

# THE CANADIAN GROCER

VOL. X

MONTREAL AND TORONTO, APRIL 24, 1896.

No. 17

Manufacturers by Special-Warrant  
To Her Majesty THE QUEEN



## COLMAN'S MUSTARD

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

**ONLY GOLD MEDAL PARIS 1878**

**TWO GOLD MEDALS**  
INTERNATIONAL HEALTH EXHIBITION LONDON 1884

Only Prize Medal London 1862    Only Silver Medal Paris 1875  
Only Medal Dublin 1865    Grand Gold Medal Moscow 1872 & 82



## Kipperd Herrings

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



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

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

All Selected Fish from the famed Aberdeen Fisheries.

For Sale by all Leading Grocers.

### MARSHALL & CO.

Spring Garden Works, ABERDEEN, SCOTLAND.

### Walter R. Wonham & Sons

Sole Agents for Canada, MONTREAL.

VARSAITY CIGAR 5c. THE BEST IN THE MARKET

HOLD YOUR TRADE BY SELLING THESE FAMOUS BRANDS

THE ONLY TEN CENT CIGAR

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

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## COMPRESSED CORNE BEEF . . . .



is a staple article, and a good many people make it. It looks like a simple thing to put up, but there are lots of points to be considered. First, there's the selection of the meat—that's important. Second, the cure of the meat—if it's cured too much, it's salty; if not enough, it will spoil. Third, there's the cooking of the meat—this has to be done to a turn. Fourth, there's the processing—in this and the cooking lie the arts of the scientific canner. Lastly, there's the painting, labeling and casing of the can for market—these points all require careful attention and trained help.

We make a study of every detail connected with meat canning. Nothing is so small as to escape our careful attention. We are acknowledged leaders in the application of scientific methods to this work. Our "Helmet" brand on a can of meat is a guarantee of excellence. Specify Armour Packing Co.'s KANSAS CITY Canned Meats on your orders to your jobber.

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.



## New . . Harness ?

Not much. That's the set I've been using right along, but I never cleaned it up before with

## YUCAN OIL BLACKING

May be procured from  
all wholesalers.

Manufactured by

**The F. F. DALLEY CO., Ltd.**

Hamilton

# 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.	

## THE DIFFERENCE

TANGLEFOOT Does Not Leak at the Edges  
 TANGLEFOOT Does Not Soak Through the Paper  
 TANGLEFOOT Does Not Spoil Over Winter  
 TANGLEFOOT Does Not Allow Flies to Escape  
 TANGLEFOOT Has the Only Serviceable Holder

## Holder

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

FOR  
**PURITY**

## Bi-Carbonate of Soda

FOR  
**STRENGTH**



TRADE MARK

This brand is always reliable.

Highest test 98.50% pure.

Made only  
by

The UNITED ALKALI CO., Ltd., Liverpool.

"New Process" Soda, finest on the market.



## Pure Castile Soap

### RED LION BRAND

If you want to keep a Soap that you can recommend to your customers, then purchase "Le Lion Rouge;" quality never varies.

# Fry's

## 100 PRIZE MEDALS

HIGHEST HONORS AT CHICAGO

Always Reliable.



Purveyors of Chocolate to Her Majesty the Queen by Royal Appointment.

It pays to sell them.



Agents for the Maritime Provinces, Ontario and the Northwest.

P. TIPPET & CO.  
MONTREAL and TORONTO

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

# The St. Lawrence Sugar Refining Co.

LIMITED

## MONTREAL

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

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

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

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

## The only Magic . .

necessary to make your Crockery Department a success is an assortment of the right goods, that is to say, of our goods. They are right in quality, shape, finish, and price. They hold their own against all competition, either home or foreign.

Send for Our List. **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.



# TETLEY

Although the above name is always associated with packet tea, we carry a large stock of Standard Blends of India and Ceylon in 60 and 100-lb. boxes at prices to suit all classes. Write for samples.

ADDRESSES :

14 Lemoine Street, MONTREAL

T. KINNEAR & CO., 49 Front Street East, TORONTO

Hudson Bay Co., WINNIPEG

## "The woman who did"



Should not be taken as an example to imitate, any more than "the man who didn't."

He didn't keep MacLaren's Cheese, and when one of his customers, in making up a camping order, asked for "MacLaren's," he had to send out to his competitor's and get some. The customer got his order filled, but he had his own opinion of "the man who didn't" after that.

You can't please a customer better than by giving him what he asks for.

### A. F. MAC LAREN & Co., Toronto

# No Coercion

Needed to sell



Sells on its merits.

## ROSE & LAFLAMME

Eastern Agents MONTREAL

What is the power of to-day ?  
That holds our business in such sway ?  
That rightly done will always pay ?  
Advertising Eddy's Matches.

What is it oils our wheels of trade  
And gives our business greatest aid ?  
How have our largest sales been made ?  
By advertising Eddy's Matches.

What has built up the power and fame  
Of this firm's well-known honest name,  
And conquered Fortune, fickle dame ?  
Advertising Eddy's Matches.

What is it makes our business thrive  
And keeps our Agents all alive ?  
From what do they most help derive ?  
Advertising Eddy's Matches.

And thus all are in modern days  
Indebted in a lot of ways  
To what all clever folks will praise,  
Advertising Eddy's Matches.

Copied by many, excelled by none,  
What matches have had such a run ?  
Have led since 1851 ?  
E. B. Eddy's.

This parody is not sublime ;  
It emanates from Western clime.  
We get the business every time  
Through Eddy's Matches.



**"Rose  
Brand"  
Lard**

# Is Good Lard

Reference : Any merchant who has ever handled it.

PACKED IN 1, 2, 3, 5, 10, 20, and 50-lb. Packages.

A trial order will convince you that it will increase your trade to handle  
"Rose Brand" goods.

The GEORGE 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**

Will show you a good profit.

Will give your customers perfect satisfaction.

## REINDEER BRAND

CONDENSED MILK.

BUY IN SMALL LOTS AND OFTEN.

When ordering ask your wholesaler for this year's pretty calendar.

# The Tea Trade Demands



Careful attention, well directed intelligent supervision and a thorough knowledge of the values of the day.

No other branch forms such an important factor in the ultimate success of the average grocery business. If your teas don't please and satisfy consumers—your competitor's may. The result is easy to predict.

Nothing spreads faster among busy house-wives than the fact that "So-and-So" sells exceptionally good tea, and nothing is more stimulating to trade in dull times than this. We simply ask a fair intelligent trial of the lines we offer. The result we leave with you.

In Assams, Ceylons, China Blacks, Indians, Young Hysons and Japans (high and medium grades) we have every confidence in our ability to successfully cater to the requirements of the Canadian trade.

W. H. Gillard & Co.

Wholesalers Only

Hamilton

*In Spring  
and Summer*

Mince  
Pies  
Made  
From



## WETHEY'S CONDENSED MINCE MEAT

are just as tempting and delicious as in Fall and Winter.

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



Known for their  
**EXCELLENCE**  
.. of ..  
**PURITY and FLAVOR**



Sell the Peerless "Lion"  
Brand Canned Goods.



Their Record is SKY high.



Our Handsome Labels  
**SIMPLY** grace your  
establishment.

WORKS: { PICTON, TORONTO  
... and ...  
DEMORESTVILLE





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, APRIL 24, 1898

(\$2.00 per Year) No. 17

## DROPS FROM THE EDITOR'S PEN.

A well-worn smile never gets threadbare.

Overstocked shelves lighten a merchant's bank account.

Lack of character usually brings abundance of discredit.

A capable and obliging clerk is the store's centre of gravitation.

A "peppery" grocer is too hot for most people to do business with.

Life is a struggle, but it would not be much if it was not a struggle.

Ceylon tea, like a pretty, intelligent and virtuous girl, is bound to conquer.

Prejudice is one of the most injudicious things a merchant can keep in stock.

As long as it does not create an unhealthy pocket the bicycle craze is health giving.

Eyes and ears are usually more useful organs to the merchant than is his tongue.

A store "help" can be a hindrance as well as a help. A cheap clerk for example.

The office of pastimes is not to help men to kill time but to help them lengthen their days.

Retailers who undersell the cost price of an article are undermining their own interests.

In the presence of customers the merchant should cork his wrath and uncork his urbanity.

Discontent is a break that will keep at a slow pace the most profitable business in the country.

There is not a sane merchant in existence who does not desire to extend his trade; and yet now and then one is discovered who

refuses to advertise "because he already has more business than he can do."

A salesman need not be a carpenter, but he should know how to use the hammer of persuasion.

By all means display your goods, but keep your weaknesses as much in the background as possible.

It is attention, not genius, that is demanded of him who would make life a success in any sphere.

A healthy mind and a healthy body in the merchant were never more needed than they are to day.

Merchants who are frequently making new and judicious departures usually prevent the departure of business.

If a man does not earn his bread by the sweat of his brow he is usually compelled to by the worry of his brain.

Even a business that is founded upon a rock needs to move with the times if it is to avoid being washed away.

A man can only be successful in business by being himself. By aping somebody else he is likely to become a jackass.

You have as little chance of catching custom by clumsy methods as you have of hooking herrings with a shark hook.

Just as wise would it be for a man to say there were no fish in the sea as to declare there is no money in advertising.

It is systematizing, not the time which a man has at his disposal, that determines the amount of work he shall accomplish.

Patience is one of the most delicate of qualities to cultivate, yet cultivated it must be if success in business is to be attained.

As the wind in the spring goeth about

stirring up the dust, so the merchant at all seasons should go about stirring up trade.

No matter how honest he may be, the debtor who fails to meet his obligations on maturity is generally viewed with suspicion.

Legion is the number who have been driven to poverty by prosperity, while poverty is the road which leads many to prosperity.

A merchant that does not look sharp after his accounts, like the dog that neglects to go after his master's game, is likely to get into trouble.

When Prosperity is driven away by bad Business Methods it is naturally slow to come back, no matter how earnestly it may be invited.

From the fuss some people make over early closing one might fancy it was a dose of nauseating medicine they were being asked to take.

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.

The difference between the man who cuts with a razor and he who cuts with prices is that the one cuts to kill the man and the other to kill the man's business.

The ideal salesman does not induce a customer to buy what she does not want: He induces her to buy what she needs, but probably did not know that she needed it.

The store is the mercantile school; and the clerk who does not well learn his lessons will be a failure as a salesman and as a merchant, should be ever essay to be one.

All the laws in the land will never be able to make a "dead beat" pay his debts, but the simple will power of each merchant will prevent him from plying his nefarious practices.

### COMPOSITION OF MARGARINE.

**M**ARGARINE is a produce which has been talked of a great deal for some time, both in France as well as in foreign lands. All the Parliaments of Western Europe have been successively filled with projects of law relating to the rules of commerce in this commodity, but, in spite of all the commotion which this article has caused, there are very few people who have an exact idea of its fabrication. We believe it will be of use to our readers to have some information on the manufacture of margarine, and we therefore give the results of a study of the subject, made by Mons. Villon, who is well known as a chemical analyst. The true name of this matter is oleo margarine, and it is the liquid part which flows from tallow when it is pressed warm. The tallow employed is that which is known under the name of the "first juice," and comes from the melting at a low temperature of fat fresh from the butcher. This first juice is composed of solid stearine, fusible at 100 deg. Fah., and olein (oily liquid). The first operation consists of separating the liquid from the solids in the first juice, which we call tallow.

The solid tallow is put in cloths of strong linen, so that they form covered cakes. When this is done the hydraulic press is loaded with them. Upon the bed of the press is placed a strong plate of sheet iron, heated in water at 120 deg. Fah., and on it are put five cakes of tallow, then another plate of sheet iron, and so on until the press is full. Generally 180 to 200 cakes of tallow fill the press, and the operation should be rapidly performed in order to prevent the cooling of the plates. With three workmen the press can be rapidly filled.

The separation of the oleo begins without pressure by the simple weight of the plates and by the heat which comes from them. When it is noticed that the running has ceased, the press should be worked, going very slowly at the commencement. The pressed tallow which remains in the cloths is used for manufacturing artificial lard and wax candles. The oleo which has run from the press is sent to margarine factories or exported.

Oleo is a granulous mass of yellow color and its taste approaches that of ordinary butter. The principal market for the oleo is Rotterdam (Holland), where the Americans also send considerable quantities of this product for the needs of Europe.

Fabrication of margarine.—The manufacture of margarine consists of mixing the oleo with some milk and a small quantity of cotton oil, the proportions varying according to the quality of the margarine to be made. Here are some of the figures: Oleo, 16 cwt., milk 11 gallons, and oil 2 cwt. The quantity of oil varies greatly according to the season; thus, in winter when the cold is in-

tense, 30 and even 40 per cent. of oil is used, whilst in very hot weather the addition of oil is almost suppressed. Oil of earth nuts and of sesame can also be used. The oil modifies the paste of the margarine, which is naturally too short and brittle, and gives it the oiliness of good butter.

Oleo is melted in the furnace at 113 deg. Fah., and the milk and oil are brought to the same temperature. Each of these products is enclosed in a receptacle above the churn, which is of wood, and is filled by means of funnels. The materials are mixed well, until the whole has the appearance of cream. The churning lasts about two hours, then the mixture is turned into a wooden strainer, slightly inclined in order to run it off into a large tub. When it leaves the strainer to fall into the tub it meets a strong sheet of fresh water, which solidifies the margarine into granules.

In the tub the margarine floats on the surface of the cold water, and by the aid of an openwork basket the fatty matter, which looks like sleet, is collected. It is turned into perforated receptacles and left to drain for a longer or shorter period, according to the temperature. This operation generally takes about two hours. After this the mechanical working of the margarine is begun. It is placed upon a round table like those used in dairies, but very much larger, and the moisture is worked in order to press out the buttermilk and give it the consistency of butter. It is next passed, in small portions at a time, through a horizontal worker, which is composed of two cylinders of wood with deep flutings, which spread out the paste and give it its nice appearance. It is then made into large cakes or put in tubs.

During the making of margarine it should be noticed that it does not solidify in one mass, because during the slight fermentation which it undergoes before being drained it has not the peculiar taste which indicates good margarine. That is why it is necessary not to use too cold water.

To give to margarine the taste of good quality butter the fat, whilst dropping, is sprinkled with a little special ferment mixture, which comes from the artificial manufacture of the ferments of good butter.

If there are houses which make margarine under its right conditions, there are also certain establishments which sell mixtures of butter and margarine for pure butter. This dishonest trade does the greatest injury to pure butter and its makers, because it destroys all confidence of the purchasers. Up to the present time the detection of the presence of small quantities of margarine in butter offers great difficulties, and sometimes it is even impossible to discover the fraud. It has been thought that it would be well to alter the appearance of margarine, by incorporating with it a product which would be easy of detection, and that the change should be obligatory. The matter proposed

for mixing with it is phenolphthaleine in very small quantities, and, according to Mons. Bruylante, margarine would then have a rosy tint if placed in alkaline solutions; the reaction persists even when mixed with the margarine 50 and 90 per cent. of fresh butter. This substance also resists frequent cold or warm water washing. It could be removed by water alkalined with caustic soda, but that practice could not be followed in commerce, as the butter thus treated would have the taste of soap.

The above description of the method used for the manufacture of margarine will enable people to know the nature of the product, and also the facility which exists for discovering the fraud in butter, but, on the other hand, one does not deny its usefulness for such households as have no means to buy fresh butter.—Kuhlows.

### HE PREACHED ON BUSINESS.

Is it not lawful for me to do what I will with my own? —Matthew xx., 15.

Taking this for his text Rev. J. M. Whitson, of New York, says the question nowadays, is: If I have the capital to drive a rival out of business by selling below cost longer than he can stand it, haven't I a right to do it? Or, if I control the sale of a necessary article, haven't I a right to screw the price up as high as I can? \* \* But society is nowadays working more and more closely to the principle which Roman lawyers laid down before the dark ages: "So use what is yours as not to injure what is another's." Business is not charity. But it is justice. A man's business is his own, but not his hammer, to crush a competitor, or his lancet, to bleed a customer. We shall probably see this principle wrought further into statute law than it has been. \* \* All private business is a sort of public trust—that is, it is for the public benefit, including, of course, the benefit of the man who carries it on. It is to be worked for all it is worth, not to him alone, but also to those whose wants he supplies. By supplying their wants he makes his living. The more and the better he does it, the more he makes by it. But is he to think only of what he thus gets, and not equally of what he thus gives? This, then, is his trust, his public trust: to care as much for what he gives as for what he gets; to make his business worth as much for public as for private benefit. Many business men now act on this social theory. Conscience and a sense of personal honor, stimulated by the public approval of their example, may be relied on to bring it ultimately into general adoption.

The Slocan Hotel, at New Denver, B.C., was burned the other night. Many guests had retired and escaped with difficulty. Several were injured jumping from windows. Loss, \$8,000; no insurance.



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# STERLING GOODS

An inferior article may attract public notice and for a short time enjoy the encomiums of the people, but unless the article is possessed of true merit it will soon pass into oblivion, following in the train of all the innumerable articles that have made their way into the homes of our people, having only for their recommendation flaunting advertisements that sparkle but for a time. The reverse is the case with goods of

## *"STERLING WORTH"*

They live on, burning brighter and brighter, cheering from day to day, until they become the recognized necessities of daily life.

"We must have CROSSE & BLACKWELL'S goods on our table."

"I could not think of having breakfast without the AMERICAN BREAKFAST CEREALS."

"When travelling I always insist on having RAM LAL'S PURE INDIAN TEA, and BENS DORP'S ROYAL DUTCH COCOA has a fascination for me that no other Cocoa will supply."

These are some of the remarks repeated thousands of times daily, and why? Because the people that have used these goods know that they are the gems of all condiments. Other lines that are fast becoming prime favorites with our people are the celebrated brands of "MECCA" and "DAMASCUS" coffees. Although these goods have only been on the market for a short time, yet to-day we hazard the opinion that they are the most appreciated brands that are being offered to the public. This is the verdict of all the "leading grocers" who have used these goods.

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## JAMES TURNER & CO., Hamilton, Ont.

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# 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.

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## BALFOUR & CO.

## HAMILTON.

**CLERK'S CORNER.**

**T**HE first thing for a clerk to realize is the fact that every moment of the time between the regular opening and closing hours belongs to the proprietor—that as it is not his own he must use this time just as his employer would wish him to use it, says Mercantile Journal. The probabilities are the average storekeeper does not object to a clerk's relaxing for a few minutes occasionally, but a young man is unfortunate, indeed, if his employer permits or encourages his fooling away any time. The day will come when the young man who has an "easy boss" will wish he had worked for the meanest old "skin flint" that ever owned a store. Habits of carelessness are costly things, and they are incurable. And they are contagious. The only antidote, if you have gotten into a store where listlessness or carelessness is epidemic, is to get out of that store. A change of air is absolutely necessary to your business growth. No young man is proof against such an atmosphere.

Young men should aim to learn all there is to know about the business they happen to be in. Thousands of young men are working in stores whose aim and ambition is to get at something else. Some want to be lawyers. Some want another line of work. Unfortunately, some want something

else just because they always think the work they are doing is the most disagreeable that could fall to a person's lot to do. There are two reasons for his doing willingly the tasks at hand as well as endeavoring to learn all he can about the business he happens to be engaged in. First, because even though he becomes a lawyer or engages in other business, he always finds it useful to be conversant with some other than his own particular line, and to have applied himself diligently to learning all he could he will find he has learned how to study effectively something else when the time comes. Then, secondly, thousands of young men fail to be what it was their youthful ambition to be. Some unfortunate obstacle arises to prevent their getting the proper education for a profession, or the opportunity does not come to make a change in the line of work. Then he has to continue to be what he is and was, and it needs no pointing out that he will be better off if he shall have applied himself diligently not only to performing his regular duties, but also to the task of learning all that it was possible for him to learn.

**SOME BIG FIGURES.**

On one of the cold, blustery days this winter, when business was quiet at the Tanglefoot office, one of the assistants of a mathematical turn of mind figured out that

the output of Tanglefoot for 1895 was capable of catching 27,000,000,000 flies, which, if placed end to end, would reach round the earth at the equator 15 times, or from the earth to the moon and three-fourths of the way back.

**HOW TO PRESERVE HONEY.**

Honey has a great affinity for moisture, and if comb honey is stored in a damp atmosphere it will absorb the moisture through the slightly porous cappings and become thin and watery. The bulk of the honey will be so increased that it will burst the cells and ooze out. The honey may become so thinned that fermentation will set in. Cold is also detrimental to comb honey, causing it to candy in the cells. When comb honey is first taken from the hives it should be stored in a hot, dry atmosphere. A room in the south-east corner of a building where it will become very hot in the afternoon is a good place to store comb honey, as a correspondent in The Country Gentleman explains. The heating continues the ripening process, and if there are any unsealed cells of honey the honey in them becomes thicker and riper instead of thinner.

Down in the cellar is where the ordinary purchaser of comb honey is almost sure to put it. No place could be more undesirable. Dryness and warmth are the requisites for keeping comb honey. As ordinarily kept, comb honey will candy before spring, but by keeping it in a warm atmosphere it will not candy and will really improve with time.

**S. & H. HARRIS'S HOUSEHOLD REQUISITES.**



SOLD EVERYWHERE,

**Ebonite Blacking**

(WATERPROOF.)

FOR BOOTS AND SHOES.

Does not Injure the Leather



Trade Mark.

Requires No . . . Brushing

..ASK FOR IT..

MANUFACTORY: LONDON, E., ENGLAND.





# ASSAM AND CEYLON TEAS

Intending purchasers should see our samples of these Teas before placing their orders.

**DAVIDSON & HAY, WHOLESALE GROCERS Toronto, Ont.**

Strong Flour      These are the Cardinal Points of our  
Big Loaf      .. **OBELISK**  
Large Yield      (Registered)

There is no better, whiter, purer flour than OBELISK on the market to-day.

**THE TILLSON COMPANY, Ltd., - Tilsonburg, Ont.**

## When a Man . . .

Comes to you and asks for a brand of Canned Salmon that you can recommend, you are always safe in handing over

### **FLAG-SHIP SALMON**

Backed by the Packers' Guarantee and your own knowledge of the goods you have nothing to fear. There are no better goods than ours.

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

**Canadian Pacific Packing Co.**  
LULU ISLAND, B.C.

## LITTLE STORE WORRIES.

A CONTRIBUTOR to The Detroit Evening News Weekly tells in a humorous fashion of the petty ills with which the average grocer must contend. "A merchant," he declares, "ought to possess an ample supply of good nature and patience, as not a day will pass in business life but that these qualities will be called into requisition. The wants of some customers are very peculiar, and their tendency to sensitiveness must be duly considered, otherwise the dealer is liable to lose their patronage. I cite a few examples which came under my observation recently :

"A man comes into the store and says, 'I want some sugar.' When asked how much, he replies, 'I guess about four or five pounds.' It was, of course, necessary to inquire what kind of sugar he wished. 'I guess they want white,' he responds. 'Now, how many pounds did you say?' 'I guess three pounds will do.' After this he states, 'I want some coffee, I guess.' Upon being asked how much coffee he required, his answer came, 'I guess one pound will do.' 'But we have coffee for 35 cents, 30 cents and 25 cents per pound; which do you prefer?' Again the hesitating response, 'I guess you may put one and a half or two pounds 30-cent coffee.'

"A lady comes in to the store and enquires, 'Have you any nice, fresh butter?' 'Who made it?' 'Is it salty?' 'When did you get it?' 'How much will this piece weigh?' Upon being informed that it weighed one and three-quarter pounds, she replies, 'I guess one and a half pounds is all I want; if our folks do not like it you will have to take it back.' After this she asks, 'Have you any fresh fish?' Upon being told that we have, she enquires, 'When were they caught?' 'Do you know that they are fresh?' 'Where do they come from?' 'When did you get them?' 'How much will this one weigh?' 'Two pounds'—but 'I only want one and a half pounds; I will have to go where I can get what I want.' Exit.

"Here is another somewhat similar instance. The customer asks, 'Have you any fresh bread?' 'How long have you had it?' 'When was it baked?' etc. The tricks of the trade, so-called, are not all on one side, and the experience of a merchant has a wide range. It requires a level head to meet all the demands made upon him from day to day, especially if his customers 'guess' at things they are supposed to know. It is not an infrequent occurrence to have a man come in with, say, a sixty-pound firkin of butter, which he wishes to exchange for groceries, and after being advised that it will be accepted, but that he can have only ten pounds of sugar in this deal, he takes the sugar and a due bill for the balance payable in goods. He comes along the next day, however, when the proprietor is out and gets the entire balance in sugar from

the clerk, not showing up again for perhaps six months. I have no doubt many merchants have had similar experiences, and in many instances not only amusing but absurd ones. However, it is necessary to make the best of them and to cater to the fancies or eccentricities of customers."

## WHO OWNS MONTREAL'S HARBOR?

WHO directs or controls the harbor of Montreal? is a question that many people would like answered.

Until a short time ago it was thought that the Harbor Commissioners appointed by the Government were the gentlemen endowed with the necessary authority. Latterly, however, there have been occurrences which tend to create the belief that the firm of D. Torrance & Co. have just as much authority as the Harbor Board.

Business men generally, who have read up the Canadian exports, know that the port of Bristol takes a lot of Canadian cheese. Until last summer this trade was handled by the Dominion Line, which docks its steamers near the central portion of the harbor. Last summer the firm of Elder, Dempster & Co., which had previously leased to the Dominion Line, appointed Hasting, Ronald & Co. as their Montreal agents, and took over the Bristol service for themselves from D. Torrance & Co. They were given a dock away down in the east end of the harbor, over three miles from where the cheese dealers have their offices and warehouses. When there was no room at the Dominion dock the trade did not object to carting the goods down, but when, as often happened, there was plenty of space to berth the Bristol boat at the latter's dock they thought that it should be done. When they asked the reason they were informed that D. Torrance & Co. asked a tax for each steamer in addition to the regular wharfage dues that the boat would have to pay anyway. Hasting, Ronald & Co. did not see their way clear to contribute to the revenue of D. Torrance & Co. in this manner, and accordingly the cheese had to be carried three miles from William and St. Peter streets in the boiling summer sun, and suffered in consequence. Accordingly, this spring the Board of Trade, and through them the Harbor Commissioners, were appealed to. The latter, after due consideration, decided that last summer's arrangements could not be interfered with, but that when there was a vacant space the harbor master would be authorized to berth the Bristol boats nearer the centre of the harbor. This only strengthens the belief that the commissioners are not the supreme authority in the harbor.

One would have thought that the harbor master, if he is such, could utilize all vacant spaces at the docks to the best advantages of the commerce of the port, without consulting the interests of any private firm of steamship agents.

## A HINT FOR THE SALESMAN.

"SILLY BILLY" was the acquired name of a young man who did a good deal of heavy loafing about the country grocery store of a friend of mine. He wasn't half as silly as he looked, but, owing to a power of imitation he possessed, often startled one by apparent acts of intelligence. But they were really accidental, after all, and Billy could hardly be considered strictly reliable in his probable acts in any given case.

One day my friend had been detained very late, waiting for a clerk to come back from dinner, and he bethought him to let Bill "tend store" for a few minutes, as a customer was hardly likely to happen in at that time of day.

"If anyone comes in tell them to wait for Jim, or," he added laughing, "wait on him yourself, if you can; you remember how I addressed that last customer, didn't you?"

Although the proprietor had himself forgotten the manner of said "address," when he thoughtlessly made this remark, Billy had not, by any means, as the sequel showed.

The neighborhood, as a whole, in this vicinity, were a hearty, bluff, breezy lot, the single recognized exception being the new school-mistress, who had been on duty but ten days, and who now happened to drop in to make some small purchase.

Here was Silly Billy's chance to acquit himself handsomely in his new trust, and recalling with great minuteness the manner of greeting the last customer that had called, he advanced with a broad smile on his face and exclaimed heartily :

"Hello, old man! Glad to see ye—give us your flipper. What can I stick ye for to-day?"

That's an extreme case, to be sure, yet there are hundreds of clerks who handle their customers with hardly less want of taste and tact than did Silly Billy. Imitation is a doubtful virtue and a dangerous one to use. "Adaptability" is a different faculty. The really good salesman instinctively sizes up a customer and addresses him in conformity to the results of his quick decision as to "how to take him." The vain, pompous buyer demands a vastly different treatment from that which would be proper towards the modest, intelligent little fellow just behind him. The reasoning which will sell goods to one sort of individual will utterly fail of doing so in the case of the next customer, perhaps.

In a way, pleasing customers and inducing them to buy may be compared to catching fish. You must know how "deep" to fish. You must know the "kind" they are. You must know what hook to use. You must know how to bring them to land after you've hooked them. Put yourself in the customer's place, and then do unto him as you would that he would have done unto you.—Clifton S. Wady.



**GOOD GOODS  
COMMAND A  
STEADY TRADE**

**A  
BUSINESS  
CHANCE**

**A STEADY TRADE  
INSURES A  
PAYING BUSINESS**

Is given to everyone in the trade. The chances may be even — success or failure. Right goods, right prices, right methods bring success. A second-class stock at first-class prices won't bring it. A big profit on a single cheap line won't begin to bring it. But the steady sale of goods which are well known, well liked and of the very best quality, will bring business success. Here are some

**GOODS WHICH SELL**

**Crown Brand  
Flavoring Extracts**

Absolutely pure — of greatest strength—in forty different flavors —from the natural fruits and spices. We know, we make them.

**Carr & Co.'s  
Biscuits**

Well known now throughout Canada—enormous increase in sales during past year—especially choice is the Cafe Noir.

**Bryant & May's  
Matches**

Known all over the world as the best made—every grocer should carry them—"Safety" and "Tiger" for the household, Wax Vestas for smokers.

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Nourishing and attractive diet for invalids and infants—of uniform good quality—packed in tins—will keep any length of time—easily prepared.

Sole Agents for Canada

**ROBERT GREIG & CO.**  
MONTREAL

# Fancy Groceries

We have an exceptionally fine stock of these goods, direct importation, comprising

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

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

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# THE CANADIAN GROCER

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

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### THE DUTY OF BUSINESS MEN.

CANADA will in a few weeks be in the throes of a general election campaign. The responsibilities of the business men of the country are great on all such occasions, but probably never before in the history of the Dominion were they as great as they are now.

Government by party there always will be; and it is necessary that such should be. The evil arises when party is given the first place: when the country and the business interests of the country are made subservient to party exigencies.

The Parliament which has just passed out of existence by lapse of term has been one of the weakest since Confederation: It was marked by its preponderance of the professional politician of the ward type. And what was the character of the House became, during the last year or two, to a large extent, the character of the Cabinet.

Just as there is a preponderance of the ward politician element in Parliament, or any other governing body, just as surely is there an absence of that practical business element so necessary for wise legislation.

The retiring Parliament has been no exception to the rule. Legislation in the interests of the business of the country it has ignored persistently, and when it has attempted legislation for the business interests its efforts have been so clumsy, crude and foolish that the merchants and manufacturers of the country have been goaded into indignation.

Its sins of commission are bad enough, but its sins of omission are even greater.

There is an universal desire among the business men of the Dominion to make the next Parliament more like what it should be, and as a result we see a large number of mercantile men being nominated by the respective parties for parliamentary honors.

It is to be hoped that on election day the old party feeling will not be allowed to well up and drown the better instincts.

The question as to whether this or that candidate is a Grit or Tory should not be the determining factor. The matter of tariff is at least of secondary importance.

The question that ought to decide the vote is this: Is Mr. Blank possessed of practical business common sense? If at the party conventions for the nomination of candidates each merchant exerts his influence for the nomination of the desirable class of men he will probably be saved the humiliation of casting his ballot against his party.

Until the business men will vote for practical business men first and party second we can never expect to see the business interests of the country looked after as they should be. And then—it does not matter whether we have Conservative or whether we have Reformer in power at Ottawa—we shall see business men at the head of the business departments, and not the lamentable contrary as is now so much in evidence.

### THE SUGAR SITUATION.

WITH the conditions as they are today in Cuba, it is not surprising that the statistical position of the sugar market should be so strong.

Under normal conditions Cuba is by far the largest cane sugar-producing country in the world. But on account of the civil war raging there the conditions are abnormal, for instead of yielding in the neighborhood of one million tons of cane sugar the crop of 1895-96 is only about 200,000 tons, a decrease of 81.70 per cent. compared with a year ago.

The total supply in the island, according to the latest statistics, is but 289,461 tons, against 1,044,445 tons in 1895 and 1,121,461 in 1894.

The United States, of course, largely depends on Cuba for its supply of raw cane sugar. But up to about the middle of the present month it had so far this year received over 55 per cent. less than for the same period in 1895, and over 72 per cent. less than in 1894. The estimated quantity afloat to the United States is 1,922 tons, against 22,000 tons in 1895, a decrease of about 90 per cent.

The cane sugar production of the world is estimated at 2,792,700 tons, against 3,529,849 tons in 1895, and of beet sugar at 4,270,000 tons, against 4,792,530 tons in 1895, so it will be observed that there is a decrease all round. The combined production of cane and beet sugar is 7,062,700 tons, against 8,322,379 tons in 1895, a decrease of 1,259,679 tons.

Last week there was a further appreciation of prices in both London and New

York. In the former city on Monday April beets advanced 1½d. to 12s. 10½d., the highest point yet touched. In Canada there is a better demand to be noted, but there has been no change in prices beyond the fact that one of the refineries is trying to get one-sixteenth more for yellows than it was a week ago.

### ADVANCE IN BANANAS.

A sudden firmness has seized the banana market during the last few days. The cause is primarily two-fold.

At this season of the year an increase in the demand is looked for, and while this naturally has a tendency to stiffen prices, yet the firmness which has characterized the market during the past few days is due more to the lightness of deliveries than the quantity that is wanted.

Steamers arriving in New York have but about half their usual cargoes of bananas on board, and as a result "firsts" have sold at the ship's side as high as \$1.50 per bunch.

At least one of the reasons for the lighter supplies is alleged to be an understanding among the importers whereby the heavy imports and low prices of the last season or two shall not be repeated.

In Toronto bananas are about 25c. per bunch higher than they were a week ago.

### LIKELY TO HAVE A BANKRUPTCY LAW.

The business men in the United States, like those in Canada, have for years been trying to induce Congress to pass a bankruptcy law. But time and again have they failed in their purpose. The prospect of securing the desideratum is now, however, brighter than it has been for some years, at any rate, the Judiciary Committee of the House having favorably reported what is known as the Torrey Bankruptcy Bill.

This bill is a comprehensive measure, and much care and thought is exhibited in its preparation. As the opposition to it is weak it seems a foregone conclusion that it will at least pass the House. How it will fare in the Senate we are not in a position to state.

Although a United States measure, the bill is of more or less interest to Canadians, and particularly those who are favorable to a bankruptcy law for the Dominion. It is, therefore, in order for us to outline some of its principal provisions.

Two descriptions of bankrupts are provided for under the bill: voluntary and involuntary. A voluntary bankrupt is described as one who petitions to be and is adjudged such; an involuntary bankrupt is one who has been adjudged such in a suit brought by his creditors. Anyone except corporations, irrespective of whether they owe more or less than \$1,000, may become a voluntary bankrupt. Persons, firms and

corporations (except farmers and wage-earners) who owe \$1,000 and more, and have committed an act of bankruptcy, according to the evidence in a fair and impartial trial, before a jury if desired, may be adjudged bankrupts upon the petition of creditors.

There are nine grounds upon which a debtor may be thrown into bankruptcy by his creditors. Briefly, however, an act of bankruptcy by a debtor consists of conduct calculated to defraud the creditors, or insolvency followed by a protracted default of payments due, or a failure to prevent an equitable distribution of the estate.

A unique feature of the bill is that it provides for the voluntary bankruptcy of wage-earners and farmers. Whatever may be the wisdom of this provision, especially as far as the wage-earner is concerned, it obviously prevents the charge of class legislation being levied against the bill.

A petition can be filed against a debtor who has committed an act of bankruptcy by three creditors who together have unsecured claims for over \$500; if there are less than twelve creditors, one of them holding such a claim may file the petition.

One of the most commendable features of the bill is that which forbids preferences being given, and those which have been given may be set aside if proceedings intervene within four months after they have been given.

A petition for a discharge may be filed by a bankrupt, not a corporation, after two and within the next four months after the adjudication or conditionally within the next six months, but not afterwards. The discharge will be granted unless the bankrupt has been convicted of having committed some one of the acts forbidden by the bill, namely, given a preference which has not been surrendered, knowingly made a false statement in writing for the purpose of obtaining credit, made a fraudulent transfer of his property, or fraudulently destroyed or neglected to keep books or records showing his financial condition. Discharges fraudulently obtained may be set aside upon application two years after they were granted.

#### DECLINE IN MAPLE PRODUCTS.

The steady decline in the price of maple products this spring in the face of a largely decreased output in the country has been a surprise to a good many.

Prices have declined over 1 to 1½c. per lb. since the first receipts came to hand, yet reports from the very finest sections in the Eastern Townships show unmistakably that the yield will not average quite one pound to the tree this spring against considerably over a pound last spring. For this season many consider that prices have about reached bed rock.

#### WELLAND CANAL DELAY.

**A**NOTHER forcible demonstration of the necessity of a larger representation of business men in the Dominion Cabinet is the decision of the Federal Government not to open the Welland Canal for traffic until next Saturday.

Their reason for this decision they alone know, for the mercantile community are completely at a loss to understand the delay.

The worst sufferers are the grain and produce exporters at Montreal, Toronto and other big centres. They have contracted space on the first steamers outward from the St. Lawrence and if the Government sticks to its very leisurely course in regard to the Welland Canal they will have to pay for space without being able to use it, as they can't get their shipments down in time unless the canal is opened before the 25th.

Surely our Canadian season of navigation is short enough without the officials of the Department of Railways and Canals making it any shorter than it is.

The Montreal Corn Exchange had a hot meeting in regard to the matter, on Tuesday last, and passed the following strong resolution, which it is hoped will wake the Government up without further delay:

That in view of the fact that the necessities of the trade demand that the Welland Canal be opened each year not later than April 20, the Montreal Corn Exchange Association has received with alarm and regret the intimation that it may not be ready for traffic this year before May 1.

That this association fears that the Government does not appreciate the serious consequences that will ensue to parties concerned if the canal remains closed until so late a date. That as in past years grain exporters have chartered Canadian inland craft that wintered on Lake Ontario to load grain at Toledo for export from Montreal, and that as these craft cannot reach that port until the Welland Canal be open, they cannot, if such opening be delayed until May 1, or a week later than usual, and consequently the ocean steamers chartered to receive their cargoes (which are even now at Quebec or in the river) will be delayed until about May 10, to their most serious disadvantage, and the probable loss of one trip this season.

That such delay in the arrival of grain cargoes here will cause grave disappointment and liability for loss by grain exporters not being able to ship Toledo corn to fulfil their spring contracts by first ship.

That the delay in opening the Welland Canal will also hinder Canadian vessels reaching Fort William to remove Manitoba grain therefrom, said grain being under contract for early May shipment from Montreal, and such removal would relieve the pressure for storage at the Fort William elevators, which are now so full that they can receive no grain from the interior.

That the Montreal Corn Exchange Association, therefore, emphatically urges upon you the imperative necessity of ordering that strenuous and extraordinary efforts be used to have the Welland Canal opened at the earliest possible date.

#### THE EARLY CLOSING MOVEMENT.

The early closing movement in Montreal is spreading. The committee have received notification that the Councils of St. Henri and Ste. Cunegonde are in favor of the early closing movement. The aldermen in Mile End, owing to the majority of the merchants being against the movement, have decided not to bring the matter before the Council. The committee have decided to take it up

again at a future date. To celebrate the coming into force of the early closing movement, it has been decided to hold a banquet early in June in the Richelieu Hotel, at which Mr. O. M. Auge, M.P.P., who has done so much for the movement, will be the guest of the clerks. The Mayor and City Council will also be invited, and it is expected that the Hon. Mr. Chapleau, the Lieut.-Governor of Quebec, will be present.

#### REDUCTION IN BUTTER AND LARD TUBS.

The annual meeting of the Canadian Woodenware Association of Canada was held in Toronto last week, when Mr. E. B. Eddy was elected president, and Mr. H. S. Cane, vice-president.

Lard tubs were reduced 15c. per dozen, bringing 50-lb. tubs down to \$3.50 per dozen, and 60-lb., \$3.85.

An extensive reduction was also made in the price of spruce butter tubs, as will be seen from the following old and new lists:

	Old list.	New list.
10-lb. tubs.....	\$1 70	\$1 55
20 " .....	2 60	2 25
30 " .....	3 00	2 85
50 " .....	3 60	3 12

A proportionate reduction was also made in the price of nests of butter tubs. A new 70-lb. spruce butter tub was listed at \$4.25.

These changes apply to the territory east of Sudbury. The only change in Manitoba, the Territories and British Columbia is a slight reduction in the price of butter tubs.

#### MONTREAL GROCERS' CLERKS' ASSOCIATION.

The grocery clerks of Montreal are commencing to realise that unless they belong to the association the chance of getting redress is limited. The society within the past short time have been making considerable headway, and at every meeting there are always a number of candidates for admission. President Jos. P. Beauvais presided at a meeting of the committee held in St. Joseph's Hall Sunday last. Twelve candidates were admitted. Mr. Petitjean, dramatist, laid before the committee the lines of a drama to be taken from French Canadian history. It was agreed to have the whole matter up before the next general meeting of the society. It was decided to celebrate their patron saint, St. Antoine, by a church parade on the 14th of June.

#### A CHANCE FOR CLERKS.

The Riddell Manufacturing Co., Winnipeg, are offering prizes to the clerks who sell the largest quantity of their biscuits. The competition commenced March 1, and closes June 1. The prizes are: First, bicycle, value \$100; second, suit of clothes; third, gold locket.



**THE TRADE SALES PERMANENT.**

THE trade sales of all kinds of groceries have come to stay, or at least a very determined effort is to be made to keep them going.

As THE CANADIAN GROCER noted, the first one came off last week. The next will be held on the 6th of May, and the following circular has been sent out in connection with it that will be interesting to buyers:

MONTREAL, April 20th, 1896.

GENTLEMEN,—It is our intention to establish monthly trade sales of groceries, canned goods, dried fruit, nuts, etc., in connection with our regular fruit sales. The writer claims not only responsible financial support, but that he can command and secure the attendance of first-class buyers, people who appreciate the value of goods that may be offered and are able to pay cash. In order to make this a perfectly legitimate business transaction, in which both buyers and sellers will have perfect confidence, we have undertaken and will strictly adhere to the terms of sale, a copy of which please find herewith. Our next sale will be held on Wednesday, 6th May, at 10 o'clock a.m., and should you have any lines you wish to offer, please send particulars in or before the 1st inst., so that we may catalogue the same. Our commission of 5 per cent and proportion of advertising covers all charges. Account sales and proceeds are rendered 48 hours after sale.

Yours faithfully,

C. E. THURSTON,

Auctioneer.

**A CONTEMPLATED RACE.**

A bicycle road race is pending between teams representing the wholesale grocery houses of Davidson & Hay and the Eby, Blain Co., Ltd. The date is not yet fixed, but it will be when W. H. Seyler, of the latter firm, has mastered the wheel—the wheel at present being master of him—and is fit for racing.

**TWO GOOD ORDERS FOR CANNED GOODS.**

W. Boulter & Sons have just secured a couple of nice orders on foreign account. One is from London, Eng., and is for 8,000 cans of 3-lb tomatoes, 1,000 gallon tomatoes, 5,000 3-lb. tins of apples and 2,000 gallon apples. The other order is from a Western States city, and is for one carload of gallon apples.

**THE PRICE OF SUGAR.**

THE CANADIAN GROCER, printed at Toronto, in an article on the sugar market, points out that a comparison of the Canadian and United States prices is just now peculiarly interesting. \* \* \* As THE GROCER, which is the leading trade paper in its line in Canada, points out, the price of sugar is less in Canada than in the United States, which has the same sort of a fiscal problem to settle as Canada has, and the Canadian sugar is a better article than that sold in the United States. Then, what THE GROCER does not point out, because that is not its business, the refining in Canada of the sugar consumed in Canada, means the maintenance in Canada of a considerable industry, not only in the refineries themselves, but in the works subsidiary to them, such as cooperages, etc. It means the consumption

of much coal mined in Canada. It means the coming to Canadian ports of a large number of ships, which are available for the carriage to other countries of lumber and other rough freights. And all this means employment for capital as well as labor, employment for workers skilled and unskilled and a perceptible measure of prosperity to the localities where the refineries are situated.—Montreal Gazette, April 18.

**LEAVING A MARGIN.**

WHAT an easy, simple thing it sounds this "leaving a margin," and yet how difficult most of us find it to do! says Home Queen. For it does not only mean beginning just where we ought to begin, but stopping at the exact time and place we ought to stop at. Notwithstanding the French proverb about the "first step," that we hear quoted so frequently, most of us have by experience discovered for ourselves that it is more often the last step that has proved the most costly, that lands us in difficulties, and prevents the proper margin being left. There are some people who pride themselves upon always keeping intact the margin that they have drawn for themselves, and for others—a margin, it must be confessed, that is apt to vary in width, according to taste and circumstances.

Too often the wide margin is laid down exclusively for our own footsteps—a sort of private path, over which there is no right of way for the public—and a much narrower one is provided for the footsteps of our neighbors. It may be only a very narrow margin that we can manage, but that does not matter. To find that you have any at all left is a good and pleasant discovery to make at the end of the year. It is not, as we said before, an easy thing to do, and yet it is one that all should resolve and attempt to do, and which every one of us would strive hard to accomplish, if he or she realized the way in which debt accumulates when once the income has been overstepped.

It is astonishing how quickly debt increases. At first it may, and generally does, appear a very small affair, that we shall easily settle before the year is out, and about which we needn't trouble, so we put it aside for awhile; but when we look at it again it seems to have grown in some unaccountable manner. How or why we cannot understand. Still, there the fact is, and it will get bigger and heavier, unless we exert ourselves to remove it. To do this will be slow, painful and laborious work; still, it can be done, though only by stern resolve, and much patient self-denial. Delay in these matters is fatal, for the longer the work is put off, the heavier the debt grows, and the more painful and more humiliating the effort to pay it off.

Prevention is better than cure; therefore, it is far wiser to draw a margin in our ex-

penditure, and to keep strictly within its limits, than to carelessly overstretch it, and have to retrench and retrace, if possible, our footsteps. If the necessity of this were carefully impressed upon the mind of every boy and girl from the very first day they were given an allowance; if they were, in fact, taught to look upon a debt, however small, as dishonest and dishonorable, how far happier it would be, both for themselves and their families, in the future.

It is not necessary for them to leave a wide margin in each year's account. A small one will be sufficient, for we do not want to teach our young people to hoard, nor to check the natural generosity of youth. We want them merely to avoid the pitfalls of extravagance, and the shame and ignominy that follow so closely in the wake of debt. To be thrifty without being mean; to be generous, but with their own, not other people's goods, is what we ought to teach our boys and girls, both by precept and example. The lesson is one that can be most easily learned in youth, for with advancing years it grows more and more difficult, until at length it becomes an almost impossible task.

The shame and misery at first caused by getting into debt grow less and less, and at last there sets in the moral hardness and blindness that prevent them from really feeling the disgrace or seeing the wrong they are inflicting upon themselves and others. If it is the last step that is so fatal in crossing the margin, it is equally true that, in retracing our footsteps to regain the limits within which we ought to abide, it is the first step that proves so hard to take. Though this first backward step is difficult, the last forward one is easy enough—indeed, too easy—for the one is taken with thought care and due deliberation, while the other is slipped into almost unawares, thoughtlessly, heedlessly and often unconsciously.

**BRITAIN'S EXPORTS OF HAMS AND BACON.**

According to the British Board of Trade returns, the British imports of bacon and hams stood thus in the years 1893 to 1895:

BACON.			
	1893.	1894.	1895.
From Canada . . . . .	193,773	254,443	268,886
" United States . . . . .	4,477,293	2,561,203	2,649,482
" Denmark . . . . .	711,854	766,828	1,013,930
HAMS.			
	1893.	1894.	1895.
From Canada . . . . .	57,780	50,576	81,707
" United States . . . . .	920,961	1,075,270	1,203,157

The Canadian trade is clearly expanding satisfactorily, but there is still abundant room for growth.—Canadian Gazette, London.

**MORE MOLASSES CARGOES.**

The topsail schooner Deerhill, 341 tons, is now loading molasses at Barbadoes for Montreal. The brig Rapid, of 325 tons, about due at Barbadoes, is chartered to load molasses for Quebec.



## Keep Cool

And keep your customers cool and refreshed. There's money in it if you go the right way about it. You don't require to go to the seaside or furnish your friends with return tickets—it's easier than that and much more remunerative—Keep a good supply of

### Pilgrim's Summer Beverages

**New York Ginger Ale,                      Lemon Soda,  
Birch Beer, Etc., Etc.**

Most cooling, refreshing and delightful of hot weather drinks. Sales last season were over 5,000 cases and this year we anticipate even a larger output. Quart bottles—1 doz. in case—80c. per doz. in 5-case lots. And we pay the return freight on bottles and cases. We are wholesale agents for Hamilton.



**W. H. Gillard & Co.      Wholesalers only      Hamilton.**

## Three Good Articles to Sell Are Better than a Dozen Poor Ones

You can sell more of them—you can get repeat orders after the first trial—you can give good guarantees and prove them. Once you secure the confidence of your customers you are always sure of securing their regular trade. We guarantee these three articles to be of the very best quality. We want every member of the trade to try them and be convinced.

### **MITCHELL'S SCOTCH WHISKEY**

Smooth, pleasant, old. All Scotchmen at home like it. All who try it abroad like it. Two gold medals at Glasgow Exposition.

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Absolutely pure—proven so by analysis—made in St. Jean d'Angely near Cognac and sold throughout Europe.

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These matches prove that it is possible to make a match of the very best quality at a very low price. We are having a great run on these matches at \$2.40 a case. Less in large lots.

Sole Agents

**LAPORTE, MARTIN & CIE.      72 ST. PETER STREET      MONTREAL**

**WHOLESALE GROCERS**



# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

### GROCERIES.

A further improvement in the volume of business is to be noted this week. It is, however, practically in sugar that the increased demand is to be noted. Business is not, however, what may be termed active, but it is gratifying to note that it is gradually tending that way. Another satisfactory feature is in regard to payments, which are more prompt than they have been for some weeks. In canned goods corn is still attracting the most attention, although the demand for it is scarcely as brisk as it was a week or two ago. Wholesalers have been freer buyers of tea during the past week on account of the lower prices that have ruled. The effect of the free arrival of maple syrups is seen in a smaller demand for sugar, syrups and molasses. In foreign dried fruits there is not much that is new to report beyond the fact that Sultana raisins are dearer in Smyrna. California fruits have a hardening tendency on account of reported damage by frosts. The butter market is weak, and the same may be said in regard to eggs.

### CANNED GOODS.

The demand for corn is not as brisk as it was, although this commodity is still occupying the chief attention. Tomatoes are moving fairly well. The scarcity of peas is becoming more pronounced, some of the houses being cleaned out altogether. There is very little doing in canned fruits. The demand for canned salmon is smaller than it was a week or two ago, probably owing to the slightly cooler turn the weather has taken. We quote: Tomatoes, 80 to 90c.; corn, 60 to 70c.; peas, 95c. to \$1 for ordinary; sifted select, \$1.10; extra sifted, \$1.45 to \$1.50; peaches, \$2.90 to \$3 for 3's, \$1.90 to \$2 for 2's; raspberries, \$1.40 to \$2.00; strawberries, \$1.80 to \$2.45, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 85 to 90c.; gallons, \$1.90 to 2.25; salmon, "Horseshoe," \$1.40 to \$1.45; "Maple Leaf," \$1.35; "Lion," \$1.35 to \$1.40; Lowe Inlet, \$1.27 to \$1.30, in tall tins; cohoes, \$1.10 to \$1.20; canned mackerel, \$1.10 to \$1.20; lobsters, \$1.80 to \$2.10, for tall tins; flats, \$2.35 to \$2.65; half tins, \$1.45 to \$1.50; Canadian canned beef, 1's, \$1.35 to \$1.45; 2's, \$2.25 to \$2.35; 6's, 7-50 to \$8; 14's, \$15 to \$16.50.

### COFFEE.

The demand is still moderate only, and the market generally is lacking in interest. We quote green in bags: Rio, 18c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 25c.

### SYRUPS.

Domestic syrups of all kinds are scarce, some of the refineries having none of any kind to offer. The demand is not as brisk as it was a few weeks ago, people turning their attention more to maple syrup. We quote: Dark, 30 to 32c.; medium, 33 to 35c.; bright, 40 to 42c.; corn syrup, 3 to 3½c. per lb.

### MOLASSES.

The market is quiet and uninteresting. We quote: New Orleans, barrels, 28 to 35c.; half-barrels, 30 to 35c.; Barbadoes, barrels, 31 to 35c.; half-barrels, 33 to 35c.

### SUGAR.

The market has been much more active during the past week, the wholesale houses reporting the sale of an increased number of carload lots. There is still, however, room for further improvement in the demand. The outside markets continue to gather strength. In London, beets advanced 1½d. to 12s. 10½d. for April, the highest point touched for that month's delivery. In Canada the market is firm, but there has been no change, except it be that one of the refineries is asking 1-16c. more for yellows, and it claims to be getting it. Wholesalers' quotations are: Granulated, 4¼ to 4½c.; yellows, 3¾c. up; Demerara in bags is being offered at \$3.75 to \$3.85 per 100 lbs.

### SPICES.

Cream of tartar has taken another upward turn on the primary markets, being quoted 5s. higher. No change has been made here. 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.

Business is moderate and prices unchanged. The ruling price continues to be 3½ to 3¾c. for ordinary, and 5¼c. for Japan.

### NUTS.

Business continues quiet and prices unchanged. We quote: Brazil nuts, 14 to 15c.; Sicily shelled almonds, 25 to 26c.; Tarragona almonds, 14 to 14½c.; peanuts, 10 to 12c. for roasted, and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12 to 12½c. Marbot walnuts, 11 to 12c.; Bordeaux walnuts, 9c.; Sicily filberts, 8 to 10c. for sacks and 10 ½ to 11c. for small lots; pecans, 10½ to 11c.

### TEAS.

Young Hysons have been active during the past week owing to the extremely low prices which shippers have decided to accept rather than carry over the teas for another season. Stocks in first hands are now pretty well cleaned out. There have been a few clearing-up sales of Japans at low prices, shippers having accepted from 2 to 3c. per pound less than they refused for the same goods a few months ago. China blacks are neglected. Indian and Ceylon teas are slightly easier in the better grades. The wholesale houses are experiencing a fair demand for Indian and Ceylon teas, and Young Hysons at from 10 to 12½c. per pound. 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.

Sultana raisins are cabled 3s. higher in Smyrna owing to reported damage to growing crop by frosts. The Toronto market is quiet and unchanged, 5½ to 6c. being the ruling price.

Currants are in fairly good demand at unchanged prices. We quote: Provincials, 3¼ to 4c. in bbls.; fine Filiatras, in bbls., 4¼ to 4½c.; do, half-bbls., 4¼ to 4½c.; ditto, half-cases, 4¼ to 5c.; Casalinas, cases, 5 to 5¼c.; Vostizzas, cases, 6 to 6½c.; ditto, half-cases, 6½ to 6¾c.; ditto, extra fine, 6¾ to 7¼c.; ditto, half-cases, 7¼ to 7½c.; Panaretas, in cases, 9c.

Valencia raisins are quiet and unchanged. We quote: Off-stalk 4½ to 4¾c.; fine off-stalk, 5 to 5¼c.; selected, 6 to 6¼c., and layers, 6½c.

There has been a hardening tendency in some kinds of California fruits owing to reported serious damage to the growing crop by recent heavy frosts. Prices have not, however, yet quotably advanced. Shippers at the Coast write this week to the effect that they are disappointed that the price of some of the dried fruits have not advanced, and are at a loss to understand why it is. Stocks, they report, are small, especially in prunes and peaches, while loose muscatels have been practically all cleaned up on the Coast. On the Toronto market the demand for California dried fruits have fallen off slightly during the week. We quote: Apricots, 8 to 14c.; peaches, 6½ to 8½c., in bags, and ½c. per lb. more in boxes; pears, 8 to 10c.; plums, 6½c. for unpitted, and 9½ to 10½c. pitted; nectarines, 9½ to 10½c.; loose muscatels, 4½ to 6½c. per lb.

Prunes are in fair request, and the demand during the last week has evinced a disposition to turn from the California article to the Bosnia. We quote: Bosnias, "Sphinx" brand, "A," 65 to lb. 9c.; "B," 75 to lb. 7¼c., "U," 102 to lb., 6½ to 6¾c.; California prunes, 40-50, 9 to 10c. per lb.; 50-60, 8½ to 9½c. per lb.; 60-70, 8 to 9c.; 70-80, 8 to

## "IMITATIONS"

Packet Teas come in flocks.

Unfortunately the grocer loads himself with them and makes the loss.

## "SALADA"

CEYLON TEA

Stands out pre-eminently.

P. C. LARKIN & CO.

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318 St. Paul St., MONTREAL



**SURPRISE SOAP** is well known to you. Its merits, its quality, its ready sale, the satisfaction it gives to every user

KEEP IT TO THE FRONT.

**THE ST. CROIX SOAP MFG. CO.**

ST. STEPHEN, N.B.

BRANCHES—

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

8½c. per lb.; 80-90, 7¼ to 7½c.; 90-100, 6½ to 7c.; 110-120, 5½ to 6c.; Bohemian, 3½ to 4c.; French, 5½ to 6½c. at 5½ to 6c.

Eleme figs are quiet and unchanged. We quote: Eleme, 14 oz., 9 to 10½c.; 10 lb., 9½ to 12½c.; 12 lb., 12½c.; 28 lb., 15c.

Dates still rule quiet at 4½ to 5½c.

**GREEN FRUIT.**

Oranges are in fair demand, with the enquiry principally for Valencias, they now showing the best value. Figures are quoted a little lower on California oranges, but this is on account of the difference in sizes and not from any weakness in the market. The lemon market continues to gather strength, prices being about 25c. higher. Higher prices are looked for as the weather gets warmer. Apples are scarce and dearer, with the demand limited, being principally for table fruit. South American cabbages are on the market this week, and strawberries and cucumbers are arriving daily. We quote: Lemons—Messina, \$2.50 to \$3 for 360's and 300's per box. Oranges—California navels, \$3.75 to \$4.50, according to size; ditto seedlings, \$3 to \$3.50; Valencias, 420's, \$5.50 to \$6; Jumbo's, 420's, \$6.75 to \$7; ditto, 714's, \$6.75 to \$7; Seville's, \$2.50 to \$2.75 per box; Messinas, half-boxes, \$1.85 to \$2; ditto, boxes, \$3.75 to \$4. Bananas, \$1.75 to \$2.25; cocoanuts, \$4.50 to \$5.50 a sack; apples, Spies, \$4 to \$4.50, Ben Davis, \$3 to \$3.50; Russets, \$3 to \$3.10; domestic onions, 75c. per bag; Spanish onions, 75c. per small crate; pineapples, 25 to 35c.; sweet potatoes, \$3 to \$3.25 per bbl.; cranberries, \$5 to \$8 per bbl., and \$2.50 to \$3 per case, according to quality.

**BUTTER AND CHEESE.**

**BUTTER**—Receipts of dairy butter con-

tinue to increase and prices to weaken. Stocks are not accumulating, however, all coming in being taken. Receipts of creamery butter are heavy in both tubs and pound prints, and prices rule easier. We quote: Dairy large rolls, 14 to 15c., and pound prints, 16 to 17c. Creamery butter—Tubs, 20 to 21c.; do., pound prints, 19 to 20c.

**CHEESE**—Is quiet and unchanged at 8 to 9c. for late makes.

**COUNTRY PRODUCE.**

**BEANS**—Quiet and unchanged at 90c. to \$1 per bushel.

**DRIED APPLES**—No change; demand being dull and prices as before at 3½ to 4c. in a jobbing way.

**EVAPORATED APPLES**—Demand light and prices unchanged at 5½ to 6c.

**EGGS**—Prices are much lower than a week ago, now ruling at 10 to 10½c. The demand is fairly good.

**HONEY**—The season is about over. We quote: Strained, clover, 9 to 10c.; dark, 4½ to 5c.; comb, clover, \$1.80 per dozen; dark, 80c. per dozen.

**POULTRY**—There is still nothing coming forward. We quote: Turkeys, 9 to 12c.; geese, 7 to 8c.; chickens, 40 to 60c.; ducks, 60 to 90c.

**POTATOES**—The market is a little weaker on account of freer street deliveries, and prices on track are nominally 20c.; out of store 25 to 30c. is the idea. A firmer market is, however, looked for by the trade.

**MAPLE SYRUP**—Is coming in pretty freely, and the demand is good. Wine-gallon tins are selling at 70 to 75c.; Imperial gallon at 90 to 95c.; 5-gallon tins at 80 to 85c. per gallon.

**PROVISIONS AND DRESSED HOGS.**

The demand for smoked meats is moderate, and prices unchanged. Dressed hogs are a little higher owing to the cooler weather, \$4.50 to \$4.75 being the idea as to price.

**DRY SALTED MEATS**—Long clear bacon, 5¼ to 6c. for carload lots, and 6¼c. for small lots; backs, 7¼ to 7½c.

**SMOKED MEATS**—Breakfast bacon, 10c.; rolls, 7 to 7¼c.; hams, large, 22 lbs. and over, 8½ to 9c.; medium, 15 to 20 lbs., 9½ to 10c.; small hams, 10c.; backs, 9 to 9½c.; picnic hams, 7c.; all meats out of pickle, 1c. less than above.

**LARD**—Pure Canadian, tierces, 8c.; tubs, 8½c.; pails, 8¾c.

**BARREL PORK**—Canadian heavy mess, \$14.00; Canadian short-cut, \$14 to \$14.50; clear shoulder mess, \$12; shoulder mess, \$11.50.

**FISH.**

Trade is quiet and prices unchanged. We quote as follows: Skinned and boned codfish, 6½c.; boneless fish, 3½ to 4c.; haddock, 5 to 6c.; Labrador herring, \$3.25 to \$3.50 half barrel and \$5.50 to \$5.75 per barrel; Newfoundland herring, \$2.50 per half barrel, and \$4.50 to \$4.75 per barrel; fresh water salt herring, \$3 per barrel; blue-back herring, 4c.; pike, 6 to 7c. per lb.; flitch cod, 5c.; finnan haddies, 7c.; Digby herring, in bundles of 5 boxes, 11c.; ditto, lengthwise, 10c.; large halibut, 12 to 15c.; Restigouche salmon, 20 to 25c.; British Columbia salmon, 14 to 15c.; mackerel, 20 to 25c.; steak cod, 6½ to 7c.; haddock, 5c.; black bass, 9 to 10½c.; white fish, 7c.; salmon trout, 7c.; Lake Superior whitefish, 7½c.; Lake Winnipeg whitefish, 7 to 7½c.



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

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

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

**The Hilliard House, Rat Portage**

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

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Manufacturers' Agent and Grocery Commission Merchant

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

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Provision and Commission Merchant

Butter	Lard	Cheese
Eggs	Apples	Etc.

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

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**YOU DESIRE TO INCREASE YOUR TRADE . . .**

The most certain way to do so is to handle

**J. F. ROGERS'**

JUSTLY CELEBRATED

Breakfast Bacon, Hams and Choice Backs.

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

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

**J. F. ROGERS**

18 and 20 FRANCIS STREET

**TORONTO**

**Fresh Arrivals**

FANCY NAVEL ORANGES  
FANCY MESSINA ORANGES

**SPECIAL**

We can suit you in

**Bananas**

**CLEMES BROS., TORONTO**

**SALT.**

The activity noted last week has been maintained at unchanged prices. 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.

**GRAIN, FLOUR, FEED, ETC.**

**GRAIN**—Street receipts are still small. We quote: White wheat, 79 to 80c.; red, 77 to 78c.; goose, 58 to 60c.; barley, 34 to 38c.; oats, 26 to 27½c.; peas, 52 to 54c.; buckwheat, 37 to 38c.

**FEED**—Baled hay is unchanged at \$14.25 to \$14.75 for No. 1 and \$12.50 to \$13.50 for No. 2.

**FLOUR**—Business is a little better than it was a week ago, but it is far from satisfactory. We quote: Straight roller, \$3.60 to \$3.65, carload lots, Toronto freights, and \$3.85 to \$4 in job lots; Manitoba patents, \$3.75 to \$4.10 per bbl.; Ontario patents, \$3.85 to \$4.05 per bbl.; Manitoba strong bakers', \$3.60 to \$3.75.

**BREAKFAST FOODS**—Business is still only moderate. We quote: Standard oatmeal and rolled oats, \$2.95 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.

**SEEDS.**

Trade has been active during the past week, and prices are higher on both red clover and timothy. We quote jobbing price as follows: Red clover, \$4.90 to \$5.40 per bushel; Alsike, \$3.50 to \$4.80; timothy, \$2 to \$2.25.

**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 5¾ to 5¾c.

**CALFSKINS**—6c. for No. 1 and 5c. for No. 2. Sheepskins are firm at \$1 to \$1.25.

**WOOL**—Trade dull and prices unchanged. No fleece offering, but little unwashed wool sold at 12½c. Pulled supers are 20 to 21c., and extras, 22½ to 23c.

**TALLOW**—Is weak at 3¾ to 4½c. for rendered; 1¼c. for rough, and 2½c. for caul.

**PETROLEUM.**

Business is quiet 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.**

Apples are scarce and dearer. Cream of tartar is 5s. dearer. The stock of the estate of the late J. R. Hill, Toronto, has been purchased by Mr.

**DON'T FORGET . . .**

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

**Graham, McLean & Co.**

Produce Commission Merchants  
77 Colborne St. TORONTO.

ESTABLISHED 1892.

**Butter and Eggs WANTED NOW!**

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Egg Cases supplied on application.

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All finest quality.

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They are  
the Leaders **McLAUGHLAN'S SODAS** PUT UP IN A NEW AND VERY ATTRACTIVE  
ONE POUND PACKAGE.

**JAS. McLAUGHLAN & SONS** Biscuit Manufacturers **OWEN SOUND**

Sanderson, of Wroxeter, at 90c. on the dollar. Mr. Sanderson will continue the business.

Bananas are scarce and dearer.

The warmer weather has put a stop to the export trade in turnips.

Eggs are down to 10 to 10½c. per dozen, and butter is 1c. per pound cheaper.

Bermuda onions are on the market this week. They sell at about \$2 per crate.

California dried fruits are firmer on the Coast on account of reported damage by frost.

Red clover is 10 to 25c. per bushel dearer, and timothy seed shows an advance of 25c. per bushel.

A cable to P. L. Mason & Co. announces an advance of 3s. in the price of Sultana raisins in Smyrna.

F. W. Hudson & Co. are putting on the market a new line of Canadian grown White Burley leaf tobacco, "Red Cross" brand.

The usual annual spring agreement to close at 5 o'clock on all week days, except Saturdays, and then at 1 p.m., is being circulated for signature among the wholesale grocery houses. A Yonge-street house, it might be noted, has not departed from this custom all the winter.

#### QUEBEC MARKETS.

MONTREAL, April 23, 1896.

##### GROCERIES.

**T**HOUGH trade usually brightens up in the week preceding the opening of inland navigation, the past eight days have been devoid of feature. There has been a moderate movement of staple groceries, but it has been confined to the filling of old orders, and the volume of new business is small. The frightful condition of the country roads in Quebec and Eastern Ontario no doubt is largely responsible for this; also the disastrous floods, which have interfered with communication in many districts. As to market features, they are few, and hardly worthy of special mention.

##### SUGAR.

The strong tendency of the sugar market outside continues, but it has no effect on spot prices, for reasons that have been mentioned already in these columns. Both the raw and refined product has stiffened outside, but refiners here do not respond to the strength elsewhere. In fact, as THE CANADIAN GROCER pointed out last week, no advance is likely until the large stocks held in first and second hands are reduced. There is a fair enquiry, but nothing exceptional. We quote: Granulated, 4¾ to 4¼c.; bright yellows, 4 to 4¼c., and darker grades down to 3¾c.

##### SYRUPS.

The demand for syrups is slow, but stocks are small and prices hold firm at 2¼ to 3c. for bright and 1¾c. for dark grades.

##### MOLASSES.

The molasses market fails to show any marked activity. A few moderate contracts have been put through on both Montreal and Quebec account, forward importation at a big drop on the prices ruling from stock, but demand is extremely dull. This was shown clearly to-day when a cargo of Porto Rico via Boston was offered on this market at 31c., laid down, without finding a buyer up to this writing. The Guild prices are still the same: 36c. for Barbadoes, and 34 to 35c. for Porto Rico.

##### RICE.

The jobbing price in rice is unaltered as yet. We quote: Japan standard, \$4.25 to \$4.40; crystal Japan, \$4.75 to \$5; standard B., \$3.45; English style, \$3.30; Patna, \$4.25 to \$5, and Carolina, \$6.50 to \$7.50.

##### SPICES.

The spice market has been quiet, and now that the warm weather has set in little improvement is looked for. 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 been no improvement in the coffee market, the demand being chiefly for small lots to fill actual wants. We quote: Rio, 16½ to 20c.; Maracaibo, 19 to 21c.; Java, 28c.; and Mocha, 29 to 32c.

##### TEAS.

The tea market, in a wholesale way, is as tame as it is possible to be, no important transactions being noted since our last. Neither is the jobbing demand particularly brisk, for buyers both large and small evi-

dently are working down what stocks they have on hand before negotiating for fresh supplies. 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 high grades.

##### DRIED FRUIT.

California raisins have been well enquired for in a jobbing way, and very little has been offering from first hands during the past week. We quote values firm at 6½ to 7c. for 4-crown; 5½ for 3-crown, and 4¼ to 4½ for 2-crown loose muscatels.

Valencia raisins have continued scarce and firmly held, with a moderate enquiry. We quote: Ordinary, 4 to 4¼c.; fine, 4½ to 5c., and selected, 5¼ to 6c., with layers 6c.

Sultanas are unchanged at 5½c.

Currants were quiet and steady as last noted. We quote: Barrels, 4 to 4¼c.; half-barrels, 4½ to 5c., and cases, 4½ to 5½c., as to grade.

California prunes were offering during the week, also Oregons, and have all been cleared off. Prices vary according to the grade, but we quote 6 to 12c. for Pacific Coast stock. There are no European prunes offering here at all, and what little the jobbers themselves have are wanted for their own trade. We quote: French, 5 to 5½c., and Austrian, 6 to 6½c.

Figs are quiet and dull. We quote: Bags, 4¼c.; ordinary boxes, 8½ to 9c., and fancy, 12 to 17c.

Dates are without change at 4½ to 5c.

##### NUTS.

There is only a small hand-to-mouth trade in these. 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.

The canned goods market is without striking feature, actual business passing being very small. We quote: Tomatoes, 80 to 85c.; corn, 70 to 80c.; peas, 95c. to \$1 for ordinary; sifted select, \$1.10; extra sifted, \$1.45 to \$1.50; 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, 30 to 80 to 90c.; gallons, \$1.90 to \$2.25; salmon, "Horseshoe," \$1.35 to \$1.40; "Maple

**"STRATHROY"**  
**CANNED GOODS**





# STOWER'S CORDIALS

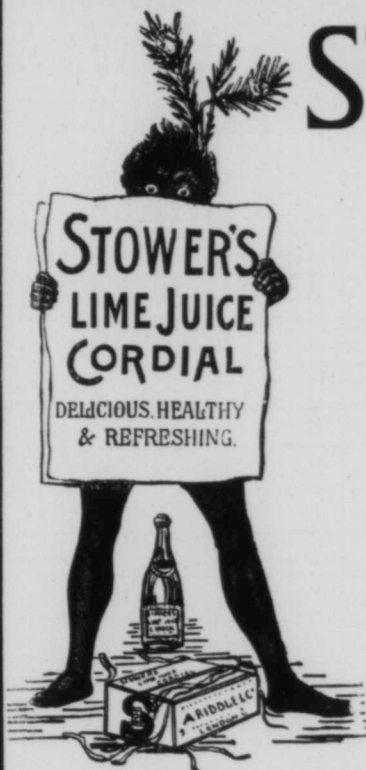
*Absolutely free from spirit and musty flavor, or impurities of any kind.*

**ALL** first-class grocers sell **Lime Juice** during the summer months.

**WHY NOT SELL THE BEST ?**

HERE ARE THE PRICES

	PER CASE
Lime Juice Cordial—Champagne quarts, cases 1 doz .....	\$4 00
"    "    "    "    "    pints, cases 2 doz .....	4 50
Lime Juice, Double Refined—Champagne quarts, cases 1 doz ...	4 00
"    "    "    "    "    Champagne pints, cases 2 doz ....	4 50
Lemon Syrup—Square glass stoppered bottles, cases 1 doz.....	4 00
Lemon Squash, Clarified—Square glass stoppered bottles, cases 1 doz .....	3 00



Each case of Lime Juice or Lime Juice Cordial contains six sample bottles of Lime Juice Cordial, 1 1/2-oz. each. Special discounts on 10 and 25 case lots.

STOWER'S LIME JUICE CORDIAL AS USED BY HER MAJESTY AT ALL OF HER PALACES

**STOWER'S** has the largest sale in Great Britain

**CALIFORNIA CANNED GOODS, 3s.**

**"COLUMBUS" BRAND**

Apricots, Cherries (White), Grapes, Nectarines, Pears (Bartlett), Plums (Egg),  
Plums (Gold Drop), Plums (Green Gage), Peaches (Yellow),  
Peaches (L. Cling), Peaches (White Cling).

Packed in best Granulated Sugar. Guaranteed the finest goods packed in California.  
Special low prices for 5 and 10 case lots.

**Indian Tea**

A SPECIALLY FINE FLAVORED INDIAN TEA  
Chests—Extraordinary Value 18c.

Send us your order for a sample chest, satisfaction guaranteed.

**THE EBY, BLAIN COMPANY LTD.**

WHOLESALE IMPORTING AND MANUFACTURING GROCERS

**TORONTO - - ONTARIO**

Leaf," \$1.25; "Lion," \$1.25 to \$1.40; Lowe Inlet, \$1.25 to \$1.30, in tall tins; cohoes, \$1.05 to \$1.15; canned mackerel, \$1.20 to \$1.30; lobsters, \$2.25 for tall tins; flats, \$2.35 to \$2.65; half tins, \$1.45 to \$1.50; Canadian canned beef, 1's, \$1.35 to \$1.45; 2's, \$2.25 to \$2.35; 6's, \$7.50 to \$8; 14's, \$15 to \$16.50.

#### GREEN FRUIT.

The green fruit trade is small. The only feature is the efforts of holders of what little oranges and lemons remain to get rid of what they have got before the direct steamers come in. We quote: Oranges—Valencias, 420's, \$4.50 to \$5, and 714's, \$6. Lemons, \$2 to \$2.50. Grapes, \$5 to \$6 per keg. Apples, \$2 to \$4 per bbl. Dried do. 3½c. Evaporated do., 5¼ to 6½c. Spanish onions, 30 to 40c. per crate. Pineapples, 25 to 40c. as to size; bananas, \$1 to \$2.

#### FISH.

The fish market is void of life of any kind and prices are nominally unchanged. We quote: Fresh haddock, 2½c. per lb.; fresh frozen B.C. salmon, 7 to 8c.; Manitoba whitefish, 7c.; dore, 7c.; trout, 7c.; tommy cods, 50 to 75c. Choice pickled Labrador herrings, \$5.25; No. 1 N.S., \$3 to \$4; No. 1 green cod, \$3.50 to \$4; No. 2, \$1.75 to \$2; No. 1 haddock, \$3; No. 1 large codfish, \$6; No. 1 lake trout, \$4 to \$4.25; B.C. salmon, \$10.50; No. 2 Labrador salmon, \$13; No. 1 mackerel, \$18.50; Loch Fyne herrings, 85c. per keg, and \$11 per bbl.; No. 1 sardines, \$4.50; No. 1 dried cod, \$4 to \$4.25; boneless cod, 6c. per lb.; boneless fish, 3¼c.; boneless haddock, 5c.; shredded, 11c.; haddies, 6½ to 7½c. per lb.; bloaters, 90c. per box, and smoked herrings, 8 to 9c. per lb.

#### PROVISIONS.

The easiness in pork continues and prices have recorded a further decline of 50c. per bbl. during the week. We quote: Canadian short cut, clear, \$12.50 to \$13; Canadian short cut, mess, \$13 to \$13.50; 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.

#### COUNTRY PRODUCE.

EGGS—There have been liberal receipts of eggs during the past eight days, and prices have tumbled accordingly to 11½ to 12c., and are likely to go lower before the week is out.

BEANS—Have ruled weaker also, choice hand-picked pea beans selling in lots at 90 to 95c.

POTATOES—Have also declined in sympathy with other country produce, and sales of car lots have been made here at 28 to 30c.

MAPLE PRODUCTS—Receipts of maple syrup have increased, but it can hardly go much lower. We quote: 50 to 55c. per tin for syrup, and 4½ to 5c. per lb. Sugar ranges from 7 to 7½c.

HOPS—Continue the same at 6 to 8c.

HONEY—Sales of comb honey have been made at 12c. for bright, and dark 10c.

ONIONS—Range from \$1.60 for yellow up to \$2.50 for red per bbl.

TALLOW—Is quiet, with sellers free in good sized lots at 5c.

#### HAY.

The hay market continues unsettled, and prices are irregular. No. 1 has been quoted all the way from \$13 up to \$14 per ton.

#### FLOUR, FEED AND MEAL.

Manitoba flours are difficult to quote, but strong bakers' were offered to-day at \$3.40 to \$3.60. We quote: Winter wheat, \$4.25

to \$4.30; straight roller, \$3.85 to \$3.90; straight roller, bags, \$1.85 to \$1.90; extra, bags, \$1.65 to \$1.75.

Business in meal was very quiet. Rolled oats in car lots were offered at \$2.75 to \$2.85, and in a small way at \$2.80 to \$2.90. 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.

There was no change in feed. Bran in car lots sold at \$14 to \$15, and shorts at \$15 to \$16 per ton. We quote: Bran, \$14 to \$15; shorts, \$15 to \$16; mouillie, \$19 to \$20.

#### CHEESE AND BUTTER.

The cheese market is quiet and unchanged. We quote 8½c. for finest. Butter has developed an easier feeling under increased receipts, sales of creamery being made at 20 to 20½c., and choice Townships, 17 to 18c.

#### ASHES.

The ash market is unchanged. We quote: First pots, \$3.75; seconds, \$3.50, and pearls, \$5.

#### MONTREAL NOTES.

Canadian refiners still ignore the strength of both raw and refined sugar outside.

Contracting for imports of new molasses is still small and the tone easy, as offers of cargo lots at 30 to 31c. laid down without response shows.

Maple products show another decline in the eight days of ¼ to 1c., but dealers think they have touched bottom.

Jobbers are cutting prices on oranges and lemons to clear up stocks by the time the direct steamers arrive.

Beattie & Elliott, 13 St. James street, have been appointed wholesale agents for Tetley's teas for Quebec city.

#### ST. JOHN AND HALIFAX MARKETS

Up to the hour of going to press, for some unexplained reason or other, neither the St. John nor Halifax market reports had reached this office. Consequently we are compelled to go to press without them.

#### LAST SEASON'S JAMAICA ORANGE CROP.

The largest crop of Jamaica oranges ever harvested was in this season of 1895-96. The figures:

	Boxes.	Barrels.
1891-92 .....	8,468	34,439
1892-93 .....	7,688	42,179
1893-94 .....	5,165	20,261
1894-95 .....	12,296	88,751
1895-96 .....	83,140	192,173

These figures have been carefully compiled by James Golden, of I. Mercadante's importing house. They show that the receipts have been equal to 467,486 boxes this season, which is more than twice the quantity of last season and nearly as many as were received in the four years previous put together.

**A. T. CLEGHORN**  
General  
Commission Agent  
Correspondence  
solicited.  
**LONDON, CAN.**

**GRAND MOGUL**  
**TEA**

Half and  
One Pound

Air-tight  
Packages

30, 40, 50 & 60 CENTS

In the cup it beats them all. Is it any wonder it has the largest sale of all package teas in Canada?

**CURRANTS**

Recleaned by steam-power machinery. Two tons per day, packed in cases and half-cases, under the following Brands:

**Epicure**  
**Apollo**  
**Hercules**  
**Gems**

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

Wholesale  
Grocers London, Ont.

**BADGEROW, SCOTT & CO.**

**PURE**  
**VINEGARS**

79, 81 Jarvis  
Street TORONTO



**BEARDSLEY'S SHREDDED CODFISH**  
TRADE MARK

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

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

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

Cottams Bird Seed packed after April 15, 1896, in one-pound packets contains a new patent Beak Sharpener and Bird Bread Holder, together with improved "Bird Bread" (Trade Mark Registered) manufactured under our 1891 and 1896 patents. Prices as usual. All wholesalers.

Cottams Bird Seed is guaranteed to be double the value of any other packet seed.

**Dawson & Co.**

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

**32 WEST MARKET STREET**

Consignments  
Solicited

**TORONTO.**

GEORGE McWILLIAM.

FRANK EVERIST.

TELEPHONE 645.

**McWILLIAM & EVERIST**

GENERAL... **FRUIT**  
**Commission Merchants**

**25 and 27 Church street,  
TORONTO, ONT.**

Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.

All orders will receive our best attention.

**PURE  
LARD**

- 60-lb. tubs
- 20-lb. pails
- 3-lb., 5-lb., 10-lb. tins
- 1 lb. (most popular package)

Write for special prices for lots.

**F. W. FEARMAN**  
HAMILTON

**THE COUNTRY GROCER'S HARD LUCK.**

I'D often heard of the m before, but I never saw one until three or four days ago, writes "Stroller" in Grocery World. I mean these fellows who seem to have constant bad luck in everything they do. There are some people, you know, who, no matter what they do, are always having accidents or meeting with losses or some other misfortune.

This fellow does a grocery business in a little town in Virginia. He don't have much of a place, and I guess don't have much of a trade. When I went into his place he was sitting on a no-back bench with some other men. It had been raining, and these loafers had evidently been out in the rain, for their clothes were wet. The store was hot, and the stench from their clothes, together with the delightful perfume from the copious tobacco expectorations which they shot with unerring accuracy at the stove, filled the place with a smell that struck your olfactory nerves as you entered like a bad egg.

The proprietor got up to talk to me as I went in. I asked him how business was.

"There ain't any," he said, "I ain't sold a dollar's worth the whole mornin'.

"It's just my luck, anyhow," he said, "I ain't never had a piece of good luck since I went in business. Something's always happening to me. First my wife goes and dies, and then I lose me pig.

"Just this morning," he went on, "I lost half a barrel of molasses and a lot of sugar."

"How was that?" I asked.

"Why, I was down cellar a-drawin' a gallon of molasses when a couple of tramps began to scrap outside the cellar window, and I went to look at 'em a minute. When I got back the wooden spigot had come out of the hole, and the molasses was a-runnin' over everything. Got in a lot of sugar and played the mischief with it.

"Just what I tell you," he went on. "It's nothin' but ornery hard luck. I saw that spigot was loose a week ago, and I says to meself 'I'll fix that when I git time,' an' I ain't never had the time. That's the way the thing goes."

I expressed some sympathy, though I didn't feel any, and thus encouraged, he continued his tale of woe.

"An' to make the thing worse," he said,

Consignments of \_\_\_\_\_

**BUTTER, EGGS and all kinds of Produce**

Prompt returns. handled to the best advantage

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

The demand for . . .

**BROCK'S BIRD SEED**

continues to grow. This shows that the public appreciate a good article

ASK YOUR WHOLESAKER FOR IT.

**NICHOLSON & BROCK - TORONTO**

**HAMS  
BREAKFAST BACON  
LARD**

OUR WELL KNOWN BRAND

Write for prices.

**WM. RYAN**

70 and 72 Front St., East,  
TORONTO

**S. K. MOYER,**

COMMISSION MERCHANT

Wholesale Dealer in . . .

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

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

FINEST EASTERN TOWNSHIP

**Maple Syrup**

**D. Gunn, Flavelle & 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.**

"there's some fellow opened a grocery store two streets below me here. He's got a lot of fancy fixings in his place, and the people's just a-flocking there. Here I've been here for fifteen years, and they turn their backs on me for him. I say it aint right!"

I looked around his store. No one could accuse him of having any "fancy fixings." His store was exactly the little, low-ceilinged, smoke-begrimed, musty and bad smelling country store that we expect to see in every place where the city hall is a blacksmith shop and the court house a little red school house.

While I stood there, this grocer's little boy stuck his head in the door.

"Pop," he yelled, "Smithson's horse has got in the yard again. You can't keep him out, for the gate's broke."

"There 'tis again," said the grocer, despairingly. "I've been agoin' to mend that gate a hundred times, but I never get time. I might as well give up; there's no luck here for me."

If I'd had my desire, I'd have kicked that grocer as hard as I could, clear across his store. I'd have made the lazy loafers who smelt his place up, clean off the stove and then "git." I believe by the time I got through with the establishment, the proprietor would have felt a little more like hustling. He wouldn't have sat down around the stove—or anywhere else—for some time, I'll warrant that.

#### LIBERAL BUSINESS-PAPER SPACE.

By Nath'l C. Fowler.

**T**HE way you say a thing is as important as what you say. You'll waste your milk if you try to put a gallon into a quart measure.

You'll waste the good of advertising if you over-fill your space or don't use space enough.

If advertising is any good, and all good business men say it is, the good of it is in a good deal of it.

Half the business-paper advertisements occupy half enough space.

Folks are not obliged to read advertisements any more than they are to eat hash at a restaurant.

The successful hash-seller makes good hash and serves it well.

The successful advertiser has something to say, says it well, and serves it well.

You must make people read your advertisements. That's your part of the business.

If you don't use space enough for folks to see that you're advertising, you might just as well not advertise.

I don't own any trade paper. It doesn't make any difference to me whether you use much space, or little space. I am only tell-

ing you what experience has proven to be the correct method of publicity.

When advertising pays, it is made to pay.

Nothing will do anything unless made to do it.

Your name and address, with what you do for a living, in the trade paper, may bring some return, but there is no particular reason why it should.

The law of averages is safer to follow than the rule of exceptions.

What you think individually, may not be right.

What the majority think, stands some chance of being correct.

The fact that nearly all successful advertisers use plenty of space indicates that plenty of space pays proportionately better than not enough space.

You have something to sell, it is your desire that somebody takes it away from you at your price. That's what you're in business for.

It's pretty hard to sell a dollar's worth of goods by using a cent's worth of telling space.

I am of the opinion that nearly every advertiser of small space will make his advertising pay more than twice as well by doubling his space.

Experience says so, and experience doesn't lie.

If folks don't see your advertisement, what's your advertisement good for?

How do you expect them to see it, if it's so small you have to hunt for it yourself?

Treat your advertising space as you do the sign on your building. Have it large enough for folks to know you're there.

Perhaps it will not pay you to use a full page, although the full page advertisers are the most prosperous.

I don't think less than a quarter of a page is worth more than quarter as much proportionately.

Of course the advertising solicitor wants you to increase your space. He wouldn't be much of a solicitor if he didn't. Because it pays him to have you increase your space, is no reason why it shouldn't pay you.

Too much of a good thing isn't profitable, that is, if too much of a good thing is possible, but there's no business sense of having too little of a good thing.

When you economize, it isn't good business to tell everybody about it.

Appearance of success means success.

When you cut your advertising space, you tell outsiders that something is the matter with the inside of your business.

Liberal advertising space is a sign of prosperity.

## DILLON & CO.'S Baking Soda

"BELL BRAND" In 1-lb. packages, packed in gross boxes. Ask your wholesaler for it.

## LARD, HAMS AND BACON PRICES RIGHT.

Consignments of all kinds of produce solicited. We get best market prices and make prompt returns.

## H. P. Gould & Co.

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

## ALBERT PAIN . . .

36 Merrick St.,  
HAMILTON, ONT.

## 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

G. E. COLSON - MONTREAL

## Bright & Johnston

Wholesale Fruit Importers and Commission  
Merchants.

Consignments 140 Princess St.  
Solicited. . . 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.

## A surprise . . .

to everybody who  
first tastes . . .

## Golden Finnan Haddies

They never knew they were so nice.

THEY ARE A GREAT TRADE BRINGER

Wholesale by

THE EBY, BLAIN CO., TORONTO





# IF YOU CANNOT SATISFY

Customers from the stock of Baking Powders you carry —and this is a very general complaint with the trade—the remedy is simple. Get a supply of **JERSEY CREAM BAKING POWDER.** Pure and Sure.

**Lumsden Bros., Hamilton, Ontario**

## 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.  
GATHAM, ONT.

## MAPLE SYRUP

PURE MAPLE

No brown sugar about it. Put up in all sizes from glass jars to half-barrels. Requests for quotations receive prompt attention.

### T. A. Lytle & Co.

Vinegar Manufacturers,  
TORONTO

## "LA VIRGE"

## CASTILE SOAP

CAKES - BARS  
WE HAVE IT

### JOHN SLOAN & CO.

Wholesale Grocers TORONTO

## VALENCIAS

ARGUIMBAU'S  
OFF-STALK

Special Quotations for Round Lots

### Warren Bros. & Boomer

WHOLESALE GROCERS

35 and 37 Front St. East, Toronto.

## CLARK'S CANNED MEATS

GUARANTEED "THE BEST"

COMPRESSED CORNED BEEF  
LUNCH TONGUES  
PARAGON OX TONGUE  
PIGS' FEET  
YORKSHIRE ENGLISH BRAWN  
ENGLISH MINCE MEAT

W. CLARK - Montreal

## 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.

## CURRANTS

FINE FILIATRAS

A shipment in half cases just arrived.

### PERKINS, INCE & Co.

TORONTO.



50 Casks  
Best  
Imported  
Chicory

### EWING, HERRON & CO.

Coffee and Spices

. . . MONTREAL

Our Stock of . . .

DRIED AND CANNED FRUITS  
CANNED VEGETABLES  
CANNED FISH, ETC.

was never more complete.

### SMITH & KEIGHLEY

9 Front St. E. TORONTO.

## HINTS TO BUYERS.

**J**OHNS SLOAN & CO. are in receipt of a shipment of "La Vierge" Castile soap.

Knox's Egg Preserver is in stock with the Eby, Blain Co., Ltd.

"Seville orange marmalade is going freely," say W. H. Gillard & Co.

"Lion" brand flavoring extracts are reported to be having a large sale just now.

A shipment of Whittemore's "Gilt Edge" tan dressing is in store with John Sloan & Co.

Small shipments of pine apples are arriving for Dawson & Co.; also strawberries daily.

W. H. Gillard & Co. state they have some excellent values in Assams and Ceylons of high grades.

Rutherford, Marshall & Co. are in receipt of large consignments of Eastern Township maple syrup.

Dawson & Co. are in receipt of two carloads of bananas and one carload of Valencia oranges.

Clemes Bros. have arriving a shipment of new cabbages. They have also tomatoes and cucumbers.

A carload of California peaches, received a few days since by T. B. Escott & Co., are going out rapidly.

"Reindeer" brand of condensed cream milk, coffee and cocoa are now in store with Lucas, Steele & Bristol.

"Hercules" and "Apollo" brands of cleaned currants are having a good sale with T. B. Escott & Co.

The Eby, Blain Co., Ltd., have received a shipment of 450 cases "Arbello" French prunes, 55 lbs., fine quality.

Close figures are being given on "Sphinx" prunes by Lucas, Steele & Bristol. They are in receipt of a large lot.

T. B. Escott & Co. have just made a large shipment of "Grand Mogul" tea to their agents, Wm. Tufts & Son, Vancouver, B.C.

The Eby, Blain Co., Ltd., have been appointed agents for Toronto for Stower's lime juice and lime juice cordials. For particulars see their ad.

T. Kinnear & Co. have in stock a large quantity of California prunes, all sizes, which, they report, they are offering at low figures; also dried peaches in bags and boxes.

McWilliam & Everist are in receipt of one carload of Bermuda onions, three carloads of bananas, and shipments of California oranges—navels, seedlings and Valencia oranges.

The attention of the trade is called to the offer of the Scientific Varnish Manufacturing Co. who make the celebrated "Scientific" stove enamel. During the next three months they offer to prepay charges to any point in

Ontario on all orders for 3 doz. and over. This offer is made in order to introduce the goods to those who do not already handle them.

Lucas, Steele & Bristol are still offering those fine values in Ceylons and Assams at 17 to 18c. Their "Potmahoff" (registered) blend, in chests and acme cases, is a perfect half-dollar tea.

A ready seller at this season of house-cleaning is Keen's Oxford blue, one of the best sellers in every grocery. Frank Magor & Co., Montreal, the agents, report that the enquiry is quite brisk.

"Yes, the hot spell created quite a demand for some goods," report Lucas, Steele & Bristol. "Our lemonade tablets and rennet lime are going with a rush. The latter is perfect for making junket, and retails at 25c. bottle."

The Eby, Blain Co., Ltd., claim there is nothing in the market that can approach their cleaned currants in point of quality and cleanliness. They will send samples of their two leading lines, "Morea" and "Royal Vonitza," to the trade on application.

Frank Magor & Co., Montreal, report an improved demand for Chas. Southwell & Co.'s jams and marmalades since the warm weather. This firm also handles lime juice and lemon squash, which will soon be seasonable for cooling drinks.

W. H. Gillard & Co. have again secured the wholesale agency for Hamilton of Pilgrim's summer beverages, comprising New York ginger ale, etc., etc. Their sales last season of these drinks were over 5,000 cases, and they are preparing to push things this.

Many of the general stores throughout the country sell nails. They will, therefore, be interested to know that H. S. Howland, Sons & Co. have issued attractive and complete cut nail and wire nail cards and will be pleased to mail them on application.

The charge brought against Mr. Coutts, produce dealer, of Tilbury, of obtaining from Peter Mongeon some straw by false pretence, was tried at Sandwich Saturday, and the accused discharged.

## CALIFORNIA'S DAMAGED FRUITS.

Telegrams from California regarding the amount of the recent frost still come forward, and nearly every commission house has received several. The general purport of these dispatches is as follows: First crop of raisins gone. Black frost. Half of the remaining crop of Vacaville killed. Anderson and Sonoma counties frozen solid. Raisins strong and advancing. Prunes badly damaged. Grapes killed everywhere. One of the latest telegrams received here says that the frost of the 15th, followed by that of the 19th, damaged all fruits immensely, and that it is certain that the crop will be the lightest for years.—N. Y. Journal of Commerce.

## ENGLISH-GROWN COFFEE.

The coffee plant is not one that would be expected to be suitable for cultivation in England from an economical point of view, but at a recent meeting of the Royal Botanic Society of London the secretary, Mr. J. B. Sowerby, drew the attention of the Fellows present to some coffee on the table which he had prepared from berries grown in the gardens of the society, and invited their judgment on its merits. The coffee was pronounced excellent, and Mr. Sowerby suggested that enterprising nurserymen might cultivate the berries in the same way as grapes and tomatoes and offer them as English coffee.

**Fruit Jars** Honey, Marmalade and Jelly Glasses, Lamp Chimneys, 25% less than regular prices. Special low quotations on Fruit Jars for immediate delivery. Get our prices. They will save you money. RUSSELL'S, in the St. Lawrence Market, Toronto. (19)



## ARROWROOT

In 13-lb.  
and 6-lb.



REGISTERED.

Hermetically  
Sealed Tins.

Imported Direct from St. Vincent, West Indies.



“Just Like . . .  
What Mother  
Used to Make”

TRY IT YOURSELF



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

**NOT WHAT SHE WANTED.**

**T**WO pretty young women entered a large uptown grocery one evening recently, says The New York Sun. From their conversation it was evident that they belonged to some boarding school in the neighborhood, and had stolen out for a few moments to buy dainties, which they meant to smuggle into their rooms.

“There's one thing I don't like about the clerks in this store,” said one of them, while they waited for the salesman, “and that's the way they insist on telling you that you don't want what you do want and that you do want what you don't want. Every time I come in here I have the same experience, and I'm just tired of it. The next time it happens I'm going to tell the clerk just what I think of him.”

At that moment a clerk approached and asked the young women what they wanted. The one who had so much to complain about pointed at one of a row of cracker tins, and said:

“I want a pound of those.”

“Oh, no, you don't,” said the clerk, suavely, “you want some of these, or these here; they're all very nice.”

The young woman threw a glance which said, “What did I tell you?” at her companion, and, turning to the clerk, said fiercely:

“No, I don't, anything of the kind. I want these and no others.”

“I beg your pardon,” he began, “I thought——”

“Never mind what you thought,” said the young woman. “I guess I know what I want. Now just let me have a pound of these, please,” and she turned to her companion with a look of triumph on her face which plainly meant, “Didn't I squelch him?”

“Very well, madam,” said the clerk, humbly, “but may I ask whether they are for yourself?”

“Well, of all the impertinent questions——” began the young woman, when her companion interrupted, and, turning to the clerk, said:

“Why do you ask?”

“Oh, because they're dog biscuits,” replied the clerk, indifferently. “Still, of course, if you want them you can have them.”

“Never mind,” faltered the young woman who had insisted on having what she wanted. “I guess I don't want anything at all,” and she strutted out of the store looking very much ashamed and followed by her companion, who was struggling to hide her laughter.

The clerk didn't say anything, but there was a satisfied smile on his face as he banged the cover down on the can of biscuit and walked away to wait on another customer.

**AN EXCELLENT EARTH ROAD.**

Greatly improved results in road building or repairing may be attained by any device that will prevent earth and water from mixing on the road bed, and much may be done in the way of improvement by a proper admixture of suitable earthy material, says a contemporary. The requirements of the material, says Engineer Haupt, are that it shall not be readily affected by moisture, temperature or pressure, which are the three principal destructive agencies. Clay is very sensitive to water and temperature, and has a high rate of absorption. Sand has little coherence and yields readily to pressure. Gravel has great mobility, due to its spheroidal form, but by mixing these in the proportion of sixteen parts of clay, twenty-two of sand and sixty-two of gravel, an impervious roofing may be laid, which, if under drained, will make an excellent earth road. The macadam and telford roads, when correctly made, are excellent, but as built by most supervisors in this country they are pseudo-morphs, unworthy their names.

When in the march of science the time comes for segregating the aluminum contained in the clay road into a hard, smooth, resisting medium covering its surface, we will then have a road metal, both in fact and name, which will solve the problem of the clay pit and give us a medium of transportation which will surpass even the railway in cheapness and convenience.

# Buckwheat Pancakes with Maple Syrup

They go together. Now that New Maple Syrup is on the market you can easily increase your sales (and profits) by giving special attention to our

## SELF-RISING BUCKWHEAT FLOUR

It is a perfect article, and makes most delicious pancakes, flap-jacks, etc. Very neatly boxed, is well known and sells freely.

IRELAND NATIONAL FOOD CO., Ltd.

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

Toronto, Canada.

### TRADE CHAT.

**B**LENHEIM'S several mills are very busy at present, and are compelled to run overtime to catch up to the many orders on hand. Some are even running night and day. Appearances are bright for Blenheim's industries.

A handsome new delivery wagon is on the route for Jos. Kennedy's Sarnia store.

Richard Peers, general merchant, Beachville, is recovering from an attack of pneumonia.

H. W. Waddell, of Chatham, has purchased the general stock of the late N. Hall, at Port Lambton, and will continue the business in the same stand.

Inspectors have been going through the peach orchards of Essex during the past week to determine whether the crop would be injured by the unusually long winter. They failed to find any damage done to buds, and if there are no frosts later on the

prospects for a large crop are good. The peach district along the Niagara has been nearly ruined, which will materially assist the fruit growers of this county in disposing of their crops at a good figure.

Wilmot's fish hatchery at Credit Forks was destroyed by fire Thursday night. The building contained about two million of young fry, worth \$3 per thousand. Everything was destroyed.

Owing to the pressure of business in Parliament of a debatable nature it is now probable that the bill introduced in the British House of Commons February 20 by Walter Long, President of the Board of Agriculture, amending the Diseases of Animals Act of 1894 by making permanent the restrictions placed upon the importation of cattle, instead of leaving them to the discretion of the Board of Agriculture, will be postponed until 1897.

A large deputation from Montreal waited on the Government at Ottawa, asking a grant of half a million towards a World's

Fair in that city next year. Premier Bowell and Sir Charles Tupper expressed sympathy with the enterprise, but declined to promise any financial aid until assured that Toronto's exhibitions would not conflict with it.

Woodstock merchants had their hands full on Saturday, handling the large volume of trade which the day brought in. From morning until late at night the leading stores were thronged with purchasers of spring wear. The farmers left the market earlier than usual and invaded the stores shortly after dinner. From this time until nearly six the merchants state that the country trade was the heaviest they have experienced since last spring, not even excepting Christmas. The country trade is accounted for by the fact of the improved condition of the roads. Many of the farmers are about to start their spring work and took advantage of the fine day and good roads to complete their purchases before they got busy. It was a brisk day for all lines of trade.



## There's a tendency . .

to sacrifice quality for price these days, and alleged "pure goods" are frequently offered at prices which ought to show anyone, with half an eye, that there is something wrong.

Maple Leaf goods are all branded and guaranteed. They sell at the right price and you can't go wrong in buying them.

Delhi Canning Co., Delhi, Ont.



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

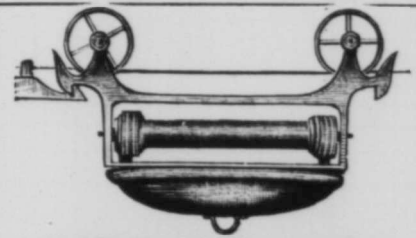
**THE COWAN CO., Ltd.**  
470 King St. West, Toronto

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

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

**MAINE NON-FORFEITURE LAW**

**WALTER I. JOSEPH, Manager**  
Room 2, 162 St. James Street, Montreal



**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**

# DELICIOUS

That's the only way to rightly describe the

# Ram-Say Tea

It's the finest of Indian - Ceylon teas — done up in lead-lined packets — absolutely air-tight.

In pound or half pound packets, 4s, 5s, 6s. pound.

**J. F. RAMSAY & CO.,**  
Toronto, Sole Agents for Canada and United States.

**RAMBLER'S NOTES.**

**BRADFORD.**

This village is elated over the fact that it has the youngest warden in Ontario in the person of their justly popular reeve, Mr. J. S. Boddy, of the firm of J. S. Boddy & Bro. Obtaining such an honor, that of chief magistrate of the largest county (Simcoe) after having only served two years at its Board, certainly speaks volumes of the executive ability of Mr. Boddy. Congratulations.

Mr. Will Hockridge, who has been ill for some time, is fully recovered, and greets his many friends and customers with that urbanity which is born in him.

**GEORGETOWN.**

The old-established and reliable firm of McKay Bros., outside of their large grocery trade, are doing a "land office" business. Their numerous customers place much reliance in this firm's judgment.

**LEFROY.**

Kirkpatrick & Co. report business fairly good, and are looking forward to a large spring trade.

Mr. Jas. Bemrose finds that his removal

from Churchill was a good business stroke. He reports a very largely increased trade.

**BRAMPTON.**

A O. Runions & Co. have had all traces of the recent fire removed, and their premises now present a very creditable appearance.

**NEWMARKET.**

Mr. R. A. Smith has one of the best stocked and cleanest grocery stores north of Toronto. His genial manner towards travellers has made him a favorite among the fraternity. Courtesy is a gem in business.

**SUNDRIDGE.**

Mr. J. Edgar is making preparations for enlarging his store capacity. Attention to business, coupled with energy and enterprise, has developed a successful and growing trade.

**GILFORD.**

At one time this was one of the most extensive grain shipping points in Ontario, but the building of the H. & N. W. R. cut off the trade to the west very materially. Notwithstanding, the affable Jas. A. Blain has yet a strong hold on the affections of the farmers, who drive miles to trade with him.

RAMBLER.

**HOW TO SELL GOODS.**

To sell goods nowadays and make it pay, remarks an exchange, is a task that needs both brains and energy. It means to be alert from morning until night; and to succeed every point must be utilized. The retailer has abundant opportunity to display originality in advertising, in selections, etc. There are shops where the main work done is loafing. But in those where success is desired work must be the order of the day. This is the only way to bring and retain success—work and save.

**LIFE WITHOUT A NAME.**

To fix a wandering life and give it direction is not an easy task, but a life which has no definite aim is sure to be frittered away in empty and purposeless dreams. "Listless triflers," "busy idlers," "purposeless busybodies," are seen everywhere. A healthy, definite purpose is a remedy for a thousand ills which attend aimless lives. Discontent, dissatisfaction, flee before a definite purpose. An aim takes the drudgery out of life, scatters doubts to the winds, and clears up the gloomiest creeds. What we do without a purpose begrudgingly, with a purpose becomes a delight.—Architects of Fate.

INDIAN & CEYLON TEAS **G.F. & J. GALT** BOOK ON TEA BLENDING MAILED ON APPLICATION

42 SCOTT ST. TORONTO

## POINTS FOR GREEN CLERKS.

I WAS once a green clerk myself, and sympathize very much with him, writes "Old Merchant" in Grocery World. This is about the way we started out as a salesman, and would have remained so had we not been in the hands of one who had tact and business education.

We are called to the fact of a customer being at the counter. We walk up, ask what he wants, and are told a pair of shoes. We blunder right here by placing a \$4 shoe before a \$1.50 customer. This causes trouble at once, as you are now compelled to get down something at about the price he wants, and the difference between the appearance of the two shoes is so great that he decides not to make a purchase and walks out, saying he will call again, but alas, he does not call again, but goes over to our competitor and strikes a clerk who understands his business and who, when asked to see shoes, places before him a shoe for \$1.50, and exclaims, "There is a beauty for the price." His size is selected, and he calls for suspenders, hosiery, neckwear, etc., etc., and in all he buys six dollars' worth of goods. We do these awkward things and expect about six dollars per week salary.

Customer No. 2 comes in and wishes to see some dress goods. You walk around as if you had wooden legs and stand with your back to the lady and exclaim, "Do you see anything up there that you like?" You finally take one piece off the shelves, and this does not suit, and she says, "Do you expect anything new in very soon?" and you say, "I do not know." She walks out and makes her purchase at a more inviting store. We have learned that where we do not know our customer, it is wise to commence with common goods and work up, rather than the reverse.

I hired a clerk a few years ago who had been sadly neglected in training, and I often think this is the reason why there are so many failures in business. I took him on trial with the understanding that I was to pay him \$5 per week and board. Said he had clerked with Mr. ——— for six years and understood the business. He went to work, and the first thing to which my attention was called was that he used his teeth for a twine holder. When he weighed ten pounds of sugar he was as liable to give one or two ounces over as not. In measuring dry goods he would give ten and a half yards for ten yards.

I found him one day using barrel heads with which to make fires. Never knew him to move a spittoon to sweep behind it. (When does promotion come for such a clerk?) Six years in business, poor fellow! He will make a failure in life simply because his training has been neglected, and the merchant who trained him, in my opinion, is a dangerous man to sell to. Young man, if you are with such a merchant for the pur-

pose of being educated in the mercantile life, pull out and go with a house that knows something, even if you do start on a small salary, say \$3 per week. You will make money in the end. Your bank account may be in your head, but it had better be there than in a savings bank without business training sufficient to handle successfully all you want; in business is the cash. I would rather have proper business training with \$400 than have \$5,000 without it, and will make more money out of it. When I make this assertion I am not looking forward, but backward.

## IT PAYS TO AIM HIGH.

IT is a healthy symptom when a business steadily grows; indeed, when progress stops the ultimate failure of the enterprise may, in most cases, be looked for, says Merchants' Review. For in this world of change a business cannot stand still, neither expanding nor shrinking, any more than a man can remain midway between youth and old age. But the rapidity of growth of a business depends very largely upon the scope of the owner's ambition.

If the dealer has no further ambition than to make a good living or to do as well as some competitor in a small way of business, it is improbable that he will even be able to keep afloat for any length of time—a big margin is required for the shrinkage of hopes, which is inevitable under all circumstances, and if a merchant would make a competence he should fix his eye on the million-dollar mark.

It would be a great day for the grocery trade (may we live to see it) if every member thereof would resolutely say, I will try to excel every one of my brother grocers, and would bate not a jot of the ambition to sell the best goods and the most goods. There are, and it is useless to mince matters, too many grocers who are content to sell whatever suits their jobbers and whose ambition is bounded by the narrow needs of unimaginative and indolent natures. The merchant need not be ashamed of his ambition, however lofty it may be. It is an augury of success to set one's hopes high, and it is from the most aspiring material that the very best citizens are made.

Therefore—to descend from generalities to particulars—it is good for the dealer to aspire to be the leading grocer in his town, to have the best store and the largest and finest stock, to keep the purest goods and employ the most honest weights and measures, to give the public the most courteous and careful attention and the most prompt delivery service.

With an ambition to excel in respect of all these things the grocer is well on the road to wealth and to a high place in the esteem of his fellow-citizens.

## DON'T DIE YOUNG.

I have learned from observation that three things may happen to a man who works steadily without relaxation. In the first place, he becomes nervous, irritable and hard to get along with. In the second place, the grade of his work falls off, his services are worthless, and he is liable to err in his judgment. In the third place, he dies suddenly. It is an incontrovertible law of nature.—Chauncey M. Depew.



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.



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.



**BRITISH VIEW OF WINTER PORTS.**

MUCH has been heard lately of that policy which has been termed the development of our colonial estates; and Mr. Chamberlain has professed to be anxious to lose no opportunity of giving the system a fair trial. The other day he showed the practical interest of the Government in the case of Dominica; but his sympathy took a form which will benefit only comparatively few people. Next time the Colonial Secretary looks abroad for some scheme in need of Imperial support, he might do worse than apply his statesmanship and his well-known business capacity to the efforts being put forth in Canada to have St John,

N. B., made a winter port of the Dominion. As regards safety, size, situation and freedom from fogs and ice, it is claimed to be the best harbor north of Cape Hatteras—and that all the year round. A debate on this subject recently took place in the Senate of the Dominion, and ample testimony was then forthcoming in favor of the claims of St. John to be considered par excellence the winter port of Canada. The consensus of opinion on the part of experienced navigators regarding the natural and other advantages of the harbor of the chief town in New Brunswick is one of the strongest pieces of evidence that could be given in its favor. Four of the largest Atlantic lines of steamers already patronize the port; but what is desired now is that some arrangement

should be arrived at between the Imperial and Federal authorities to subsidize a regular line of steamers which will make St. John the terminal point for the transatlantic passenger and merchandise traffic. This proposal has much to commend it in view of the fact that a large part of the western trade of Canada has to find ingress or egress through United States ports. Its railway facilities are said to be exceptionally good. Canada recently gave striking proof of her loyalty to the Mother Country, and no opportunity of binding more closely the ties either of sentiment or of commerce between Great Britain and the Dominion should be neglected. If the Imperial Government can make these bonds firmer by helping the people of Canada to establish a great winter port at St. John, it should, as a matter of policy, show itself only too willing to render the necessary support.—Mercury, Leeds.



# 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.**

## “There are others” —

Of course there are!! But is there any other like this??



Harmless. Does not discolor the shells. Costs less than 1/2 cent per dozen to preserve the eggs. Requires no looking after. Anyone can use it. We offer a fitting guarantee to every user. We have tried the “PRESERVER.” We made a 13 months’ test, and competent judges declared the eggs to be fresh when broken. That’s why we guarantee

# KNOX'S EGG PRESERVER

After you have used it once you will always use it. You can sell it to many of your customers, to whom it will come as a great boon. It will make money for them and for you. Order from all wholesale houses.

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

Also Agents for KNOX'S SPARKLING CALVES FOOT GELATINE.

# Appleton's India & Ceylon Teas

THE "TAPIR" BRAND.  
SOLD IN LEAD PACKETS

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



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

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

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

## "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.**



**BRET HARTE'S** famous poem truthfully portrays the unwashed and slippery Mongolian.

“—For ways that are dark,  
“And for tricks that are vain,  
“The heathen Chinee is peculiar.”

In the manner of **preparing Tea** the Chinaman is certainly “peculiar;” what with his promiscuous planting, gathering and drying, his exhausted leaves faced with black coloring matter, his unclean, unsanitary habits,—all these peculiarities are enough to give the reflective white man a chill of disgust---

The modern system obtaining in **CEYLON** assures to consumers perfect purity; the tea is practically grown by Europeans, and machine-made, no rolling by hands and feet as is done in China.

**Ceylon Teas** are astonishing the world. Everybody will be asking for Ceylon Teas.—If you have the **interests** of your **customers** at heart **as well as your own**, you will buy

**CEYLON TEAS**

# Have you tried . . .

**JOHN DEWAR & SONS'**

(Purveyors by appointment to Her Majesty Queen Victoria)

# . . . SCOTCH WHISKY?

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

## WHERE GROCERS ARE WEAK.

**R**ETAIL grocers are at fault in one prominent particular in their business method, remarks an exchange. It may be there are many vulnerable points in individual cases, but generally the trade is lacking in one matter of unquestionable importance, one that other lines of trade have grasped firmly. The retail grocer has never learned how to advertise his goods to customers.

If the wife of a retail grocer visits a dry-goods store to buy a dress, the clerk gives her careful attention, and if her mind is not well centred on a selection of goods he does not leave her to choose from a few pieces before her, but he suggests some late patterns and shows several pieces of goods before a sale is made. If the wife of a grocer visits a shoe store to make a purchase, she is shown a variety of styles, and, if known to the salesman, he will in all probability show her "something new" in styles, even if he knows she will not buy, but simply to show his desire to please, and she in turn feels that she is of some importance and goes away pleased at the attention given her.

A consumer of groceries visits his store, or her shopping place, and asks for a certain prepared soup. The grocer at once gets her that article, and rarely shows a new article in the same line or in some other line. The

grocer does not follow the practice of the dry-goods dealer and the shoe dealer, and endeavor to interest his customer in new lines of goods. If Mrs. Brown orders a pound of raisins that is all she gets; she may be politely served, certainly of importance, but that is not enough if the grocer would improve his opportunity to advertise goods favorably. Suppose he has received a new lot of jellies, who knows it? The up-to-date grocer will say to Mrs. Brown, after the purchase of raisins is made: "By the way, Mrs. Brown, let me show you a new line of jellies," and he takes her to a nicely arranged stock of jellies, and taking a clean spoon from a lot before her, he either opens a jar before her, or from a jar opened and in neat condition he takes a sample on the spoon and invites her to taste it. This is presumed to be of good quality and Mrs. Brown is pleased. The chances are she will buy a package then and there, but if not, she will find a need soon for that jelly, and a sale of several packages is made at the expense of one. Under the present general policy the jelly would stand on the shelf and wait for a purchaser to call, when the fact is the customers stand ready to buy promptly if they can be shown the new goods.

The point might be illustrated by numerous articles. The grocer is supposed to know customers who buy over the counter sufficiently well to be able to discriminate properly between different tastes. The man

who enjoys high class foods will be interested at all times in new eatables, no matter what their form, and the grocer who is using opportunity to the full will not neglect to invite attention to any new soup, or canned meat, or food in any form that may find a place in his stock.

The Bulletin and Trades believe there is good ground here for advantageous work. The retail grocer needs to study more closely his methods of trade. Where is he weak and where can he improve? Observation of the methods of others will bring good results. One idea put in practice each month will in a year make a new business place of any store. Isn't this sufficiently important to reasonably call for your careful attention?

## TAKING COALS TO NEWCASTLE.

When you sojourn at one of the big Florida hotels, says an exchange, do not revel in the thought that the oranges you eat are plucked from a neighboring grove. Oh! no, for California has been shipping oranges to Florida for several months, and perhaps it is only human nature that the Californians should show some little selfish satisfaction in this remarkable victory over a once strong competitor. A steady supply of California naval oranges has been shipped every week since February from Pomona to Jacksonville and St. Augustine, destined mainly for consumption by tourists at the big Florida hotels. Ten carloads of oranges were shipped recently.

# SILVER DUST WASHING POWDER

Is silvery in more ways than one. It has many "sterling" qualities and can put more silver in your pocket in a week than you think. Do you know how much profit there is on a package? If you don't you ought to lose no time making enquiries.

**SILVER DUST MFG. CO. - HAMILTON, ONT.**



# Siamese Twins



are debt and difficulty, difficulty and debt—they are inseparable. We need not discuss their causes here, either. What we want to point out is that no man with a family, or with large business interests at stake, should neglect life insurance. Stick to the policy you have, and when you want more insurance see one of our agents about it, or call in at Head Office. No medical examination is required for our pension. Bond policy and rates are away down.

**MANUFACTURERS' LIFE INSURANCE COMPANY**

HEAD OFFICE, Toronto, Can.

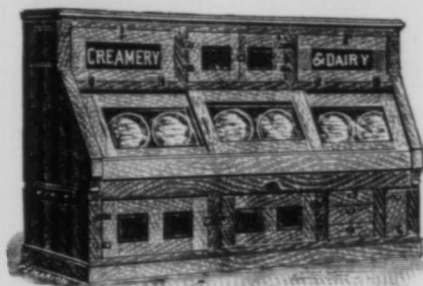
Write us for Prices . .

FOR YOUR SPRING SUPPLY OF . . .

# SALT

**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

# Wanted in British Columbia

One of the largest British tea firms want a house to handle their brands in British Columbia. Letters addressed to the Editor CANADIAN GROCER, Montreal, will be handed to them. (19)

# Central Business College

TORONTO AND STRATFORD.  
Two great business schools under one management. Students admitted at any time. Free circulars.  
**SHAW & ELLIOTT, Principals.**

# 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.

Every Hotel and Restaurant needs

# JOHNSTON'S Fluid Beef Cordial

IN 20-oz. BOTTLES

Have you got some to supply the demand?

**MAKES THE BEST BEEF TEA. . . . ALWAYS SATISFIES.**

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

## BUSINESS CHANGES.

## DIFFICULTIES, ASSIGNMENTS, COMPROMISES

**O** DESMARAIS & CO., general merchants, St. Francois Du Lac, have assigned to A. Lamarche.

R. Lemon, grocer, Nelson, B.C., has assigned.

N. Robson, grocer, Clinton, has assigned to James Watt.

Mrs. E. Denis, general merchants, Rigaud, Que., has assigned.

John Carter, grocer, Toronto, has assigned to Richard Tew.

Arthur Beaufoy, grocer, Montreal, will meet his creditors 25th inst.

G. D. Livingstone, grocer, Palgrave, has assigned to F. H. Lamb, Hamilton.

A demand of assignment has been made upon Loiselle & Freres, grocers, Montreal.

Foucher, Fils & Co., general merchants, Montreal, will meet their creditors 25th inst.

Steele Bros., tobacconists, Toronto, are offering to compromise at 30c. on the dollar.

S. G. Marling, general merchant, Pense, Man., has compromised at 50c. on the dollar.

The bailiff is in possession of the premises of James Notter & Co., grocers, Owen Sound.

Arthur Roberta & Co., general merchants, Wapella, N.W.T., have been granted an extension.

Switzer & Co., grocers, Ottawa, have assigned, and a meeting of creditors will be held 28th inst.

J. E. Somerville, general merchant, Reviere Beaudette, Que., has compromised with his creditors at 70c. on the dollar, cash.

G. W. Halstead, general merchant, Roslin, has assigned to C. W. Craig, Tweed, and a meeting of creditors will be held 27th inst.

Geo. R. Archibald, general merchant, Lower Stewiacke, N.S., is offering to compromise at 50c. on the dollar, payable in 3, 6 and 9 months.

## SALES MADE AND PENDING.

The assets of G. R. Rainville & Co., grocers, Montreal, have been sold.

The stock of the Globe Spice Mills Co., of Montreal, has been sold at 55c. on the dollar.

The assets of P. A. Ferguson, general merchant, Mattawa, are to be sold by auction 28th inst.

The stock of R. G. Frignon, general merchant, St. Thecle, Que., has been sold at 59c. on the dollar.

The general stock of C. H. Hyland, Ste. Brigitte des Saults, Que., is to be sold and the business wound up.

The assets of W. L. McDonald, general merchant, Brightside, are to be sold.

The stock, etc., of D. J. Dutton, general merchant, Elora, are advertised to be sold under mortgage on the 29th inst.

The stock of the estate of T. W. Bell, wholesale liquors and teas, St. John, N.B., is advertised for sale by auction.

## PARTNERSHIPS FORMED AND DISSOLVED.

Loynachan & Scriver, produce, Montreal, have registered a new partnership.

Hatch & Locke, grocers and butchers, St. Thomas, have dissolved. M. B. Hatch continues.

A demand of assignment has been made upon Damase Caron, general merchant, St. Ours, Que.

G. Bertrand & Co., grocers, Montreal, have dissolved, and P. Vannier has been registered proprietor.

W. Parizeau & Joseph Menard have registered a partnership to carry on business in Chambly Canton, as grocers, under the style of Parizeau & Menard.

Feehan & Egan, general merchants, Mount Stewart, P.E.I., have dissolved, and H. F. Feehan continues under the style of H. F. Feehan & Co.

## CHANGES.

Jules D. Boileau is starting a grocery store in Montreal.

J. Wittaker, grocer, Montreal, has removed to Maisonneuve.

Moise St. Onge, grocer, Ormstown, Que., has been succeeded by J. E. Doust.

H. Sternberg, general merchant, St. Anne de Perade, has removed to Montreal.

D. C. Holmes & Co., grocers, Wellandport, have been succeeded by C. S. Holmes.

Arthur H. Gladwin, general merchant, Little River, has been succeeded by Gladwin Bros.

Joseph Bourgeois, of St. Angele de Laval, has been registered proprietor of the general business of Louis, Landry & Cie., Becancour.

Anne E. J. O'Farrell, wife of Patrick Grace, has been registered proprietress of the wholesale grocery firm of P. Grace & Co., of Montreal.

The assets of the Gray, Young & Sparling Co., Ltd., salt wells, Seaforth, are to be distributed among W. M. Gray, N. W. Young and F. G. Sparling, who assume liabilities.

## FIRES.

G. W. Porter, grocer, Lakeville, N.B., has been burned out.

The box factory of E. Ruel, general merchant, etc., Lauzon, Que., has been destroyed by fire.

## DEATHS.

Daniel Reeves, general merchant, Grenville, is dead.

E. Patten, general merchant, Alberni, B.C., is dead.

T. P. Paradis, commission merchant, Rimouski, is dead.

E. W. Brownell, general merchant, McAdam Junction, N.B., is dead.

W. Morrison, of W. Morrison & Adams, general merchants, Alexandria, B.C., is dead.

## Consignments Stored in Bond

And shipped when sold, to proper address. Specially convenient for consignments partly sold in transit.

## BLAIKLOCK BROTHERS, MONTREAL



DON'T BUY A refrigerator until you have seen the

## EUREKA

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

A catalogue will give you all details.

ADDRESS:

Eureka Refrigerator Co.  
54 Noble Street,  
TORONTO.

## "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. THE SANITAS CO., Limited, BETHNAL GREEN, LONDON, ENGLAND.

A pushing Agent wanted in each Canadian City.



"BUILD TO-DAY THEN, STRONG AND SURE, WITH A FIRM AND AMPLE BASE" — Longfellow.

## DO YOU?

WISH THUS TO BUILD an advertisement in the CONTRACT RECORD.

TORONTO will bring you tenders from the best contractors.





THE LAING PACKING AND PROVISION CO., - MONTREAL

# There will be icicles on the sun

When a line of Canned Soups better than the "ANCHOR BRAND" is offered to the trade.

No one believes there will ever be icicles on the sun, and when we make the above assertion, it is our way of saying that in soup-making, the acme of perfection has been attained in

## ANCHOR BRAND CANNED SOUPS

WRITE FOR PRICE LISTS



ASK FOR  
**MOTT'S**

### 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  
May Think  
WE  
Emphasize

too much about our

### "SCIENTIFIC" STOVE ENAMEL

But we don't. We are not afraid to put a tin into every house in Canada and let the people judge for themselves.

In order to introduce it to those who do not yet handle it we will during the next three months prepay express charges to any point in Ontario on all orders for 3-doz. and over—Cash to accompany order.

Scientific Varnish Mfg., Co.  
Telephone 2905. TORONTO.

WE  
PAY  
FREIGHT

We will send to any dealer in Ontario one or five cases of "INSTANTANEOUS TAPIOCA," freight paid, if ordered direct from us before May 1st.

Howe, McIntyre Co.  
MONTREAL, Que.

Price,  
per case of  
50 pkgs.,  
\$5 50.

## 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.



McLAREN'S



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

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

# THE BEST IN THE MARKET



## Southwell's Orange Marmalade

NEW SEASON'S GOODS

Per Doz. **\$1.50** Per Doz.



THIS IS ONE OF THE BEST LINES FOR STEADY SALE  
TRY A SAMPLE CASE WITH YOUR NEXT ORDER

# CURRENT MARKET QUOTATIONS

TORONTO, April 23, 1896.

This list is corrected every Thursday. The prices are solicited for publication, and are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations in this department are under the direct control of the Editor, and are not paid for or doctored by any manufacturing or jobbing house unless given under their name, the right being reserved to exclude such firms as do not furnish reliable information.

### BAKING POWDER.

Snow Drift—		
1/4 lb. tins, 4 doz. in case.....	per doz.	\$0 75
1 " " " " " " " " " " " "		2 00
3 " " " " " " " " " " " "		6 50
5 " " " " " " " " " " " "		10 00
10 lb. boxes.....	per lb.	16
30 lb. pails.....		16
Dominion—		
1/4 lb. tins, 4 doz. in case.....	per doz.	1 00
1/2 " " " " " " " " " " " "		1 75
1 " " " " " " " " " " " "		3 00
10 lb. boxes.....	per lb.	20
30 lb. pails.....		20
PURE GOLD. per doz.		
5 lb. cans, 1 doz. in case.....		19 80
4 lb. cans, doz. in case.....		16 00
2 1/2 lb. cans, 1 and 2 doz. in case.....		10 50
16 oz. cans, 1, 2 and 4 doz. in case.....		4 60
12 oz. cans, 2 and 4 doz. in case.....		3 60
8 oz. cans, 2 and 4 doz. in case.....		2 40
6 oz. cans, 2 and 4 doz. in case.....		1 80
4 oz. cans, 4 and 6 doz. in case.....		1 25
10 cent can.....		0 90



Cook's Friend—		
Size 1, in 2 and 4 doz. boxes.....		\$ 2 40
" 2, in 4 doz. boxes.....		2 10
" 2, in 6 " " " " " " " " " " " "		80
" 12, in 6 doz. boxes.....		70
" 3, in 4 " " " " " " " " " " " "		45
Pound tins, 3 doz. in case.....		3 00
1/2 oz. tins, 3 doz. in case.....		2 40
1/4 oz. tins, 4 " " " " " " " " " " " "		1 10
1/2 lb. tins, 1/2 doz. in case.....		14 00

W. H. GILLARD & CO., PROPRIETORS.

Diamond—		
1/4 lb. tins, 4 oz. cases.....		0 67 1/2
1/2 lb. tins, 3 doz. cases.....		1 17
1 lb. tins, 2 doz. cases.....		1 98

### LUMSDEN BROS.

Boston Baking Powder, 1-lb. tins.....	\$1 25
Standard Baking Powder, 1-lb. tins.....	1 50
Jersey Cream B'kg Powder, 1/2 lbs.....	75
" " " " " " " " " " " " " " " " " "	1 25
" " " " " " " " " " " " " " " " " "	2 25

### BLACKING.

DAY & MARTIN'S BLACKING.

Paste. (Boxes of 3 doz. each. per gross.		
No. 1 size (4 gross to a case).....		\$ 2 40
No. 2 size 3 " " " " " " " " " " " "		3 30
No. 3 size 3 " " " " " " " " " " " "		5 00
No. 4 size 2 " " " " " " " " " " " "		6 85
No. 5 size 2 " " " " " " " " " " " "		9 00
Embos'd 97 4 " " " " " " " " " " " "		6 00
Liquid. per doz.		
Pints, A (6 doz. per lb).....		\$ 3 30
" " " " " " " " " " " " " " " " " "		2 25
" " " " " " " " " " " " " " " " " "		1 25
Russet Paste. (3 doz. in box) per gross.		
No. 1. In tins.....		\$ 3 75
" 2 " " " " " " " " " " " " " " " " "		5 65
" 3 " " " " " " " " " " " " " " " " "		7 85
Russet Cream. (1 gross cases) per doz.		
No. 1. In bottles.....		\$ 0 80
2. In bottles.....		1 60
3. " " " " " " " " " " " " " " " " " "		1 90
4. " " " " " " " " " " " " " " " " " "		2 60

### Polishing Paste.

(3 doz. in box) per gross.		
No. 1. In bottles.....		\$3 75
" 2 " " " " " " " " " " " " " " " " "		5 65
" 3 " " " " " " " " " " " " " " " " "		7 85

Polishing Cream. (1 gross cases) per doz.		
No. 1. In bottles.....		\$0 80
" 2 " " " " " " " " " " " " " " " " "		1 35
" 3 " " " " " " " " " " " " " " " " "		2 25
In Metal Tubes.....		1 90
Ivory. per doz.		
Small. In patent stoppered bottles, sponge attached.....		\$0 80
No. 1. " " " " " " " " " " " " " " " " "		1 35
" 2. " " " " " " " " " " " " " " " " "		25 00

P. G. FRENCH BLACKING. per gross		
1/2 No. 4.....		\$4 50
1/2 No. 6.....		4 50
1/2 No. 8.....		7 25
1/2 No. 10.....		8 25
P. G. FRENCH DRESSING. per doz.		
No. 7, 1 or 2 doz. in box.....		\$2 00
No. 4, 1 or 2 doz. in box.....		1 25
CROWN PARISIAN DRESSING.....		9 00

### BLACK LEAD.

Reckitt's Black Lead, per box.....	\$1 15
Each box contains either 1 gross, 1 oz., 1/2 gro, 2 oz., or 1/4 gro. 4 oz.	
Silver Star Stove Paste.....	\$9 00
Dixon's Carburet of Iron Stove Polish, 70c doz.....	7 20

### SCIENTIFIC STOVE ENAMEL.

Gross.....	\$7 50
1/4 gross.....	2 00
Dozen.....	0 75

### BLUE.

KEEN'S OXFORD. per lb.		
1 lb. packets.....		\$0 17
1/4 lb. " " " " " " " " " " " " " " " " "		0 17
Reckitt's Square Blue, 12-lb. box.....		0 17
Reckitt's Square Blue, 5 box lots.....		0 16

### CORN BROOMS

CHAS. BOECKH & SONS. per doz.		
Carpet Brooms—		
"Imperial," extra fine, 8, 4 strings.....		\$3 65
" " " " " " " " " " " " " " " " "		3 45
" " " " " " " " " " " " " " " " "		3 25

"Victoria," fine, No. 8, 4 strings.....	3 30
" " " " " " " " " " " " " " " " "	3 10
" " " " " " " " " " " " " " " " "	2 50
"Standard," select, 8, 4 strings.....	2 50
" " " " " " " " " " " " " " " " "	2 25
" " " " " " " " " " " " " " " " "	2 60
" " " " " " " " " " " " " " " " "	2 40

### CANNED GOODS.

Apples, 3s.....	\$0 80	\$0 85
" " gallons.....	2 00	2 25
Blackberries, 2.....	1 75	2 00
Blueberries, 2.....	0 90	1 10
Beans, 2.....	0 75	0 90
Corn, 2s.....	0 60	0 70
Cherries, red pitted, 2s.....	2 00	2 25
Peas, 2s.....	0 95	1 00
" Sifted select.....	1 10	1 20
" Extra sifted.....	1 45	1 50
Pears, Bartlett, 2s.....	1 65	1 75
" " " " " " " " " " " " " " " " "	2 40	2 40
Pineapple, 2s.....	1 75	2 40
" " " " " " " " " " " " " " " " "	2 40	2 50
Peaches, 2s.....	1 90	2 20
" " " " " " " " " " " " " " " " "	2 50	3 00
Plums, Green Gages, 2s.....	1 85	2 00
" Lombard.....	1 60	1 70
" Damson Blue.....	1 60	1 70
Pumpkins, 3s.....	0 80	0 90
" " gallons.....	2 10	2 50
Raspberries, 2s.....	1 40	2 00
Strawberries, choice, 2s.....	1 90	2 20
Succotash, 2s.....	1 10	1 20
Tomatoes, 3s.....	0 80	0 90
Lobster, talls.....	1 85	2 20
" flats.....	2 50	2 80
Mackerel.....	1 10	1 20
Salmon, Sockeye, talls.....	1 35	1 50
" " flats.....	1 55	1 70
" Cohoes.....	1 10	1 20
Sardines, Albert, 1/2's tins.....	0 10	0 15
" " " " " " " " " " " " " " " " "	0 18 1/2	0 20
" " " " " " " " " " " " " " " " "	0 20	0 25
" Sportamen, 1/2's genuine French high grade, key opener.....		0 15
Sardines, key opener, 1/2's.....		0 15
" " " " " " " " " " " " " " " " "		0 10 1/2
" " " " " " " " " " " " " " " " "		0 18 1/2
Sardines, other brands 9 1/4 11 0 16 0 17 0 18 0 19 0 20 0 21 0 22 0 23 0 24 0 25 0 26 0 27 0 28 0 29 0 30 0 31 0 32 0 33 0 34 0 35 0 36 0 37 0 38 0 39 0 40 0 41 0 42 0 43 0 44 0 45 0 46 0 47 0 48 0 49 0 50 0 51 0 52 0 53 0 54 0 55 0 56 0 57 0 58 0 59 0 60 0 61 0 62 0 63 0 64 0 65 0 66 0 67 0 68 0 69 0 70 0 71 0 72 0 73 0 74 0 75 0 76 0 77 0 78 0 79 0 80 0 81 0 82 0 83 0 84 0 85 0 86 0 87 0 88 0 89 0 90 0 91 0 92 0 93 0 94 0 95 0 96 0 97 0 98 0 99 0 100		0 16 0 17 0 18 0 19 0 20 0 21 0 22 0 23 0 24 0 25 0 26 0 27 0 28 0 29 0 30 0 31 0 32 0 33 0 34 0 35 0 36 0 37 0 38 0 39 0 40 0 41 0 42 0 43 0 44 0 45 0 46 0 47 0 48 0 49 0 50 0 51 0 52 0 53 0 54 0 55 0 56 0 57 0 58 0 59 0 60 0 61 0 62 0 63 0 64 0 65 0 66 0 67 0 68 0 69 0 70 0 71 0 72 0 73 0 74 0 75 0 76 0 77 0 78 0 79 0 80 0 81 0 82 0 83 0 84 0 85 0 86 0 87 0 88 0 89 0 90 0 91 0 92 0 93 0 94 0 95 0 96 0 97 0 98 0 99 0 100



# Out of every Ten Grocers

Who have tried **Edwardsburg Starch**,  
ten have been completely satisfied with it.  
Have you tried it?

## EDWARDSBURG STARCH CO. Cardinal, Ont.

sardines, Amer., 1/4 s	0 04 1/2	0 09
" "	0 09	0 11
Mustard, 1/4 size, cases	10 00	11 00
50 tins, per 100		
MARSHALL & CO., SCOTLAND.		
Fresh Herring, 1-lb.	1 10	1 15
Kipper Herring, 1-lb.	1 70	1 90
Herrings in Tomato Sauce	2 00	2 00
Herrings in Shrimp Sauce	2 00	2 00
Herrings in Anchovy Sauce	2 40	2 40
Herrings a la Sardine	1 85	1 90
Preserved Bloaters	1 85	1 90
Real Findon Haddock	1 85	1 90

CANNED MEATS.		
(CANADIAN.)		
Comp Corn Beef, 1-lb. cans.	\$1 40	\$1 50
" " " 2	2 40	2 55
" " " 4	4 75	5 25
" " " 6	7 75	8 25
" " " 14	16 00	18 00
Mixed Callops	2 60	2 65
" " "	2 60	2 65
Lunch Tongue	3 40	3 50
" " "	2 75	2 80
English Brawn	2 50	2 50
Camb Sausage	4 00	4 00
Soups, assorted	1 50	1 50
" " "	2 25	2 25
Soups and Bouill.	1 80	1 80
" " "	4 50	4 50

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

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

**Codfish.** per doz. Beardsley's Shredded, 2 doz. pkgs. 0 90

CHEWING GUM.	
ADAMS & SONS CO. per box	
Tutti Frutti, 36 5c bars	\$1 20
Pepsin Tutti Frutti, 23 5c packages	0
Pepsin Tutti Frutti, in glass-covered boxes, 23 5c packages	0 80
Homebound Tutti Frutti, glass tops, 36 5c packages	1 20
Cash Register, 390 5c bars and pkgs	15 00
Tutti Frutti Show Case, 180 5c bars and packages	5 50
Glass Jar with Pepsin Tutti Frutti, 115 5c packages	3 75
Tutti Frutti Girl Sign, 160 5c bars and packages	6 00
Tutti Frutti Cash Box, 160 5c bars and packages	6 00
Variety Gum (new), 150 1c pieces	1 00
Orange Blossom, 150 1c pieces	1 00
Flirtation Gum, 150 1c pieces	0 65
Monte Cristo, 180 1c pieces	1 30
Mexican Fruit, 36 5c bars	1 20
Sappota, 150 1c pieces	0 90
Orange Sappota, 160 1c pieces	0 75
Black Jack, 115 1c pieces	0 75
Red Rose, 115 1c pieces	0 75
Magic Trick, 115 1c pieces	0 75
Red Spruce Chico, 200 1c pieces	1 00

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

FRY'S. (A. P. Tippet & Co., Agents.)	
Chocolate—	per lb.
Caracas, 1/4 s, 6-lb. boxes	0 42
Vanilla, 1/4 s	0 42
" Gold Medal Sweet, 6 lb. bxs.	0 29
Pure, unsweetened, 1/2 s, 6 lb. bxs.	0 42
Fry's "Diamond", 1/4 s, 6 lb. bxs.	0 24
Fry's "Monogram", 1/4 s, 6 lb. bxs.	0 24
Cocoa—	per doz.
concentrated, 1/4 s, 1 doz. in box	2 40
" " " " " " " "	" " " "
" " " " " " " "	" " " "
Homeopathic, 1/4 s, 14 lb. boxes	0 33
" " " " " " " "	0 33
JOHN P. MOTT & CO.'S. (R. S. McIndoe, Agent, Toronto.)	
Mott's Broma	per lb. 0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (1/4 s)	0 32
Mott's Breakfast Cocoa (in tins)	0 45
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 22
Mott's French-Can Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 27
Mott's Cocoa Nibs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 19

COWAN COCOA AND CHOCOLATE CO.	
Hygienic Cocoa, 1/2 lb. tins, per doz.	\$3 75
Cocoa Essence, 1/2 lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb.	0 20
Diamond Chocolate, 12 lb. boxes, 1/4 lb. cake, per lb.	0 22 1/2
Royal Navy Chocolate, 12 lb. boxes, 1/2 lb. cake, per lb.	0 30
Mexican Vanilla Chocolate, 12 lb. boxes, 1/4 lb. cake, per lb.	0 35
WALTER BAKER & CO.'S.	
Chocolate—	
Premium No. 1, boxes, 12 lbs. each.	0 42
Baker's Vanilla in boxes, 12 lbs. each.	0 50
Caracas Sweet, in boxes, 6 lbs. each.	0 37
Vanilla Tablets, 416 in box, 24 boxes in case, per box, net.	4 20
German Sweet Chocolate—	
Grocers' Style, in boxes, 12 lbs. each.	0 25
Grocers' Style, in boxes, 6 lbs. each.	0 25
Eight cakes to the lb., in bxs. 6 lbs. e.	0 25
Soluble Chocolate—	
In canisters, 1 lb., 4 lb. and 10 lb.	0 50
Breakfast Cocoa—	
n bxs. nd 12 lbs. each, 1/2 lb. tins.	0 49

COFFEE.	
Green.	
Mocha	per lb. 0 28
Old Government Java	0 30
Rio	0 29
Plantation Ceylon	0 29
Porto Rico	0 24
Guatemala	0 24
Jamaica	0 21
Maracailles	0 21
TODHUNTER, MITCHELL & CO.'S.	
Excelsior Blend	0 34
Our Own	0 32
Jersey	0 30
Laguaya	0 28
Mocha and Java	0 35
Old Government Java	0 30
Arabian Mocha	0 35
Maracibo	0 28
Santos	0 25

DRUGS AND CHEMICALS.	
Alum	\$0 02 \$0 03
Blue Vitriol	0 06 0 07
Brimstone	0 03 0 03 1/2
Borax	0 10 0 12
Camphor	0 80 0 85
Carbolic Acid	0 25 0 50
Castor Oil, 1 oz. bottle, p. gross	4 20
" " " " "	6 00
" " " " "	8 40
" " " " "	10 00
Olive Oil, 1/2 pts., 2 doz. to case, per case	1 25
" " " " " " " "	2 50
Epsom Salts	0 02 0 02 1/2
Extract Logwood, bulk	0 13 0 14
" " " " " " " "	0 15 0 17
Gentian	0 10 0 13
Glycerine, per lb.	0 17 0 18
Hellebore	0 16 0 17
Iodine	5 50 6 00
Insect Powder	0 26 0 30
Saltpetre	0 08 1/2 0 09
Soda, Bicarb. per keg	2 75 2 90
Sal Soda	1 00 1 25
Madder	0 12 1/2
EXTRACTS.	
Dalley's Fine Gold, No. 8, per doz.	\$0 75
" " " " " " " "	1 25
" " " " " " " "	1 75
" " " " " " " "	2 00

# RECKITT'S Blue and Black Lead (ALWAYS GIVE YOUR CUSTOMERS SATISFACTION)

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

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

**LIPTON TEA PLANTER  
CEYLON**

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

**Batty's** 



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

ALL WHOLESALERS  
HAVE THEM.

... EIGHT PRIZE MEDALS

Canadian Agents

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

... Montreal

**MARINE INSURANCE**

**The Mannheim Insurance Company**

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

Further particulars obtainable by applying to Local Agent, or to

**JAMES J. RILEY & SONS**  
Managers for Canada — Montreal

**Notice**

TO THE WHOLESALE  
TRADE ONLY . . .

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

**CIGARETTES**

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

**CIGARS**

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

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

**J. M. FORTIER**

MANUFACTURER

141 to 151 St. Maurice Street **Montreal**

**The Gulf of Georgia Cannery**

**MALCOLM & WINDSOR, Ltd.**


Sole Proprietors, and Agents for

**"Ice Castle Brand" Canned Salmon**

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

FACTORY, Steveston, B.C.

OFFICE, Vancouver, B.C.

A GLASS PITCHER 



... **Free**

with Adams'

**TUTTI FRUTTI**

ASK YOUR WHOLESALER FOR IT

**ADAMS & SONS CO.**

11 & 13 Jarvis St., Toronto, Ont.



# Jam and Jelly

The season is at hand for Jams and Jellies. We can supply you with both in

1 Pound Glasses and Tins  
5 and 10 Pound Tins  
7, 14, 28 Pound Pails

2 Doz. 1 Pound Glasses in a Case  
3 Doz. 1 Pound Tins in a Case  
Other packages are packed to suit

## The Toronto Biscuit & Confectionery Co.

Henry C. Fortier.

7 FRONT STREET EAST, TORONTO.

Charles J. Peter.

Crown Brand (Greig & Co.)—

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

**FLUID BEEF.**

JOHNSTON'S, MONTREAL.

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

**FRUITS.**

FOREIGN.

Currants—Provincials, bbls.	0 04	0 04 1/2
" " 1/2 bbls.	0 04 1/2	0 04 3/4
" Filiatras, bbls.	0 04 1/2	0 04 3/4
" " 1/2 bbls.	0 04 1/2	0 04 3/4
" Patras, bbls.	0 04 1/2	0 05 1/4
" " 1/2 bbls.	0 04 1/2	0 05 1/4
" cases	0 05 1/2	0 05 3/4
" Vostizzas, cases	0 06	0 07 1/2
Panarete, cases	0 08	0 08 1/2
Dates, Persian, boxes	0 04 1/2	0 05 1/2
Figs—Eleme, 14 oz.	0 09	0 10 1/2
" " 10 lb.	0 09 1/2	0 12 1/2
" " 18 lb.	0 13	0 15
" " 28 lb.	0 16	0 18
" tins	0 03 1/2	0 04
Prunes—Bosnia, cases	0 06	0 07
" Bordeaux	0 04 1/2	0 05 1/2
Raisins—Valencia, off stalk	0 04 1/2	0 05 1/2
" Fine, off stalk	0 06	0 06 1/2
" Selected	0 04 1/2	0 05 1/2
" Layers	0 05 1/2	0 06 1/2
" Sultanas	0 05 1/2	0 08
" Cal. Loose Muscates 50 lb. boxes	0 05 1/2	0 06 1/2
" Malaga—		
" London Layers	2 00	2 20
" Black Baskets	2 75	3 20
" Blue Baskets	3 25	3 50
" Dehesa Clusters	4 25	4 50
Lemons—Messina, boxes	2 50	3 50
Oranges—Jamaica	3 50	4 00
" Valencia	5 50	7 00
" Cal. Navels, in boxes	3 00	4 00
" Seville	2 75	3 00

**FOOD.**

Split Peas	3 25	3 50
Pot Barley	3 25	3 50
Peas Barley, XXX, 49-lb. pkt.	2 00	

ROBINSON'S BARLEY AND GROATS.

Patent Barley, 1/2 lb. tins	1 25
" 1 lb. tins	2 25
" Groats, 1/2 lb. tins	1 25
" 1 lb. tins	2 25

**HARDWARE, PAINTS AND OILS.**

CUT NAILS—From Toronto—

50 to 60 dy basis	2 60
40 dy	2 65
30 dy	2 70

20 16 and 12 dy	2 75
10 dy	2 80
8 and 9 dy	2 85
6 and 7 dy	3 00
5 dy	3 20
4 dy A P	3 20
3 dy A P	3 60
4 dy C P	3 10
3 dy C P	4 20

**HORSE NAILS—**  
Canadian, dis. 55 per cent.

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

**SCREWS—Wood—**  
Flat-head iron, 80 p. c. dis.  
Round-head iron, 75 p. c. dis.  
Flat-head brass, 77 1/2 p. c. dis.  
Round-head brass, 72 1/2 p. c. dis.

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

1st break (25 in. and under)	1 30
2nd " (20 to 40 inches)	1 45
3rd " (50 to 60 inches)	3 10
4th " (51 to 60 inches)	3 40
5th " (61 to 70 inches)	3 80

**ROPE—**  
Manilla ..... 0 09 0 09 1/2  
Sisal ..... 0 06 3/4 0 07 1/4

**AXES—**  
Per box ..... 6 00 12 00

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

**HINGES—**  
Heavy T and strap ..... 0 04 1/2 0 05  
Screw, hook and strap ..... 0 03 1/2 0 04

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

25 lb. irons	0 04 1/2
No. 1	0 04 1/2
No. 2	0 04 1/2
No. 3	0 04

**TURPENTINE—**  
Selected packages, per gal. 0 45 0 46

**LINSEED OIL—**  
Raw, per gal ..... 0 54 0 55  
Boiled, ..... 0 57 0 58

**GLUE—**  
Common per lb ..... 0 07 3/4 0 08

**INDURATED FIBRE WARE.**

THE E. B. EDDY CO.

1/2 pail, 6 qt.	\$3 35
Star Standard, 12 qt.	3 80
Milk, 14 qt.	4 75
Round-bottomed fire pail, 14 qt.	4 75
Tubs, No. 1	13 30
" " 2	11 40
" " 3	9 50
Fibre Butter Tubs (30 lbs.)	3 80
Nests of 3	2 85
Keelers No. 4	8 00
" " 5	7 00
" " 6	6 00
" " 7	5 00
Milk Pans	2 65
Wash Basins, flat bottoms	2 65
Handy Dish, round bottoms	2 25
Water Closet Tanks	17 00
Dish Pan, No. 1	7 60
" " 2	6 20
Barrel Covers and Trays	4 75
Railroad or Factory Pails	4 75

**JAMS AND JELLIES.**

SOUTHWELL'S GOODS.

Orange Marmalade	per doz.	1 60
Clear Jelly Marmalade		2 00
Strawberry W. F. Jam		2 30
Raspberry " "		2 30
Apricot " "		2 00
Black Currant " "		2 00
Other Jams " "	1 55	1 90
Red Currant Jelly		3 10
(All the above in 1 lb. clear glass pots.		

**KNOX'S GELATINE.**

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

(Sold by all wholesale grocers.)

**LICORICE.**

YOUNG & SMYLLIE'S LIST.

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

**MINCE MEAT.**  
Wetley's Condensed, per gross, net \$12 00

**MUSTARD.**

COLMAN'S OR KEEN'S.

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

**FRENCH MUSTARD.**

Crown Brand—(Greig & Co.)

Pony size, per gross	3 00
Small Med.	7 80
Medium "	10 80
Large "	12 00
Spoon "	18 00
Mug "	16 20
Tumbler "	12 00
Cream Jug "	21 00

**RICE, ETC**

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

**STARCH.**

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—

No. 1 White or Blue, cartoons	0 05 1/2
Canada Laundry	0 04 1/2
Silver Gloss, 6-lb. draw-lid boxes	0 07
Silver Gloss, 6-lb. tin canisters	0 07
Edwardsburg Silver Gloss, 1-lb. chrome package	0 07
Silver Gloss, large crystals	0 06 1/4
Benson's Satins, 1-lb. cartoons	0 07 1/2
No. 1 White, bbls and kegs	0 04 1/2
Benson's Enamel, per box	3 00

**Culinary Starch—**  
W. T. Benson & Co.'s Prepared  
Corn ..... 0 06 1/2  
Canada Pure Corn ..... 0 05 1/2

**Rice Starch—**  
Edwardsburg No. 1 White, 1-lb. cartoons ..... 0 09  
Edwardsburg No. 1 White or Blue, 4-lb. lumps ..... 0 07 1/2

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—

Canada Laundry, boxes of 40 lbs.	0 04 1/2
Finest Quality White Laundry—	
3 lb. cartoons, cases 36 lbs.	0 05 1/2
Bbls., 175 lbs.	0 04 1/2
Kegs, 100 lbs.	0 04 1/2

**Lily White Gloss—**  
Kegs, extralarge crystals, 100 lbs. .... 0 06 1/4  
1 lb. fancy cartoons, cases 36 lbs. .... 0 07  
6 lb. draw-lid boxes, 8 in crate  
48 lbs. .... 0 07  
6 lb. tin enamelled canisters,  
8 in crate 48 lbs ..... 0 07

**Brantford Gloss—**  
1 lb. fancy boxes, cases 36 lbs. .... 0 07 1/2  
Brantford Cold Water Rice Starch—  
1 lb. fancy boxes, cases 28 lbs. .... 0 09  
Canadian Electric Starch—  
40 packages in case ..... 3 00

**Culinary Starch—**  
Challenge Prepared Corn—  
1 lb. pkgs., boxes 40 lbs. .... 0 05 1/2  
No. 1 Pure Prepared Corn—  
1 lb. pkgs., boxes 40 lbs. .... 0 06 1/2

KINGSFORD'S OSWEGO STARCH.



40-lb. boxes, 1-lb. pkgs.	0 08
SILVER GLOSS 6-lb. boxes, sliding covers (12-lb. boxes each crate)	0 08 1/2
PURE 16-lb. boxes	0 07
OSWEGO 40-lb. boxes, 1-lb. packages	0 07 1/2
CORN STARCH	
For puddings, custards, etc.	
ONTARIO 38-lb. to 45-lb. boxes, 6 bundles	0 06
STARCH IN Silver Gloss	0 07 1/2
BARRELS Pure	0 06 1/2
BROWN & POLSON'S CORNFLOUR	
1-lb. packages	0 07
40-lb. boxes	2 80

**SUGAR.**

Granulated	c. per lb.	0 04 1/4	0 04 3/4
Paris Lump, bbls. and 100-lb. boxes		0 05 1/4	0 05 3/4
Extra Ground, bbls. and 100-lb. boxes		0 05 1/4	0 05 3/4
Powdered, bbls.		0 05 1/4	0 05 3/4
Very bright refined		0 05 1/4	0 05 3/4
Bright Yellow		0 04 1/2	0 04 3/4
Dark Yellow		0 03 1/2	0 04

**SYRUPS AND MOLASSES.**

SYRUPS.

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

**MOLASSES.**

Barrels	0 28	0 32
Half-barrels	0 30	0 35

**SOAP.**

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



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

P. M. LAWRIE'S SOAPS.

Wonderful, 100 bars	per box \$4 00
Supreme, 100 bars	3 60
Our Own Electric, 100 bars	2 00
Sunflower, 100 bars	2 00

BRANTFORD SOAP WORKS CO.



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

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



# NOW IS THE TIME

To look over your stock and order **Starch**

## Remember Brantford

LILY WHITE GLOSS  
CHALLENGE CORN

THE BRANTFORD STARCH CO., LTD.

Brantford, Ont.

10 oz. cakes, 100 cakes in box .... 3 60  
Twin cake, 11 1/4 oz., 100 cakes in  
box ..... 3 85  
All wrapped with lithographed wrapper,  
printed with finest alkali proof ink. Quota-  
tions of lower grades of all kinds of soap  
furnished on application.

**TEAS.**

BLACK.		
	per lb.	per lb.
Congou—		
Half Chests Kaisow, Mon- ing, Paking .....	0 12	0 60
Caddies, Paking, Kaisow	0 18	0 50
INDIAN.		
Darjeelings .....	0 35	0 55
Assam Pekoes .....	0 20	0 40
Pekoe Souchong .....	0 18	0 25
CEYLON.		
Broken Pekoes .....	0 35	0 42
Pekoes .....	0 20	0 40
Pekoe Souchong .....	0 17	0 35
CHINA GREENS.		
Gunpowder—		
Cases, extra firsts .....	0 42	0 50
Half Chests, ordinary firsts .....	0 22	0 38
Young Hyson—		
Cases, sifted, extra firsts.	0 42	0 50
Cases, small leaf, firsts ..	0 35	0 40
Half Chests, ordinary firsts .....	0 22	0 38
Half Chests, seconds .....	0 17	0 19
“ thirds .....	0 15	0 17
“ common .....	0 13	0 14
PING SUEYS.		
Young Hyson—		
Half Chests, firsts .....	0 28	0 32
“ seconds .....	0 16	0 19
Half Boxes, firsts .....	0 28	0 32
“ seconds .....	0 16	0 19
JAPAN.		
Half Chests—		
Finest May pickings .....	0 38	0 40
Choice .....	0 32	0 36
Finest .....	0 28	0 30
Fine .....	0 25	0 27
Good medium .....	0 22	0 24
Medium .....	0 19	0 20
Good common .....	0 16	0 18
Common .....	0 13 1/2	0 15
Nagasaki, 1/2 chests Pekoe	0 16	0 22
“ Oolong .....	0 14	0 15
“ Gunpowder .....	0 16	0 19
“ Siftings .....	0 07 1/2	0 11

**TETLEY'S TEAS.**

No. 1. Retail 70c. cost 50c.
No. 2. “ 50c. “ 35c.
Mixed. “ 40c. “ 30c.

**"SALADA" CEYLON.**



	per lb.
Green label, retailed at 30c. ....	0 22
Blue label, retailed at 40c. ....	0 30
Red label, retailed at 50c. ....	0 36
Gold label, retailed at 60c. ....	0 44
Terms. 30 days net.	
"KOLONA"	
Ceylon Tea, in 1-lb. and 1/2-lb. lead packets, black or mixed. ....	0 22
Blue Label .....	0 28
Green Label .....	0 35
Red Label .....	0 42
Orange Label .....	0 58
Gold Label .....	0 58

**TOBACCO AND CIGARS.**

British Consols, 4's; Twin Gold Bar, 8's .....	0 59
Ingots, rough and ready, 8's. ....	0 57
Laurel, 3's .....	0 49
Brier, 7's .....	0 47
Index, 7's .....	0 44
Honeysuckle, 8's .....	0 56
Napoleon, 8's .....	0 50
Victoria, 12's .....	0 47
Brunette, 12's .....	0 44
Prince of Wales, in caddies. ....	0 48
“ in 40-lb. boxes. ....	0 48

**CANADIAN TOBACCO CO., MONTREAL.**



Cut Tobaccos—	
Comfort, 1-6, 5 lb. box .....	0 22
Champion, 1-10, 5 lb. box .....	0 38
I. O. F., 1-10, 5 lb. box .....	0 28 1/2
Sohmer, 1-10, 5 lb. box .....	0 32 1/2
Imperial Cigarette Tobacco, 1-10, 5 lb. box .....	0 40
Quesel Tobacco, all sizes. ....	0 60
Crown Cut Plug Mixture, 1/2 lb. tin	0 50
1 lb. tin .....	0 47

Cigarettes—	
Sonadora Havana .....	per 1,000 \$10 00
Royal Turkish Egyptian .....	10 00
Creme de la Creme .....	7 20
Lafayette .....	3 80
Marquise .....	7 00
Imperial (Virginia tobacco) .....	3 50
Plug tobaccos (sweet chewing)—	
Navy, in caddies .....	0 35
Navy, plug mark .....	0 33
Honey, boxes and caddies .....	0 43
Spun roll chewing, boxes .....	0 55

Plug smoking (with or without tags)—	
Black Crown smoking, in caddies .....	per lb 0 35

Crown Rouge smoking .....	0 38
Leaf tobacco, in bales. ....	0 20
Cigars—	
La Sonadora Reina Vic- toria Flor Fina, 1-20. ....	\$85 00
La Sonadora Reina Bou- quet, 1-10 .....	55 00
Creme de la Creme Reina Victoria Extra, 1-20. ....	55 00
Creme de la Creme Reina Victoria Special, 1-20. ....	50 00
Honeymoon, Regalia Com- me il Fait, 1-40 .....	55 00
El Caza Culebras, 1-40. ....	55 00
La Fayette Reina Vic- toria, 1-20 .....	32 50
Noisy Boys, Blue Line, 1-20	25 00
Princess of Wales, Prin- cess, 1-10. ....	25 00
Ditto, low grades .....	13 50 20 00

**AMERICAN TOBACCO CO. OF CANADA, LTD.**

Cigarettes—		Per M.
Richmond Straight Cut No. 1, in cardboard boxes of 10. ....	10 50	
Hyde Park, cardboard boxes of 10 and 20. ....	10 50	
Sweet Caporal, slide boxes of 10	7 20	
Athlete, foil-wrapped boxes of 10	7 20	
Old Judge, slide boxes of 10. ....	7 50	
Derby, packages of 10. ....	3 80	
Prince and Gloria, slide bxs. of 10	3 80	
Sweet Sixteen, slide boxes or packages of 10. ....	3 30	
White Caps, slide boxes of 10. ....	3 30	
Old Virginia, slide boxes of 10. ....	3 30	
Parisienne, slide boxes of 10, (mouth-pieces). ....	3 60	
Holder, packages of 10. ....	3 30	
Sultana, slide boxes of 10. ....	3 30	
Majestics, slide boxes of 20. ....	6 60	

Plug Cut—		Per M.
Old Chum, 1-9, 5-lb. boxes. ....	0 70	
Old Virginia, 1-10, 5-lb. boxes. ....	0 60	
Seal of North Carolina, 1-10. ....	0 80	
“ 1-6 pouches	0 80	
Old Gold, 1-10s and 1/4s. ....	0 80	

Cigarette Tobacco—		Per M.
B. C. N. 1, 1-10, 5-lb. boxes. ....	0 83	
Athlete .....	1 10	
Old Judge .....	1 20	
Plug Smoking—		Per M.
Derby, 3s, 7s and 12s, solace .....	0 51 1/2	
Old Virginia, 3s, twist or solace. ....	0 58	
Plug Chewing—		Per M.
Old Chum, 3-lb. boxes, thick or thin. ....	0 58	

**Cigars.**

S. DAVIS & SONS, MONTREAL.		Per M.
Madre E' Hijo, Lord Lansdowne. ....	\$60 00	
“ Panetelas .....	60 00	

Madre E' Hijo, Bouquet .....	60 00
“ Perfectos .....	85 00
“ Longfellow .....	85 00
“ Reina Victoria .....	80 00
“ Pins .....	55 00
El Padre, Reina Victoria .....	55 00
“ Reina Victoria Especial. ....	50 00
“ Conchas de Regalia. ....	50 00
“ Bouquet .....	55 00
“ Pins .....	50 00
“ Longfellow .....	80 00
“ Perfectos .....	80 00
Mungo, Nine .....	35 00
Cable, Conchas .....	30 00
“ Queens .....	25 00
Cigarettes—All Tobacco—	
Cable .....	7 00
El Padre .....	1 00
Mauricio .....	15 00

**WOODENWARE.**

	per doz.
Pails, 2 hoop, clear, No. 1. ....	\$ 1 45
“ 3 “ “ “ 2. ....	1 60
“ 2 “ “ “ 2. ....	1 40
“ 3 “ “ “ 2. ....	1 55
“ “ painted “ 2. ....	1 40
Tubs, No. 0. ....	8 00
“ 1. ....	6 50
“ 2. ....	5 50
“ 3. ....	4 50
Washboards, Globe .....	1 90
“ Water Witch .....	1 40
“ Single Crescent. ....	1 85
“ Double .....	2 75
“ Jubilee .....	2 25
“ Globe Improved .....	2 00
“ Quick and Easy .....	1 60
“ World .....	1 75
“ Rattler .....	1 50
Butter Tubs. ....	1 60
Mops and Handles, combined .....	1 25
Butter Bowls, crates assort'd. ....	2 00

**THE E. B. EDDY CO.**

Per Case.		Single Case
Washboards, Planet .....	1 60	
“ Waverly .....	1 50	
“ XX .....	1 40	
“ X .....	1 25	
“ Electric Duplex .....	1 25	
“ Special Globe .....	1 30	
Matches—		Per Case
5-Case Lots, Single Case		
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Telephone .....	3 10	3 30
Tiger .....	2 60	2 80
Parlor .....	1 70	1 75
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