

THE CANADIAN GROCER

OL. X

MONTREAL AND TORONTO, MAY 29, 1896.

No. 22

**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

Fresh Herrings

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



- Kippered 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.

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

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

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

THE ONLY TEN CENT CIGAR

Deviled and Potted Meats



(Ham and Tongue) put up under the Helmet Brand are indispensable for luncheons, picnics, fishing parties and outing generally. These meats are well seasoned, perfect in taste, correct in color and consistency, very appetizing. At present prices they are attractive leaders for pushing grocers who cater to discriminating trade. The Helmet trade mark on any can of meat is a guarantee of superior excellence.

Manufacturers' Agents,
JAMES HAYWOOD
 Toronto
J. L. WATT & SCOTT
 Montreal
J. HUNTER WHITE
 St. John, N.B.

Armour Packing Co. . .

Kansas City, U.S.A.

SPECIAL IN DINNER SETS

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

97 PIECES, - \$4.50

(Packing, 25 cents)

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

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

The **CANADA CROCKERY IMPORTING CO. Ltd.**

181 to 185 McGill Street

MONTREAL

TANGLEFOOT

Sealed Sticky Fly Paper

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

LIST OF CANADIAN GROCERS WHO HANDLE TANGLEFOOT

HAMILTON, ONT.
 Balfour & Co.
 W. H. Gillard & Co.
 Lucas, Steele & Bristol.
KINGSTON, ONT.
 Geo. Robertson & Son.
LONDON, ONT.
 Elliott, Marr & Co.
OTTAWA, ONT.
 H. N. Bate & Sons.

TORONTO, ONT.
 H. P. Eckardt & Co.
BROCKVILLE, ONT.—Gilmour & Co.
QUEBEC, QUE.—Langlois & Paradis.
MONTREAL, QUE.—Geo. Childs & Co.
 N. Quintal & Fils.
TRURO, N.S.—Black & Co.
ST. JOHN, N.B.
 Dearborn & Co.

HOLDERS

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



Standard Goods THE Best to Handle

Canned Haddies . .

**“THISTLE”
.. BRAND**



**New Fish—This Spring's Pack
To arrive in a few days**

The quality and flavor of this “Standard Brand” is well known, and deservedly so, for they are real Haddock, specially prepared, not any kind of fish put up and branded Haddie.

To be had of the Leading Wholesale Grocers throughout the Dominion

Lazenby's

**CHOICEST
JELLY
TABLETS**

ALL FLAVORS

**COX'S
GELATINE**

UNRIVALLED FOR

Quality, Strength
and Cheapness

Lazenby's

**CHOICEST
JELLY
TABLETS**

ALL FLAVORS

AGENTS

A. P. TIPPET & CO.
MONTREAL and TORONTO

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

The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

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

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

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

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

WE MANUFACTURE

All Kinds of Crockery

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

Brantford Stoneware Mfg. Co.

Brantford, Ont.

OTHER SPECIALTIES.

NOUGAT
RAHAT LAKUHM
ALMOND ROCK
EL MAHNA

CANADIAN SPECIALTY CO., Toronto.



WORKS : LONDON, W.C.

MEDALS AND DIPLOMAS.

PARIS
SYDNEY
MELBOURNE

ROSE & LAFLAMME, Montreal.

TEAS

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

18c.

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

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

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

CRESCENT BRAND



BRUNNER, MOND & CO., Ltd,

NORTHWICH, ENGLAND

MANUFACTURERS OF

BICARBONATE of SODA

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

SODA CRYSTALS

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

WINN & HOLLAND - - - MONTREAL
SOLE AGENTS FOR THE DOMINION OF CANADA

Grit and Tory

Alike will require them during the campaign.

Order a supply from your wholesale grocer.

ROSE & LAFLAMME

Agents, Montreal





INSURANCE RATES depend greatly upon the fire extinguishing facilities of the building to be insured.

Fire Pails are indispensable in stores and warehouses, but they are often used for purposes for which they were not intended by employees, and are at times missing at the critical moment.

OUR ROUND BOTTOM FIRE PAILS . . .

cannot be used except for their legitimate purpose. They cannot sit alone ; they will tip ; they have to be hung on a nail or peg or placed in a rack. Thus they are always ready in an emergency.

These pails are made of Indurated Fibreware, being pressed into shape, including bottom, practically in one solid piece ; are seamless, hoopless, light in weight and handsome in appearance. They are lettered in bold red, "For Fire Only."

A warehouse or store equipped with these fire pails is always proof against fire in its incipient stages.

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

HULL, CANADA

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

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

WHEN IN NEED OF _____

HAMS, BACON OR LARD

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

PACKED BY

The GEO. MATTHEWS CO. Ltd., Ottawa and Peterborough

No Sulphur Match on Earth—

... CAN BEAT OUR ...
SOVEREIGN BRAND

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

H. A. NELSON & SONS - - TORONTO

Camping Parties

come your way for supplies

CONDENSED COFFEES, CONDENSED COCOA,
CONDENSED MILK,
AND
EVAPORATED CREAM, (Unsweetened)

Are just what are wanted

"REINDEER BRAND" the best

See that you have some of each of the above ready for sale. There will be a steady demand all summer.

BUY IN SMALL LOTS AND OFTEN

Nothing pleases a Grocer . . .



Better than to have his customers say, "That last pound of tea I got from you suits my taste exactly. It's delightfully aromatic and satisfying—strikes the right spot every time—give me another pound." There's some satisfaction in a deal of that kind. It makes one feel a sort of a public benefactor, while at the same time he reaps a substantial pecuniary reward and makes himself solid with his trade.

To have such results requires some forethought, and the source of supply must be reliable. It doesn't do to offer your customers an inferior line after having supplied them with something of superior excellence; therefore it behooves the merchant to take the question of uniformity in quality into consideration. With our **Standard Black Teas**

THE 400 SELECT
RUSSIAN CONGOU

IMPERIAL CONGOU
DALU KOLA CONGOU

and THE GLOBE BLEND

Goes our guarantee of high-class quality and strict uniformity. Every pound is thoroughly matched to a standard. The public get the benefit of our vast experience in the selection and blending of teas, and the grocer is enabled to build up a trade exclusively his own in this particular.

Some fine bargains in Young Hysons and Japans (high and medium grades) are in our warehouse, and we shall be pleased to convince you of their real value.

W. H. Gillard & Co.

Wholesalers Only

Hamilton

JOHN MOUAT, Northwest Representative, WINNIPEG

ALWAYS UNIFORM

THOROUGHLY TESTED IN EVERY WAY

Snow Drift Baking Powder

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

The Snow Drift Co., Brantford, Ont.



OFFICE AND WORKS: **Wallaceburg, Ont.**

The Sydenham Glass Co. Ltd.

Manufacturers of

WALLACEBURG, ONT.

FRUIT JARS

BRANDS: The Winner, The Best, The Beaver

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

REPRESENTATIVES:

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

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

THE CANADIAN GROCER

Vol. X. (Published Weekly)

MONTREAL AND TORONTO, MAY 29, 1896

(\$2.00 per Year) No. 22

DROPS FROM THE EDITOR'S PEN.

Self-denial is the foundation of success in life.

Faith is essential in trade as well as in religion.

The spirit of the age is live, wide-awake business methods.

Stick to good principles as tenaciously as you would your life.

Trade is only a lottery when you trust to luck for success in it.

One of the factors of success is the ability to gauge people's wants.

If money is the root of all evil, jealousy must be its twin sinner.

Earnestness, like a fire on a cold winter's day, draws people to it.

Merchants who catch the most trade are not those who travel in beaten paths.

Honesty is the best policy in the advertisement as well as in everything else.

"An 'ad.'" is like a pointer dog: It hunts up the game and brings it to its owner.

A new line baited with a reasonable price can generally be trusted to catch trade.

It is more profitable to treat a traveling salesman with civility than with disdain.

Make a hit whenever you can, and the straighter it is from the shoulder the better.

Just as the poker stirs up the fire, so reading stirs up the latent thoughts within us.

It is not a wise merchant who trusts altogether to staples to bring stability to his business.

Publicity may be detested by the merchant personally, but his business is on the

high road to oblivion if he does not court publicity for it.

It is the long pull and the strong pull that wins success in business, as well as fame with the oar.

Not until a young man has become master of himself should he essay to become master of others.

The way to get rich is to ignore the popular methods for getting rich suddenly and work like a niggard.

You may have a streak of luck some day, but in the meantime make the best use you can of your energies.

In the sea of mercantile life it is the easiest thing in the world for you to be lost unless you advertise.

An attempt to make money by questionable methods is an evidence of incapacity as well as of dishonesty.

The merchant who does not keep a check on goods coming into his store is likely to have a checkered career.

The old business methods may have been good enough in their day, but to-day they are better dead than living.

Have plenty of light in your store both by day and by night. Customers, like moths, are attracted by light.

Honesty and ability are the Siamese twins of success in business; and the one without the other is not of much use.

The merchant who has not time to read cannot, it is safe venturing, find time to think. And yet he is outstripped in the race for business by the man who both thinks and reads.

A cobweb is an evidence of the spider's energy and ability; but it is at the same time an evidence of the lassitude and ina-

bility of the merchant in whose store the spider is allowed to weave his artistic nets.

It is the merchant and not the customer that is the molder of business methods.

Life is a struggle. And it is a poor specimen of mankind that doesn't do any struggling.

Treat the commercial traveler as you would like to be treated if you were a commercial traveler.

Many a merchant would not have yet gone to his rest had he taken an occasional rest from the routine of business life.

Dishonesty robs a man of his good name, and he who is minus a good name is not likely to build up a good business.

When an article is sold, the person who sells it should aim to secure the customer's good opinion as well as his money.

The loafer is one of the most despicable of men, and yet we are enjoined to be "stayers" if we would win success in life.

Abrupt words to creditors are a great deal more expensive than pleasant words, and yet there is no comparison in their value.

Take an holiday yourself and do not forget to give your clerk one. It will pay. The clerk that it will not pay to give a holiday is unprofitable at any price.

It is not always the best work that is exposed to the public eye. But the hidden work is none the less commendable or utilitarian on account thereof.

He who indiscriminately sells goods on "tick" to every Tom, Dick and Harry who comes along is suffering from an attack of commercial insanity of a pronounced type.

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TRADE CHAT.

AT Keewatin, where the Lake of the Woods Milling Co. is located, the Canadian Pacific Railway receives for freight one million dollars per annum.

The wholesale grocers of London, Ont., have decided to close their stores at 2 p.m. on Saturdays during the summer months.

Bogus \$2 Dominion Bank bills are in circulation in many parts of Ontario. They are dated July, 1887, and numbered 134,001.

The Dominion Cold Storage Co. has decided to establish headquarters for Ontario in Toronto, and will erect a \$50,000 building and put in a plant of \$100,000.

One dollar counterfeit Dominion of Canada bills which had been raised by chemical process to the apparent face value of \$10 are in circulation in Woodstock.

Borers are causing death to many fine maples throughout Ontario. Although there are several preparations for treating the trees, no effort seems to be made to kill the pest.

The town of Deseronto was visited by a terrific conflagration Monday, in which the Rathbun Co. lost \$250,000 and a hundred families were burned out. Total loss, \$300,000.

An export trade that shows great activity this season is that of shipping eggs to the United Kingdom. The current demand for Canadian eggs on British account surpasses that of any previous year.

St. Thomas has a by-law to prevent storekeepers placing goods in front of their places of business, and several merchants have been summoned before the magistrate lately for infractions of this ordinance.

A Glen Oak correspondent writes: "Early spring and summer fall wheat is heading out here in Caradoc. New clover meadows are heavy and nearly full grown. Fruit is far advanced, and promises to be abundant and of a superior quality."

The city travelers, Toronto, met in their rooms, St. George's Hall, Elm street, on Friday night, President R. Muat Corrie in the chair. It was decided to hold a picnic and games, and also an annual moonlight excursion and concert.

H. G. Reed, since assuming exclusive control of his grocery business on King street east, has made many improvements pertaining thereto. Yesterday a new sign was painted on the front window, and the store will now be known as the C.P.R. grocery.—Journal, St. Thomas.

The early closing of the stores is again a burning question in Leamington, Ont. The clerks of the town feel that they are justified in asking the merchants to close up at 7 p.m., instead of at 10 p.m., as at present. "The merchants will lose nothing by the change, for their employes will appreciate the move, and the public will, we feel sure,

assist them in carrying it out," remarks the Leamington correspondent of The St. Thomas Journal.

Fire almost totally destroyed Hawley Bros.' commission warehouse, 88 Front street east, Toronto, on Sunday morning. The cause of the fire is unknown, but it got a good hold on the building, which suffered to the extent of \$1,000, while the stock was damaged \$3,000 worth. The firm carried \$2,500 insurance in the Royal.

A number of business changes are reported this morning to take place at the end of the month, which will merge four of our firms into two departmental stores. A new photograph gallery is to be started, also another drug store.—Aylmer correspondence of St. Thomas Journal.

Freight business on the Pembina division appears to be brisk at present, owing to the shipment of grain east. At Manitou the Chalmers and Ironside elevators will contribute 35,000 bushels of grain, and the Ogilvie elevators about 15,000 bushels.—Manitou Mercury.

Mr. John M. Campbell, the well-known buyer of Messrs. R. J. Whitla & Co., of this city, will return from Europe with his bride early next month. The marriage took place on the 29th of April, at Wesleyan chapel, Whalley Range, Manchester, Eng., when Alice Maud, youngest daughter of William Leak, Demesne road, became Mrs. Campbell. Mr. and Mrs. Campbell have been enjoying a short honeymoon tour in Paris and on the continent, and expect to reach Winnipeg about June 1.—Free Press, Winnipeg.

A. Freeland Nickerson, merchant; Jas. E. Swim, master mariner; Smith F. Nickerson, barber; Maurice A. Nickerson, tinsmith, of Clark's Harbor; Thomas S. Poole, merchant; Wilfred C. Poole, accountant, of Arcadia, Yarmouth, and Albert H. Poole, of Yarmouth, trader, have been incorporated, under the name of "The Cape Sable Packing Company, Limited," for the purpose of buying, selling, catching, canning, curing, packing, forwarding and exporting of lobsters and fish of all kinds. The capital stock of the company is \$8,000 divided into 80 shares of \$100 each.

DEATH OF A MERCHANT.

Mr. Geo. Williams, until recently one of the leading merchants of Toronto Junction, died on Saturday afternoon about 1 o'clock at his home. The late Mr. Williams was born in Erin township 39 years ago and went to Toronto Junction about four years ago, when he formed the partnership of Horner & Williams, which firm carried on an extensive grocery business. About two years ago Mr. Horner withdrew from the firm, and Mr. Williams continued the business alone until last year, when he was obliged to retire on account of ill-health. Some months ago he went to Georgia in order to improve his health, but derived no benefit from the change.

APPEARANCE COUNTS.

As we judge men and things by their appearance, so do we judge of the success of a store by the features it presents to the observer, says American Grocer. A downtown merchant who needed accommodation at bank, was advised by a friend to buy a new silk hat and wear it when making an application, "for," said he, "the president or cashier will take the new tile as evidence of prosperity, and be more inclined to grant you a loan than if your personal appearance indicated a forced economy."

THE CALIFORNIA FRUIT CROP.


IN response to inquiries made by F. N. Woods & Co., of San Francisco, as to the prospects of the prune and peach crop, several growers have sent their views under date of May 12th to 14th. Timothy Paige, of San Francisco, states that so far as his observations go he would say that there will be a smaller quantity of prunes and peaches than last year, and possibly as many or a few more apricots and pears. He believes that the entire output south of Fresno will be considerably less than last year. Mr. R. A. Campbell, of Winters, writes that apricots in that section are a total failure. There are a few prunes on the tops of the trees, but the fruit lower down was all frozen. Of peaches there will be none. "Three miles above Winters," he says, "there is a fine crop of apricots, but prunes are light all over. At Vaca, I have, they say, the best crop in the valley—say a half crop. Dr. Dobbins, who has a large prune orchard there, says he will not have a quarter crop, and lots of them won't have any. Vaca has a fair crop, but it will all go East green." Mr. B. F. Walton, of the California Fruit Exchange, Yuba City, says: "We have as good a crop of peaches in this locality as last year; an excellent crop of Bartlett pears; a very few cherries; less than half as many apricots, which was only a half crop last year; a very few prunes; a few orchards, half as many as last year, others a fourth or fifth as many. The above is the comparative condition of all the orchards north of Sacramento, except that when you go ten miles north of Marysville pears and peaches have suffered. So you see we can only have from 25 to 35 per cent. of an average crop in this whole section." Mr. E. A. Wheeler, of West-Side, wrote: "The general opinion of the 'Granges,' a representative body, is that apricots, peaches and cherries will be much less than last year, and prunes will not exceed last year, and many think it will be less. All the young orchards five or six years old that I have heard of have very little fruit, and all the old orchards have very light crops. On the west side of the valley I am sure there will be less than last year. I am inclined to think that the probability of their dropping in June is very great."

Prominent Men

Possess distinct and notable characteristics which distinguish them from others—they are “marked” men.

Hillwattée in packets and **Dannawalla** in bulk are “marked” products of nature and science. They are distinct from ordinary goods and leaders in the tea-selling world.

LUCAS, STEELE & BRISTOL WHOLESALE GROCERS Hamilton, Ont.

JUST IN THE OLD STAND-BY 

**Crosse &
Blackwell's
Pickles**

**Captain
White's
Orientals**

Pints and Half Pints.

ALL IN NEW SHAPE BOTTLES

Pints and Half Pints.

SAUCES, all kinds

CURRY POWDER, all sizes

CAPERS, all sizes

LUCCA SALAD OIL, all sizes

JAMS AND JELLIES, all sizes

AT RIGHT PRICES

JAMES TURNER & CO., Hamilton, Ont.

We are offering

Extra Quality Cleaned Currants
Fine Quality Case Prunes
Choice Quality Pulled Figs
Seal Brand Salmon

Extra Quality Selected Valencias
Choice Quality Dried Peaches
Nimpkish, River Salmon

LOWEST PRICES FOR THE BEST GOODS.

BALFOUR & CO.

HAMILTON.

A FEW SPECIALS

Lobsters, 1-lb. tall tins, \$1 per doz.
 Boulsters' Sifted Early June Peas, \$1 doz.
 Imported Sardines, $\frac{1}{4}$ s, $6\frac{1}{2}$ c.
 Marmalade, 7-lb. pails, 40c. pail.

Layer Valencias, 28-lb. boxes, \$1.10 per box.
 F.O.S. Valencias, 28-lb. boxes, \$1 per box.
 Damson Plums, 2s, in heavy syrup, \$1.50 doz.
 California Apricots, 3s, in heavy syrup, \$2 doz.

H. P. ECKARDT & CO. - TORONTO

BUSINESS PAPER CIRCULATION.

By NATHL. C. FOWLER.

FEW trade papers have large circulation. There is little reason why they should. A trade paper cannot have a circulation larger than the number of stores, offices, or factories representing the business.

A few trade papers have circulations exceeding 10,000.

Most trade papers do not print over 5,000.

Some trade papers print less than 2,000.

The reading circulation of a trade paper is from twice to ten times as much as the reading circulation of any other class of advertising medium.

The good trade paper is read by from one to fifty people.

The trade paper is only read by those directly interested in the business.

There is no waste to trade paper circulation.

Every copy goes into the store, office or factory of a probable buyer.

The reader of a general magazine or paper may be only a possible buyer, but every reader of a trade paper must be directly in-

terested in the goods of his trade, or he would not be in that trade.

Trade paper circulation is limited to probable buyers.

The circulation of all other mediums is limited to possible buyers.

The advertising columns of a good trade paper contain as interesting matter as the reading pages.

A trade paper is a mirror of its trade, a sort of reflecting hopper into which is poured suggestions, ideas and fact.

The advertising columns of the trade paper are not directories, are not dictionaries, but they are encyclopedias of saleable goods and profitable things.

All trade paper readers are not successful, but no successful man is without his trade paper.

The daily paper may be skipped. The magazines may be thrown away, but the business man of brains, sense and profit, reads his trade paper, and turns it over to his partners, his clerks and his workmen.

The trade paper circulates into the inside of the business pocket-book.

It is studied from cover to cover, and read and re-read, for every business man knows that a single paragraph, or a single advertisement, may give him information absolutely necessary in the conduct of his business.

The circulation of a thousand copies, among a thousand actual and constant buyers, will sell more goods, or will assist in the sale of more goods, than will five times the circulation of a general medium.

Trade paper advertising does not take the place of general advertising, nor does general advertising take the place of trade paper advertising. They are different lines, but not opposed to each other.

The maker or seller of something must have a line of trade customers, and these customers are as much interested in his trade paper as he is himself.

The trade paper without circulation hasn't any value, and all things being equal, the trade paper of the largest circulation is the best advertising medium, but any trade paper with decent circulation has a right to claim advertising value, because it has it, and has a different kind of value than any other medium.

Circulation counts, even with trade papers, but the circulation of a trade paper cannot be compared with that of one of general circulation, and its value for advertising, inch for inch, is from ten to twenty times greater, because it goes just where you want it to go, simply because it cannot go anywhere else.

A daily paper or magazine reader buys to supply his own personal wants. The reader of a trade paper buys to supply hundreds or thousands of customers.

DO YOU KEEP

Pilkington's Powdered Perfumed Lye

Perfectly Pure.

"BELL BRAND"

Superior to all
Other Brands.

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

Sole Agents in Canada

Bellhouse, Dillon & Co.

47 Wellington Street East

... TORONTO

30 St. Francois Xavier Street

... MONTREAL

RICE

We can give you close quotations on all grades of **Rice**
—Standard and Fancy.

OUR STOCK IS COMPLETE.

DAVIDSON & HAY, WHOLESALE GROCERS Toronto, Ont.

The
Corn Meal
Of . . .
Certainty

The sense of taste, touch and sight determines the consumer's purchase, in Corn Meal as in everything else. You may think there's profit enough in the Corn Meal you're selling now; there's more though in ours, because it satisfies the sense of sight, touch and taste. The sense of the consumer sells it.

AMERICAN
PROCESS

Gold-Dust

THE TILLSON CO. LTD.
TILSONBURG, ONT.

Flag-Ship Brand Canned Salmon

Is a perfectly reliable article in every respect. None but the best fish used. Guaranteed fresh and sound.

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

Canadian Pacific Packing Co.

LULU ISLAND, B.C.

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EAL

HINTS TO BUYERS.

THE first carload of strawberries to arrive on the Toronto market this season came to hand on Saturday. It was consigned to Dawson & Co., and the fruit was of Southern Illinois growth. The first carload of Baltimore cabbage came in on Tuesday, and was for the same firm.

W. H. Gillard & Co. announce that they have a snap in gallon apples.

Smith & Keighley have been advised of their first shipment of new season's Japan tea.

The Eby, Blain Co., Ltd., have in stock another shipment of Southwell's marmalade, 1-lb. glass.

John Sloan & Co. are in receipt of a shipment of Crosse & Blackwell's goods, also Smith's fly poison pads.

Samples of the "King" and "Queen" of teas will be forwarded on application by Lucas, Steele & Bristol.

Graham, McLean & Co. have again secured control of the Chesley creamery butter for the Toronto market.

Buyers of Congous and Young Hysons at roc. should get Lucas, Steele & Bristol's samples. They have a large assortment.

D. Gunn, Bros. & Co. are finding, as the season advances, an increasing demand for the "Maple Leaf" brand of hams and bacon.

Attention is called to list of canned goods offered by Lucas, Steele & Bristol. This firm also offer a large assortment of canned fish.

The agents for Marshall's Scotch fish delicacies report an increasing demand in Winnipeg and the far west. Good goods always sell well.

In five-case lots and over Lucas, Steele & Bristol deliver Challand & Jenks' lemon sour, ginger ale, etc. They also pay freight on return empties.

The "Victoria" and "Princess Louise" brands of Ceylon tea which are offered by Laporte, Martin & Cie. are getting their slice of the trade.

W. H. Gillard & Co. are meeting with splendid success with the sale of their standard black teas, which appear to suit the Canadian palate to a nicety.

Clemes Bros. have their second shipment of Egyptian onions arriving, also Valencia oranges, ex ss. Scotsman. The latter are in excellent condition.

H. P. Eckardt & Co. received samples of their shipment of new Japan teas on Tuesday. The quality is extra good. Stock expected to arrive in a couple of days.

W. H. Gillard & Co. are in receipt of samples of their "Queen's Plate" brand of new season's Japan tea. The samples show good quality. The shipment is on the way between Hamilton and Winnipeg, and is expected to reach the "Ambitious City" the

end of this week. The teas are ex ss. Empress of India.

Laporte, Martin & Cie. have some bargains in well-known brands of different lines of canned goods. They will quote promptly on application to St. Peter street, Montreal.

Clemes Bros. are receiving shipments of Baltimore strawberries. The quality is better, and the boxes larger, than the berries which have heretofore been coming on the market this season.

This is a good season for pickles and sauces, and T. A. Lytle & Co. are capturing their share of the trade in this line, which proves that there's always a market for goods of dependable quality.

The sales of Cottam's bird seed have doubled since the introduction, some two or three months ago, of improved bird bread and holder, together with the beak sharpener in each 1-lb. packet.

A 25c. package tea, under the name "Gold Medal," will be put on the market by the Eby, Blain Co. in about 10 days. The package is a handsome one, and they claim first place for it in point of quality.

R. E. Jamieson, Ottawa, is among the leading Canadian manufacturers of soda and other biscuits. Consult his advertisement in this week's CANADIAN GROCER as to the lines of goods he offers the trade. The marks are all well known.

In conservative Montreal, Marshall's kippered herrings, bloaters, fresh herrings, herrings in tomato and anchovy sauce, potted meats, etc., are regularly increasing in demand, both English and French houses always carrying the goods.

"Little wonder that Cottam's seed has such an enormous sale," said a grocer the other day. "They tell me that the Cottam people undertake the care of sick birds in all parts of the country free of charge. One of my customers had a very sick bird. It was in such bad shape they expected to lose it. The lady wrote to Cottam giving particulars, and by return mail they explained the trouble, giving directions for the care of the bird. Inside of a week it was better and singing as lively as ever."

The Laing Packing and Provision Co. are offering the trade this month their new cooking product "Bakerine." It is prepared by a process of their own from the best beef suet and prime cotton seed oil. It is put up at present in the following packages and prices: Tierces, about 350 lbs., 5¼; half-barrels, 125 lbs., 5¾; fancy tubs, 50 lbs. net, 6; wooden buckets, 20 lbs., 6¼; 10 lb. tin pails, 6 in a case, 6¼; 5-lb. tin pails, 12 in a case, 6¾; 3-lb tin pails, 20 in a case, 6¼. Prices named are the lowest cash quotations, and are subject to market changes, orders being entered at market prices ruling at time of receipt.

CANNED HADDIES.

The Thistle Haddie Co. are as usual again the first in the market with new packed haddies, and the quality is like their pack has always been—most excellent.

This company have been now packing haddies for nearly fifteen years, being the pioneers in the business, and so high class has their fish been that they have been accepted as the standard by all other packers.

Mr. Robert Austin, manager of the factory, and holding the largest interests in the same, has practically spent his life in this business, and his father before him had the reputation in Digby of being the finest packer in Nova Scotia, having that peculiar understanding of the art of curing his fish, and turning out an article of superior flavor. This art has been evidently inherited by his son, the present Capt. Austin, and is, no doubt, responsible for the wonderful success that has attended his packing and the uniform quality that characterizes all goods put up by the Thistle Co. The scrupulous cleanliness which characterizes everything that is done at the packing house, the modern appliances in use for rapid work, and the pride taken by the packer in only turning out genuine haddies of the finest class, have all conduced to the results named, and his well-known reputation amongst all the fishermen for using the best, and only the best, of goods, gives him a well-deserved advantage over all of his competitors.

The motto of the company is, "The best, first, last and always," and they have well earned their reputation, for their well-known brand is found from the Atlantic to the Pacific.

FRENCH PRUNE TRADE POOR.

The Paris correspondent of The London Grocer writes that the French prune trade is in a bad way at present. It appears that American competition is causing serious damage to the once highly prosperous industry, which has its centre in Agen, in the southwest of France. The Americans are able to put upon the French market prunes which are prepared by a process so much superior to the old methods which are still in vogue at Agen that they beat the French on their own ground. The American system of drying has been put into operation at the College of Horticulture at Versailles, and, I hear, answers admirably. It is probable, therefore, that before long the new process will find its way to the fertile departments of Lot-et-Garonne, d'Ordogne and Lot.

PERSONAL MENTION.

Mr. W. H. Gillard, who is to represent the Hamilton Board of Trade at the conference of the Chambers of Commerce of the Empire, leaves en route for London on June 6.

HOUSEHOLD HELPS

Always used by every housekeeper who tries them once. That makes them also trade helps for every grocer who sells them. They meet with regular sales because they fill regular wants—wants felt every day by the housekeeper for a good flavoring and a reliable match.

Purity is what counts in extracts. Purity includes strength and flavor. We know the

Crown Brand Flavoring Extracts

are pure because we make them so. They're rich and delicate too, made from the natural fruits. Summer ices, creams and custards demand the best extracts. Give your customers the Crown Brand.

Experience is what counts in match making, together with the use of the best materials.

Bryant & May's Matches

have no rivals for quality. Years of experience in making them have produced the very best matches—matches good for all uses, all climates and all people. We can ship them at short notice.




THESE ARE THE BISCUITS

Which have been supplied to H. M. the Queen since May 8th, 1841. Over half a century of royal favor, and the testimony of thousands all over the world who use them, prove their good qualities. They command a ready sale.

ROBERT GREIG & CO.

Sole Agents
for Canada

 MONTREAL

Extracts You want the best.



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

Seely's



ALL SIZES.
EVERY FLAVOR.

FINEST QUALITY
OF GOODS.

ELEGANTLY PUT UP.
SIGHT SELLERS.

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

Selling Agents

Turner, Mackeand & Co.

WHOLESALE
GROCCRS

Winnipeg

Wethey's Condensed Mince Meat



Is Always
The Same



We Ought-to-harp

at the few people who have not yet recognized
the selling qualities of

Boulters' Canned Goods **"PEERLESS"** Lion Brand

They are missing a good thing, and the sooner they wake
up the better for them.

THE CANADIAN GROCER

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

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BUSINESS MEN IN PARLIAMENT.

THE demand for practical business men in the Parliament and in the Cabinet of the Dominion is not born of any desire for class representation.

The root of the whole matter is an innate desire to have the business affairs of the country carried on in a business-like way.

The business men of the country did not create the void that they might step into it: It was created as a result of sending men to Parliament who never should have been sent there.

The reins of a racehorse are not put into the hands of a man who has never steered anything but an erratic career, and yet this is just the class of men in whom we have put the reins of the country, for every man who sits in Parliament either as a private member or as a member of the Cabinet has more or less to do with the making or unmaking of the laws of the land.

The attitude the business men of the country are assuming, therefore, has been forced upon them: In self-defence they have been compelled to arise and, by their ballots, their influence, and, in some instances, allowing themselves to be put in the field as candidates for Parliamentary honors, inaugurate a better state of affairs.

There have been times in the history of every country when men have had, for the time being at least, to sink their party sympathies in order that needed reforms might be secured.

In the campaign that is now upon us in Canada there is a demand for practical, common sense business men. It is most imperative that the demand should be obeyed, for if ever practical business men were needed in the Parliament of Canada it will be in the next Parliament, no matter whether Conservatives or Reformers predominate therein.

There are questions looming up which affect the future destiny of this country which only men of high intelligence and

men of practical business common-sense are competent to solve.

Send this class of men to Parliament—it matters not whether they be Grit or Tory—and it is not likely there will be any suffering of the country's interests.

Vote for business men.

F. O. B. OFFERS ON CANNED SALMON.

SOME of the Montreal salesagents have been wired f.o.b. figures on canned salmon on the Coast, but there is a hesitation to quote until they find out what their neighbors are doing.

Only one offer at Montreal has been heard of as yet. This was \$4.50 f.o.b. at point of shipment, but the other agents, and some who represent the foremost brands offered on the eastern market, claim that the figure is not reliable. Their advices indicate that the canners are trying to arrive at some understanding as to a selling price.

If anything comes of the efforts that are being made it will mean an opening price of \$4.75 per case f. o. b. on the Coast, or 25c. per case higher than the opening figure last year.

Buyers in the east are in no hurry to place their contracts until they have more definite information regarding the pack, etc. The goods are not delivered until the fall, and in the meantime the stock that has been carried over by many jobbers is considerable. In fact, a broker told THE CANADIAN GROCER when discussing the question of f. o. b. offers that he could go out on the market, either in Montreal or Toronto, and buy good reliable brands that had been carried, relatively, for a considerable saving on \$4.50 f. o. b. Coast.

So far none of the agents have any information regarding the fish, except what has been supplied through the daily press, that the run of Sockeye has commenced three weeks earlier than last year.

STRONGER FEELING IN MOLASSES.

THE Barbadoes molasses market, after the somewhat frequent fluctuation that it has recorded, so far exhibits steadier tendency, while sellers manifest a more confident feeling. The two chief reasons are advices from the Islands in regard to the crop, and indications that the demand from American buyers will be greater very shortly for obvious reasons.

With regard to the crop a late cable from Barbadoes states that it is turning out much smaller than was at first expected, and that the demand was good, sales being freely made at 12c. first cost. This is interesting to Canadian molasses buyers, in view of the fact that the American market is quite likely to want a great deal more Barbadoes molasses this year than usual. Most of the United States supplies are drawn from Cuba and Louisiana. The

yield of the former, owing to the insurrection, is inappreciable, and American buyers are turning their attention to other sources of supply. So far this spring they have been large buyers of Trinidad and Porto Rico. So much so that little or none of the latter has been offered in Montreal this spring. Now they are turning their attention to Barbadoes stock, and will be certain to take quite a quantity before their wants are supplied.

In this connection it is interesting to note that Montreal importers have not operated very sparingly so far, and that their purchases fall short of those for the corresponding period last spring.

BETTER FEELING IN SUGAR.

A CHANGE in the uninteresting condition of the sugar market has taken place at last. The cause is primarily a stronger market in New York. It began on Saturday with an advance of 1-16c. per pound on all refined sugars. This was followed by a similar advance on Monday, making a gain of 1/8c. for the two days, or one half what was lost by the recent decline. In London on Monday beet advanced 1 1/2d.

The recent weakness appears to have been induced by the fear engendered in Europe because of the heavy stocks there. The stocks in Europe at the end of last week aggregated 1,943,100 tons, against 1,919,146 tons the same week in 1895. The total stocks in both America and Europe were, however, 2,215,378 tons, compared with 2,523,260 tons a year ago. The deficiency is now 307,882 tons, against 328,750 the week before, and a surplus of 758,248 tons at the close of 1895.

The fact that the usual heavy seasonable rains have set in on the island of Cuba naturally tends to strengthen the sugar situation, because these rains will curtail the already light receipts from that country.

It is the general opinion that the future of the sugar market in Canada will be largely governed by local conditions. So far these local conditions are favorable. The outlook promises an enormous fruit crop; and a big fruit crop naturally means a large consumption of sugar. Then the manufacturers claim that by the time the fruit season arrives they will be working on dearer raws than they are to-day, and consequently they will be compelled to advance prices.

The quotable price of granulated to-day in New York is 5 1/8c. per lb., against 4 3/4c. in Canada, or, with the discount which the former figures are subject to, about the same as the price in this country.

Since the advance in the American market the demand has improved a little in this country, and a little more confidence is exhibited in prices, but there has been no change in quotations.



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BUTTER PRODUCTION.

IF the quality of Canadian butter is as good as the quantity this season promises to be large, there will not be much cause for complaint.

The offerings of butter in the country during the past week or so has been unusually large.

The cause of this is probably three-fold. There is first of all the fact that increased attention is being given by the people of this country to butter-making. Then the low price which has been ruling for cheese, together with the representations which have been made by the trade press, have induced the factories to make more butter and less fodder cheese. Another cause is, of course, the ample and early pasturage which has been so characteristic of this spring.

Canada is not alone in increased production of butter this spring. In the United States a similar state of affairs exists. In New York the receipts of butter for the week ending May 23 aggregated over 50,000 packages, an amount that was never equalled before in any one week during the month of May.

Advices received in Toronto this week state that the production of butter in the United States is likely to be larger by 25 per cent. than the production of last year, while the heavy rains in the west have removed the possibility of drought.

The N.Y. Journal of Commerce on Wednesday, in its review of the butter market, said: "Operators here see nothing whatever to warrant a higher range of values. Without a liberal export demand we shall certainly have more butter this season than will be wanted at home, notwithstanding the low values that are current."

In view of the condition of affairs at home and abroad the hint to country dealers in Canada is obvious.

TO KEEP OUT SPURIOUS TEAS.

FOR some months past the tea importers of the United States have been actively discussing both the tariff and the Customs regulations regarding tea: The one sought to have imposed a duty of 10c. per pound on all tea imported, and the other sought to have a closer supervision as to the quality of the tea brought into the country.

The end sought by both parties was practically the same, namely, the exclusion of spurious teas. A law which was supposed to perform this act has been in force for some years, but there is no uniformity in its enforcement, and the evidence of its inefficiency is the large quantity of spurious and undesirable teas that gets into the country.

The agitation for an improved law has at last taken a practical turn, a bill having been introduced in the House of Representatives with that end in view.

The bill in question makes unlawful the importation of tea unfit for consumption,

The standard of quality is to be fixed by a board of arbitration located at New York, Chicago and San Francisco. The arbitrators are to be appointed by the Secretary of the Treasury, and are to be five in number. Each arbitrator must have at least ten years' experience as a wholesale tea merchant, broker or buyer.

The bill provides that when a shipment of tea is entered at one of the ports it shall be examined by a duly qualified inspector. All teas are to be tested according to the usages and customs of the tea trade, including the tasting of an infusion in boiling water. In case the importer or consignee shall protest against the finding of the examiner the matter in dispute shall be referred to the Board of Arbitrators, whose decision shall be final.

Another clause provides for the appointment of supervising examiner whose duty will be to visit the different ports of entry and see that the tests are being lawfully and uniformly made.

Teas condemned must be exported within six months after said condemnation, otherwise they will be destroyed.

This is but a brief summary of the bill, but it contains its salient points.

The bill appears to meet with the general approval of the tea trade of the United States, judging from the tone of our exchanges to hand.

BRITISH TRADE AND NAVIGATION.

British trade and navigation returns for April have the usual quarterly tables, showing the distribution of British over-sea trade among the principal countries and the proportion in which it was carried on with foreign nations and countries under the British flag. Compared with the two previous years, the figures for the first quarter are as follows:

	IMPORTS.		
	1896.	1895.	1894.
From British possessions...	£23,521,000	£23,572,000	£24,454,000
From foreign possessions...	88,698,000	77,115,000	83,260,000
Total.....	£112,219,000	£100,687,000	£107,714,000
	EXPORTS.		
	1896.	1895.	1894.
To British possessions.....	£21,022,000	£16,775,000	£19,702,000
To foreign countries.....	40,211,000	35,945,000	34,228,000
Total.....	£61,233,000	£52,720,000	£53,930,000

ADVANCE IN LOOSE MUSCATELS.

California loose muscatel raisins are getting much dearer on the Coast. As a consequence holders on the spot are compelled to ask higher figures. Agents of shippers on the Toronto market are getting a full 1/4c. per lb. above the figures which ruled when the lowest point was touched, and it appears to be the general opinion that there will be a further appreciation in values before the new crop can arrive on the market.

THE FUTURE OF CURRANTS.

A GOOD deal of uncertainty surrounds the future of the currant market. Stocks are but moderate, and of this moderate quantity only a small percentage is fine fruit, which is relatively cheaper than the poor to common grades.

Naturally at this season currants are not active in the primary markets, but just now they exhibit less life than is usual.

The kernel of the whole matter appears to be the next crop. The Retention Act passed by the Greek Chambers last summer for the purpose of decreasing the quantity of currants available for grocery purposes and thus appreciating values for the benefit of the currant growers of the country has not been as effectual as was hoped it would be. Therefore, as another big crop is promised for the ensuing season, the outlook is viewed in anything but a favorable light on the other side of the Atlantic; and it is likely that an effort will be made to induce the Government of Greece to enact legislation of a more drastic type than that now existing.

For the purpose of conveying an idea as to the position of the currant growers in Greece the following from a British consular report will be apropos:

The currant is the staple product of the Morea, and the prosperity of the entire district depends upon it. Unfortunately, the Morea, like many other countries, is suffering from over-production. In order to meet the almost unlimited demand from France for wine-making purposes, some years ago, an enormous area was planted with currant vines, and the crop within fifteen years has been almost doubled. The French vintage having to some extent recovered, and heavy import duties having been imposed on currants entering, the French demand has been almost entirely lost, the consequence being that 30,000 to 40,000 tons of currants are annually produced over what is required for the world's consumption. With an article like currants, whose consumption for eating purposes only increases very slightly, however low the price may be, it will readily be understood that such an enormous annual surplus over and above requirements has completely demoralized trade in the article, and brought down prices to a figure which scarcely covers cultivation expenses, and it is evident that if this state of affairs lasts two or three years longer, most of the currant plantations will have to be abandoned, and a once thriving community will be brought to utter ruin. The cessation of the French demand caused prices to drop 50 per cent. at once, property lost nearly all its value, and, although the growers have been fighting manfully, hoping against hope for the last three years, they are now at the end of their resources, for capitalists who have, in their own interests, been endeavoring, during these hard times, to support them, find themselves no longer able to do so. The currant industry in the Morea is doomed, unless some new outlet for the sale of currants were suddenly to be found, or some other expedient were devised. Could the currant growers all agree to uproot one-third of their plantations, the whole problem would be solved, but, unfortunately, this is an impossibility. Strange as it may appear,

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a currant crop of 130,000 tons, which is about the amount required for the world's consumption, would realise over £2,000,000, whereas a crop of 170,000 tons would bring in barely over £1,000,000.

NEW JAPAN TEAS.

THE first shipment of new Japan teas for 1896 arrived in Montreal this week over the Canadian Pacific. They were landed at Vancouver, B.C., six days ago from the Empress of India. There is only a limited quantity, as is usual, in the first shipment, but several wholesale firms each received a few packages. The leaf is much better than last year, and in the drawing qualities there is also a noticeable improvement. The prices, however, have not advanced, so it is now possible to get a much better tea than was offered last season at the same money.

The freight through from Yokohama and Kobe to Montreal is now 2c. per pound, against 2½c. last year. It is expected that this rate will hold throughout the season. The prices of Japans will, perhaps, average about 1½c. per pound below the figures of last year.

The latest advices from Yokohama, dated May 7, state that the regular arrivals of the new crop reached that market on April 30. At Kobe the market has hardly opened, only a few piculs of tea from interior districts having arrived. Settlements are 600 piculs, as against 500 piculs at the corresponding date last year, and 3,540 piculs season 1894.

Total settlements to May 7 at Yokohama and at Kobe were 9,216 piculs, as against 13,915 piculs at the same time last year, and 28,440 piculs the previous year.

From the first arrival of the new crop at Yokohama on April 30 to May 7, the date of the sailing of the Empress of India, 8,600 piculs had been settled at an average price of \$29.50 per picul, as against an average price of \$40 per picul for the first 8,600 piculs settled last year. The demand has not been so active as during former seasons, and prices have ruled weak throughout the interval under review. At the close the market is very weak for all grades excepting attractive parcels of choice and choicest tea, which are more firmly held by the dealers.

PURE TRADE GOSPEL.

It is better that an article which has lost its original merit should be thrown into the sea than that by selling it money should be made and a customer lost.—Canadian Grocer.

This is pure trade gospel, and it is radically different from the idea some grocers have. Many grocers we have known have chuckled and thought they were doing something mighty shrewd when they worked off some old stock on an unsuspecting customer. One of these fellows said to the writer recently, "Well, I did a good job to-day. I got rid of a lot of stuff that I never expected to sell." "Was it good stuff?" was asked.

"Well, it wasn't the best," was the answer with a wink and a chuckle. Good job! It certainly was for such a man's competitors.—Grocery World.

THE FRUIT SALES.

The cargo of the ss. Escalona which sold at auction Wednesday in Montreal comprised 12,000 boxes lemons and 4,000 boxes of oranges. Prices for lemons were 20 to 40c. per box lower at 60c. to \$2.60, according to grade. Oranges were firm and 10c. higher at \$1.80 to \$3.60. This steadiness was due to the fine quality of the fruit which came from Sorrento, and the higher prices ruling south of the line for oranges. This is the last sale of the series.

THE CUBAN TOBACCO QUESTION.

The protest made by Secretary Olney, of the United States, against Captain-General Weyler's prohibition of tobacco exports from Havana, has been successful. He has been officially informed that all contracts for Cuban leaf tobacco entered into before the publication of the order prohibiting its exportation will be respected, and that citizens of the United States proving themselves to be bona fide owners of such tobacco prior to the promulgation of the order will be permitted to export the same as heretofore.

\$1.50 EASILY EARNED.

An incident which aptly illustrates the condition of the apple market in Toronto occurred a few days ago. One of the women who keeps a fruit stand in St. Lawrence market bought a barrel of Spies from a wholesale house, paying \$6.50 for the same. She had sold several small lots, when along came the proprietor of one of the leading hotels. The barrel of apples took his fancy and he purchased them at \$8, or \$1.50 more than the fruit woman had paid for them.

THE SUGAR SITUATION.

In regard to the position of the raw sugar market Willett & Gray say: "The present downward reaction which began early in the month has continued longer and extended further than any one in the trade anticipated, but seems now to be nearing its end. It is difficult to give any good reason for it, and in the absence of other causes it is placed to the credit of an over speculation in contracts on the foreign exchanges, and a violent and forced liquidation of the same, progressing more rapidly as the decline increased and became more unmanageable. The result is a shifting of contracts from weak into stronger hands, who will reap the advantage of the eventual rise which must come in spite of all intermediate reactions. Under such conditions there is but one thing for sugar holders to do, and that is to maintain

a firm hold, if able to do so, and not add to the demoralization by forcing sales when there are no buyers. The total decline here, in following Europe, is now ¾c. per lb. for centrifugals to 4c. for 96 deg. test, and this appears to be the end, subject, of course, to any further absurd decline in Europe. We rather expect that the present week will prove to be the low week of the future to the end of the 1897 campaign. The real circumstances and conditions are just as strong as ever to anticipate a large improvement in spite of all temporary sentimental reactions."

SOUP CANNED AT SEA.

THE Board of General Appraisers of the United States Customs has handed down a decision that the products of a canning factory, operated by American citizens on a vessel carrying cans of American manufacture, but operating in Central American waters and using Caribbean Sea and Gulf of Mexico turtles with which to fill the cans, are not dutiable.

The Gracie T. was sent from this port in 1895. The majority of the crew were not sailors, but were cooks and tinsmiths. The vessel proceeded to the Gulf of Mexico and at once began to capture the green turtles. When a sufficient quantity had been secured the fires were lighted in the kitchen and green turtle soup was made and packed. The experiment proved to be a success, and several thousand cans of the soup were sent to New York by the steamer Adirondack and were entered on August 29, 1895, the Gracie T. in the meanwhile remaining south for further orders.

When the goods arrived Collector Kilbreth assessed a duty of 20 per cent. ad valorem as a foreign soup product. R. F. Downing, representing the projectors of the enterprise, appealed the case to the Board of Appraisers, and a decision has been handed down sustaining the objection and overruling the collector.

The Gracie T. will at once be refitted in some American port, and will continue in the business of canning turtle soup.

The decision was that the expedition constituted an American fishery within the statute, even if the turtles were caught, cooked and canned in foreign waters.

WINDOW DRESSING.

It is a question of taste as to whether a show window produces more effect on the spectator when a single line of goods is exposed than when an assortment of different articles is displayed, remarks Merchants' Review. Perhaps the best plan, when there are several windows in the store front, is to devote each one to a separate line of goods and have, say, canned goods in one, cereal products in another, and wines and liquors in a third.

"Flat and Spoiled"



How often have busy housewives made this remark—and with dissatisfaction have they viewed the result of their morning's bake—flat, unattractive and unpalatable? Not because of any lack of skill or unfavorable conditions, but because the baking powder was unreliable. It is a sure thing that such an article will never be admitted into the confidence of such cooks again. **But** when a first-class Powder has proven its efficiency and reliability the demand naturally turns in its direction. One that has never disappointed is

THE "DIAMOND"

and thousands of Canada's best cooks endorse it in full confidence. The price is cheap but the quality is undoubted, and wherever used once always used. Prices to the retail trade are now as follows :

1 lb. Tins, 2 doz. in a case.....	\$1.20	per doz.
½ lb. " 3 " " "90	"
¼ lb. " 4 " " "60	"

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In 1-2 lb. packages
Retails at 25 cts.

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Sole Agents
LAPORTE, MARTIN & CIE. Wholesale Grocers
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MARKETS AND MARKET NOTES

ONTARIO MARKETS.

GROCERIES.

THE grocery trade is a little more interesting this week, owing to the higher prices obtaining on refined sugars in New York. Locally the general trade situation is much about the same as a week ago, although the holiday intervening has naturally unsettled business to some extent. The demand for sugar, while still light, is, if anything, a little better than it was a week ago. Canned vegetables are still in good request. The demand for salmon is increasing. Good coffees are a little firmer. Rice is receiving more attention. For teas the demand is merely fair with the market firm on Indian and Ceylon teas. An improved demand has sprung up during the last week for Valencia raisins, and the demand keeps up well for currants. The movement in California dried fruits is gradually getting smaller. The same may be said with regard to prunes of all kinds.

CANNED GOODS.

The demand continues active for tomatoes, corn and peas. There are also a good many beans going out. Tomatoes are gradually getting into smaller compass and prices are firm. Packers are generally holding them at about 80c. For the few peas that are in packers' hands, 90c. is the idea. The demand for canned salmon continues to improve. The same may be said of all canned fish and meats. We quote: Tomatoes, 80 to 90c.; corn, 55 to 85c.; peas, \$1 to \$1.10 for ordinary; sifted select, \$1.25 to \$1.35; extra sifted, \$1.45 to \$1.50; beans 70c. up; peaches, \$2.90 to \$3 for 3's, \$1.90 to \$2 for 2's; raspberries, \$1.40 to \$2; strawberries, \$2 to \$2.45, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 80 to 90c.; gallons, \$1.90 to \$2.25; salmon, "Horseshoe," \$1.40 to \$1.45; "Maple Leaf," \$1.35; "Lion," \$1.25 to \$1.40; Lowe Inlet, \$1.25 to \$1.30, in tall tins; cohoes, \$1.15 to \$1.20; canned mackerel, \$1.20 to \$1.30; lobsters, \$1.90 to \$2.25 for tall tins; flats, \$2.35 to \$2.65; half tins, \$1.45 to \$1.50; Canadian canned beef, 1's, \$1.25 to \$1.30; 2's, \$2.25 to \$2.35; 6's, \$7 to \$8; 14's, \$14.50 to \$15.50.

COFFEE.

High-grade coffees are still scarce, with prices a little stiffer. We quote green in bags: Rio, 17 to 18c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 25 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 25c.

SYRUPS.

The demand is still only light. Syrups with the refiners are scarce. We quote: Dark, 30 to 32c.; medium, 33 to 35c.; bright, 40 to 42c.; corn syrup, 3 to 3½c. per lb.

MOLASSES.

The movement is a little better than in molasses, but at the same time there is not a great deal doing. We quote: New Orleans, barrels, 28 to 30c.; half-barrels, 30 to 35c.; Barbadoes, 21 to 35c.; half-barrels, 33 to 35c.

SUGAR.

Granulated sugar advanced 1 16c. per lb. on Saturday, and gained another similar fraction on Monday. Yellows appreciated 1 16c. Beet advanced 1½d. in London on Monday. These advances have tended to strengthen the feeling on the local market, and the demand is a little better than it was, although the movement does not amount to much yet. A few more carload lots have been changing hands. The promising nature of the fruit crop is helping to add strength to the sugar market locally. Wholesalers' quotations are: Granulated, 4¾ to 4¾c.; yellows, 3¾c. up; Demerara in bags, \$3.75 to \$3.85 per 100 lbs.

SPICES.

Cream of tartar, although high, is a little lower than it was a week ago. The spice trade generally is much about the same as it was a week ago. We quote: Pure black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; ditto, best, 28 to 30c. per lb.; allspice, 14 to 18c.

RICE.

There is an active, improving trade doing in rice and there is a good demand for tapioca. We quote: Standard "B" at 3½ to 3¾c.; imported Japan at 5¼ to 5¾c.; tapioca, 3¾ to 4¾c.

NUTS.

The market is still without feature. We quote: Brazil nuts, 11 to 12c.; Sicily shelled almonds, 25 to 26c.; Tar ragona almonds, 12 to 13½c.; peanuts, 10 to 12c. for roasted, and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12 to 12½c. Marbot walnuts, 11 to 12c.; Bordeaux walnuts, 9c.; Sicily filberts, 8 to 10c. for sacks and 10½ to 11c. for small lots; pecans, 10½ to 11c.

TEAS.

Nothing particularly striking has developed in the tea market during the past week beyond the fact that the low price on Young Hysons has stimulated the demand, with the result that all low grades are about cleaned up. Now that these teas are getting scarce people are beginning to realize that they want them. Both Indian and Ceylon teas below 9½d. are dearer in London. China blacks are neglected. Wholesalers report a fair movement in Assams and Ceylon and in Japans. Ruling prices to retailers are: Young Hyson, 12 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

DRIED FRUITS.

In Valencia raisins the volume of business is light, although the demand at the moment is better than it has been for some time. California loose muscatel raisins are getting dearer on the Coast, and higher prices are being quoted by agents here. Wholesalers' prices are quoted without change.

We quote: Off-stalk 4¾ to 5c.; fine off-stalk, 5¾ to 5¾c.; selected, 6¾ to 6¾c., and layers, 6¾ to 6¾c. California raisins, 2-crown, 4¾ to 4¾c.; 3-crown, 5¾ to 5¾c.; 4-crown, 6¾ to 7c.; seedless, 4¾ to 5c.

The movement in California dried and evaporated fruits is gradually getting smaller. Prices are much as before. We quote: Apricots, 8 to 14c.; peaches, 5¾ to 8¾c., in bags, and ½c. per lb. more in boxes; pears, 8 to 10c.; plums, 6¾c. for unpitted, and 9½ to 10½c. pitted; nectarines, 9½ to 10½c.

Currants are in good demand at unchanged prices. We quote: Provincials, 3¾ to 4c. in bbls.; fine Filatras, in bbls., 4¾ to 4¾c.; do, half-bbls., 4¾ to 4¾c.; ditto, half-cases, 4¾ to 5c.; Casalinas, cases, 5 to 5¾c.; Vostizzas, cases, 6 to 6¾c.; ditto, half-cases, 6½ to 6¾c.; ditto, extra fine, 6¾ to 7¾c.; ditto, half-cases, 7¾ to 7¾c.; Panaretas, in cases, 9c.

There is a little demand for prunes, but the volume of business is gradually getting smaller. We quote as follows: Bosnias, "Sphinx" brand, "A," 65 to lb. 9c.; "B," 75 to lb. 7¾c., "U," 102 to lb. 6 to 6½c.; California prunes, 30-40, 11 to 12c.; 40-50, 9 to 10c. per lb.; 50-60, 8½ to 9½c. per lb.; 60-70, 8 to 9c.; 70-80, 8 to 8½c. per lb.; 80-90, 7¾ to 7¾c.; 90-100, 6½ to 7c.; 110-120, 5½ to 6c.; Bohemian, 3½ to 4c.; French, 5½ to 6½c.

Sultana raisins are quiet and firm at 5½ to 6c.

Figs are quiet with prices nominally unchanged. We quote: Eieme, 14 oz., 8 to 9c.; 10 lb., 8 to 9c.; 12 lb., 10c.; 28 lb., 12c.

Dates are quiet at 4½ to 5½c.

GREEN FRUIT.

The demand is active for Messina oranges, they having succeeded to the place of preference during the past week. There is some good quality fruit on the market. There are still a good many Valencia oranges going out, but they are dearer than they were

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Perhaps, that has never tried

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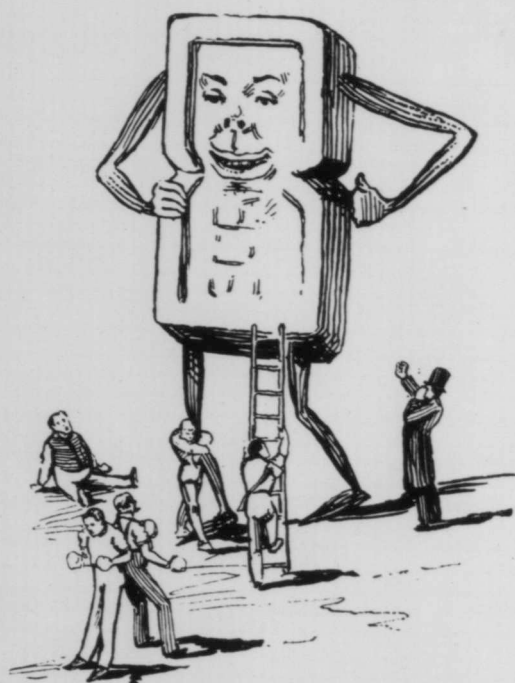
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ST. STEPHEN, N.B.

a week ago. Lemons are experiencing a brisk demand, and this will become more so as the weather increases in warmth. The demand for bananas is not so keen as it was, and prices are easier. There are not many pine apples on the market, but the supply is equal to the demand. Onions are quiet and a little lower. Southern strawberries are beginning to arrive on the market in larger quantities, some carload lots coming in. California cherries are on the market this week, and they are experiencing a fair demand. There are scarcely any apples on the market, and the few there are here are fetching fancy prices. We quote as follows: Lemons—Messina, \$2.75 to \$3.50 for 360's and 300's per box. Oranges—California navels, \$3.75 to \$4.50, according to size; ditto seedlings, \$2.75 to \$3.50; Valencias, 420's, \$6.50 to \$7; Jumbo's, 420's, \$7.50; ditto, 714's, \$7.50 to \$8; Seville's, \$2.50 to \$2.75 per box; Messinas, half-boxes, \$1.75 to \$2; ditto, boxes, \$3.25 to \$3.75. Bananas, \$1.50 to \$2; cocoanuts, \$4.50 to \$4.75 a sack and 70c. per dozen; apples, Spies, \$6 to \$7; Golden Russets, \$5; Bermuda onions, \$1.50 to \$1.75 per small crate; Egyptian onions, \$2.50 to \$2.75 per bag; pineapples, 8 to 15c.

BUTTER AND CHEESE.

BUTTER—Offerings in the country are large and deliveries are free. The demand for butter is of a local character and it is fair. Receipts are largely confined to tub butter, the quality of which is now fairly good. The summer creameries are now in full operation. The receipts are large. As the prices obtained locally are above the export basis, dealers are forcing their supplies on the market with the result that the tendency of prices is downward. We quote: Dairy but-

ter—Tubs, 11½ to 12c. for good, and 8 to 10c. for low grade to medium; pound prints, 13 to 14c.; large rolls, nominally, 10 to 11c. Creamery butter—Tubs, 15 to 16c.; 1-lb blocks, 16 to 17½c.

CHEESE—There are not many old cheese on the market, and anything of good quality is held firm at from 8 to 9c. There is a great deal of new cheese coming forward, and in this some business has been done at 7 to 7½c.

COUNTRY PRODUCE.

BEANS—The market is dull and weak. We hear of offerings at 80c. per bushel delivered at Toronto. The wholesale price is 85 to 90c.

EVAPORATED APPLES—The little firmer feeling noted last week has been maintained, and quotations are a little higher. We quote in a jobbing way 6 to 6½c. per lb.

DRIED APPLES—Dull and unchanged at 3½ to 4c. in a jobbing way.

EGGS—Receipts are still fairly liberal. Although they are falling off a little, picklers are about through, and it is anticipated that the supply will be in excess of the demand. We quote: 9 to 9½c. for firsts, and 7 to 7½c. for seconds.

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

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

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

PROVISIONS AND DRESSED HOGS.

Trade continues steady in a small jobbing way with the demand fairly active for all kinds of smoked meats. Lard is slightly easier owing to the large number of live hogs which are being marketed.

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

SMOKED MEATS—Breakfast bacon, 9½ to 10c.; rolls, 6c.; hams, large, 22 lbs. and over, 8½ to 9c.; medium, 15 to 20 lbs., 9½c.; small hams, 10c.; backs, 9 to 9½c.; picnic hams, 7c.; all meats out of pickle, 1c. less than above.

LARD—Pure Canadian, tierces, 7¾c.; tubs, 8c.; pails, 8¼c.

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

FISH.

Business continues quiet. British Columbia salmon is about out of the market, but Restigouche salmon is expected about June 1. Some choice Lake Erie whitefish is being offered at from 8 to 9c. We quote: Lake Erie herring, 2½ to 3c. per lb.; blueback herring, \$1.25 per 100; pike, 4½ to 5c. per lb.; British Columbia salmon, 15 to 20c.; steak cod, 6½ to 7c.; haddock, 5c.; whitefish, 7 to 9c.; salmon trout, 6 to 6½c.; eels, 5 to 6c. per lb.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Unchanged, with limited demand. Dealers pay 5c. for No. 1, 4c. for No. 2, 3c. for No. 3. Cured hides quoted at 5¼ to 6c.

CALFSKINS—Market is dull at 6c. for No. 1 and 4c. for No. 2. Sheepskins are firm at \$1.15 to \$1.25.

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

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JUSTLY CELEBRATED

Breakfast Bacon, Hams and
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OUR LARD absolutely Pure and kettle rendered
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Consignments of Butter and Eggs solicited. Unrivalled
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Now is the time to buy your
Summer Stock.

We are large importers.

WRITE US FOR PRICES.

CLEMES BROS., TORONTO

WOOL—Trade dull and prices unchanged. New fleece, 18 to 19c., and rejections 15c., and unwashed, 11c. Pulled supers are 20 to 21c., and extras, 22 to 22½c.

TALLOW—Unchanged at 3¼ to 4c. for rendered and 1¼c. for rough.

GRAIN, FLOUR, FEED, ETC.

GRAIN—Receipts are still small. We quote: White wheat, 76 to 77c.; red, 74 to 75c.; goose, 54½ to 55c.; barley, 34 to 35c.; oats, 24½ to 25½c.; peas, 50 to 52c.

HAY—Supplies continue liberal, and demand light at \$12 to \$13 for No. 1.

FLOUR—Trade is dull and prices unchanged. Straight rollers are nominal at \$3.30 to \$3.40, Toronto freights.

BREAKFAST FOODS—Business continues quiet. We quote: Standard oatmeal and rolled oats, \$2.90 to \$3; rolled wheat, \$2.25 to \$2.30 in 100-lb. barrels; cornmeal, \$2.50; split peas, \$3.25 to \$3.50; pot barley, \$3.25 to \$3.50.

SALT.

There is still a good business doing, and prices are unchanged. We quote at Toronto: In carload lots, \$1 per barrel, and 60c. per sack; in less than carload lots, \$1.50 per barrel and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

PETROLEUM.

Trade continues fair and prices unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 16½c.; carbon, safety, 18c.; Canadian water white, 18c.; American water white, 21c.; Pratt's astral, 22c.

MARKET NOTES.

Lard is a little easier.
Egyptian onions are 50c. cheaper.
California loose muscatels are dearer.

Granulated sugar is ½c. dearer in New York.

Valencia oranges are quoted about 50c. dearer.

Cream of tartar is easier in the primary markets.

California cherries are on this market. They sell at \$2.50 to \$2.60 per box.

Glucose has declined during the past week, it now being sold at a phenomenally low price.

QUEBEC MARKETS.

MONTREAL, May 28, 1896.

GROCERIES.

THE week has not furnished any notable activity in the grocery market. On the contrary, most of the leading staples have been dull, and the holiday which started the week did not tend to improve matters. Sugar was in fact extremely

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Egg Cases supplied on application.

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NEW GRADES OF RICE:

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du'l, and the tendency is if anything easier in this line, with a possible decline in the near future. Tea exhibited more snap in consequence of the withdrawal of some stock from the market, but it was about the only branch to do so. The scarcity of low grade teas continues the leading feature in this line. Dried fruit rules firm but quiet, while coffees and spices were firm all round. In canned goods the only new fact to report is the offers of new pack salmon on the Coast. Molasses advices also are rather firmer from outside markets, but spot values are unchanged.

SUGAR.

Refined sugar of all kinds continues quiet, with a limited volume of new business, while prices are steady. Only small lots to fill actual requirements are taken. Stocks in refiners' hands are larger than usual for the season, but preserving of fruits will soon commence, and a better demand is anticipated after this. Some cutting is reported on the part of jobbers, who have been offering granulated and bright yellows at cost and less to induce business, but the business resulting was small. In fact, market values are steady at last week's level. We quote granulated firm at 4½c., and yellows, 3½ to 4¼c. as to grade.

SYRUPS.

There has been no change in syrups. Demand rules slow, but with light offerings in first hands prices are firmly held at 2¼ to 3c. for bright, and 1½ to 1¾c. for dark grades.

MOLASSES.

There is nothing new to report in the spot market for molasses, except that values are now somewhat altered in consequence of the arrival of new Barbadoes stock. The shortage of Cuban has led to more extensive buying of Trinidad and Porto Rico by the Americans, and they will have to buy more freely also of Barbadoes to supply all their wants. For this reason the market has a firmer tone. We quote: New Barbadoes, 31c. in car lots and 32c. in less than car lots, while there has been further business in cargo lots on the basis of 29½c. here. The actual spot demand is small in a jobbing sense. Porto Rico is little enquired for at 31 to 32c., and Antigua dull at 28c.

RICE.

The rice market has been moderately active, while prices are steady. Burmah advices are exceedingly firm in tone, with an active enquiry reported. We quote: Crystal Japan, \$4.75 to \$5; standard B., \$3.45; polished Patna, \$4.75 to \$5; Carolina, \$6.50 to \$7.50; and Java \$3.75 to \$4.

SPICES.

There has been little change in the position of the spice market. Demand is quiet, business being of a jobbing kind, while prices all round are steady. We quote: Pure black pepper, 10 to 12c.; pure white, 15 to 22c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; ditto, best, 28 to 30c. per lb.; allspice, 10 to 14c.

COFFEE.

There has only been a slow demand for coffee, and the market is entirely without change. We quote: Rio, 16½ to 19c.; Maracaibo, 18 to 19c.; Java, 28c.; and Mocha, 29c.

TEAS.

The tea market has exhibited an improved feeling since our last, in consequence of the withdrawal of some lots held here on American account. This has made buyers more willing to talk business, so that though the actual change is not great, the tone is a more cheerful one. Low grade Japans and blacks continue in fair enquiry at 13 to 14c., and orders on this basis are filled with difficulty, owing to the scarcity of the goods. In fact, the market presents a more cheerful tone all round as regards values. We quote: Young Hysons 10 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45 for high grades; China Congous, 11½ to 18c. for mediums, and 25 to 55c. for high grades; Japans, 12 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for higher grades.

DRIED FRUIT.

The advices from the Coast on California raisins continue firm, and with light supplies here prices are steadily held. Only a few lots are held in first hands, and these consist chiefly of 3 and 2-crown. One respectable order would clean them up, but the holders are trying to see that everyone has a show. We quote: 4-crown, 6¾c.; 3-crown, 5½ to 5¾c., and 2-crown, 4¼ to 4½c. for jobbing lots. Large lots could possibly be had for less money if they were available.

The market is firm also on Valencia raisins, which are a very light stock here and prices are firm as follows: Common, 4½c.; fine, 5 to 5¼c.; selected, 5¼ to 6c., and layers, 6 to 6¼c.

Sultana raisins continue firm in tone abroad. On spot any jobbing lots that are moved call for the payment of 5¾ to 6½c., as to grade.

The currant market is firm, while advices from Patras are of the same tenor. We

quote: 4½ to 5½c., as to grade in cases, there being few lots of barrel goods remaining.

The firm position of the spot prune market is maintained. Stocks of all kinds are light, and business as a result moderate. We quote: Bosnias, 6 to 6½c.; French, 5 to 5½c., and California and Oregons 5½ to 12c., as to grade and size.

Figs are asked for in a quiet way and steady at 8½ to 9c. for ordinary grades, and 12 to 17c. for fancy.

There is no change in dates, which we quote quiet and steady at 5 to 5¼c.

NUTS.

The demand for nuts is of a very ordinary character. We quote: Grenoble walnuts, 11½ to 12½c.; filberts, 7½ to 8c.; Tarragona almonds, 11½ to 12c.; pecans, 8 to 12c., and shelled walnuts, 15 to 19c.

CANNED GOODS.

There is no change of importance in canned goods. Offers of new salmon for forward delivery are spoken of, but the trade do not consider them a fair criterion. We quote: Tomatoes, 75 to 85c.; corn, 65c.; peas, \$1 to \$1.10 for ordinary; sifted select, \$1.25 to \$1.35; extra sifted, \$1.45 to \$1.50; beans, 70c. up; peaches, \$2.97 to \$3 for 3's, \$1.90 to \$2 for 2's; raspberries, \$1.40 to \$2; strawberries, \$1.80 to \$2.45, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 85 to 90c.; gallons, \$1.90 to 2.25; pumpkins, 75 to 85c.; salmon, "Horseshoe," \$1.40 to \$1.45; "Maple Leaf," \$1.35; "Lion," \$1.37½ to \$1.40; Lowe Inlet, \$1.27 to \$1.30, in tall tins; cohoes, \$1.15 to \$1.20; canned mackerel, \$1.15 to \$1.20; lobsters, \$1.80 to \$2.10, for tall tins; flats, \$2.35 to \$2.65; half-tins, \$1.45 to \$1.50; Canadian canned beef, 1's, \$1.25 to \$1.35; 2's, \$2.15 to \$2.25; 6's, \$7.25 to \$8; 14's, \$15 to \$16.50.

GREEN FRUIT.

The last of the big auction sales of green fruit takes place this week, and after it is over the market will once more settle down to normal conditions. Naturally, the tendency of values under these heavy supplies of oranges and lemons has been downward, but the decline has not been by any means a remarkable one. All other fruits are steady. We quote: Apples, \$4.50 to \$5; dried do., 3 to 3½c.; evaporated, 5½ to 6c.; bananas, \$1.25 to \$2; pineapples, 8 to 15c., and strawberries, 15 to 20c.

COUNTRY PRODUCE.

EGGS—The egg market has ruled steady and fairly active during the week and we

"STRATHROY"
CANNED GOODS



"KOLONA" Ceylon TEA

The most delicious, the most economical, the most perfectly blended, the handsomest package, the most thoroughly satisfying and profitable Package Tea on the market.

Air-tight ½-lb. and 1-lb. packages.

RETAILS

30, 40, 50, 60 and 80cts. per lb.

NOTE.—In ordering a 50-lb. case straight or assorted, if you will send us a list of your customers we will mail them a sample of the Tea in handsomely decorated tin. This is the most effective ad. for the retailer.



FOR SUMMER TRADE

The following goods are indispensable:

Chase & Sanborn's

CONDENSED COFFEE

Prepared from the finest Pure Coffee, and blended with Pure Cream and Granulated Sugar.

CAMPERS USE IT.

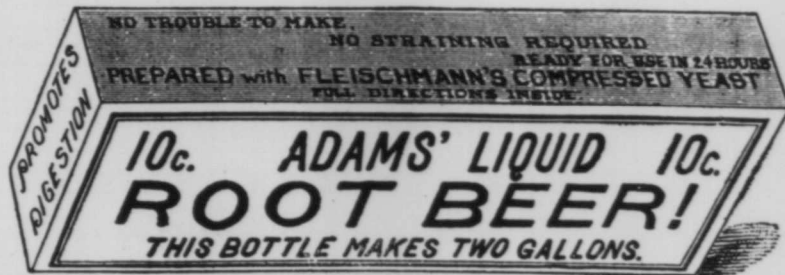
TOURISTS USE IT.

FAMILIES USE IT.

Adams' Root Beer

It's of the best quality. It's more widely advertised than any other. It makes 2 and 5 imperial (not wine) gallons respectively, and retails at 10c. and 25c.; put up 1 doz. in package.

Price, \$10.00 gross for 10c. size.
" \$20.00 " 25c. "



Stower's

Lime Juice and Lime Juice Cordial—Free from that **MUSTY FLAVOR**. The largest sale in the British Empire. Prices: Champagne quarts, \$4.00 per case, each 1 doz.; Champagne pints, \$4.50 per case, each 2 doz.

Potted Meats

CLARK'S Ham, Beef, Tongue, Chicken, Turkey, Game, ¼ lbs. and Chicken, Ham and Tongue ½-lbs.

MEYER'S (London, Eng.) 11 varieties, ½ gr. boxes, \$3.60 gr.

CROSSE & BLACKWELL'S Anchovy, Bloater and Shrimp, in glass—New goods.

WE ARE HEADQUARTERS FOR ALL OF ABOVE

THE EBY, BLAIN COMPANY LTD.

WHOLESALE IMPORTING AND MANUFACTURING GROCERS

TORONTO - - ONTARIO

quote firsts, 9 to 9½c., and seconds, 8 to 8½c.

MAPLE PRODUCTS—Are steady all round, syrup selling quietly at 55 to 60c. per tin and sugar 8 to 8½c.

BEANS—Continue steady at 95c. to \$1.05 in a small way, with car lots 85 to 90c.

POTATOES—Are unchanged at 30 to 35c. for jobbing lots, and car lots on track, 25c.

TALLOW—Dull and nominal at 4 to 5½c.

HOPS—Without new feature. We quote: Choice, 6 to 7½c., and fair to medium, 5 to 5½c.

HONEY—Steady at 12 to 14c. for bright comb, and 10 to 12c. for dark. Extracted slow at 7 to 8c.

HAY.

The hay market is easier in feeling under larger offerings of No. 2 stock, which is lower at \$10 to \$10.50. No. 1 hay holds steady at \$13 to \$13.50.

PROVISIONS.

The provision market is quiet and fairly steady. We quote: Canadian short cut, clear, \$12.50; Canadian short cut, mess, \$13; hams, city cured, per lb., 7½ to 9½c.; lard, Canadian, in pails, 8c.; bacon, per lb., 8½ to 9½c.; lard, com. refined, per lb., 6¼c.

FLOUR, MEAL AND FEED.

The flour market has had a downward tendency during the past week and holders of Manitoba grades are open to concession in the case of round lots. We quote: Winter wheat, \$4.15; spring wheat, patents, \$3.80 to \$4; straight roller, \$3.70 to \$3.75; straight roller, bags, \$1.75 to \$1.80; extra, bags, \$1.50 to \$1.60; Manitoba strong bakers', \$3.40 to \$3.75.

The market for oatmeal is dull and without any new phase to note. We quote: Standard, barrels, \$3 to \$3.10; granulated, barrels, \$3.10 to \$3.20; rolled oats, barrels, \$2.80 to \$2.90; rolled wheat, per 100 lbs., \$2.40 to \$2.50.

The offerings of bran and shorts are large, for which there is only a limited demand at present, and the market is quiet. We quote: Bran, \$12.50; shorts, \$12.50 to \$13.50; mouillie, \$19 to \$20.

CHEESE AND BUTTER.

Cheese has exhibited an irregular and declining tendency throughout the week despite the fact that receipts generally at producing centres are lighter than last year. The English demand, however, is indifferent, and until it improves trade is apt to drag. To-day 6¼c. was paid for straight lots of Quebec cheese, which is a decline of ½c. from a week ago.

The firmer feeling in butter continues, but the demand does not exhibit any great desire to meet the higher prices asked by salesmen. In the country to-day 15½ to 16c. was made for straight lots of creamery and not spot, the outside price represents the basis for some small transactions that transpired. Export demand is still an absent factor, but some shippers state that at 15c. for fall grass creamery they could do some business over the cable. This is the old story over again.

ASHES.

The receipts of ashes have been fair, for which there has been a good demand from abroad, and in consequence the tone of the market is decidedly firmer, prices having advanced 10 to 15c. per 100 lbs. for pearls and first sorts. We quote: First, \$3.60 to \$3.65; seconds, \$3.30, and pearls, \$4.80 per 100 lbs.

MONTREAL NOTES.

Burman advices regarding rice are exceedingly firm, and sales so far are largely ahead of last season.

Cables from Barbadoes state that the crop of molasses at the island is turning out smaller than expected.

Advices on raw sugars this week are easier, beet cables Tuesday declining 1s. 3d. from the highest price.

Americans have withdrawn a considerable quantity of low-grade teas from the market, which has further shortened the supply.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., May 28, 1896.

THIS has been a quiet week in general.

The weather continues very dry, and our farmers complain very much. Besides the injury to the crops, a great deal of direct damage has been done by bush fires. Barns and their contents, houses, cars on the track, and even churches have been destroyed and some few lives lost. So that, on the whole, the loss has been large. One effect has not been as great as was feared; that is, the drives of logs are getting well in, and the quantity hung up, though still quite large, will be much smaller than was expected. Lumbermen as a rule feel well, there being a good demand at firm prices. This is of much importance to us. Freights keep low, however, principally on account of the very large steamers which come here. Politics are very active, the interest here being increased by the appearance of a third party, brought into being by the refusal of the Government to name St. John as well as Halifax in their call for tenders for the fast line, and to allow the steamship companies to name which port they prefer—seemingly not an unfair request, nor too much to expect, particularly when it is remembered that St. John and the province of New Brunswick have so regularly returned Government members. Mr. Frank Hatheway, one of our best known wholesale grocers, is the chief mover in the agitation.

OIL—The chief movement at present is perhaps in paint oils. There is a fair movement in lubricating and burning oils, but the business as a whole is quiet. Markets show no change. We quote: American burning oil, 22½c.; best Canadian, 20½c.; prime, 18c.; no charge for barrels.

SALT—There is a fair movement reported. Stock now here is quite large. Fine factory filled is quoted rather lower ex store; it has been getting lower by small drops for some time. The Canadian is, however, preferred by the cheese and butter factories. A good salt, particularly for butter, can be obtained in our own province, but the cost of manufacture has always been large, it being run in a small way. Little, if anything, is at present done at the wells. We quote: Coarse, 48 to 50c.; fine factory-filled, 95c. to \$1.20; 5-lb. bags, \$3.25 per bbl.; 10-lb. bags, \$3 per bbl.; 20-lb. boxes, 20c.; 10-lb. boxes, 12c.; cartoons, \$2 per case of 2 doz.; salt, bulk, \$2.65 to \$2.70 per bbl.

CANNED GOODS—New finnan haddies are now offered. This is a trade that has

Joseph Carman

Mercantile Broker and
Manufacturers' Agent,

Correspondence Solicited.
References—
All wholesale Grocers.

WINNIPEG, MAN.

J. J. DUFFY & Co.

Importers and Wholesale

Coffee and Spice
Merchants . .

Canada Mills 375 St. Paul Street . . MONTREAL



HART BROS. & LAZIER

Stoneware Manufacturers

BELLEVILLE, ONT.



BEST
NEW JERSEY
CLAY



ASK FOR PRICES



DON'T BUY A
refrigerator until you
have seen the

EUREKA

It is built on scientific
principles, and of best ma-
terials.

A catalogue will give
you all details.

ADDRESS:

Eureka Refrigerator Co.
54 Noble Street,
TORONTO.



Pure Made under Government su-
pervision. Quality and flavor

Unexcelled . . .
Strength
guaranteed

Vinegars

BADGEROW, SCOTT & CO.

JARVIS ST.
79 and 81.

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TRADE
BEARDSLEY'S SHREDDED CODFISH
MARK

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

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

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

The Best!

Is it any too good for your customers? The "best" in bird foods, everybody knows, is "Cottams," and the distance between "Cottams" and the "next best" is — too far back for your trade.

ALL WHOLESALERS

Bird Bread
B.B. Holder
Beak Sharpener
Directions for care of birds.

in each 1-lb. packet.

Dawson & Co.

FRUIT
PRODUCE
and COMMISSION MERCHANTS

32 WEST MARKET STREET
TORONTO.

GEORGE McWILLIAM. FRANK EVERIST.
TELEPHONE 645.

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

Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.

All orders will receive our best attention.



THE . .
Select Back

is one of the most profitable cuts of

BACON

that you can handle. Very little waste, tasty, and LOW IN PRICE.

Try Them

F. W. FEARMAN
HAMILTON

been growing, particularly the demand from the west. A much better business is expected this season than ever, not only because the goods are becoming more popular, but the price this season is quite a little lower than last. New salmon are being talked of. Letters to brokers from the Coast talk firm, as not a particularly large catch is expected, and the leading canners have already contracted for the bulk, and in some cases for all their expected pack. Peas are firm and prices should be higher than they are quoted. Lobsters, as noted in our report before, are higher and firmer. Canned meats, judging by reports received from American canners, tend easy, though this is the season of demand. The Canadian goods, on account of the price and improved quality, are being largely used, and the competition is much felt by American canners. We quote: Corn, 80 to 90.; peas, 95c. to 1 \$; tomatoes, 90 to 95c.; gallon apples, \$2.20 to \$2.25; corned beef, 2-lb. tins, Canadian, \$2.40; American, \$2.70; 1-lb. tins, \$1.50 to \$1.60; oysters, 2's, \$2 to \$2.25; 1's, \$1.60 to \$1.65; peaches, 3's, American, \$2.45, Canadian, \$2.85; 2's, \$1.90 to \$2; pineapple, Canadian pack, \$2 to \$2.40; salmon, \$1.40 to \$1.50; lobsters, \$2; haddies, \$1.30; clams, \$5 for 4 doz.; chowder, \$2.75 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1; kippered herring, \$1.10.

GREEN FRUIT— There is a good business doing, bananas having large sale. Summer products are coming in freely. Large quantities of rhubarb are daily received from the different parts of the province. American cucumbers find fair sale. American berries are not a success in this market; quality during the week has been poor. We do not quote apples or California oranges this week. Jamaica oranges begin to sell; Valencia and others are quoted rather higher. Lemons, which show good demand, are also higher. Pineapples showed better demand during the week. We quote: Lemons, \$3 to \$4; Valencia oranges, \$6 to \$8; Jamaica oranges, \$5 per barrel; Messina oranges, \$3 to \$4; blood oranges, \$2 25 to \$2.70; pineapples, 10 to 15c.; cranberries, \$3 25 per box; bananas, \$1 to \$2.50; strawberries, 10 to 18c. per box; rhubarb, 2 to 3c. per lb.; cucumbers, \$1 per doz.

DRIED FRUIT— The market continues to show little of interest. Currants are offered from New York at rather lower prices. Filberts are offered low, as are new Brazil nuts. The Virginia peanut people have advanced peanuts and New York houses are now offering under their prices. The demand for California prunes is less active. In currants the demand is largely confined to cleaned. Nova Scotia dried apples are plentiful, and could be bought cheap, but there is no demand. In evaporated there is a little movement. Bermuda and Egyptian onions move freely. There is a good demand here for cocoanuts. Quite large quantities are imported direct, they being used

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BUTTER, EGGS and all kinds of Produce

handled to the best advantage

Prompt returns.

H. F. PRICE 102 Foundling Street
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TO RETAIN OLD TRADE
TO MAKE NEW TRADE
TO INCREASE TRADE



Handle Brock's Bird Seed the demand for which is increasing. Ask your wholesaler for it

NICHOLSON & BROCK - TORONTO

**HAMS
BREAKFAST BACON
LARD**

OUR WELL KNOWN BRAND

Write for prices.

WM. RYAN
70 and 72 Front St., East,
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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.,
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WHEN YOU KEEP . . .

Maple Leaf Brand Smoked Meats

Your trade increases; your customers are pleased, because **Maple Leaf Brand** is the best.

D. GUNN, BROS. & CO.
TORONTO

Fancy California Washington Navel and Seedling

ORANGES

Choice and Strictly Fancy Lemons PRICES
Finest Bananas RIGHT

Arriving Weekly

HUGH WALKER & SON, Guelph, Ont.

chiefly for manufacturing. We quote: Valencias, $4\frac{1}{2}$ to 5c.; layers, $5\frac{1}{2}$ to 6c.; California L. M. 4-crown, 6 to 7c.; 3-crown, 5 to 6c.; London layers, \$1.70 to \$1.85. Currants, bbls., $3\frac{3}{4}$ to 4c.; cases, $4\frac{1}{4}$ to 5c.; cartoons, cleaned, $7\frac{1}{2}$ c.; bulk, cleaned, $6\frac{1}{2}$ c.; prunes, kegs, 4c.; boxes, 6 to 7c.; half-boxes, 7 to 8c.; dates, $4\frac{1}{2}$ to 5c.; dried apples, 5c.; evaporated apples, $6\frac{1}{2}$ to 7c.; California evaporated peaches, 8 to 13c.; apricots, 12 to 14c.; pears, 12 to 14c.; onions, \$1 to \$2; Bermuda onions, \$1.50 to \$1.75 per crate; coconuts, \$3 to \$4.50 per 100 lbs.; figs, 9 to 10c.; Sultana raisins, 7 to 8c.

DAIRY PRODUCE—Eggs during the week have shown an improvement in both price and demand, the secret being small stocks. Should anything like a large quantity arrive, prices would soon drop off. Butter is low, choice Canadian creamery being offered to the trade by Ontario houses so as to cost but from $15\frac{1}{2}$ to 16c., Lower Province creamery has also dropped off in price as there is but fair demand. Cheese moves in but small quantities. Our own province make will not be on the market yet for a little while. On account of the bad season last year there will be a smaller output here, at least, such are the present prospects. Many factories, thinking they paid too high for milk last season, find difficulty in getting the farmers to come to (what would be for the cheese men) more favorable terms. We quote: Common dairy butter, 10 to 14c.; dairy, 16 to 17c.; new creamery prints, 20 to 21c.; Cheese, 8 to 9c.; creamery, tubs, 18 to 20c.; eggs, 10c.

SUGAR—Stocks are getting lighter slowly, there being little movement. Prices show no change. On the whole, the market is an uninteresting one. We quote: Granulated, $4\frac{3}{4}$ to $4\frac{7}{8}$ c.; yellow, 4 to $4\frac{3}{8}$ c.; Paris lump, $5\frac{1}{4}$ to $5\frac{1}{2}$ c.; powdered, $5\frac{1}{4}$ to $5\frac{1}{2}$ c.

MOLASSES—Stocks at present are not large, nor, except in Port Rico, is much bought to arrive. Barbadoes is firmer and higher prices at the Island expected. There are at present a variety of kinds offered, not to speak of different grades of each kind, but there is a good demand. A small quantity of Trinidad molasses of good quality arriving by last steamer was quickly bought by our retailers. Besides over a thousand casks of Porto Rico bought by local dealers there is a small cargo coming here from Fredericton. A small quantity of syrup is still sold. Some St. Croix here gives good satisfaction. We quote: Barbadoes, 29 to 30c.; Porto Rico, 33 to 35c., bbls.; New Orleans, 30 to 36c.; syrup, 36 to 38c.; Antigua, 26 to 27c.; St. Croix, 28 to 29c.; Nevis, 25 to 26c.; Trinidad, 30 to 31c.

FISH—The fresh are still of chief interest in the market. The catch so far is not large. A fair quantity of Gaspereaux were taken during the week. There continues to be good demand for them fresh, largely for bait. Smoked move less freely. Fresh shod are much lower; the number caught is not large, but the quality is good. Smoked shad are very fine. Salmon arrive more freely, but numbers are yet light. Smoked salmon have some demand. Lobsters are rather lower, though the quantity arriving is not large, and there is a good sale. In pickled, bay herring (new) are here. Prices are low and sale light; quality is very good. Good last season's Shelburnes can be bought low. Dry fish are dull, as are smoked herring, the latter being very low. We quote as follows: Large cod, \$3.25 to \$3.50; medium, \$3 to \$3.25; pollock, \$1.25 to \$1.30; bay herring, \$1.20 to \$1.25 per half bbl.; new smoked, 4 to 5c.; Canso, \$4 to \$4.50

per bbl.; shad, half-bbl., \$5; Shelburne, \$2.50 to \$2.75 per bbl., \$1.65 half-bbl.; boneles, $2\frac{1}{2}$ to 8c.; fresh Gaspereaux, 50 to 60c.; smoked do., 90c. to \$1; fresh shad, 9 to 10c.; salmon, fresh, 20 to 25c. per lb.; lobsters, 6 to $6\frac{1}{2}$ c.; smoked salmon, 20c.

PROVISIONS—There is a light sale, with market easy. Smoked meats are less active and require to be canvassed. Lard shows no change and stocks are ample. We quote: Clear pork, \$15 to \$15.50; mess, \$14 to \$14.50; beef, \$13 to \$14; domestic mess pork, \$14 to \$14.25; hams, 10 to 11c.; rolls, 8 to $8\frac{1}{2}$ c.; pure lard, 9 to $9\frac{1}{4}$ c.; compound, $7\frac{3}{4}$ to 8c.

FLOUR, FEED AND MEAL—Flour market in spite of the feeling to the contrary, is easy, some grades being rather lower. Oatmeal continues easier than oats, with but quiet demand. Cornmeal is still quoted at the low price. Merchants complain their business is hurt by millers selling in small quantities at the lowest price. Feed is very dull. A small quantity of feed flour is arriving. Quite a quantity of Ontario goods now come via Boston by schooner owing to the lower freight rate. Hay is dull, quite large shipments continuing to go to Boston via seamer. Through Carleton County, the great hay county of the province, the stock of hay is lighter than for years, and for the stock sold a very good price was obtained. It was all sold for the American trade. The holders in the eastern part of the province did not do so well. Quite a demand for seed continues. We quote: Manitoba, \$4.55 to \$4.60; best Ontario, \$4.45 to \$4.50; medium, \$4.25 to \$4.40; oatmeal, \$3.15 to \$3.30; cornmeal, \$2 to \$2.10; middlings, \$18 to \$21 on track; bran, \$17 to \$18; hand-picked beans, \$1 to \$1.10; prime, 90c. to \$1; oats, 33 to 34c.; hay, \$11 to \$12; barley, \$3.50; round peas, \$1.10 to \$1.20; split peas, \$3.40 to \$3.50; yellow-eye beans, \$1.75; buckwheat, native, \$1.30 to \$1.35; American timothy, \$2; Canadian timothy, \$2.75; red clover, 9 to $9\frac{1}{2}$ c.; alsike, $9\frac{1}{4}$ to $9\frac{1}{2}$ c.; mammoth, $9\frac{1}{4}$ to $9\frac{1}{2}$ c.

ST. JOHN NOTES.

The Boston steamer last week took a number of cars of hay for that market.

Cream of tartar, though still quite high, has fallen off from the highest point.

The movement in brushes and brooms is quieter, but the spring trade has been a satisfactory one.

James S. Atkinson, general dealer, in Albert county, has assigned. Liabilities about \$10,000; assets about \$2,000.

Quantities of salmon are beginning to be received from the north for shipment to Boston. The shipments are re-iced here.

Mr. Joseph Finley, the well-known wholesale grocer, is again at his desk after a well-earned vacation spent in England and on the continent.

Since the first of the year the spice market has shown very little change. Pepper and cloves are rather higher, and ginger somewhat lower. Prices rule low.

Few may be aware that but a few miles from Sussex, Kings county, are wells supplying an extra quality butter salt. There is, no doubt, a good chance here for business if the capital were forthcoming.

Mr. R. Pratt, of Wolfville, is now traveling for Theodore Estabrook. The many friends of Mr. Pratt will be pleased to learn of his good fortune, the house he is with being one of our first houses in its line of

Bellhouse, Dillon & Co.

MONTREAL

CHEMICAL IMPORTERS

Sal Soda Bicarb Soda Sulphur
Bluestone Borax Epsoms, etc.

We Solicit . . .

Your consignments of all kinds of Produce.

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

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ALBERT PAIN . . .

36 Merrick St.,
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PRODUCE AND COMMISSION MERCHANT

Wholesale dealer in

Apples a Specialty . . . Domestic Fruits
TELEPHONE 1211. and Vegetables

E. T. STURDEE

Mercantile Broker,
Manufacturers' Agent,

ST. JOHN, N.B. Etc., Etc.
Wholesale trade only.

EPPS'S COCOA

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

Special Agent for the Dominion

C. E. COLSON - MONTREAL

Bright & Johnston

Wholesale Fruit Importers and Commission
Merchants.

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

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

PEERLESS

MACHINE

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

SAMUEL ROGERS & CO.

Sole proprietors, Toronto, Ont.

THE GREAT SUCCESS attending
the sale of

"GOLDEN" FINNAN HADDIES

Is due to their Superiority over all other Canned Haddies. Every can Warranted. The most Delicious and Economical of all canned fish.

GEO. WATT & SONS

BRANTFORD, ONT.

LUMSDEN BROS., Hamilton

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

Write for samples and quotations; at same time order

Jersey Cream Baking Powder

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



Standard Shredded Cocoanut Cream Shredded Cocoanut Feather Strips Cocoanut

Our Reputation

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

"KENT"

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

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

WHAT'S THE USE OF EXPERIMENTING . . .

with inferior Catsup and injuring your trade?

OUR TOMATO CATSUP

gives satisfaction and wins a customer every time it is sold.

. . . WRITE FOR PRICES

T. A. Lytle & Co.
Vinegar Manufacturers,
TORONTO

CHOICE Vostizza Currants

We have now a small line of real fine, bold Vostizzas in 1/2 cases which show excellent value.

JOHN SLOAN & CO.

Wholesale Grocers TORONTO

CANNED MEATS and FISH

Full Lines
Lowest Prices

WARREN BROS. & CO.

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

California Fruit

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

AT ROCK BOTTOM PRICES

T. KINNEAR & CO.

Wholesale Grocers
49 Front St. E., TORONTO.



50 Casks Best Imported Chicory

EWING, HERRON & CO.

Coffee and Spices
. . . MONTREAL

A GOOD SELLER To know is to appreciate.



W. CLARK - MONTREAL

JAPAN RICE

Imported No. 1 Polished

A shipment of our quality just to hand.
Samples and quotations.

PERKINS, INCE & Co.

TORONTO.

We are offering this week some rare values in

VALENCIA . .
MALAGA . .
AND . .
CALIFORNIA

Raisins

SMITH & KEIGHLEY

9 Front St. E. TORONTO.

THE WINNERS

Starting last in the race for the Point of Perfection and Popularity . . .

JAMIESON'S BISCUITS . .

Only appeared on the market five months ago. Since their first appearance they have steadily and rapidly grown in favor, until to-day they are accepted by all who have tried them, as

The Best on the Market

Send for Sample Order.

Manufactured by

R. E. Jamieson, Ottawa.

business, namely, tea, molasses, cheese, butter and coconuts.

The trade west will be interested in knowing that Northrup & Co. are now able to quote new "Golden" brand canned haddies. This popular brand is quoted lower than last year, and a large sale is expected.

The str. Taymouth Castle, on her last trip to the West Indies, took over 10,000 boxes herring, upward of 200 bbls. potatoes, 16 bbls. pork, a few cheese, a quantity of lumber, and the usual consignment of Chinese goods.

Mr. S. P. McCavour, of the firm of McCavour & Co., was this week married to Miss Sealy, sister of John Sealy, the well-known fish merchant. THE GROCER joins their many friends in extending congratulations and good wishes.

GOOD ENOUGH TO COPY.

SCOTT MCKERROW.

Do you remember when, a boy, you went fishing for tommy-cod or suckers, how you used to try to secure the best holes or lucky places in which to drop your line? How, no matter how good you thought your place and chances were, you still felt envious of the chances of your chum? How almost irresistibly the feeling came over you to drop your line down the hole from which your chum had just pulled up a "bite."

The "man is but the boy grown tall," and this thought struck me forcibly when reading the following extract which appeared in the advertising columns of one of Toronto's dailies recently:

GOOD ENOUGH TO COPY.

There are stores all over Canada being modelled after this—following our leadership and copying our methods. There are merchants here and elsewhere who rail against big stores who're not averse to growing big themselves. The simple fact is the trade has got largely into a rut, and the few who get out of it usually have this store to thank for the inspiration.

When this business sprang into existence new forces began to touch Canadian retailing. From the very first we emphasized—

- Early Closing!
- Cash and One Price!
- Direct Importations!
- Refunding Your Money!

and making everybody welcome whether they cared to buy or not. It's easy to see now that we were right and

others are glad enough to follow our example, but plenty of stores are wasting strength and energy keeping open till late that could just as well close early. It's a question of principle to begin with. Later on it represents a substantial profit.

We've always championed early closing as a matter of simple justice to those who work hard during the day and faithfully during the week. Keeping open till near midnight Saturday is not uncommon in Toronto and elsewhere. That fact means nothing to us, but the contrast is bad for those who endorse it.

Some men will not adopt a plan for operating successfully, or more successfully, an undertaking they may have on hand, because the suggester may be an inferior in some respects or a younger man; fearing that the adoption might give the party who suggests it a chance to boast; while other men will accept readily a suggestion as to an improvement irrespective of the source, the consummation of the desired object being of more importance than either their position or prestige.

While no reader of the extract can for a moment lose sight of or doubt the very good opinion of the management of the store in question has of itself, quite a few may doubt the claim that this store was the originator of the inspiration of such a method of doing business, more especially when we think of Whiteley's, Wannamaker's, Seigel, Cooper & Co., Mabley & Co., and others. Again, while my readers do not (and I think I am safe in saying the majority do not) advocate the business methods of the department store, nor even countenance their existence, none can but admire the platform as emphasized—

- Early closing.
- Cash and one price.
- Direct importations.
- Refunding your money.

To give the department store the credit of having a heart would call forth the derision or pity of my reader, as it is well known that the Almighty Dollar is the only shrine at which its knee bends. And the early-closing movement was adopted by many stores, not from a philanthropic standpoint, but simply because people could be educated to do their shopping within a certain time, just as they had been taught to do their banking, because as much work or more could be had out of clerks working ten

SITUATION WANTED.

SITUATION OR AGENCY OR SPECIALTY, staple reliable article, daily use, grocery trade or similar; now in business, age 41; want change; too cold where I am; speak and write some French; Channel Islands or South England preferred, or British Columbia or California; must be first-class, reliable, both firm and article; could invest \$200; refer Canadian Branch Mercantile Agencies. For address write "X" this office. (22)

NOW PUBLISHED

LOVELL'S Business and Professional Directory

For 1896-97

Of every City, Town and Banking Village in the Dominion. A volume of nearly 2,000 pages.

Price to Subscribers - \$5.00
" to Non-Subscribers - \$7.50

Orders received during the next 10 days will be filled at the subscription price of \$5.00.

A large sum of money and great care has been expended upon the work, and the publishers believe it cannot be anything else than satisfactory to anyone using it.

JOHN LOVELL & SON,

Montreal, May 15, 1896.

Publishers.



She wants

HIRES' Rootbeer

It is no use offering her an imitation or a cheap artificial preparation; she is tired wasting sugar on them. The famous Hires', made from the choicest roots, barks and herbs, always satisfies the most exacting palate. All wholesale houses sell it.

Wholesale Agents

T. J. COOKE & CO. | TEES & PERSSE

Montreal.

Winnipeg, Man.

Your Percentage of Profit

Is a matter for grave consideration, and it will pay you to go into the matter with our travellers and see the advantages in pushing

Pure Gold Baking Powder

BEST IN THE WORLD

Or drop us a post card for price list.

You have some trade for High-class Flavoring Extracts. Do you sell the **PURE GOLD BRAND**? They are just as good as Pure Gold Baking Powder.

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

hours as fourteen or fifteen, as they would have relaxation from indoor work and the monotony of business, and a change of air, which would build up, brighten and invigorate an otherwise sleepy or languid clerk, and at the same time reduce minor expenses considerably.

We cannot get past the fact that hands, or clerks, whatever we may choose to call them, are merely speculations. We may cloak the fact with a clerk's being decent, sociable and an all-round good fellow, but the "crucial test" (as I heard a gentleman call it the other day) is the sales total at the end of the month or year. Let some of our well-paid travelers have one or two unsuccessful seasons and we will find their salaries trimmed or places filled. Therefore, if clerks are speculations we want to get all we can out of them for the money, and if closing early the five days of the week will make them work harder and better, and they both will and can, from a financial standpoint, it will pay to close early. From a self-interested standpoint it will benefit proprietors for the very same reasons as it does clerks. Also, if he has a horse or a wheel, a spin out through the country would do him good physically. And a casual call on a customer might mean a sale, or close an old account.

Montreal clerks have won the contest re early closing, and the bylaw is being strictly enforced throughout the city and there is no

doubt when merchants become accustomed to the change they will not wish to go back to the old regime. Many of the smaller towns have adopted the early-closing movement for the summer and more for the whole year. The latter would not under any consideration keep open after 7 p.m., as the volume of business would be no greater, while the difference is the amount of the gas or oil bill alone is considerable.

On the cash system I have already written, but in passing would merely say that not a day passes but the department stores dwell upon the merits of buying and selling for cash only, in their "ads." And this cannot fail to be a great influence in educating the people to the advantages of cash transactions, so that the pioneers of "cash business" will undoubtedly find that this persistent educating will be of great help to them in overcoming any difficulties in changing from credit to cash.

Space will not permit of my discussing the other two planks of the platform, but these are indeed "good enough to copy," both from a financial as well as a social and physical standpoint.

R. L. Werry & Co., of Port Stanley, are extending their bakery and grocery business by opening a new store on the west side of the village next to the Franklin House.

FOOD VALUE OF THE APPLE.

A paper recently read by Mr. H. E. Dosch at the meeting of the Oregon State Horticultural Society called attention to the dietetic value of the apple. In support of his position he quoted Dr. Bentzer, a German scientist, as furnishing the following reasons why the apple is desirable as an article of food:

1. It is brain food.
2. It excites the functions of the liver.
3. It promotes a sound and quiet sleep.
4. It disinfects the mouth.
5. It agglutinates the surplus acid of the stomach.
6. It paralyzes hemorrhoidal disturbances.
7. It helps the secretions of the kidneys and prevents calcareous disturbances.
8. It obviates indigestion.
9. It is a good preventive against diseases of the throat.

GOOD MORNING.

Don't forget to say "Good Morning!" remarks an exchange. And say it cheerfully and with a smile; it will do you good, and do your friends good. There is a kind inspiration in every "Good Morning," heartily spoken, that helps to make hope fresher and work lighter. It seems to really make the morning good, and to be a prophecy of a good day to come after it. And if this be true of the "Good Morning," it is also true of all kind, heartsome greetings; they cheer the discouraged, rest the tired one, and somehow make the wheels of life run more smoothly. Be liberal with them, then, and let no morning pass, however dark and gloomy it may be, that you do not help to brighten by your smiles and cheerful words.

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eg, Man.

THE IRELAND NATIONAL FOOD CO.

Manufacturers of . . .

➤ Breakfast Cereal Foods

Write for Samples and
. . . Price Lists.

Special attention given to
. . . Mail Orders.

SALMON FISHERY PROSPECTS.

WE have seen it stated that before very long we may expect to see a material, though, let us hope, only temporary, falling off in the salmon catch in the Fraser River, large quantities of dead fish having been discovered that had been unable to reach their spawning grounds. We take it that this and other considerations, that will at once suggest themselves to the trade, will have the effect of augmenting values to a certain extent. It is hardly likely, too, that the Alaska and Columbia River pack will be a heavy one at any rate this season. This ought to improve the prospects of the halibut fishery, whose proportions might, with the display of proper energy and enterprise be made very considerable, there being methods of preparation which will present the fish in a very attractive and palatable shape. Advices from the east indicate that owing to the prospective withdrawal of the George's Bank fishermen, there will be

a shortage in the supply of cod fish, which will result in an advance in salt cod by the middle of June.

The outlook for mackerel seems to be improving, with the prospect of a long season and a large catch. A letter recently received from Maine states that no sardines have yet appeared on that coast, the first time in twenty years when they have not appeared in large numbers before that date. No lobsters are, it is said, likely to be packed along the coast of Maine, it being impossible under the present law to put them up profitably there. Lobsters will, it is held, realize this season the highest prices ever obtained, the only canneries of any consequence being located in New Brunswick, Nova Scotia and Prince Edward Island and Newfoundland.—B.C. Commercial Journal.

William Fitzpatrick, grocer, Ottawa, has compromised at 25 cents on the dollar, and will retire from business. The liabilities were \$2,000.

EARLY CLOSING IN WINNIPEG.

Bylaw 1,152 of Winnipeg, providing for the early closing of flour and feed stores, went into effect on Friday. It provides that the places affected by it shall not be open between the hours of 7 p.m. and 5 a.m., except on Saturdays, or days immediately preceding civic holidays; and during the days on which the Winnipeg Industrial Exhibition is being held. The penalty for violation of this bylaw is a fine, the maximum of which is \$50.

PENCILS IN GROCERIES.

I never thought I could sell pencils in my store, says a grocer to me, but when I bought two gross of Dixon's, by way of change, last week, I put them on the counter and sold three dozen the first day. It seems a grocer can sell almost anything, if he has the room and space to show it.—Ex.

Spring Chicken . . .

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

DELHI CANNING CO.

Delhi, Ontario

ZIMMERMAN'S

Dandelion Coffee

A boon to dyspeptics.
The best tonic beverage
for breakfast.
Most perfect preparation
of dandelion offered.

Todhunter, Mitchell & Co.

Sole Manufacturers Patent Process
Prepared Coffees

TORONTO, CANADA

Every up-to-date Grocer
should keep

COWAN'S

HYGIENIC COCOA
ROYAL NAVY CHOCOLATE
and
FAMOUS BLEND COFFEE

Send your orders to

THE COWAN CO., Ltd.

470 King St. West, Toronto



RELIABLE FRENCH BLACKING

TAKES THE LEAD

We use him in New York
We use him in Boston
We use him in Toronto
We use him in Montreal
Ha! Ha!! Ha!!!

When our traveller calls be sure you buy it.



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

JOHN HILLOCK & CO.

165 Queen St. East, Toronto.

IF you have
a rich
customer

and one who knows good tea—
offer her a packet of Tetley's
famous Indo-Ceylon Gold Label
Blend at \$1.00 per lb.

**THERE IS NO ONE
TOO GOOD FOR IT**

If you have not this grade in
stock write for trial lot to

Joseph Tetley & Co.

14 Lemoine St., MONTREAL

Agents for Toronto . . .
T. KINNEAR & CO.
49 Front St. E., TORONTO

Agents for the Northwest
THE HUDSON BAY CO.
WINNIPEG

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



Over 1,000,000
Packages sold weekly
LIPTON'S
Delicious Teas
possess that most delicate
flavor and exquisite aroma
peculiar to the choicest
growths of Ceylon and
India.

They are put up in one-
pound and half-pound air-
tight packages, and retail-
ed at 30, 40, and 50c. per
pound. Reasons why you
should sell Lipton's Teas:
Because everybody likes
them. They have the lar-
gest sale in the world.
They will increase your
trade. You can buy from the
following wholesale agents:
Caverhill, Hughes Co., Montreal
H. H. Brennan & Co., Ottawa
W. G. Craig & Co., Kingston
Balfour & Co., Hamilton
A. M. Smith & Co., London
T. Kenny & Co., Sarnia

**LIPTON TEA PLANTER
CEYLON**

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

MOST PEOPLE . . .

Are willing to save time and money. There's a certain washing powder on the market that saves both. It is put up in packages of convenient size and sells freely all the year round. If you think of making a trial, make your order read, "a sample dozen of

SILVER DUST MFG. CO.,
HAMILTON

All wholesalers keep it.

SILVER DUST WASHING POWDER"

RAMBLER'S NOTES.

WINGHAM.

MR. T. A. MILLS, who had the misfortune to fracture his leg in three places, confining him to the house for the past seven weeks, is able, we are pleased to note, to visit his store with the aid of crutches. During his absence from business, the same was ably conducted by Mr. Hill, brother-in-law, and J. T. Paint, the latter having been in Mr. Mills' employ for seven years.

Mr. N. A. Farquharson, who purchased the grocery and crockery business carried on by Mr. Will Yates, now representing Gowans, Kent & Co., is meeting with deserving success. Being obliging and attentive to business, cautious and painstaking in his purchases, displaying judgment and taste, together with neatness and attractiveness of his store, has won for him the trade of a goodly number of first-class customers.

In the genial and accommodating person of Mr. Jack Sullivan, Mr. Geo. E. King has a salesman of whom any employer might well feel proud. He has a personality and individuality that makes for him fast friends.

Mr. John Galbraith, who for some time contemplated removing from here, has, after due consideration, decided to continue in business at the old stand. His many friends approve of the act and show their apprecia-

tion by bestowing on him a very liberal support. Mr. Galbraith is a young man of many fine qualities and a strict sense of honor.

Mr. C. N. Griffin, of the City Grocery, is a business man in every sense of the word. He keeps his stock clean and attractive, pleasant to customers and particularly courteous to travelers. Valuing the time of the latter, he gives his favors without hesitation. He is a keen, shrewd buyer and knows just what he wants.

BRUSSELS.

Mr. Geo. Thomson, besides being a live up-to-date grocer, holds a first position in breeding Jersey cattle. His stock farm of Jersey beauties is conducted like his grocery business: systematically and profitably.

Mr. Alex. Strachan carries on a successful general business. His genial manner and the care exercised in selecting stock, together with the experience of many years, advanced in ideas and keeping posted to the wants of his large trade is the secret of his success.

GODERICH.

Mr. Geo. Price is now located on the east side of the Square. His store is very attractive and tastefully decorated. Next month George will take in a life partner. THE GROCER extends congratulations.

Mr. G. M. Elliott has one of the best paying businesses in town, and no one is more deserving of success. From a small beginning a prosperous and substantial trade has been evolved.

Sturdy Bros. have established a very gratifying trade, and no firm is more worthy of support. They bestow careful attention to

the smallest order and make it a point to stock with only saleable and strictly first-class goods.

Mr. Geo. Haley, recently in the employ of Mr. Geo. Elliott, has branched out for himself, and, we are pleased to state, is very much encouraged by the support tendered him. He is a young man of good address, and thoroughly up in his business, and will doubtless make a success.

RAMBLER.

GOOD IN EVERYTHING.

The well-known naturalist and writer, Frank Buckland, is said to have maintained the eatableness of all kinds of fish, giving proof of his assertion by tasting the meat of all animals, reptiles and birds which he met in his career. According to this statement, summarized by The New York Tribune, he found the flesh of the rattlesnake delicate and succulent, that of the black-snake was not so good, lizards were unexceptionable, while panther chops were not equal to those of pork, with which they had an affinity; the finest eating was furnished by elephants' feet baked in a hole in the ground, according to the mode in vogue in Africa. In New Zealand, where grasshoppers are so abundant, they are used for food by Europeans, and are pronounced a great delicacy, prepared according to the following formula: One bushel of the insects, immersed for two hours in a half-gallon of pork brine, are boiled in the liquid for some twenty minutes, then thoroughly rinsed in warm water, and placed in an oven to become crisp, and when cold the heads are removed and they are ready to be eaten.

The Peoples Building and Loan Association of LONDON, ONT.

Incorporated
♦ ♦ ♦

Authorized Capital, - \$5,000,000
Subscribed Capital, - - 1,500,000
Accumulated Capital - 135,000

PERMANENT STOCK.

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

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

For further particulars and forms of application address:

The Peoples Building and Loan Association
Molsons Bank Buildings, LONDON, ONT.

BETTER THAN A POT OF MONEY

For any young man or
woman is a

. . . GOOD . . .

BUSINESS EDUCATION

The best spot in Canada to secure it
is in Toronto, at the . . .

Central Business College . . .

Cor. Gerrard and
Yonge Sts.

Up-to-date in every particular; modern methods,
thorough work, low fees. A postal will bring
you all particulars by return mail. Address,

W. H. SHAW, Principal

WESTERN ASSURANCE COMPANY

Incorporated
1851.

Fire and Marine

Capital, subscribed \$2,000,000.00
Capital - - - 1,000,000.00
Assets, over - - 2,320,000.00
Annual Income - 2,400,000.00

Head Office: TORONTO, ONT.

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

A cheese _____ that scores 100 points

Out of a possible 100, in competition with the world justly earns the reputation of being the best. The cheese that made this score was

MacLaren's IMPERIAL"

If any of your customers appreciate good chesse this is the article for them.

A. F. MACLAREN & CO., Toronto



Something New

*East
India
Pickles*

GOOD SELLER
GOOD PROFIT

Pronounced by epicures to be the most appetising and delicious pickle ever prepared.

1 DOZEN
IN A CASE.

A. E. Richards & Co. Agents for Canada **Hamilton.**



*Something
to keep
eggs fresh*

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

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

A. E. RICHARDS & CO.
Canadian Agents HAMILTON.

Business Building

is, in a nutshell, doing your utmost to please your present customers, secure all the new ones you can, and hold their trade.

The Best Bricks

are reliable goods; without these no one need expect his trade to hold together.

Appleton's Teas . .

are without doubt the finest blends of India and Ceylon Teas, and in their attractive lead packets form just such bricks as will build up a lasting and permanent Tea Trade.

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.



Laurentian

SPRING WATER CO.

90 Beaudry Street . . .

Montreal

LAURENTIAN GINGER ALE

LAURENTIAN SODA WATER

LAURENTIAN CREAM SODA

LAURENTIAN TABLE WATER

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

Send Sample Order, which will receive Prompt Attention.



A Ceylon Tea Garden

“The development of the Tea industry in Ceylon has been phenomenal. In 1875 the first shipment of 282 lbs. was made; in 1885 the export amounted to 3,796,684 pounds, while last year it reached the enormous total of about 97,000,000 pounds.”

This increase in public favor is due to the wonderful purity, cleanliness of preparation, healthfulness of Ceylon Teas. Every wide-awake grocer in Canada has Ceylon Teas. They are absolutely necessary to hold your tea trade. Once your customers use these teas they will always ask for them. Write your wholesale grocer for Ceylon Teas.

The Finest Whisky in the World

Is — **JOHN DEWAR & SONS'**
(Distillers, PERTH, SCOTLAND.)

.. 50 MEDALS ..

Purveyors by appointment to Queen Victoria.
Under competition, the only Scotch drawn at the bars of
Spiers & Pond, Ltd., London, England.
Highest Award International Exhibition, Edinburgh, 1890,
Diploma of Honor and Gold Medal.

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

MACARONI.

"WHAT is macaroni?" asked a young lady of her grocer. "An article made of flour, in the shape of pipe stems, and used for making soup," was the answer.

This seems to be about as intelligent an answer as the average grocer is able to give, as he doubtless never gave the matter any thought.

This question started the writer on a tour of investigation. The same question put to several grocers elicited almost the same answer invariably: "Something to use in soup."

A tour of several of the macaroni manufacturers in this city proved that macaroni was something else than "pipe stems," and used for other than "making soup."

In fact, there are between thirty and forty kinds, and their uses are almost as numerous.

Macaroni, as its name would infer, is of Italian origin, at first being made in Genoa, but as the demand increased and it became better known as an article of food, the manufacture gradually extended to France and this country. The finest goods are made in Italy. Up to several years ago the American product was given little attention, the trade being of the opinion that unless it was imported it would not sell. The home manufacturers, by strict attention to the wants of the consumer, and with the aid of improved

machinery and new methods, are overcoming this idea and are proving by the quality of the goods that as for quality, style and price the imported article will soon not "be in it."

Macaroni is made from wheat, rich in gluten, ground into flour called semola. This is made into a dough by the addition of water. The process of kneading is a simple one. A circular iron tub about ten feet in diameter and one foot high is used, and into it the dough is placed. A revolving stone, like a huge mill-stone, weighing about three tons, is set in motion, and this process continues for about an hour, when the dough becomes very tough. It is then placed in the press and the process of giving it shape commences. The question is often asked: "How do they put the holes in?" In the bottom of the press is a copper plate drilled with holes the size of the "pipe" required. In the centre of these holes is fixed a wire which makes the perforation. The press being set in motion, the dough is slowly pressed through and is cut off in lengths of about thirty-five inches. It is then spread out on poles and hung up to dry, which generally takes about five days, great care being taken to ensure a uniform temperature, as a sudden draft of cold air will make it brittle.

Spaghetti is made the same way. Vermicelli, after being pressed, is taken while moist and curled into shape. The enormous pressure required is something startling, it

being estimated that a particular press used in one of the Philadelphia works on fine grade spaghetti and vermicelli attains over 125 tons, while on ordinary macaroni a pressure of 100 tons is often used.

Macaroni is one of the most healthful articles of food, and the numerous ways in which it can be prepared always makes it an acceptable dish.

It would be well for the grocer to give this particular item more attention and educate his trade in its uses. A neat little pamphlet containing a number of recipes, with a description of macaroni, its origin, manufacture, etc.; a special sale day, in which a display could be made in an attractive way of the various kinds, would held wonderfully. Try it. It will pay you.—R. A. Neely in Grocery World.

MADE THE CLERK A PARTNER.

"John," said a Houston grocer the other day to one of his clerks, "you have been a faithful and competent clerk, and in order to show my appreciation I have decided to take you into partnership. From this time on you are to have a share in the business and be a member of the firm." "But, sir," said John, anxiously, "I have a family to support. I appreciate the honor, but I fear I am too young for the responsibility. I would much rather retain my present place." "Can't help it," said the grocer. "Times are hard, and I've got to cut down expenses if I have to take every clerk in the house into the firm."—Houston Post.

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



The Best Grocers Make
a point of Keeping it al-
ways in Stock.

INDIAN &
CEYLON TEAS

G.F. & J. GALT

42 SCOTT ST. TORONTO

BOOK ON TEA BLENDING
MAILED ON APPLICATION

Don't forget

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"SCIEN
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We in

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Don't forget

THAT
besides making the
celebrated
"SCIENTIFIC"
Stove Enamel



We make the
"SCIENTIFIC" Stovepipe Varnish

Put up in WIDE-MOUTHED tins, handsomely lithographed. Do not need to be poured out and are not too large.

The best selling goods on the market.
Telephone 2905. TORONTO.

Western Agents: W. F. Henderson & Co., Winnipeg, Man.
Eastern Agents: W. S. Clawson & Co., St. John, N.B.

WHO IS NEXT ?

Until the end of this month you can have one or five cases of "INSTANTANEOUS TAPIOCA" delivered freight paid to any address in Ontario or Quebec.

Howe, McIntyre Co.
MONTREAL, Que.

Price, \$5 50.
per case of
50 1-lb. pkgs.
Pure Tapioca.

We always have . . .

SALT

FOR ANY PURPOSE

Send card for prices.

VERRET, STEWART & CO.
QUEBEC AND 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

ARROWROOT

In 13-lb.
and 6-lb.



Hermetically
Sealed Tins.

REGISTERED.

Imported Direct from St. Vincent, West Indies.

Grocers

Who study to please their customers keep our

Table Salt

A pure nutty flavored Salt. Gives taste to everything.

The Canada
Salt Association

CLINTON, ONTARIO

Brushes, Brooms Woodenware

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

Chas. Boeckh & Sons Manufacturers 80 York Street Toronto
MONTREAL BRANCH: - 301 St. Paul Street.

A REFRESHING AND TONIC BEVERAGE

Lemon . . . Phosphate

This preparation is the natural acid of the lemon combined with acid phosphate, so highly esteemed as a tonic.
A teaspoonful in a glass of water sweetened to taste makes a delicious and cooling drink.

PUT UP IN PINT BOTTLES

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

Prepared by . . .

THE JOHNSTON FLUID BEEF CO. - MONTREAL.

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

FALLORE, general storekeeper, of Stoco, is offering to compromise with his creditors at 50c. on the dollar. The liabilities amount to \$6,000.

Delphis Rheault, general merchant, Quebec, has assigned.

Parson & Smith, wholesale crockery, Ottawa, have suspended.

N. Batchelder, general merchant, Stanbridge East, has assigned.

A demand of assignment has been made upon A. E. Limoges, Ste. Therese, Que.

A receiver has been appointed in the estate of Holmes, Moore & Courtright, general merchants, Inwood.

L. W. Ferguson, general merchant, Green Bay, Ont., has assigned to R. Tew, Toronto. Neill & Small, general merchants, of Kincardine, have also assigned to R. Tew.

D. Daniels, general storekeeper, of Bracebridge and Burk's Falls, has assigned to Henry Barber & Co. The estate is estimated to be worth \$8,500, of which \$6,000 is in the Bracebridge store, and \$2,000 in Burk's Falls. The liabilities are nominally the same.

PARTNERSHIPS FORMED AND DISSOLVED.

The B. C. Broom and Brush Works, Victoria, have dissolved. Andrew Wood continues.

G. Parent, grocer, Beauport, Que., has dissolved and a new firm registered with Phileas Parent as proprietor.

F. Simard & Fils, fruits, etc., Quebec, have dissolved and a new firm has been formed under the style of Jos. Simard.

W. A. Sheltus and M. McNamara have registered a partnership in Bedford, Que., to carry on business as grocers, under the style of Sheltus & McNamara.

CHANGES.

W. H. Wilson, grocer, Woodstock, has been succeeded by Ulman & Lazenby.

Elmire Bisette has registered proprietress of the general store of F. Guillette & Co.

Cote, Boivin & Co. is the style of a new firm that has started a general store in Chicoutimi, Que.

Louis Joseph Furois has been registered proprietor of the grocery firm of Lord & Furois, Quebec.

G. Lorenz, general merchant, Hanover and Alfeldt, has closed his store at the latter place and started a branch at Neustadt.

Adrienne Daoust, wife of Aristide Desparois, has been registered proprietress of the firm of the Leading Co., groceries, Montreal.

SALES MADE AND PENDING.

The assets of the estate of J. B. Bourgoignon, grocer, Montreal, are to be sold to-day.

The assets of Phillip Johnson, general merchant, Lake Megantic, Que., have been sold out.

SMOKED MEATS AND LARD CHANGES.

THE Laing Packing and Provision Company have just issued a circular to their patrons notifying them that on and after May 1st uncovered meats are shipped at buyers' risk. After that date all smoked meats should be shipped in canvass to protect them from the fly. The Laing Co. make no extra charge for meats canvassed and yellow washed or put up in burlap. The company have taken this course because it is impossible for them to guarantee uncanvassed meats against shippers, and they have therefore made the price of canvassed meats the same as uncovered. All canvassed hams or bacon should be taken out of package immediately on arrival and hung in a cool dry place. The company's new general circular for date of May 20th, notes changes in pork, beef and compound lard. It will be sent to any reader of THE CANADIAN GROCER who applies to the Laing Packing and Provision Company, 839 and 841 St. Catherine St., Montreal.

VANCOUVER'S WORLD-WIDE TRADE.

A GLANCE at the quarterly Customs returns for the three months ending March 31st, 1896, gives some interesting evidence as showing how widely the trade of Vancouver is distributed, and how her productions are sent to the four corners of the globe.

One of the most striking features of the returns of the imports is the large percentage which comes from Great Britain, particularly in free goods, which in itself is sufficient refutation of the charge frequently made by those opposed to the National Policy of Canada, that it discriminates against the Mother Country.

The following figures speak for themselves:

Imports from Great Britain: free, \$98,928; dutiable, \$44,090; total, \$143,018. From the United States; free, \$13,329; dutiable, \$97,596; total, \$110,925. From Java, \$80,406; China, \$13,751; Australia, \$13,577; Japan, \$12,813; East Indies, \$4,252. Other countries from which goods were imported were Cuba, Germany, France, Switzerland, Sweden, Holland, Belgium and Hawaii. The total imports for the quarter were: free, \$127,157; dutiable, \$254,522; total, \$381,679.

Turning to the exports, the United States come first, with \$83,875; Australia next, with \$62,116; China third, with \$41,498; Great Britain fourth, \$39,732; Chili fifth, \$23,050; British South Africa next, \$12,210, and Germany, \$11,915. Other coun-

tries are Japan, Hawaii, Fiji and Brazil. The total exports were \$276,414, the produce of Canada, and \$4,650 not Canadian produce, a total of \$281,064.

The above does not, of course, include the large amount of imports or exports which passed through Vancouver in bond and which run into very large figures. Nor does it give any indication of the large export and import business done overland with Canada. The aggregate trade, domestic and foreign, reaches very large and satisfactory figures for Vancouver.—Statistic News-Advertiser.

LONDON, PARIS, HAMBURG

From all points we can save expense to direct importers of small shipments. The co-operative system does it.

Write for Particulars.

BLAIKLOCK BROS. - MONTREAL

"SANITAS"

**NATURE'S
GREAT DISINFECTANT.**

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

FLUID, OIL, POWDER, &c.

HOW TO DISINFECT A valuable Copyright Book giving simple directions "How to Disinfect" in cases of the various Infectious Diseases, as also in every-day life, will be sent Free on application.

HOW TO DISINFECT THE SANITAS CO., Limited, BETHNAL GREEN, LONDON, ENGLAND.

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



**The Best Bicycle is
None too Good
For You.**

RIDE A STEARNS

WHERE'ER ONE TURNS
HE FINDS A STEARNS.

AMERICAN RATTAN CO.
TORONTO, ONT.
CANADIAN SELLING AGENTS.



OUR LINES

Of Canned Meats, Soups and Sundries are well worth investigating. All our goods are guaranteed first-class, containing the best material that can be procured.

Potted and Devilled
Ham, Chicken
Turkey, Tongue, etc.
Roast Beef

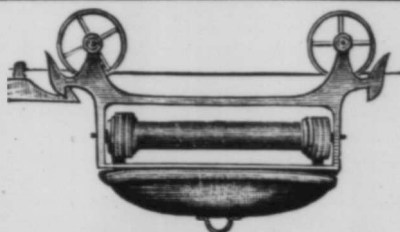
Roast Mutton
Lunch Tongue
Minced Collops
Etc. Full list sent on application

The Laing Packing & Provision Co., Montreal

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.**



CHAMPION CASH RAILWAYS

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

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

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

MAINE NON-FORFEITURE LAW

WALTER I. JOSEPH, Manager

Room 2, 162 St. James Street, Montreal

There's Money in Salt

If you know just what size to handle and the season for it. Take, for instance, the summer camping trade. That needs a strong package to stand the careless handling and one not easily upset.

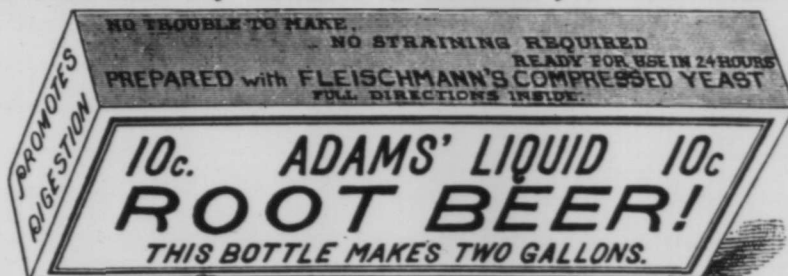
For this purpose you can order, from any wholesale grocer in Toronto, "WINDSOR" Table Salt put up in 4-lb. round lithographed packages, 24 per case. Made of heavy cardboard, price \$2.00 per case; sell at 15 cents per package. Profit on case, \$1.60. You see it pays to sell them—why not do it?

Toronto Salt Works

128 Adelaide Street East
TORONTO, ONT.

City Agents for the **Windsor Salt Works**

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



It pays well, sells well and gives satisfaction.

Order from any wholesale dealer.

38 Front St. East, Toronto

♦ **The Canadian Specialty Company**

Dominion Agents

Fine Fruit Tablets



ENGLISH FORMULA TABLETS

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

G. J. HAMILTON & SONS

PICTOU, N.S.



ASK FOR

MOTT'S



For Custards
Ice Creams
Blanc Manges

Etc., Etc.

OUR

Pure Fruit Extracts

Cannot be excelled. Guaranteed strictly pure and free from any harmful matter. Drop us a line for quotations and price list.

The F. F. DALLEY CO., Ltd.

Hamilton

Batty's



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

ALL WHOLESALERS HAVE THEM.

... EIGHT PRIZE MEDALS

Canadian Agents

J. A. GORDON & CO.

... Montreal

MARINE INSURANCE

The Mannheim Insurance Company

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

Further particulars obtainable by applying to Local Agent, or to

JAMES J. RILEY & SONS
Managers for Canada — Montreal

Notice

TO THE WHOLESALE TRADE ONLY . . .

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

CIGARETTES

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

CIGARS

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

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

J. M. FORTIER

MANUFACTURER

141 to 151
St. Maurice Street

Montreal

The Gulf of Georgia Cannery

MALCOLM & WINDSOR, Ltd.

Sole Proprietors, and Agents for

"Ice Castle Brand" Canned Salmon

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

FACTORY, Steveston, B.C.

OFFICE, Vancouver, B.C.



A GLASS PITCHER

... Free

with Adams'

TUTTI FRUTTI

ASK YOUR WHOLESALER FOR IT

ADAMS & SONS CO.

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Blue Vitri
Brimstone
Borax ...
Camphor
Carbolic A
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Soda, Bica
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**BUYING
SELLING AND
HANDLING OF TEA**

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

The MacLean Publishing Co.

26 Front St. West, Toronto.

DURABLE PAILS AND TUBS.



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

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

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

**THE
Oakville Basket Co.,**

MANUFACTURERS OF



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

For sale by all Woodware Dealers

Oakville, Ont.

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

.. ODART'S SPECIALTIES ..
- HIGH CLASS - - GREAT NOVELTY - - GOOD PROFIT -
ODART'S PICKLE - AND - ODART'S SAUCE
ODART & CO., PARIS, FRANCE, AND LONDON, ENG.

The Dry Goods Review



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The Dry Goods Review and
The Canadian Grocer

\$3.00

Send for Samples.

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

THE DRY GOODS REVIEW

TORONTO

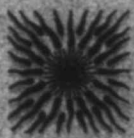
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**Crosse &
Blackwell**

CELEBRATED FOR

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



—SOLD BY—

All Grocers in Canada

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

"Dairying for Profit"
or **"The Poor Man's Cow"**

PUREST & BEST

Is the title of a treatise on Buttermaking written by Mrs. E. M. Jones of Brockville, Ont. Mrs. Jones' Book has been so highly thought of by the Ontario Government that it has been printed and distributed free among farmers as an authority on this subject. The following letter explains itself.

Some time ago I commenced using the Windsor Salt in my dairy and I have been surprised and delighted at the result. It appears to me to be a PURER SALT than any I have ever used (although I have always obtained the very best, regardless of cost). It is entirely FREE FROM ANY BITTER TASTE and it DISSOLVES SO RAPIDLY as to be at once incorporated in the butter. To the practical dairyman these are vital points. MORE BUTTER IS SPOILED BY POOR SALT THAN IN ALL OTHER WAYS PUT TOGETHER. Not only is the taste disagreeable but the grain of such salt is so sharp and its nature so insoluble that butter has to be worked almost to a paste and is thereby spoiled before it is even put on the market. WINDSOR SALT is FREE FROM THESE OBJECTIONS and its quality and price ought to make it a boon to every dairy in Canada. I shall use no other in future, and as the output of my private dairy is 7000 lbs. a year, which all brings the highest price ever reached by Canadian butter, the importance of my choice in salt can hardly be over-estimated.

Yours truly,
(Signed) ELIZA M. JONES.

Any wholesale grocer can supply you, in any quantity, with this "WINDSOR" Dairy Salt in 20lb. White Cotton Bags, packed 15 in a paper lined barrel, or in 50lb. Linen Sacks.

WINDSOR SALT WORKS, WINDSOR, ONT.

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

Fruit Jars

ALL KINDS AND SIZES.

JELLY GLASSES HONEY JARS

ETC.

Prices Right.

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COX'S GELATINE Always Trustworthy.
ESTABLISHED 1725.

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

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

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THOS. O. IRVING, Superintendent.

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'WELLINGTON' KNIFE POLISH

The Original and only Genuine Preparation for Cleaning Cutlery.

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

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