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THE CANADIAN GROCER

VOL. X

TORONTO AND MONTREAL, JANUARY 3, 1896.

No. 1

Manufacturers by Special Warrant
 To Her Majesty THE QUEEN



COLMAN'S MUSTARD

HAS OBTAINED THE HIGHEST AWARDS AND UNEQUALLED HONOURS AT ALL THE PRINCIPAL INTERNATIONAL EXHIBITIONS

ONLY GOLD MEDAL PARIS 1878

TWO GOLD MEDALS
 INTERNATIONAL HEALTH EXHIBITION LONDON 1884

Only Prize Medal London 1862 Only Silver Medal Paris 1875
 Only Medal Dublin 1865 Grand Gold Medal Moscow 1872 & 8




HUNTLEY & PALMERS

English Biscuits

UNRIVALLED FOR EXCELLENCE OF QUALITY.



MANUFACTURERS TO HER MAJESTY THE QUEEN, etc.

KNOWN THROUGHOUT

THE WORLD

READING AND LONDON, ENGLAND

Representative: MR. EDWARD VALPY, 49 Hudson Street, NEW YORK

THE CANADIAN GROCER

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

*Purveyors by special appointment
to Her Majesty*

THE QUEEN
Empress of India.



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

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

MACONOCHIE BROTHERS

131 Leadenhall Street
LONDON, 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:—

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

Agents for British Columbia:

MESSRS. MARTIN & ROBERTSON,
Vancouver and Victoria

Standard Goods THE Best to Handle

FRY'S

... *USE* ...

FRY'S

- Pure Concentrated Cocoa
- Pure Chocolate
- Vanilla and de Sante Chocolate
- Caracas Chocolate



- Homeopathic Cocoa
- Diamond Chocolate
- Monogram Chocolate
- Gold Medal Sweet Chocolate

THESE GOODS ARE SECOND TO NONE

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

**"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 & 1 lb. AIR TIGHT P'K'GS.
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.



Blood Counts

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

PACKED ATTRACTIVELY IN WHITE OPAL JARS.

Sample Pot Free on Application.

A. F. MacLAREN & CO.

Toronto

When you have caught on

Write us

and we will give you

Pointers

How to increase your Tea Trade.



ROSE & LAFLAMME

MONTREAL

The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

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

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

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

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

THE BRANTFORD STONEWARE MFG. CO., LTD.

BRANTFORD, CANADA

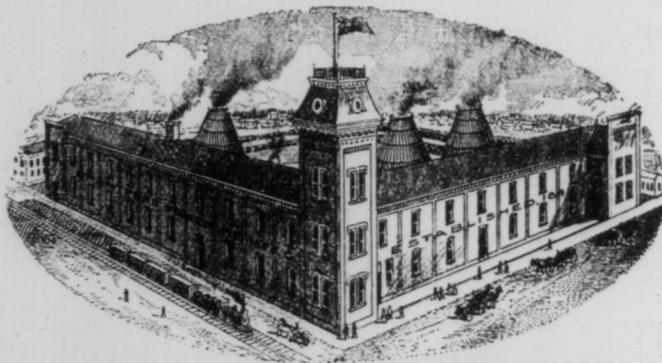
FOR . . .

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, Cuspidors, 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 & 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

FULLS and
MEDIUMS

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

SOLE AGENTS:

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

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



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

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.

SUPERB YOUNG HYSONS



EXTRA CHOICE

NEW SEASON'S

TO RETAIL AT **50 CENTS**

Direct from country of growth and selected with a view to filling the demand for a delicately flavored, rich liquoring tea, at a moderate price.

IN FULLEST CONFIDENCE we offer these lines, having exhaustively tested them.

Ask for samples. It is a pleasure to show what real values we have.

W. H. GILLARD & CO., Wholesalers Only, **Hamilton**

JOHN MOUAT, Northwest Representative, WINNIPEG.

OUR DEMAND NOVELTY

100 thousand have gone all over
Canada



Grocers, ask your wholesaler for about
the quantity you require

FOR YOUR CUSTOMERS WHO BUY OUR GOODS

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

THE CANADIAN GROCER

Vol. X. (Published Weekly)

TORONTO AND MONTREAL, JANUARY 3, 1896

(\$2.00 per Year) No. 1

DROPS FROM THE EDITOR'S PEN.

An "ad" is an admirable trade winner.

Murmuring and merchandise in the store are incompatible.

Merchants who would succeed to-day must watch and pry.

Stick-to-it-tiveness is a better quality than genius to wager upon.

Merchants who refuse to give credit do not as a rule lose credit.

To ensure its being read an advertisement must be bright and newsy.

What use for a cash register has a merchant who does a credit trade?

Some match makers are not marriage makers, nor are all Eddy-fying.

Within the reach of every sane man are the elements essential to success in business.

He who professes to sell his goods below cost is either lying or preparing to cheat his creditors.

It is natural that the pedlar should push the merchant and the law officer aside: He is used to pushing—a cart.

Opinions changed frequently denote instability; advertisements changed frequently denote practicability.

Malice is a boomerang, for it injures the malicious infinitely more than it does those against whom it is levied.

An association is an instrument for dissociating fog-yism, spleen, jealousy, and other evils from business men.

A successful business man may have been your father, but it does not follow that you should religiously tread in his footsteps.

Although they led him to Success they may lead you to Destruction. Times and methods have changed since your father was a merchant.

A good resolution to make at this, the opening of the New Year, is never to be without your trade paper.

A black sheep or a white sheep would the Creator have made you had he intended that you should follow where others led.

Keeness in business men is much to be desired, but sharpness in manner toward customers is much to be deplored.

Eschew those things which your business has not digested well during the past year, and feast on those which have proved nutritious.

A thorn in the side to work much injury to trade, instead of a sword of protection thereto, appears to be the Customs tariff of the United States.

Unsoldered and caused to fall apart has the fire of jealousy many business men's associations, while others it has prevented from being soldered.

It has been intimated to me that Mr White, the new president of the Toronto Retail Grocers' Association, will make a "white" chairman.

A fallacious and fatal idea is it to fancy that people like to be "fooled" by merchants. They may be by circus men, but by business men never.

Merchants are there, who, while they would not lie themselves, have no qualms of conscience about making their advertisements messengers of falsehoods.

If when merchants for some unexplained reason lose customers they would go out and search diligently for the cause thereof it would be possible to keep others from

straying through the same hole in the business fence.

Some of the soap manufacturers in Saginaw, Mich., are wrapping their product in a wrapper, which has induced soap makers elsewhere to unwrap the vials of their wrath.

As to whether the proposed United States tariff changes are in the line of progress or of retrogression depends altogether upon the vantage ground from which they are viewed.

As thick as leaves in Ambrosia were good resolutions on New Year's day, but as sparse as prairie grass after a fire will they be after the whirlwind of temptation has stirred them up.

Some of the trade papers are discussing the propriety of freezing canned goods. Freezing, it may be noted, has frozen out some of the packers of canned goods in Canada lately.

Few business men would be eating leeks to-day had they partaken of a little reflection before they performed the act that subsequently necessitated their swallowing Wales national emblem.

He who is a member of an association is a spoke in the wheel of that association, and every time he absents himself from a meeting, by so much is the efficiency of the organization impaired.

The nearest approach to war which the United States is likely to be the scene of in this year of grace will be when President Cleveland and Congress cross swords over the amendments to the tariff.

The store window is a mouth to the merchant through which he can sing the praises of his wares, and an eye to the public through which it can see the character of the goods heaped upon the shelves and counters inside.

DRUMMERS IN ANNUAL SESSION.

THE twenty-second annual general meeting of the Commercial Travelers' Association was held in the Auditorium, Toronto, on Friday, the 27th ult., President R. H. Gray occupying the chair. The attendance was large. Mr. J. J. Allworth was elected recording secretary.

The annual report and statement of the Board of Directors was read by Secretary Sargent. The report stated that the permanent reserve fund now amounted to over \$250,000. On November 30th the total membership amounted to 3,923, being an increase on last year of 159. The mortuary payments during the year had amounted to \$30,390. As there had been no fatal casualties during the year, the payments under the accident bonus by-law were for minor claims only, and aggregated \$1,671.50. The maximum mortuary benefit for 1896 has been continued at \$1,200. The premium to members is continued at the rate of \$12 per annum for a \$5,000 policy.

The cash abstract showed the receipts during the year to have been \$63,065.02, of which \$16,590.76 had been invested in debentures and a balance of \$6,817.18 was in the Dominion Bank. There had been \$32,061.50 paid in benefits and bonuses, and the remainder had gone for current expenses.

The profit and loss account showed as follows: Receipts—Certificates, \$39,318; interest, \$8,778.11; interest accrued, \$144.90; rentals, \$3,510; additional accident insurance, \$2,049.25; total, \$53,800.26. Disbursements—General expenses, \$2,741.37; office expenses, \$3,726.65; building expenses, \$1,940.01; rent, \$1,500; mortuary benefits, \$30,390; accident bonuses, \$1,671.50; furniture, \$51.85.

The president, in moving the adoption of the report, took an opportunity to deliver his annual address. He congratulated the association on the fact that its reserve fund had passed the desired quarter-million mark, notwithstanding the large mortuary claims of the past year. He alluded upon the question of the additional accident policy of \$5,000, and ventured the opinion that the Board had not received due credit from the membership in its efforts in regard thereto.

"I have heard," he continued, "remarks by some of our members that under our regulations a man has to die to win, and they would like something done for the living but unfortunate member who has become disabled and incapacitated from following his occupation. This is of course a reasonable thought, but, as you must all admit, you now get unusually good value for the small fee of \$10, paid very generally by the merchant employer, and as no provision exists in our by-laws for the diversion of any part of the mortuary fund, and as by the advice of our actuary it would be most unwise to so

divert it, if we could, there is nothing for it but to pay for such a scheme, if you wish one put in operation. At our last annual meeting a committee was appointed to inquire into this matter. Several meetings have been held during the year, and a crude plan of procedure has been laid out, which is in your hands. We cannot tell how it will work, nor can our actuary advise us, but we feel satisfied if a start is once made by 500 members, subscribing \$5 each, that a commencement will be made which in the end will blossom out into proportions now undreamed of."

He touched upon hotel sanitation, and the efforts that had been made to remedy existing evils. He was sorry to say, however, that very little change for the better had taken place. "It is a very serious thing for you, gentlemen, who spend so much of your time in the small hotels of the country, that the sanitary condition of such places should be under Government surveillance," he added. Before closing, the president put in a good word for the railways, and eulogized his fellow-officers.

In the discussion which followed, Mr. Bedlington pointed out that the sums paid out under the accident policies had been chiefly claims for bicycle accidents. He was of opinion that this class of accidents should in future be excluded from the provisions of the policies. He further expressed the opinion that it would be beneficial to the association were it to issue its own accident policies.

Mr. Hugh Blain agreed with Mr. Bedlington in his last contention.

The secretary's report was then adopted, and the financial statement was concurred in during the afternoon session.

Mr. Joseph Taylor then presented, on behalf of the committee appointed at the last annual meeting to consider the question of the establishment of a "total disability fund," the report prepared on the subject. He read the rules which it was proposed should govern the fund, and which rendered it necessary for the recipient of the benefits to be obtained to be entirely unable in any way to make his own living. It included total loss of sight, loss of both arms, and insanity. He urged very warmly that the fund should be extended so as to include cases of old age as well as of accident.

Mr. C. H. Murdoch followed, and warmly supported the scheme and the suggestions made by Mr. Taylor. "We, as an association, have not one dollar to-day to give to you or to me or to any one of us in the case of any of us becoming incapacitated."

Mr. E. S. Warne did not strongly oppose the scheme suggested by Messrs. Taylor and Murdoch, but he thought that it was necessary to have a fund raised and invested before the paying of annuities to the totally disabled could be prudently begun. He

therefore proposed that each member of the association should subscribe, first, \$1 for each year he has been in the association, and then \$5 for three years following. This he calculated would give a fund of \$80,000, which at 4 per cent. would yield \$3,200 per year, and this interest would give eight men \$400 a year each.

After further discussion a motion was adopted, thanking the committee for its labors, and asking it to further consider the question, and report again at the earliest moment possible.

The scrutineers' report on the voting for the joint Boards of Directors for Toronto and Hamilton was submitted. It stated that 1,168 ballots had been cast, of which 37 were not properly marked and were therefore excluded. This left 1,131 correct ballots. The following were reported as elected:

For Toronto (18 candidates)—M. C. Ellis, Joseph Taylor, John Muldrew, J. H. Devaney, D. D. Braid, H. Gooderham, C. H. Murdoch, E. E. Starr, Wm. Cauldwell.

For Hamilton (10 candidates)—Wm. Bremner, H. G. Wright, James Hooper, J. H. Herring, Fred Johnston, W. G. Reid.

After the adoption of a number of resolutions, one of which was appointing Mr. A. A. Allan as representative on the Industrial Exhibition Board, the meeting adjourned.

SOAP FROM OLIVE KERNELS.

This peculiar product is prepared in the consular district of Brindisi, Italy, says an English paper. The residue of the olive kernels is subjected to chemical process under the action of sulphuric acid, after all means of extraction by pressure have been exhausted. Of this substance it is stated that during 1894 the quantity produced amounted to about 1,200 tons, the medium market price for which ranged at about £18 (say \$90) per ton. This article, which is of little value as a lubricator, has an extensive sale for use in soap manufacture, and in years when the oil crop has been favorable considerable quantities have been exported to America, Great Britain and Northern Europe. This oil is locally known as olio sulfureo, or sulphur oil, from the system of its extraction. The refuse left after the extraction of this oil is known as "sausa," and it is used as fuel for steam boilers by millers, as being more economical than coal.

RIO COFFEE PROSPECTS.

The Rio News says: "The time is approaching for the official estimates of the coming crops, and the general impression seems to be that everything leads to expect the excellent outturn that has been prophesied. But November estimates are frequently very partial, and we confess to more confidence in those made after the turn of the year."

CUT
THIS
OUT

} .. A Happy New Year

LUCAS, STEELE & BRISTOL,

Hillwattee Tea Agents,

. . . HAMILTON, ONT.

Telephones 1258 and 447

JAMES TURNER & CO.

HAMILTON

Keep a firm grip on your Tea trade

Retain your Coffee trade

Shut the fakirs out

YOU CAN DO THIS BY

Selling and pushing

RAM LAL'S TEA

Handling only the

MECCA COFFEE

THESE GOODS CANNOT BE IMITATED

ONCE INTRODUCED ALWAYS REPEATED

TEAS 

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

BALFOUR & CO.

Wholesale Grocers

Hamilton, Ont.

WE WISH ALL OUR CUSTOMERS
AND FRIENDS

A Happy and Prosperous New Year

H. P. ECKARDT & CO. - - TORONTO

MARINE METAPHORS.

THE sailor and his calling have furnished many of the descriptive words and phrases of every-day life, and the novelist and the preacher are continually going to Old Ocean for illustrations and other material, says Merchants' Review. The writer, therefore, will perhaps be excused if he uses a few nautical metaphors to describe some of the dangers that threaten beginners in business who are starting out with small capital and less experience, and that threaten established dealers, too, when they have grown careless and over-confident.

The newly-established business may appropriately be likened to a ship, the stock of merchandise to the cargo, the clerks to the crew, and the proprietor to the captain or skipper.

The vessel, then, starts on her voyage to the port of Good Fortune, freighted with the entire wealth of her captain and owner, and with all his hopes and aspirations. The ship is barely out of sight of land when she encounters a severe gale, which sharply tests the seamanship of the commander and crew and the staunchness of the fabric which is bearing them from port to port. This vessel pitches and rolls, straining her masts and seams, and it is imperative that sail should be taken in at once, though this may not be done without danger to the crew or loss of one or more of the sails. This may be accepted as a not inapt description, in nautical language, of the condition of a young retail grocer and his business, after a few months' trading and when his capital has been reduced by too easy credits, and the wholesaler begins to press for his just dues. If every hour of the day and night is filled with anxiety for the ship-captain while the crisis lasts, so also does the young dealer pass sleepless nights, and until he becomes hardened and willing to let the creditors "do the walking," spends a very anxious time during such spells of ill-fortune.

If the ship, as we will call the business, is staunch and well-found, and the skipper or retailer is skilful, vigilant, persevering and sober, the craft usually manages to survive

the mauling she receives, and finally makes her port all right, to the great profit of the dealer.

But when a hurricane blows, out of a clear sky, just as some business panics come unheralded, or almost so, the most experienced, vigilant and ingenious mariner is liable to be caught unready, and the vessel, or business, to founder with all on board, in the company of hundreds of other ill-fated craft.

The pirate of marine life has his prototype in the dead beat, the hated enemy of all grocers; the reckless ship-captains who sail at full speed at night without warning signals, stand for the grocers who, without benefit to themselves but to the danger of others, rashly "cut" all the profit out of prices; the knavish skippers who scuttle their vessels to get the insurance, are they not paralleled by the merchants who commit arson or swindle their creditors by means of bogus bills of sale, "crooked" assignments, etc.? Is there any real difference in importance between a leak at sea and a leak in the store? Are not manly courage, prudence, sagacity and energy needed to successfully conduct a business as well as to safely guide a fine vessel across the trackless ocean?

Thanks to the intelligence of young Americans, mutiny is a difficulty with which the average grocer is seldom bothered; usually his little crew work hard during long hours and for wages not at all extravagant, and though the vessel may possibly be undermanned the work will, nevertheless, be well done.

Now, if the crew are loyal and the ship is well-provisioned and tight, what is to hinder the voyage being prosperous, if no unusual tempests, otherwise panics, meet the vessel in her course? Nothing, probably, unless the commander lacks the requisite qualities for a successful career or has not acquired the practical experience. Lack of experience is the principal cause of the failure of the younger class of grocers, and this want can be supplied during a subordinate career, if the would-be employer will use his opportunities.

SPEARING SMELT.

Smelt, writes our St. John, N.B., correspondent, are being speared on the north shore. One would think the fish too small, but a good man will make \$2 per day. A small shanty with no windows is built over the ice with a hole in the floor. A hole in the ice is cut the same size. Then a square piece of white cotton is sunk by weights attached to the corners and held in position by cords. The fish, as they pass over it, can be plainly seen, and the larger ones are speared. The spear is of steel wire with a handle. There are two jaw-shaped springs between which is the spear. Three or four fish will fit in at one time. The fishermen are taxed 50c. per spear. This method was first used by the Indians, and afterwards by the French.

STORY OF A BUSHEL OF WHEAT.

A milling trade organ publishes the following description of the manner in which a bushel of wheat is made to bear a variety of profits:

1. The farmer lives on it—He raises it.
2. The shipper lives on it—He ships it.
3. The elevator man lives on it—He stores it.
4. The Board of Trade man lives on it—He sells it.
5. The miller lives on it—He mills it.
6. The flour dealer lives on it—He sells it.
7. The grocer lives on it—He sells it.
8. The consumer lives on it—He eats it.

They all buy and sell again at a profit except the last man, who pays all the profit the other seven have made.

The only criticism we feel inclined to make on the above, remarks Merchants' Review, is in reference to the seventh item. By far too many grocers sell flour by the barrel at 25 cents to 50 cents profit, barely paying cost of handling, therefore it is too much to say "the grocer lives on it."

The orange and lemon crop of Southern California this season is variously estimated from 9,000 to 11,000 carloads of 300 boxes each. Last season the shipments from Riverside and immediate vicinity alone amounted to nearly 3,000 carloads, of which only about 70 carloads were lemons.

TABLE JELLIES



EBENR. ROBERTS'
Unequaled for Purity and Flavor

ALL FLAVORS
Quarts, Pints and Half-Pints

DAVIDSON & HAY, WHOLESALE GROCERS **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.
LULU ISLAND, B.C.

HALIFAX TRADE GOSSIP.

AS IS usual during the week between Christmas and New Year's, trade is quiet in Halifax. In fact, dealers are enjoying the season as well as their customers. The weather continues mild and open, and is more like April than December.

The breadstuff markets have necessarily a holiday aspect, and yet, owing to the continued mild weather, trade has kept up in a wonderful way, and there is still something doing. The out-ports are all open, which enables the coasters to get back and forth. As far as prices are concerned, there is no change. Stocks are small, but ample for present requirements.

The flour trade during the year just closing was better than the previous year. It is too soon to prognosticate for next year.

The Refinery has put up granulated and yellow sugars a couple of fractions. This year has been one of the best for the Halifax refineries for some time.

Green fruit dealers are doing quite a trade. They report the past season a very good one.

All other lines remain quiet and unchanged.

The Nappan dairy station has 400 cheese ready for shipment to England.

F. H. Longley has been awarded the contract to supply the Victoria General Hospital, and W. A. Maling the Insane Asylum,

with meat for one year. Dillon Bros. have the contract to supply both with butter and groceries.

Auld Bros. and Geo. H. Toombs, of Charlottetown, are shipping frozen smelts to Boston.

Wm. McDonald, for years on the road for the tea house of M. T. Foster, has accepted the maritime agency of Rawley & Davies, London.

An officious Inland Revenue official here has received a well-merited snub. Inspector Barrodale issued an order the other day for the benefit of Halifax merchants who have excise warehouses. The order insisted that all goods (liquors and tobaccos) must be placed in warehouse in such a manner as to call for two feet of clear space between each row of casks or boxes. This would necessitate double warehouse room. The department at Ottawa was communicated with, and on Monday Mr. Barrodale was called upon to revoke his order.

THE ENGLISH WAY.

There is a custom in England, as well as in many of the larger cities of Continental Europe, that could be followed with excellent results by the merchants and tradesmen of this country, says Journal of Commerce. When a person enters a shop in London, for instance, and selects an article he may desire, no matter what it is, and inquires the

price, a certain sum is stated. If the buyer happens to have an account at the establishment and instructs the salesman to charge his purchase to him, he is politely informed that the price of the article is two or three pence higher than the first-named cost.

This system is followed in all the better mercantile establishments in the United Kingdom. The credit price is invariably a few pennies higher than the same article would be sold for spot cash. The reason for this is very simple and entirely proper. When a person buys a thing for cash the transaction is closed and there is no further expense involved to either party. When a person buys for credit, the item must be attended to by a bookkeeper, the services of a paid collector are brought into requisition for the bill, and the running expenses of the establishment wherein the trade took place are thus increased.

PERSONAL MENTION.

Mr. J. B. McRae, the popular representative of the Snow Drift Co., Brantford, Ont., for the eastern section of Ontario and Montreal, has been laid up for some time with a severe attack of pneumonia. His friends will be glad to hear he is now improving very rapidly.

Robert Maxwell, the well-known city traveler with Perkins, Ince & Co., has been a Benedict for twenty-five years. The other night he celebrated his "Silver Wedding" in becoming style, and a large number of friends were present to offer their congratulations.

Do you wish

THE Best Gelatine

In the world To-day . . . ?



THEN BUY

Knox's
SPARKLING CALVES FOOT
Gelatine

IT IS THE PUREST MADE
MAKES 2 QUARTS JELLY

It is the only Gelatine used and endorsed by the LEADING TEACHERS of COOKERY in the United States.
Received the only MEDAL at the WORLD'S FAIR for its

Strength, Purity and Good Flavor.

The New Granulated Package dissolves in two minutes; other brands take one hour.

**WE GUARANTEE EVERY PACKAGE
SEND US A TRIAL ORDER**

HAVE YOU TRIED

Knox's Crystallized Fruit Gelatine ?

It is in **dry powder** form, already flavored, simply needs dissolving in boiling water and set aside to cool.

MAKES ONE QUART DELICIOUS JELLY

It is packed 3 dozen assorted flavors in a case.

LET US SEND YOU A SAMPLE ORDER

It is a good **PROFIT MAKER.**

We sell all the KNOX GELATINES, for they are **THE BEST.**

YOU SHOULD TRY

Knox's Acidulated Gelatine

Is in **Powder** form. Requires no lemons or other fruit.

♦ ♦

ONLY ONE TEASPOONFUL

of any extract you may desire, sugar, and water, makes two quarts Jelly.

♦ ♦

The package for the busy housekeeper

Ask your Wholesale Grocer for Knox Gelatines; if he will not get them for you, write us and we will see that your order is filled.

A. E. RICHARDS & CO. Agents for Canada
CALEDONIA, ONT.

An Extract

Whereas, it is our desire to handle only the very best lines of goods for the New Year, be it

Resolved that in Flavoring Extracts we sell only the "Crown Brand" manufactured by Robert Greig & Co., Montreal, knowing, as we do, that this trade mark is an absolute guarantee of strength, purity and excellence, our experience proving, also, that once our customers have used these goods, they will have no other.

Signed

L. S.

The Grocers of Canada

FULL RANGE

FANCY GROCERIES

**TABLE
RAISINS**

London Layers

Imperial Clusters

Fancy Clusters

London Layers

2 1/2 " Cartoons.

Dehesa Clusters

Loose Muscatels

All varieties California Evaporated Fruits

Franco American Plum Pudding, pound tins

Glace Lemon, Orange and Citron Peels

Batger's Nonpareil and Compote Jellies

New Nuts, Tarragona S. S. Almonds

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

Turner, Mackeand & Co. - - Winnipeg

Was
'95 Our
Banner
Year



You will
Find us
in the
Front row
During

'96

THANK YOU GENTLEMEN

Effectual Sweepings

Are only
to be made
by using

The DAISY
THISTLE
ROSE

BROOMS

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

Lots of 5 dozen assorted freight allowed.

H. A. NELSON & SONS - Toronto and Montreal

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President.

HUGH C. MacLEAN,
Sec.-Treas.

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MONTREAL BUSINESS MEN DID IT.

THE defeat of the Government candidate in Montreal Centre is the most significant rebuff this or any other Dominion Cabinet has received for many years. The school question may have been a factor; the tariff may have influenced some votes.

But the great factor which contributed to the defeat of the Government was the revolt of the business men of the city against an unbusiness-like and senile Cabinet.

The merchants of Montreal have been Conservative and are still Conservative, but the present Cabinet has proved so inimical to the business interests of Montreal in particular, and to those of the country in general, that, from a sense of self-preservation, they were compelled to vote against the party with which they had hitherto been hand in glove.

In every commercial centre in the Dominion there is a feeling of contempt of the most pronounced type against the present Cabinet. Men who are merchants by profession, and Conservatives in political sympathy, are humiliated because of the poor Cabinet material that is both bringing the country into bad odor and dragging the party to destruction. And, like those who were never anything else, they are out of sympathy with the party.

In Montreal, this peculiarity is probably more pronounced than in any other city. And naturally so, for there, in its action towards the business men, the incapacity of the Cabinet has been revealed in its essence.

For nearly three years the port—the most important in the country—has been without a collector. And all the satisfaction the business men of the city could get, through memorials sent by the Board of Trade, was that the position would be "filled as soon as possible." Representations by deputations headed by such men as Mr. Laporte, o

Laporte, Martin & Cie., regarding measures for the better carrying out of the French Treaty, have been treated with silent contempt, while letters regarding departmental matters have either been unanswered or only answered after an unreasonable time had elapsed. Then, among other things, there have been petty, annoying, and iniquitous Customs regulations to stir up the antipathy of the business men and transform them into enemies of the Administration.

The fact of the matter is the Cabinet lacks the common sense of the business man, the keenness of the politician, and even the natural quality of self-preservation. And under such conditions it is only natural that, from a sense of self-preservation, the business men of Montreal should desire to give it its quietus, or, at least, see it remodelled on a more businesslike and common-sense basis. That the Montreal merchants essayed to do this is evident from an analysis of the recent vote.

Centre Ward is the business ward of the city. In this ward, in 1891, the Liberals polled 234 votes and the Conservatives 357. In last week's contest the figures were 449 and 394 respectively. In other words, the Government's majority of 123 in 1891 was turned into a minority of 92 on the 24th ult. And the influence of the business men was not confined to the Centre Ward. But in the wards where they and their employes resided the same factors, adverse to the Government candidate, were at work.

THE CANADIAN GROCER is not concerned as to whether the Cabinet at Ottawa be composed of Liberals or Conservatives, but it is concerned a great deal as to whether that Cabinet be composed of statesmen, and men of experience and ability who have shown themselves capable of successfully managing their own business, instead of ward politicians of less than the average ability who have failed at everything they have undertaken, and have failed signally in the management of the departments over which they have presided.

It is more than eighteen months since we became firmly convinced that the present Cabinet took no interest in the affairs of the business men. We saw that the only way to bring them to a sense of their duty was persistent action and the united efforts of the Boards of Trade. Week after week since then we have hammered away at the subject. We have brought up grievance after grievance. Our articles have been republished in the daily and weekly newspapers all over Canada. There has thus been a continuous fire. In consequence, the Government issued orders to the departments that in future no Government advertisements were to be inserted in this paper.

We have done our best to arouse the business men. The result in Montreal shows that our efforts have been successful. The

result in Jacques Cartier County, adjoining Montreal, in which there is a large business vote, is a further proof; a Liberal replacing a Conservative in that constituency this week.

The present conditions seem to be similar to what they were in the Mackenzie Government. The business men then asked Sir Richard Cartwright for a measure of protection. That gentleman told them in effect that he was running the country, and advised them to go home and mind their business. He had a big head. So have most members of the present Government. What the business men would like to see is a Government composed of the best men from both parties—that Government would carry the country.

THE CUSTOMS CONTROLLERSHIP.

NOW that the appointment of Hon. J. F. Wood to the Controliership of Customs is no longer a question, Saturday's Canada Gazette having announced the fact, the business men of the country are asking why, in appointing a Controller, a practical business man has been overlooked and a man of briefs selected for the position.

The reason is not far to seek. There are some men who do not know a harrow from a seed drill. The Cabinet is in a similar condition, the only difference being that it does not realize the fact that a man of business is one thing and a man of law or medicine another.

It is no wonder the business men of the country are surprised at the absurdity of the Cabinet appointing a lawyer to the Controliership of a purely business department, for they realize that were they to make the same indiscriminate appointments to the heads of their departments the sheriff would soon be in possession of their business.

Col. Prior, who has been taken into the Cabinet and placed at the head of the Inland Revenue Department, is a practical and successful business man. He, or some other business man, should have been given the Controliership of Customs. And while the business men have not one word to say against Mr. Wood, they have a great deal to say against the Government for making him, instead of Col. Prior, Controller of Customs.

The reason the Government advanced Mr. Wood to the Customs Department was undoubtedly that he had greater influence with the Cabinet than Col. Prior, and Mr. Wood was no doubt equally willing to take the position, for the Customs Department would afford him more opportunities for awarding his friends easy offices, and thereby, of course, increasing his power. This is, of course, the gauge that is used to ascertain a Cabinet Minister's ability. But it is none the less a reprehensible one, and one which the people of this country should frown down, and fortunately they are beginning to frown it down.

THE RATE ON "DROP" LETTERS.

A FEW days ago a man was arraigned before a Montreal magistrate and fined for delivering letters in that city.

This is quite in accordance with the Postal Act of the country. Clause 34 of that Act declares that the "Postmaster-General shall have sole and exclusive privileges of conveying, receiving, collecting, sending and delivering letters within Canada." And the same clause further declares that any one "conveying, delivering," etc., letters unlawfully "shall for each and every letter so unlawfully conveyed or undertaken incur a penalty not exceeding \$20."

The same clause also cites certain conditions under which letters can be carried or delivered by private persons, viz.: letters by private friends; letters sent by messenger on purposes concerning the private affairs of the sender or receiver; commission writs; letters addressed to places out of Canada and sent by sea and by private vessel; letters brought into Canada and immediately posted at the nearest post office. But it is specifically laid down that no person shall "collect any such excepted letters for the purpose of sending or conveying them."

Briefly, then, while the law permits a firm sending its clerk out to deliver its private letters, it prohibits a firm from establishing itself as an agency for collecting, conveying or delivering letters.

With the law itself *THE CANADIAN GROCER* has no exception to take. It is perfectly right that the Postmaster General should monopolize the work of collecting and delivering letters. In fact we do not think we would look with disfavor upon a proposition for the Postal Department to monopolize the delivery of newspapers as well as letters.

The only point where we take issue with the Postal Department is in regard to the manner in which it takes advantage of its power of monopoly to unnecessarily tax the business men of the country.

We refer particularly to the postage on "drop" letters—letters for local delivery.

When it is found necessary to increase the burdens of the people, it is usually the business men of the country that are selected to bear the heavy end. And the Dominion Government is not alone in this respect; the Provincial Governments are quite able to do this same thing. The recent business tax in Montreal demonstrates that.

When, some six or seven years ago, the Postal Department undertook to raise more revenue, it was decided to increase the rate for the delivery of local letters by 100 per cent., and the registration rate by 150 per cent. There is no gainsaying that the burden of this fell largely upon the mercantile men. And the fact that since these increases were made the Boards of Trade in different parts of the Dominion have repeat-

edly, though ineffectually, urged upon the Department the necessity of lightening these burdens still further exemplifies it.

The reason assigned for increasing the rate on the drop letters was that the Department could not afford to deliver them for two cents, and for increasing the rate 150 per cent. on registered letters, greater efficiency was promised. As for any improvement that has been made, we fail to see where it has materialized. We know from the Postal Department's own report that in 1894 there were 222 cases of abstraction from, or total loss of, registered letters, against 149 the previous year—an increase of 73.

True, the Postal Department does not pay its way. Last year the deficit was \$707,920, against \$647,690 in 1893 and \$663,375 in 1892.

But deficits are not, as a rule, turned into surpluses by an inordinate tax upon the revenue producers in a free country. And notwithstanding the commercial growth of the last ten years, there has been a diminution in the number of registered letters, there being nearly a quarter-million less in 1894 than in 1885, while just about the time the extra rate was put on, the number which passed through the mails was nearly half a million more than in 1894. Last year the registered letters carried through the mails averaged 60 per head of population, against 64 in 1893.

The sum and substance of the whole matter is not that the Postal Department is insufficiently paid for the letters it carries: the cause of the trouble is that the Department is not run close enough to business principles. The Postmaster-General's report of last year shows that no less than 4,925,500 letters were carried free, or about five out of every one hundred letters delivered. Then thousands of dollars are annually lost through the abuse of the newspaper delivery system. Every year untold numbers of papers that are advertising fakes of the worst kind have free use of the mails in direct contradistinction of the regulations of the department.

But where the greatest saving would be effected would undoubtedly be in the running expenses of the department. At present the expenditure is 88c. per head of population, against a revenue of 74c. per head. The franking or free delivery system should be done away with altogether except in so far as it relates to mail matter purely belonging to the Department. The other departments in the governmental system should pay postage, and postage should be charged on letters particularly sent out by, or received by, members of Parliament. Then, there are those in the service of the Department whose heaviest work is the drawing of their salaries. They should be dispensed with.

Put a practical business man with force of character at the head of the department,

and we should soon have cheaper local and registered letter rates without in the slightest degree crippling the revenue. At any rate, when private individuals are willing to deliver "drop" letters fifty per cent. below the rate now obtaining, the Department ought to be able to do so. If it cannot, it should surrender the monopoly it now enjoys, for it has no right to a monopoly that unnecessarily burdens the business interests of the country.

HOW TO SAVE ONE DOLLAR.

There are hundreds of general merchants who are subscribers to *THE CANADIAN GROCER* who should be subscribers to *The Dry Goods Review* as well. This latter paper contains as much valuable information as the former. Each number is profusely illustrated, and contains valuable pointers on new goods, bargains, window dressing, store management, etc. We club the two papers for Three Dollars a year. Please send in One Dollar while you have it in mind, and begin with the first issue of 1896. Here is one firm's idea of *The Review*:

The *Dry Goods Review* has just come to hand, but we have not had time to do more than glance through it, but that was sufficient to show that we can get many pointers from it.

Yours truly,

McCALLUM & DOUGLAS,
Innisfail, Alta.

A LESSON IN POULTRY.

Time and again has *THE CANADIAN GROCER* urged prompt shipment of poultry. Had these suggestions been more generally acted upon better results would have been obtained during the holiday season than were experienced.

During the early part of the past week poultry was scarcely to be had for love or money. As a result quotations went away up, but as there were not many shipments on the market few were benefited by the higher values.

Close upon the advance in prices naturally came liberal supplies, and the concomitant of that was, of course, lower values. Tuesday night saw a drop of two cents per pound on the figures ruling in the morning. And Thursday saw a still weaker market.

THE MONTREAL COLLECTORSHIP.

The Government has at last filled the long vacant collectorship of Montreal, Mr. R. S. White being appointed to the position on the last day of the old year.

Had the office been filled three months ago Montreal Centre would not have gone against the Government by the majority it did on the 24th ult. And had the appointment been made six months ago it is possible that the constituency might have been saved to the Government.

Mr. White has managed with credit the newspaper of which he is at the head, and it is quite reasonable to suppose that he will make an acceptable collector of Customs.

SUGAR MARKET OF 1895.

THE sugar market of 1895 will stand out unique in the history of the trade.

Paradoxical as it may seem, it was a year which witnessed low prices and high prices, big profits and small profits, great promises and great disappointments.

When the year opened refiners' price for granulated, delivered in Toronto, was 3½c. per pound. This was about equal to 4.22c. to-day, with the extra half-cent per pound duty. About the middle of January the price declined one-eighth, bringing the quotation down to 3½c., or about equal to 4.10c. to day. Three and a half cents per pound was the lowest point granulated sugar had touched in the history of the country.

This price obtained till the middle of March, when it declined another eighth, again beating the record for lowness of quotation. And the end was not yet, for about the middle of the following month a further decline of one-sixteenth was recorded.

On the first day of May there was a slight recovery, the refiners making sales at 3½c. And less than a week afterwards they were demanding and obtaining 4c. per pound, the duty in the meantime having been increased from 64c. per 100 pounds to \$1.14 per 100 pounds. As the increase in the duty was 50c. per 100 pounds, it will be seen that the advance in price was one-eighth cent per pound more than the amount of the duty. But this was warranted to some extent at least by the condition of the outside markets. A few days later another eighth of a cent was added to the price.

The increase in the duty on sugar, it will be remembered, came as a surprise to the trade, and consequently the wholesale houses, as a rule, only held moderate stocks. There were exceptions, however, but these exceptions had laid in good stocks, not because they expected a change in the duty, but because they deemed the condition of the market warranted their anticipating their wants. Those who were thus fortunate, and even those who bought on the first advance after the increased duty was put on, made money. A profit of \$3 per barrel was common.

Anticipating further material advances, there was some heavy buying of sugar for a while. The fever was caught by those other than grocers: jam and preserve manufacturers and householders, all anticipated their wants to an unusual extent. And this fact aggravated the trouble that developed later in the season.

The advances of May were well maintained till toward the end of July, when prices declined a sixteenth, but a few weeks later 4½c. per pound was again the refiners' figure. Towards the end of August, however, after a particularly heavy period of buying, the market again sagged. October

saw the market stronger, with refiners' price at 4¼ to 4¾c., delivered in Toronto. The demand during October was light, but prices were fairly firm. The latter part of November saw a little easier feeling, but the second week of December saw the development of a better feeling and an improvement in the demand. The end of the third week saw an advance of an eighth, and on the 30th, there was another gain of the same amount, making a total advance of a quarter cent per pound in less than a week. Refiners' prices to-day are 4½ to 4.9-16c., delivered in Toronto net cash.

Although a great deal of money was made by wholesalers, in May and June particularly, yet business during what is known as the purely sugar months was disappointing. The factors which induced this were, first, the heavy supplies left over from the speculative buying of May, and, secondly, the failure of the fruit crop, and the consequent haste of speculative holders to unload when they discovered that the market was going against them.

AN ADVANCE IN SUGAR.

REFINED sugar has been pointing to an advance for some time, and it will be no surprise to the trade generally that refiners in Montreal have marked up their prices ¼c. per lb. all round during the past week.

About a fortnight ago they put up the price of low grade refined yellows ½c. per lb., and it was then the general expectation that all grades up to granulated would follow suit.

The refiners, however, concluded not to make any change, but since then circumstances have forced them to alter their opinion.

In the first place, the price of refined sugar in Montreal has all along been below the parity with New York prices. That market advanced a short time ago, and the rise induced an active enquiry. This, with the position of affairs in Cuba, and the general tendency of the raw market, set wholesale grocers, jobbers and buyers generally, thinking whether it was not the time to buy. They concluded that it was, and the decision resulted in an active demand during the past eight or ten days at the refineries from buyers who wanted to get their orders placed before the advance.

As only one of the refineries has been running on short time, and as stocks of refined in first hands were small, it is not surprising, considering outside conditions, that the advance of this week was decided upon, all the more so as the demand still keeps up. In fact, still higher prices are looked for on Tuesday's basis at the refineries, which is as follows: Granulated, 250 barrel lots, 4¾c.; smaller lots, 4½c.; yellows, 3½ to 4c.

In New York granulated is now quoted at 4.13-16c., or an advance of ¼c., and large

sales of 96 crystals are reported from that market at 3¾c.

Private cables from London were strong this week, and quoted beet at 11s. for December and January, f.o.b.

The feeling is spreading more and more that the Cuba crop will be very short. As to the beet crop in Europe contradictory estimates are given.

The London Grocer, one of the best authorities on the subject, has the following to say of the matter:

"To prove the truth of our assertions, we here append statements compiled by the several enumerators under the all-embracing title of 'popular estimates,' of the continental beet crops now being gathered, from which it will be seen that they differ to the extent of not only tens of thousands, but hundreds of thousands of tons from each other, viz.:

	Tons.			
	First popular estimate.	Second ditto.	Third ditto.	Fourth ditto.
Germany.....	1,400,000 to 1,525,000	1,320,000	1,475,000	1,431,000
Austria.....	775,000 to 825,000	740,000	800,000	716,000
France.....	630,000 to 680,000	592,000	653,000	618,000
Russia.....	600,000 to 640,000	590,000	630,000	593,000
Belgium.....	220,000 to 245,000	207,000	225,000	210,000
Holland.....	85,000 to 95,000	108,000	90,000	102,000
Oth. countries	120,000 to 140,000	130,000	130,000	130,000
Totals.....	3,830,000 to 4,150,000	3,687,000	4,000,000	3,800,000

"Then we come to consider the weight of the 'visible supplies,' as the cane and beet sugars are termed that are in stock, afloat or available at various places, and these, we are told, are found to be more or less unreliable through certain mistakes having been detected in the totals representing the Cuban stocks, which, it appears, have been counted twice over, to the tune of about 270,000 tons; and, what is more, these 'mistakes' are openly acknowledged to be such by their authors. Amid so much that is confusing and hard to reconcile in the present framework of statistics as a whole, it is not surprising that the home trade, in their doubts as to which is the safest course to pursue, act with extra caution and reserve at this juncture of events, and prefer waiting for what better chances of operating the future may unfold to them, rather than follow wherever speculators may choose to point."

THE OUTLOOK FOR BUTTER.

A fairly good quantity of butter has been going forward during the past few days, according to reports furnished by Toronto dealers, but the outlook is not considered roseate.

The disturbing element is the English market. During the past month that market has declined something like 40s. per 112 pounds.

It will be remembered that, when the fact became known that the dry season had affected the output in Australia and that Denmark would have a short supply, the price of butter advanced enormously. But this advance drew unusually heavy supplies from Canadian and United States ports, with the result that prices were eventually broken, and the market is still in an unsatisfactory condition.

DON'T BUY RIO COFFEE

Until you get our prices, or you will miss one of the biggest snaps of '96.
JUST TO HAND—A large consignment bought at most advantageous
figures, and we are going to give the trade the benefit.

IMPERIAL PLUMS In 25-lb. boxes.

Beautiful goods. In prime condition,
We are heavy purchasers and offer bargain prices.

A Word to the Wise is Sufficient.

WRITE US.

W. H. GILLARD & CO. WHOLESALE ONLY HAMILTON

Package Goods Trade

With us beats all
previous years. Never

had such a demand

for fine goods before.

All varieties selling

with the most gratify-

ing success. Can't we

make you up an order

out of the following

choice assortment?

Desiccated Rolled Oats

Desiccated Rolled Wheat

Desiccated Rolled Barley

Breakfast Hominy

Write us for
Price List.

Buckwheat Flour (Self-Raising)

The **IRELAND NATIONAL FOOD CO. Ltd.**

OPERATING The Largest and Most Complete Breakfast
Cereal Food Mills in the Dominion.

Toronto, Canada.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

GROCERIES.

INTEREST during the past week has been centred in the sugar market. On Friday last the refineries marked prices up an eighth, and on Tuesday the operation was repeated, making a total gain of one-fourth of a cent per pound. At the advance there has been some good buying for this time of the year. Outside sugar, the grocery market has been dull and featureless. All the travelers, with one or two exceptions, remained in town on Monday and Tuesday. The exceptions who went out did not, it is said, get enough business to allow even the amount of the invoices to equal their expenses. Yesterday (Thursday) saw, however, most of the travelers filing stationwards with their "grips." And a week or so will probably see the wheels of commerce moving a little more briskly again. In the meantime the sample rooms present a deserted appearance, for most of the staffs are in the warerooms assisting in taking stock. The only commodity outside sugar that is receiving anything approaching attention is Ceylon tea, quite a few transactions in which have been received during the week.

CANNED GOODS.

The volume of business is still limited, and there is no change to note in prices. 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.

There has been a fair demand for green coffees, particularly Rios, although a fair quantity of Javas and Mochas have gone out on city account. We quote green in bags: Rio, 19 to 21c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 33 to 35c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 25c.

SUGAR.

The sugar market has been characterized by a great deal of strength during the past week. In sympathy with the firmer feeling outside, prices on Friday last were advanced ¼c. per lb. by the Canadian refiners, and four days later (Tuesday) they repeated the dose, making the total gain ½c. per lb. Being stock-taking time, most of the local wholesalers are caught with light stocks. Considering the season, there has been a good deal of buying during the past week or ten days, both of carload and small lots.

The ruling idea for granulated is now 4½c. per lb., although 4¼ to 4⅝c. may be given as the range. For yellows the lowest idea appears to be about 3⅝c.

SYRUPS.

There is not much doing and stocks are light. We quote: Dark, 30 to 32c.; medium, 33 to 35c.; bright, 40 to 42c.

MOLASSES.

The demand continues to be limited. A Halifax firm has been offering 3 carloads of West India molasses on the local market during the week, but no transactions are reported. We quote: New Orleans, barrels, 25 to 32c.; half-barrels, 33½ to 35c.; Barbadoes, barrels, 31 to 35c.; half-barrels, 33 to 37c.

SPICES.

Nutmegs are about 1s. easier, but the local market remains unchanged. Cream of tartar is 5s. 6d. dearer in the primary markets and the feeling is stronger locally in consequence. The spice trade continues fair for the season. 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.

There are no Brazilian nuts to be had on the street. Shipments of Bordeaux and Grenoble walnuts have been received during the week. Trade is quiet. We quote as follows: Brazil nuts, 14 to 15c.; Sicily shelled almonds, 25 to 26c.; Taragona almonds, 14 to 14½c.; peanuts, 10 to 12c. for roasted, and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12 to 12½c. Marbot walnuts, 11 to 12c.; Bordeaux walnuts, 9c.; Sicily filberts, 8 to 10c. for sacks and 10½ to 11c. for small lots; pecans, 10½ to 11c.

TEAS.

There have been some continued heavy purchases of Ceylon tea in the lower grades, and there have been some transactions in fine grades of the same growth. Young Hysons are now in plentiful supply, and relatively are showing better value than Japan teas. China blacks are neglected. In London, England, a good demand is reported for fine liquoring Ceylon teas up to 1s, and Indian teas for a price. We quote ruling prices to retailers as follows: Young Hysons, 12 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

DRIED FRUITS.

Valencia raisins are quiet and unchanged. We quote: Off-stalk, 4½ to 4⅝c.; fine off-stalk, 5 to 5½c.; selected, 6 to 6¼c.; layers, 6½c.

Nothing new has developed in currants either in regard to business or prices. We quote: Provincials, 3¼ to 4c. in bbls.;

Fine Filatras, in barrels, 4¼ to 4½c.; ditto, half-barrels, 4¼ to 4⅝c.; ditto, half-cases, 4¼ to 5c.; Casalinas, cases, 5 to 5¼c.; Vostizzas, cases, 6 to 6½c.; ditto, half-cases, 6½ to 6¾c.; ditto, extra fine, 6¾ to 7¼c.; ditto, half-cases, 7¼ to 7½c.; Panaretas, in cases, 9c.

Malaga raisins are quiet and nominally unchanged. We quote: London layers, \$1.85 to \$1.90; black baskets, \$2.50 to \$2.75; blue baskets, \$2.90 to \$3; 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.

In Bosnia prunes the movement is insignificant. California prunes of the smaller sizes have been in better supply. We quote prunes: Bosnias, "Sphinx" brand, "A," 70-75 to lb., 9c.; "B," 80-85 to lb., 7¼c., "U," 110-115 to lb., 6½ to 6¾c.; California prunes, 40-50, 10 to 10½c. per lb.; 50-60 to box, 9½c. per lb.; 60-70 to box, 9c.; 70-80 to box, 8½c. per lb.; French, 5 to 6c.

California loose muscatels have been sold at about ¼c. below last week's quotation, but, it is claimed, prices were unnecessarily shaded. Some cheap California peaches have arrived on the market. They are showing good value, and several carloads have changed hands. 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 without change, business being quiet and prices steady at 5 to 5½c.

There is just an ordinary demand for figs. We quote: Eleme, 14 oz., 9 to 10½c.; 10 lb., 9½ to 12½c.; 12 lb., 12½c.; 28 lb., 15c.

GREEN FRUIT.

The demand for oranges, which was good during the holiday season, is now beginning to slacken off. Prices are lower. There is a good reasonable demand for lemons, the cheapness of this fruit having induced the demand. Malaga lemons have been cleaned

The Largest Sale.

The Finest Flavored.

The Best Friend of the Grocer.

The Worst Enemy of the Pedlar.

"SALADA"

CEYLON TEA

P. C. LARKIN & CO.

25 Front St. East.

and

TORONTO

318 St. Paul St., MONTREAL



SURPRISE SOAP

Is not cheap
Nor is it dear

A first-class soap is economical,
experience proves it.

You know it and can recommend **SURPRISE** to your customers
to be worth what it costs.

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.

out of the market. Business in cranberries has been rather better than usual the past few weeks, owing to the low price of poultry. We quote: Lemons—Messina, \$3 to \$4 per box; Oranges—Choice, \$4.50; fancy, \$5 to \$5.50; California navels, \$4 to \$4.75; Valencias, 420's, \$4.75 to \$5; Jumbo's, 420's, \$6.50 to \$7; ditto, 714's, \$5.50 to \$6.50; Mexicans, \$5 to \$5.50 per box. Bananas, \$1.40 to \$2; 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.

BUTTER, CHEESE, POULTRY, EGGS.

BUTTER—The mild weather has induced more liberal receipts of butter, especially large rolls. A fair proportion of tub butter has also been coming forward, but the quality in most instances was poor, in consequence of which dealers satisfied their requirements with large rolls. We quote: Early summer dairy, store packed, 8 to 12c.; choice fresh packed, 15 to 16c.; large rolls, fresh, 15 to 16½c.; dairy pound prints, 16 to 18c. Fresh creamery—Tubs, 20 to 21c.; do., pound prints, 21 to 22c. In creamery butter there is a plentiful supply coming forward, and stocks are accumulating, and dealers are looking for higher prices.

CHEESE—The export demand continues to improve, there being more enquiry on this account. Dealers are anticipating an active trade after the holiday season is well

over. We quote: Summer make, 9c.; Sept. and Oct., 9½ to 10c.

EGGS—Receipts continue liberal, and prices are easier, although there has been no special quotable change. We quote: Late gathered, 16 to 17½c.; strictly new laid, 21 to 22c.; cold storage and held fresh, 14 to 15c.; pickled, 14 to 14½c.

POULTRY—The market during the past week has been the best of the season, but largely due to the want of supply. In this case, however, very few got any benefit, for when supplies became liberal, prices sagged. Turkeys were quoted as high as 11c. this week, but as we go to press prices are one to two cents per pound lower. We quote: Geese, 6 to 8c. per lb.; turkeys, 9 to 10c. per lb.; chickens, 25 to 50c. per pair; ducks, 50 to 80c. per pair.

COUNTRY PRODUCE.

BEANS—There is little or no demand. We quote \$1 to \$1.15 per bushel.

DRIED APPLES—Are dull and easy at 4¾ to 5c.

EVAPORATED APPLES—Offerings are more liberal, and prices fractionally lower at 7 to 7¼c. per lb.

POTATOES—The market is even in a worse condition than before, carloads on track being quoted at 20c. per bush.

HONEY—Is quiet and unchanged. Strained brings 8 to 10c. per lb.; while combs go at \$1.50 to \$2 per doz.

PROVISIONS AND DRESSED HOGS.

The Christmas demand being over, the provision market has assumed a quiet condition, and quotations are lower in many in-

stances. With the advent of more favorable weather, the offerings of dressed hogs are more liberal, and packers are again busy. They are now paying \$4.50 for select weights, running from 110 to 240 lbs. For anything under these weights 25 to 50c. less is being paid.

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

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

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

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

FISH.

Finnan haddies have been scarce, although some small lots have been arriving during the week. Oysters are firmer. Fish trade generally is quiet, as is usual at this season. We quote standards at \$1.25, and selects \$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.;

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.

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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

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

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—Deliveries have been light during the week. Quoted thus: White, 72c.; red, 67c.; goose, 53 to 54c. per bushel.

BARLEY—There have only been a few odd loads coming forward and prices rule higher than a week ago, namely: 37½ to 44c.

FLOUR—Is quiet; cars of 85 per cent. patents sold high freights west at \$3.15, 90 per cent. patents at \$3 west, and straight roller at \$2.90 west.

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

SALT.

The market is active at unchanged prices. The fact that the packers have been busier during the past week or ten days has stimulated the demand for salt. We quote at Toronto: In carload lots, \$1 per barrel, and 60c. per sack; in less than carload lots, \$1.05 per barrel and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

HIDES, SKINS, WOOL AND TALLOW.

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

CALFSKINS—Are still quoted at 6½c. per lb.

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

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

PETROLEUM.

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

MARKET NOTES.

Sugar is ¼c. per lb. dearer than a week ago.

Cream of tartar has again advanced in the primary markets.

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

The Toronto Salt Works report that their December's business was the largest in the

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.

Cottam's Celebrated Bird Seed

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

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

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.

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REMINGTON MACHINE CO.

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

COWAN'S 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. M^CLAUHLAN & SONS, - - OWEN SOUND.

history of the firm. Their sales aggregated sixty-nine cars, the greater proportion of which were Windsor salt.

Smith & Keighley are closing out their Scotch salted herrings in 28-lb. drums at low prices.

Davidson & Hay are offering an extra sifted Young Hyson, just arrived.

A shipment of Halloween dates arrived this week for Perkins, Ince & Co.

Davidson & Hay have in stock a very bright pure sugar syrup in half barrels.

Warren Bros. & Boomer have in stock a line of new season's Bordeaux walnuts in 110-lb. sacks.

Ebenezer Roberts' table jellies, in all flavors, are in stock with Davidson & Hay.

Gunn, Flavelle & Co. report a continued increase in the demand for "Maple Leaf" lard and smoked meats.

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

George Stanway & Co., brokers, Toronto, have removed to first floor over their late office, No. 46 Front street east.

Another carload of such scarce goods as shelled walnuts and Grenoble walnuts came to hand this week for Clemes Bros.

Dawson & Co. have a carload of Valencia oranges close at hand. They are also in receipt of 100 cases of finnan haddies.

McWilliam & Everist are in receipt of a carload each of Washington navels, Valentias, and Jamaica oranges, and a car of Jersey cranberries.

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

W. H. Gillard & Co. are large holders of Imperial plums, in 25 lb. boxes, in excellent condition, and merchants desiring a snap in this line should drop them a card.

The travelers of the Snow Drift Co. will start on the road Monday, January 6, to wait

upon their much-esteemed friends throughout the year 1896. Thankful for the confidence of the past year, which has been the most successful in their history, they again ask the favors of the trade, which will have careful and prompt attention.

Half-barrels of A1 mackerel; also kitts, are to hand with Lucas, Steele & Bristol. They also have some choice British Columbia salmon to offer in half-barrels.

The enormous advertising the "Salada" Ceylon Tea Co. are doing is attracting a great deal of attention. P. C. Larkin & Co. say: "In advertising be sure you have the right article first, then don't spare printers' ink."

W. H. Gillard & Co. have some exceptional values in high-grade Young Hysons. The firm state they were particularly fortunate in getting in right, and that merchants desiring bargains should communicate with them.

A large consignment of Rio coffee has just been delivered to W. H. Gillard & Co., and having bought at an advantageous point of the market, the figures they are asking are low, considering the now advanced prices asked by first holders.

Clemes Bros. are in receipt of two cars of navel oranges, one car of bananas, one car of Valencia oranges and one car of choice evaporated peaches. The last named is direct from the Coast, and the fruit is in bags.

Warren Bros. & Boomer report that they have Arguimbau's off stalk Valencia raisins, which they are offering at bargain prices; also half-cases of choice Patras currants and extra choice Vostizzas in cases and Panaretas in half-cases.

W. H. Gillard & Co. report that during 1895 their sales of standard black teas have reached larger proportions than even they anticipated, being 50 per cent. in advance of former years. This should be a fair indication of their value, and the above firm state they are at all times pleased to furnish samples for comparison with other blends.

QUEBEC MARKETS.

MONTREAL, Jan. 2, 1896.

GROCERIES.

THE most notable feature this week has been the strength of the sugar market, refiners having advanced their prices on Tuesday $\frac{1}{4}$ c. per lb. all round. This advance has, to a certain extent, been anticipated in these columns, and such traders who took advantage of the tip and placed their orders are better off by $\frac{1}{4}$ c. per lb. At this writing the refineries are experiencing an active demand for both prompt and future delivery, but are not disposed to operate ahead. The volume of trade in other lines has been of a seasonable character, and values generally have a firm tendency, especially so in the case of dried fruits.

SUGAR.

The demand that refiners have experienced from jobbers for refined sugar for future account has continued and has led the latter to advance their price $\frac{1}{4}$ c. per lb. all round. Jobbers have not, at this writing, fixed their prices here, as the refiners only put up prices on Tuesday morning. They are certain to ask a proportionate advance, however, especially as the retailers by their desire to place orders for future delivery seem to be fully awake to the stronger tone of the market. We quote prices nominal for jobbing lots, but refiners are getting $4\frac{3}{8}$ to $4\frac{1}{2}$ c. for granulated, and $3\frac{1}{2}$ to 4c. for yellows.

SYRUPS.

There is no change in syrups, which have only been moderately enquired for. Prices are unchanged at $1\frac{3}{8}$ to $2\frac{1}{2}$ c., as to grade.

MOLASSES.

A moderate jobbing trade is passing in Barbadoes and Porto Rico goods. We quote: Barbadoes, 36 to 37c., and Porto Rico, 34 to 35c.

RICE.

The rice market continues quiet and unchanged.

SPICES.

There is not much doing in spices, and though primary markets report weakness in some cases, values in a jobbing way are steady and unchanged. We quote: Pure black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves,

WE ARE
PAYING
CASH
FOR

DRIED-
APPLES-



W. B. BAYLEY & CO.
EXPORT BROKERS

42 FRONT ST. E. Toronto

Start the New Year Right

by buying

“GLOBE and BEAVER”

BRAND

“Crushed” Coffee

(X. T. R.)

Tins, 25 and 50 lbs.



This is the best value in Coffee on the market for the money. **Price only 22c. per lb.** Every pound guaranteed or Coffee returned. Others have bought it and increased their Coffee trade, why not you? Send for sample.

Look Out for “KOLONA”

KOLONA will be a revelation.

THE **EBY, BLAIN COMPANY** LTD.

WHOLESALE IMPORTING AND MANUFACTURING GROCERS

TORONTO - - ONTARIO

15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; ditto, best, 28 to 30c. per lb.

COFFEE.

There is no change in the coffee market, a fair jobbing demand being noted by the local roasters. We quote green in bags: Maracaibo, 20 to 21c.; Rio, 19 to 20c.; Java, 28c.; Jamaica, 20 to 21c., and Mocha, 32c. The easier feeling in New York noted last week has not influenced this market as yet.

TEAS.

Very little change is to note in the tea market, there being little or nothing doing in a large way between houses, and only a moderate distributing trade on local account. For round lots of Japans, we hear of 15½ to 18½c. as a range, while a fair enquiry is noted for Moyune Young Hysons and Ceylons, ranging all the way from 25 to 30c. We quote Japans: Low grades, 14c.; medium, 15 to 18c.; fine, 20 to 22c., and choice, 25 to 32c.

DRIED FRUIT.

The Valencia raisin market has not presented any notable activity, and no large business is noted, while the movement in a jobbing way is quiet. Layers and selected have been the fruit most asked for the small hand-to-mouth demand experienced during the week. We quote: Ordinary off-stalk, 4¼ to 4½c.; fine off-stalk, 4¾ to 5c.; selected, 5½ to 5¾c., and layers, 6¼ to 6½c.

There have been further receipts of California raisins, but jobbers are still lightly supplied and values are firm, in fact, full values are easily obtained. We quote 3-crown rather firmer in consequence at 5½ to 6c., and 4-crown stiff at 7c.

Table fruits are quiet. 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.

Sultanas have been moving for actual wants to a fair extent. Prices are firm at 6 to 6½c., as to grade.

The currant market continues firm but quiet, and prices are unchanged. We quote: 3¾c. in barrels, 4 to 4¼c. in half-barrels, and 4½ to 4¾c. in half-cases.

The prune market is firm and prices strongly held. Supplies of French are becoming exhausted, and values are held strong in consequence, as stocks could not be replaced except at an advance. We quote: Bosnia prunes, 6 to 6½c.; French ordinary, 5½c.; do. plums, 10 to 14c., and California prunes, 9c.

There has been a moderate enquiry for figs at 9 to 10c. for ordinary and 14 to 17c. for fancy, as to box, etc.

Dates are held firm, old moving at 4½c., and new stock at 4½ to 5c., as to grade.

NUTS.

There has been a fair, seasonable trade in nuts. Almonds are firmer, if anything. We quote: Grenoble walnuts, 12 to 13c.; filberts, 7½ to 8c.; Tarragona almonds, 11½ to 12½c.; pecans, 9 to 14c., and shelled walnuts, 27 to 30c.

CANNED GOODS.

There is no change in the situation of the canned goods market. 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.

Wines and liquors continue quiet and unchanged, with no special feature to report.

GREEN FRUIT.

There has been a good active holiday jobbing trade in green fruit, oranges, lemons, in fact all kinds of fruit, selling well on local account, with a bare market at the close of the week.

ORANGES—All kinds of oranges here ruled active and firm, and fresh receipts of Messina, Jamaica and Valencia oranges, which arrived, showing fine condition, were a very short time on the market. We quote: Jamaica, \$9 to \$10 per barrel; Valencia, \$5 to \$5.50 per box, and Messina, \$3.

LEMONS—Have shown a somewhat softer tone, but prices do not show much change despite the sales at Boston and New York last week. We quote: \$2.75 to \$3.50 per box.

GRAPES—There has been a fair demand for grapes, Malaga stock moving well at \$5 to \$6.50 per keg as to grade.

CRANBERRIES—Continue active and firm at \$10 to \$10.50 per bbl. for Nova Scotian and \$8 to \$12 for Cape Cod.

APPLES—The apple market is about as last quoted. Green fruit are quiet, but there is a fair enquiry for evaporated and dried stock. We quote: Whole fruit, \$2 to \$5 per bbl. as to quality; dried, 4 to 4½c., and evaporated, 5½ to 6½c. per lb.

SPANISH ONIONS—Quiet and unchanged at 25 to 40c. per crate.

FISH.

There has been little doing in fish during the past week. We quote: Fresh haddock and cod at 3½ and 4c.; pickled No. 1 Labrador herrings at \$5.25, No. 1 N.S. at \$4.50, and ordinary grades \$3 to \$4 per bbl.; No. 2 Labrador salmon, \$13 per bbl.; B. C. salmon \$11; No. 1 lake trout, \$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; No. 1 pickled sardines at \$4.50 per bbl. Dried and boneless cod, \$4.25 to \$4.50 per 100 lbs. for dried; 5½ to 6c. per lb. for boneless; 5c. per lb. for boneless haddock; 3¼c. per lb. for fish, and 11c. per lb. for shredded. Smoked haddies, 6½ to 7c. per lb., kippered herrings at \$1.40 to \$1.50 per box, Yarmouth and bay bloaters at 90c. per box, and smoked herrings at 8 to 10c. per lb.

DRESSED HOGS AND PROVISIONS.

The provision market has developed a weaker tone since our last. This is due to the continued slow demand, the liberal receipts of hogs, and the low prices ruling in the west. Recent sales of short cut clear have been made at \$13, and mess at \$13.50. In lard and smoked meats there were no changes. We quote: Canadian short cut, clear, \$13; Canadian short cut, mess, \$13.50; hams, city cured, per lb., 9 to 10c.; lard, Canadian, in pails, 8¼ to 8½c.; bacon, per lb., 9 to 10c.; lard, com. refined, per lb., 6¼ to 6½c.

Continued mild weather has demoralized the trade in hogs. Prices are easier at \$4.50 to \$4.60 in car lots, and \$4.75 to \$5 per 100 lbs. in a jobbing way.

COUNTRY PRODUCE.

EGGS—There has been a demand for small lots of eggs. We quote: Boiling

stock, 18 to 20c.; Montreal limes, 14 to 15c.; western limes, 13½ to 14c., and held fresh, 13½ to 14c. per dozen.

BEANS—In beans business continues quiet and prices rule steady. We quote: Car lots of choice hand-picked at \$1 to \$1.05, and small quantities at \$1.10 to \$1.20.

POTATOES—The demand for potatoes was slow, and the market rules quiet, choice Early Rose being quoted at 40 to 45c. per bag.

POULTRY—There was no improvement in the poultry market on account of the continued mild weather. The offerings of stock in poor condition were large, and sales of such were at 3 to 5c. per lb. for turkeys; 4 to 5c. for chickens, and 4c. for geese. Choice fresh killed turkeys sold at 7 to 7½c.; chickens, 6 to 6½c.; ducks, 7 to 7½c., and geese, 5 to 5½c. per lb.

FLOUR, MEAL AND FEED.

There has been a weaker feeling in the flour market for Ontario grades, and prices are quoted 10 to 20c. per barrel lower all round. The demand is slow, and the market on the whole is dull. We quote: Winter wheat, \$3.60 to \$3.80; spring wheat, patents, \$3.75 to \$3.85; straight roller, \$3.30 to \$3.40; straight roller, bags, \$1.60 to \$1.65; extra, bags, \$1.40 to \$1.45; Manitoba strong bakers', \$3.40 to \$3.65.

In oatmeal the feeling is steady, but sales are slow. We quote: Standard, bbls., \$3 to \$3.10; granulated, bbls., \$3 to \$3.15; rolled oats, bbls., \$3 to \$3.15.

The demand for feed is slow and values are unchanged. We quote: Bran, \$14 to \$15; shorts, \$15 to \$16; mouillie, \$19 to \$20.

CHEESE AND BUTTER.

The close of last week brought more export enquiry for finest fall cheese. Holders were not urgent sellers, but several lots were put through at a range of 9 to 9¼c. This is a modification of the views expressed at the beginning of the month. It remains to be seen whether sellers will submit to further shading, or whether, once business is set in motion, they will not endeavor to secure a fraction more than current rates.

Local enquiry for fine, late-made creamery butter is fair, at a range of 19½ to 20c., but it is the only outlet offering at the moment. In dairy stock, trading is hard to discover, but a nominal range of 14 to 15c. is given on finest late-made creamery. Unless the shippers come into the market, of which there is no indication at present, little improvement on current prices is possible.

HAY.

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

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

TRADE
BEARDSLEY'S SHREDDED CODFISH
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.

NORTHERN
ASSURANCE COMPANY

Established 1836. OF LONDON.

Capital and Funds, \$36,465,000.
Revenue, \$5,545,000.
Dominion Deposit, \$200,000.

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

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

Dawson & Co.
FRUIT
PRODUCE

and **COMMISSION MERCHANTS**
32 WEST MARKET STREET
TORONTO.

Consignments Solicited.
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.

FOR
SMOKED MEATS

LONG CLEARS
MESS PORK
SHORT CUT PORK
PURE LARD
COMPOUND LARD

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

F. W. FEARMAN
HAMILTON

ASHES.

Ashes continue steady at \$3.70 for first pots, \$3.50 for seconds, and pearls, \$4.65.

MONTREAL NOTES.

Sugar refiners have advanced their prices 1/4 c. per lb. all round.

A. P. Tippet & Co. note the arrival and distribution of several carloads of California raisins.

Only one sugar refinery is running now, and not yet on full time. Stocks accordingly are light.

Laporte, Martin & Cie. call attention to their full assortment of fine dried fruit, also their fruit syrups in fancy bottles.

NEW BRUNSWICK MARKETS.
OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., Jan. 2, 1896.

THE Christmas Number of THE CANADIAN GROCER was much appreciated by the trade here. One feature has had particular interest to the grocery trade in the columns of THE GROCER lately. That is tea. And the articles which have appeared from time to time receive more than passing notice from the reader. This has been a quiet week. The chief matter of interest has been the strengthening in the sugar market. The weather is very warm, there being but little frost during the week. There is no snow at all. It is a great drawback to lumbermen in the woods.

SALT—Price keeps low. There is little demand at this season, and the larger part of that arriving is being put in store. A small quantity is expected to arrive by steamer from Liverpool this week. We quote: Coarse, 50 to 55c.; fine factory-filled, 95c. to \$1.10; 5-lb. bags, \$3.25 per bbl.; 10-lb. bags, \$3 per bbl.; 20-lb. boxes, 20c.; 10-lb. boxes, 12c.; cartoons, \$1.90 to \$2 per doz.; dairy, bulk, \$2.80 per bbl.; cheese, bulk, \$2.70 per bbl.

OIL—Movement is much lighter, and there is nothing new. Prices remain unchanged. In returning barrels dealers would find it to their advantage to see they are in good order, particularly that all hoops are on. We quote: Best American, 23 1/4 c.; best Canadian, 21 1/2 c.; prime, 19c. No charge for barrels.

CANNED GOODS—There is no stir. The past season has not seen as large a business as formerly, dealers finding they can buy about as low in the spring as fall. Stocks in the hands of the wholesalers here are fair, strawberries being, however, very scarce.

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



IF YOU WANT

Your customers to have the cleanest, best and most nutritious Bird Seed in the market sell them only **BROCK'S**

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.

Wishing you
the Compliments
of the Season

D. Gunn, Flavelle & Co.

Pork Packers and Commission Merchants Toronto

FINEST
FRESH
FRUITS



Hugh Walker & Son

Importers and Wholesale Dealers.

Guelph, Ont.

Oysters in Baltimore are quoted rather higher. The tone of the market here is firm. We quote as follows: Corn, 85 to 90c.; peas, 90 to 95c.; tomatoes, 90 to 95c.; corned beef, 2-lb. tins, \$2.60 to \$2.75; 1-lb. tins, \$1.50 to \$1.60; oysters, 2's, \$2 to \$2.25; 1's, \$1.60 to \$1.65; peaches, 3's, \$2.85 to \$2.90; 2's, \$1.90 to \$2; lobsters, \$1.75 to \$2; haddies, \$1.40; salmon, \$1.35 to \$1.50; flat, \$1.75; clams, \$5.50 for 4 doz.; chowder, \$3 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1; pineapples, \$2.35; kippered herring, \$1.10; American peaches, \$2.40.

GREEN FRUIT—The holiday trade has been good. The mild weather has aided in the shipping of goods. Cranberries are high, which keeps down demand. West India oranges, owing to the number of bad now among them, have to be repacked, and are higher. There are also a good many small ones. Valencias are coming in in good order and are low. Apples are good value, and prices held firm. Stocks are light. We quote: Lemons, \$4 to \$4.50; West India oranges, \$7 to \$8 per bbl.; Malaga grapes, \$5 to \$6.50; Valencia oranges, \$4 to \$5; Pippins and winter fruit, \$1.50 to \$2.50; native cranberries, \$8 per bbl.; Cape Cod do., \$12 per bbl.

DRIED FRUIT—There is a quieter feeling now that the Christmas season is over. California prunes are here, both in boxes and bags. The price is, however, higher than for the French, which also have an advantage in duty when imported direct. London layers are rather easier, though late advices from California show rather an advance. In loose muscatels, while prices are easy, there is quite a range in quality, and all 3 cr. goods are not alike. The demand for cleaned currants has been particularly encouraging. There is also a better feeling in apples, and quite a number are moving. In dried apples the market is dull, and, as stated last week, Nova Scotia could likely be bought at 4c. The quantity of new French prunes here is very light. We quote: New Valencias, 5 to 6c.; new figs, 10 to 12c.; new 4-crown Cal. L. M. raisins, 6 to 7c.; new 3-crown Cal. L. M. raisins, 5½ to 6c.; keg prunes, 4c.; boxes, 4¼ to 6c.; new Cal. L. L. raisins, \$1.50 to \$1.75; new currants, bbls., 3¼ to 4c.; half-cases, 4 to 4½c.; new evaporated apples, 7 to 7½c.; dried apples, 5 to 6c.; dates, 4½ to 5c.; California evaporated peaches, 12 to 13c.; do. apricots, 12 to 14c.; do. pears, 12 to 13c.; clean currants, bulk 5 to 6½c.; 1-lb. cartoons, 7 to 7½c.; Canadian onions, \$2 to \$2.25 per bbl.; cocoanuts, \$4 to \$4.50 per 100; citron, 15 to 16c.; orange, 13 to 14c.; lemon, 12 to 13c.; Valencia layers, 6 to 6½c.

DAIRY PRODUCE—Movement during the week has been light. There is a dull feeling in butter. Stocks of medium grade are large, while for best there is a good business. Prices keep low. Creamery, both tubs and prints, is below last year's prices. In eggs there is slow sale, though fresh laid are being held at good figures. Case eggs are not much wanted. Cheese, though there are not large stocks, and but little through the country, does not gain strength, and demand is not large. We quote: Cheese, 8½ to 9c.; butter, 17 to 18c.; eggs, 17 to 19c.; fresh creamery prints, 23 to 24c.; tubs, 21 to 22c.

MOLASSES—Some Barbadoes which arrived by last steamer is not desirable stock. The stock of good quality here is light, but prices keep low. There are but few small packages, the principal thing being New Orleans, which, giving good satisfaction, finds steady demand. This is the first sea-

son it has been imported here. The trade are well satisfied with it. The demand for syrup continues good. We quote: Barbadoes, 30 to 33c.; St. Croix, 30 to 32c.; Porto Rico, 34 to 36c.; syrup, 35 to 38c.; Trinidad, 32 to 33c.; New Orleans, bbls., 35 to 36c.

SUGAR—There is but a fair movement at firm prices. We quote: Granulated, 4½ to 4¾c.; yellow, 3½ to 3¾c.; Paris lump, 5¼ to 5½c.; powdered, 5¼ to 5½c.

FISH—The mild weather has much disappointed the trade, as it has prevented any movement in frozen fish, for which at this season there is always good demand. Two small cargoes have been in for some days, but, on account of warm weather, have not been able to unload. In dry, demand is good. Pickled are quiet, while smoked are still dull at the low prices. Hake, in which a good business is done with Cuba, is very dull. No doubt the war there affects business. There are fair stocks held here of extra dry fish. There is steady demand for boneless, and in bloaters and finnan haddies a good trade is being done. There is quite a range in shad. We quote: Medium cod, \$3.25 to \$3.50; large, \$3.65 to \$3.75; small, \$2.25 to \$2.50; pollock, \$1.50; bay herring, \$1.25 to \$1.30; Grand Manan, \$1.30 to \$1.40; rippings, \$1.65 to \$1.70; wolves, \$1.90 to \$2; Quoddy River, \$2.75 to \$3; smoked, 5 to 6c.; shad, half-bbl., pickled, \$4.50 to \$5; Canso, \$5; halves, \$2.75; Shelburne, \$2.75 to \$3 per bbl.

PROVISIONS—There is light movement, and values remain low, with beef market rather low again this week. Smoked, though so low, finds but little sale. There is fair movement in lard. We quote: Domestic mess pork, \$14 to \$14.50; American, \$13.50 to \$14; clear pork, \$15 to \$15.50; beef, \$13 to \$14; pure lard, 8¼ to 9c.; compound lard, 8c.; rolls, 8c.; hams, 10½ to 12c.

FLOUR FEED AND MEAL—There is fair movement, but, like all other lines at this season, there is nothing large. Then the weak state of the market works against large business. Ontario flour is, if anything, rather lower. Manitoba shows no change. In cornmeal the demand has dropped off, though price is quoted rather easier. Oatmeal and oats show no change. Hay is still firm, and shows strength. Very few Island oats are offering. We quote: Manitoba, \$4.25 to \$4.50; best Ontario, \$3.95 to \$4.00; medium, \$3.85 to \$3.90; oatmeal, \$3.50 to \$3.60; cornmeal, \$2.30 to \$2.35; hand-picked beans, \$1.20 to \$1.25; prime, \$1.10 to \$1.15; split peas, \$3.70; pot barley, \$4.10 to \$4.25; hay, \$12 to \$12.50; oats, 34 to 36c.; middlings, \$19 to \$20 on track; bran, \$18; buckwheat meal, domestic, \$1.25 to \$1.30; western, \$1.75 to \$2.

ST. JOHN NOTES.

Since Nov. 1st, the creameries of P. E. I. have made 30,000 pounds of butter.

Among the receipts here this week by rail were five cars raw cotton, and three cars broom corn.

Horton Township, N.S., exported this year 200,000 bushels of apples; last year it was about 300,000.

At Sackville this season, upwards of 4,000 bushels of Nova Scotia apples were landed for there and surrounding towns.

St. John as a winter port has developed a new feature, this week upward of 100 cars

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 Pearline.

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

C. E. COLSON - MONTREAL

IT WILL

"Draw Trade"

If you will sell the "Celebrated" canned

GOLDEN HADDIES FINNAN HADDIES

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.

MOTT'S
DIAMOND
CHOCOLATE.
JOHN P. MOTT & CO.
HALIFAX, N.S.
ESTABLISHED 1848.

IS THE BEST.

ASK FOR
MOTT'S

Always Seasonable



Always Salable



DALLEY'S ROYAL
HYGIENIC SELF-RISING FLOUR

Tea Graham Pancake
and
Buckwheat Flour

Order a case at once; one trial will convince you of the superiority of this flour.

Neat and attractive package and extra fine quality combine to make it a most valuable addition to your stock. For sale at all wholesale houses.

Manufactured by **THE F. F. DALLEY CO., Ltd., Hamilton, Canada.**

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

CLARK'S ENGLISH MINCE MEAT

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. LYTTLE & 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.

of American goods coming here for shipment. One day last week 137 manifests were entered at the Customs. This is the largest number ever entered here in one day.

St. John is to have a new wholesale drug house. The name is Canada Drug Co., Ltd.; capital, \$100,000, of which \$50,000 is paid up. The incorporators are: Wm. H. Murray, Samuel Hayward, James Kennedy, Charles T. Nevins and James W. Russel. These names represent some of our richest men.

C. & E. Macmichael have received some of the MacLaren Imperial cheese in the new jars. These jars are much handsomer than the ones before used. It is not necessary that the cheese should be any better.

While steamers bring coal here from Glasgow, Halifax is shipping coal to Liverpool. Similar conditions obtain in regard to lumber. A schooner is here unloading hardwood, from New York, to which port we are always sending lumber.

The regular line steamers are receiving all the freight here they can carry. There is one thing: if they are short of general cargo they can always get lumber.

The new pulp mill at Mill Cove, on the Miramichi, is to be first-class in every particular. It will use about eighty cords of wood a day.

From Mount Stewart, P. E. I., 60,000 bushels of potatoes and 20,000 bushels of oats were shipped this fall.

In connection with the article on the bark business of this province, which was in the Christmas number, it might be added that another reason why the trade is quiet is because manufacturers are moving from Massachusetts to New York and Pennsylvania, where bark can be obtained, while in the former it could not. One shipper is sending forward some ten cars per day, having in hand some 10,000 cords.

Yarmouth County, N.S., did a large business in berries during the past season, shipping some 16,000 bushels of blueberries, valued at \$32,000; also 4,000 bushels of strawberries and other small fruit to the value of \$18,000.

A NEW INDUSTRY.

Mr. W. Munn, writes the Newfoundland correspondent of The Montreal Gazette, has been actively engaged this year in the manufacture of refined cod liver oil, and has succeeded in producing a splendid article, which competes successfully with the Norwegian oil. He employs the freezing process, which separates the stearine, and produces an article rich in medicinal properties, and much more palatable than the ordinary oil. Mr. Munn has rented large premises in St. John's, with the view of carrying on the business on an extended scale next year. Naturally, our oil is richer and finer than that of Norway, and, when manufactured on the improved plan, it will surpass the Norwegian article.

HOW IT WAS WORKED.

A DELEGATION of young men had been shown into the reception room of their employer's residence, and when his wife entered, all arose awkwardly and seemed ill at ease.

"We are employed at your husband's office," explained one of them at length.

"Indeed," she said, in some surprise. "I am very glad to see you; but to what am I indebted for this call?"

"Well," said the spokesman, plucking up a little courage, "we've been getting off at three o'clock Saturdays during the summer, and now we want to make it twelve or one o'clock if we can."

"The ball grounds are quite a distance away," put in one of the delegation.

"And we have to start early to get to the races," said another.

"Really, you must excuse me," said the mistress of the house, courteously but firmly, "I never interfere with my husband's business affairs."

"Oh, we don't want you to," protested two or three together.

"You see," said the spokesman, getting down to business again, "it's just this way: we want you to be kind and nice and pleasant to him for a few days, and then we'll go to him and ask him to—"

"Gentlemen!" she exclaimed haughtily.

"Might ask him to take you to the ball game," said one of the young men, noticing her manner.

"Or the races," added another.

"There is an inference, gentlemen—" she began, but the spokesman interrupted.

"Oh, I know all about it," he said; "I'm married myself. Things go wrong in the house, and you're tired and cross at breakfast. Then we suffer at the office. You stay up late to chaperon your daughter to a ball, and we have more trouble at the office. You're a bit cross three mornings in succession, for one reason or another, and we have a—a—terrible time at the office."

"I was discharged from an office once because my wife was cross the same morning that my boss was," exclaimed one young man. "I suppose our wives would have chatted pleasantly if they had met, but there was an explosion when we met. He was ugly about something, and I fired and he fired back. That's the way it goes now; and if you'd make it a point to be particularly agreeable and pleasant to him for—say, four days—"

"Yes, four days will do nicely," broke in the spokesman. "Then we'll go to him and everything will be all right. The fourth day you give him the best breakfast you can—everything that he likes best—and we'll get what we want in three minutes. Talk about a woman having no influence in business!

Why, the humor she's in has more effect than a bank failure or a boom in trade.

She thought she ought to be angry, but instead, she laughed, agreed to the proposition, and four days later, when they waited on the head of the firm, he made the closing hour twelve o'clock, and said that never in the history of the firm had things run as satisfactorily as they had during the last four days.—Texas Siftings.

DISPLAY YOUR GOODS.

DISPLAY is a silent but very effective salesman—never absent for meals or on account of sickness, remarks The American Grocer. It adds nothing to salary account, very little to general expenses. Give display plenty of space and it will beat any other sales agent in the store. Recently the representative of a large manufacturer, upon entering a prominent retail store, noted a very fine display of their goods on the floor. He requested that it be removed and the goods exhibited upon the counters, in imposing array. This was done, and soon a customer, walking about, examined them with interest and ordered forty dollars' worth of preserves, of which there was a prominent display. Probably the customer did not have the goods purchased in mind until the eye was arrested, desire created and gratified.

We never found a grocery with too much floor area. The more that goods are spread out and displayed the more interest will be aroused with consumers to investigate and the quicker will be the demand. Piling goods several rows deep on shelves is not calculated to increase interest therein.

It is well in making a display to remember the Earl of Chesterfield's motto: "Whatever is worth doing at all is worth doing well." Let not a slight expense deter one from making an artistic display. If the establishment has no one possessed of a taste for arranging goods, then hire an expert, or also go and study displays that are effective, of which there are many.

No dry goods store or bric-a-brac shop has as varied an assortment of goods as the grocer, whose wares are of exquisite colors and lend themselves to decoration in a wonderful way. They are particularly adapted to giving the store a bright, cheerful holiday aspect that catches the eye of the passers by and sets them to advertising in a way which money cannot buy.

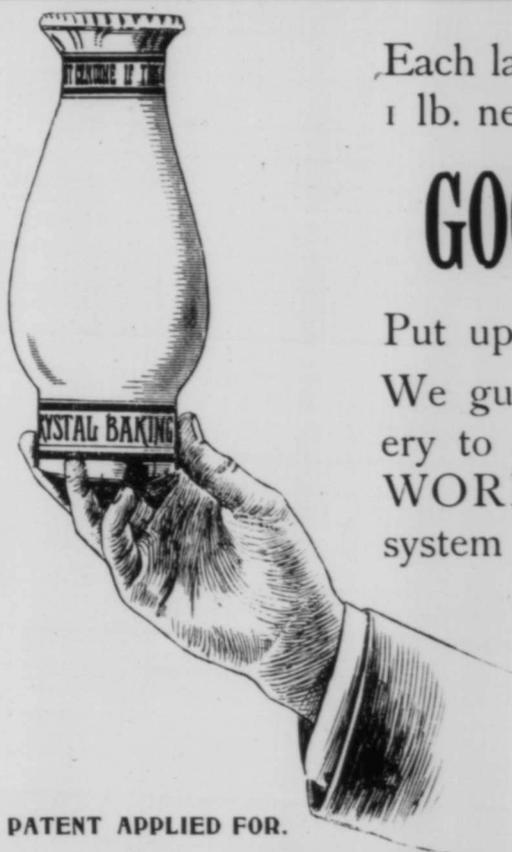
BUSINESS CHANCES

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

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

Chain- Lightning

is quick—perhaps quicker than the sale of Crystal Baking Powder will be—but not much. It is the fastest selling package of Baking Powder you ever handled.



PATENT APPLIED FOR.

Each lamp glass contains
1 lb. net of

GOOD BAKING POWDER

Put up 1 doz. in case.
We guarantee safe delivery to any point in the **WORLD** with our new system of packing.

Write us.
See our travelers.

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

THE MIND RULES THE WORLD.

THE number of inventions that are being announced, and the numerous patents that are being issued daily, should be a lesson to old as well as young to be on the alert, on the move with eyes always open and ears ever receptive to catch an idea that, by saving time or by easily and adequately supplying the wants of man, may become an article of value to the world, says New Ideas. Edison, the greatest name in practical electricity, whose inventions have made him or will make him one of the wealthiest and most widely known men in the world, says: "Never look at the clock while at work." He has often sat in his darkened laboratory while working on one of his brain creations, probably the phonograph or kinetoscope, while his whole mental being, that wonderful something to which the body is but a shell, was so absorbed, so concentrated on the one subject, that he was utterly oblivious to the passing of time, and after many hours of such application he has come back again to the world, as it were, and found that he had been sitting from early morning until far into the night without having gone outside his door. As it has been with the father of the kinetoscope, so it has been with other great inventors. Every-

thing must give way to the mind. Mind rules the world, and he who through sheer laziness or carelessness gradually loses the power to concentrate his mind, must not expect to retain a forward position in the procession of life, but must resign himself to one of those levels which separates man from the machine. So many persons who have work to perform go about it in a slipshod, half-hearted way, more like a horse or an automaton, than a human being; conscious of the fact that they have to put in their time doing something, say from eight o'clock in the morning until six o'clock at night, they measure work done not by results, but by ticks of the clock. No matter how humble a man's occupation be; no matter how much drudgery he be subjected to, no matter how much there be of a tiresome sameness in his work, still if he keeps his mental machinery well oiled and always in working trim there is ever a chance for him to strike upon an idea, simple at first, but which upon materialization and application may prove a boon to his fellow-men, and also may yield a fortune to himself. It is true there are some inventions that have been stumbled upon by mere chance, but the great majority have been made by those who have had their brains in working order, and who have not permitted themselves to become walled

in from the world of progress by allowing their brains to become deadened from carelessness and non-application.

SUPPORT MR. WEISMILLER.

Commercial travelers who have been up in Huron County say that there is every probability that D. Weismiller, the Conservative candidate, will be returned to the House of Commons in the election to be held there shortly.

It is to be hoped he will be successful. He will take his place in a Parliament that is decidedly weak in business representatives.

From what we all saw of him at the conference of merchants and manufacturers held in Hamilton a few years ago, he will undoubtedly be a valuable acquisition to the House.

It is to be hoped that the business men of West Huron will cast aside politics and use their best efforts to elect Mr. Weismiller.

He has been an occasional contributor to these columns, and his views on questions affecting the trade—the retail trade especially—have always been sound, and consequently have been well received by business men in every part of Canada, who will be delighted to know of his probable success.

Dinna ye hear the Slogan?

If you drink Whisky, drink

JOHN DEWAR'S SCOTCH

HONORS AWARDED

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

MEDALS

Edinburgh	1886	Edinburgh	1890
Antwerp	1887	London	1890
Anglo-Danish	1888	Jamaica	1891
Cookery	1888	Food	1891
Brussels	1888	Tasmania	1892
London	1889	Dublin	1892
Melbourne	1889	Brussels	1893
Food (London)	1889	Chicago	1893
Sportsman	1889	Fisheries	1893
Paris	1889	Manchester	1893
Dunedin	1889	Brewers' Show, Manchester	1894
Military	1890		

National Trades and Industrial Exhibition, 1894, etc., etc.

Better Whisky cannot be had

S. & H. HARRIS'S HOUSEHOLD REQUISITES.



SOLD EVERYWHERE.

Ebonite Blacking

(WATERPROOF.)

FOR BOOTS AND SHOES.

Does not Injure the Leather



Trade Mark.

..ASK FOR IT..

Requires No .. Brushing

MANUFACTORY: LONDON, E., ENGLAND.



— 876

MARINE INSURANCE

The Mannheim Insurance Company

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

Further particulars obtainable by applying to Local Agent, or to

JAMES J. RILEY & SONS
Managers for Canada Montreal

Notice

TO THE WHOLESALE TRADE ONLY . . .

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

CIGARETTES

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

CIGARS

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

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

J. M. FORTIER

MANUFACTURER

141 to 151 St. Maurice Street

Montreal

JAPAN TEAS "New Season's"

FROM 13½ CTS. UP.

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

J. F. RAMSAY & CO.

WHOLESALE TEA IMPORTERS

14 and 16 Mincing Lane

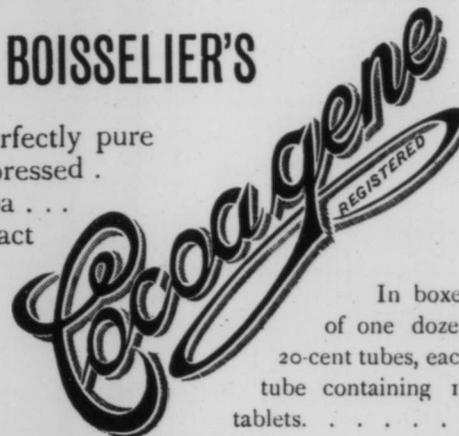
Toronto.



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.



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

WE MAKE
**FOAM
YEAST**

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

Pure, clean, fresh, and always perfectly reliable.

**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.

Sugars
AND
Syrups
Send for samples and quotations.
PERKINS, INCE & Co.
TORONTO.

We have just received a quantity of
**Blue Basket
Raisins**
too late for Xmas trade. Will sell at a very low price.
SMITH & KEIGHLEY
9 Front St. E. TORONTO.

TREATMENT OF DRUMMERS.

A CHICAGO firm writes a contemporary as follows regarding treatment which should be accorded traveling salesmen:

A WORD FOR THE SALESMEN.

English buyers have a very systematic method of treating with salesmen who call upon them with a view to selling a bill of goods. They set apart a certain portion of the day or the week to the reception of the traveling man, when he can show his samples and make his little speech. To further expedite matters, these buyers, as a rule, ask their visitors if they are carrying any new goods, and if so they look over the samples of such, and buy or not, as suits them. Should it happen that the drummer has nothing novel, the buyer refers to a memorandum kept for the purpose to ascertain whether a replenishment of the stock is necessary, and, if needed, orders it at once without keeping his visitor waiting for a decision, as is so often done in this country. Then, again, our English friends allow out of town salesmen to call on them outside of the hours fixed for those who can conveniently abide by the rule. When the buyer is busily engaged he will immediately inform his caller of the fact, and appoint a meeting that will cause no inconvenience to himself or loss of money or time to the drummer. Best of all, the buyer is always very punctilious in keeping such engagements, and unless something unforeseen occurs, will never disappoint the salesman or keep him waiting. Doubtless there are many buyers in this country who are equally as punctual and methodical, but, from the number of letters sent us by road men, complaining of ill-treatment at the hands of the persons in question, we cannot help but feel that there is plenty of room for improvement in this respect.

SUGGESTIONS TO CRANKY BUYERS.

Cranky buyers, as a rule, are men of very little experience outside their own office and have no road experience whatever. This class of buyers do not consider the time of a salesman worth anything, while it is equally as valuable in proportion as theirs.

Buyers who are courteous, considering a salesman's time worth something, and accord him a hearing, let it be ever so short, will seven times out of ten buy goods cheaper and better than if they allowed the salesman to hang around for hours, and sometimes days, before affording him a hearing or a chance to see him in regard to his goods.

If a salesman has a job or inside deal of any kind he will never offer it to the cranky buyer or to the one who kept him hanging around for hours. The price of goods to such buyers generally advances according to the time the salesman has been waiting for an audience. These are facts, but many buyers don't know it.

It is just as easy for a buyer to tell a sales-

man at 8.30 Monday morning, after an interview of five minutes, that he does not wish any of his goods, as it is to say the same thing Thursday or Friday of the same week.

By so doing he affords the salesman an opportunity to make two or three other towns, and perhaps sell many bills, thus earning his salary and at the same time making money for the house he represents.

POLITENESS.

Politeness is one of the cheapest commodities in the world, and the buyer who dispenses it with a lavish hand is always sure to make friends among salesmen who are willing to aid him in every possible way. He will also be serving the best interests of his employer, who, as our correspondent points out, is always benefitted by dealing properly with the commercial traveler. The latter is but human and should not be looked upon as an interloper in any sense of the word, "Live and let live" should be the motto of all, as each is dependent on the other. Without making mutual concessions both will be sure to lose golden opportunities that can never be recalled.

KOOTENAY PETROLEUM DEPOSITS.

ONE of the various resources of East Kootenay waiting for development, says a correspondent of a contemporary in that district, is the petroleum found in the Flathead Valley in the southeastern portion of this district. This is a section of country but little known, and which is separated from the remainder of the district by a high range of mountains. The natural outlet of the valley is down the Flathead River into Montana, and the nearest railroad is the Great Northern. Some years ago attention was called to the section through the finding of crude oil in the possession of some Stony Indians, who annually hunted in this valley, and they were induced to show some miners where they obtained the oil, which they (the Indians) were in the habit of using as a medicine for complaints of all kinds. The surface indications are good, and two different qualities of oil have been obtained. On Kishneena Creek, a short distance north of the international boundary line, a black oil, similar to the Pennsylvania and Ohio oils, is found. But, on Sage Creek, some eight miles north, there is found an oil that is nearly pure, of a light yellow color, which will burn in a lamp as it comes from the ground. Close by, there is natural gas escaping from the bedrock, which burns freely on ignition. Some of this oil sent to the Geological Museum at Ottawa, caused considerable excitement and comment, and was pronounced a fraud on account of its purity. Dr. Selwyn, the head of the Department, made a special trip to the valley, and was surprised to find the oil genuine, and also that this oil was found in the Cambrian for-

mation, which was something unknown, as all the oil fields hitherto discovered have been in the Trenton limestone. Directly due east of Sage Creek, and on the eastern slope of the main ridge of the Rocky Mountains, in Alberta Territory, there are plenty of surface indications of crude oil. And the finding of these indications over such a large area, and in the same formation, would go to show that there is a large oil field awaiting capital to develop it.

TRADE CHAT.

BRICKLES, 760 Queen street east, Toronto, has disposed, by auction, of his entire stock of fruits, candies, etc., as well as fittings, including show cases, glass jars, etc.

Mr. J. C. Stockwell, Danville, Que., has sold by auction his dry goods, etc., and will only keep drugs and groceries.

Retail grocers of Newcastle, Pa., have organized an association to protect themselves from non-paying debtors, and any person who trusts a blacklisted person will be fined \$10.

The warehouse of the pottery works of Mr. F. S. Glass, of Pottersburg, near London, was totally destroyed by fire Saturday morning. The contents were also ruined. The building was valued at from \$12,000 to \$13,000, and the stock at from \$8,000 to \$9,000. The building and contents were partially insured.

A number of the members of the Woodstock Fishing Club visited the preserve this week, and report that the trout in the breeding ponds are thriving.

Max. Wolfe, at London, has been fined \$20 for an infringement of the Transient Traders' Act, he having opened up in the Forest City for the purpose of doing a fur trade during the holiday season.

In some parts of Ontario ploughing was in progress during Christmas week, which is most unusual.

The Department of Customs has refused the application of the proprietors of the Silver Creek trout ponds, Toronto, for free admission of speckled trout ova from the United States.

Mr. J. Dunfee reports that the demand for groceries, confectionery and fruits during the Christmas holidays at his store was about double what it was last year. They had to work late every night getting goods ready for the following day.—Guide, Port Hope.

The cheese buyers of Western Ontario have decided that in future all cheese will be purchased on the following condition as to weight: "That all cheese shall weigh at the time of delivery at the railway station or other point of delivery up beam at half a pound per box more than the weight marked on the box, and that no fractions of a pound shall be marked on the box."

WE WANT YOU

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

LAPORTE, MARTIN & CIE.

MONTREAL

Manufacturers by appointment to Her Majesty the Queen,
H.R.H. The Prince of Wales and the Army and Navy.



150 Years' Record



MARTIN & ROBERTSON,
Victoria and Vancouver,
for British Columbia

E. T. STURDEE, St. John, N.B., for Maritime Provinces.

Liquid and Paste Blacking

Black and White Cream for Patent Leather.

Russet Cream

For Brown Boots, Saddlery, Etc.

DAY & MARTIN LTD. London and
Liverpool

CHAS. GYDE, Montreal, for Ontario and Quebec.

TEES & PERSSE, Winnipeg, for Manitoba and North-West Territory.

Appleton's India & Ceylon Teas

THE "TAPIR" BRAND.
SOLD IN LEAD PACKETS

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

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



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

PUREST & BEST

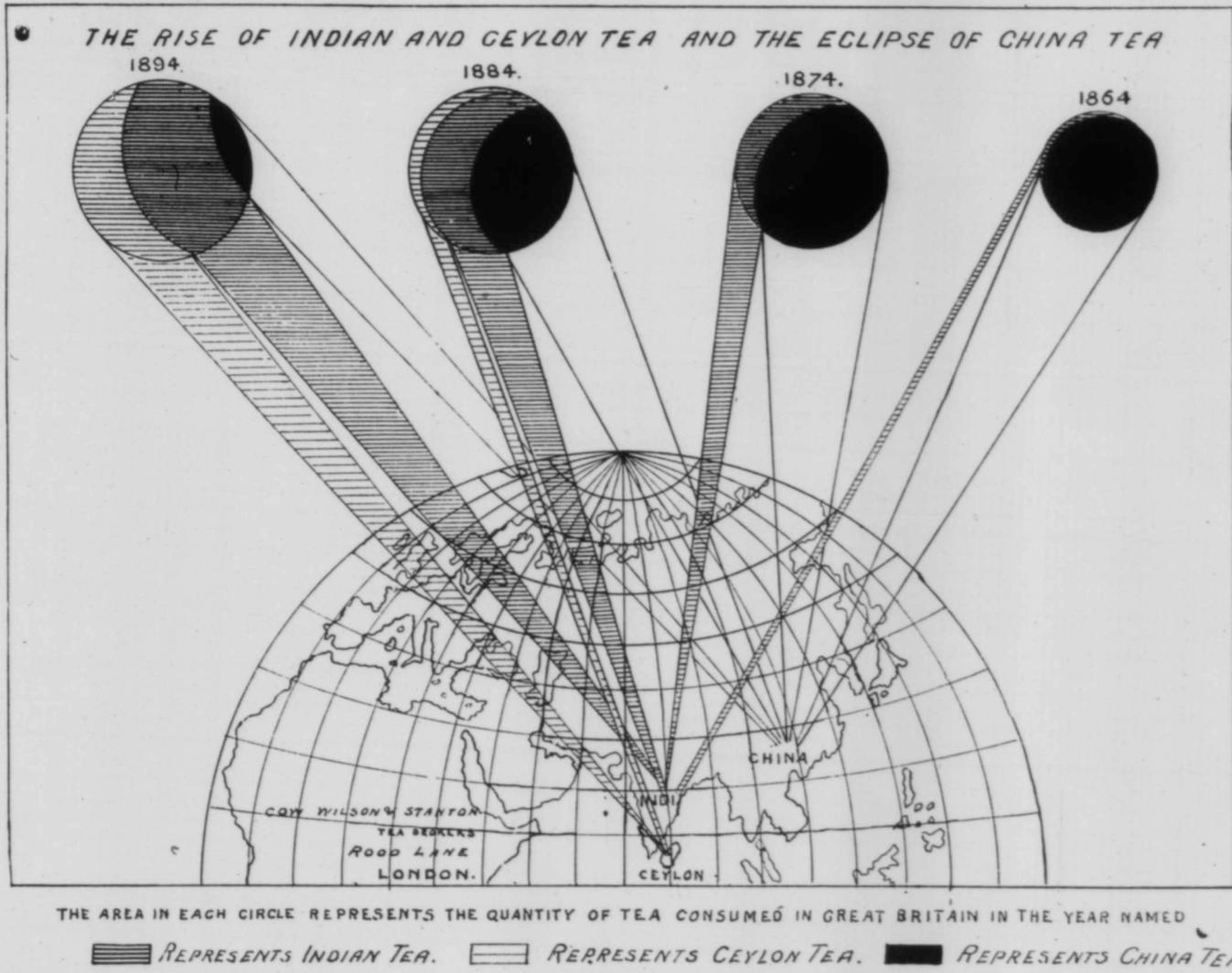
Windsor Fine Salt

In Barrels, 200lb. Sacks and 50lb. Sacks is shipped in car lots



to all parts of Canada. The Salt is the finest made and the best for general farm use. Our barrels are machinery made and one end carries a neat paper label. The sacks are made of superior bleached Jute, and will stand more handling than the ordinary salt sacks. A glance at the cut will convince you that the appearance of our barrels and sacks is a great help in selling the salt. Write us or our agents for prices or samples.

The WINDSOR SALT WORKS, WINDSOR, ONT.



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

JAPAN TEA PLANTATIONS.

THE tea production of Japan, writes Y. Obayashi, of Tokyo, in American Grocer, amounts to 62,836,892 pounds, and this tea is grown on plantations scattered within the limit of 31 deg. 20 min. to 41 deg. 30 min. N. lat., namely, from Chiran of Kagoshima to Matsumaye of Hokkaido. Though young buds can be plucked from the tea tree in the cold region as far as Hokkaido, yet it is an evidence of unnatural growth. The true limit of mercantile tree production may probably be 36 deg. 30 min. (the upper part of Ibaraki prefecture). In the upper region, or above 36 deg. 30 min., there are very few plantations, which only supply the local consumption and produce 2,047,486 pounds, or 3 per cent. of the entire production of Japan tea. In the middle part of the island there are three or four tea districts, of which the Uji region is the widest and most famous. Next to Uji is the Shidzuoka district, and next to that is the Sayama tract. In the Uji region there are Kyoto, Shiza, Nara and Miye, prefectures of large production. In the southern part there are found in abundant profusion wild tea bushes among the hills or forests. For those who would be more conversant in regard to the Japan tea districts I have grouped the tea districts according to latitude, as shown in the following table:

Plantations—	Production, lbs.	Per cent.
Above 36 d. 30 m. N. lat.....	2,047,486	3.2
Above 35 d. 20 m. N. lat.....	5,677,250	9.3
Above 34 d. 0 m. N. lat.....	41,529,153	16.0
Above 33 d. 0 m. N. lat.....	8,084,387	12.8
Above 31 d. 20 m. N. lat.....	5,498,616	8.7

According to this classification the Sayama tea belongs to the second group, and in the third there are Shidzuoka and Uji.

It is well known that the crop of tea per acre is very heavy, though the climate is colder than the regions of China or India. Every farmer knows how to cultivate tea with the aid of manure, but does not know how to get the best results without the manure. Every tea man knows that the tea leaves picked from the manured trees are rich in aroma and taste, but does not know how to produce fine tea from unmanured plantations. From a single acre there is sometimes obtained a crop of 2,083 pounds. The yield of the May and summer crops frequently amounts to 1,000 pounds in Shidzuoka, Uji, Miye, Sayama, etc. But as to the average it is far below, as shown in the following table:

	Tea Acreage.	Pounds per acre.
1.....	11,650	175
2.....	28,110	202
3.....	76,436	542
4.....	21,953	368
5.....	11,300	487
Average.....		417

I cannot but feel very sorry that your countrymen serve only inferior variety and cannot use the finest tea of Japan such as Japanese gentlemen consume. The American Consul at Amoy, about 1892, said that among Formosa Oolongs there is found tea of very high value, and also in Japan, where a pound of Gyokuro costing above \$10 may be bought in the large cities of the empire.



Heat will not break it



The "GENUINE"

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



Full Lead
Flint-Wrapped
and Labelled



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

GOWANS, KENT & CO., Toronto

NOVA SCOTIA FIBRED CODFISH

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

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

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

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

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.



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.

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

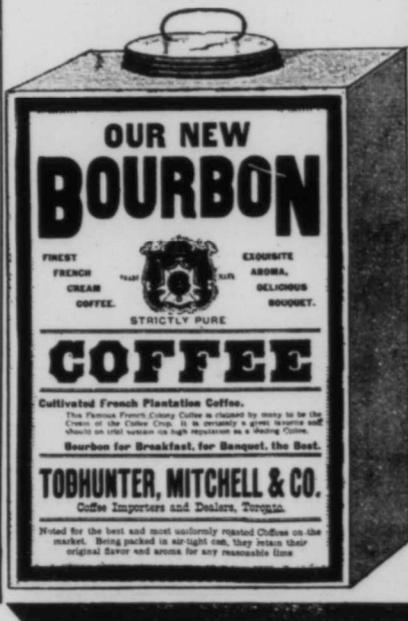
Delightfully Dainty Dishes

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**

A GOOD RESOLUTION

FOR
A.D. MDCCCXCVI
Capture coffee trade by using only that
"MOST EXCELLENT"



WITCHKLOTH

The latest and best for cleaning Gold, Silver, Brass, Nickel, Copper, Bicycles, etc. **Retails at 15c.** Send small sample order.
Sole Agency for Canada
TEMPLE BUILDING, 113a, MONTREAL

New York Fancy Brand. Have a good light. Use



Every Oil known to trade and industry—wholesale.

BROWN & POLSON'S CORN FLOUR

DISTINGUISHED FOR PURITY, STRENGTH, AND FLAVOUR.

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

NO PACKET GENUINE WITHOUT THESE SIGNATURES—

John Brown John Polson

For sale by all the leading grocers Write for samples and quotations.
Sole Agent for Canada, **JNO. 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

JOHN BURKE, general merchant, Thornton, has assigned to H. C. Boomer, of Toronto.

Samuel Dickson, general merchant, Innisfail, has assigned.

Geo. Lambert, general merchant, Bedford, Que., has assigned.

R. Racicot, general merchant, Windsor Mills, Que., has assigned.

Jos. Schaffer, jr., general merchant, Paris, has assigned to R. C. Teggart.

A. Paxton & Co., produce, Toronto, have assigned to Henry Barber & Co.

C. C. Chauvin, grocer and butcher, Windsor, has assigned to Robert Pinchin.

C. A. Chouillou, importer of wines, etc., Montreal, is offering to compromise.

A. B. Valiquette, grocer, Montreal, has compromised at 60c. on the dollar (cash).

The affairs of Hunt, Barnes & Co., fish and oysters, Montreal, are being investigated.

Wm. Hutcheson, grocer, 60 Gerrard street east, Toronto, has assigned to E. R. C. Clarkson.

F. H. Martelock, grocer, etc., Ottawa, has left the city and the sheriff is in possession of his store.

J. O. Fournelle, leather and shoes, St. Jerome, Que., has compromised at 60c. on the dollar (cash).

R. K. Jost, boots and shoes, Charlottetown, P.E.I., is offering to compromise at 50c. on the dollar.

A meeting of the creditors of Remi Racicot, general merchant, Windsor Mills, Que., is to be held Jan. 4.

A settlement at the rate of 80c. on the dollar is being carried through in the matter of Thos. Mailhot, Stanfold, Que.

A meeting of the creditors of Milburn & Co., grocers and crockery merchants, of Stratford, will be held in Assignee Tew's office on January 7.

R. Fisher, of Hagersville, has assigned to Richard Tew. Toronto houses are interested in the estate. The liabilities are estimated at from \$8,000 to \$9,000.

At a meeting of the creditors of Cross Bros., of Drayton, general merchants, held in Assignee W. A. Campbell's office, the statement showed that the liabilities are \$6,900 and the assets \$6,100, made up of \$1,200 equity on the farm, \$2,900 stock, and \$2,000 book debts. The stock will be sold to-day. The firm did not make an assignment, but the stock is being sold for the benefit of the creditors.

CHANGES.

Geo. R. Brown, hotel, Belleville, has sold out to Geo. E. Cox.

Paul Campbell has retired from the firm of John Macdonald & Co., Toronto, and

Duncan M. and A. N. Macdonald have been admitted.

J. A. Taylor, grocer, Hensall, has sold out to J. W. Broderick.

W. N. May is commencing business in Port Stanley as a grocer.

A new grocery store has been started in Montreal by G. T. Vincent.

Epstein, Tormey & Co., general merchants, Trail Creek, B.C., are selling out.

A. F. Baile has been registered proprietor of the produce firm of Campbell & Baile, Montreal.

Mary Therien has been registered proprietress of the general store of T. Rogers & Co., St. Agapit, Que.

R. Gagnon & Co. is the name of a new firm of general merchants which have opened up in Tring Station, Que.

Fred. B. Smith, grocer, 99 Queen street west, Toronto (W. M. Milligan's old stand), has closed up and is going out of business.

SALES MADE AND PENDING.

The stock of T. Jauy, grocer, Montreal, has been sold at 54c. on the dollar.

The assets of L. Weinstein & Co., general merchants, St. Jovite, Que., are to be sold.

The stock of A. Laferte, general merchant, St. Bonaventure, Que., has been sold at 50c. on the dollar.

The stock of Ed. Julien, boot and shoe manufacturer, Hedleyville, Que., has been sold at 70¼c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

R. H. Staples, general merchant, Carman, Man., has admitted Mr. Carthew; style, Staples & Carthew.

Lyman, Sons & Co., wholesale druggists, Montreal, have dissolved. Henry Miles has retired, and business will be carried on by remaining partners under the old firm name.

FIRES.

Huston & Co., general merchants, Glencoe, have been burned out.

W. R. Armson, general merchant, Wye-bridge, Ont., has been burned out.

DEATHS.

W. A. Turiff, general merchant, Alameda, N.W.T., is dead.

J. R. Marsh, general merchant, Niverville, N.W.T., is dead.

THE CUBAN SUGAR CROP.

Special correspondence of Willett & Gray, writing upon Cuban crop prospects, says: "Regarding the total amount of our crop, in view of the general situation, and after a careful examination of all the data at hand, I have come to the conclusion that 500,000 tons seems at present to be the most conservative probable out turn to our crop of 1895-96. At the same time there is but little doubt that due to all the present evils the crop will be a late one."

DO YOU WANT A LEAD PENCIL ?

If you do, send to M. Masuret & Co., London, Ont., and no doubt they will send you one that will last a year. We have no authority to ask you to write for one, but as we want our readers to get all that is going, we assume the responsibility. If you write, put the blame on us. The pencil in question is about a foot long, half an inch thick, with a brass ring on one end.

A NEW INDUSTRY.

Mr. W. Munn, writes the Newfoundland correspondent of The Montreal Gazette, has been actively engaged this year in the manufacture of refined cod liver oil, and has succeeded in producing a splendid article, which competes successfully with the Norwegian oil. He employs the freezing process, which separates the stearine, and produces an article rich in medicinal properties, and much more palatable than the ordinary oil. Mr. Munn has rented large premises in St. John's, with the view of carrying on the business on an extended scale next year. Naturally, our oil is richer and finer than that of Norway, and, when manufactured on the improved plan, it will surpass the Norwegian article.

TEA EXPORTS FROM SHANGHAI.

The exports of tea from Shanghai and Yangtze ports for season of 1895-96 to November 30th were as follows:

	U. S. and Canada.	Great Britain.	Total.
Black.....lbs.	7,458,078	14,438,310	21,896,388
Green.....	19,124,050	5,146,320	24,270,370
Total.....	26,582,128	19,584,630	46,166,758
Last year.....	23,509,528	19,885,225	43,394,753

AND HERE'S OUR HAND.

The reason some merchants do not keep their store windows clean is probably because they are ashamed of the contents of their windows and desire to keep a veil over them.—CANADIAN GROCER.

Shake on this, brother. Some of these fellows are justified in feeling ashamed.—Grocery World.

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 to any address on receipt of

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

Salt Selling

is our business. Naturally, we wish to increase it by having your trade. The fact that our business is rapidly increasing will show you that we must be giving our customers satisfaction. We can do the same for you. When you need anything in salt, either write or call on US.

The Toronto Salt Works

128 Adelaide Street East
TORONTO

City Agents for the "WINDSOR" Salt Works.

THE . . .

Sydenham Glass Co. of Wallaceburg

Limited

WALLACEBURG, ONT.

Manufacturers of

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

PRIVATE MOULDS A SPECIALTY



OILS
OVALS
SALADS
SAUCE

BOTTLES

PICKLES
PANELS
BEER and
MINERAL

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

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

Tees & Persse, Winnipeg.

Agents for Manitoba and Northwest Territories.

Martin & Robertson, Vancouver and Victoria.

Agents for British Columbia.

Fine Fruit Tablets



ENGLISH FORMULA TABLETS

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

G. J. HAMILTON & SONS

PICTOU, N.S.



BUY LIPTON'S TEAS

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



Over 1,000,000 Packages sold weekly

LIPTON'S Delicious Teas

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

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

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

LIPTON TEA PLANTER CEYLON

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

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 country trade must keep

Salt

to suit their customers.

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

The Canada Salt Association
CLINTON, ONT.

BROOMS ...

**R
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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 " 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	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 00	

FRUITS.

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

FOOD.

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

HARDWARE, PAINTS AND OILS.

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

20 16 and 12 dy	2 65	
10 dy	2 70	
8 and 9 dy	2 75	
6 and 7 dy	2 90	
5 dy	3 10	
4 dy A P	3 10	
3 dy A P	3 50	
4 dy C P	3 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, 77 1/2 p. c. dis.		
Round-head brass, 72 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	0 09 1/2
Sisal	0 07	0 07 1/2
AXES—		
Per box	6 00	12 00
SHOT—		
Canadian, dis. 17 1/2 per cent.		
HINGES—		
Heavy T and strap	0 04 1/2	0 05
Screw, hook and strap	0 03 1/2	0 04
WHITE LEAD—Pure Association guarantee, ground in oil.		
25 lb. irons	0 04 1/2	
No. 1	0 04 1/2	
No. 2	0 04 1/2	
No. 3	0 04 1/2	
TURPENTINE—		
Selected packages, per gal.	0 39	0 41
LINSEED OIL—		
Raw, per gal	0 58	
Boiled, "	0 61	
GLUE—		
Common per lb	0 07 1/2	0 08

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	13 30	
" " 2	11 40	
" " 3	9 50	
Fibre Butter Tubs (30 lbs.)	3 80	
Nests of 3	2 85	
Keelers No. 4	7 00	
" " 5	7 00	
" " 6	6 00	
" " 7	5 00	
Milk Pans	2 65	
Wash Basins, flat bottoms	2 65	
" " round bottoms	2 50	
Handy Dish	2 25	
Water Closet Tanks	17 00	
Dish Pan, No. 1	7 60	
" " 2	6 20	
Barrel Covers and Trays	4 75	
Railroad or Factory Pails	4 75	

JAMS AND JELLIES.

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

LICORICE.

YOUNG & SMYLLIE'S LIST.		
5-lb. boxes, wood or paper, per lb.	\$0 40	
Fancy boxes (36 or 50 sticks) per box	1 25	
" Ringed " 5 lb. boxes, per lb.	0 40	
" Acme " Pellets, 5 lb. cans, per can.	2 00	
" Acme " Pellets, fancy boxes (40) per box	1 50	
Tar Licorice and Tolu Wafers, 5 lb. cans, per can	2 00	
Licorice Lozenges, 5 lb. glass jars	1 75	
" " 5 lb. cans	1 50	
" Purity " Licorice, 200 sticks	1 45	
" " 100 sticks	0 73	
Dulce, large cent sticks, 100 in box	0 75	

MINCE MEAT.

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

COLMAN'S OR KEEN'S.		
Square Tins—		
D. S. F., 1 lb. tins	per lb.	\$0 40
" " 1/2 lb. tins	"	0 42
" " 3/4 lb. tins	"	0 45
Round Tins—		
F. D., 1/2 lb. tins	0 25	
" " 1/4 lb. tins	0 27 1/2	
" " 1 lb. jars, per jar	0 75	
" " 1 lb.	0 25	
" " 4 lb. tins, decorated, pt.	0 80	
FRENCH MUSTARD.		
Crown Brand—(Greig & Co.)		
Pony size, per gross	9 00	
Small Med. " "	7 80	
Medium " "	10 80	
Large " "	12 00	
Spoon " "	18 00	
Mug " "	16 20	
Tumbler " "	12 00	
Cream Jug " "	21 00	

RICE, ETC.

Rice—	per lb.	per lb.
Standard " B "	0 03 1/2	0 03 1/2
Pina	0 03 1/2	0 03 1/2
Japan	0 05	0 05 1/2
Imperial Seeta	0 05 1/2	0 05 1/2
Extra Burma	0 03 1/2	0 04
Java Extra	0 06 1/2	0 06 3/4
Genuine Carolina	0 09 1/2	0 10
Grand Duke	0 06 1/2	0 06 1/2
Sago	0 03 1/2	0 05
Tapioca	0 03 1/2	0 05 1/2
Goathead (finest imported)	0 06 1/2	0 06 1/2

STARCH.

EDWARDSBURG STARCH CO., LTD.		
Laundry Starches—		
No. 1 White or Blue, cartoons	0 05 1/2	
Canada Laundry	0 04 1/2	
Silver Gloss, 6-lb. draw-lid boxes and fancy packages	0 07	
Silver Gloss, 6-lb. tin c-nisters	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 3/4	
Rice Starch—		
Edwardsburg No. 1 White, 1-lb. cartoons	0 09	
Edwardsburg No. 1 White or Blue, 4-lb. lumps	0 07 1/2	
THE BRANTFORD STARCH CO., LTD.		
Laundry Starches—		
Canada Laundry, boxes of 40 lbs.	0 04 1/2	
Finest Quality White Laundry—		
3 lb. cartoons, cases 36 lbs.	0 05 1/2	
Bbls, 175 lbs.	0 04 1/2	
Kegs, 100 lbs.	0 04 1/2	
Lily White Gloss—		
Kegs, extralarge crystals, 100 lbs.	0 06 1/2	
1 lb. fancy cartoons, cases 36 lbs.	0 07	
6 lb. draw-lid boxes, 8 in crate 48 lbs.	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	
Canadian Electric Starch—		
40 packages in case	3 00	

Culinary Starch—
Challenge Prepared Corn—
1 lb. pkgs., boxes 40 lbs. 0 06 1/2
No. 1 Pure Prepared Corn—
1 lb. pkgs., boxes 40 lbs. 0 07 1/4
KINGSFORD'S OSWEGO STARCH.



SILVER	(40-lb. boxes, 1-lb. pkgs.)	0 08 1/4
GLOSS	(12-lb. boxes, sliding covers)	0 08 1/4
PURE	(12-lb. boxes)	0 07 1/4
OSWEGO	(40-lb. boxes, 1-lb. packages)	0 07 1/4
CORN STARCH	(For puddings, custards, etc.)	0 07 1/4
ONTARIO	(38-lb. to 45-lb. boxes)	0 06 1/4
STARCH	(6 bundles)	0 06 1/4
STARCH IN	(Silver Gloss)	0 07 1/4
BARRELS	(Pure)	0 06 1/4
BROWN & POLSON'S CORNFLOUR		
1-lb packages		0 07
40-lb boxes		2 80

SUGAR.

Granulated	c. per lb.	0 04 1/2	0 04 1/2
Paris Lump, bbls and 100-lb. boxes		0 05 1/2	0 05 1/2
" " in 50 lb. boxes		0 05 1/2	0 05 1/2
Extra Ground, bbls, Icing		0 05 1/2	0 05 1/2
Powdered, bbls		0 05	0 05 1/2
Extra bright refined		3 75	3 85
Bright Yellow		3 40	0 03 1/2
Medium Yellow		3 30	0 03 1/2
Dark Yellow		0 03 1/2	0 03 1/2
Raw Demerara		0 03 1/2	0 03 1/2

SYRUPS AND MOLASSES.

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

SOAP.

Babbitt's "1776" Soap Powder	\$3 50
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1 Box Lot	5 00	
5 Box Lot	4 90	
Freight prepaid on 5 box lots.		
F. M. LAWRASON'S SOAPS.		
per box		
Wonderful, 100 bars	\$4 00	
Supreme, 100 bars	3 60	
Our Own Electric, 100 bars	2 00	
Sunflower, 100 bars	2 00	



BRANTFORD SOAP WORKS CO.		
per box		
Ivory Bar—		
3 lbs. and 2 6-16 lbs., 60 bars in box	\$3 30	
13 1/4 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**
GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

.. ODART'S SPECIALTIES ..

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

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

The Dry Goods Review



CLUBBING RATES

The Dry Goods Review and
The Canadian Grocer

\$3.00

Send for Samples.

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

THE DRY GOODS REVIEW

TORONTO

. . . . MONTREAL



N.B.—The old STANDARD BRAND of HORSESHOE CANNED SALMON still takes the lead, and affords the greatest satisfaction to both dealer and consumer, and for uniform excellence in quality and weight has no equal

EVERY CAN WARRANTED.

We are also packers of the well and favorably known brands of BEAVER, COLUMBIA and TIGER, all guaranteed prime Red fish.

ALL LIVE GROCERS KEEP THEM.

J. H. TODD & SON,

Victoria, B.C., Owners.

AGENTS—Geo. Stanway, Toronto,
Agent for Ontario.
" W. S. Goodhugh & Co., Montreal.
" Tees & Perse Winnipeg.

Walter Baker & Co. Limited,

The Largest Manufacturers of

PURE, HIGH GRADE

Cocoas and Chocolates

on this continent, have received

HIGHEST AWARDS

from the great

INDUSTRIAL and FOOD

**EXPOSITIONS
In Europe and America.**

CAUTION: In view of the many imitations of the labels and wrappers on our goods, consumers should make sure that our place of manufacture, namely, **Dorchester, Mass.,** is printed on each package.

SOLD BY GROCERS EVERYWHERE.

**WALTER BAKER & CO. LTD.
DORCHESTER, MASS.**

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N.Y.

What a trial will do.

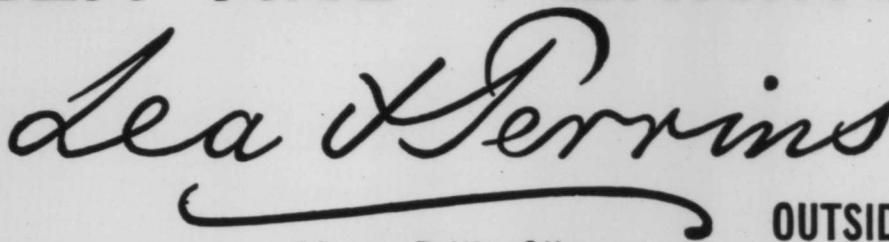
It will transform incredulity into enthusiasm. It will turn cautious samplers into liberal buyers. Hundreds of dealers who "shied" at **B.F.P. Cough Drops** before they knew them, are now the most enthusiastic patrons we have. Perhaps you are one of the few who have not yet made a trial? Better drop us a line now while you think of it.

TORONTO
BISCUIT &
CONFECTIONERY
CO. - - - TORONTO

B.F.P. Cough Drops

LEA AND PERRINS'

Observe
that the
SIGNATURE



Is now printed
in blue ink
diagonally
across the

OUTSIDE WRAPPER

Of every Bottle of the

Sold Wholesale by the Proprietors, Worcester;
Crosse & Blackwell, Limited, London;
and Export Oilmen generally.
RETAIL EVERYWHERE.

ORIGINAL . . .
WORCESTERSHIRE

SAUCE.

AGENTS—J. M. Douglas & Co., and Urquhart & Co. Montreal

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

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

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

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

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

COX'S GELATINE Always
Trustworthy.
ESTABLISHED 1725.

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D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N.B., and Montreal

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1 Toronto Street, TORONTO.

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

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'WELLINGTON'
KNIFE POLISH

The Original and only Genuine Preparation for
Cleaning Cutlery.

JOHN OAKEY & SONS, LIMITED,

Manufacturers of Emery, Black Lead, Emery and
Glass Cloths and Papers, etc.

Wellington Mills, London, England

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MONTREAL**