

# THE CANADIAN GROCER

VOL. XI

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No. 4

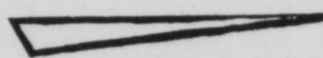
## SELL ONLY THE BEST!

In Competition with the World we have received the

**HIGHEST AWARDS MADE.**

These  
...substantiate  
...our claim that

# COLMAN'S



# MUSTARD

**IS THE BEST IN THE WORLD.**

HOLD YOUR TRADE BY SELLING THESE FAMOUS BRANDS

THE ONLY TEN CENT CIGAR

**PEEK  
FREAN  
& CO'S**

**BISCUITS  
AND  
CAKES.**

Have obtained great Celebrity for their  
→ **PURITY & EXCELLENCE** ←

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

VARISITY CIGAR 5c. THE BEST IN THE MARKET

TES-  
ALL THE LEADING WHOLESALE TRADE HANDLE SEAL OF NORTH CAROLINA SMOKING TOBACCOS  
NDOLPH  
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All the trouble and annoyance of making stock done away with by

## Armour's White Label Soup.

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

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

# Batty's



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

ALL WHOLESALERS  
HAVE THEM.

... EIGHT PRIZE MEDALS

Canadian Agents

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

... Montreal

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

McLAREN'S



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

## Kippered Herrings

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



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

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

**SALT HERRINGS IN KEGS. "CROWN" BRAND.**

All Selected Fish from the famed Aberdeen Fisheries.

For Sale by all Leading Grocers.

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



# Standard Goods THE Best to Handle

FOR  
**PURITY**

## Bi-Carbonate of Soda

FOR  
**STRENGTH**



TRADE MARK

This brand is always reliable.

Highest test 98.30% pure.

Made only  
by

The UNITED ALKALI CO., Ltd., Liverpool.

"New Process" Soda, finest on the market.



DON'T FORGET TO  
**ORDER**

..SOME OF..



## FRY'S CHOCOLATE AND COCOA

For Your New Year's Trade.

A FEW OF

### Lazenby's

Table Jellies  
Soup Squares  
Lucca Cream



The Lever Top Pickle

NO CORK  
NO LEAKAGE

Most Useful Jar When Empty.

### Leaders

Chow Chow  
Potted Meats  
Harvey Sauce

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

AGENTS

A. P. TIPPET & CO.  
MONTREAL and TORONTO

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

# The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

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

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

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

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

CRESCENT BRAND



**BRUNNER, MOND & CO., Ltd,**  
NORTHWICH, ENGLAND  
MANUFACTURERS OF

## BICARBONATE of SODA

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

### SODA CRYSTALS

Of the Finest Quality.  
In Barrels and Drums  
Orders for direct importation from  
the Wholesale Trade only.

WINN &amp; HOLLAND

MONTREAL

SOLE AGENTS FOR THE DOMINION OF CANADA

## GEM STOVE PASTE

EXCELS ALL OTHERS

For a Quick Shine  
A Lasting Polish

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

Sold by

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





“THERE ARE OTHERS”

. . . But none so good as . . .

MALLAWALLA



SPECIAL SCOTCH WHISKY.

*Cockburn & Co.*

ESTABLISHED 1796

*Leith & London.*

8 LIME STREET E.C.

Try—

COCKBURN'S SCOTCH WHISKY

Nothing Finer in the Market

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

J. & R. McLEA, Montreal

AGENTS FOR THE DOMINION



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

"CLEANLINESS IS NEXT TO GODLINESS"

## Good Tubs and Pails

are next to good washerwomen. To do good washing you require good utensils. **Hoopless, Seamless, Light, Tight, Indestructible.** There is only ONE ware possessing all these virtues. It is

**Indurated Fibreware Tubs,  
Pails, Pans, Dishes, etc.**

Sole Manufacturers

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

HULL MONTREAL TORONTO

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Special Agent

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**The Hilliard House, Rat Portage**

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

**EPPS'S COCOA**

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

**EPPS'S COCOAINE**  
or COCOA-NIB EXTRACT.

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

Special Agent, **C. E. OOLSON, MONTREAL**

**Smoked Hams**

**Smoked Rolls**

**Pure Lard**

UNSURPASSED IN QUALITY  
SAMPLE ORDER SOLICITED

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

Wholesale Pork Packers  
TORONTO

**Salt**

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

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

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

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

TRY A PACKAGE OF OUR "CLUB HOUSE"

A Perfect blend of the finest

**INDIA and CEYLON TEAS**

For which we are sole agents in America.

It will please your customers.

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

Wholesale Importers TORONTO 14 and 16 Mincing Lane

**BROOMS**

Three most reliable lines :

**ROSE, PANSY, THISTLE**

Do you sell them? If not, why not?

**MATCHES**

**Sovereign Brand**

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

**H. A. NELSON & SONS - Montreal and Toronto**

Have you tried

**"REINDEER BRAND"**

**Condensed Coffee?**

If you have, probably you can recommend it to your customers.



# Japan Teas

THE SHORTAGE IS  
8,000,000 Lbs.

Largely due to the Japanese Government prohibiting the picking of third growth leaf. This means higher prices and better grades.

We have watched the market closely and secured some exceedingly attractive lines, both in style and liquor—particularly liquor. Lines that we can strongly recommend to meet the requirements of the best trade, and

AT PRICES THAT LEAVE THE GROCER A HANDSOME MARGIN.

Have you considered the possibility of a duty being imposed on tea?

JOHN MOUAT, Northwest Representative, WINNIPEG.

## W. H. GILLARD & CO.

Wholesalers Only

...HAMILTON.



Keep up with the Times..

AND HANDLE GOODS  
THAT WILL SELL THEMSELVES

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

The Geo. Matthews Co. Ltd.

OTTAWA and PETERBOROUGH.



## FIT FOR THE QUEEN

Our condensed mince meat is a pure, clean and wholesome article fit for the very best tables. It pleases the most fastidious tastes just as it comes from the package, but is improved by the addition of a little cider or wine.

For mince pie, plum pudding, or fruit cake it is most delicious. Easily and quickly prepared.

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



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

# THE CANADIAN GROCER

Vol. XI. (Published Weekly)

MONTREAL AND TORONTO, JANUARY 22, 1897

(\$2.00 per Year) No. 4

## THE DEPARTMENT STORE.

By Samuel Hopkins Adams in Scribner's Magazine.

THE great collection of shops gathered together under one roof, conducted as a single organization, and known generically as the "department store," is in this country such a distinctly modern business and in so many ways characteristic of present-day methods, that it offers, perhaps, as good an example as could be selected to begin such a series as this. In many respects retail selling has been turned entirely topsy-turvy by the department store, and yet its influence extends beyond the retailer. Through the ability to consume great quantities of goods a new condition of affairs arises, in that a retail establishment is often able to buy larger quantities and at lower prices than the jobber who from time out of mind has been the go-between from manufacturer and retailer. Just now another step is being taken, the success of which is not yet clearly established. The great department stores are beginning to manufacture for themselves and in a large way. It is obvious that the establishments which can thus often break loose from the manufacturers and the jobbers must do a business of very great magnitude, when it is remembered that the figures all relate to transactions entirely retail.

Still the department store idea is by no means a new one, nor has it reached in this country its highest development. The great establishment in Paris, still pre-eminent of its kind, started in the smallest way in 1852, and to-day transacts a total business of \$30,000,000, or more than twice that of any American retail establishment. The greatest advance has been made since it has become strictly co-operative. Not a franc's worth of its stock is held outside of the people in the store, and the leadership of the business is invested in three persons selected from the heads of departments by the vote of the employees (i.e., shareholders), through an election held every three years. The cash paid to stockholders in their annual divi-

dends amounts to about 5 per cent. of the total sales, setting aside suitable sums for contingencies. As the capital stock is but four million dollars, an annual dividend of a million and a-half represents the great yearly profit of 40 per cent. on the capital.

With us the department stores have advanced fortunately in both the quality of the goods sold and the amount of the sales. The business of several amounts annually to from \$7,500,000 to \$15,000,000, and this, roughly speaking, is as much money as many a prosperous railway 1,000 miles long handles in a twelvemonth; one great store in the west carries a rent account of almost, if not quite, \$400,000 a year; the mail order business of another amounts to \$900,000 a year; a number of houses send to the homes of their customers more than 20,000 packages in a single day, while perhaps as many more are carried away in the hands of the shoppers. In the busiest days quite 100,000 persons have visited each of the very largest stores of New York, Philadelphia, Chicago and Brooklyn; one firm spends more than \$300,000 a year for advertising; and single departments in several stores sell more than \$2,000,000 worth of goods annually.

Just how the department store began and when it became an active factor in business, will probably never be accurately stated. The accepted theory of the starting of these great businesses (which now number in the United States nearly one thousand distinctly important houses), is that they sprang from the rivalry of important stores in cities which sold for the most part dry goods, or notions or similar staple commodities. Profits by competition on standard goods decreased, and the merchant, looking for new opportunities and larger fields, cast about him for means whereby he might enlarge his sales. Growth along the established lines seemed impracticable, and the more progressive stores began to reach out

for other lines of trade in which the opportunities for profit seemed greater.

The enlarging process went on gradually at first, for there was great opposition to it, not all inspired by the shops into whose businesses these innovations were cutting. The public viewed such a radical step with distrust. Conservative Philadelphia newspapers severely criticised a dry goods store in that city for going beyond its proper province in offering for sale a stock of umbrellas, parasols and canes, and quite a gale of criticism was stirred up over the matter, dying away in puffs of protest from the pulpits and plaintive epistles in the public prints. Meantime the stores continued to expand. Soon all of them had half a dozen distinct lines of stock and were reaching out eagerly for others offering golden opportunities. The department store was a fact, and between it and the shops whose specialties it had adopted for its own was declared the war that has been waging and increasing ever since.

With the revival of business following the Civil War, began an immense impetus to the department store. It became a giant of trade, a devouring monster, from the standpoint of the smaller establishments, from whose greed and rapacity no trade or profession was safe; until it finally arrived at its present proportions, and became a business world of itself. To-day, within those capacious stores can be bought orchestrons and tooth brushes, instruction on the bicycle and the latest patent liniments; while it is but a short trip from the photograph gallery with its "north light" to the hot-houses on the roofs. All the necessaries and most of the luxuries of life it supplies.

The modern department store, then, is a composition of many diverse stores. No one of these can be said to overshadow the others, although they are of various importance and weight in relation to the compact whole. Even the nucleus of the business has ceased to be the centre of importance in many cases, and one of the greatest stores contains a dozen

## THE RISING SUN STOVE POLISH

AND

## THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.



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

departments which bring it larger profits than the ready-made clothing stock from which the others branched. To one who has had experience in conducting a single line of business, the difficulties to be encountered in a composite establishment such as this will present themselves forcibly. It is obvious that to organize and conduct an enterprise which must do well with a hundred or more stocks (and one of the new great establishments counts over 400 carried regularly) purchased from all parts of the world and under all sorts of conditions, requires a higher degree of executive skill than to carry on an establishment involving the handling of but a single class of goods. But from the very nature of the department store, these businesses are in competition among themselves in a certain very definite sense. A constant rivalry exists between them as a result of the effort of each department to aggrandize itself, if necessary at the expense of the others. Here enters the personal equation; the strife on the part of the men who make up the body politic to push, each one, himself and his own concerns to the fore. Here too, works the law—nowhere more inexorably—of the survival of the fittest. Each little store within the great store must perform its part of the work of the organism or be crushed to the wall.

To reconcile all these different and emulous lines of trade, to carry them on under one method and principle, to centralize and distribute the product of the work with the best results for the entire organism and for each distinct part, in short to reduce these small worlds of trade to their least common denominator, is the problem which confronts the head of the firm.

Although nearly all the great business houses are made up of a number of partners, there is commonly one man who undertakes the control of the store organism. He is the real head. Typically he is the self-made man. The formula is familiar enough: Began at the bottom, rose to be a salesman, outstripped his fellows, business ability re-

cognized brought him to the pinnacle. This is the latter-day process where the store is already there for the aspiring youth to make his own; but many of our present merchants built up their own stores for themselves, bringing to the task qualities of mind and spirit with which the ability to estimate the value of a piece of silk or a pair of shoes has no more to do than has a capacity for deciphering obscure inscriptions. They won their battles because they had the courage and strength to grapple with enormous difficulties, and the judgment and insight to solve complicated problems.

Upon the ability of the actual head of the firm to secure men of capacity and to organize them into a compact whole depends largely the success of the department store—as for that matter does of course the success of other large mercantile enterprises. In an important respect the department store is quite different from most business houses where the ability and judgment of the higher assistants are of so much importance. In most branches of business the necessity of a firm's developing its own men is obvious, for those who add life and energy to a house are not as a rule to be purchased from other establishments by higher salaries or special inducements. The best of them do not lightly change their allegiance, and their own firms know their value and are willing to pay the price in one way or another. In important department stores the contrary is true; managers of departments are not generally promoted from the ranks or educated to these positions, but are drawn by offers of larger salaries or better opportunities from other establishments where they have attracted attention through their success. One reason for this is the fact that retail establishments cannot get the good timber to work upon which wholesale houses can easily secure. A boy of good family, who is ambitious, will avoid a position in a retail house; not unnaturally, he does not relish the idea of a life behind the counter; and

as one proprietor expressed it: "We get only the lower grade of boys, for the most part uneducated, and 90 per cent. of them incapable of doing work of a high grade."

A buyer whose department is ably managed can, and always does, command the highest pay. The enthusiasm of many of the most valuable men is stimulated by allowing them, in addition to their salaries, a percentage of the profits or of the increase in sales secured on the particular line of goods which they control in the store. This of course has the added merit of keeping their interests identified with that of their employers, and in the case of some departments which are unusually successful the bonus amounts to even more than the salary, and holds the manager on the quiver of effort and expectation. This plan has only proved successful with men of more character and ability than the average, for the reason that a narrow man will adopt a "penny-wise" policy, bad for the department and worse for the general business.

(To be continued in our next issue.)

## INVENTORY GOODS.

A correspondent of Business writes: In reply to "G. S., Hartford, Conn.," would say that I think that the idea advanced by D. A. Keister to inventory goods at cost is open to less objections than any other plan. The illustration that "G. S." has given does not, I think, offer any very serious argument against this method, as (to quote from the article of Mr. Keister referred to) "there can be no profit (or loss) until sold." Let us carry the real estate illustration a little further and suppose the dealer paid \$500 for the property, which he valued when he closed his books for the year at \$800, his books showing a profit of \$300 on the transaction.

He is forced the following spring to sell, and only realizes \$700. His books for this year will show a loss of \$100, while the facts of the case are he neither made nor lost the amount which his books show, while if he had inventoried the above at cost his books would have indicated the profit on the transaction \$200.

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# Natural, Clean Black Mixed TEA



## CIRCLE BRAND

Is packed in air-tight containers. Style entirely new.

LUCAS, STEELE & BRISTOL Wholesale Grocers HAMILTON

## Nonpareil Table Jellies

We have just received a large shipment containing the following flavors :

*Lemon*

*Orange*

*Pineapple*

*Raspberry*

*Madeira*

*Strawberry*

*Calves' Foot*

*Noyeau*

*Sherry*

*Champagne*

They are put up in boxes containing one dozen pints.

JAMES TURNER & CO., - HAMILTON



## Don't Believe

That MacLaren's Imperial Cheese is the best, just because we say so. Find out what others say—others who know what good cheese is. All competent judges will tell you the same thing, in just about so many words—

**MacLaren's Imperial Cheese is Perfect.**

**Labrador Herrings in Bbls.**

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

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

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

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

**T. KINNEAR & CO.**

49 Front St., East.

**A SECRET OF SUCCESS.**

"THE writer had the pleasure of a conversation not long ago with a retail grocer who does one of the largest businesses done by any country retailer in our knowledge," says a contributor to Grocery World. "Asked what he regarded as the secret of his success, he said that he had never, in all his experience of over 20 years as a retail grocer, offered a low price to a customer as an inducement to buy goods. Instead of this, he had incessantly talked quality, quality, quality. The price was often higher than goods which seemed the same could be gotten for elsewhere, but that made no difference. 'The best goods at a fair price' was this grocer's motto, and his sticking to it brought him success. He admitted that he had lost a considerable number of that class of customers to whom a cent saved was an object, regardless of quality, but he asserted, on the other hand, that he had gained many more of those who were well enough situated to ignore the price, but who did insist on high quality. When a grocer once gets a clientele of this class of customers—quality-seekers, not price-seekers—his success is assured, provided he knows how to treat customers when he gets them.

"In every community, no matter how small, there is a sufficient number of this class of customers to make it worth one grocer's while to search for them. Let him systematically lay plans to interest them. Let him send them judiciously-prepared advertising matter. If he gains one such customer in three months he is doing well. Four a year means several hundred dollars added to his yearly income.

"When one reflects upon the difference in self-respect between the grocer who paints his store a glaring red or blue, and starts out to slash prices right and left, securing the very poorest, least desirable trade, as compared with the high-class grocer who has the best trade in town, who knows that his word is respected and that he has the

confidence of every customer, it is strange that the ranks of the cutters are being so constantly augmented."

**MANITOBA WHEAT.**

Mr. William Whyte, superintendent of the western division of the Canadian Pacific Railway, who was in Montreal on business the other day, states that of the total amount of nineteen million bushels of wheat in the West at the opening of the season, he estimates that from 2,500,000 to 3,000,000 bushels are in the hands of the farmers west of Winnipeg, either in their own granaries or stored in elevators. Some of it will be held until later on, in the hope that export prices will improve. These figures do not include the wheat in the hands of the Lake of the Woods and the Ogilvie Milling Companies, which would bring the amount up to 5,000,000 bushels, nor is it inclusive of the 3,000,000 bushels required for seeding purposes and for food. Up to the close of navigation 7,500,000 bushels were moved east, including wheat and flour, and at the present time there are probably 21,250,000 bushels in the elevators at Fort William. The greater portion of this will probably remain there until navigation opens, unless export prices should advance enough to make it worth while shipping all-rail to the Atlantic seaports. Mr. Whyte thinks the prospects are good for a continuation of the present high prices in view of the small crops in Argentine, Russia and India.

**AN EVIDENCE OF BUSINESS.**

A well-known tobacconist of upper Broadway employs a novel and interesting method of advertising the extent of his business. Disposed in conspicuous positions about the store are square glass cases filled with what looks at first sight like a coarse mixture, but on closer examination proves to be cigar ends. The largest of the cases, of which there are three, is about two feet in height

by one in width and depth. The other two are about half that size. All the butts are the same size and clean cut, evidently by a cigar chopper. One who happened to be in the store the other day made inquiries into the nature, origin and uses of the collection. "All those cigar ends which you see," said the tobacconist, "belonged to cigars bought and lighted in this store. They represent the waste taken from the choppers every night. The collection has taken me 16 years to amass, and I value it very highly. I was offered \$100 for the contents of that large case the other day, but I refused it. Indeed, I would not sell my cigar ends for twice or thrice that sum, for not only are they interesting as a curiosity, but they are valuable as giving an indication of the extent of the business I am doing."—N. Y. Evening Sun.

**GREEN AND ROASTED COFFEE.**

To find the cost of roasted coffee look at the figure opposite the respective price you are to pay for green coffee.

Green Roasted	Green Roasted	Green Roasted
10c. .... 12½c.	15½c. .19c.	21c. .... 25½c.
10¼c. .... 12¾c.	15¾c. .19½c.	21¼c. .25¾c.
10½c. .... 13c.	16c. .... 19¾c.	21½c. .26c.
10¾c. .... 13½c.	16¼c. .20c.	21¾c. .26½c.
11c. .... 13¾c.	16½c. .20¼c.	22c. .... 26¾c.
11¼c. .... 14c.	16¾c. .20½c.	22¼c. .27c.
11½c. .... 14¼c.	17c. .... 20¾c.	22½c. .27½c.
11¾c. .... 14½c.	17¼c. .21c.	22¾c. .27¾c.
12c. .... 14¾c.	17½c. .21½c.	23c. .... 28c.
12¼c. .... 15c.	17¾c. .21¾c.	23¼c. .28½c.
12½c. .... 15½c.	18c. .... 22c.	23½c. .28¾c.
12¾c. .... 15¾c.	18¼c. .22½c.	23¾c. .29c.
13c. .... 16c.	18½c. .22¾c.	24c. .... 29½c.
13¼c. .... 16½c.	18¾c. .23c.	24¼c. .29¾c.
13½c. .... 16¾c.	19c. .... 23¼c.	24½c. .30c.
13¾c. .... 17c.	19¼c. .23½c.	24¾c. .30½c.
14c. .... 17¼c.	19½c. .23¾c.	25c. .... 30¾c.
14¼c. .... 17½c.	19¾c. .24c.	25¼c. .31c.
14½c. .... 17¾c.	20c. .... 24½c.	25½c. .31½c.
14¾c. .... 18c.	20¼c. .24¾c.	25¾c. .31¾c.
15c. .... 18½c.	20½c. .25c.	26c. .... 32c.
15¼c. .... 18¾c.	20¾c. .25½c.	

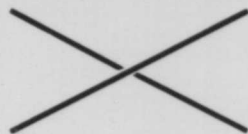
The above difference in price is based upon a shrinkage of 16 per cent. and ½c. per pound for roasting.—Retail Grocer's Advocate.



# Syrup

## Here is a "Snap"

We are quoting **Pure Sugar Syrup in Two-Gallon Pails** at less money than the same goods can be sold for in bulk. Only a limited quantity in stock. Order early.



The **DAVIDSON & HAY, Ltd.**

WHOLESALE GROCERS, - - - TORONTO.

Telephones 399 and 1399.

**What  
Shall  
Your  
Answer  
Be ?**

To suspect is human. Facts count not assurances. To convince is to satisfy, and to satisfy is to secure confidence. You can't change a customer's sense of taste.

What shall your answer be when they ask for Tillson's Roller Process Buckwheat Flour? Will you offer them something "just as good"? And if they hesitate are you willing to assure them on quality? Chances are they go away prepared to find fault and they usually find it. Suspicion creeps in to weaken confidence in you and your methods.

Roller Process Buckwheat Flour is the Flour of confidence—always. Pure—absolutely. White, Rich, Strong, Natural, Buckwheat Flavor. And customers ask for and demand it, because they know all this.

The Tillson Company Ltd.  
Tilsonburg, Ont.

From Manufacturer to  
Retailer Direct.

## Our Table Delicacies

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

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

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

**DELHI CANNING Co., DELHI, ONT.**



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## CURRANTS IN NEW YORK.

THE spot currant market has been somewhat unsettled for some time past, and the tendency has been in buyers' favor, notwithstanding the strong reports sent from Greece since early in December last regarding the situation there. The depression in the American market is said to be due to the arrival of a large quantity of stock on several steamers during the dullest time of the year, and also to the uncertainty felt as to the final result of the question of tariff raised by the action of the collector of Customs at San Francisco a year or more ago, which question is still pending in the United States courts.

It is intimated that the low prices quoted by some holders who had become discouraged over the dull condition of trade, or who believed that the final result of the question of imposing the duty on currants will be in the affirmative, have caused a speculative movement, ending, it is said, in a closer concentration of spot stocks. The transactions, however, are understood to have been conducted quietly, and the details have not been permitted as yet to come to the surface. The actual consuming demand has been and still continues to be slow. Rumors are current to the effect that the principal operators are keeping the market down with a view to shaking out the holdings of some of the remaining receivers, who are believed to be weak.

On the other hand, it is claimed that the currant market was never in a better position for an early and substantial advance. The latest mail advices from Greece say that the statistical position there is extremely strong. One hundred and five thousand tons have been shipped up to the close of 1896, leaving not more than 35,000 tons unsold, as against 60,000 tons at the corresponding date a year previous. The writer of the letter had been informed that stocks in all of the markets of consumption were much lighter at the beginning of this month than at the same time last year, and looked forward to an active and rising market during the coming spring. He was encouraged in this belief by the fact that the English markets already show signs of an upward movement.—N.Y. Journal of Commerce.

## A SHREWD GROCER.

The grocer was weighing some sugar for the woman in the dyed blue bonnet, when the man in the black frock coat and yellowish-white tie, who had been standing in the door for some minutes, came inside and laid a silver quarter on the counter.

"I picked it up on the floor, just at the edge of the steps," he said. "It must be

long to you. A quarter or a thousand dollars, sir—it is the principle of the thing that I look at. I want nothing that is not mine. There is the money."

The grocer laid a large forefinger on the quarter, and shoved it back across the counter.

"You put dot money in your pocket, mein friend," he said.

"But, sir, you or one of your clerks must have dropped it, and it rolled over there. My motto has always been——"

"I believe," said the grocer, "dot you yoost moved your family in dot house across the street dis morgen. Was it not so?"

"Yes, sir, I did, and it being convenient, we expect to do a good deal of tra——"

"You put dot quarter back in your pocket right away. Dot vos not mein quarter. You put him back in your pocket, und ven your vife come ofer vor dose groceries you vill remember dot my derms vos spod cash efery time."—Exchange.

## A SHOPKEEPER'S REFLECTION.

Under a tiny patch of cloud

We lead our little life,

And strange it is, though true as strange,  
Our joy lies most in strife.

For each man vies with brother man,  
And tries to undersell,  
He cares not how his brother fares  
As long as he does well.

And all the melody of life  
Through man's self-love is strained,  
Yet, though he tries to raise himself,  
His object is not gained.

For let a price be lowered there,  
It's lowered, too, next door,  
And he who hoped to "draw the crowd"  
Is worse off than before.

The rich man is not rich enough,  
But must invest his all  
In companies, which, if they rise,  
Secure his neighbor's fall.

Men who have passed some stiff exams.  
The law demands to-day,  
Find other men have tricked the law,  
And boldly led the way.

At one time trades could be defined,  
And then three shops might share  
The money spent at one place now,  
No need to go elsewhere.

It's high time that we realized  
Our methods are all bad!  
Thinking more of other men  
Would make this life less sad.

O! that in Christian England here  
This truth were understood;  
Man must be bound to fellow man  
In one true brotherhood.

—London Chemist and Druggist.

## BRITISH FOREIGN TRADE.

THE annual returns of British trade for the year 1896 are presented below.

They show a liberal increase in both imports and exports over the year 1895. For the whole year the imports reach the large figure of £441,807,000, as compared with £416,690,000 in 1895, the increase of £25,117,000 being equal to just 6 per cent. The exports of British products were valued at £239,922,000, the total for 1895 having been £225,890,000, and there was thus an increase of £14,032,000 or 6.2 per cent. The summary of imports and exports is as follows:

	TOTAL IMPORTS.	
	Twelve Months 1896.	Compared with 1895. Increase.
Animals, living.....	£10,438,699	£1,472,447
Food and drink—duty free.....	146,301,708	6,058,829
Food and drink—dutiable.....	25,693,706	635,000
Tobacco.....	4,370,670	1,016,751
Metals.....	20,464,786	1,808,744
Chemicals, dyestuffs and tanning substances....	6,784,845	226,032
Oils.....	8,446,709	334,859
Raw materials for textile manufactures.....	74,766,039	3,996,355
Raw materials for sundry industries.....	47,240,940	3,216,343
Manufactured articles..	81,250,453	5,649,260
Miscellaneous articles..	15,036,432	668,891
Parcel post.....	1,012,348	34,157
Total value.....	£441,807,335	£25,117,677
	Equals 6.0 per cent.	

	TOTAL EXPORTS.	
	Twelve Months 1896.	Compared with 1895. Increase.
Animals, living.....	£940,645	£147,348
Articles of food and drink.....	11,355,141	292,661
Raw materials.....	17,692,507	*606,040
Yarns and textile fabrics..	105,353,592	3,976,277
Metals and articles manufactured therefrom (except machinery).....	33,572,894	4,686,345
Machinery and mill work.....	17,036,899	1,886,377
Apparel and articles of personal use.....	10,473,345	1,166,215
Chemicals and chemical and medicinal preparations.....	8,243,601	*45,230
All other articles.....	33,583,916	2,196,508
Parcel post.....	1,669,669	331,738
Total home products.....	£239,922,209	£14,032,193
	Equals 6.2 per cent.	
Add reshipments of merchandise imports.....	56,466,465	*3,475,920
	Equals 5.8 per cent.	
Total exports.....	£296,388,674	£10,556,267
	Equals 3.7 per cent.	

\* Decrease.

## PORTAGE LA PRAIRIE'S MAYOR.

Edward Brown, of the firm of J. & E. Brown, general merchants, of Portage la Prairie, was on the 7th inst. elected mayor of that town over his opponent, Mr. H. S. Paterson, by a majority of 96. Portage la Prairie is to be congratulated. It is a good thing to have a business man for mayor.



# Successful Business Building.

Keeping the best and purest goods—goods that give satisfaction to the purchaser—is the way to build a successful grocery business. Most of a grocer's goods must stand the test of the family table—the most severe test possible. Poor goods often find a place on a grocers' shelf without him knowing it, and are slowly but surely killing his business. There is no excuse for carrying poor goods in the lines we handle. Every article we sell is the best we know of in its line. Their makers' names are their best guarantee.

## Tryphosa

A new Jelly Powder already flavored and sweetened. Only add boiling water to make a delicious dessert.  
Pint packages — assorted flavors.

## Hubbard's Rusks

A reputation of fifty years as the most nutritious and easily prepared food for infants and invalids. You should have them in stock.

## Bryant & May's Matches

The years of experience in building up a world-wide match trade—in making matches which strike easily, kindle easily, and burn steadily—are what count in making reliable matches. Housekeepers will use the "Tiger," and smokers the Wax Vestas, if you carry them.

Sole Agents for Canada

# ROBERT GREIG & Co., Montreal

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MAYOR.

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Portage la  
It is a good  
for mayor.

# Californian Evaporated Fruits

WE OFFER THE FOLLOWING AS A  
SAMPLE OF WHAT WE ARE DOING IN THIS LINE....

**Do  
You  
Handle  
  
LUDELLA  
CEYLON  
TEA ?**

Ex. Choice Peaches, 25-lb. boxes	-	@	10c.
Choice Peaches, 25-lb. boxes	-	"	7 1/2c.
" " 50-lb. boxes	-	"	7c.
" Apricots, 25-lb. boxes	-	"	10 1/2c.
" " bags	-	"	9 1/2c.
Prime " "	-	"	8c.
Egg Plums, 25-lb. boxes	-	"	5c.
" " bags	-	"	4c.
Choice Nectarines, 25-lb. boxes	-	"	9c.
" " bags	-	"	8c.

**H. P. ECKARDT & CO.,** WHOLESALE GROCERS, **Toronto.**



## Consider These Facts

In **THE "DIAMOND"**

we offer a really first-class powder at a low price—

one that has been tried and re-tried by thousands of Canadian housewives, and they all say :

"There's none better, not even at twice the money."

A customer once for Diamond Baking Powder is a customer always.

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

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



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# THE CANADIAN GROCER

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

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TRADE JOURNAL PUBLISHERS.

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### TRADE SITUATION IN CANADA.

THE trade situation in Canada is one that is attracting more than usual interest. The cause is primarily a two-fold one.

With the close of the presidential campaign in the United States and the election of the sound money candidate, Canadians, as well as the people more directly interested in that contest, looked for a substantial improvement in business.

For a time the conditions favored this anticipation. But a few weeks sufficed to dissipate these hopes. And for the past couple of months business on the other side of the line has been about as dull as it ever has been in the history of the country. This unsatisfactory condition of affairs has naturally made its impress on business matters in Canada.

Another trade deterrent is the revision of the tariff: While business men are in the dark as to what the nature of this revision will be, they naturally will neither make nor buy anything beyond what is necessary to satisfy their immediate requirements.

At the same time we are open to confess that in our judgment we are, as Canadians, crediting these factors with more influence than is really their province. They are undoubtedly obstacles in the way of the development of trade, but we add to them rather than detract from them by sitting down and folding our arms.

The trouble with us is that we spend too much of our time in bemoaning the adverse conditions and not enough in contemplating the favorable conditions and helping them along.

The most prosperous country in the world

to-day is Great Britain. Next in rank comes Canada.

In thus declaiming in regard to Canada we have full cognizance of the fact that business is by no means at that point that can be termed satisfactory. But at the same time THE CANADIAN GROCER does not hesitate to affirm that the commercial conditions in Canada to-day are more favorable than in any other country in the world with the one exception already cited.

Perhaps we have not even seen the worst of the obtaining quietude. But whether we have or not this fact seems patent: The great majority of those industries which are the basis of the trade and commerce of this country are expanding in at least a fairly satisfactory manner.

We have reference to the mining, fishing, lumbering, pulp, dairying and live stock industries. These are unquestionably growing. Our manufacturing industry is at the moment in a somewhat passive state, generally speaking, due to the depression in the United States and the contemplated changes in the tariff at home; yet even in this branch all the members are not in that condition. The flour milling, the agricultural implement, the bicycle manufacturing, and other lines of more or less importance, are all doing well.

Then there are the earnings of the railways. They are pretty good barometers as to the condition of a country's health commercially, and their readings are favorable. Another barometer is the statements of the chartered banks. No one can say but that they are, in the main, favorable.

Reference has hitherto only been made to our home trade. Turning to the export trade the conditions are again favorable, there being a steady expansion.

One thing, too, that must not be overlooked is the manner in which the manufacturers and merchants of the country carry on business. The development in this particular is undoubtedly in the right direction: Credits are being shortened, accounts more closely scrutinized, and business generally is being conducted more akin to business lines than ever before. The importance of this is too obvious to need explanation.

THE CANADIAN GROCER has no desire to ignore the fact that trade is quiet. Neither, on the other hand, has it a desire to see the situation viewed in a wrong light. And that is what we are too often doing. There are some clouds in the situation; but the sunshine predominates. Let us get into it and keep into it as much as possible. It will help the country, and pay us.

It is a pleasant thing to see England and her estranged daughter agree to arbitrate instead of fight.

### THE TRADE AND NAVIGATION RETURNS.

IT is seven months since the fiscal year 1895-96 closed, and yet the country is without the Trade and Navigation Returns for that period.

Seldom, if ever, have the returns been issued promptly, but this is the worst for some years at least.

Of all the blue books issued that appertaining to the foreign trade of the country is the most important. And yet, often when it comes to us the information it brings is robbed of value proportionate to the time that has elapsed between the close of the fiscal year and the time it is in the hands of the public.

The position of Canadians in this respect is humiliating. The people of Great Britain, the United States, and all countries of any importance, had in their hands detailed statements appertaining to the export and import trade of their respective countries long ago. But Canada, like a hungry boy at a feast waiting for his turn to come, is compelled to await the pleasure of sleep-charged civil servants for trade returns, while other countries have had and digested theirs months ago.

One would almost wish that the charge of "active partisanship" could be levied and proven against the Printing Bureau. If that cannot, however, incompetence evidently can.

If business is worth anything it is worth studying.

### CUTTING ON CONFECTIONERY.

ACCORDING to all accounts there has been some lively cutting in staple lines of confectionery this fall and winter. It was first started by American manufacturers, who succeeded in gathering in a lot of orders.

The ruling basis with local manufacturers has been 12½ less to percent. The Americans came in and offered goods at 9½c. net.

When this leaked out a leading Canadian manufacturer decided to go them one, and if necessary two and several times, better. A large stock was placed in the hands of a Montreal jobbing house with instructions to sell it under the American offers no matter what they were. Prices, therefore, are unsettled, for while wholesale grocers have the American stock that cost them 9½c. net, they find it difficult to dispose of it with the manufacturer above mentioned offering, through his jobber, goods for less money.

The merchant who would win must fight; but cutting prices is hitting below the belt.

10c.  
1/2c.  
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### THE PACKERS' ASSOCIATION.

THE annual meeting of the Canadian Packers' Association was held in Toronto on the 14th inst. President W. A. Ferguson was in the chair, and there was a good attendance.

President Ferguson, in his opening address, said: I am pleased to see such a manifest interest in our association as is apparent by the large number of gentlemen present. The success or failure of any association or company largely depends on its executive officers, and as this is my first year in office as president of the Canadian Packers' Association, I feel extremely anxious that our association should prosper under my presidentship, more particularly so, as I succeed a gentleman who held the position so long and satisfactorily to all concerned. I refer to our worthy friend, Mr. W. Boulter, and we probably owe to him, more than to anyone else, the existence of an association to-day.

I have called you together somewhat earlier than is usual to hold our annual meeting for two reasons: First, January is usually the quietest month in the year in our business. Secondly, that a full discussion of all matters pertaining to the canning business, past, present and future, might take place before we are committed to anything pertaining to the business of 1897.

You know, gentlemen, that in the past, when a reduction of the pack was recommended as the best remedy for existing evils, we found frequently that contracts had already been entered into for the coming season, and while the individual packers were with us and quite approved of the idea of shortening the acreage as a whole, they were not in a position to fall in line, and the outcome often was that we all went home resolved not to let any smart individual get the better of us, and at once set to work increasing our acreage, and contracts for cans, etc., that our better judgment told us was wrong, with the result that year by year we have produced more than the country required and more than we were able to hold, which, sooner or later, was placed on the market at a cut price, and seriously deranging business.

Some few years ago we could persuade the wholesale trade to help us carry the load by offering them "snaps," and get out of all difficulties in that way; but lately they seem to have such an aversion to canned goods "snaps" that I don't think you could persuade them that gold dollars in tin cans at 50c. on the dollar was a good thing to buy, and this condition of things, as far as the wholesalers are concerned, is likely to last for some years to come. And if you persist in growing and canning more than the country requires, you either must find

an outside market or carry your pack yourselves until wanted, or slaughter the goods at home, as most of us did last season. The only bright spot connected with the business of 1896 is that such a large portion of the pack has gone to consumers at less than cost. The small quantity now in your hands should net you a profit if judiciously marketed.

You who have experimented with outside markets know that the competition is about as keen abroad as at home; that inland freights are very much against us. Thus far the export trade has been an expensive experiment, and, so far as I can see, must continue to be so, until our freight rates have been greatly reduced. In regard to carrying our pack until wanted by the trade, this might possibly be done if all the packers would work harmoniously and honestly together, and go about it in a common-sense, business-like manner. But for a few individual canners to attempt this is madness. We have tried this. I blush when I think of the results of our several efforts, and, gentlemen, they were honest efforts, made by honest men. Human nature is human nature, always has been, and always will be until the end of time. Who can stand unmoved and see his opponents defeat the objects he has in view? In our last attempt to bolster up prices by holding goods until wanted, we had enemies within and without our camp. We had inducers, traders, seducers, reducers to contend with, and, gentlemen, is it to be wondered at that with such a combination of forces, we were finally forced to surrender to the reducers, whose captives we have been ever since. And now, gentlemen, as the reducers have proven that there is something in a name, would it not be well for us to join forces with them and reduce our product until such time as we can induce the trade to pay us a slight advance on cost of production?

The year 1896, just ended, has made a record for itself as a year of lowest prices, not only in canned goods, but on nearly all articles of commerce, which is satisfactory proof to me that the consuming public of Canada has little, if any, cause to complain about the abuses of monopolies that we sometimes hear about, and I question if this state of affairs can continue with safety much longer. Our reserve forces may be drawn on safely for a time, and the individual or company is fortunate indeed who has it on hand, but is it wise to exhaust it that you may be the survivor of the fittest? How do you know but what new methods, new capital and new men may spring up from the graves of your enemies and strike you down after you have survived the present pressure?

Let me briefly call your attention to a few

failures in the canning business in the last few years. Analyze, if you will, the effect it has had on new concerns starting up. Since 1885 we have had 25 failures, representing an estimated loss of capital of \$300,000. The factories were situated in various parts of Ontario and Quebec, and the heaviest failures were in the most favorable parts of Canada. What effect has it had towards preventing new canning factories from springing up? Any? No. The great difficulty seems to be that there are so many favorable locations for factories and so many ambitious towns and villages with enterprising citizens anxious to help the town they live in, that we will always have this difficulty to meet unless we can counteract it by diffusing a thorough knowledge of the real conditions of the canning business throughout the country. This is a matter to consider. Few men like to publish broadcast over the country that they are hard up, and it is a question if it is always wise to do so. We can trace the starting of most of the canning factories to two or three agitators who have been incompetent to hold a job for any length of time, but who have been wonderfully successful as promoters.

Gentlemen, can we not put those men to better use, is a question for consideration.

In conclusion, let me say that we all deplore the present condition of affairs in the canning business, that we know that there are four factories in Canada where there should be only one, that something should be done, and that at once, to place our business in a more healthy condition, and that a reduction of the output for 1897 should be attempted as a step in the right direction, and one that I very strongly recommend you to pursue, and I say, without hesitation, unless this is done you will waste your time, lose your capital and possibly your health, which is capital and which one should guard with zealous care.

Before closing, I desire to call your attention to the condition of the canning industry of our neighbors to the south of us, whose markets have been glutted for the last few years by over-production, and where cost of production ceased to be considered when a sale was in sight.

We have recently had a change in Government in this country, and the gentlemen who now preside over the affairs at Ottawa may revise the tariff, which may or may not affect us. (Who can tell?). We all know that any lowering of the tariff will aggravate the situation materially. This, to my mind, is another strong reason for a policy of extreme caution for 1897, and should be strictly adhered to by us as a body.

The address was first applauded and then discussed. The reference to the desirability of reducing the pack was warmly endorsed,

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and the formation of some scheme whereby the desideratum may be obtained.

The election of officers resulted as follows :

President—W. A. Ferguson.  
Vice-President—H. J. Matthews.  
Secretary-Treasurer—W. C. Breckinridge.  
Executive Committee—Messrs. W. Boulter, Matthews, Carson, Marshall and Innes.

### EXPORT APPLE TRADE.

THE apple market in England has improved a little according to the latest cables.

Shipments from this side of the Atlantic continue large, during the last five weeks the exports from all parts being on an average about 20,000 barrels weekly.

Total shipments up to the end of last week were 2,180,834 barrels compared with 555,820 barrels the same time a year ago, an increase of over 292 per cent.

Satisfactory, however, as the shipments are as far as quality is concerned, they are anything but satisfactory from a financial standpoint, the losses being heavy. Freight rates are on an average about 35c. per bbl. higher than a year ago, and this has not helped the exporter any.

Many a man has all his life stumbled along the Valley of Nonentity because he lacked the courage to climb the Highlands of Competition.

### CANADA'S TEA IMPORTS.

In an article which appeared in last week's issue, it was stated that Canada's imports of tea during 1895 aggregated 10,000,000 pounds. That this was only about one-half within the mark was probably recognized by everyone.

In round numbers our total exports were 20,600,000 pounds made up as follows: Japan alone, 9,081,915 pounds; black and green from Japan, 4,425,432; black and green from England, 6,190,324; India and Ceylon, direct, 491,010; Java and other countries, 369,672 pounds.

### JAPAN TEAS FOR THE STATES.

A little more interest in Japan tea has been taken in Toronto during the past week on account of fresh purchases having been made for shipment to the United States.

The CANADIAN GROCER knows of one lot of 375 packages that were taken for export to a point in New York State.

The cause of the demand from this quarter is, as has already been pointed out, the shortage of the Japan crop.

Advices received in Toronto within the last few days state that the supply of tea in

Japan is practically finished, and that a shortage of at least 6,000,000 pounds is assured. This means a shortage of about one-eighth compared with the quantity exported last year.

O'er much modesty in a maiden is pardonable, but o'er much of it in a merchant it worketh evil.

### PRUNES STRONG STATISTICALLY.

Reference has been made from time to time this fall to the strong position of the prune market. The course of events is bearing out the expectations set forth previously.

Stocks of French and Bordeaux are smaller than they were at the same time last year, and whereas last year there were considerable consignments of California and Oregon stock offering, this season there are none of the latter and very few of the former. Across the line the same strength, statistically, is shown in leading eastern and middle western centres. According to a recent report there were not over 75 cars all told of California prunes offering at New York, and the stock there is said to be smaller than has been known for many years at this season. At Chicago the stock in first hands recently was estimated at 50 cars.

Diligence may not keep adversity away sometimes, but it will prove the winner ultimately.

### HE WENT THROUGH THE ICE.

THE CANADIAN GROCER understands that since the New Year, what is termed a temperance league has been organized by the tea brokers in Toronto and all members of the wholesale trade who promised to touch, taste, nor handle not, that which "biteth like a serpent and stingeth like an adder."

Up to within a few days ago the league was gathering strength as fast as a snowball gathers size when rolled by sturdy youngsters. But now it is feared the opposite condition is being experienced. And all because of what is alleged by one member to have been an accident, and by others to have been a deep laid scheme to secure stimulants without forfeiting membership in the league.

The offending member holds a position of trust in a well-known wholesale house, and a few days ago, while skating on Toronto bay, by some means got through a hole in the ice. He says he fell through, but sundry members of the league declare he dipped his legs into the water in order that he might have an excuse for getting "something" as a preventative against a cold. And thus because of a few suspicious natures the league is threatened with dissolution.

### WANT A TEA DUTY.

THE CANADIAN GROCER had a chat with several tea dealers and others the other day in relation to the question of a duty on tea. Without exception everyone was in favor of the imposition of a duty.

Mr. Geoffrion, of L. Chaput, Fils & Cie., believed that a duty would be a good thing. With, say, a specific charge of 5c. per pound and the freight charges and other items, a buyer would think twice before he brought in a cheap, inferior tea which could not be jobbed low enough to catch the trade now demanding it. He was in favor of the retention of the present special discrimination against tea not imported direct in addition to the regular duty.

Mr. Ethier, of Laporte, Martin & Cie., said that his house would back up a tea duty. At present certain sections, of the province of Quebec more particularly, demanded the cheapest tea that they could get. It was his opinion that if a specific duty was imposed it would prevent or at least reduce the importations of the rubbishy article and in the end stop its consumption.

Mr. F. Hughes, of Caverhill, Hughes & Co., while not exactly antagonistic to a duty, did not think that it would have the effect desired. If it was desired to check or prevent the consumption of tea dust, the advocacy of a more rigid system of inspection would, in his opinion, best attain this end. There was tea sold in the province of Quebec at present that would not be passed by the inspector in New York or any other United States centre.

Mr. Ewing, of Morrow & Ewing, endorsed what had been said in favor of a duty and believed that it would have the effect of reducing, if not entirely stopping, the importation of the very low-grade stock now imported into Canada to meet the wants of a certain demand. He also was in favor of the discriminatory duty being retained against indirect importations.

Mr. Lindsay, of Kinloch, Lindsay & Co., who is one of the veterans of the trade, remembered the time when there was no 10 or 15c. tea consumed in Canada. This was when a heavy specific as well as ad valorem duty was proposed. He questioned if the average consumer keenly felt the slight extra cost then as compared with the cheap stuff he now consumed. In any event, the present saving was more than offset by the damage that his digestive organs suffered. For this reason he was in favor of a duty on tea, and if the Government were going to do something for the farmers, they would find a tea duty the quickest way of recouping the revenue for losses elsewhere.

### THE TARIFF COMMISSION.

THE Tariff Commission sat at Quebec on Monday and Tuesday, in the Harbor Office. The Ministers in attendance were Hon. Mr. Fielding, Hon. Mr. Paterson, Sir Richard Cartwright and Sir Henri Joly de Lotbiniere.

#### THE GROCERY TRADE.

Mr. Richard Turner, wholesale grocer, said he agreed with what the representatives of the dry goods trade had said about the way in which the trade was treated at the different points. With regard to gin, he said that here in Quebec he had paid a lower rate of duty than those in Montreal. There was also a difference in Hamilton, Toronto, Montreal and other cities from Quebec. He said that if a sample was sent to Ottawa, and proved there, that it should hold good over the whole Dominion. Gin was a standard article and did not vary in strength, although the difference was largely due to the temperature at which it was tested. They might have to pay more in Quebec than in Toronto on this account, and he thought they would see the justice of his claim. With regard to molasses, he said that it came in under a duty as a direct importation from the place of production. He contended that this was not so, because he had it on good authority that these goods, when they arrived at New York from the southern States, etc., were so manipulated as to lose a certain amount of their character, and then they had them in competition with molasses from the West Indies.

In answer to Mr. Paterson, he said they were reshipped from Boston, New York, etc. With regard to packages, Mr. Turner said they had to complain very much in regard to the duty upon them. After the article which was contained in them was used they were of no use; and they were thus really valueless. With regard to starch, he said that they could import starch for food at one and a half less than they could buy in this country, and he was opposed to the duty on that article, as he thought the manufacturers were fully protected.

Mr. Turner then referred to the question of the Customs selling smuggled whiskey in the open market. If he understood correctly, distillers were bound to keep whiskey in bond for two years. He was informed, however, that distillers kept their whiskey in steel tanks for two years. When the oil was withdrawn from the whiskey he did not see that keeping it for two years improved the quality. Smuggled whiskey was not always a marketable article, but it was sold without being matured, and it came into contact with those selling the good article.

He contended that it should be sold to the distillers or destroyed.

He next referred to the matter of smuggled tobacco, which was on the increase. He had, perhaps, more travelers on the road than any other firm, and they were complaining time and again about the amount of smuggled tobacco on the market. They had sent him samples of it. Those who smuggled the tobacco, after they had emptied the Canadian tobacco from the packages, substituted the American. He thought that the way to prevent it would be to appoint a qualified man to go around looking after the smuggled tobacco.

He was also in favor of a specific duty on teas, as it would tend in a great measure to keep out the inferior class of teas that now flooded the market.

Mr. Thomas Davidson, wholesale grocer, gave evidence as representing his own firm. As a wholesale grocer he had no desire that a special legislation should be promoted for the benefit of the grocery trade unless such could be proven to be of benefit to the whole. He felt it to be his duty to suggest changes which were certain to bring personal financial loss to himself and to the trade with which he had had a life-long connection, if it was for the general interests of the other class, and they required it. The interest of the many must ever prevail over those of the few. He had prepared a memorandum strongly recommending the reduction on rice, basing his conviction on the fact that rice paid a duty of \$1.25 per 100 lbs., of which only 30 per cent. went to revenue and apparently 95 to the manufacturers. He had learned, however, that 100 lbs. uncleaned rice produced only 66 lbs. cleaned, and that the revenue received 30 per cent. for 66 lbs. instead of 30 for 100 lbs, which was about 45 per cent., or nearly half-a-cent a pound. The protection on rice was, therefore, not so much as he believed, and in view of the many advantages which the present system possesses, such as the year's supply for the Dominion being bought by one firm at the very lowest ebb of the foreign market, and then sold to the trade in packages so suitable to the consumer—in as small packages as 12½ lbs.—and the fact that good, clean, wholesome rice, was being retailed all over the Dominion at 4c. per lb., and as the Chinese population contributed to the revenue in no other way, he felt bound to recommend if a reduction on this article was to be made that it would be of the slightest. Tea and sugar were articles which should contribute a large portion of the revenue. The low price at present made it a favorable time to increase the revenue from sugar by several millions,

which might be done by making the duty on raw sugar a cent a pound and of refined a cent and a half. This would give the refineries a protection of half a cent a pound, which, with freight, insurance and other importing charges, would be a fair margin.

Tea, he said, should pay a duty of, say, 15 or 20 per cent. ad valorem, which would make a large item of revenue, which would have the advantage of going wholly to the Government, and would not be seriously felt by the consumer.

#### FLOUR, GRAIN, PROVISIONS AND SEEDS.

Mr. G. Lemoine represented the views of the Quebec Board of Trade Committee on flour, grain, provisions and seeds. He said they were in favor of a reciprocity treaty between Canada and the United States on the natural products of the soil, the mines and fisheries. Until that treaty was accomplished they suggested that a certain duty on flour and wheat was opportune in the interests of the western farmer, although it was a heavy burden on the consumer in Quebec and the Maritime Provinces. These provinces raised very little wheat, and the consumption was, on an average, of from five to six barrels of flour per family. They would suggest that the duty be changed to an ad valorem duty, so as to be less oppressive to the poor consumer, who has to use an inferior grade of flour. They would suggest that an ad valorem duty of 10 or 15 per cent. and an equivalent duty be placed on wheat. They were in favor of corn being admitted free. The present duty on cornmeal might remain unchanged, as there were enough mills all through the country to grind the free corn. They did not think that it would be advisable to change the duties on pork and pork products. They were in favor of abolishing the 10 per cent. on clover and timothy seeds.

#### THE DUTY ON WINES.

Mr. A. Toussaint, of A. Toussaint & Co., stated that there were people who went into the manufacture of wine who were not experienced, and that they added ingredients which were injurious to the public health. As a result customers would not buy the Canadian wine, but went in for the imported. He was of opinion that a high tax should be imposed on the manufacture of the Canadian wines, so as to prevent these small manufacturers from entering into competition with the responsible manufacturer. He thought that it would be desirable to open an office where the Canadian wines could be examined at stated periods. For many years his firm had crossed over to Europe to make purchases, and from these visits they were able to make a careful study of the best process of manufacture. This study had enabled them to make wines with the grapes grown in Ontario, and the good re-

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sults which had met their efforts had encouraged them to submit this important question to the Government. In the best Canadian vineyards the grapes ripened very quickly, and did not possess enough alcoholic ingredients to guarantee the perfect preservation of the wines. This inferiority was prejudicial to the interest of the grower, and he asked that the duty be taken off the grapes which he had to import from foreign countries to bring the native grape up to a proper standard.

#### THE DUTY ON TOBACCO.

The firm of B. Houde & Co., tobacco manufacturers, was represented by Mr. Eric Genereux, manager. He said that the duty on leaf tobacco should be reduced, because Canada could not produce sufficient for the demands of the market. The imported leaf could not be blended with Canadian tobacco, because the quality of the latter was not good enough. He had seen it stated by a Montreal manufacturer that this could be done, but that same gentleman had spent thousands of dollars in trying to further the Canadian trade, but until such time as the Canadians grew better tobacco it could not be done. The climate was against its growth, and there were only one or two places in Canada where it might be grown to perfection. He asked that the duty be reduced on the leaf tobacco used for making snuff, as there was only one kind suitable for that purpose, and that was grown in Kentucky. He complained of the large quantities being smuggled into Canada at Beauce and St. John's River. He was in favor of a duty being imposed on the Canadian growth, as it would tend towards the cultivation of a better weed.

Mr. H. D. Barry, cigar manufacturer, objected to the duty being taken off tobacco.

#### THE DUTY ON CORKS.

Mr. J. J. Lavery, of the Beauport Brewing Co., asked that the duty on crown corks be removed, as they were protected in the States and could not be manufactured in this country unless a royalty was paid the patentees.

#### HAS GONE OUT OF BUSINESS.

A private cable received in Toronto this week announces that the Japan tea house of C. P. Low & Co., of Yokohama, has gone out of business, owing to heavy losses experienced during the past few years. A new company has, however, been formed. It is called the Eastern Japan Tea Trading Association, Ltd., with Mr. Low as manager. Mr. Twohey has been appointed general agent for the United States and Canada.

"We still are offering old values in Japans," say Lucas, Steele & Bristol. "Can duplicate any back orders."

#### HALIFAX TRADE GOSSIP.

**R**EALLY cold weather and snow have helped to stiffen trade somewhat, but the old complaint of "nothing doing" is still heard in the land. Despite the cry, there is about the usual volume of trade. Business cannot be gauged in Halifax today with what it was ten, fifteen or twenty years ago, although it seems to be on that principle some people base their estimates.

As noted last week, stocks of fish are light and in consequence a better feeling prevails. Large shipments continue to go forward and the enquiry is encouraging. Quotations, tol quol are: Dry cod, shore prime, \$2.50 to \$3.50; small bank, \$2.50 to \$2.75; large do., \$3 to \$3.25; haddock, Cape Breton, \$1.75 to \$2; hake, \$1.50 to \$1.75; pollock, \$1.50; Bay of Islands herring, No. 1, \$1.50; Labrador do., \$6; alewives, \$3.25; mackerel, No. 3, \$6; No. 2, \$9; No. 1, \$11; salmon, No. 1, \$17.50; No. 2, \$15.50; No. 3, \$13.

In breadstuffs there is the usual business doing. Dealers report prices well maintained, while jobbers are advertising cut prices. Hungarian patents are worth \$5.85 to \$6; Manitoba strong bakers', \$5.60 to \$5.70; Canadian pastry, \$5.10 to \$5.20; 75 per cent. roller patents, \$4.80 to \$4.90; 80 ditto, \$4.70 to \$4.85; 90 ditto, \$4.60 to \$4.70; straights, \$4.50 to \$4.60; extra, \$4.20 to \$4.30.

Produce is moving quietly. The last of the P. E. Island fleet has arrived, and potatoes are selling at 28 to 30c. per bushel, and oats at the same figures, from vessels in ordinary-sized lots: Nova Scotia potatoes are worth 5c. per bushel more than Island stocks.

The provision market shows no change. P. E. Island mess pork can be bought today at \$12, and sales have been made under that figure. American clear pork is quoted at \$14 and American mess at \$13.50.

Molasses is steady, although no big sales have been made of late. St. Croix is quoted at 27c., Porto Rico, 30 to 32c.; Trinidad, 27c.; Barbadoes, 31c.; Demerara, 39c.; St. Kitts, 25c.

The exportation of rabbits to the States has become quite a business. S. J. Hissex, of Annapolis, has already shipped 10,000 to New York and Boston markets.

The butter trade is quiet. Creamery prints and tubs are worth 21c., fall creamery 20c., summer creamery 18 to 19c. Rolled is lower and plentiful at 14 to 15½c.

Fresh eggs are rather plentiful at 19c. for Nova Scotia and 16 to 18c. for P. E. Island.

Cheese is firmer at 11c. cash.

#### A MERCHANT MARRIES.

The marriage of Miss Laura Ritchie, eldest daughter of Mr. and Mrs. R. W. Ritchie, of Orangeville, and Mr. W. G. Rowland, of the firm of Ritchie & Rowland, Shelburne, was solemnized by the Rev. A. Langford, president of the Toronto Conference of the Methodist Church, at the residence of the

bride's parents, "Maplehyrn," on Tuesday evening at five o'clock. Miss Ida May Ritchie, sister of the bride, acted as bridesmaid, while Mr. W. N. Brown was groomsmen. Miss Gertrude Ritchie played Mendelssohn's "Wedding March." The presents were beautiful and numerous, showing the esteem in which the bride was held in the hearts of her companions.

Mr. and Mrs. Rowland left on the eight o'clock train for Owen Sound, where they will spend a few days before returning home.

#### A MAN FROM MANITOBA.

Mr. Cecil R. Dixon, who represents Turner, Mackeand & Co., of Winnipeg, in Manitoba and the Northwest, his territory extending as far west as Revelstoke, has been visiting his friends in Toronto and the east during the past few days. Mr. Dixon has been traveling for the firm for about twelve years.

"I suppose you have witnessed a great change in Manitoba during the twelve years you have been on the road?" I remarked.

"Indeed I have," replied Mr. Dixon, as he settled down in a seat and pulled a cigar from his pocket and lit it. "And I'll tell you what it is, Manitoba is going through a state of prosperity such as the province never experienced before. This is due to the two last crops which we had. One gratifying feature is the fact that the business men of the country are getting down to a better financial basis. Next season we are looking for a large influx of population. There is a grand future in store for Manitoba and the Northwest, I can tell you. Business is increasing all the time."

#### LAUNCHED OUT FOR THEMSELVES

J. B. E. Poirier and Paul Ethier, who have come into prominence as active members of the Retail Grocery Clerks' Association, of Montreal, have embarked in business on their own account. They have the experience necessary for a successful career, and if they will follow THE GROCER'S advice, to deal honorably, buy cheap and aim not to do the largest business in Montreal, but the most profitable, they will win. They have many friends who wish them all prosperity.

Next week Lucas, Steele & Bristol hope to have their 4 and 5 bar "Circle" tea on the market.

Following tobaccos from Empire Tobacco Co. are now in stock with Lucas, Steele & Bristol: "Patriot," "Ensign," "Currency," "Something Good," "Magnolia," "St. Lawrence." They also have "Red Cross."

## EGGS IN NEW YORK.

THE yearly receipts of eggs to this market, together with the average price of Western, are shown by the following table:

Year.	Receipts.	Average price.
1896	2,594,992	15 1/2c.
1895	2,282,414	17 1/4c.
1894	2,379,215	16 1/2c.
1893	2,288,646	22 1/4c.
1892	2,157,259	20 1/2c.
1891	2,086,137	21 1/2c.
1890	2,063,120	18 1-6c.

From the above it will be seen that last year's arrivals were by far the largest ever received, while the average price for the year was the lowest recorded. The heavy receipts were due in a measure to the mild open weather during the winter in some producing sections—mainly south.

The range of prices for best stock by months for the entire year were as follows:

	Fresh West. Cents.	Fall Retrig. Cents.	Spring Refrig. Cents.	West. Lined. Cents.
Jan	14 1/4 to 25	11 to 19	10 to 18 1/2	12 to 18
Feb	11 to 15	8 to 10	8 to 10	8 to 12 1/2
March	11 to 11 1/4			
April	10 1/4 to 12 1/2			
May	9 1/2 to 12			
June	11 1/2 to 12 1/2			
July	12 to 13			
Aug	12 to 15			
Sept	15 to 18		14 to 15 1/2	
Oct	17 1/2 to 19		15 to 16	15 to 15 1/2
Nov	20 to 24	10 to 14	16 to 18	15 to 16
Dec	17 to 24	14 1/2 to 20	14 to 18	13 1/2 to 16

The mild December of 1895 caused a heavy production, which was held back by speculators until January, causing prices to steadily decline from 25c., first of the month, to 15c. at the close of the month.

February's receipts were very heavy, and prices kept low, closing at 11c.

March brought such large receipts that price kept from 11 to 11 1/4c.

During April so many eggs were put in storage that market worked up to 12c., but fell back under heavy accumulation to 10 1/4 to 10 1/2c. at the close.

Supply was so large during May that prices fell to 9 1/2 to 10c., and large quantities were forced into storage. Toward the close of month, however, advices had been so discouraging that shipments were checked, and market worked up to 11 1/2 to 12 1/2c. before the close.

In June prices ranged from 12 to 12 1/2c., dealers taking storage stock out as fast as possible without breaking prices or allowing them to advance.

Receipts were lighter in July, and prices averaged slightly better until near the close, when it eased back to 12 1/2c.

No material improvement was made until middle of August, when market gradually improved until 15c. was reached.

This was fairly sustained during Septem-

ber, market gradually improving, with 18c. reached.

During October stock sold from 17 1/2 to 19c. and during November 20 to 24c.

December brought freer receipts, and prices eased off to 17c. at the close.

This month there has been an increase in arrivals, and prices have steadily declined, closing unusually low.—N.Y. Journal of Commerce.

## HINTS TO BUYERS.

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

THE Toronto Coffee and Spice Co. is putting spices on the market in 1/4, 1/2, and 1-lb. metal-lined packages at only 2c. per lb. above the bulk price.

T. Kinneary & Co. have a carload of New Orleans molasses arriving in a few days.

Lady Charlotte, Knox's, Cox's and sheet gelatine in stock with the Davidson & Hay, Ltd.

The Eby Blain Co., Ltd., report the arrival of several lines of Ceylon, Young Hyson and Japan teas.

Clemes Bros. have in stock another carload of fancy "Date Palm" brand of California navel oranges.

W. H. Gillard & Co. are offering their "Diamond" baking powder to the trade at the price of the ordinary article.

T. Kinneary & Co. say that they have in stock a full line of different sizes of Griffin & Skelly's brand of California prunes.

Hubbard's rusks are standard food for infants and invalids. Robert Greig & Co. report a further shipment in these sizes just to hand; 1-lb., 2-lb. and 4-lb. tins.

The Davidson & Hay, Ltd., have in stock "Fancy Crystal" evaporated apricots and peaches, packed in 25-lb. boxes. They have also on hand a full range of California prunes.

The Eby Blain Co., Ltd. are offering a full cream cheese to retail at 10c. a package, "Anchor" brand. This cheese is put up with attractive labels in cartoons 1 doz., and boxes 2 doz.

## LATE ADVERTISEMENTS.

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

H. P. Eckardt & Co. are offering good values in canned salmon.

The F. F. Dalley Co. say that their self-rising flours are growing more into popular

favor than ever, and the sales so far this year have been phenomenal.

"Kolona" Ceylon tea has shown the largest sales last week since its introduction.

Robert Greig & Co. report a steadily growing demand for "Tryphosa," the new jelly powder.

H. P. Eckardt & Co. report a good demand for their "Ludella" Ceylon tea in lead packages.

The Davidson & Hay, Ltd. are offering this week a fine imported sardine, 1/4's, at a remarkably low figure.

The Davidson & Hay, Ltd. announce that they are quoting figs in mats, taps and 25-lb. boxes at exceptionally low prices.

The past year was the largest in the history of "Crown" brand extracts. The trade in these goods has multiplied many times.

T. A. Lytle & Co., manufacturers of vinegar, pickles, jams, jellies, marmalade and sauces, find that January trade is quite up to their expectations.

The Eby, Blain Co., Ltd., are making a special drive this month in California evaporated fruit, consisting of apricots, peaches, egg plums, silver prunes and pitted plums, in bags and boxes.

In Japan teas W. H. Gillard & Co. have a fine range, and in anticipation of the rising market and the possible imposition of a duty on teas, they ask the trade to compare their values with others.

## COMPULSORY HALF HOLIDAY.

A deputation representing the Lord's Day Alliance waited upon the Ontario Government on Tuesday afternoon to urge legislation for a compulsory half-day's holiday each week in all shops throughout the province.

The proposals submitted by the Alliance were as follows:

1. All shops shall be closed in each week on the afternoon of one working day at the hour of 1 o'clock, with such exceptions as are necessary in the public interest, such as the cases of drug stores and restaurants at all times, and butcher shops during the months of June, July, August and September.

2. In the absence of a municipal bylaw appointing another day the closing day shall be Saturday.

3. In each municipality the municipal council shall have power by bylaw to appoint another day instead of Saturday.

4. All shop assistants in excepted shops shall have a half-holiday from one o'clock on some working day of the week.

5. When a public holiday occurs in any week, it shall be sufficient to close shops on such holiday instead of the closing day.

6. All shops may remain open on the afternoon of the working day next preceding Christmas Day, New Year's Day, and other public holidays, although such working day may be the day appointed for closing.

7. All shops, except drug stores, shall be closed on Saturday evenings at nine o'clock.



**LAW AGAINST TRADE ABUSES.**

**A** BILL is now being introduced in Germany, which, if passed in the United States, would have some effect upon the methods of department stores.

The sketch of a bill against unfair competition was published some time ago by the Imperial Government, early publication being given it that there might be full time for discussion among those concerned.

It aims at a number of trade abuses which are indigenous to no particular country. In this country, however, only a few of the unfair means of competition as covered by the bill are deemed misdemeanors of sufficient magnitude to be punishable by law, by fine or imprisonment. What is proposed in Germany? The bill prescribes that a motion to put a stop to an advertisement which contains mis-statements as to price, mode of manufacture, etc., may be made by any tradesman or corporation engaged in a similar mercantile pursuit. Damages can also be claimed, and, if false statements have been made intentionally, a fine can be imposed. Upon a repetition of the offence the guilty party can be imprisoned.

Other abuses are treated by similar drastic measures. A merchant whose trade or credit is injured by statements of a competitor that are proved untrue can obtain damages, and, if guilty intent is found, the offender may be heavily fined. Another provision covers the same ground that our copyright laws do as to trade marks, with additional restrictions in regard to the use in any way of a name of a firm so as to cause evil. The bill also proposes to grant to the Federal Council the right of discussing the quantity of any particular commodity that shall be sold or offered, and that the same shall be indicated on the wrapper. Furthermore, a fine or imprisonment awaits him who unlawfully communicates any factory or business secrets; and to incite another to transgress against this regulation is also a punishable offence.—Retail Grocers' Advocate.

**YOUNG MEN, WORK.**

Bob Burdette rang the bell when he said: "There are young men who do not work, young men who make a living by sucking the end of a cane; whose entire mental development is insufficient to tell them which side of a postage stamp to lick; young men who can tie a necktie in eleven different knots and never lay a wrinkle in it, and then would get into a West Hill street car to go to Chicago; who can spend more money in a day than you can earn in a month, and who will go to the sheriff's to buy a postal card, and apply at the office of the street commissioner for a marriage license.

But the world is not proud of them. It does not know their name, even; it simply speaks of them as old Soanso's boys. Nobody likes them, nobody hates them; the great, busy world doesn't even know they are there, and at the great day of resurrection, if they do not appear at the sound of the trumpet, and they certainly will not unless somebody tells them what it is for and what to do, I don't think Gabriel will miss them or notice their absence, and they will not be sent for nor disturbed. Things will go on just as well without them."

**BOARDS OF TRADE.****WATERLOO BOARD.**

The Waterloo Board of Trade has elected these new officers: President, Mr. W. H. Riddell; vice-president, Mr. Jacob Stroh; secretary-treasurer, Mr. A. B. McBride. A banquet will be held.

**FREDERICTON BOARD.**

The Fredericton Board of Trade has elected the following officers for the present year: President, Wm. Lemont; vice-president, A. H. Randolf; secretary, James W. McCready; treasurer, C. F. Chestnut.

**TORONTO BOARD.**

Nominations took place at the Toronto Board of Trade on Tuesday. Four of the officers were elected by acclamation, viz.: President, Edward Gurney; first vice-president, Elias Rogers; second vice-president, A. E. Kemp; treasurer, D. W. Alexander.

These gentlemen were placed in nomination:

Council, fifteen members to be elected—William Christie, J. L. Spink, W. G. Gooderham, J. H. G. Hagarty, J. Carrick, J. Herbert Mason, Hugh Neilson, D. A. Rose, George Keith, E. B. Osler, W. D. Matthews, D. R. Wilkie, E. W. Cox, M. C. Ellis, Stapleton Caldecott, John Flett, J. F. Ellis and H. N. Baird.

Board of Arbitration, twelve members to be elected—Thomas Flynn, James Brandon, J. D. Laidlaw, George A. Chapman, William Cook, C. W. Baird, J. H. Sproule, Hedley Shaw, D. O. Ellis, R. S. Baird, Noel Marshall, J. E. Pearen (Brampton), C. Good, J. J. Higman and William Ross (Port Perry).

Representatives on the Harbor Commission, two to be elected—Thos. Davies, W. A. Geddes, Capt. Crangle, Wm. Galbraith, Alexander Nairn and R. W. Elliot.

Industrial Exhibition representatives, three to be elected—J. L. Coffee, Thomas H. Lee, Andrew Gunn, W. B. Hamilton and George A. Chapman.

The following gentlemen were appointed scrutineers of the vote to be taken on Tuesday, Jan. 26—Walter S. Lee, George McMurrich, C. B. Watts and H. C. Dixon.

**"NO PENNIES SHORT."**

**E**VERY reader of The Grocery World will be interested in learning how one grocer in Philadelphia, whose store is located near the centre of the city, succeeded in breaking some of his customers of a habit peculiar to the locality in which his place is situated. This grocer is a fairly progressive man, sells for cash only, and by his industry has built up a very good patronage in the neighborhood.

Not long ago his customers were surprised to see a large sign tacked upon the wall of his store, which contained the following in bold, black letters: "No Pennies Short." When questioned as to the meaning of the sign by a representative of The Grocery World, the grocer said:

"That means just what it says, no pennies short, I'll tell you why I put it up. Many of my customers used to come in here, and, after making a purchase, find that they were a few cents short of the amount they would buy. For instance, if two or three articles come to 84c., they would give me 80c., and say that they would pay the rest the next time they called. Now, I do a strictly cash business, buy for cash and sell my goods at a close margin, and the 3 or 4c. owing to me would often mean my profit. I also found that a great many took advantage of the fact that they owed me a few cents to try and start a credit account. Well, that's just what I didn't want, and I made up my mind to stop the 'penny-short' business at once. Even some of my best customers fell into this habit of giving short change, as you might call it. They would order goods to be sent to the house, and when the boy delivered them they would give him the amount less a few cents, and would tell the boy to say they would pay the amount the next time they called at the store. Well, they would forget about it, and I didn't like to say anything, and then sometimes I would forget it, and so the amount was lost. It seems a little thing, but in the course of a year it counts up, I tell you. Why, you wouldn't believe that I have saved nearly \$5 a week since I put up that sign. It's a fact, and I should have done it long ago. Little leaks sink the ship, you know, and you have got to watch the pennies if you want to make money these days.—H. F. G., in Grocery World.

**MUNRO & CO.'S FAILURE.**

The creditors of N. Munro & Co., grocers, Wellesley street, Toronto, met on Tuesday in the office of Geo. Clay. The statement showed liabilities of \$11,500 and assets under \$5,000. Mr. W. P. Munro, father of the insolvent, is the principal creditor. It was decided to wind up the business and sell the stock by tender.

# SPECIALISTS.

We have said enough about TEAS for some time, in our last ad. in THE CANADIAN GROCER.

Our tea trade is fully in proportion with the **MAGNITUDE** of our general grocery business.

Now that you know it, we will not weary you with **TEDIOUS** advertising on TEAS, TEAS and.....TEAS.

We can make a profit on anything we sell you, although our figures are the lowest current. It need not be TEAS, TEAS and.....TEAS.

We esteem your tea trade very much indeed, but appreciate none the less your orders for Groceries of any description and Wines of all kinds.

We don't proclaim that we make a **SPECIALTY** of TEAS, TEAS and .....TEAS, but we sell them all the same and sell them right. We sell more than many so-called tea Specialists.

We find that the country is invaded by those Specialists, who can talk nothing else but TEAS, TEAS and.....TEAS.

We have all more or less our "little experience" with Specialists, and can testify that as a rule they do not condescend to low figures. Tea is an article on which no comparison in value can be established without samples, but you need no samples to compare **THESE PRICES:**

250 doz. Batger's "Nonpareil" Table Jellies, $\frac{1}{2}$ pints, all flavors	-	-	\$0.50
Batty & Co's Crown Pickles, pints	-	-	2.75
<small>CASES OF 3 DOZ.      WHITE ONIONS, CHOW, MIXED.</small>			
Stephens' Mixed Pickles, pints, cases 3 doz.	-	-	1.50
MacUrquarht & Co. Worcestershire Sauce, $\frac{1}{2}$ pints, cases 3 doz.	-	-	1.75
Shrewsbury Tomato Ketchup, pints, cases 2 doz.	-	-	3.50

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**Hudon, Hebert & Cie.**  
MONTREAL.



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# MARKETS AND MARKET NOTES

## ONTARIO MARKETS. GROCERIES.

THE wholesale trade is by no means active, but it is gradually improving. Teas are still receiving the most attention, both from wholesalers and retailers. Sugar is quiet and the cutting of prices appears to be breaking out a little more vigorously again among the wholesalers. The outside sugar markets are a little easier. Wholesalers report a fair demand for green coffees. Canned goods are quiet, with the tone of the market in regard to tomatoes and peas stronger rather than otherwise. Currants in the primary market continue to gather strength. Other lines are quiet and uninteresting. In spices the feature is an easier feeling in regard to ginger and pepper in the primary market. Payments are on the whole fair.

### CANNED GOODS.

The packers at their meeting held a few days ago practically decided to curtail the output during the ensuing season. This has helped to strengthen the position. The packers are wisely not pushing their wares, believing that the next few months will see higher prices ruling for at least tomatoes and peas. The wholesalers share this belief with them, but they are not making any purchases. Some of the packers have advanced their views on tomatoes to 75c. per dozen. Canned salmon is quiet and unchanged. We quote standard brands as follows: Tomatoes, 70 to 75c.; corn,

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

### COFFEES.

The outside markets are quiet and steady. Locally there is a fairly good demand for green Rio coffees. We quote green in bags: Rio, 14 to 16c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 18 to 20c.; Jamaica, 19 to 22c.

### SYRUPS.

Quiet and unchanged. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

### MOLASSES.

The outside markets are a little lower on New Orleans molasses, particularly medium grades. Locally there is nothing

new to note. We quote: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

### SUGAR.

The sugar market is on the whole dull and easy. At the close of last week been advanced ¼d., but on Monday this gain was lost, and the cables reported the tendency of prices downward. In New York at the close of last week Nos. 1 and 2 refined advanced 1-16c., but on Tuesday all grades of hard sugar were reduced 1-8c. and Nos. 1 and 2 declined 1-16c. One of the Canadian refineries is trying to get an advance of 1-16c. on yellow sugars, but generally speaking prices are unchanged. Business, if anything, is a little better on country account, but the output is still light. Wholesalers' quotations for granulated are unchanged at 4 to 4.10c., and yellows range from 3.30 to 3.75c. per lb.

Willet & Gray's weekly summary of the statistical position shows stocks in the United States and Cuba together of 276,291 tons, against 269,918 tons last week and 229,692 tons last year, a plus of 46,599 tons over last year. Stocks in Europe, 2,315,900 tons, against 2,295,200 tons last week, and 2,275,951 tons last year. Total stocks of Europe and America, 2,592,191 tons, against 2,565,118 tons last week and 2,505,643 tons last year at the same uneven dates. The excess of stock is now 86,548 tons, against

## BUTTER Best White Spruce TUBS

We are booking orders for Spring delivery, at special rates.

Write us

**WALTER WOODS & CO.**  
HAMILTON

Brooms, Brushes, Paper,  
Twines

Grocers' Sundries

## MEADOW SWEET CHEESE . . .

Put up in 3½ and 7 oz. packages, and in 8½ oz. white pots. Stylishly packed. Quality unequalled. Quick seller, good profits and perfect satisfaction.

Address . . .

**Meadow Sweet Cheese Co.**

Box 2321, Montreal.

## INCREASE . . .

**117 PER CENT.**

OVER LAST YEAR.

## "SALADA"

CEYLON TEA

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

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

25 Front St. East - - TORONTO  
318 St. Paul St. - - MONTREAL  
15 Niagara St. - - - BUFFALO



Best for Wash Day. If your customers say

## SURPRISE SOAP

is the best Soap, the most economical to use, and want it, why don't you give it to them? most likely you do—it's business,

# It pays to do it!

Best for Every Day.

A satisfied customer brings you more money than one whose wants are ignored and overlooked.

### THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

#### BRANCHES—

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

an excess of 51,227 tons last week, and a deficiency of 6,733 tons December 31, 1896.

#### SPICES.

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

#### NUTS.

Sicily shelled almonds are a little firmer in the outside markets. Locally, there is nothing new to note in nuts of any kind. We quote: Brazil nuts, 11 to 12½c.; Valencia shelled almonds, 18 to 22c.; Tarragona almonds, 9½ to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12½c.; Marbot walnuts, 9½ to 11c.; Bordeaux walnuts, 8 to 9c.; Sicily filberts, 10c. for sacks and 10½ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12½c.; hickory nuts, \$1.50 to \$2 per bushel; Canadian walnuts, \$1 per bushel.

#### RICE, TAPIOCA, ETC.

Mail advices received in Toronto from Japan state that rice there has advanced equal to about ¼c. per lb. We quote: Rice, Standard "B," 3¾

to 3½c.; imported Japan, 5¼ to 5¾c.; tapioca, 3¼ to 4½c.; sago, 3½c.

#### TEAS.

There have been a few transactions in Japan teas during the past week in cases where holders were prepared to modify their views a little as to price. There have also been some transactions for shipment to the United States in these teas. Several lines of China black teas have been sold during the past week, the value shown being unusually good. Desirable green teas are scarce. Future shipments of these teas will be of late pickings, and will consequently be of poor quality. A fair trade is being done in Indian and Ceylon teas, chiefly in low grades. Ruling prices on the Toronto market to retailers are: Young Hyson, 21 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.

#### FOREIGN DRIED FRUITS.

Private cables from Patras indicate a continuance of firmness in the currant market. A cable received on Monday noted an advance of 1s. from the lowest point recently touched. This advance is probably the

same noted in last week's GROCER, as transactions are upon the basis of last week's advance. We quote: Provincials, 4¼ to 4¾c. in bbls.; fine Filiatras, in bbls., 4¼ to 4½c.; do, half-bbls., 4¼ to 4½c.; Patras, 5 to 5½c. in bbls., 5 to 5½c. in half-bbls., and 5 to 5½c. in cases; Vostizzas, cases, 7 to 8½c.

Valencia raisins are quiet and unchanged. We quote: Off-stalk, 5 to 5¼c.; fine off-stalk, 5¼ to 6c.; selected, 6¼ to 7c.; layers, 7¼ to 7½c.

Malaga raisins are in much the same uninteresting condition as before. We quote as follows: Blue baskets, \$2.25 to \$3.50; Dehesa clusters, \$3.50 to \$4; Non Plus Ultra, \$6; Imperial bunches, \$5.75 to \$6; Imperial Russian clusters, \$5 to \$5.50.

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

Figs are dull. Wholesale quotations are: 10 oz., 7½c.; 10 lb., 9 to 12c.; 18 lb., 11 to 13c.; 28 lb., 13 to 16c.; taps, 3¼ to 4½c.; natural, 4½c. in bags, and 7c. in boxes.

Dates are only receiving moderate attention. We quote 7 to 7½c. for Halloween and 6½ to 6¾c. for cheaper grades.

California evaporated fruits continue quiet,

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**BUTTER, EGGS & POULTRY**

*Quick Sales and Prompt Returns*

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

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

**Best**

Canadian Manufacturers & Importers . . .

**WINNIPEG**

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

**E. NICHOLSON**

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

JOBGING TRADE ONLY SUPPLIED.

**J. F. ROGERS**

16, 18 and 20 FRANCIS STREET TORONTO

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

Importer and dealer in best brands of

**English Sheeps' Casings**

AND

**American Hogs' Casings**

MANUFACTURER OF

**BOLOGNAS, ETC., ETC.**

Kettle-rendered Lard of best quality.

..Preservatives and Seasonings a specialty..

**Direct Importers**

ORANGES  
LEMONS  
DATES  
FIGS  
NUTS

**FRUIT**

You should **GET OUR PRICES** before placing your orders.

**CLEMES BROS., - Toronto**

but an improvement is looked for shortly. We quote: Peaches, 6 to 10½c. per lb., according to quality; apricots, 6½ to 15c.; pears, 5½ to 8½c.; egg plums, 5½ to 11c.; silver prunes, 5½ to 13½c. There is some of last season's fruit on the market.

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

**GREEN FRUIT.**

The green fruit trade is still enjoying its seasonable quietude. Both lemons and oranges are easier. Stocks of Almeria grapes are light, and it is not likely that further shipments will be brought on. Grape fruit is in good supply, but the demand is light. There is still an export demand for onions. Cranberries are dull. We quote: Oranges — Jamaicas, \$3.50 to \$3.75 per box; ditto, barrels, \$7; Valencias, ordinary, 420's, \$3.50 to \$4 per case; large, 420's, \$5 to \$5.25; 714's, \$4 to \$4.25 per case; Mexicans, \$3.25 to \$3.50 per box; California navels, \$3.75 to \$4. Lemons — Messinas and Palermos, \$2.25 to \$2.50 per box for choice to fancy; cocoanuts, \$3.75 a sack and 60c. per doz.; apples, \$1 to \$1.25 per bbl. for red fruit or greenings, and 75c. for ordinary; onions, \$1 per 80 lb. bag for Danvers and \$1 per crate for Spanish; cranberries, \$7 per bbl. for Jerseys; \$4 to \$5 for Canadians and Nova Scotians; cases, \$2 to \$2.50; bananas, \$1.50; Almeria grapes, \$5 to \$7.

**BUTTER AND CHEESE.**

**BUTTER**—There is no improvement. Receipts are perhaps not as heavy as they were, but they are still large, while the enquiry is poor. Choice butter is still a proportionately scarce article. We quote: Dairy butter—Tubs, 12 to 13c. for good to choice; low-grade to medium, 8 to 10c.; pails and crocks, 12 to 13c.; large rolls, 11 to 12c.; pound prints, 11 to 13c. Creamery—Tubs, 18 to 19c.; 1-lb., blocks, 18 to 20c., according to make.

**CHEESE**—The market is 1s. dearer in England, and the feeling locally is stronger in consequence. Some holders are asking as high as 11c. outside for late makes, but purchases can be made at 10 to 10½c. delivered. Locally the demand is light with late makes quoted in a jobbing way at 10½ to 11c.

**COUNTRY PRODUCE.**

**BEANS**—Dull and unchanged. We quote

**Bright & Johnston**

Wholesale Fruit Importers and Commission Merchants.

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

**MORROW & EWING**

General Commission Merchants

13 St. John St., MONTREAL

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

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

also have on hand full lines of

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

Samples and particulars on application.  
Wholesale supplied only.

**"SHIPPERS ATTENTION"**

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

**Rutherford, Marshall & Co.**

General Produce and Commission Merchants

62 FRONT ST. EAST - TORONTO.

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



ASK FOR  
**MOTT'S**

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

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

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

ALWAYS FRESH AND CRISP.

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

50 to 60c. for ordinary and 70 to 75c. per bushel for hand-picked.

**DRIED APPLES**—Are dull and jobbers are quoting 2c. for ordinary and 2½c. for selected stock.

**EVAPORATED APPLES** — Deliveries are more liberal, but the demand is light. Jobbers quote 3½ to 4c per lb.

**EGGS**—The market is easier. New laid eggs have been coming in more freely during the past week and fresh gathered are accumulating. The demand is good for new laid, but other kinds are not wanted. We quote: Lined, 13 to 14c.; fresh gathered, 15 to 16c.; new-laid, 17 to 18c.

**POTATOES**—The market is still dull. On track carload lots are quoted at 25 to 28c. and wagon loads are quoted at 35c.

**POULTRY**—Receipts are light, and as a result poultry is rather scarce. Prices are higher. We quote: Chickens, 30 to 60c. per pair; turkeys, 7 to 8c.; geese, 6 to 7c.; ducks, 50 to 70c.

**HONEY**—The demand is just moderate. We quote: Comb, 7 to 8c. for dark and 9 to 10c. for light; strained, 7 to 8c. per lb. for amber and 9c. for clover.

#### GRAIN, FLOUR, BREAKFAST FOODS.

**GRAIN** — Receipts are moderate. We quote: Wheat, 87 to 87½c. for white and 86 to 86½c. for red, and 67 to 68c. for goose; oats, 21½ to 23c.; peas, 43 to 44c.

**FLOUR**—Business continues quiet, with prices a little easier. We quote in carloads on track, Toronto: Manitoba patents, \$5.30; Manitoba strong bakers', \$4.90; Ontario patents, \$4.75 to \$5.15; straight roller, \$4.15, Toronto freights.

**BREAKFAST FOODS**—Only a moderate demand is being experienced. We quote: Standard oatmeal and rolled oats, \$3.15 in bags and \$3.25 in bbls.; rolled wheat, \$2.70 in 100-lb. bbls.; cornmeal, \$2.40 to \$2.50; split peas, \$3 to \$3.25; pot barley, \$3 to \$3.25.

#### FISH AND OYSTERS.

Trade in fish and oysters is still quiet. We quote: White fish 7½c.; trout, 7c.; pickerel, 6c. per lb.; haddies, 6c. per lb.; Labrador herring, \$4.50 to \$5 per bbl. and \$2.25 to \$2.50 per half-bbl.; boneless cod, 3½c. per lb.; pure cod, 6½ to 6¾c. per lb.; ciscoes, \$1.10 per 100.; haddock, 5c. per lb.; steak cod, 6c. per lb.; frozen herring, 4c.; frozen white fish and trout, 7c.; sea herring, \$1 to \$1.25 per 100; smelts, 7 to 10c. Oysters are quoted at \$1.25 for standards, and \$1.65 for New York counts.

#### PROVISIONS AND DRESSED HOGS.

The demand for provisions is still light. Deliveries of dressed hogs are liberal with prices easy. Packers are paying \$4 to \$4.50 for carload lots of heavy hogs, and \$5 for light weights.

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

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

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

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

#### SEEDS.

Alsike is moving a little more freely this week, but at prices a trifle lower than before. Only an occasional small lot of timothy is being offered. A few lots of red clover are being offered, but the quality is disappointing. We quote: Alsike, \$3 to \$4.50 per bushel for ordinary to choice and \$4.75 to \$5 for strictly fancy; timothy, \$1.10 to \$1.40 per bushel; red clover, \$3 to \$4.25 for strictly prime to choice, and \$4.50 to \$4.75 for seed free from mixtures.

#### SALT.

Business continues fairly good at unchanged prices. We quote at Toronto: In carload lots, \$1 per bbl. and 60c. per sack; in less than carload lots, \$1.05 per bbl. and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

#### PETROLEUM.

There is still a good trade being done. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19c.; Pratt's astral, 19c. in bulk.

#### MARKET NOTES.

Eggs are easier.

Sugar is easier in the outside markets. New York declined ¼c. on hard sugars.

Further lots of Japan tea have during the past week been taken for shipment to the United States.

A cable received by W. G. A. Lambe & Co. on Monday notes an advance of 1s. in currants at Patras.

A new brand of California navel oranges is being offered for the first time on the Toronto market. It is called the "Arlington Heights" brand.

#### QUEBEC MARKETS.

MONTREAL, JAN. 21, 1897.

#### GROCERIES.

THE week has not developed any radical change in the grocery market, business ruling quiet on the whole. Refiners have, it is claimed, shaded values on sugar in some cases in an endeavor to induce business, but with little result. Jobbing prices are unchanged, however. Syrups continue easy, while the firm feeling in molasses is unabated though demand is dull. Spices are held firm, and coffee and rice are as last noted. Jobbers have been

WE ARE  
PAYING  
CASH  
FOR

DRIED  
APPLES



W. B. BAYLEY & CO.  
EXPORT BROKERS  
46 FRONT ST. E. Toronto



SOME of Our Specialties...

Do You Sell Them ?

THEY ARE  
TRADE-BUILDERS.

Makes  
A Perfect Cup of Tea.

**KOLONA**

Ceylon Tea

Retails at 30, 40, 50, 60, 80c. per lb.

Gives the Retailer  
a Good Profit.

ECONOMICAL AND REFRESHING

**"Crushed"** Java and  
Mocha

**Coffee**

(XTR)

Reduced to 20c. per lb.  
Tins 25 and 50 lbs.

EVERY TIN GUARANTEED

**"Anchor"** brand  
**Salmon**

The finest Sockeye Salmon  
packed.

A Grand  
25c. RETAILER

**Gold Medal**

Ceylon Tea

The finest Tea for the money  
in the market.

Cases 50 lbs. blk. and mxd.,  
19c.  
Lbs. only.

Retails  
AT 10c. PACKAGE.

**"Anchor"** brand  
**CREAM CHEESE**

Handsomely put up.  
The finest goods in  
the market.

The **EBY, BLAIN CO.** Ltd.

Wholesale Importing  
and Manufacturing Grocers

Toronto, = Canada.

placing import orders for teas, but the distributive demand is not active. Dried fruits are quiet on the whole, and stocks in jobbers' hands are extremely light. So much so in fact that they have been compelled to purchase additional supplies to meet the small orders which they are receiving. Small sizes of California prunes have been received during the week, but they have not affected values on the larger sizes. Currants are cabled firm, but there is sufficient stock to go round here, and no immediate change is looked for. Canned goods continue as they were, and there has been no change in fish or produce of a quotable kind except the advance in cheese and butter.

## SUGAR.

There has been little change in the sugar market during the week except a somewhat easier feeling manifested at the refineries owing to the difficulty of inducing demand. On this account it is claimed that prices have been shaded to jobbers, but the spot basis is unchanged at 4 to 4 $\frac{1}{8}$ c. for granulated and 3 $\frac{1}{4}$  to 3 $\frac{3}{4}$ c. for yellows, as to grade. In New York the raw sugar market has been quiet, while the position on refined is reported easier.

## SYRUPS.

Demand for syrup continues of a limited character, although prices are low. Sales are confined to the merest hand-to-mouth lots at 22 to 35c., as to grade.

## MOLASSES.

The firm feeling in molasses continues, and, with diminishing stocks, values are reasonably certain of appreciation. Demand is not brisk this week, but the fact does not cause sellers any anxiety, as they feel certain that all the stock they have will be wanted before next spring. We quote Barbadoes 30 to 31c., as to quantity.

## RICE.

There has been no change in the rice market. Business rules quiet but prices are firmly held. We quote: Crystal Japan, \$5 to \$5.25; standard B., \$3.70; Patna, \$4.75 to \$5.25; Carolina, \$6.75 to \$7.75, and Java, \$4 to \$4.25.

## SPICES.

The spice market continues firm and no fresh supplies could be replaced for the same money. In a jobbing way we quote: Pure black pepper, 10c.; pure white, 15c.; pure Jamaica ginger, 20c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do., best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 60 to 90c.

## COFFEE.

There is a quiet feeling in coffee, demand being confined to actual wants. Values generally are steady. We quote: Rio, 15 $\frac{1}{2}$  to 17c.; Santos, 16 $\frac{1}{2}$  to 17c.; Mara-

caibo, 18 to 20 $\frac{1}{2}$ c.; Java, 24 to 26c., and Mocha, 24 to 26c.

## TEAS.

The tea market has shown more activity recently, import orders having been placed for Ceylons to a considerable quantity, and the same applies to Japans. In a jobbing way trade is not particularly brisk. We quote: Young Hysons, 13 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 12 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 21c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for higher grades.

## DRIED FRUIT.

There has been enquiry lately from jobbers for Valencia raisins, but they find it

difficult to secure any except at an advance cost. As a result values are very firmly held on what little fruit there is remaining in jobbers' hands here. We quote: Ordinary off-stalk, 5 $\frac{1}{4}$  to 5 $\frac{1}{2}$ c.; fine, 5 $\frac{3}{4}$  to 6c.; selected, 6 $\frac{1}{4}$  to 6 $\frac{1}{2}$ c., and layers, 6 $\frac{3}{4}$  to 7c.

California raisins point upward, as holders on the Coast will not concede a fraction. We quote: 2-crown, 6 $\frac{1}{2}$ c.; 3-crown, 7 to 7 $\frac{1}{2}$ c., and 4-crown, 8 to 8 $\frac{1}{2}$ c.

Loose Malaga muscatels range from 7 to 7 $\frac{1}{2}$ c. for medium to 8 to 8 $\frac{1}{2}$ c. for high grades.

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

The firm feeling in currants abroad has not affected spot values. We quote: Provincials, bbls., 4c.; half-bbls., 4 $\frac{1}{4}$ c.;

## Leonard Bros.

Wholesale Fish Merchants

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

Ask your wholesale grocer for

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

We are also putting up . . . .

New Haddies, Kippers and Yarmouth Bloaters.

## AS GOLD IS TO SILVER

SO ARE

## Golden Haddies

To all other brands of canned haddies. The fish are Cured, Smoked and Canned immediately after being caught, thereby retaining their rich flavor and bright GOLDEN color. When you buy "Golden" Haddies you get a full pound can.

## NORTHROP &amp; CO.

Packers' Agents.

St. John, N.B.

## ENAMELLED MEASURES

In  $\frac{1}{2}$  pt., 1 pt., 1 qt., 2 qt. and 1 gal. sizes.

GOVERNMENT STAMPED



Superior

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

The McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER

## MARSHALL'S

Saratoga Potato

CHIPS.

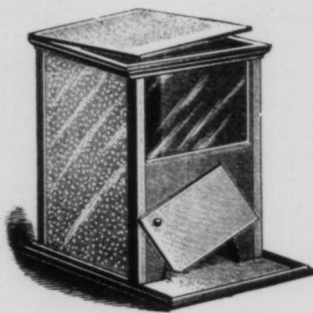
Grocers sell them.

Manufactured by . . .

JOHN E. MARSHALL

118 Commercial St., Boston.

D. H. RENNOLDSON, Agent in Montreal.





**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; J. Hunter White, St. John, N.B.; H. F. Baker, Halifax, N. S.; W. H. C. BURNETT, General Western Manager, 509 Masonic Temple, Chicago, Ill. **J. W. BEARDSLEY'S SONS, New York, U.S.A.**

**VINEGARS**

Made under Government Supervision. Absolutely pure.

**BADGEROW  
SCOTT & CO.**

79 and 81  
JARVIS ST.  
TORONTO.

**APPLES**

**FOR EXPORT.**

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

**DAWSON & CO.**

32 WEST MARKET STREET

TORONTO.

Correspondence 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.

**A Luxury**

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

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

**F. W. Fearman  
HAMILTON**

cases, 4 3/4 c.; half-cases, 4 1/2 c.; Filiatras, ditto; Patras, 5 1/2 to 6c., and Vostizzas, 6 1/2 to 8c.

There has been a fair enquiry for prunes. Some offers of California stock were made this week, but at firm prices. We quote: French, 5 to 15c., as to grade; Austrian, 6 to 8c., and Californias, 10 to 11c. for 40 to 50's.; 9 to 10c. for 50 to 60's.; 8 to 9c. for 60 to 70's.; 7 to 8c. for 70 to 80's., and 6 1/2 c. for 90 to 100's.

Figs continue quiet and unchanged at 9 1/2 to 11c.

Dates are steady under a fair enquiry at 5 to 5 1/2 c.

Evaporated California fruits are unchanged. We quote: Evaporated peaches, 11 to 12c.; pears, 9 1/2 to 12c.; apricots, 14 to 17c., and prunes, 8 to 12c. as to brand.

**NUTS.**

There has been little doing in nuts. We quote: Valencia shelled almonds, 18 to 19c.; Tarragona almonds, 10 to 10 1/2 c.; filberts, 9 to 9 1/2 c.; pecans, 8 to 12c.; peanuts, 7 to 9c.; Grenoble walnuts, 11 to 12 1/2 c.; shelled walnuts, 18 to 20c.; shelled peanuts, 9 to 10c.; cocoanuts, \$5 per 100.

**CANNED GOODS.**

Both tomatoes and peaches continue firm, as noted last week. Otherwise there is nothing to report. We quote: Tomatoes, 75 to 80c.; corn, 65 to 75c.; peas, 70 to 90c.; beans, 70c. up; peaches, \$2.75 to \$3 for 3's, \$1.75 to \$2 for 2's; raspberries, \$1.40 to \$2; strawberries, \$1.80 to \$2.45, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 85 to 90c.; gallons, \$1.55 to \$1.65; pumpkins, 75 to 85c.; salmon, "Horseshoe," \$1.40 to \$1.45; "Clover Leaf," \$1.35; "Lion," \$1.37 1/2 to \$1.40; Lowe Inlet, \$1.30, in tall tins; cohoes, \$1.20; canned mackerel, \$1.25; Canadian canned beef, 1's, \$1.20 to \$1.25; 2's, \$2.15 to \$2.25; 6's, \$6.75 to \$7; 14's, \$14 to \$15; lobsters, \$10 per case; French sardines, \$10.25 to \$11 extra brands; ordinary brands, \$8 to \$9; Canadian brands, \$4.25.

**FISH.**

There has been little improvement in the fish market since last report, business, on

**It Has No Equal**

**BROCK'S BIRD SEED**



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

It pays to handle such goods.

**NICHOLSON & BROCK - TORONTO**

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

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

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

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

When you want . . .

**Long Clear Bacon**

or any other cured meats  
write us for prices.

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

70 & 72 Front St., East  
TORONTO

**S. K. MOYER,**

COMMISSION MERCHANT

Wholesale Dealer in . . .

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

76 COLBORNE ST.,  
TORONTO, ONT.

**Pure Lard...  
Smoked Meats**

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

Prices right. . . .

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

PORK PACKERS,  
TORONTO

**ORANGES**

Special Fancy California Washington Navels. Fancy New Valencias.

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

**HUGH WALKER & SON**

GUELPH, ONT.

the whole, being lifeless, while receipts of fresh fish have been rather in excess of the demand. We quote as follows: Labrador herrings, \$4.75 per bbl.; No. 1 N.S., \$3.75 to \$4 per bbl., and \$2.25 to \$2.35 per half-bbl.; No. 1 draft green cod, \$5 to \$5.25; No. 1 do., \$4.50; No. 2, \$3.35 to \$3.50; No. 1 green haddock, \$3.50; No. 1 Lake trout, \$3.90 to \$4 per keg; No. 1 white fish, \$5 per barrel; small Labrador salmon, \$12.50 to \$13; No. 1 B. C., \$6 per half-bbl., and \$12 per bbl. to arrive; No. 1 halibut, \$7.50 to \$8 per bbl.; tongues and sounds, \$7.50, and salt eels, 4½ to 5c. per lb. Fresh tommycod, \$1.25 to \$1.40 per bbl.; haddock, ¾ to ¾c.; frozen salmon, 11 to 12c.; halibut, 8c., and Manitoba pickerel, whitefish and trout, 6½c. per lb.; smoked haddies, 6 to 7c.; Yarmouth and Bay bloaters, 90c. per box; kippered herrings, \$1.30 to \$1.50; ciscoes, 75c. per basket of 100 fish, and medium smoked herring, 10 to 11c. per lb. Dried cod, \$4 per cwt.; pollock, \$1.90 to \$2 per 100 lbs.; skinless cod, \$4.50 to \$5.25 per 100 lbs.; boneless cod, 5½c. per lb., and fish, 3c. per lb. Malpeques, \$5 to \$5.50 per bbl.; Buctouche, \$4.50 to \$5; Miramachi, \$3 to \$3.50, and ordinary, \$2.50 per bbl.

#### GREEN FRUIT.

There has been little change in green fruit, and business during the week is extremely quiet. Jamaica oranges continue scarce and firm, while low offers on Valentias do not tempt buyers to any extent. We quote: California oranges, \$4 to \$4.50 per box; Florida oranges, \$5 to \$5.50 per box; Jamaica oranges, \$7.50 to \$8 per bbl.; Valencia oranges, \$3.50 to \$3.75 per box; lemons, \$2 to \$2.75 per box, and \$5 per chest; cranberries, \$2.50 to \$5 per bbl.; Spanish onions, 85c. per crate; Malaga grapes, \$7.50 to \$8.

#### APPLES.

The apple market continues quiet and unchanged under a moderate demand. We quote: No. 1, 90c. to \$1.40; No. 2, 40 to 85c.

#### DRIED APPLES.

There is no improvement in these, prices ruling easy at 3 to ¾c. in small lots and 2½ to 3c. in a large way. Evaporated apples are quiet at ¾ to 4¼c.

#### COUNTRY PRODUCE.

EGGS—The demand for eggs is limited and the market continues quiet and steady. Montreal limed and choice candled stock are selling at 14 to 14½c., Western limed at 13 to 13½c., and held fresh at 12 to 12½c. per dozen.

BEANS—In beans business is of a small jobbing character and prices are unchanged at 90 to 95c., with car lots offering at 80 to 85c.

POTATOES—The market for potatoes is quiet but steady at 35 to 40c. per bag in car lots, and 45 to 50c. in a small way.

POULTRY—There is no improvement in the poultry market, business being quiet and prices steady. The receipts of choice spring chickens and geese are light and well enquired for. Turkeys are selling at 8 to 8½c., spring chickens at 6½ to 7c., frozen stock at 3 to 5½c.; geese, choice, at 6 to 7c.; frozen, old, at 5 to 5½c., and ducks at 7½ to 8c. per lb.

#### PROVISIONS.

The provision market shows no signs of life, the demand being still of a hand-to-mouth character at about steady prices. New packed Canadian pork, \$11 to \$12; old at \$10 to \$10.50 per bbl.; pure Canadian lard, in pails, at 6½ to 7c., and compound, refined, at 5¼ to 5½c. per lb.; hams, 9 to 10c., and bacon, 8½ to 9½c. per lb. There was a good demand for light weight hogs, and as the offerings of these are small prices are firmly held at \$5.25 per 100 lbs. in car lots, and at \$5.50 to \$5.75 in a jobbing way. On the other hand heavy hogs are plentiful, and a further decline in prices has taken place, with recent sales of car lots at \$4.60 to \$4.75 per 100 lbs., and in a jobbing way at \$4.90 to \$5.

#### FLOUR, AND MEAL.

The situation of the flour market is unchanged, business being very quiet and millers and dealers do not look for much improvement until sleighing throughout the country sets in. We quote: Winter wheat patents at \$4.65 to \$4.85; straight rollers, \$4.25 to \$4.40; and in bags, \$2.10 to \$2.15. Manitoba spring wheat, patents, \$5.10 to \$5.30; and strong bakers', \$4.50 to \$5.

The demand for meal is principally in small lots, and the market, on the whole, is quiet and easy, in fact, holders would shade present prices for car lots. We quote: Rolled oats at \$3.30 to \$3.40 per barrel and at \$1.65 to \$1.70 per bag.

There was no change in feed, sales being slow at \$9.50 to \$10 per ton for Manitoba bran, including bags, and at \$9 to \$9.25 for Ontario in bulk.

#### HAY.

The tone of the hay market was quiet and steady at \$10.25 to \$10.50 for No. 1, and at \$9 to \$9.25 for No. 2 per ton, in car lots.

#### CHEESE AND BUTTER.

Cheese has stiffened sharply since last week under an active export demand which has reduced the stocks here to very small dimensions. To-day no finest white cheese is obtainable under 11¼c. an advance of ½ to ¾c. over this time last week, while 10¾ to 10⅞c. is asked for colored.

Butter also is extremely firm, as both ex-

port and local enquiry has been good, while supplies of finest are light. None is available under 19½c., but the stock of under grades is in excess of the demand, and prices range down to 18c. in consequence.

#### MONTREAL NOTES.

The last direct shipment of Valencia raisins for Canada arrived at New York last week ex Cidonia.

Cables on raw beet sugar from London to-day were 1½d. lower, and granulated has declined ¼c. in New York.

It is reported that local jobbers have placed import orders for Ceylon teas during the past week to the extent of 6,000 packages.

Receipts of the smaller sizes of California prunes arrived this week. They are now being offered by the jobbing trade at 6½c. for 90s. to 100s.

Last week we quoted in these notes net cast prices for Singapore and black pepper. The former should have read 5d., not 5c., and the latter 3d., not 3c.

The Pabst Brewing Company, of Milwaukee, have opened a branch brewery in Canada for the convenience of the trade. The increasing demand for their lager forced them to take this step.

A small consignment of Valencia raisins was offered on this market this week. It was taken by jobbers at 5½c. for the selected off-stalk, and 6 to 6¼c. for the 4-crown layers net cash Montreal.

#### NEW BRUNSWICK MARKETS.

##### OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., Jan. 21, 1897.

THE little snow we have lately had, and the colder weather, have aided business; but this is at best a quiet season. There is still great need for more snow to aid our lumbermen. Export business via St. John has been large this month. The English steamers have had large cargoes. The merchants complain that collections are slow. Flour has ruled rather lower, but the decline is looked upon as only temporary. Cream of tartar is rather higher. In lobsters, the packing season has commenced. No doubt, owing to the high prices obtained this season, every effort will be made to make the pack a large one. The demand for frozen fish keeps quiet, and arrivals are small. As an example of the mild weather we have had, it might be noted that a car of apples went from Kentville, N.S., to Charlottetown without a heated car, and arrived without injury from frost.

OIL—Market remains as last week. Movement in burning oil is limited, while in

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# The Man Who Won

Who was the man?

# Jamieson

What was the product?

# Biscuits

How was it done?

By . . .

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

# Jamieson's Biscuits

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

Sold by all Grocers

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OTTAWA

# Heinz's Pickles

sauces, etc., add a pleasant piquancy to a meal, that multiplies many fold the pleasure of eating it.

### POPULAR SPECIALTIES

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



MEDALS--  
PARIS  
CHICAGO  
ANTWERP  
ATLANTA, Etc.

The GENUINE  
always bear this  
Keystone trade-mark.

lubricating the movement has not yet commenced. But it is to this line that dealers are turning their attention, and travelers are active, endeavoring to make contracts. We quote: Best American, 19½c.; best Canadian, 18¼c.; prime, 16c.

**SALT**—The last Liverpool steamer had 2,498 sacks salt. There is also a vessel with about 6,000 bags daily expected. Outside points, to which shipments are made, are well supplied for some time to come, and the demand is quiet, so that a quantity of that arriving will have to be put in store. There is no doubt salt could be bought low, to be shipped direct from the sailing vessel when she arrives. We quote: Coarse, 48 to 50c.; factory-filled, 90c. to \$1; 5-lb. bags in bbls., \$3.25; 10-lb. bags, in bbls., \$3; butter and cheese salt, bulk, \$2.60 to \$2.65 per bbl.; 20-lb. wood boxes, 20c.; 10-lb. wood boxes, 12c.; cartoons, \$2 per case of 2 doz.; Canadian fine, \$1.

**CANNED GOODS**—There is among the wholesale dealers a feeling to advance prices slightly, particularly tomatoes. It also looks as if peas would command higher figures. Corn shows no change. It might also be said there are no lobsters. Salmon seem plentiful, but there is no demand. It is rather early for oysters. Fruits have a rather better movement, but in all lines there is very little sale. Retailers continue to sell corn, peas and tomatoes low. We quote: Corn, 65 to 70c.; peas, 75 to 80c.; tomatoes, 75 to 80c.; gallon apples, \$1.80 to \$1.90; corned beef,

Canadian, \$2.25 to \$2.35; American, 2-lb. tins, \$2.40 to \$2.50; 1-lb. tins, \$1.30 to \$1.50; oysters, 2's, \$2 to \$2.20; 1's, \$1.34 to \$1.45; peaches, 3's, Canadian, \$2.75 to \$3; 2's, \$1.90 to \$2; pineapples, \$2.25 to \$2.75; salmon, \$1.30 to \$1.40; lobsters, \$2.20; haddies, \$1.25 to \$1.30; clams, \$5 for 4 doz.; chowder, \$2.60 to \$2.75 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1 per doz.; kippered herring, \$1.10 per doz.; American peaches, 3's, \$2.25.

**GREEN FRUIT**—In apples there is no movement, both retail and wholesale dealers reporting trade dull. Advices from the English market are rather better. In oranges, Valencias remain low, though there is a little firmer feeling. No change in price, is, however, expected. A few West India oranges arrived by last direct steamer, but not enough to affect the market. Very few California and fewer Floridas are here. In lemons there is no change. Grapes are about out of the market. We do not quote them this week. The dull sale for cranberries still continues. Lettuce is now to be seen. We quote: Lemons, \$3 to \$4; Valencia oranges, \$3.25 to \$4 per case; California oranges, \$4.50 to \$5; apples, \$1 to \$1.50 per bbl.; cranberries, Cape Cod, \$5 to \$6 per bbl.; bog cranberries, native, \$3 to \$5; pines, \$1.50 per doz.

**DRIED FRUIT**—Another car of California raisins was sold here this week, this making two since the first of the year. As the price is high it is doubtful if this market will take any more this season. The Valencias have given even poorer satisfaction, so that the California raisin has strengthened its

hold upon the market. The importation of California raisins this year to St. John has been about 9 cars. It would have been more but for the high price. Onions are higher with light stocks, but red onions will not bring within 75 cents the price of yellow, and will not sell freely at any price. Dates have quite a demand. There is still no demand for California dried and evaporated fruit. All prunes are dull. We quote: Valencias raisins, 5 to 6c.; layers, 6¼ to 7c.; California 3-crown L.M., 7½ to 7¾c.; 4-crown, 8¼ to 9c.; London layers, \$1.75 to \$2.00; currants, cases, 4¼ to 5c.; bbls., 4¼ to 4½c.; cartoons, cleaned, 7½ to 7¾c.; bulk, cleaned, 6 to 6½c.; prunes, 5½ to 6c.; California, 6 to 10c.; dates, 4½ to 5c.; dried apples, 3 to 3½c.; evaporated apples, 4¼ to 5c.; onions, \$2.25 to \$2.50.

**DAIRY PRODUCE**—Butter is dull. The market is crowded with poor stock, which will not sell. This affects the demand and price for better grade. Case eggs show lighter demand, and price tends easier. Grocers prefer to pay higher prices for henery stock. Cheese is small stock here, and everything points to higher prices. The local market is, however, not a large one. We quote: Dairy butter, 16 to 18c.; creamery, tubs, 20c.; prints, 20 to 22c. Cheese, 10½c. Eggs, 17 to 18c.

**SUGAR**—There is a fair movement, but prices are disappointing, and profits light. There is quite a proportion of Montreal sugars coming into this market. We quote: Granulated, 4 to 4½c.; yellows, 3¼ to 3½c.; Paris lump, 5¼ to 6c.; powdered, 5¼ to 6c.

**MOLASSES**—There is little new to say. New Orleans continues to arrive and gives good satisfaction. Stocks of all grades are light. Prices are firmer. New molasses is looked for early this season. It is not expected price will rule high. The sale of syrup in this market this winter is light. We quote: Barbadoes, 27 to 28c.; Porto Rico, 28 to 32c.; New Orleans, bbls., 26 to 28c.; Antigua, 25 to 26c.; syrup, 36 to 38c.

**FISH**—The arrivals in all lines are light, even frozen fish. It is thought Lent coming so late will hurt the fish market. We this week quote fresh trout. They come here from Quebec. They are not allowed to be caught in New Brunswick at this season. Lobsters arrive more freely, but are small. Frozen cod are quoted rather lower. Herring show no change. Frozen herring show a great difference in quality. Smoked herring are rather firmer, with bloaters dull and kippered scarce. Frozen pollock are offered low, but seem to have little sale. Smelt are quite plentiful, but prices have ruled low this season. Pickled herring and dry cod show no change. We quote: Large cod, \$3.25 to \$3.50; medium, \$2.75 to \$3; pollock, \$1.20 to \$1.25; bay herring, \$1.35 to \$1.40 per half-bbl.; smoked, 6 to 7c.; shad, half-bbl., \$5 to \$5.50; boneless, 2½ to 8c.; frozen herring, 60 to 70c. per 100; bloaters, 60 to 70c. per box; kippered, 90 to \$1 per box; Barrington herring, \$3 to \$3.25 per bbl.; Shelburne, \$3.50 per bbl. Frozen cod, 2 to 2¼c. per lb.; pollock, 1¼c.

**PROVISIONS**—There is a fair trade doing. One of our curers of hams and bacon has a splendid trade with the neighboring States, getting regularly large orders from Boston. Lard shows no change, with good stock here. While barreled beef tends higher, there is no local change in price. Pork is low. Smoked meats are dull for the season. We quote: Clear pork, \$13.50 to \$14; mess, \$13 to \$13.50; plate beef, \$12 to \$13; hams, 10 to 11c.; rolls, 7½ to 8c.; pure lard, tubs, 7½ to 8c.; compound, 6½ to 7c.

**FLOUR, FEED AND MEAL**—Flour is rather lower, but chiefly Manitoba, which has ranged rather higher in proportion than Ontario. Ontario ground Manitoba flour is giving good satisfaction here, and is sold about 15c. under the Manitoba price. This cannot be said of all Ontario ground Manitobas, as many brands have no sale here. There is but little change in Ontario flour. Low grades are of small sale, and in strong bakers' there is no sale. Oatmeal remains easy, with but moderate sale. Oats are easy and move slowly. Cornmeal is again marked lower. This very much affects the sale of other feeds. Beans are low, and no upward movement at present. Barley is quite a little higher, but our merchants have made little change yet. We quote: Manitoba flour, \$5.60 to \$5.70; best Ontario, \$5 to \$5.10; medium, \$4.70 to \$4.80; oatmeal, \$3.50 to \$3.60; cornmeal, \$1.80 to \$1.90; middlings, \$14 to \$15; bran, \$13.50 to \$14; oats, 32 to 35c.; hay, \$11 to \$12; barley, \$3 to \$3.10; round peas, \$1.10; split peas, \$3.10 to \$3.25; beans, hand-picked, 95 to \$1; prime, 90 to 95c.; yellow eye beans, \$1.25 to \$1.50; yellow buckwheat meal, \$1.20 to \$1.25; grey, \$1.65 to \$1.75.

#### ST. JOHN NOTES.

Barker & Co., retail grocers, who already have a branch at Moncton, have opened one

in Chatham. Mr. Barker's motto is rush sales.

A train of thirteen cars of beef passed through St. John for Halifax this week.

I. J. Hesse, of Laurencetown, has this season shipped 10,000 rabbits. This is somewhat of a new industry.

Middleton merchants have taken a step in the right direction, having decided to close their stores at 6 o'clock three nights a week.

L. D. Shaffner has purchased the share of B. D. Neily in the firm of Neily & Kinney, Bridgetown, the name of the firm being changed to Shaffner & Kinney.

The Exhibition Association have decided to hold the regular Exhibition this fall as usual. We hope for the usual good support from our Upper Canadian friends.

Connor Bros., Black's Harbor, this week made a shipment of scallops to Bauld, Gibson & Co., Halifax. The sardines, clams, scallops, chowder and haddies packed by Connor Bros. have more than local reputation, finding a large demand from the west.

Chas. D. McAlpine, of St. John, has gone to the West Indies and will also visit some of the South American cities with the intention of publishing directories. He is also interested in the trade relations between the West Indies and the Maritime Provinces.

THE GROCER wishes to correct its remark about the time to be allowed the trustees to close the business of the late firm of Robinson & Co. The trustees are to close the business out as soon as possible to the best advantage, which at the longest is expected not to cover but a few months.

The 26th annual statement of the Merchants Bank of P.E. Island shows that half-yearly dividends at 8 per cent. per annum were paid during the year, and \$10,000 transferred to rest account. The paid-up capital is \$200,020, and the rest \$50,000. Net profit for the year, \$20,194.43; notes in circulation, \$92,772. Total assets, \$484,533.68.

The wholesale grocery business carried on by the late Vincent S. White, and which since his death has been carried on by the estate, is now being conducted under the style of Vincent S. White & Co. Mr. John Moore, who has been the successful manager of the business for a number of years, has been admitted a partner. This firm is extensively connected with the lumber interests of our provinces.

The fruit growers of Nova Scotia have about decided to take the following steps for their protection: To form a company with, say, \$50,000 capital. They will erect warehouses at right centres for proper storage. They will be able to control ship-

ments, that they may be made at right times. The quantity of apples to ship will enable them to get right rates of freight and to secure properly fitted steamers to ship in. They will also appoint agents in the English market for the exclusive handling of their shipments. It is thought that in having the exports controlled in this way and in doing away with so many middle men, to make the results to growers much more satisfactory than in the past.

#### VERY DIFFERENT.

He fixed a steely glare on the grocer and began:

"I bought a chicken of you, after asking you if it was a spring chicken and being informed by you that it was. It was so tough that it turned the edge of the carving knife."

"I did not tell you that it was a spring chicken," said the grocer. "You picked the fowl up and asked me if that was what I called a spring chicken, and I said it was what I called a spring chicken. If you had asked me direct if it really was a spring chicken, of course, my devotion to truth would have compelled me to admit that it was nothing of the kind." Cincinnati Enquirer.

A barrel of apples for a dozen of eggs was the ratio of exchange between those two commodities in Machias lately.—Kennebec Journal.

The sponge is an animal a little lower in order than a jelly-fish. It is "caught" alive, and cut open is much like a piece of raw beef. The part used for toilet purposes is only the skeleton, and this has to be bathed in Condyl's fluid and acids, which bleach it; it then passes through wringers, is dried on shelves of wire by hot air, and is then ready for sale.

#### HANDY BUSINESS LIST . . . OF CANADIAN PAPERS



Your address, and send two three-cent stamps to pay postage.

# Feathers!

## We Buy Them

All grades; Goose, Hen, Duck and Turkey; give the highest market price

#### AND PAY CASH

General stores and grocers will find it to their advantage to collect for us. Write for prices and shipping instructions.

### ALASKA FEATHER & DOWN CO.

290 Guy St., Montreal.





**GRAHAM'S PEPSIN CHEESE STILL LEADS**

Try it and be convinced.

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

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

OUR MINCEMEAT IS HAVING A BIG SALE NOW

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

Toronto Office :  
 519 King Street West

**R. J. GRAHAM**

Belleville



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

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

Manufactured by the

**Hamilton Coffee and Spice Co.**  
 HAMILTON, ONT.

**Last Week we told you that we were branching out in Several New Lines**

HERE IS ONE OF THEM

We are putting up our Orient Spices in ¼'s, ½'s and 1-lb. metal lined packages at 2c. per lb. advance on our regular price for Bulk Goods.



Send Postal Card for Sample Package

FOR INSTANCE

Singapore B. Pepper in bulk ..... 10 cents  
 " " " ¼s., ½s. and 1-lb. pkgs. 12 "

ALL GROUND SPICES IN THE SAME WAY.

**THE TORONTO COFFEE & SPICE CO. LTD.**  
 H. H. SUYDAM. PRES. J. D. ROBERTS. VICE. PRES. J. A. WATSON. SEC.

**SYSTEMATIC SAVING.**

ONE of the principal reasons why so many persons in this country of high wages, and usually steady employment, are reduced to want when work stops is the neglect of systematic saving, writes Harry M. Royal, in Michigan Tradesman.

Not having been educated in the school of adversity, nor even that of economy, the life of the majority of American workingmen is essentially a hand-to-mouth existence, which means hunger and discouragement in times of depression, like that through which we have passed during the past three years.

Unfortunately, this is largely true of clerks and salesmen, whose natural efficiency has fitted them for positions of responsibility, but who so seldom succeed to an independent business of their own, because of their failure to accumulate by their own efforts sufficient means with which to start.

Their salaries would seem princely to many a common laborer, but still they often find it difficult to meet the ordinary expenses of life and maintain themselves and families in a style fitting to their position, as they are expected to do by their associates, the public, and even their employers.

Yet, with a view to provision for misfortune, to say nothing of preparation for bettering one's condition, it would seem that some sacrifices might be made to lay aside a regular monthly saving, which though small in itself, rapidly grows into a substantial sum and increases present satisfaction and future prospects of the owner. The clerk on a small salary would soon find himself the possessor of an amount which, at the start, would be considered a very comfortable "nest egg."

Time is so short—after it has passed—that one often wonders where the year has gone, and there is scarcely a reader of The Tradesman, working on a salary, but will in his own mind admit that he might have saved a portion of his monthly earnings for a series of years without much inconvenience, and not one who will deny that it would be a pleasure to contemplate the possession of the accumulation of five years, if even no larger sum than \$5 per month.

It is system that counts, in this as well as in the greater undertakings of life, if, indeed, there be a greater undertaking than that of preparing for misfortunes which may come, or getting ready to launch upon the sea of business with capital of one's own saving.

There are banks in nearly every town, as well as in the cities, which pay interest on time deposits of even small amounts, and local boards of reliable building and loan associations, and if there be none

it is easy to remit the monthly instalment to the home office. The clerk having an employer who is in every way responsible could, no doubt, arrange to leave a portion of his wages until the end of the year, when he might draw it in a lump sum for deposit in a convenient bank or investment in paying securities on good real estate.

The essential idea is that there shall be a systematic plan for the regular saving of some portion of the earnings; and if the future plans of the saver have been formed working in that direction, and keeping the money well in hand for use to the best advantage when the proper time arrives, the results, needless to say, will be satisfactory.

**HERRING AND LOBSTERS.**

It is a matter of common knowledge that the herring fishery, which was once a very profitable source of revenue to the people along the north shore of the Bay of Fundy, and especially around Pisarinco, has greatly decreased in recent years, says the "St John Telegraph." The lobsters along the coast are also much more scarce than they formerly were. While there are various theories to account for this falling off in two valuable branches of the fisheries in St John County, there is no positive knowledge as to the cause, and until there is such nothing in the nature of a remedy can be suggested.

While in Ottawa recently Colonel Tucker directed the attention of the Minister of Marine and Fisheries to the matter, and asked that steps be taken to have an inquiry into the subject, with a view to finding a remedy. At his request the Minister will arrange to have a thoroughly qualified ex-

pert sent to St. John to make a careful examination and inquiry into the past and present condition of the herring and lobster fisheries along the shore. By securing all the available information it is hoped that not only will the cause of the decline be made clear, but that in the light of this knowledge remedies will be found to restore these important local fisheries to their former flourishing state. If this can be done it will be good news for the fishermen all along the shore.

**TRAVELERS' MUTUAL BENEFIT.**

The Commercial Travelers' Mutual Benefit Society held its sixteenth annual meeting on Saturday. Mr. R. Crean, president, was in the chair. A large number of prominent members, who take an active interest in the progress of the society, were present, and an animated discussion occurred over the report of the Board of Management, which was considered eminently satisfactory and adopted unanimously. The membership has been largely increased, and the great number of applications for insurance waiting to be passed by the board at the next meeting gives every assurance that still greater progress will be made in the current year. Three of the nine Toronto trustees retire each year, and an election resulted in the return of R. L. Patterson, S. R. Wickett and John Burns. The Board of Management for 1897 is composed as follows: President, Robert Crean; vice-president, T. M. Bayne; treasurer, Warring Kennedy; secretary, W. G. H. Lowe. Trustees—R. L. Patterson, S. R. Wickett, John Burns, Thos. Dunnet, Jos. Taylor, W. B. Dack, Hy. Goodman, J. A. Ross, H. Lamont. Trustees for outside places were elected by acclamation.

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

**TEAS****he offers**

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

INDIANS  
CEYLONS  
JAPANS  
CHINAS

} All grades

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

LONDON, ONT.



# Our Guarantee

Is just this: "The finest ripe Tomatoes are used, and no other kind is allowed in the Cans. The greatest cleanliness is exercised. The Cans are perfect; no solder allowed on the inside. Each Can is good." Housewives will be quick to recognize these points. Those who used Canned Tomatoes before sparingly will now use them in quantities. Those who didn't use them, will now find no reason why they should not.

Selling "KENT" Tomatoes will increase your trade.

Agents . . .  
Wright & Copp, Toronto.  
Rose & Laflamme, Montreal.

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

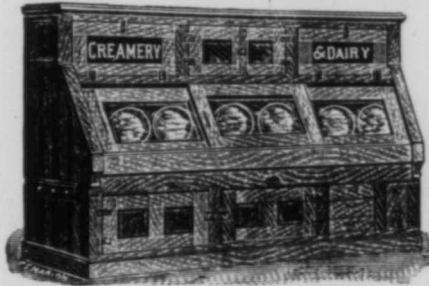


## The Club Coffee

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

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

## Aubin's Patent Refrigerator



The "Grocer's Standard" is the Favorite.  
Send for Catalogue and Price List.

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

## There's Nothing Sells Better

THAN

# JAMS and JELLIES

At this season—but they must be good in quality and flavor. . . .

There're all right and sure to please the customer if made by

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

Vinegar Manufacturers

TORONTO

## RIO COFFEE

EXTRA CHOICE SELECTION.

Now in store Ex. SS.  
Catania.

**WARREN BROS. & CO.**

85 and 87 Front St. East, Toronto.

## KINCORA CEYLON TEA

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

**JOHN SLOAN & CO.**

Wholesale Agents

TORONTO

## Holds the Record

# "Excelsior Coffee"

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

**Todhunter, Mitchell & Co.**

Coffee Importers and Roasters

TORONTO

BUY

# Ivory Bar Soap

THE BEST MADE

## TEAS...

Our Special Blends of

**CHINA  
CEYLON or  
INDIAN**

Send for Samples and Quotations.

**PERKINS, INCE & Co.**

TORONTO.

## CANADA'S TRADE WITH NORWAY.

THE following, under date of December 18, 1896, are extracts from a report by Mr. C. E. Sontum, Canadian commercial agent at Christiania, Norway:

"In one of my previous reports I mentioned that a method had been invented and patented by which peat could be made into coal for general purposes, and that a company had been organized for this purpose. Since then the company has got so far as to be able to offer their product to the public. Besides for heating purposes the new coal has been tried for firing up steam boilers, and it is with very good results, although leaving a little more slag than good common coal; however, this is of so little importance compared with the cheapness of the peat coal, that it will not have any effect on its future use for this purpose.

"It has also been tried by different gas works for manufacturing gas out of and proves to be very well adapted for this purpose, giving out even more gas to the ton than ordinary coal. The patent for making the peat coal is now offered for sale in a number of European countries, and, according to what I hear, large sums are being bid for the privileges. A Canadian mining and real estate firm, who had read my first report concerning the peat coal has written to me for information. I have caused a few sacks of the coal to be sent over to this firm in order that they may try it.

"For Canadian wood pulp manufacturers it may be of interest to learn that a Mr. Anderson, who is manager of the pulp factory in Tistedalen, not a great distance from Christiania, has invented a machine for cleaning off the bark of the wood by washing it off instead of planing it off as heretofore used. This is a great improvement, as in planing the bark off a good deal of wood goes with it. This invention is also patented in several countries and the patents already profitably sold. Where the machine is tried it is said to give very good results.

"For the information of Canadian shoe manufacturers, I will mention that American shoes are getting very popular here lately.

"It had previously been tried to introduce foot wear made in the United States, but without good results, as the shapes differ from what is commonly used here. It now looks as if people have changed their opinions, and the perfect-fitting American shoes find ready buyers. A short time ago a store was opened, where nothing but American shoes are sold, and this shows that the trade is beginning to get confidence in the future of these goods. I shall gladly answer enquiries from Canadian manufacturers in this line, who might wish to get into connection

with reliable firms in the Scandinavian countries.

"I am pleased to state that trade during the last quarter has been very lively, and also that there is a marked improvement in the imports from Canada. Of rolled oats alone I have received since my last report eight carloads. I think this promises very well for the future of Canadian cereals on this market when it is taken into consideration that only a couple of years ago I had great difficulty in placing a single car load in the same time. From the same firm I have just received sample barrels of their Molina rolled wheat, flake barley, pot barley, Graham flour and 'Gold Dust' cornmeal, all of which are nice-looking goods, and I am going to see if these articles can be sold here, which I do not doubt as far as some of them are concerned, but it may take some time to get them introduced, as outside of pot barley and cornmeal they have not previously been offered here.

"Beside the company which we represent, there are now two or three other Canadian oatmeal mills represented here, and it is not small quantities of this article that arrive from Canada.

"I have had another shipment of corn-flour in 1-lb. and ½-lb. packages. I have already had a couple of small shipments, which have given satisfaction, and I am in hopes that I will get their goods permanently introduced. Large quantities of this article are being imported from the United States.

"About three weeks ago I had the pleasure of cabling an order to an Ontario firm for 400 50-lb boxes of choice evaporated apples, which I have bought outright, and as I have these apples all placed on arrival, I think repeat orders will follow. Much will depend on how these 400 boxes will turn out and if the goods are nicely put up. From the same firm I received a short time ago a carload of fresh Baldwin apples; but these were not at all satisfactory, being spotted to a great extent and not well enough assorted for this trade. The duty on fresh apples here is kr. 6.00 per bbl., or \$1, which in itself is quite an item, and as the duty is the same whether the apples are poor or good, it will be understood that poor apples come unproportionally high. It is, therefore, out of the question to import anything but first-class fruit here, and this the Canadian importers should bear in mind. When people buy imported apples they expect to get good ones, and if they are satisfied with a lower grade apple, there are plenty of these to get of home production.

"I have just received a sample shipment of office desks and chairs and also school seats from an Ontario factory. Those to whom I

have shown these desks are favorably impressed with the fine work and select materials employed in the manufacture, and there is no question that Canada can compete in this line as far as quality and workmanship is concerned. Another question is how prices will compare with those of the United States manufacturers. I am afraid the Canadian goods come somewhat higher, according to the quotations I now have.

"Since my last report I have received several orders for Canadian-made 'hot water' and 'steam' radiators. From the tests which have been made with the radiators already received very good results are obtained, and I think business in this line will increase. At present we have three orders floating and are promised a \$1,000 order in a few days.

"I have been corresponding with several Canadian flour mills lately and from two of them I am now in receipt of reply that they will be in a position to offer wheat flour after Jan. 1st, 1897.

"A great deal of butter is being imported from the United States. Should there be any Canadian exporters who would like to test this market I shall be glad to be of assistance to them in getting into the right connections. Only natural butter can be imported here to advantage.

"Some time ago I received a letter from the Norwegian Department of the Interior with enquiry about what knowledge I possibly might have in regard to commercial museums, and what I might have seen of the same during my travels in Canada and the United States as Commercial Commissioner for the Norwegian Government in 1893 and 1894. Under separate cover I have the honor of forwarding a copy of one of our leading newspapers, which contains an account of my answer to the Government. You will notice that in the latter part of same I mention the constantly increasing exports from Canada."

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

Ask our Travellers to show you our LEADERS in BULK

Ceylon and Young Hyson

TEAS

SPLENDID VALUES.

Agents in Canada for ENGLISH BREAKFAST HOP TEA.

Pounds and Half Pounds.

Once Tried Always Used.

BALFOUR & CO., HAMILTON



**HOW TO COMPETE WITH THE BANANA PEDLAR.**

A CORRESPONDENT of Ohio Merchant gives the following as his experience in competing with the banana pedlar: "A local store that is dependent for trade upon the good people of the neighborhood experiences sharp competition from these traveling venders of fruit. They come to the doors of our customers with baskets on their shoulders, hand carts and wagons, and they undersell us in spite of ourselves. Therefore, to answer the above question I have adopted a method which has been useful to me, and if it will be of any benefit to my fellow-laborers in the grocery line they are welcome to it. In the first place, to sell bananas cheap you cannot buy the fanciest fruit, for that means a fancy selling price. Get a good medium-ripened, fat fruit. Of course, the outside ones will not all look nice and yellow. Some will be black from various causes, and some bruised and unsightly. I take all these off the tree and place them in a bowl on the counter. This bowl is trimmed up a little so as to draw attention and is always in the same place on the counter. It is the recipient of all the fruit that is slow selling. These have to go at cost price, or a little above cost price, generally the latter. These are the ones I push for a certain class of customers. Of course, as you may well imagine, the customer will look and see what is in the bowl and then at the tree. Those remaining on the tree are nice to look upon, and they cost more than those in the bowl, so you pay your money and you take your choice. The unsightly ones are not allowed to remain long on the tree, but are removed as fast as they become over-ripe and over-stocked. As to the small ones on top, some of these go to the little customers

and before they are aware of it they have one or two according to the supply in their hands. Then watch and see the happiness in those eyes. The biblical injunction to cast your bread on the waters is well illustrated and is a good object lesson to him that practises it. And that isn't all. These little customers will call for other things, and tell their friends all about it, too. This will give you a reputation that's worth something and goes a good way to counteract the influence of cheap hucksters and dagos with baskets on their shoulders. I believe by this method I have increased my banana trade and have also experienced pay and other good results."

**THE TWINS SAVED HIM.**

A LONDON paper salesman, whom I will call Mr. Stickey, got into difficulties some years ago and failed. The creditors appointed one of their number to examine Stickey's accounts and prepare a statement of affairs. This was done, and a meeting took place, with Mr. Tommy in the chair.

During the meeting the liquidator handed the chairman a series of questions for Stickey to answer. Among others he was asked, "Is it true that you have recently bought a piano for £40?" "Yes," replied Stickey. "Is it true that your wife keeps a baker's shop?" "Yes," said the bankrupt again. "There is one more question," said the chairman, adjusting his eye-glasses, "Is it true that Mrs. Stickey has just had twins?" "Yes, yes, yes," replied the proud father triumphantly.

After the laughter had subsided, the chairman suggested to the meeting an adjournment while they visited the happy home, made an inspection of the twins, and sampled the buns to the accompaniment of a tune on the forty piano. The result proved to be a dividend of 4d. in the pound!—London Paper Trade Journal.

**PROTECTING RETAILERS AGAINST DEAD BEATS.**

IN their search for a plan to protect themselves from loss through bad debts the retail grocers of Atlanta, Ga., have been induced to consider a scheme involving the signing of a blank application by every customer desiring credit, and the local association is reported to be on the eve of adopting it. The following is the form which will be used:

APPLICATION FOR CREDIT FOR GROCERIES.

To.....Street.....  
 Name.....Residence.....  
 Occupation.....Monthly salary  
 or income.....Amount wanted  
 .....Each.....

Give the name and address of the merchants you have been dealing with for the past twenty-four months.

Do you own any real estate?.....  
 Is the deed in your name?.....  
 If not, in whose name is it?.....  
 Is it encumbered?.....  
 How long have you lived in Atlanta?.....  
 .....In Fulton County?.....  
 If we agree to credit you, how do you wish to settle  
 account—weekly?.....  
 Monthly?.....Annually?.....  
 Will you promise to pay your bill promptly?.....  
 Applicant's signature.....

In requesting you to make this application on this form, the Retail Grocers' Association of Atlanta seek to protect your interests and their own by extending credit to those who are worthy of it, and withholding it from those who are not entitled to credit. If the grocer loses no money by bad debts, he is able to sell the prompt payer cheaper. Our motto is to give justice to all buyers.

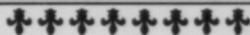
Prompt paying men will gladly fill out and sign this application. Drones and dead beats will complain.

N. B.—The merchant who offers to enter your name on his book before this application is made out and signed by you is unreliable, unworthy, and has deliberately falsified his word to the

RETAIL GROCERS' ASSOCIATION OF ATLANTA.



**While the Year is Young**



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

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

Send in your orders for . . .

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

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MILTON



# THESE TEAS

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



## Appleton's India & Ceylon Teas

THE "TAPIR" BRAND.  
SOLD IN LEAD PACKETS



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

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

# "Victoria" Brand ... Teas

IS OUR REGISTERED TRADE MARK FOR

We invite the trade to give a trial to our

"VICTORIA" JAPAN TEA In 5, 10, 20, 40 and 80-lb. boxes. Our

"VICTORIA" CEYLON In ½-lb. packages is unsurpassed in quality, for price it is sold at.

We have **BARGAINS** in LOOSE MUSCATEL RAISINS  
SPAIN AND CALIFORNIA FRUIT

WRITE FOR QUOTATIONS.

LAPORTE, MARTIN & CIE.

...Wholesale...  
Grocers

Montreal



That...

# Boston Tea Party

..of 1773

When George the Third was King--

Is being repeated throughout the States

But with this difference—

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

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

Ceylon and India.—

**CATALOGUES, BOOKLETS, ETC.**

HIRAM WALKER &amp; SONS' BILL-HOLDER.

**H**IRAM WALKER & SONS, LTD, write THE GROCER, explaining that we entirely misunderstood their intentions regarding the bill-holder. It was intended as a compliment to the managing editor personally and to a few of their more intimate friends, and was not intended for general distribution. Thinking it was one of the many souvenirs which manufacturers and others send to their customers at this time of the year, it was unfortunately noticed in these columns. In consequence, there have been several thousand applications for them. Circulars have been sent to enquirers explaining how the mistake, which we regret very much, was made.

**USEFUL DESK CALENDAR.**

The most useful desk calendar we have yet seen is being sent to the trade throughout Canada by the Pope Manufacturing Co., Hartford, Conn. It is really a desk diary—a pad of 365 pages, mounted on metal. There is a blank page for every day in the year, so that business men can make a memo of future engagements, or things to be attended to, on the page bearing that date. They are sent post-paid on receipt of a card enquiring for them.

**TRADE CHAT.**

**A** MEETING of the committee on resolutions for the businessmen's convention, to be held in Winnipeg, held a meeting a few days ago and inaugurated preliminary work in connection with the arrangements for the gathering.

Lake Manitoba whitefish are being teamed into the city, a distance of eighty miles. The quality is good and the price is 5c. per lb.—Free Press, Winnipeg.

Small merchants in Sheboygan, Wis., think they have found a way to meet the damaging competition of the large department stores. Low prices in the latter result largely from the favorable rates at which goods may be purchased in large quantities. The small grocers are now buying goods in large quantities in the aggregate through the purchasing agent of an association which thirty of them have organized. The association, through its improvised jobbing house, buys in even larger quantities than do the department stores, it is said.

The C.P.R. authorities are having constructed a number of stateroom coaches, to meet the requirements of round-the-world tourists, and it is probable one of the cars will be ready for the coming season.

Enormous quantities of corrugated paper packing are used in the cases of the "Rising Sun" stove polish. The goods are packed

in the neatest and most careful manner and reach the storekeeper in the best possible condition.

A Fast Color.—Fair shopper: Yes, it's a pretty color; but why do you call it "Boy Messenger" blue?

Shopman: Because we will guarantee, madam, that it will never run.

**STORE MOTTOES.**

Because we buy well we sell well.  
What isn't right we will make right.  
Your satisfaction is our best reward.  
Come back for changes or corrections.  
You cannot tire us out in serving you.  
Goods up to date; prices down to zero.  
We make each purchase promote trade.  
Time is not wasted when we please you.  
Courtesy is always thrown in at our store.

Unless the customer is satisfied we are not.

Ask for what you don't see. It is probably here.

The value of these goods conquers all comparisons.

Low prices make large profit, and our benefit is your gain.

The earliest comer has the pick of the "plums" and prices.

We urge no one to buy. Our goods are our best salesmen.

There is no test like a trial here; for we are here to please you.

Our interest in you is not gauged by the amount of money you spend.

What you say when you go home we intend to make our best advertisement.

Our customers are like the revolving shore lights. They go, but return again.

We don't claim to have the best store; but we try to make a better one possible.

If you have looked elsewhere we are sure of either your compliment or your custom.

—Selected.

**DOG MATIC.**

Some traders, says an exchange, who quarreled over a commission on an order, got into verse in the course of their controversy by correspondence. The first remonstrated in rhyme thus:

No one bull-dog yet could eat  
Every other bull-dog's meat;  
If you have a good-sized bone,  
Let the other dog alone.

The other firm had in their employ one who had climbed the heights of Parnassus, and he replied for his firm:

The dog is tough and not yet dead,  
Though sometimes troubled with his head  
He willing is to share his meat,  
But wants a piece himself to eat.

Those two firms settled their differences amicably. The verses are worth studying.

Every up-to-date Grocer  
should keep

**COWAN'S**

HYGIENIC COCOA  
ROYAL NAVY CHOCOLATE  
and FAMOUS BLEND COFFEE

Send your orders to

**THE COWAN CO., Ltd.**

470 King St. East, Toronto

**THOMAS DOHERTY & CO.**

: : Importers of : :

**TEAS and COFFEES**

134 MCGILL STREET, Corner ST. PAUL.

Dominion Buildings.

MONTREAL.

**Stove Polish  
Shoe Blacking**

...Or...

**Harness Oil?**

Which do you want?

Write us for prices and full price  
list of our goods.

**Alpha Chemical Co.**  
BERLIN, ONT.

For . . . .

**10 cents**

We will mail you a valuable  
little book on

**BUYING  
SELLING AND  
HANDLING OF TEA**

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

**The MacLean Publishing Co.**

26 Front St. West, Toronto.



## AN AVERAGE EGG.

**D**IRTY eggs are a disgrace to the shipper, and salted eggs are a disgust to the receiver. No hen has ever been guilty of producing either variety, so the demoralizing touch of man comes in to reduce the grade and lower the cash value of the average egg.

How can a salted egg remain a fresh egg? How can "salt junk" still be a juicy roast? How can salted mackerel continue to carry in stock the freshness and richness of early youth?

There is no law against salting eggs—even our game law don't touch the case, so the thoughtful housewife can continue to provide for winter's needs from summer's abundance as long as the salt holds out and the hens don't strike, but it is an awful sin to swindle the unsuspecting storekeeper with the result of her imprudent prudence.

What is the matter with salted eggs? Let me tell you. The first act of salt on an egg is to knock out the one, only, overtowering virtue it has, which is its freshness. Then follows the next stage of the disease, and the albumen shrinks away and the yolk hardens and becomes attached to the shell, and the "X rays" of a candle reveal a vacuum where once fullness existed, and worthlessness where once real value was in sight.

There is, then, no law prohibiting the salting of eggs, and we have no objections to raise against it, but we do object to marketing salted eggs, for in this lies the "overt act," of which we complain.

To sum up the case, we would say, the only strictly honest thing an egg salter can do is to keep the salted stock for home consumption, and never, under any circumstances, allow it to go into circulation under the cover of a saline falsehood.

The mummy of Potipheri VII. comes nearer being a plump, healthy man of the present Anno Domini than a salted egg does to be a fresh one.

It is an axiom that quality is the prime essential on which grade is fixed and values established, but in the item of eggs, quality is a parallel virtue, and as long as they are sold by count, this factor will hold good.

Those "cute little eggs"—the foot note of the litter—the appendix to the nest full—the terminal cackle of that series, that count one but are not nearly half one, and which slip out of dishonest fingers under the convenient deception that "Aneggszanegg," is another unpleasant feature at the market end of the transaction.

We would draw the line at Guinea eggs, which belong to the "under-size grade," and with them all of those half-grown samples of what a hen usually carries in stock.

An average egg is what an average hen will produce in the discharge of an average day's work, and the average buyer wants an average egg every time. This is the equilibrium of trade—the "value received" of merchandising where 16 ounces are given for a pound and 36 inches make a yard. Our counsel is, that you save such hen efforts at home—this is to the poultry-raiser—and if the country merchant is foolish enough to "take them in," we would most heartily counsel him to be wise enough not to ship them to market.

Cleanliness and freshness and sizeness are the three prime factors that constitute "An Average Egg," therefore, be clean, be

good, be honest, and stand by the hen that lays a standard egg.—A. A. Egg in Bulletin and Trade.

## HE SLUMBERED ON.

"Gentlemen," said the professor of hypnotism, in an oratorical manner, "you will observe that the subject before us has been in a deep hypnotic sleep for seven days, but with a few simple passes I will now restore him to full activity."

But, despite the professor's efforts, the subject slumbered on, nor did he awaken until the rush of spring trade was over.

By a fatal oversight the professor had selected a grocer who never advertised.—Grocery World.



## AN AUTOMATIC SELLING MACHINE . . .

To sell

# Adams' Tutti Frutti

For full particulars, apply . .

Globe Automatic Selling Co.

13 Jarvis Street. - TORONTO, ONT.

# "CROSSE & BLACKWELL"

SEASON 1897

Fresh Fruits, Jams, Jellies and Orange Marmalade, in glass jars with patent vacuum covers. Also

## CANDIED PEELS

Lemon, Orange, Citron.

The above are the finest goods in the market.

**BUSINESS CHANGES.**

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**E**DWIN SKEDDEN, brush manufacturer, Hamilton, is offering to compromise at 25c. on the dollar, cash.

F. Giroux, importer of wines, etc., Montreal, has assigned.

J. Comfield, grocer, Acton, has assigned to John A. Mowat.

George C. Robertson, grocer, St. John, N.B., has assigned.

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

J. A. Grevier, fruit, Montreal, has assigned to Chas. Desmarteau.

W. H. Pelton, confectioner and grocer, Brussels, has assigned to F. S. Scott.

A demand of assignment has been made upon Bray Bros., grocers, Sherbrooke.

J. E. Freeman, general merchant, Harmony, N.S., is offering to compromise.

A. R. MacKay, general merchant, River John, N.S., has assigned, and is away.

Robinson & McKnight, general merchants, Ninga, N.W.T., have assigned.

J. Tooley & Co., "Seven Cent Store," Brockville, has assigned to James Stuart.

George H. Reid, grocer, etc., Parry Sound, has been closed under chattel mortgage.

N. McNair, general store and lumber, Eel River Crossing, N.B., is asking an extension.

H. A. Belisle, general merchant, Ste. Agathe de Monts, has compromised at 50c. on the dollar.

A meeting of the creditors of M. Thibaudau, wholesale and retail grocer, Quebec, has been called.

E. N. Lavalley & Co., general merchants, St. Philippe de Nery, Que., are seeking an extension, and the firm's affairs are being investigated.

PARTNERSHIPS FORMED AND DISSOLVED.

Belanger & Neven, grocers, Lachine, have dissolved.

Blair & Gordon, grocers, Victoria, are dissolving partnership.

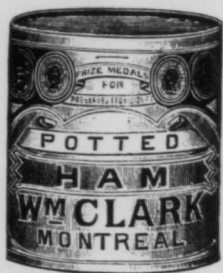
Halifax Grocery Co., groceries and provisions, Halifax; co-partnership registered, Alma J. Hiseler only.

John H. Shaw and Geo. A. Shaw have registered a partnership in Montreal to carry on business as commission merchants under the style of J. H. & G. A. Shaw.

SALES MADE AND PENDING.

The assets of D. A. MacDonald, grocer, Montreal, have been sold.

The estate of James Goodall, grocer, Ottawa, is advertised for sale.



## CLARK'S Potted Meats

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

The stock of the estate of Geo. Armstrong, grocer, London, has been sold.

J. Barry & Son, grocers, Meaford, are advertising business for sale by tender.

The assets of C. Johnston & Son, butter factory, Athens, are to be sold 4th prox.

The assets of Fleming & Co., bakers, Belleville, are advertised for sale by tender.

The stock of Euclier Angers, grocer, Quebec, has been sold at 41c. on the dollar.

CHANGES.

John Flurey has started a grocery store at Lindsay.

A. P. Simon has opened a grocery store in Montreal.

S. Perrault, groceries and flour, Ottawa, has sold out.

L. Nadelman, grocer, is giving up business in Vancouver.

W. Purvis, general store, Columbus, has been succeeded by R. Hugo.

J. H. Geddes, general merchant, Vancouver, has sold out to — Halliday.

G. L. Stevens, general merchant, Ennis-killen, has sold out to Wesley Wotton.

McLaughlin & Co., general merchants, Gorrie, have been succeeded by McLaughlin Bros.

Anatole Renaud has been registered proprietor of the firm of Cash & Co., grocers, Montreal.

Neilly & Kinney, general merchants, Bridgetown, has been succeeded by Kinney & Shaffner.

Marie L. E. Lemieux has been registered proprietress of the grocery business of E. Angers & Co., Quebec.

Montgomery & Brodie, tailors, grocers, etc., Newmarket, have been succeeded by J. Montgomery & Son.

Chas. P. Hebert has been registered proprietor of the firm of Hebert & Guertin, general merchants, St. Charles.

Michand & Levesque, general merchants, Sturgeon Falls and Warren, have sold out Warren branch to C. Champagne.

FIRES.

The stock of E. Lambert, grocer, Montreal, has been damaged by fire and water.

DEATHS.

Frank Taylor, fruits, Ottawa, is dead.

James Goodall, grocer, Ottawa, is dead.

**HINTS FOR CLERKS.**

**A**TTEND strictly to your own business. You are not paid for attending to the affairs of others, nor will you receive thanks for it. Besides, you haven't the time.

If ignorant of anything in connection with the stock, the sensible clerk will admit it at once rather than make pretensions to knowledge that exposes him to the danger of being regarded as both knave and fool.

Acquire the faculty of doing your work energetically, expeditiously and thorough'y, but without any show of noise or bustle. There is something wrong with the machinery that rattles.

Late hours and evil company are things in which no upright man can afford to indulge. They threaten both the body and the soul, and are sure to destroy the reputation. Of all men in the world, the clerk should eschew them, for to him a sound body, an upright soul, and an untarnished name, are absolutely indispensable to success.

A great many salesmen, and some who are very competent, injure their influence by a sort of patronizing air which they assume towards their customers. Let such remember that it is the customer who should do the patronizing.

Be very careful about volunteering advice to the proprietor. Know enough about the business to express an intelligent opinion of things relating to it if asked to do so, but do not forget that most men request advice when they wish it, and resent it otherwise.

Don't frown. It promotes wrinkles, induces indigestion, closes the purse-strings of the customer, and defrauds your employer. Don't smirk, either. That is unmanly, inane, idiotic. Be just yourself.

Few people have greater need of self-restraint than the clerk. He must perforce meet so many people who are distasteful to him, and be exposed to such numberless vexations, that, unless he has himself under thorough control, he will indulge in speech or conduct that he will regret.

Guard the reputation of a fellow-salesman as jealously as you would your own. Help him along wherever you can. Get close to him. Like him. You may be competitors, but the world is large enough for both of you. You will be happier and advance faster if you stand shoulder to shoulder.



# The Chain

## That Holds

A chain is only as strong as its weakest link. The confidence of your customers is one of the vital links in the chain that holds them to you—resolutely.

Your store is judged by its methods—as a man by his deeds. Follow your own inclinations about buying of us, of course. We expect it.

But, if you can—feel this way: that no one, anywhere, is more anxious to assist you in welding the chain of confidence between you and your customers than we are. And this is as earnestly for the future as the present.

### A Small Item But a Link in the Chain

The standard for highest quality the world over—*Boeckh's Brooms*. Style, quality and finish unequalled. Quick sellers—sure profit makers—leaders of confidence. They satisfy.

A Broom Stand with space for 6 Brooms—free, with every six-dozen order of our regular line.

A Stand holding 12 Brooms—free, with a ten-dozen order.

You may have your money back if quality and price are not what you think they ought to be.

**Boeckh's  
Standard  
Brooms**

BRUSHES    BROOMS    WOODENWARE

# Chas. Boeckh & Sons

Established in 1856.

Toronto





# Tastes Differ

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

## EDWARDSBURG STARCH . . . .

EDWARDSBURG STARCH CO.  
Cardinal, Ont.

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net.  
\$3 65  
3 45  
3 25  
3 30  
3 10  
2 90  
2 75  
2 60  
2 40

BLUE.	
KEEN'S OXFORD. per lb.	
1 lb. packets	\$0 17
1/4 lb.	0 17
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
CANNED GOODS. per doz.	
Apples, 3s	\$0 70 \$0 95
gallons	1 65 2 25
Blackberries, 2	1 70 1 90
Blueberries, 2	0 75 0 85
Beans, 2	0 65 0 95
Corn, 2s	0 50 0 75
Cherries, red pitted, 2s	2 00 2 25
Peas, 2s	0 60 0 75
" Sifted select	0 80 0 95
" Extra sifted	1 15 1 30
Pears, Bartlett, 2s	1 65 1 75
" 3s	2 40
Pineapple, 2s	1 75 2 40
3s	2 40 2 50
Peaches, 2s	1 65 2 00
3s	2 50 3 00
Plums, Green Gages, 2s	1 60 1 80
" Lombard	1 50 1 70
" Damson Blue	1 15 1 40
Pumpkins, 3s	0 70 0 90
gallons	2 10 2 25
Raspberries, 2s	1 50 1 80
Strawberries, 2s	1 65 1 95
Succotash, 2s	1 15
Tomatoes, 3s	0 70 0 75
Lobster, tails	2 20 2 40
" flats	2 85 2 90
Mackerel	1 20 1 30
Salmon, Sockeye, tails	1 35 1 45
" flats	1 40 1 75
" Cohoes	1 15 1 20
Sardines, Albert, 1/2 s tins	0 13
" 1/2 s tins	0 20 0 21
" Sportemen, 1/4 s gentu- ine French high grade, key opener	0 12 1/4
Sardines, Sportemen, 1/2 s	0 21
Sardines, key opener, 1/2 s	0 16 0 18 1/4
" 1/4 s	0 10 1/4 0 11
" 1/2 s	0 18 1/4 0 19
Sardines, other brands 9 1/4 11	0 16 0 17
" P. & C., 1/2 s tins	0 23 0 25
" 1/2 s	0 33 0 38
Sardines, Amer., 1/2 s	0 04 1/2 0 09
" 1/4 s	0 09 0 11
" Mustard, 1/2 size, cases 50 tins per 100	10 00 11 00
MARSHALL & CO., SCOTLAND.	
Fresh Herring, 1-lb.	1 10 1 15
Kipperd Herring, 1-lb.	1 6 1 90

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

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



**Acme Sliced Beef.**  
No. 1 tins, key, 2 doz. per doz. \$2.75.



**Beardley's Boneless Herring.** doz 2 doz. \$1.40

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

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

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

Codfish.	
Beardley's Shredded, 2 doz. pkgs.	0 90

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

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

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

TODHUNTER, MITCHELL & CO. S.	
Chocolate—per lb.	
French, 1/4 s—6 and 12 lbs.	0 30
Caracas, 1/4 s—6 and 12 lbs.	0 35
Premium, 1/4 s—6 and 12 lbs.	0 30
Sante, 1/4 s—6 and 12 lbs.	0 26
Diamond, 1/4 s—6 and 12 lbs.	0 22
Sticks, gross boxes, each	1 00
Cocoa—per doz.	
Homeopathic, 1/4 s, 8 and 14 lbs.	0 30
Pearl, " " " "	0 25
London Pearl, 12 and 18 " "	0 22
Rock " " " "	0 30
Bulk, in boxes	0 15
Royal Cocoa Essence, packages	1 40

CHOCOLAT MENIER.	
Cases of In 12	
10x12 lb. lb. bxs	
Vanilla—	
Yellow wrapper, p. lb.	8 0 34 8 0 36
Triple Vanilla—	
White " "	0 73 0 83
Unsweetened—	
Blue Premium " "	0 38 0 42
Cases of Less	
54 lbs. than	
Pastilles—	
1/2 lb. boxes	0 19 0 20
FRY'S.	
(A. P. Tippet & Co., Agents.)	
Chocolate—per lb.	
Caracas, 1/4 s, 6-lb. boxes	0 42
Vanilla, 1/4 s	0 42
" Gold Medal Sweet, 6 lb. bxs.	0 29
Pure, unsweetened, 1/2 s, 6 lb. bxs.	0 42
Fry's "Diamond," 1/4 s, 6 lb. bxs.	0 24
Fry's "Monogram," 1/4 s, 6 lb. bxs.	0 24
Cocoa—per doz.	
Concentrated, 1/4 s, 1 doz. in box.	2 40
" 1/2 s	
" 1 lb.	
Homeopathic, 1/4 s, 14 lb. boxes	0 33
" 1/2 lbs. 12 lb. boxes	33

**CANADIAN TOMATO CHUTNEE**

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

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

Headquarters for

**Stencil Brands**

CORPORATE SEALS . . .  
RUBBER, BRASS AND STEEL STAMPS

**HAMILTON STAMP & STENCIL WORKS**

HAMILTON, Ont.

THE "DIAMOND"  
**OIL BLACKING**

TRADE  
OIL  
MARK



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

**W. BERRY, - MANCHESTER.**

Send for samples and quotations to

**R. E. Boyd & Co. ST. JAMES STREET Montreal**

**DRINK :::**

**::: Chocolate for Breakfast**

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



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

VANILLA . .  
CHOCOLATES

**CHOCOLAT MENIER**

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

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

**Salt**  
**Salt**  
**Salt**

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

**TORONTO SALT WORKS**

TORONTO, ONT.



**Here It Is**

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

**Chard, Jackson & Co.**

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

**SOAP AND WATER**

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

**SILVER DUST WASHING POWDER**

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

Mott's Broma	per lb.	0 30
Mott's Prepared Cocoa		0 28
Mott's Homeopathic Cocoa (1/4 lb.)		0 32
Mott's Breakfast Cocoa (in tins)		0 45
Mott's No. 1 Chocolate		0 30
Mott's Breakfast Chocolate		0 28
Mott's Caracas Chocolate		0 40
Mott's Diamond Chocolate		0 22
Mott's French-Can. Chocolate		0 18
Mott's Navy or Cooking Chocolate		0 27
Mott's Cocoa Nibs		0 35
Mott's Cocoa Shells		0 05
Vanilla Sticks, per gross		0 90
Mott's Confectionery Chocolate	0 21	0 43
Mott's Sweet Chocolate Liquors	0 19	0 30

COWAN COCOA AND CHOCOLATE CO.

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

WALTER BAKER & CO.'S

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

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

CANADIAN COCOANUT CO.

White Moss Brand—Pkgs. 1 lb., 15 or 30 lb. cs.	0 27
" 1/2 " " " " "	0 28
" 1/4 " " " " "	0 29
" 1/8 " " " " "	0 30
Bulk—White Moss, 10, 15 or 20 lb. Pails	0 20
Feather Strip, " " " "	0 22
Special Shred, " " " "	0 18
Macaroon, " " " "	0 18
Crown Desic., 12, 20 or 25 lb.	0 18
Special, " " " "	0 17
Barrels, 2c. per lb. less.	

SCHEPP'S

Improved in packages—1 lb. package, 15 and 30 lb. cases.	per lb. 0 27
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1/2 lb. package, 15 and 30 lb. cases.	0 28
1/4 lb. " " " " "	0 29
5c. package, 4 doz. in case, per doz.	0 45
Bulk—Bria. Pails.	
Edelweiss (thin strip) per lb.	0 20
Improved Shredded, " "	0 18
Beaver " " "	0 16
Macaroon " " "	0 16
Desiccated " " "	0 15

COFFEE. Green.

Mocha	0 27 1/2	0 30
Old Government Java	0 30	0 33
Rio	0 14	0 16
Plantation Ceylon	0 29	0 31
Porto Rico	0 24	0 28
Guatemala	0 24	0 26
Jamaica	0 19	0 22
Maracaibo	0 18	0 20

TODD HUNTER, MITCHELL & CO.'S

Excelsior Blend	0 34	
Our Own " "	0 32	
Jersey " "	0 30	
Laguaya " "	0 27	
Mocha and Java	0 32	0 35
Old Government Java	0 30	0 36
Arabian Mocha	0 32	0 34
Maracaibo	0 26	0 28
Santos	0 22	0 26
Crushed East India	0 20	

**CONDENSED MILK.**  
NEW YORK CONDENSED MILK CO

Gail Borden	per doz	
Eagle, 4 doz. 1-lb. cans per case	2 50	
Gold Seal Brand		
4 doz. 1-lb. can per case	2 00	
Borden's Peerless		
Evaporated Cream		

Family size, d in case	1 75	
Hotel size, quarts, 2 doz. in case		
Half-gallons		
1 doz. in case		
Gallons, 1/2 doz. in case		
Quality thoroughly guaranteed.		





# BISCUITS

Pay the Grocer a good profit. Encourage the sale of them by making a nice display. Goods well shown are half sold. A dozen of our Glass Front Tins of Biscuits conspicuously placed in

your store will be "trade bringers." Our representatives are on the road. Let them advise you. Remember you can't afford to be without T. B. & C. Co.'s CREAM SODAS.

## Toronto Biscuit & Confectionery Co.

7 FRONT STREET EAST - - TORONTO.

**EXTRACTS.** per doz

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

**FLUID BEEF.**

**JOHNSTON'S, MONTREAL.**

Fluid Beef No. 1, 2 oz. tins	\$ 3 00
No. 2, 4 oz. tins	5 00
No. 3, 8 oz. tins	8 75
No. 4, 1 lb. tins	14 25
No. 5, 2 lb. tins	27 00
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 8

**FRUITS.**

**FOREIGN.** per lb.

Currants—Provincials, bbls	0 04	0 04
" Filiatras, 1/2 bbls	0 04	0 04
" " 1/4 bbls	0 04	0 04
" Patras, bbls	0 05	0 05
" " 1/2 bbls	0 05	0 05
" " cases	0 05	0 05
" Vostizzas, cases	0 07	0 08
" Blue Pearls	0 08	0 08
Dates, Hallowee boxes (new)	0 06	0 06
Figs—Eleme, 10 oz.	0 07	0 00
" " 10 lb	0 09	0 12
" " 18 lb	0 11	0 13
" " 28 lb	0 13	0 16
" taps	0 03	0 04
" natural, boxes	0 07	0 07
" ditto, bags	0 07	0 04
Prunes—Bosnia, cases	0 06	0 07
" Bordeaux	0 04	0 06
Raisins—Valencia, off stalk	0 05	0 05
" Fine, off stalk	0 05	0 06
" Selected	0 06	0 07
" Layers	0 07	0 07
" Sultanas	0 07	0 10
" Cal. Loose Muscatels		
50 lb. bx., 3 & 4 cr.	0 07	0 08
" Managa		
" London Layers	1 60	1 80
" Black Baskets	2 20	2 65
" Blue Baskets	2 25	3 50
" Choice Clusters	2 25	2 75
" Chelsea Clusters	3 50	4 00
" Non Plus Ultra	5 75	6 00
" Imperial Bunches	5 75	6 00
" Russian Clusters	5 00	5 50

**DOMESTIC.**

Apples, dried, per lb.	0 02	0 03
evaporated	0 33	0 04
<b>FOOD.</b> per brl.		
Split Peas	3 25	\$3 50
Pot Barley	3 25	3 50
Pearl Barley, XXX, 49-lb. pkt.	2 00	
<b>ROBINSON'S BARLEY AND GROATS.</b>		
Patent Barley, 1/2 lb. tins	1 25	
" 1 lb. tins	2 25	
" Groats, 1/2 lb. tins	1 25	
" 1 lb. tins	2 25	
<b>DALLEY'S ROYAL HYGIENIC SELF-RISING FLOURS.</b> per doz.		
Buckwheat Flour, 2 1/2 lb. packages, 3 doz. in case	1 20	
Pancake Flour, 2 lb. packages, 3 doz. in case	1 20	

Tea Biscuit Flour, 2 lb. packages, 3 doz in case
 1 20 |

Graham Flour, 2 lb. packages, 3 doz. in case
 20 |

Bread and Pastry Flour, 2 lb. packages, 3 doz. cases
 1 20 |

**GELATINES.**

**KNOX'S**

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

(Sold by all wholesale grocers.)

**KROFF'S FAMILY GELATINE.**

Robert Greig & Co., Agents.

1 oz. Packages, White, per doz.	85	90
1 " " Red, " "	90	95

COXS

1 Quart size, per doz	1 15
2 Quart size, " "	2 30

**HARDWARE, PAINTS AND OILS.**

**CUT NAILS—From Toronto—**

50 to 60 dy basis	2 30
40 dy	2 35
30 dy	2 40
20 16 and 12 dy	2 45
10 dy	2 50
8 and 9 dy	2 55
6 and 7 dy	2 70
5 dy	2 90
4 dy A P	2 90
3 dy A P	3 30
4 dy C P	2 70
3 dy C P	3 90

**HORSE NAILS—** Canadian, dis. 50 per cent.

**HORSE SHOES—** From Toronto, per keg
 3 60 |

**SCREWS—Wood—**

Flat-head iron, 80, 10 and 10 p. c. dia.

Round-head iron, 75, 10 and 10 p. c. dia.

Flat-head brass, 75, 10 and 10 p. c. dia.

Round-head brass, 72 1/2, 10 and 10 p. c. dia.

**WINDOW GLASS.** [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches, which shows it to be a first-break glass, i.e. not over 25 inches in the sum of its length and breadth.]

1st break (25 in. and under)	1 35	
Rope—Manilla	0 09	0 09
Sisal	0 06	0 07

**AXES—** Per box
 5 25 | 9 00 |

**SHOT—** Canadian, dis. 17 1/2 per cent.

**HINGES—**

Heavy T and strap	0 04	0 05
Screw, hook and strap	0 03	0 04

**WHITE LEAD—** Pure Association guarantee, ground in oil. per 100 lbs.

No. 1	5 15
No. 2	4 35
No. 3	4 02

**TURPENTINE—** Selected packages, per gal.
 0 40 | 0 41 |

2c. extra outside points.

**LINSEED OIL—**

Raw, per gal	0 44	0 45
Boiled, " "	0 47	0 48

2c. extra outside points.

**GLUE—** Common per lb.
 0 07 | 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	8 00
" " 5	7 00
" " 6	6 00
" " 7	5 00
Milk Pans	2 65
Wash Basins, flat bottoms	2 65
" " round bottoms	2 50
Handy Dish	2 25
Water Closet Tanks	17 00
Dish Pan, No. 1	7 60
" " 2	6 20
Barrel Covers and Trays	4 75
Railroad or Factory Pails	4 75

**JAMS AND JELLIES.**

**SOUTHWELL'S GOODS.** per doz.

Frank Magor & Co., Agents.

Orange Marmalade	1 50	
Clear Jelly Marmalade	1 80	
Apricot	2 00	
Strawberry W. F. Jam	2 00	
Raspberry	1 75	
Black Currant	1 85	
Other Jams	1 55	1 90
Red Currant Jelly	2 75	

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

**LICORICE.**

**YOUNG & SMYLLIE'S LIST.**

5-lb. boxes, wood or paper, per lb.	80	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.**

Wethy's Condensed per gross, net
 \$12 00 |

**WINES, LIQUORS AND MINERAL WATERS.**

**CHARD, JACKSON & CO., MONTREAL, AGENTS.**

Watson's Scotch—		
1 Star Glenlivet, in cases	88 50	89 00
3 " " "	9 50	10 00
Old Liqueur	15 00	15 50
Watson's Irish—		
Old Irish	7 50	8
Banagher	9 50	10 00
" " in wood, per gal.	4 25	5 25
Geo. Sayer & Co. Cognac—		
1 Star, in cases	11 50	12 00
V.S.O.P	16 50	17 00
In wood, per gal	4 50	6 50
Warter & May, Oporto—		
Ports	2 10	6 50
Sherris	2 00	6 60

**MUSTARD.**

**COLMAN'S OR KEEN'S.** per lb.

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

**FRENCH MUSTARD**

Crown Brand—(Robert Greig & Co.) per gross.

Pony size, \$1 50	Beer Mug	16 20
Small Med. 7 50	Tumbler	11 50
Medium 10 80	Cream Jug	21 00
Large 12 00	Sugar Bowl	22 00
Spoon 18 00	Caddy	28 00

**THE F. F. DALLEY CO.**

Dalley's Mustard, bulk, pure, per lb.	0 25
Dalley's Mustard, 1/2 lb. tins, 2 doz. in case, per doz.	2 00
Dalley's Mustard, 1/4 lb. tins, 4 doz. in case, per doz.	1 00
Dalley's Superfine Durham Mustard, bulk, per lb.	0 12
1/2 lb. tins, 4 doz. in case, per doz.	0 65
1/4 lb. tins, 2 " " " "	1 20
1 lb. jars, per doz	2 40
4 lb. " "	7 80
1/4 lb. glass tumblers	0 75
Jersey Butter Color, 2 oz. bottles, per doz	1 25
1 gallon tins, per gal.	2 00

Celery Salt, 2 oz. bottles, silver tops, per doz
 1 25 |

Curry Powder, 2 oz. bottles, silver tops, per doz.
 1 75 |

**RICE, ETC.**

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

**STARCH.**

**EDWARDSBURG STARCH CO., LTD.**

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

**KINGSFORD'S OSWEGO STARCH.**



SILVER	40-lb. boxes, 1-lb. pkgs.	0 08
GLOSS	6-lb. boxes, sliding covers (12-lb. boxes each crate)	0 08
PURE	16-lb. boxes	0 07
OSWEGO	40-lb. boxes, 1-lb. packages	0 07
CORN STARCH	For puddings, custards, etc.	
ONTARIO	38-lb. to 45-lb. boxes, 6 bundles	0 06
STARCH IN	1 Silver Gloss	0 07
BARRELS	1 Pure	0 06
<b>THE BRANTFORD STARCH CO., LTD.</b>		
Laundry Starch—		
Canada Laundry, boxes of 40 lbs.	0 04	
Finest Quality White Laundry—		
3 lb. cartoons, cases 36 lbs.	0 05	
Bbls., 175 lbs.	0 04	
Kegs, 100 lbs.	0 04	
Lily White Gloss—		
Kegs, extra large crystals, 100 lbs.	0 06	
1 lb. fancy cartoons, cases 36 lbs.	0 07	
6 lb. draw-lid bx. 8 in crate, 48 lb.	0 07	
8 in crate 48 lbs	0 07	
Brantford Gloss—		
1 lb. fancy boxes, cases 36 lbs.	0 07	
Brantford Cold Water Rice Starch—		
1 lb. fancy boxes, cases 28 lbs.	0 09	
Canadian Electric Starch—		
40 packages in case	3 00	
Culinary Starch—Challenge Prep. Corn—		
1 lb. pkgs., boxes 40 lbs.	0 06	
No. 1 Pure Prepared Corn—		
1 lb. pkgs., boxes 40 lbs.	0 06	
<b>SUGAR.</b> per lb.		
Granulated	0 04	0 10
Paris Lump, bbls. and 100-lb. boxes	0 05	0 25
" " in 50 lb. boxes	0 05	0 25
Extra Ground, bbls. lcing	0 05	0 05
Powdered, bbls	0 05	0 05
Very bright refined	0 03	0 03
Bright Yellow	0 03	0 03
Dark Yellow	3 30	0 25
Demerara	3 50	0 00

**COCOANUT?**  
Yes,  
It's all right!  
**SCHEPP'S**

Improved Shredded and Edelweiss Brand  
Thin Strip have no equal.

They are the Standard goods with first-class trade.

Factory, 6 and 8 Bay St. TORONTO

**GENERAL MERCHANTS**

and other Dealers who are regular subscribers to THE CANADIAN GROCER wishing copies of:

- The Canadian Hardware and Metal Merchant.
- The Canadian Dry Goods Review.
- The Canada Bookseller and Stationer.
- The Paper and Pulp News.
- The Canadian Printer and Publisher.
- Plumbing and Steamfitting.

May have a single copy of them sent free at any time they wish to consult the advertising columns. Special clubbing rates on application.

**MacLean Publishing Co.**

Montreal : : Toronto



**Nothing Succeeds Like Success...**

First-class quality and handsome appearance is what makes our "White Moss" in such demand. Our new handsomely lithographed package will greatly add to the appearance of your shelves for the Holidays. Goods are strictly up-to-date and prices lowest. We manufacture all grades and pack to suit the trade. For sale by all first-class wholesale grocers throughout the Dominion.

**SEE CURRENT PRICES.**

Manufactured only by...

**Canadian Coconut Co.**

(J. Albert McLean, Prop.)

**MONTREAL**

**SYRUPS AND MOLASSES.**

SYRUPS.	bbls	1/2 bbls
Dark..... per gallon.	0 23	0 25
Medium.....	0 28	0 35
Bright.....	0 32	0 42
Honey (com).....	0 40	1 00
" 2 gal. pails.....	1 35	1 40
" 3 gal. pails.....		

MOLASSES.	0 23	0 35
Barrels.....	0 23	0 35
Half-barrels.....	0 25	0 37

**SOAP.**

Babbitt's "1776" Soap Powder .... \$4 00



Box Lot..... 4 20  
Box Lot..... 4 10  
Freight prepaid on 5 box lots.

BRANTFORD SOAP WORKS CO.



"Ivory Bar" is put up in 1 lbs., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box; 10 and 12 oz. cakes, 120 in box; Twin Cake, 11 1/4 oz. each, 100 in box.

Quotations for "Ivory Bar" and other brands of soap furnished on application.

**TEAS.**

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

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

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

CHINA GREENS.	0 22	0 38
unpowder—		
Cases, extra firsts.....	0 42	0 50
Half Chests, ordinary	0 22	0 38
firsts.....		

Young Hyson—	0 42	0 50
Cases, sifted, extra firsts.	0 42	0 50
Cases, small leaf, firsts ..	0 35	0 40
Half Chests, ordinary	0 22	0 38
firsts.....		
Half Chests, seconds ..	0 17	0 19
" " thirds.....	0 15	0 17
" " common.....	0 13	0 14

PING SUEYS.	0 28	0 32
Young Hyson—		
Half Chests, firsts.....	0 28	0 32
" " seconds.....	0 16	0 19
Half Boxes, firsts.....	0 28	0 32
" " seconds.....	0 16	0 19

JAPAN.	0 38	0 40
Half Chests—		
Finest May pickings.....	0 38	0 40
Choice.....	0 32	0 36
Finest.....	0 28	0 30
Fine.....	0 25	0 27
Good medium.....	0 22	0 24
Medium.....	0 19	0 20
Good common.....	0 16	0 18
Common.....	0 13 1/2	0 15
Nagasaki, 1/2 chesta Pekoe	0 16	0 22
" " Oolong.....	0 14	0 15
" " Gunpowder.....	0 16	0 19
" " Siftings.....	0 07 1/2	0 11

LIPTON'S TEAS.	0 50	0 35
No. 1 Ceylon, retailed at...	0 50	0 35
No. 2 " " " " " " " "	0 40	0 28
No. 3 " " " " " " " "	0 30	0 22

All the above can be had mixed with Green Tea at same prices.

"SALADA" CEYLON.	per lb.
Brown Label, 1 lbs. retailed at 25c.....	0 20
Brown Label, 1/2 lbs. retailed at 26c.....	0 21

Green label,	retailed at	0 22
30c.....		
Blue label,	retailed at	0 30
40c.....		
Red label,	retailed at	0 36
50c.....		
Gold label, retailed at 60c.....	0 44	
Terms, 30 days net.		
"KOLONA"		
Ceylon Tea, in 1-lb. and 1/2-lb. lead packets,		
black or mixed.....	0 22	
Blue Label, retail at 30c.....	0 28	
Green Label " 40c.....	0 35	
Red Label " 50c.....		

Orange Label, retail at 60c.....	0 42
Gold Label, " 80c.....	0 58

Terms, 3 per cent. off 30 days.

**TOBACCO AND CIGARS.**

British Consols, 4's; Twin Gold	0 59
Bar, 8's.....	0 57
Ingots, rough and ready, 8's.....	0 49
Laurel, 3's.....	0 47
Brier, 7's.....	0 44
Index, 7's.....	0 56
Honeysuckle, 8's.....	0 50
Napoleon, 8's.....	0 47
Victoria, 12's.....	0 44
Brunette, 12's.....	0 48
Prince of Wales, in caddies.....	0 48
" " in 40-lb. boxes.....	0 48

**CANADIAN TOBACCO CO., MONTREAL.**

**Cut Tobaccos—**

Comfort, 1-6, 5 lb. box	0 22
Champion, 1-10, 5 lb. bx	0 38
I. O. F., 1-10, 5 lb. box	0 28 1/2
Sohmer, 1-10, 5 lb. box	0 32 1/2
Imperial Cigarette Tobacco, 1-10,	0 40
5 lb. box.....	0 60
Queen's Tobacco, all sizes.....	0 50
Crown Cut Plug Mixture, 1/4 lb. tin	0 47
" " 1 lb. tin.....	0 47

**Cigarettes—**

Sonadora Havana.....	per 1,000
Royal Turkish Egyptian.....	\$10 00
Creme de la Creme.....	7 20
Lafayette.....	3 80
Marquise.....	7 00
Imperial (Virginia tobacco).....	3 50
Plug tobaccos (sweet chewing)—	
Navy, in caddies.....	0 35
Navy, plug mark.....	0 33
Honey, boxes and caddies.....	43
Spun roll chewing, boxes.....	55
Plug smoking (with or without tags)—	per lb
Black Crown, caddies.....	0 35
Crown Rouge smoking.....	0 38
Leaf tobacco, in bales.....	0 08
Cigars—	
La Sonadora Reina Victoria Flor Fina, 1-20.....	\$85 00
La Sonadora Reina Bouquet, 1-10.....	55 00
Creme de la Creme Reina Victoria Extra, 1-20.....	55 00
Creme de la Creme Reina Victoria Special, 1-20.....	50 00
HoneyMoon, Regalia Commemorative, 1-40.....	55 00
El Caza Culebras, 1-40.....	55 00
La Fayette Reina Victoria, 1-20.....	32 50
Noisy Boys, Blue Line, 1-20.....	25 00
Princess of Wales, Princess, 1-10.....	25 00
Ditto, low grades.....	13 50

**CIGARS—S. DAVIS & SONS, MONTREAL.**

Sizes.	Per M
Madre E' Hijo, Lord Lansdowne.....	\$60 00
" " Panetelas.....	60 00
Madre E' Hijo, Bouquet.....	60 00
" " Perfectos.....	85 00
" " Longfellow.....	85 00
" " Reina Victoria.....	80 00
" " Pina.....	55 00
El Padre, Reina Victoria.....	55 00
" " Reina Victoria Especial.....	50 00
" " Conchas de Regalia.....	50 00
" " Bouquet.....	55 00
" " Pins.....	50 00
" " Longfellow.....	80 00
" " Perfectos.....	80 00
Mungo, Nine.....	35 00
Cable, Conchas.....	30 00
" " Queens.....	29 00
Cigarettes—All Tobacco—	
Cable.....	7 00
El Padre.....	1 00
Mauricio.....	15 00

**WASHING POWDER.**

"SILVER DUST"	
Case..... 72 1-lb. cartoons.....	5 00
Half case..... 36 1-lb. ".....	2 50
Case..... 24 3-lb. ".....	4 25
Half case..... 12 3-lb. ".....	2 12
Case..... 100 5-cent packages.....	3 50
Half case..... 50 5-cent packages.....	1 80

**WOODENWARE.**

per doz.	
Pails, 2 hoop, clear, No. 1.....	\$ 1 45
" " " " " 2.....	1 60
" " " " " 3.....	1 40
" " " " " 4.....	1 55
" " " " " 5.....	1 40
" " " " " 6.....	8 00
" " " " " 7.....	6 50
" " " " " 8.....	5 50
" " " " " 9.....	4 50

**THE E. B. EDDY CO.**

Washboards, Planet.....	1 60
" " XX.....	1 40
" " X.....	1 25
" " Special Globe.....	1 50

**BRYANT & MAY.**

Robert Greig & Co., Agents.	
No. 9 Safety, per gross.....	\$ 2 00
" " 10.....	1 10
" " 2 Tiger.....	5
" " 4.....	2

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**YOUNG & SMYLYE'S**  
PURE Spanish  
**ACME LICORICE PELLETS**  
**STICK LICORICE**

SOME OF OUR LEADERS ARE:

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- Acme Licorice Pellets
- Tar Licorice and Tolu Wafers
- Licorice Lozenges
- "Purity" Penny Licorice

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- 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.

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