champagnes

### *Whiskies*

Of every description and brand; we would recommend to try

The "Mitchells Bros." In four styles of bottles.

Scotch and Irish Whiskies.

ALSO A FULL ASSORTMENT OF FINE DRIED FRUITS, SUCH AS

*Malaga and California Raisins; Nuts and Almonds; Figs, Layers and Natural, in 12-oz., 10-lbs., 20-lbs. and 30-lbs.; Hallowee Dates, etc.*

## FRUIT SYRUPS

IN FANCY BOTTLES  
NEW DESIGNS

We guarantee we can satisfy anyone, both on quality and value of goods.

We only want you to ask us quotations before you buy elsewhere.

# Laporte, Martin & Cie.

WHOLESALE GROCERS

# Montreal

## Appleton's India & Ceylon Teas

THE "TAPIR" BRAND.  
SOLD IN LEAD PACKETS

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



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

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

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

**PUREST & BEST**

**Table Salt  
Pays Well!**

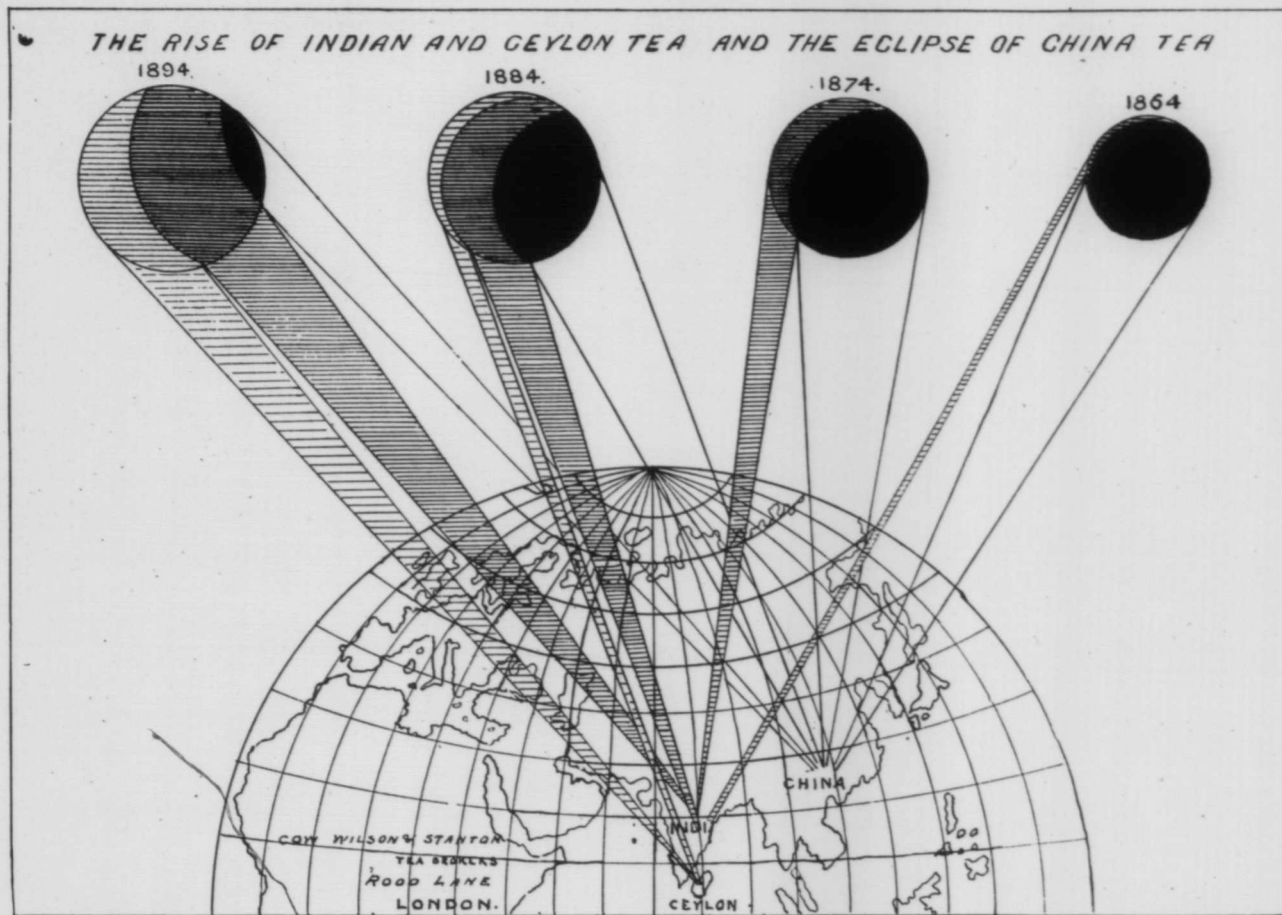
There's nothing you sell pays better!  
The only fault is, you don't sell enough! Why not increase your trade by selling

**Windsor Table Salt?**

It gives customers more satisfaction than ordinary salts do. They find it does not cake when in use on the table, and when it costs no more than common salt, will want no other. Any wholesale house can supply you.

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





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

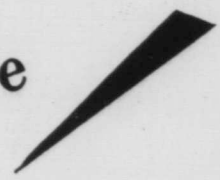
▨ REPRESENTS INDIAN TEA. ▤ REPRESENTS CEYLON TEA. ■ REPRESENTS CHINA TEA

From One Million Pounds in 1883

To **94,000,000** Pounds in  
..... 1895

is indeed a remarkable export record. Ceylon, little Ceylon, has done this. British grown teas, made by machinery, are driving the hand-rolled teas of China out of every desirable market.

**Be Wise in Time**



Send to your wholesale dealer for  
a package of

**CEYLON TEA**

## PRACTICAL PUBLICITY.

BY NATH'L C. FOWLER, JR.

No. 2.

## CROCKERY

If you want to buy china, crockery or glassware, go to the store of JOHN SMITH.

Lamps, and all kinds of lamp goods.

**JOHN SMITH,**  
656 Blank Street.

The above advertisement is above the average. It has the effectiveness of brevity, and the headline is large enough to be readily seen by would-be crockery buyers. I criticize it because it advertises four classes of goods, and does not present any specialty or any one article in particular. Half the possible crockery buyers don't realize they need crockery until their attention is called to some particular crockery article they are short of. If the housewife is out of tumblers, she is not impressed with an advertisement speaking of crockery, china, glassware, and lamps. To sell her tumblers, it is necessary to bring tumblers vividly before her. The advertisement of teacups, and nothing else, will make her look at the teacups to see if she is short, and if she is, she is liable to buy some of the man who was kind enough to call her attention to the deficiency. The advertiser need have no fear that if he advertises one particular article folks desiring other articles will ignore his store. The principal object of advertising is to get people into the store. The goods and salesmen must make the sale. Advertising of one thing at a time will bring people into the store, as well as to sell the article advertised, and other articles. Advertise lamps one day, some particular class of crockery the next, china teacups the next, the next day speak of tumblers, and so on, one thing at a time, and a new advertisement every time. I rewrite the advertisement, illustrating the one-idea method of successful publicity.

Tea  
Cups

You had two kinds on the table yesterday—too bad when we have cups and saucers at 10 cents that look well with any set.

**JOHN SMITH**  
656 Blank Street.

BY ROYAL WARRANT TO HER MAJESTY THE QUEEN.

GOLD & PRIZE  
30  
MEDALS.



GOLD & PRIZE  
30  
MEDALS.



## "SPECIAL LIQUEUR"

*Finest Highland Whisky  
of great age.*

**John Dewar & Sons,**  
DISTILLERS, Limited.  
**PERTH, SCOTLAND.**

London Offices,  
48 Abchurch Lane, E.C.

J. M. Douglas & Co., Agents, Montreal.

NOVA  
SCOTIA FIBRED CODFISH

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

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

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

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

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

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



Free . . .

a handsome Glass  
Jar with . . .

## Tutti Frutti

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

**ADAMS & SONS CO.**  
11 & 13 Jarvis Street, Toronto



**We Wish All**

**A HAPPY AND PROSPEROUS**

**New Year**

The Foam Yeast Co., Ltd.  
TORONTO.

Our goods will be more popular than ever next year.—We'll make them so!

**STOP SELLING STARCH**

to your customers when they want Tapioca. The majority of so-called Pearl Tapiocas contain as much potato starch as Tapioca. They all take a worrying long time to cook. Instantaneous Tapioca cooks in fifteen minutes, and makes

**Delightfully Dainty Dishes**

for the sick, nourishing and non-irritating food for children, and scores of desserts for the busy housewife. Have it on hand the next time she calls. It makes customers and pleases everybody.

**HOWE, McINTYRE CO.**  
Sole Agents **MONTREAL**

**THE PEOPLE'S Building and Loan Association**  
(INCORPORATED)

Head Office - - London, Ont.

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

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

Agencies in all the principal towns and cities in Ontario.

Write for manuals and name of resident agent in your locality.

Do not delay. It will pay you.

**WESTERN ASSURANCE COMPANY**  
Incorporated 1861.

**Fire and Marine**

Capital - - - \$2,000,000.00  
Assets, over - - - 2,375,000.00  
Annual Income - - - 2,200,000.00

Head Office: **TORONTO, ONT.**

GEO. A. COX, President. J. J. KENNY, Vice-President  
C. C. FOSTER, Secretary.

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

Sole Agency for Canada  
**TEMPLE BUILDING, 113a, MONTREAL**

New York Fancy Brand. Have a good light. Use



Every Oil known to trade and industry—wholesale.

**BROWN & POLSON'S CORN FLOUR**

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

NO PACKET GENUINE WITHOUT THESE SIGNATURES—

*John Brown John Polson*

SOLE AGENT FOR CANADA,

Write for samples and quotations

**JOHN A. ROBERTSON, Board of Trade Building, MONTREAL**

**The Gulf of Georgia Cannery**

**MALCOLM & WINDSOR, Ltd.**

Sole Proprietors, and Agents for

**"Ice Castle Brand" Canned Salmon**

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

**FACTORY, Steveston, B.C.**

**OFFICE, Vancouver, B.C.**

**Batty's**

**Nabob Pickles**

AND

**Nabob Sauce**

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

ALL WHOLESALERS HAVE THEM.

... EIGHT PRIZE MEDALS

Canadian Agents

**J. A. Gordon & Co., - - Montreal**

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

**T**HE creditors of Thos. Mailhot, general store, Stanford, have been called together. He has offered 80c.

F. D. Cherrier, grocer, etc., Hamilton, Ont., has assigned.

M. Laganier, general store, St. Alban, Que., has assigned.

C. Van Wart & Son, grocers, St. John, N.B., have assigned.

Reame & Co., general store, Staples, Ont., have offered to compromise.

P. Pilon, groceries, Ste. Cunegonde, Que., has assigned to Kent & Turcotte.

H. Dorais, general store, St. Philomene, Que., has assigned to Kent & Turcotte.

Robertson Bros. (F. W. Robertson only), grocers, St. John, N.B., have assigned.

N. H. Turcotte, general store, St. Ephrem de Tring, Que., wants an extension.

David Wallace, general merchant, of Orillia, has assigned to a Toronto trustee.

Wm. Johnston, general store, West Plain, Ont., has assigned to G. D. Hawley, sheriff.

Alfred Laferte, general store, St. Bonaventure, Que., offers to compromise at 40c.

Geo. Le Brun, general store, Cheticamp, N. S., asks an extension of 9 months to pay in full.

F. Valentine has been appointed curator of the general stock of Theo. Dupuis, Ste. Thecle, Que.

N. Matte is provisional guardian of the estate of J. R. L'asseur, general store, St. Felicite, Que.

A meeting of the creditors of F. J. Sheridan, general storekeeper, of Oakwood, was held recently, when a statement was presented showing liabilities of \$11,000 and assets of \$8,000, a deficit of \$3,000.

Malcolm Macdonald, grocer, Montreal, has assigned at the instance of Caverhill, Hughes & Co., for some \$2,000. The chief creditors are Kinloch, Lindsay & Co., \$465; Caverhill, Hughes & Co., \$360; Doherty & Co., \$355.

**PARTNERSHIPS FORMED AND DISSOLVED.**

Morris & Co., general store, Lacombe, N.W.T., have dissolved. M. J. McLeod continues.

**SALES MADE AND PENDING.**

Wm. O. Schwarz, grocer, Moncton, N.B., has sold out.

The assets of Loughman & Co., grocers, Montreal, have been sold.

Lemay & Lemay's general stock at St. Come, Que., was sold at 62c.

Firth & Ellis, brush makers, Brantford, Ont., have sold out to J. Winfield.

C. A. Mayhew, general store, Thamesville, Ont., advertises his business for sale.

D. M. McLean, general store, Capelton, Ont., advertises assets for sale by tender.

A bailiff's sale of the stock of Geo. H. Matthews & Sons, grocers, Montreal, is announced.

**CHANGES.**

J. Hentin has opened a grocery store at Morden, Man.

T. V. Wheeler, general store, Fort Ellice, Man., has been succeeded by Lewarton & Son.

Lucina Jacques is proprietress of the confectionery business of W. Laframbois & Co., Quebec.

**FIRES.**

David Price, Jr., grocer, Dunnville, Ont., has been burned out.

The vinegar works, operated by S. Allen, of Norwich, Ont., including office and bonded warehouse, were burned on Saturday. Total loss, \$30,000; insurance, \$10,000. The cider mill and shipping warehouses were under great danger, but escaped destruction.

**DID YOU HEAR IT?****THE CHRISTMAS BELL**

I am a bell, a Christmas bell, and when that day is here, with joy do I begin to swell; my voice gets loud and clear. I can't keep still because I feel that Christmas feel, you know, and so with laughter do I peal, and thrill from top to toe, I vibrate with pulsations keen from early morn till night, and not a thought that's low or mean can wing its crooked flight through air that's penetrated by the sounds of my rich voice. And that is just one reason why on Christmas you rejoice, and feel so good towards everyone; because you see, just when your petty troubles have begun to pierce your mortal ken, my voice comes ringing through your ears. "Heigho! it's Christmas time," you say, "Away all doubts and fears! I keep your hearts in chime. And so let Christmas reign o'er all, and with your hearts quite free, come gather near my silver call and have a chime with me."

**A GREAT DISCOVERY.**

Mr. Chas. B. Knox, of gelatine fame, has purchased the entire outfit of the Egg Preserver Co., and will put this article on the market. Price not known; but it is a large one, for it is the greatest discovery of the nineteenth century, says a contemporary. The eggs shown at the last test had been kept 13 months and 9 days, and at no trouble. October 1, 1894, 20 dozen of fresh laid eggs were purchased and treated by the new Preserver and laid away in boxes and baskets in a dry cool room: January 1, 1895, and every month after, some were taken out,

broken and cooked by experts, and all pronounced them fresh laid.

As it will only cost ¼c. per dozen to lay down the eggs, it is a big profit on the investment for everyone. Also the ease with which it is done; simply treat the eggs while they are fresh and lay away in a basket or box, no turning or looking at them until you want them; nor can you tell an egg has ever been treated from its appearance.

**"OBSERVER" BURIES THE HATCHET.**

**EDITOR GROCER,**—Pardon me for again trespassing on your valuable space, in stating that "Rambler" is right in one particular, and that is, I have no time to waste in answering his ramblings. He alone is answerable for the mud and in strewing the dirt, as he terms it. He asks for charity. I grant it him freely, as he appears to be serious, but he should in future enquire more carefully into "tales" which may be told to him before rushing into print without proving them.

He admits in his letter that he has been misunderstood to the injury of others. This then should be a lesson for him to do unto others as he would be done unto, which means, let other people's business alone and attend to your own.

I took his letter personally merely as a joke, and intended mine to be such in return, relating an accident which he knows happened for the basis of my story. However, in future I shall regard him as being serious even in his ramblings, and I am glad to know that he has ill-feelings towards none. He should be thankful for that and act accordingly. I am more than thankful that I cherish no ill-will toward any man, and I most heartily wish all a happy and prosperous New Year. **OBSERVER.**

When King Canute ordered the waves to roll back, he thought he was talking to a surf.

**There are no Customs Duties**

That we cannot pay for you here and then have your goods distributed—repacked if required—to any part of Canada.

Write for particulars.

**BLAIKLOCK BROTHERS, MONTREAL**

**"SILICO"**

**THE UP-TO-DATE**

**CLEANING SOAP.**

Cleans quickly and...

**DOES NOT SCRATCH**

Try a Three-Dozen Case for \$2.25.

For Sale by Grocers and Druggists.





# Hot Mince Pie

"Just like mother used to make"—RICH, WHOLESOME, PURE, can be had by using **Wethey's Condensed Mince Meat.**

TO BE HAD FROM ALL WHOLESALERS.

**J. H. WETHEY,** Manufacturer **St. Catharines**

### CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

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

**HARDWARE AND METAL, Toronto**

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

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

**MAINE NON-FORFEITURE LAW**

**WALTER I. JOSEPH, Manager**

Room 2, 162 St. James Street, Montreal

When  
you  
want  
a car  
of  
**SALT**  
write us

\*\*\*\*\*  
**The Toronto Salt Works**  
128 Adelaide Street East  
TORONTO

THE . . .

## Sydenham Glass Co. of Wallaceburg

WALLACEBURG, ONT.

Limited

Manufacturers of

**Prescription Ware**  
**Flasks and Liquor Bottles**  
**Celebrated Beaver**  
**Fruit Jars, Jelly Jars**  
PRIVATE MOULDS A SPECIALTY



OILS  
OVALS  
SALADS  
SAUCE

**BOTTLES**

PICKLES  
PANELS  
BEER and  
MINERAL

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

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

**Tees & Perase, Winnipeg,**  
Agents for Manitoba and Northwest Territories.

**Martin & Robertson, Vancouver and Victoria,**

Agents for British Columbia.

## Fine Fruit Tablets



**ENGLISH FORMULA TABLETS**

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

**G. J. HAMILTON & SONS**

PICTOU, N.S.









**BUY LIPTON'S**

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



**TEAS**

Over 1,000,000  
Packages sold weekly

**LIPTON'S  
Delicious Teas**

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

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

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

**LIPTON TEA PLANTER  
CEYLON**

Chief Offices: City Road, London, England.  
United States Offices: 89 Front St., New York.

THE BRITISH GROWN TEA

... TETLEY'S

Tea is admirable—In flavor  
it is perfect, and it is so  
pure.

# Tetley's Tea...

LONDON, ENG., 5, 6 and 7 Fenchurch St.  
MONTREAL, Headquarters for Canada, 14 Lemoine St.  
TORONTO, 128 Richmond St. West.  
MANITOBA, NORTHWEST TERRITORIES and BRITISH  
COLUMBIA, The Hudson's Bay Co.

## Tetley's Teas

are not mere bulk of leaves, but

**—STRENGTH, PURITY  
AND FRAGRANCE.**

## Storekeepers

who cater to a coun-  
try trade must keep

## Salt

to suit their custom-  
ers.

**A MEDIUM GRAIN SALT**  
is what farmers re-  
quire. We sell it.

**The Canada  
Salt Association**  
CLINTON, ONT.

## BROOMS ...

**B  
R  
O  
O  
M  
S**

OUR BRANDS:

Imperial Gold Medal Victoria  
Bamboo Carpet Standard Leader

A variety of sizes in each line.

Give us a trial order.

Freight allowed to Ontario points in 5 doz. lots.

**CHAS. BOECKH & SONS**

Manufacturers.

TORONTO, ONT.

## CONFIDENCE

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

## JOHNSTON'S FLUID BEEF

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

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



# To Our Customers

FROM OCEAN TO OCEAN

and merit your favor in the future even more than in the past, by giving you good goods and fair dealing. We wish it were possible to shake hands with you and tell you all we feel ought to be said; but as this is impossible you will be kind enough to "take the will for the deed," and believe we are sincere when we say we are grateful for your past trade and are greedy enough to look for more in the future. We wish you, one and all, a big booming trade in 1896.

Yours very truly,

HENRY C. FORTIER  
CHARLES J. PETER

The Toronto Biscuit & Confectionery Co.

Crown Brand (Greig & Co.)—

1 oz. London	gross	6 00
2 " Anchor	"	12 00
1 " Flat Crown	"	10 80
2 " "	"	18 00
2 " Square	"	21 00
2 1/2 " Round	"	24 00
4 oz. Glass Stopper	doz.	3 50
8 " "	"	7 00
Parisian Essence	gross	21 00
Ketchup, Fluted Bottles	gross	12 00
Screw Top	"	21 00
S. & L. "High Grade"	"	3 50
Pepper Sauce, per gross	"	15 00

FLUID BEEF.

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

FRUITS.

FOREIGN.		
Currants—Provincials, bbls.	per lb.	0 04
" "	1/2 bbls.	0 04 1/2
" Filigras, bbls.	"	0 04 1/2
" "	1/2 bbls.	0 04 1/2
" Patras, bbls.	"	0 04 1/2
" "	1/2 bbls.	0 04 1/2
" cases	"	0 05 1/2
" Vostizzas, cases	"	0 05 1/2
Panarete, cases	"	0 08
Dates, Persian, boxes	"	0 04 1/2
Pigs—Eleme, 14 oz.	"	0 03
" "	10 lb.	0 09 1/2
" "	18 lb.	0 13
" "	28 lb.	0 16
" tape	"	0 03 1/2
Prunes—Bosnia, cases	"	0 05 1/2
" Bordeaux	"	0 04 1/2
Raisins—Valencia, off stalk	"	0 04 1/2
" Fine, off stalk	"	0 05
" Selected	"	0 06
" Layers	"	0 06 1/2
" Sultanas	"	0 06 1/2
Cal. Loose Muscals 50 lb. boxes	"	0 05 1/2
" Malaga—per oox.	"	2 00
" London Layers	"	2 75
" Black Baskets	"	3 25
" Blue Baskets	"	3 25
" Choice Clusters	"	4 25
" Dehesa Clusters	"	5 00
" Royal Clusters	"	5 00
" Buckingham Clusters	"	6 50
" Non Plus Ultra Clusters	"	6 50
" Royal Windsor Clusters	"	3 50
Lemons—Messina, boxes	"	5 00
" Malagas, half chest	"	5 00
" boxes	"	5 00
Oranges—Jamaica, fancy in bxs	"	4 75
" Jamaica, choice, boxes	"	4 25
" Cal. Navels, in boxes	"	5 50
" Mexican, in boxes	"	9 00
" Jamaica, in bbls.	"	9 50
DOMESTIC.		
Apples, dried, per lb.	"	0 04
" evaporated	"	0 07

FOOD.

Split Peas	per brl.	\$3 50
Pot Barley	"	3 75
Pearl Barley, XXX	"	6 50
ROBINSON'S BARLEY AND GROATS.		
Patent Barley, 1/2 lb. tins	per doz.	1 25
" 1 lb. tins	"	1 25
" Groats, 1/2 lb. tins	"	1 25
" 1 lb. tins	"	2 25

HARDWARE, PAINTS AND OILS.

CUT NAILS—From Toronto—		
50 to 60 dy basis	"	2 50
40 dy	"	2 55
0 dy	"	2 60

20 16 and 12 dy	2 65
10 dy	2 70
8 and 9 dy	2 75
6 and 7 dy	2 80
5 dy A P	3 10
4 dy A P	3 10
3 dy A P	3 50
4 dy C P	3 00
3 dy C P	4 10
HORSE NAILS—	
Canadian, dis. 55 per cent.	
HORSE SHOES—	
From Toronto, per keg	3 60
SCREWS—Wood—	
Flat-head iron, 80 p. c. dis.	
Round-head iron, 75 p. c. dis.	
Flat-head brass, 7 1/2 p. c. dis.	
Round-head brass, 7 1/2 p. c. dis.	
WINDOW GLASS. [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches, which shows it to be a first-break glass, i.e. not over 25 inches in the sum of its length and breadth.]	
1st break (25 in. and under)	1 15
2nd " (20 to 40 inches)	1 30
3rd " (50 to 60 inches)	2 90
4th " (51 to 60 inches)	3 20
5th " (61 to 70 inches)	3 50
ROPE—	
Manilla	0 09 1/2
Sisal	0 07
AXES—	
Per box	6 00
SHOT—	
Canadian, dis. 17 1/2 per cent.	
HINGES—	
Heavy T and strap	0 04 1/2
Screw, hook and strap	0 03 1/2
WHITE LEAD—Pure Association guarantee, ground in oil.	per lb. 0 04 1/2
No. 1	0 04 1/2
No. 2	0 04 1/2
No. 3	0 04 1/2
TURPENTINE—	
Selected packages, per gal.	0 39
LINSEED OIL—	
Raw, per gal	0 58
Boiled	0 61
GLUE—	
Common per lb.	0 07 1/2

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

JAMS AND JELLIES.		
SOUTHWELL'S GOODS.		
Orange Marmalade	per doz.	1 60
Clear Jelly Marmalade	"	2 00
Strawberry W. F. Jam	"	2 30
Raspberry	"	2 30
Apricot	"	2 00
Black Currant	"	2 00
Other Jams	"	1 55
Red Currant Jelly	"	3 10
(All the above in 1 lb. clear glass pots.		
KNOX'S GELATINE.		
Sparkling calves foot	1 20	
Crystallized Fruit, flavored	1 65	
Acidulated	1 50	
(Sold by all wholesale grocers.)		

LICORICE.		
YOUNG & SMYLYE'S LIST.		
5-lb. boxes, wood or paper, per lb.	\$0 40	
Fancy boxes (26 or 50 sticks) per box	1 25	
"Ringed" 5 lb. boxes, per lb.	0 40	
"Acme" Pellets, 5 lb. cans, per can	2 00	
"Acme" Pellets, fancy boxes (40) per box	1 50	
Tar Licorice and Tolu Wafers, 5 lb. cans, per can	2 00	
Licorice Lozenges, 5 lb. glass jars	1 75	
" 5 lb. cans	1 50	
"Purity" Licorice, 200 sticks	1 45	
" 100 sticks	0 73	
Dulce, large cent sticks, 100 in box	0 75	
MINCE MEAT.		
Wetthey's Condensed, per gross, net	\$12 00	
MUSTARD.		
COLMAN'S OR KEEN'S.		
Square Tins—		
D. S. F. 1 lb. tins	per lb. \$0 40	
" 1/2 lb. tins	0 27 1/2	
" 1/4 lb. tins	0 42	
" 1/8 lb. tins	0 45	
Round Tins—		
F. D. 1/2 lb. tins	0 25	
" 1/4 lb. tins, per jar	0 27 1/2	
" 1 lb.	0 25	
" 4 lb. tins, decorated, p.t.	0 80	
FRENCH MUSTARD.		
Crown Brand—(Greig & Co.)		
Pony size, per gross	9 00	
Small Med.	7 80	
Medium	10 80	
Large	12 00	
Spoon	18 00	
Mug	16 20	
Tumbler	12 00	
Cream Jug	21 00	

RICE, ETC.		
Rice—		
Standard "B"	per lb. 0 03 1/2	
Patna	0 03 1/2	
Japan	0 04 1/2	
Imperial Siam	0 05	
Extra Burma	0 05 1/2	
Java Extra	0 06 1/2	
Genuine Carolina	0 09 1/2	
Grand Duke	0 06 1/2	
Sago	0 03 1/2	
Tapioca	0 05 1/2	
Goathead (finest imported)	0 06 1/2	
STARCH.		
EDWARDSBURG STARCH CO., LTD.		
Laundry Starches—		
No. 1 White or Blue, cartoons	0 05 1/2	
Canada Laundry	0 04 1/2	
Silver Gloss, 6-lb. draw-lid boxes and fancy packages	0 07	
Silver Gloss, 6-lb. tin canisters	0 07	
Edwardsburg Silver Gloss, 1-lb. chromo package	0 07	
Silver Gloss, large crystals	0 06 1/2	
No. 1 White, bbls and kegs	0 04 1/2	
Benson's Enamel, per box	3 00	
Culinary Starch—		
W. T. Benson & Co.'s Prepared		
Corn	0 07 1/2	
Canada Pure Corn	0 06 1/2	
Rice Starch—		
Edwardsburg No. 1 White, 1-lb. cartoons	0 09	
Edwardsburg No. 1 White or Blue, 4-lb. lumps	0 07 1/2	
THE BRANTFORD STARCH CO., LTD.		
Laundry Starches—		
Canada Laundry, boxes of 40 lbs.	0 04 1/2	
Finest Quality White Laundry	0 04 1/2	
3 lb. cartoons, cases 36 lbs.	0 05 1/2	
Bbls., 175 lbs.	0 04 1/2	
Kegs, 100 lbs.	0 04 1/2	
Lily White Gloss—		
Kegs, extra large crystals, 100 lbs.	0 06 1/2	
1 lb. fancy boxes, cases 36 lbs.	0 07	
6 lb. draw-lid boxes, 8 in crate	0 07	
48 lb. "	0 07	
6 lb. solid enamelled canisters, 8 in crate 48 lbs	0 07	
Brantford Gloss—		
1 lb. fancy boxes, cases 36 lbs.	0 07 1/2	
Brantford Cold Water Rice Starch—		
1 lb. fancy boxes, cases 28 lbs.	0 09	
Canada Electric Starch—		
Cartons in case	3 00	

Culinary Starch—		
Challenge Prepared Corn—		
1 lb. pkgs., boxes 40 lbs.	0 06 1/2	
No. 1 Pure Prepared Corn—		
1 lb. pkgs., boxes 40 lbs.	0 07 1/2	
KINGSFORD'S OSWEGO STARCH.		



SILVER	40-lb. boxes, 1-lb. pkgs.	0 08 1/2
GLOSS	6-lb. boxes, sliding covers (12-lb. boxes each crate)	0 08 1/2
PURE	12-lb. boxes	0 07 1/2
OSWEGO	40-lb. boxes, 1-lb. packages	0 07 1/2
CORN STARCH	For puddings, custards, etc.	
ONTARIO	38-lb. to 45-lb. boxes, 5 bundles	0 06 1/2
STARCH IN	Silver Gloss	0 07 1/2
BARRELS	Pure	0 06 1/2
BROWN & POLSON'S CORNFLOUR.		
1-lb. packages		0 07
40-lb. boxes		2 80

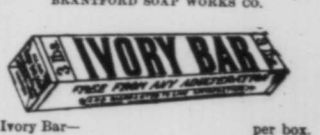
SUGAR.		
Granulated	c. per lb.	0 04 1/2
Paris Lump, bbls. and 100-lb. boxes	in 50 lb. boxes	0 05 1/2
Extra Ground, bbls. icing		0 05 1/2
Powdered, bbls.		0 05 1/2
Extra bright refined		3 75
Bright Yellow		3 40
Medium Yellow		3 30
Dark Yellow		0 03 1/2
Raw Demerara		0 03 1/2

SYRUPS AND MOLASSES.		
SYRUPS.		
Dark	per gallon. bbls. 1/2 bbls.	0 30
Medium		0 33
Bright		0 38
Redpath's Honey		0 40
" 2 gal. pails		1 10
" 1 1/2 gal. pails		1 45

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



1 Box Lot	5 00	
5 Box Lot	4 90	
Freight prepaid on 5 box lots.		
P. M. LAWRIE'S SOAPS.		
Wonderful, 100 bars	per box \$4 00	
Supreme, 100 bars	3 60	
Our Own Electric, 100 bars	2 00	
Sunflower, 100 bars	2 00	
BRANTFORD SOAP WORKS CO.		



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





For . . . .

**25 cents**

We will mail you a valuable little book on

**BUYING  
SELLING AND  
HANDLING OF TEA**

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

**The MacLean Publishing Co.**

26 Front St. West, Toronto.

**DURABLE PAILS AND TUBS.**

TRY



THEM

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

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

Represented by

**Chas. Boeckh & Sons, Toronto,  
H. A. Nelson & Sons, Montreal.**

**THE  
Oakville Basket Co.,**

MANUFACTURERS OF



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

For sale by all Woodenware Dealers

**Oakville, Ont.**

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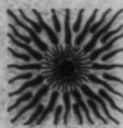
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