


Christmas
1895

ALL THE LEADING WHOLESALE TRADE HANDLE OLD CHUM CUT AND DERBY PLUG SMOKING TOBACCOS

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THE HISTORY OF MILLING BEGINS WITH EGYPT

**TILLSON'S
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**White
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Wheat**

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Thoroughly cleaned
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Tilsonburg, Ont.

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MOLINA
TILSONBURG**

MEDAL AWARD

**Molina
Wheat**

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We have made
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SMITH & BARRETT
CHICAGO

THE CANADIAN GROCER

VOL. IX

TORONTO AND MONTREAL, DECEMBER 20, 1895.

No. 51

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We have received the **Highest Awards Made.**

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

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Empress of India.



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Standard Goods THE Best to Handle

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THESE GOODS ARE SECOND TO NONE

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

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

That's Why

REPEAT ORDERS COME IN SO
STEADILY.

STOWER'S

PURE LEMON SYRUP

.. and ..

LIME JUICE CORDIAL

AS LIGHT DRINKS FOR
CHRISTMAS ARE UNSURPASSED . . .

They give Health and Tone
to the system.



LAZENBY'S
Solidified Table Jellies

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

... MANY FLAVORS ...

ARTHUR P. TIPPET & Co.

AGENTS FOR THE DOMINION

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Etc.

Victoria

A.D. 1851-1895

LIKE GOOD WINE

**Sulphur
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**Parlor
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The fame of E. B.
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proves with age.

The name is
old----yet the
product is as
up-to-date as the
new woman.

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

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Agents: F. H. Andrews & Son, Quebec; A. Powis, Hamilton; J. A. Hendry, Kingston;
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and Melbourne, Australia.

The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

Laboratory of Inland Revenue,
Office of Official Analyst,

MONTREAL, April 8th, 1895.

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

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

(Signed) JOHN BAKER EDWARDS, Ph.D., D.C.L.

Prof. of Chemistry and Pub. Analyst,

MONTREAL.

Headquarters for Stoneware

ESTABLISHED 1849
INCORPORATED 1894

Drop us a line when you are in need of any lines of Crockery or Stoneware. In point of quality, shape and finish, our

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

excels all other goods of home production on the market, and fully equals any of foreign manufacture.

The **Brantford Stoneware Mfg. Co.**

BRANTFORD, CANADA

Limited

Crocks
Churns
Water Pitchers
Pickle Jars
Cuspidors
Bake Dishes
Cream Crocks
Stew Pots
Tea Pots, etc., etc.

Just to wish our friends

PRESENT AND PROSPECTIVE

A JOYFUL

Christmas...

ALSO to thank them for the generous patronage of the past year.

AND to express the hope that our efforts to provide only and always

THE VERY BEST GOODS AT THE VERY LOWEST PRICES

may meet with an increased degree of favor during the coming year.

The Reason for the unparalleled popularity of the **CROWN BRAND FLAVORING EXTRACTS** is the fact of our unalterable determination to furnish only the highest degree of purity and strength possible in these goods. Our Crown Label is an absolute guarantee on this point. . . . No order is too large for our capacity nor is any too small to merit our best attention.

ROBERT GREIG & CO.

MANUFACTURERS
AND IMPORTERS

... MONTREAL

Don't **WASTE**

Time pushing Package Teas without merit.

catch on to



ROSE & LAFLAMME, AGENTS **Montreal**

McLAREN'S

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



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

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

"CROWN"
BRAND

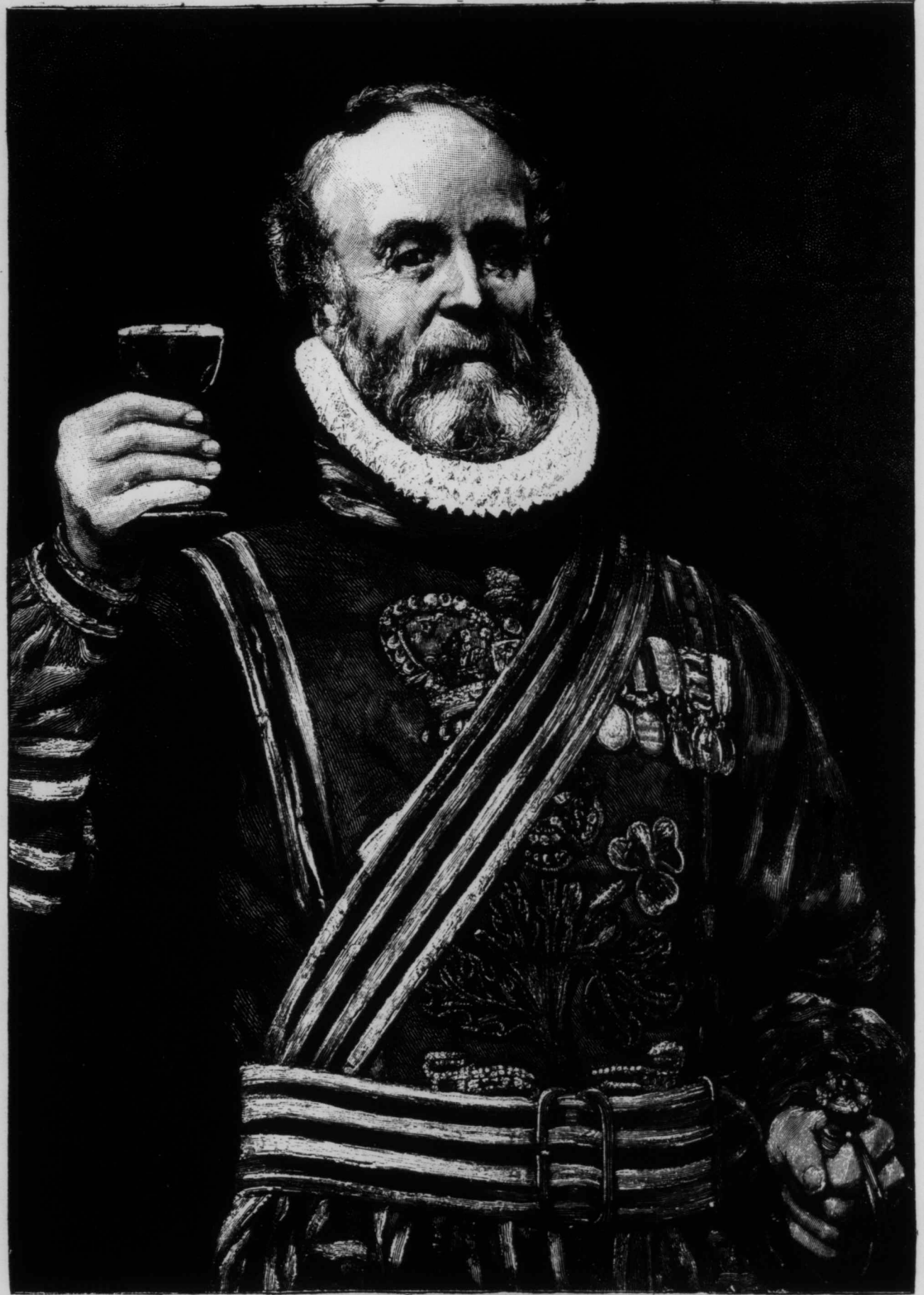
Marshall's Scotch Herrings
FROM THE FAMED ABERDEEN FISHERIES

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

SOLE AGENTS:
WALTER R. WONHAM & SONS, 315 and 318 Board of Trade Building, **MONTREAL**

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"THE QUE N, GOD BLESS HER"

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

THE CANADIAN GROCER

Vol. IX. (Published Weekly)

TORONTO AND MONTREAL, DECEMBER 20, 1895

(\$2.00 per Year) No. 51

DROPS FROM THE EDITOR'S PEN.

A merry Christmas.

Success is won by men of action, not dreamers.

Lard is low; but it is a pretty slippery "customer."

Cleanliness is next to godliness. How is it with you, brother?

Bright new features every day are what will make a business pay.

He who saves his discounts saves himself from a multitude of troubles.

Put on a Christmas smile and keep it on till next Christmas: and then renew it.

Many obstacles to trade will fly asunder when merchants get their heads together.

Do not take any "stock" in your memory as a receptacle for keeping account of your stock.

Store windows were made to show goods, not hide them. It is well to keep this fact in mind.

We all believe in the perseverance of the merchants if we do not the perseverance of the saints.

There is one feature about advertisements along the route of railways: you cannot read them as you ride.

Men behind the counter who are not cleanly dressed can scarcely be expected to have good address.

The man who invented matches is dead. It is to be hoped he has not gone where Lucifer is king.

It is too bad that the man who was robbed of \$900 in Kingston the other day was a

commercial traveler. Every Knight of the Grip will now be considered a man of wealth until some Bill Sykes learns to the contrary.

System is the oil of gladness which obviates friction and facilitates the transaction of business.

Reading develops ideas, but do not spend all your time in reading: work off your ideas before they get stale.

A conscience void of offence may the price slaughterer have, but he is doing an illegitimate business nevertheless.

Dust is tolerated in the flour mill because it cannot be helped, but there is no toleration of it in the store because it can be helped.

A regular advertisement, like a substantial bank account, indicates that the merchant is in good standing in the community.

Just as essential to the success of the business is goodwill between the partners as is goodwill in the shape of dollars in the business.

The intrinsic merit of a thing may be good, but a good salesman and a bright advertisement are necessary to securing a customer for it.

The cutting which has been going on in foreign dried fruits has precluded the possibility of the wholesaler gathering much fruit in the way of dollars.

Now that the war is over in North Ontario, the merchants in that riding will be able to turn their attention to business and other arts of peace.

The merriment of a merchant's Christmas does not all depend on the dollars he takes in during the holiday season, but a lack of dollars alloys the Christmas festivities. May

readers of THE CANADIAN GROCER have many dollars and much merriment this Christmas season.

Many a merchant who has slid to the bottom of the hill would have been on top to-day had he used a little sand of common sense when he first began to descend.

The difference between an engine without steam and a business with a know-nothing merchant at its head, is that while the one will not go at all the other will go backward to destruction.

When politicians cringe one-half as much to business interests of the country as they now do to sectarian interests the dawning of the mercantile millennium will not be many moons distant.

Young men who are now enjoying toboggan rides should be careful to become possessed with the idea that success in life is obtained, not by sliding down hill, but by climbing up.

An Atlanta grocer was arrested for kissing a 13-year-old girl who came into his store to make a purchase. Had it been a 43-year-old girl it would have been a deed void of offence.

The Customs Department was for a week without a captain or even a second in command; the Controller had resigned and the acting commissioner was in Europe.

It is to oblivion and not eminence that some young men are opening up a road, while they imagine they are cutting a swath in the world that will lead them up to everlasting prominence.

The merchants of a Missouri town are employing ladies, pretty ladies of course, to collect bad debts; and the innovation has proved successful. It is said that a woman always does have her way. And why should she not collect bad debts as well as get seal sacks when she has set her mind upon them?

THE HISTORY AND CHARACTERISTICS OF CEYLON TEA

By PETER M. SHORT, TALAWAKELE, CEYLON.

A GLIMPSE at the tea industry of Ceylon. The traveler through Ceylon is not so much struck with the spicy breezes, of which Heber sings in his missionary hymn, as he is with the fine aroma which is wafted along from hundreds of tea factories. The tea factories in Ceylon have sprung up like mushrooms.

The tea plant is not a native of Ceylon. It was introduced about the middle of the present century. The first attempts at tea making did not prove successful. It cost about £5 per pound to make. Nothing daunted at this heavy cost, Mr. Worms persevered with his experiments and distributed plants in different districts. The company of which he was representative changed hands, and the new company, seeing there was a bright future before the tea plant in its new habitat, directed their attention to its cultivation. Their efforts, too, were not crowned with the salutary success anticipated; and it was allowed to lie in the background, while the coffee industry, which at this time was proving itself a perfect gold mine of wealth, received their careful attention. The Fates, however, doomed coffee. First one disease attacked the trees, weakening the plant considerably. The climax was reached when the hemileia vastatrix made its appearance. The impoverished plant, long the prey of the leaf disease, soon withered away before the attack of the hungry army. Ruin was carried through the length and breadth of the island. Hundreds were rendered penniless. This was in the latter end of the sixties and early in the seventies.

Just at this time the cinchona plant was the great rage. The few attempts which had been made proved most successful; and as a drowning man grasps at a straw, so the coffee planters of Ceylon laid hold of cinchona, with a view of recouping their lost fortunes. It proved itself a shelter in the time of storm, but only of a very short duration. The supply of cinchona soon became greater than the demand, and the price of the bark fell from 7s. 6d. a lb. to a less number of pence, a price which scarcely paid for the gathering and curing of the bark. What was now to be done? The planters were driven to their wits' ends. Many left the island for pasture new. Others began to look out for fresh products. Tea was for a long time looked on with fear and trembling. As the old Scotch saying goes, "Once bitten twice shy." But the Ceylon planters had been twice bitten and they were afraid lest they should be bitten a third time, through not being able properly to prepare the leaf after

it had been cultivated. However, this difficulty was overcome and the tea industry increased by leaps and bounds.

SOIL AND CLIMATE.

The plant thrives in every district in the island from sea level almost to the top of Pidurutallagalla, or 7,000 ft. above sea level. The soil of Ceylon is most admirably adapted for the cultivation of tea, being very deep. The climate is also everything that can be desired, with an abundant rainfall all the year round. The tea bush in Ceylon yields all the year round, while in China and many parts of India a crop is got but once a year for about six months.

Statistics are very dry reading, but they are nevertheless most interesting, and those relating to the tea industry are the most surprising of any industrial statistics on record during the present century. The statistics here recorded are from Mr. Ferguson's "Handbook of Ceylon," one of the most interesting publications of its kind published. It ought to be in the hands of everyone who contemplates visiting the Spicy Isle. The figures quoted below are from the first introduction of tea to the present year. To give the annual returns would take up too much time and space, so that the triennial tables will be given only.

AREA UNDER CULTIVATION AND EXPORT IN POUNDS.		
Year.	Acres cultivated.	Export.
1867	10	Nil
1870	No returns	Nil
1873	280	23
1876	1,750	757
1879	6,500	95,969
1882	22,000	697,268
1885	102,000	4,372,722
1888	183,000	23,820,723
1891	250,000	68,274,420
1895	285,000	* 90,000,000

* Estimated.

With results such as these it is not to be wondered at that Ceylon is classed as one of the finest tea-producing countries in the world. It takes five years from the time the seed is planted till the tea bush comes to maturity.

CULTIVATION AND PREPARATION.

No doubt many of your readers would like to know more about the preparation of tea. I will, therefore, give a brief description of the various stages through which it has to pass from the seed to the tea-cup. The plant itself belongs to the same family as the camellia; it is known botanically as the camellia thea. It is a very hardy evergreen and grows to a height of about 17 feet, when allowed to run its full course. On a tea estate it never attains much more than

one-fifth of this height, being periodically pruned down almost to the ground. The leaves are of a leathery nature, with serrated edges, not unlike those of the ordinary camellia. The flower looks like a small white camellia, only about one and half inches in diameter. It is pure white with a beautiful yellow centre of numerous stamens; its odor is very slight. The seed is an irregularly shaped capsule about the size of a small walnut, with two or more cells, each containing a kernel not unlike a monkey nut. It is from the seed the plants are propagated.

The first step in the propagation of plants is the germinating of the seed. Before placing the seed in the ground, it is first allowed to burst forth from its embryonic covering. Then comes the setting out in nurseries specially prepared for the reception of the delicate plants. The nursery requires a great deal of care and attention, copious supplies of water having to be given to the thirsty seedling. Many planters do not have the nursery dug out of the earth, each sprouting seed being placed in a small basket and covered in with earth. The object of this is to have as great a ball of the mother earth around the young bush when planting out as possible, and also to protect the tap root, which is the most vital part of the plant.

While the young plants are coming to maturity the work of clearing the ground for their reception is going on in many places. Large tracks of forest have to be cleared away. In order to clear the jungle the underwood is set on fire, and when it has burnt itself out the charred trunks of the huge trees stand. They are then cut down. In many instances the roots are left in the ground. When the timber is removed the work of draining and roadmaking commences. In the high hilly districts the drains are run right round the hills in order to break the great rush of surface water during the rainy season. They are generally about 40 yards apart. The next step is the lining. The lines are run so that they intersect each other at intervals of from 3 to 4 feet apart. At the point where they cut one another a hole is dug for the reception of the young plant; this hole is about 18 inches deep. The ground is now ready for the reception of the tender roots.

When the seeds have been propagated in a nursery great care has to be exercised in lifting them for transplanting to keep as large a ball of the mother earth around them as possible in order not to injure the tap root. The basket plan is the best, but it is very

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THANKS !

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

MERRY XMAS.

BALFOUR & CO. Wholesale Grocers **HAMILTON**

Established 1844

To the Trade:

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

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

James Turner & Co., - Hamilton

A Good Business



Depends upon keeping an up-to-date stock of reliable goods. I am able to supply you with a line of **Hams, Shoulders, Bacon**, all of the finest selected stock



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

We wish all a Merry Christmas

H. P. ECKARDT & CO., Wholesale Grocers TORONTO

expensive. The basket and all, with its delicate contents, are placed into the hole and the earth is packed in round about it. Once planted out very little attention is necessary, save the keeping of ground clear of weeds and the filling in of spaces where the young shoot has not taken root. Planting is generally done during the rainy season. From the time of planting out till the first tea is plucked a period of about three years elapses. But, as already stated, the plant is not at maturity till its fifth year.

THE PLUCKING

is done by men, women and children, each armed with a basket slung over his or her shoulder, into which the delicate leaf is dropped. In plucking it is only the young leaf bud and the two next leaves that are taken. Great care has to be exercised in handling the tender shoots, not to crush or break the leaf in any way. If by accident the leaf gets broken, the part exposed to the air undergoes rapid oxidation, and then putrefaction takes place before the leaf is withered, thus spoiling the tea by giving red leaf. After a certain quantity of leaf has been plucked it is dispatched from the field to the factory, where it is weighed before spreading out to wither.

THE WITHERING

is carried out on lofts, filled with tats. The tats consist of tiers of trays arranged one above the other. Most commonly they con-

sist of long stretches of jute hessian between four upright posts. The leaf is spread very thinly over these, and allowed to wither, the time occupied varying according to the amount of moisture in the atmosphere. In order to hasten the process fans are used to draw the hot air from the firing machines over the tats. The object of withering is to drive off the excess of moisture and lessen the turgidity of the cells. When the proper degree of wither has been reached, the leaves are soft and flexible, and do not break on crushing with the hand.

ROLLING.

The next stage is the rolling. The object of this process is to give the leaf the curl so familiar to tea, and also to break up the cell walls. This is carried out by a machine called the roller. There are several kinds of rollers, but the one most in use is that known as Jackson's rapid roller. This consists of a table which has a circular motion. On the top of this, a plate also moves in a circle; this plate is fitted with a jacket. On one side of the jacket there is a door for feeding in the leaf. A cap fits into this jacket, and can be raised and lowered at will by means of screws in order to regulate the pressure. On the upper surface of the table and the under surface of the plate short bars are nailed in order to give a sort of screwing movement to the leaf. This method is far more satisfactory, and by far more cleanly,

than the horrid old-fashioned method still in vogue amongst the Chinese of hand rolling. Hand rolling dates away back to the time of Confucius. The machine rolled tea is far more economical, owing to the entire breaking up of the cells, thereby exposing a greater area to the action of the water. Hence the reason that Ceylon teas go further than China, two pounds of Ceylon being equal to three of China tea. The time occupied in rolling is from 30 to 40 minutes. During this process the temperature of the leaf rises. This is partly due to the friction, and also to a process of oxidation that takes place. After the proper amount of rolling has been done the mass of bruised leaves is removed from the roller by means of a trap door on the table. It is then put into the roll breaker. There are various patterns of this machine. The object of them all is to break up the ball into which the leaves have got during rolling and also to separate the finer leaves from the coarser. The former pass through the meshes of the sieve which forms part of the machine, the coarser ones passing over. The fine leaves are then set aside to ferment, while the coarser ones are again put into the roller in order to break up the cells entirely, which has not taken place in the first rolling, owing to the density of the tissues. When the rolling process is complete the leaves have a greenish appearance. They are then set aside to ferment,

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.



To

Our many friends and customers in Toronto and
throughout the Province we wish

A Very Merry Christmas

DAVIDSON & HAY - - TORONTO
Wholesale Grocers.

Open Pan Salt

What is it? It is salt made by the OPEN PAN PROCESS. This is the method of manufacturing salt universally adopted in England, where so much good salt is made.

OPEN PAN SALT is no experiment. It has been tried for years and never found wanting. It produces a medium grain salt that is far better for all ordinary purposes than a very fine grain.

WE HAVE IT.

The Canada Salt Association — CLINTON, ONT.

It has a name . . .

quality made it.

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

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

Canadian Pacific Packing Co.

R. V. WINCH,
Manager.

LULU ISLAND, B.C.

as it is improperly called, oxidation being the change that takes place and not fermentation. In this process the green color changes to a coppery tint. The leaf is then ready for the last stage in the manufacture of tea, namely, firing.

THE FIRING

is done by machines. They all have the same function to perform, that is, to drive off the last trace of moisture present in the leaf. In all of them hot air is either passed over or drawn through the leaf, the temperature varying according to the machine used, from 180 deg. F. to 250 deg. There is still room for improving the firing of tea, in order to retain the essential oil, which is at present driven off. This is obviated by placing the leaf into a highly heated machine at first, in order to coagulate the albumen of the leaf, and thereby prevent the escape of the essential oil. When once the firing is done the made tea has a fine crisp feeling and a most delightful aroma.

SORTING.

The next thing is the sorting of the various grades of tea: The Broken Pekoe, Pekoe and Pekoe Souchong. This is done by means of sieves of different sized meshes. The Broken Pekoe is the finest tea, and is composed of the leaf bud. In it are the little golden tips which fetch such high prices in the market. Pekoe is the leaf next to the bud, and Pekoe Souchong is the second developed leaf. There is also dust made in the process of sifting. This consists of the serrated edges of the leaf which break off in the process of sifting or sorting. Such is a brief account of the history of Ceylon tea.

TANNIN AND ITS EFFECTS.

In conclusion it would be well just to look at some of its properties. It is not the place here to enter into an elaborate discussion of the physiological action or the chemical composition of tea in general, but a brief notice may be useful. First, let us look at the essential ingredients in tea. First, there is that substance, tannin, which has perturbed the minds of so many, and has given to tea a bad name for causing dyspepsia. The evil effect of tea is not so much due to tannin as to other principles, in many cases entirely extraneous to tea. The Chinese are famed for doctoring up tea with Prussian blue, sulphate of copper and other injurious chemicals, which no doubt have led to tea being injurious to digestion. From experiments carried out by the writer, the action of tannin is merely mechanical in regarding the process of digestion; it does not act as some people try to imply, by tanning the mucous membrane of the stomach. The effect of the tannin present in tea is more than counterbalanced by the action of the second ingredient, caffeine or theine. It is to this alkaloid that the stimulating action of tea is due. The chemical formula for

caffeine is $C_8H_{10}N_4O_2$ and the name given by chemists is trimethylxanthin. It is thus built up from xanthin, one of the essential substances for the nutrition of muscle, and from alcohol. It is rather bad to disturb the minds of the total abstainers by telling them that tea contains alcohol, but the percentage is very small, although in combination with xanthin it forms a better stimulant than pure alcohol, is not so rapid in action and its effects are more lasting. The secretions of all the glands are increased, the flow of gastric juice is also perceptibly increased, and thus helps to counteract the action of tannin very considerably. The next thing is the essential oil, to which the flavor of tea is due. It is of little other value.

There is also an alkaloid in tea, which is the cause of the bitterness; it is only extracted on allowing tea to infuse for more than five minutes. This may yet prove to be the injurious agent in tea, and not the tannin. In fact, it has been noticed in many cases that it was only by infusing tea more than five minutes that the evil was done. Therefore, after infusing tea for five minutes the leaves should be removed and treated as poison.

RELATIVE PERCENTAGE OF TANNIN IN CEYLON AND CHINA TEAS.

The late eminent English surgeon, Sir Andrew Clarke, condemned Ceylon tea most unjustly as containing more tannin than China. According to Mr. John Hughes, of London, who has carried out elaborate analyses of Ceylon and China teas, a five minutes' infusion of Ceylon tea contains 8.60 per cent. tannin; of China 7.80 per cent. tannin. This is accounted for, as already stated, by the entire breaking up of the cells in the Ceylon made tea, owing to the better method of rolling. This is easily demonstrated by examining the leaves side by side under an ordinary microscope. Ceylon tea contains also about 2 per cent. more caffeine than China tea does. A simple rule of three calculation will prove that a properly infused cup of Ceylon tea contains more caffeine and less tannin than China tea does, two pounds of Ceylon tea being capable of doing the work of three pounds of China. Thus: 14,000 grs. = 2 pounds; 100 grs. contain 8.60 of tannin, therefore 100 : 14,000 :: 8.60 : 1,204 grs. tannin in two pounds Ceylon tea. Three lbs. = 21,000 grs.; 100 : 21,000 :: 7.80 : 1,638 tannin in three pounds China; or, in other words, the quantity of China tea required to do the work of Ceylon tea would contain one fourth more tannin and a much more considerable per cent. less caffeine.

[The above article came to THE CANADIAN GROCER through P. C. Larkin & Co., of Toronto.—EDITOR GROCER]

True benevolence is to love all men. Recompense injury with justice, and kindness with kindness.

"RAMBLER" TO "OBSERVER."

EDITOR GROCER,—I write this because I wish it to be distinctly understood that the article "Observer" refers to was prompted by no personal ill-feeling against him. It seems some would-be mischief-maker has been trying to convey an opposite impression. It was written simply as a warning to all travelers to be careful in passing judgment when asked, lest they, in their haste, might fall into the same error. Many is the smile I had over "Observer's" letter, but after thinking seriously over it, I have wondered if either he or I can afford time to throw dirt for other parties to laugh at. For my part, out of the few lines I handle there is one I do not handle, and that line is dirt. I say few lines, for "Observer" handles hundreds of lines more than I do, but I have made a good fat living out of the few, and intend to stick to them; and I am always open for another real good line, but it must be good. We have only to reflect a little to see how necessary it is for both of us to be thankful.

I am not a little surprised at a man of "Observer's" age and experience trying to create a ridicule on a man who is trying hard to make an honest living by drawing people's attention to the number of lines he handles. I have been able to satisfy the proprietors of them all, as references will show. Then, again, I am surprised that a man of "Observer's" profession has nothing but the unclean suggestions of others to offer. Let them throw their own dirt. Let them be their own scavengers. In regard to the grocer and the other man, in looking over my psychological study I find that they are both laboring under what is known as an illusionary delusion, that is, if they meant it and did not mean it as a joke. It is getting near New Year, so with ill-feelings towards none, I am yours, etc.,

RAMBLER.

P.S.—There is one thing I can conscientiously say, and that is, that I have always done him more good than harm.

CHEAP ADVERTISING.

The biggest mistake I ever knew a merchant to make, said the lounge, was when one of my friends concluded to spend \$70 to have illustrated signs painted on fences and barns in the country. The pictures were all humorous and in colors, to be painted on a white background. One was a bullfrog reaching out after a bug; another a dog catching a fellow by the seat of his pants, and another a snake and a bird, a sort of a take-off on the "early bird catches the first worm." Well, the painter used whitewash and cheap colors. After the first rain, says a writer in Farm Machinery, the bullfrog picture and the words of the advertisement got wonderfully blended together, and the bulldog was made to chew the advertiser's name instead of the other fellow's trousers; at least that is the way the blur made it appear. After the second rain there was only a vague sort of an indication of an advertisement, the water having washed out some words and letters and leaving others untouched. For instance, the line "Purchase Your Buggies" on the sign appeared as "Chase our Bug."



The Greatest Discovery of the Nineteenth Century

KNOX'S EGG PRESERVER

FRESH EGGS THE WHOLE YEAR
AT THE LOWEST COST

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

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

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

Ask your Wholesale Grocer for it

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

Do you wish

THE
**Best
Gelatine**

In the world ?
To-day . . . ?



THEN BUY

Knox's
SPARKLING CALVES FOOT
Gelatine

IT IS THE PUREST MADE
MAKES 2 QUARTS JELLY

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

Strength, Purity and Good Flavor.

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

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

HAVE YOU TRIED

**Knox's
Crystallized
Fruit
Gelatine ?**

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

MAKES ONE QUART DELICIOUS JELLY

It is packed 3 dozen assorted
flavors in a case.

LET US SEND YOU A
SAMPLE ORDER

It is a good PROFIT MAKER.

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

YOU SHOULD TRY

**Knox's
Acidulated
Gelatine**

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

♦ ♦

ONLY ONE TEASPOONFUL

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

♦ ♦

**The package for the
busy housekeeper**

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

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

FULL RANGE

Fancy Christmas Groceries

**TABLE
RAISINS**

London Layers

Imperial Clusters

Fancy Clusters

London Layers

2 1/4 " Cartons.

Dehesa Clusters

Loose Muscatels

All varieties California Evaporated Fruits

Franco American Plum Pudding, pound tins

Glace Lemon, Orange and Citron Peels

Batger's Nonpareil and Compote Jellies

New Nuts, Tarragona S. S. Almonds

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

Turner, Mackeand & Co. - - Winnipeg



We Wish All

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

The SNOW DRIFT CO. = Brantford.

Have me in your



I can fill all sizes, individual, small, medium and large,

STOCK-IN

FOR CHRISTMAS

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

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THE VACANT CONTROLLERSHIP.

MANY rumors have been rife regarding the Government's policy towards the Customs Controllershship, and all sorts and conditions of men have been mentioned as likely to succeed to the office. The latest names connected with the position are that of Col. Prior, of Victoria, B. C., whom it is understood the Government has decided to take into the Cabinet, and Hon. J. F. Wood, now Controller of Inland Revenue.

Col. Prior is senior member of the hardware and implement firm of E. G. Prior & Co., Victoria, and is most certainly the class of material the Cabinet badly needs. Whether, however, there is any substantial reason for coupling his name with the Controllershship, or whether he is the best material procurable for the position, is another thing. Mr. Wood is a lawyer.

But whoever the Hon. Clarke Wallace's successor happens to be, one thing he must be: he must be a business man; not a type that has obtained his alleged qualifications because he once occupied a bed with a merchant or because, forsooth, he has a few hundred dollars invested in the shares of a joint stock affair, but because he has the hard business sense which is only gathered by years of practical experience behind the counter or in the warehouse.

There are, no doubt, scores of men in Parliament and hundreds of men in the country with, to use a slang term, a "pull," who feel themselves qualified to fill the office. It is true that for some positions in or under the Government the chief duty which those filling them are called upon to do is to draw their salary at regular and stated periods. But the Controllershship of Customs requires the additional ability of actually controlling the department over which he presides. Daily a multiplicity of nice distinctions are submitted to the Controller for his consideration, nice distinctions upon which none

but a business man de facto can possibly give an intelligent ruling. May as well expect a man who has never studied astronomy to give a learned dissertation upon the heavenly bodies as to expect a man who knows nothing of the practical in business to solve the problems which arise in a department which so appertains to the commercial interests of the country.

With so many around it hungry for office, the Government will no doubt find it difficult to select a man for the position because of his fitness and not by reason of his services to party. But the Government will strengthen or weaken itself in the commercial community just in proportion as it complies with the demands of the business men of the country.

THE CHRISTMAS PRESENT EVIL.

A MEAN merchant is an abomination. But during the Christmas holiday season some merchants practise liberality that is little short of an abomination. We refer to the custom of giving Christmas presents.

It is more blessed to give than to receive—under certain conditions. When love or sympathy is the motive that actuates the giver, then and only then does the proverb apply.

It is not for philanthropic objects that a man starts a store. He goes into business for the purpose of at least making a living. The giving of Christmas presents is therefore not a natural concomitant of business. Men go into business to buy and sell.

To lay down a hard and fast rule in the premises is not advisable even if it is possible. Where the merchant can afford it, the giving of a present is sometimes politic. And because a thing is politic it does not follow that it is always mercenary. A slight token of remembrance here and there may prove a good investment. Where it promises such who shall say him nay. Nor should anyone say nay to a known and deserving case of charity.

The evil of the present-giving custom and what has given rise to the crusade against it is the indiscriminate giving of presents.

We one and all condemn the merchant who sells his goods at a price which will not afford him a living profit. And the indiscriminate giving of Christmas presents is in the same category: a merchant cannot give to every Tom, Dick and Harry, or Tom, Dick and Harry's sisters cousins and aunts and be just to himself. And we all know what Shakespeare says about the man who is not just to himself.

Give where it will pay you to do so, give if you can to cases of deserving charity, but discriminate in the bestowal of your goods or means, as you would or should in the matter of credit.

DIRECT IMPORTS OF CEYLON TEA.

A FEATURE of the tea trade on the Toronto market during the past few weeks is the relatively better demand there has been for Ceylon teas compared with those of other growths.

This is, of course, not the season when teas exhibit activity, but the chief reason for the movement in question is the exceptionally fine values that have been shown in shipments from Ceylon direct, buyers having been able to do better than by purchasing on the London market.

The teas which have lately been experiencing the activity in question were purchased in Colombo with the special object of suiting the Canadian market.

The development of the consumption in Canada of British East India teas in general and Ceylon teas in particular has been surprising of late years.

Unfortunately, the returns furnished by the blue books of the Dominion do not go sufficiently into details to enable us to arrive at the exact individual shipments of Indian and Ceylon teas into the country. Of course, we know that the black teas imported from Great Britain are very largely the product of British India, but one is naturally curious to know the proportion that is from India proper and from Ceylon. But until the Government sees fit to classify the imports of teas from these two places, we must make the best we can out of the data as it is furnished us.

One thing we can learn from the Government figures as now adduced, and that is that the direct shipments of tea from British East India, while very small compared with what we get via London, are gradually increasing. For instance, in 1890, out of all descriptions of tea imported—blacks, Japans and greens—our direct importations from British India (India and Ceylon) were about one pound to five hundred pounds. Three years later the proportion was one to two hundred and fifty pounds. The year following (1894), the proportion was as one to one hundred and twenty-five. The Trade and Navigation Returns for the fiscal year ending June last have not yet been issued, but it is likely that they will show a still further increase in the direct importations. At least, that is the general impression of importers whom THE CANADIAN GROCER has approached on the subject. "There is infinitely more coming direct this year than last year" was the way one importer put it.

According to a return just furnished by a London, England, tea house, the exports of Indian tea to Canada from London during the nine months ending October 31st last were 694,539 pounds, against 575,784 the same time a year ago, an increase of over 17 per cent. The relative figures for Ceylon tea were 984,475 and 842,099, or an increase of over 14½ per cent.

A BUSINESS ESSENTIAL.

THERE are many things essential to a successful trade. Among them none is scarcely more important than stock-taking.

A merchant, like a mariner, must take his bearings periodically if he is to know his position.

Many a merchant who has followed the way of the bankrupt would not have done so had he known in the early drifting stages the way he was going.

Just as "a stitch in time saves nine," so the discovery of a leakage in business often means its stoppage, for stock-taking is something more than merely ascertaining the volume of business transacted and the amount of money made or lost. In addition to these it implies a careful diagnosis. Success in business is only obtained by skilful manipulation. Not only is it essential that every possible advantage shall be appropriated, but it is just as necessary that every weight be thrown aside as far as possible. Where these weights are and the nature of many of them can only be ascertained after careful investigation. And the best way to make this investigation is by taking stock at least once a year.

The stock-taking season is close at hand. In fact, as far as the wholesalers are concerned, it is already here, and has been for two or three weeks.

Beyond comprehension as it may seem to some, yet it is nevertheless a fact: there are numbers of retail merchants that never have an inventory taken of their stock, at least till the assignee is deputed to do so.

Besides discovering leaks, and revealing the merchant's financial condition, stock-taking unearths slow-selling lines, thereby determining action in regard to buying in future, so that bad selling and unprofitable lines may be eschewed as much as possible. What are the best selling lines are often discovered along with the revelation of what are the worst sellers.

Every merchant should know his business; and unless he has taken stock he has not this knowledge.

THOSE LOW-PRICED TOMATOES.

Some weeks ago reference was made by THE CANADIAN GROCER to the fact that low offers of a large outside lot of canned tomatoes had disturbed the market at Montreal. These goods were offered at an abnormally low figure, but had no influence on the position of prime brands of the vegetable. They have been hawked around the market ever since without finding a buyer until the close of last week, when it is understood that the entire lot of 5,000 cases or so were closed out to a western buyer. The price was kept private, but it is generally believed to be even below what the line was

originally offered for, as first reported in these columns.

The clearance of this lot off the market puts the stocks in and around Montreal in a much better position.

As to the destination of the goods under consideration, and whether the buyer has them placed, nothing definite is known. The trade in Montreal generally class the purchase as a purely speculative one.

CHAT WITH A MAN FROM JAPAN.

Mr. Low, of C. P. Low & Co., Yokohama and Kobe, Japan, is making a tour of the firm's agencies in Canada and the United States. He is accompanied by Mr. Wainwright, of Chicago, manager of the business in America. Mr. Low reached Toronto this week, and on Tuesday I had a brief chat with him in the office of the firm's local agent, Mr. W. H. Halford. Our conversation naturally turned upon the subject of Japan teas, particularly in regard to their situation in the country of production.

"The principal feature in regard to teas in Japan," said Mr. Low in reply to a query of mine, "is that the crop this year followed a crop that was exceptionally good in leaf, cup and quality. What the people got last year they were naturally anxious to get again this year. Instead of being equal, however, early teas this year were poor in cup and leaf, and higher in first cost. Under these conditions it was extremely difficult to do business.

"There has also been a scarcity of low grades all through the year. Teas which we last year sold on this market at 11 and 12c. per pound were good value, but it has been impossible to get them this season. During September and October, and even now in Kobe teas were to be had at low prices, but they were late teas and not good quality. You simply got a fair leaf, but you did not get anything like the quality you did last year."

"What about the size of the crop?" I ventured.

"The crop this year will probably be somewhat larger than it was the year before; perhaps 2,000,000 pounds more."

"To what do you ascribe the scarcity of low-grade Japans?"

"The principal reason," replied Mr. Low, as he took his cigar from his mouth and sent a cloud of smoke ceiling-ward, "is this: The demand for the better grades of Japan tea was larger than ever before; and they were bought at prices that paid the Japanese so well that it was more profitable for them to make the higher than the lower grades of tea. In other words, the profit was proportionally larger on the higher than on the lower grades. Naturally, the lower grades were ignored."

"What was the effect of the war on prices?"

"The war did not affect the actual price of tea as it did the cost of firing it. Char-

coal, labor, boxes, etc., advanced very materially. The advance was not uniform in everything, but I suppose, taking it all round, the cost in the particulars I mention aggregated 15 or 20 per cent. The men who make the boxes for us make their contracts for the necessary lumber with the natives back in the country. Well, when the war broke out the Government wanted men to go to Corea. As the people who cut the lumber were of the class most desired, the authorities offered them one dollar per day, about seventy cents per day more than they were ordinarily getting. Of course, they jumped at the offer. Then the lumbermen had to employ other and greener hands, and although they had to pay them higher wages than they formerly had to their trained workmen, they could not get nearly as good results. Then the lumberman refused to fill his orders at contract figures, and finally the box maker compelled us to pay higher prices for our boxes than we had contracted for."

"How do you view the outlook for Japan teas in Canada?"

"I find," he replied, somewhat guardedly, "that the tendency is toward cheap teas. Every man who buys Japan teas wants to buy them away down. He is always trying to get the price down. This makes the demand for low grades larger than it ought to be. The retailer here, I am told, is making a big run on teas which he can sell at 25c. per pound. I consider he is making a big mistake, and so is the jobber in encouraging it. Now the retailer can give a tea of much better value at 50c., and at the same time make more money. I am confident, too, that he could satisfy his customer better in the long run. It is a well known fact that the cheaper you sell the goods the less money you make, and the higher you sell them the more money you make."

After finishing his tour of the firm's agencies in America, he leaves for England.

ADVANCE IN DRESSED MEATS.

As a result largely of the annexation to one of the departmental stores of a butcher shop, meats have been rather low in Toronto for some time past. It is said that the venture is losing the store \$200 a week, but for the sake of the additional custom it brings him in other departments he keeps it up. Another thing that tended to bear the meat market was the fact that farmers sent in their field-fed beeves as soon as the cold weather set in, spoiling the pastures, thus bringing on a glut.

The approach of the holiday season has, however, relieved the situation, and despite the rather soft weather meats are bringing fairly good prices. Both beef and lamb fattened for the Christmas trade are quoted a cent or more higher than last week.

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ORANGES CONTINUE EXCITED.

THE Christmas demand for oranges is now on in full force, and the market in Montreal is scantily supplied to meet it. The result is continued firmness, and prices on Jamaica oranges have advanced another dollar to \$9 since last week, making a clean gain of \$2 inside of a fortnight.

There have been receipts of Valencia stock, but they sold as high as \$5 to \$5.25 per box, and a couple of carloads of California stock arrived on Monday, and were taken almost as soon as landed. The fact that these latter, the quality of which was not specially striking, auctioned off under the hammer at \$4 to \$4.90, speaks pretty plainly for the excited condition of the market.

The great scarcity of Florida fruit, which usually is an important factor in the situation, is the chief point. On the other hand, the present outlook for the California crop is good if the critical time between the 20th December and the 20th January is passed over safely without frost. If this is avoided, estimates from reliable authorities on the Coast state that the prospects are for a crop in the State of 3,000,000 boxes.

In the meantime, owing to the position in New York and elsewhere, shippers of Mediterranean fruit, contrary to their usual custom, are exerting all their energies to get their oranges on North American markets at the earliest possible date.

There is just the possibility, considering all the circumstances, of the market being overworked, with a surplus of imports.

According to The New York Commercial Bulletin, shippers are neglecting lemons in their anxiety to get whatever advantage the market affords on oranges.

FANCY FRUIT FOR XMAS.

A special feature of the Toronto fruit market this week is the appearance of three or four lines of fancy goods intended for sale by the better class of the trade.

Notable among these are California pomegranates, Japanese persimmons, and Mexican oranges. The oranges are said to be of very fine quality, and a good substitute for Floridas, of which we have none this year.

BRAZIL NUTS DEARER.

Brazil nuts have been developing considerable strength lately. The reason is a scarcity of supplies.

Wholesalers have this season purchased Brazil nuts as low as 10c. per pound, including cost, freight and duty. To-day the cost is over 12c., or an appreciation of 20 per cent. The jobbing price ranges all the way from 13 to 15c.

As the trade is aware, Brazil nuts contain a large quantity of oil. Consequently they

lose a great deal of weight during the season. Nuts held from the beginning to the end of the season frequently lose 25 per cent. A shipment is accounted to lose 2½ per cent. in weight in course of transit even between here and New York.

Brazil nuts cannot be piled away with safety in sacks the same as other nuts when it is necessary to carry them over: they must first be spread upon the floor and dried, or they will become mouldy, and consequently worthless.

New crop Brazilian nuts usually reach this market about the latter part of February, or the beginning of March.

THE CANNED GOODS PACK.

A SPECIAL meeting of the Canadian Packers' Association was held on Tuesday at the Walker House. Mr. W. Boulter, president of the association, presided. Those present were: W. A. Ferguson, Delhi; W. P. Innes, Simcoe; D. Marshall, Aylmer; W. C. Breckenridge, secretary-treasurer, Hamilton; H. I. Mathews, Lakeport; S. Fenton, St. Catharines; T. E. Owen, of Miller & Co., Trenton; A. C. Miller and W. R. Wright, of A. C. Miller & Co., Picton; F. E. Boulter, of W. Boulter & Sons, Toronto and Picton.

The object of the meeting was to wind up the business in connection with the late Selling Committee of the association, to arrange for the closing up of certain factories acquired by the association about a year ago, and to receive reports regarding the pack. All the matters received attention.

The pack of the country was shown to be, on the whole, satisfactory, not being in excess of the requirements. The very low prices at which goods sold stimulated the consumption. Several factories have been compelled to close up during the year, not being able to meet the keen competition obtaining.

THE CANADIAN GROCER could not obtain any figures regarding tomatoes, but it is understood that the pack is not much larger than that of last year. Although the crop ultimately turned out to be a large one, the damage done to the plants by the heavy frosts in the spring was never fully recovered, the pack not being as large as it was expected it would be. The consumption of canned tomatoes in Canada is estimated to be between 150,000 and 160,000 cases annually.

The pack of corn, it is claimed, is not so large as it was expected to be, although, like tomatoes, it is larger than that of last year. The consumption of corn is about equal to that of tomatoes.

The pea pack is placed at one-third less than that of last year. The consumption of peas varies a great deal, being determined largely by the price.

The consumption of beans is increasing

this year, they taking, to some extent, the place of peas.

The peach pack, as is already known, is very small, the packers being compelled to bring nearly all their fruit from the United States.

Pears were also a small pack. Pears were plentiful enough, but as the fruit came on when the packers were busy on both tomatoes and peaches, they could not receive the attention they otherwise might.

There was a large pack of three-pound and gallon apples, but this has been discounted by the large quantity that have been exported. "There are now very few left," remarked one packer. "A very large trade is now being done with England in this respect."

The strawberry pack was very light, some of the largest packers putting up none.

Of raspberries there was a good pack, and about equal to what it was anticipated it would be.

The pack of plums was light, and it is believed that practically none are now left in first hands.

CRANBERRIES DEAR.

The little berry so delicious when used as a relish with roast turkey is not so plentiful this year as usual. The Canadian cranberry crop did not cut any figure on the market at all, the New Jersey yield was not large, and as a result we have to depend chiefly upon the Cape Cod article for a supply this season.

True, a few cranberries have come into Toronto from the north and a few from Nova Scotia, but they have not arrived in sufficient quantities to influence the market.

The demand is likely to be large for the next few weeks, so we need not look for a quotation on cranberries lower than from \$9.50 to \$10 per barrel for some time to come.

One compensation to the public for the high prices they have to pay is the excellent quality of the berries offered.

ST. JOHN'S WINTER SERVICE.

The St. John Board of Trade has written the Montreal Board of Trade, stating that St. John is now thoroughly established as a winter port, having no less than four lines sailing from the port. They are the Beaver Line to Liverpool, the Furness Line to London, the Donaldson to Glasgow, and the West Indian, calling at Bermuda, St. Croix, St. Kitts, Antigua, Dominica, Martinique, St. Lucia, Barbadoes and Trinidad. The St. John Board also announces that arrangements have been made for through freight rates as low, if not lower, than by United States ports, and it urges that western shippers should patriotically support their own port.

OFFICERS MONTREAL BOARD OF TRADE.

WHEN an important personage like the Minister of Trade and Commerce visits one of the commercial centres of the Dominion there are always subjects of more or less importance which the merchants and manufacturers of these centres desire to bring before him. But frequently the Minister has made his entrance and his exit before the commercial men are aware that he has been in their midst.

At the annual meeting of the Montreal Board of Trade, held on Wednesday, this was one of the particular subjects up for discussion. It was considered that notice of these visits should be given so that the merchants having matters to which they desire to call his attention may have an opportunity of doing so. The Government will be memorialized to that effect. The Minister of Trade and Commerce was in Montreal this week, but he was gone again before some of the merchants knew that he had been in town.

These officers were elected :

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

SEND FOR ONE.

A very striking calendar is that just issued by Laporte, Martin & Cie, of Montreal. To describe it here would be a needless waste of space and time when we suppose our readers may have one if they ask for it. We will say this, however: that they are original in their choice of a design. Instead of a fancy female figure or an English pasture scene, they give us one of the old time, 'way back Irishmen with a shillalah under his arm holding a glass high up, and looking as if he were shouting "Vive la Compagnie," or "Erin go Bragh."

REPACKED CALIFORNIA FRUITS.

Now that the trade in Canada are beginning to use California evaporated goods, such as peaches, pears, apricots and prunes, it is as well that they should be thoroughly prepared and posted so they may be able to secure the best value.

Much of the fruit that has come to this market hitherto has been repacked from bags into boxes either in Chicago or St. Louis, and sold at, apparently, almost as low rates as where goods are bought free on board at the Coast; in some places the quotations are actually lower.

The result of careful investigation has led to the discovery that while the approximate

cost is almost the same to land from the Coast, in repacking the goods were almost invariably steamed or wetted, the consequence being that what was lacking in weight and appearance was made up by this process.

As this is distinctly against the interests of buyers there is little question as to the advantage of buying boxed goods in original packages as put up in California, in which case buyers are sure of getting what they pay for, as long as they deal with reliable parties, and they run no risk of sophistication at the hands of our enterprising friends over the line.

A DRUMMER CONVERTED.

During the evangelical meetings conducted by Mr. Gale in this city, a short time ago, Messrs. Hunter and Crossley, who stopped over here on their way to Charlottetown, told of a well-known commercial traveler and agnostic who had been converted in their meetings in Fredericton. His name was not given, but since then it has been learned that the man in question was Mr. B. Rautenburg, the well-known representative of Park, Blackwell & Co., of Toronto. Mr. Rautenburg, who was at the American yesterday, tells an interesting story of his conversion.—Moncton, N.B., Times.

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 141 to 151 St. Maurice St. **MONTREAL**
MANUFACTURER.

The American Tobacco Company OF CANADA, Limited



MANUFACTURERS OF THE . . .
FOLLOWING CELEBRATED BRANDS OF _____

Tobacco
and
Cigarettes



Cigarettes

Sweet Caporal
Athlete
Derby
Gloria



Cut Plug

Old Chum
Ritchie's Smoking Mix.
Old Judge
Old Virginia



Plug . . .

SMOKING

Derby 12's, 7's and 3's
Old Virginia Twist

CHEWING

Old Chum 8's

A FEW PRICES

Lima Beans, in 80 lb. pockets	4 1/2 c. a lb.
California 4-crown Loose Muscatels, Butler's brand.....	6c. a lb.
California Evaporated Peaches, Griffin & Skelly's 25 lb. boxes....	10c. a lb.
California Evaporated Pears, Griffin & Skelly's 25 lb. boxes	10c. a lb.
Pure Mayette Grenoble Walnuts, in bales of 250 lbs.....	11c. a lb.
Malaga Figs in 25 lb. Frails.....	3 1/2 c. a lb.
Eleme Figs in Layers---	
Good Quality, boxes of 11 1/4 lbs. net.....	90c. a box.
Fine Quality, boxes of 9 lbs. net.....	90c. a box.
Five-Crowns, boxes of 10 lbs. net.....	\$1.00 a box.
Six-Crowns, boxes of 15 lbs. net.....	2.25 a box.
Bevan's Malaga Raisins---	
Imperial Cabinet	1.90
Connoisseurs Clusters.....	2.20
Connoisseurs Clusters, 1/4 boxes.....	70
Hallowi Dates.....	4 1/4 c. a lb.
Bosnia Prunes, Ostrich and Anchor Brands.....	6 1/2 c. a lb.
British Columbia Canned Salmon---	
Cariboo Cohoes.....	1.10
O-Wee-Kay-No Sockeye.....	1.20
Clipper Sockeye.....	1.25
Viceroy Sockeye.....	1.27 1/2
Royal Club Sockeye.....	1.30
Horse Shoe Sockeye	
Clover Leaf (Flats) Sockeye	

HUDON, HEBERT & CIE.

Wholesale Grocers and Wine Merchants

41 St. Sulpice and 22 De Bresoles - - MONTREAL.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

GROCERIES.

THE holiday trade is gradually becoming diminished in volume. The wholesalers are, however, still busy, numerous letter orders for sorting up lots coming in freely. Nearly every merchant wants his goods shipped immediately, and it is requested in a good many instances that they be forwarded by express. After this week we may naturally expect to see a quieter condition for a while. Nothing specially new has developed during the week. Sugar is a little easier in the outside markets, but the Canadian refiners are holding prices steady. The activity in fruits is still the leading characteristic of the market. Next in order come Ceylon teas, the demand for which is exceptionally good at the moment. Canned goods are quiet. Coffees are in fair demand. Brazil nuts are scarce and higher.

CANNED GOODS.

Nothing new has developed during the week, the demand for all classes of canned goods being moderate at steady and unchanged prices. We quote: Tomatoes, 77½ to 85c.; corn, 75 to 85c.; peas, 90 to 95c. for ordinary; sifted, \$1.05 to \$1.10; extra sifted, \$1.50 to \$1.55; peaches, \$2.90 to \$3 for 3's, \$1.90 to \$2 for 2's; raspberries, \$1.40 to \$2.00; strawberries, \$1.80 to \$2.45, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 85 to 90c.; gallons, \$1.90 to 2.25; salmon, "Horseshoe," \$1.35 to \$1.40; "Maple Leaf," \$1.35; "Lion," \$1.35; Lowe Inlet, \$1.27 to \$1.30, in tall tins; cohoes, \$1.10 to \$1.20; canned mackerel, \$1.10 to \$1.20; lobsters, \$1.80 to \$2.10, for tall tins; flats, \$2.35 to \$2.65; half tins, \$1.45 to \$1.50; Canadian canned beef, 1's, \$1.40 to \$1.50; 2's, \$2.40 to \$2.55; 6's, \$7.75 to \$8.25; 14's, \$16 to \$18.

COFFEE.

Choice Rio coffees are scarce and in good demand. In Mocha and Java growths the demand is moderate, and not as good as a few weeks ago. Rio coffees have been a little easier in New York, but it was confined to grades lower than those which come to this market. We quote green in bags: Rio, 19 to 21c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 20 to 22½c.; Java, 28 to 33c.; Mocha, 30 to 35c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 25c.

SUGAR.

The demand is light, while the wholesalers are practically buying nothing, desiring, of course, to keep down stocks till after stock-taking is finished. London is dull and weak, and in New York buyers and sellers are apart. The refiners in Canada, on the other hand, are holding prices firm, particularly yellows. One refinery has advanced the price of yellows another ½c., making a total advance of ¾c. per lb. in less than ten days. The Canadian refiners are taking their cue from the holders of raws in the United States. In Eng-

land a feeling obtains that Germany will not increase the bounty on sugar. We quote: Granulated, No. 1, 4¾ to 4½c.; yellows, 3¾c. up.

SYRUPS.

A fair business has been done in bright syrups, but generally speaking trade is quiet and the supply of syrups to offer light. We quote: Dark, 30 to 32c.; medium, 33 to 35c.; bright, 40 to 42c.

MOLASSES.

Molasses are quiet and unchanged. We quote: New Orleans, barrels, 25 to 32c.; half-barrels, 33½ to 35c.; Barbadoes, barrels, 31 to 35c.; half-barrels, 33 to 37c.

SPICES.

The volume of business appears to be smaller than a week ago, the bulk of the holiday trade having been done. We quote: Pure black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; ditto, best, 28 to 30c. per lb.; all-spice, 14 to 18c.

NUTS.

Activity is still the characteristic of this market. Brazil nuts are scarce and dearer. We quote as follows: Brazil nuts, 14 to 15c.; Sicily shelled almonds, 25 to 26c.; Tarragona almonds, 14 to 14½c.; peanuts, 10 to 12c. for roasted, and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 11½ to 12½c. Marbot walnuts, 12½c.; Bordeaux walnuts, 9c.; Sicily filberts, 8 to 10c. for sacks and 10½ to 11c. for small lots; pecans, 10½ to 11c.

TEAS.

The feature of the market is still the free buying of Indian and Ceylon teas, owing to the extra good cup quality being shown. In Ceylon teas especially the volume of business is much larger than is usual at this season. China green teas are in good position, the scarcity of low-grade Japans having stimulated the demand for these teas. Advices received in Toronto regarding China black teas state that holders are not inclined to sell at the moment. We quote ruling prices to retailers as follows: Young Hysons, 12 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

DRIED FRUITS.

Valencia raisins continue in the same strong position, with the demand good. We quote: Off-stalk, 4½ to 4¾c.; fine off-stalk, 5 to 5½c.; selected, 6 to 6¾c.; layers, 6½c.

Currants continue in active demand at steady and unchanged prices. We quote: Fine Filatras, in barrels, 4¼ to 4½c.; ditto, half-barrels, 4¼ to 4¾c.; ditto, half-cases, 4¾ to 5c.; Casalinas, cases, 5 to 5½c.; Vostizzas, cases, 6 to 6½c.; ditto, half-cases, 6½ to 6¾c.; ditto, extra fine, 6¾ to 7¾c.; ditto, half-cases, 7¼ to 7½c.

Holders of Malaga raisins on spot are be-

ginning to lower prices with a view to cleaning out their stocks before the end of the season. The supply, however, is not large, while the higher grades of fruit are cleaned out. We quote: London layers, \$1.85 to \$1.90; black baskets, \$2.50 to \$2.75; blue baskets, \$3.25; choice clusters, \$3.25; Dehesa clusters, \$3.75; Royal clusters, \$4.25 to \$4.50; Royal Buckingham clusters, \$4.25; Non-Plus-Ultra and Royal Windsor, \$6.

There is a fair enquiry for Bosnia prunes at about 6½c., but only a few houses have any at the moment. The demand for California French prunes continues to increase, these goods finding favor on all sides. We quote prunes: Bosnias "Sphinx" brand, "A," 70-75 to lb., 9c.; "B," 80-85 to lb., 7¾c., "U," 110-115 to lb., 6¾c.; California prunes, 40-50, 10 to 10½c. per lb.; 50-60 to box, 9½c. per lb.; 60-70 to box, 9c.; 70-80 to box, 8½c. per lb.; French, 5 to 6c.

Trade has been fairly active in California fruits during the past week. Egg plums and silver prunes are entirely cleaned out, and no more are obtainable on the Coast. The price of loose muscatels has eased off on the lowest grades. The higher grades, however, remain steady, and the finest grades of 4-crown are in short supply. Apricots are firmer. Peaches are in good supply and unchanged. We quote: Apricots, 13½ to 15c.; peaches, 10½ to 12½c.; pears, 10½ to 12½c.; plums, 6½c. for unpitted, and 12½c. for pitted; nectarines, 11 to 13c.; loose muscatels, 5½ to 6½c. per lb.

Sultana raisins are in fair demand at 5 to 6½c., according to quality.

Figs are in good demand at unchanged prices. We quote: Eleme, 14 oz., 9 to 10½c.; 10 lb., 9½ to 12½c.; 18 lb., 13 to 15c.; 28 lb. 16 to 18c.

GREEN FRUIT.

As the holiday season approaches, business in the green fruit line picks up rapidly and dealers seem to have all they can do. As

IF YOU HAVE ANY "SALADA"

CEYLON TEA

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

P. C. LARKIN & CO.

Wholesale Agents.

25 Front St. East.

and TORONTO

318 St. Paul St., MONTREAL

BEST FOR WASH DAY.

SURPRISE SOAP.

BEST FOR EVERY DAY.

BRANCHES—

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

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

usual the demand for oranges is large, and some difficulty has been found in filling orders, partly owing to the late arrival of Mediterranean cargoes. Bananas, lemons, and grape fruit are firm, though no higher in price. A feature of the market is the importation of some lines of fancy stock for high class trade, such as pomegranates from California, persimmons from Japan, and oranges from Mexico. The firms carrying these specialties are mentioned in the "market notes" below. We quote: Lemons—Messina, \$3 to \$4 per box; Malaga, in half-chests, \$5 to \$6, boxes, \$2.50 to \$3. Oranges—Jamaicas, fancy, in boxes, \$5 to \$5.50; choice, \$4.75 to \$5; in bbls., \$9 to \$9.50; Valencias, 420's, \$5; 714's, 5.50. California navels, in boxes, \$4.25 to \$5; Mexicans, in boxes, \$5.50 to \$6. Bananas, \$1.40 to \$1.75; coconuts, \$3.50 to \$4 a sack; apples, \$1.50 to \$3 a barrel; domestic grapes, in cases, 65 to 75c.; Malaga grapes, \$5 to \$7 per keg; pears, 40 to 50c.; domestic onions, 60 to 65c. per bag; Spanish onions, 50 to 65c. per small crate; sweet potatoes, \$3 to \$3.25 per bbl.; cranberries, \$10 per bbl., and \$3.50 per case; hickory nuts, \$1.80 to \$2 per bush.; grape fruit, \$13 per bbl.; California pomegranates, (176 in case), \$3.75 to \$4; Japanese persimmons, (32 in a crate), \$2.

BUTTER, CHEESE, POULTRY, EGGS.

BUTTER—There is nothing new to say, prices remaining as they were last week. We quote: Old summer dairy and store packed, 8 to 12c.; fresh large rolls, 15 to 16c.; fresh lb. prints, 16 to 17c.; fresh tubs, 16 to 17c. Fresh creamery—Tubs, 20 to 21c.; pound prints, 21 to 22c.

CHEESE—The export demand continues to pick up. We quote: Summer month

makes, 9c.; September and October makes, 9½ to 10c.

EGGS—More than hold their own. Fresh eggs bring 16 to 17½c.; new laid, 21c.; first-class pickled, 14 to 14½c.; No. 2 stock-pickled, 13½c.

POULTRY—The supply has fallen off, and prices are much higher than last week, but a glut is looked for during the holiday week. We quote: Geese, 5 to 6c. per lb.; turkeys, 6 to 8c. per lb.; chickens, 25 to 40c. per pair; ducks, 40 to 70c. per pair.

COUNTRY PRODUCE.

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

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

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

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

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

PROVISIONS AND DRESSED HOGS.

The receipts of hogs are large and prices are lower than ever. For selected weights (100 to 240 lbs.) \$4.50 is paid, and for under or over weights 25 to 50c. less. Products run thus:

DRY SALTED MEATS—Long clear bacon, 6½c. for carload lots, and 6¼ to 7c. for small lots; backs, 7½c.

SMOKED MEATS—Breakfast bacon, 10c.; rolls, 7¼ to 7½c.; hams, large, 22 lbs. and over, 9c.; medium, 15 to 20 lbs., 10c.;

small hams, 10½c.; backs, 9½ to 10c.; picnic hams, 7c.; all meats out of pickle, 1c. less than above.

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

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

FISH.

Trade is fairly good. In oysters the samples on the local market vary considerably in quality, and as a consequence also in price. We quote standards at \$1.15 to \$1.25, and selects at \$1.45 to \$1.65. Fish are quoted as follows: Skinned and boned codfish, 6½c.; boneless fish, 3½ to 4c.; haddock, 5 to 6c.; Labrador herring, \$3.25 to \$3.50 per half barrel and \$5.50 to \$5.75 per barrel; Newfoundland herring, \$2.50 per half barrel, and \$4.50 to \$4.75 per barrel; fresh water salt herring, \$3 per barrel; blue-back herring, 3c.; pike, 6 to 7c. per lb.; flitched cod, 5c.; finnan haddies, 6½c.; Digby herring, in bundles of 5 boxes, 11c.; ditto, lengthwise, 10c.; large halibut, 12 to 15c.; Restigouche salmon, 20 to 25c.; British Columbia salmon, 13 to 14c.; mackerel, 20 to 25c.; steak cod, 6½ to 7c.; haddock, 5c.; black bass, 9 to 10½c. Fresh Lake Erie herring, \$3 per 100; whitefish, 8 to 9c.; salmon trout, 7½ to 8c.; Lake Superior whitefish, 8c.

DRESSED BEEF, VEAL AND MUTTON,

There is a good deal of meat on the market that has been fed specially for the Christmas trade, and this comes rather high (but we must have it). The advance was predicted in these columns some weeks ago. We quote: Beef, first-class, \$6.50 to \$7 per 100

THE TORONTO COLD STORAGE WAREHOUSE

All information from W. H. LECKIE, Manager.

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

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

CANADIAN TOMATO CHUTNEE

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

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

Telephone No. 471.

Established 1870.

JOHN HAWLEY

Provision and Commission Merchant

Butter . Lard Cheese
Eggs . Apples Etc.

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

88 Front Street East, Toronto

WHITE & CO.

TORONTO

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

Valencia Oranges Jamaica Oranges
Messina Lemons

Cape Cod and Jersey Cranberries

Malaga Grapes Figs and Dates

Nuts and Bananas Fish and Oysters

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

Sea Food

"GEM OF THE SEA."

1 and 2 lb. Blocks.

"FAVORITE,"

Pure Cod. 1 and 2 lb. Blocks.

"SATISFACTION,"

Boneless Fish. 25 and 40 lb. Boxes.

PACKED BY

LEONARD BROTHERS

ST. JOHN, N.B.

For sale by

Davidson & Hay, Toronto, Ont.

Season's Greeting

TO ALL OUR

CUSTOMERS AND FRIENDS

CLEMES BROS., TORONTO

lbs.; fair to middling, \$5 to \$5.50; rough and inferior, \$3.50 to \$4. Lamb, 5½ to 6c. per lb. Veal, 4 to 6½c. for first quality.

FLOUR AND FEED.

WHEAT—Quoted thus: White, 70 to 71c.; red, 67c.; goose, 53 to 54c. per bushel.

OATS—We quote: 27 to 28c. per bushel.

BARLEY—Quoted at 33 to 44c. per bushel.

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

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

BREAKFAST FOODS—Easy at last week's prices. We quote: Standard oatmeal and rolled oats, \$3.20 to \$3.30; rolled wheat, \$2.10 in 100 lb. barrels; cornmeal, \$2.90 to \$3; split peas, \$3.25; pot barley, \$3.40.

SALT.

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

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Quiet. Dealers are paying 5, 4 and 3c. respectively for Nos. 1, 2 and 3. Cured are nominal at 6½c., trade being slow.

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

SHEEPSKINS—Lambskins and shearlings have risen 5c., and are now quoted at 80c.

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

PETROLEUM.

Burning oils are firm and likely to rise. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 16½ to 17c.; carbon safety, 18½ to 19c.; Canadian water white, 18½ to 19c.; American water white, 21½ to 22c.; photogene, 22 to 23c.

MARKET NOTES.

Todhunter, Mitchell & Co. report trade good in coffees.

The Eby, Blain Co. are in receipt of a shipment of Brazil nuts.

Smith & Keighley are in receipt of a shipment of Marbot walnuts.

Perkins, Ince & Co. have a fresh shipment of Grenoble walnuts in stock.

Filatra currants in half-barrels are scarce. Perkins, Ince & Co. are just in receipt of a shipment of both half-barrels and barrels of this fruit.

Hugh Walker & Son, Guelph, report the arrival of a car of fancy sweet Jamaica oranges. A shipment of Valencias is also to hand with them.

Warren Bros. & Boomer have arriving a large shipment of tapioca, which they report they will sell lower than any prices previously quoted.

Smith & Keighley: "We feel that times are improving. Our Christmas trade this

Graham, McLean & Co.

Produce Commission Merchants

77 Golborne St. TORONTO.

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

FARM AND DAIRY PRODUCE

Send us a trial shipment. We handle a special line of kettle-rendered Lard.

OUR

"ROYAL CITY"

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

The GUELPH SOAP CO., Guelph, Ont.

RUTHERFORD, MARSHALL & CO.
TORONTO

✱

Butter

Eggs

Cheese

Lard

Honey

✱

Poultry

✱

Wishing our numerous Customers

A Merry Xmas

AND A

Happy New Year

W. N. LAZIER

Box 341, VICTORIA, B.C.

Agent for . . .

REMINGTON MACHINE CO.

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

COWAN'S COCOAS OFFEES CHOCOLATES AND ICINGS

are absolutely pure. All orders promptly attended to.

THE COWAN CO., Ltd.

470 King St. West,

Toronto, Canada.

WHAT WE MANUFACTURE

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

Jas. McLauchlan & Sons

Owen Sound.

year was larger than for any corresponding ing season in ten years."

Alabama cotton cards are being offered by Davidson & Hay.

A line of blue basket raisins is being offered by Smith & Keighley at \$2.50.

H. P. Eckardt & Co. are showing a fine sample of fancy Japan rice, "Mikado" brand.

Davidson & Hay are offering good value in a bright, pure sugar syrup in half-barrels.

A shipment of extra choice sifted Young Hyson arrived on Monday for Davidson & Hay.

H. P. Eckardt & Co. have a new can-opener, the "King," with corkscrew attached.

Rutherford, Marshall & Co. have secured control of the butter made at the Norwich creameries.

The brass scoops which go with Lucas, Steele & Bristol's Potmahoff tea are unique in design.

Dawson & Co. report the arrival of one car of Jamaica oranges in barrels and one car of Valentias.

Further shipments of California prunes and California muscatels are arriving this week for Davidson & Hay.

D. Gunn, Flavelle & Co. report that during the past week they have moved off at good prices large lots of poultry.

H. P. Eckardt & Co. are in receipt of a shipment of California peaches and apricots in bags; also egg plums in boxes.

W. H. Gillard & Co. are showing exceptional values in Moyune Young Hyson teas, of which they have a splendid variety.

McWilliam & Everist report the arrival of one car of California, one car of Jamaica and three cars of Valencia oranges.

Crystal baking powder, put up in lamp glasses by the Pure Gold Manufacturing Co., is reported by the firm to be selling well.

Clemes Bros. have grape fruit in barrels; also to hand two cars of Valencia, two cars of Jamaica and one car of California navel oranges.

Another quick shipment of Grenoble walnuts arrived in Toronto on Monday, having been shipped from Marseilles by Estrine & Co. fourteen days before.

T. Kinnear & Co. have their second shipment of Arguimbau's fine off-stalk and se-

lected Valencia raisins in stock. Unlike the first shipment, they are not candied.

Jas. McLauchlan & Sons, of Owen Sound, report fall and Christmas trade in biscuits and confectionery much in excess of previous years.

D. Gunn, Flavelle & Co. call attention to their pure Maple Leaf brand of lard in 3, 5 and 10-lb. tins, designed especially for Christmas display.

W. H. Gillard & Co. are in receipt of a large consignment of Hallowee Persian layer dates, which they intend offering to the trade at way down figures.

Dawson & Co. have a car of Mexican oranges. These are intended for Christmas trade especially, and are reported of fine quality and very sweet.

Stock of currants, C. & B. peels, dates, nuts, raisins, is still complete with Lucas, Steele & Bristol. Another lot of C. & B. half pint pickles is to hand with them.

W. Boulter & Sons are putting a new label on their gallon apples this season. It is handsome, and its striking feature is three large apples as natural looking as the genuine fruit.

The Windsor Salt Works announce that having now completed their Northwest shipments, they are in a position to fill local orders more promptly than for some time heretofore.

C. B. Knox, who manufactures Egg Preserver, the new compound for preserving eggs, says he has to buy one of his principal ingredients in Nova Scotia. The formula is, of course, a secret.

W. B. Cockburn, Milton, has started a creamery, from which he turns out about 200 lbs. butter per day. He intends increasing the output during the coming summer about 50 per cent.

W. I. Mathews, of the Lakeport Canning Co. has been doing well in shipping apples to Britain. On a recent consignment of 2,500 barrels, the account sales showed a net profit of \$1.25 a barrel.

The genuine "English Sage," both ground and rubbed, which Lucas, Steele & Bristol offer in bulk, should be in every grocer's stock at this season, also their L. P. & Co. pastry spice in 5 lb. tins.

Wm. Paterson & Son, in their "ad." direct the attention of the trade to the fact

that they are putting up bon bons and chocolates in beautiful 1-lb. boxes, all ready for purchasers. They are sold in any desired quantity.

Clemes Bros. have made a special effort this year to cater to high-class trade. To do so they have imported a consignment of California pomegranates and a shipment of Japanese persimmons. The prices of these are noted in the "green fruit" market report above.

Lucas, Steele & Bristol: "Our travelers are off the road between Christmas and New Year. Don't think customers want to be bothered with them during the busy season. Our mail order department does the work then, besides which our telephones 447 and 1258 are always at their disposal."

One city traveler of the Pure Gold Manufacturing Co., of Toronto, placed orders for 1,030 one-pound cans of Rainbow blend of coffee the first day he took out samples. The coffee was put on the market on Monday last.

W. Boulter & Sons had a series of photos taken of their trainload of canned goods which went through Toronto and Winnipeg for Victoria. A section of the train has been reproduced for this enterprising firm in their advertisement in this week's issue.

QUEBEC MARKETS

MONTREAL, Dec. 19, 1895.

GROCERIES.

THERE has been no lack of animation in the grocery market during the past week, for holiday lines of goods are showing the full seasonable activity, while there has been a brisk enquiry for sugar at the refineries, and the strength in that staple has imparted snap to the general market. Tea also has furnished a fair distributing trade, and there has been a good holiday demand for spices. Dried fruit of all kinds rule firm, Valencia raisins being a light stock, while an active trade is being done in California fruit. New dates and prunes rule steady, and the same remark applies to nuts of all kinds, especially shelled nuts, which continue scarce, and any that are here are wanted by holders for their own customers.

Continued on page 32.

WE ARE
PAYING
CASH
FOR

DRIED-APPLES-



W. B. BAYLEY & CO.
EXPORT BROKERS

42 FRONT ST. E. Toronto

PUREST AND BEST



Windsor Table



.. Salt

2 doz. 4-lb. Packages per Case.

The handsomest Table Salt Package on the Canadian market. Also put up in cotton bags, 100/3s, 60/5s, 42/7s, 30/10s per barrel—in 5-lb., 10-lb. and 20-lb. wooden boxes—in cardboard packages, 24/5s, 36/3s and 48/2s per case. Can be ordered from any Wholesale House.

The _____

WINDSOR SALT WORKS, Windsor, Ont.



THE GUARANTEE

"Ice Castle Brand"

THE FOLLOWING IS OUR STOCK OF
Tomatoes, Corn, Peaches, Apples, Pears, Plums, Currants, Raspberries, Strawberries, Cauliflowers, Potatoes, and other choice produce.

1,620,000 CANS

Most of these goods were sold in England and the Colonies. Canadians what Canada is supplying to the world.

Everyone can appreciate a good thing. We have the Patent SOLDER or ACID. We have the Patent reason for our large sales in England. BEST. Inferior goods can't go out with Ice

Canned Fruit and Vegetables

FACTORIES:
 MONTREAL AND ST. EUSTACHE,
 QUEBEC.

J. W. WINDSOR

GUARANTEE OF PURITY

"Ice Castle Brand" Canned Goods



IS ON HAND FOR 1895 OF THIS CELEBRATED BRAND:

each year, Plums, Apples, Squash, Baked Beans,
flower, Lobster, Salmon

S ❖ VALUE \$179,150.00

and. Next year we intend doubling the quantity and showing
to Mother Country.

All our goods are packed in the "Patent Can," sealed without
Canada and no other Factory can use this can. That is one
other is, PURITY OF GOODS. We pack NOTHING BUT THE
"Ice Castle Brand" on them.

Canned Fish

FACTORIES : CAPE COVE, LITTLE RIVER WEST } QUEBEC.
NEW PORT, SEAL COVE }
MAL BAY, WILSON'S POINT, MISCOU, N.B.

— Montreal

We Have Outstripped All



FROM A PHOTO, TAKEN OF A SECTION OF OUR

There can be no comparison
to you and the value of a
guaranteed perfectly pure
packing, again, our
finest quality we can
appear on

We Desire

to convey to you our thanks for the cordial manner in which you have assisted us to place our goods before the consumer. We extend to all the trade the fullest compliments of the season, and wish you all a bright and prosperous New Year.

W. BOULTER & SONS

You should write for our little Xmas Souvenir if you have not yet received one.



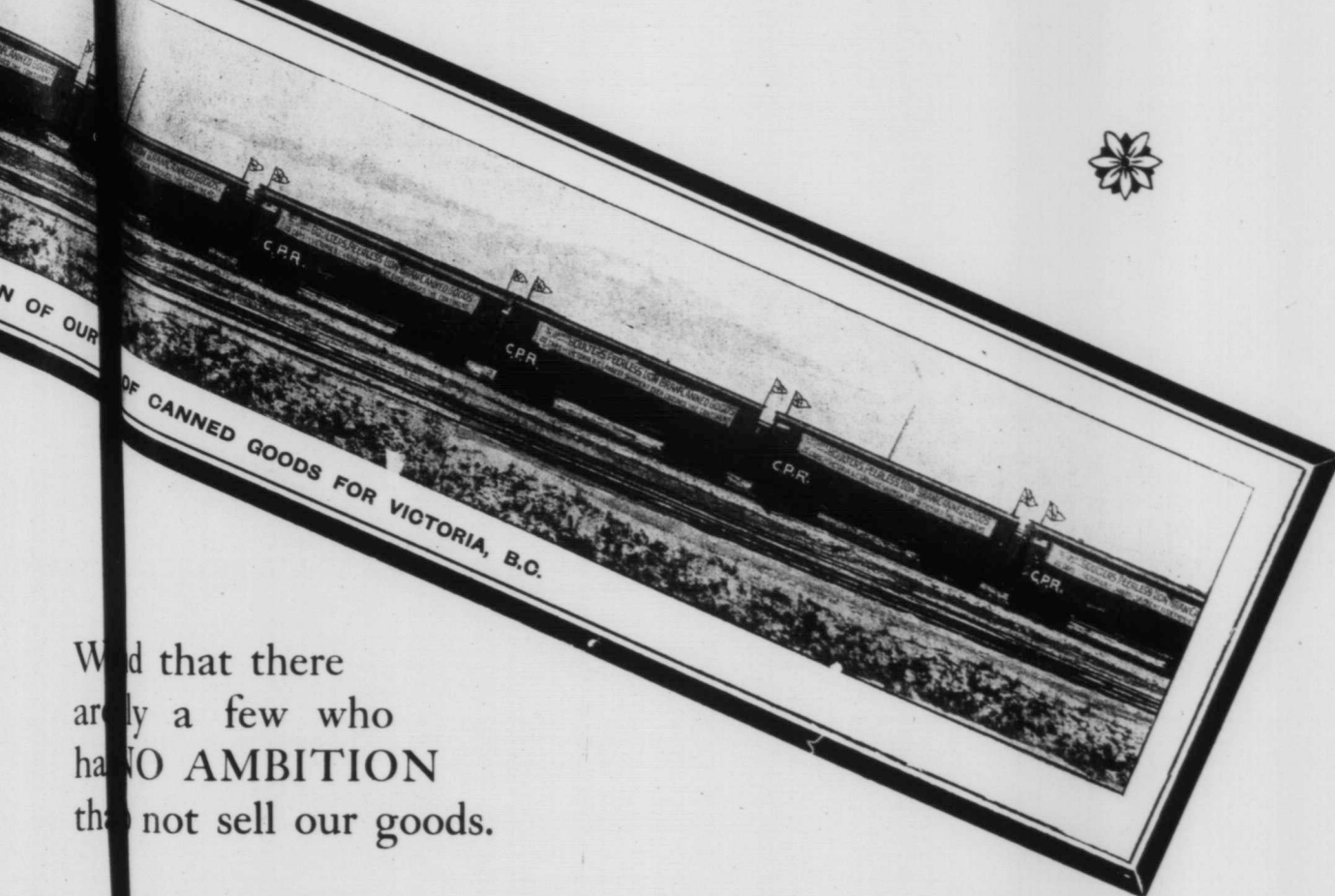
Would that
are only a
has NO A
that not

ope All Competition

There can be no comparison between the real value of our goods to you and the value of any other brand. Our goods are all guaranteed perfectly pure and free from any uncleanness in packing. Again, our cans are attractively wrapped in the finest materials we could have manufactured. This makes the appearance on your shelf very pleasing; and, on this account, and the absolutely fine appearance of the fruit when it is turned out, makes our goods always quick favorites.



THE
LIVE
UP-TO-DATE
STORE
HANDLES
OUR
GOODS.
IT PAYS
TO DO
SO



Would that there
are only a few who
have NO AMBITION
that do not sell our goods.

Remember

Mail Orders receive our personal care.

REMEMBER we guarantee all prices.

REMEMBER all orders shipped same day as received.

REMEMBER "last year." Don't wait until the last moment and find yourself short of goods required.

OUR AIM.....
IS TO PLEASE YOU.

Lucas, Steele & Bristol

Hillwattee Tea Agents

Telephones 447 and 1258.

.....HAMILTON, ONT.

Continued from page 26

Canned goods continue quiet, the excited condition of the orange market continues, while there has been a good trade in fresh fish.

SUGAR.

The firmer feeling in sugar noted last week is fully maintained, and there has been a good demand from jobbers for future delivery at the advance in yellows. Stocks both of yellows and granulated continue light. The anticipated change in granulated has not come about, but the active business noted at the refineries has been maintained, and orders are being booked freely on the basis of $4\frac{1}{4}$ c., with yellows at $3\frac{3}{4}$ to $3\frac{7}{8}$ c. In a jobbing way prices are held firm at $4\frac{3}{8}$ c. for granulated and $3\frac{3}{8}$ to 4c. for yellows, as to grade. Raw sugars are very firm, cable advices noting strength at all the beet sugar centres.

SYRUPS.

There is a fair trade doing in syrups at the refineries, as jobbers' supplies are very light, but they have to wait to have their orders filled, as refiners' stocks are equally light. The demand from the lumbering districts is the chief feature at the moment. We quote jobbing prices firm at $1\frac{7}{8}$ to $2\frac{1}{2}$ c.

MOLASSES.

The molasses market is unchanged, demand being limited, while values continue steady. We quote: Barbadoes, 36 to 37c., and Porto Rico, 35c.

RICE.

There is no change in the rice market, values continuing steady as previously noted.

SPICES.

There is a good active holiday demand for spices of all sorts and prices are steady as follows: We quote: Pure black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; ditto, best, 28 to 30c. per lb.

COFFEE.

There has been a fair demand for coffee during the week and prices are steady at the recent decline. Round lots of Rio have changed hands at 19c., and Maracaibo at 20c. We quote green in bags: Maracaibo, 20 to 21c.; Rio, 19 to 20c.; Java, 28c.; Jamaica, 20 to 21c., and Mocha, 32c.

TEAS.

Rather more business has been doing in teas during the week in twenty-five packages and upwards for actual requirements, the stock moving being chiefly Japans and blacks at 15 to 20c. Few large lots are moving, the only sales in this connection that we hear of being a few lots of Japans at 15 to 18c., aggregating possibly 250 packages. We quote Japans: Low grades, 14c.; medium, 15 to 18c.; fine, 20 to 22c., and choice, 25 to 32c.

DRIED FRUIT.

There is a good jobbing enquiry for Valencia raisins for actual wants, and prices are steady, while western buyers have also been enquiring on this market for fruit during the past eight or ten days. We quote: Ordinary off-stalk, $4\frac{1}{4}$ to $4\frac{1}{2}$ c.; fine off stalk, $4\frac{3}{4}$ to 5c.; selected, $5\frac{1}{2}$ to $5\frac{3}{4}$ c., and laye-s, $6\frac{1}{4}$ to $6\frac{1}{2}$ c.

There is no change to note in California

raisins, but a good jobbing trade is doing and prices rule very firm for standard marks. We quote 4-crown firm at 7c. and 3-crown at $5\frac{1}{2}$ c.

In table raisins, orders have been pretty well filed, and actual business at the moment is quiet. We quote Malagas as follows: Extra loose muscatels, \$1.40; Imperial London layers, \$1.75; Imperial cabinets, \$1.90; Connoisseur clusters, \$2.20; extra dessert clusters, \$3; Royal Buckingham clusters, \$3.50.

Sultanas are steady at 6c.

Currants continue firm at primary markets, and there is a fair local enquiry. Stocks are light and values held correspondingly firm. We quote: $3\frac{3}{4}$ c. in barrels, 4 to $4\frac{1}{4}$ c. in half-barrels, and $4\frac{1}{2}$ to $4\frac{3}{4}$ c. in half-cases.

The prune market is firm, while there is a fair trade doing at former prices. We quote: Bosnia, 6 to $6\frac{1}{2}$ c.; ordinary French, $4\frac{1}{2}$ to 5c., and French plums, 8 to 14c.

California prunes have been arriving to the extent of a few carloads, and show good quality. They range from 8 to 9c.

Figs are fairly active, and steady at last week's prices. We quote in boxes: 10-lb., 9 to 10c.; 20-lb., 14 to 15c.; and 50-lb., 16 to 17c.

The date market is quiet and stocks are now well sorted up for the future. We quote values unchanged at $4\frac{1}{2}$ to 5c.

NUTS.

There is a good active holiday demand for nuts of all kinds. Grenobles continue scarce and firm, and stocks of shelled nuts still continue light. We quote: Grenoble walnuts, 12 to 13c.; filberts, $7\frac{1}{2}$ to 8c.; Tarragona al-

Wishing you the Compliments of the Season

And

EXTENDING
HEARTIEST
THANKS

For Liberal Patronage During
Past Season

H. A. NELSON & SONS

Manufacturers of the celebrated

Rose, Thistle, Shamrock and Daisy Brooms.

Toronto and Montreal



The Years Roll On, but does your bank account roll up to suit you? Do you want to increase it?

THEN SELL

OUR STANDARD TEAS

And watch it grow. Others have.

*The 400 Select
Imperial Congou*

*Dalu Kola Congou
Russian Congou*

Their rich liquoring qualities and strict uniformity at once commend them to consumers. We know whereof we speak.

TRY THEM.

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

B	O	N	B	O	N
O	HOLDING ONE POUND				
X	OF THE MOST BEAUTIFUL				
E	Sweets				
S	YOUR GIRL WOULD LIKE ONE				
PUT UP BY					
WM. PATERSON & SON,			Brantford		

INTERCOLONIAL
London, Eng., 1886

JAMAICA INTERNATIONAL
1891

“REINDEER” BRAND

CONDENSED MILK

CONDENSED COFFEE AND MILK

CONDENSED COCOA AND MILK

EVAPORATED CREAM (Unsweetened)

BUY IN SMALL LOTS AND OFTEN. KEEP IN A COOL PLACE

TORONTO INDUSTRIAL
1892-1893
1895

HALIFAX AND ST. JOHN
Exhibitions



A Merry....
Christmas
To all
Our
Friends.

1895



THE **EBY, BLAIN COMPANY** LTD.

WHOLESALE IMPORTING AND MANUFACTURING GROCERS

TORONTO - - CANADA

Continued from page 32.

monds, 11 to 11½c.; pecans, 9 to 14c., and shelled walnuts 27 to 30c.

CANNED GOODS.

Nothing special is to note in canned goods beyond the clearing up of some outside lots which have been weighing on the market. For prime brands prices all round are steady, and we quote as follows: Lobsters, talls, \$8 per case; flats, \$9 to \$9.50; sardines, ordinary brands, \$7 to \$8.50; best brands, \$9.50 to \$10.50; salmon, \$1.25 to \$1.30 per doz.; tomatoes, 75 to 80c.; peaches, \$2 to \$2.25; corn, 85 to 90c.; marrowfat peas, 95c. to \$1; strawberries, \$2 to \$2.25; raspberries, \$1.75 to \$2; green gages, \$1.75 to \$2; blue plums or damsons, \$1.50 to \$1.75; pineapples, \$2 to \$2.25 and 3-lb. apples, 80 to 85c.

WINES AND SPIRITS.

There is nothing new to report in regard to wines and spirits, and a quiet time is looked for until importers commence to consider the subject of spring importations of wines.

GREEN FRUIT.

The chief feature is the continued strength of the orange market, these fruits ruling strong.

APPLES—Apples are in moderate demand at \$2 to \$5 as to quality.

GRAPES—Grapes continue quiet and steady at \$5 to \$6 per keg for Spanish fruit.

ORANGES—The firm prices continue, and the fact has had some influence in checking the demand. We quote \$8.50 to \$9 per bbl. Receipts of Valencia stock have come to hand, but they have not relieved the strain, prices on them being firm at \$5 to \$5.25 per box.

LEMONS—Lemons rule steady to firm at \$2.75 to \$3.50 per box.

CRANBERRIES—These are not plentiful, and prices are held firm at \$9.50 to \$10 for Nova Scotian and \$12 for Cape Cod.

SPANISH ONIONS—Quiet and unchanged at 30 to 35c. per crate.

FISH.

There has been considerable movement in all kinds of fish, especially fresh stock, and though the arrivals of frozen goods of this kind have been large the market has been well cleaned up. Haddock and cod sell freely at 3½ to 4c., and fresh frozen salmon, 10c. Large to medium herring range from \$1.15 to \$1.25 per 100 and smelts 5 to 6c. per lb., while tommy cods sell at \$1.35 to \$1.50 per bbl.

Pickled fish are dull, only choice goods, being salable. We quote: No. 1. Labrador herring, \$5.25; No. 1 N.S., \$4.25, and ordinary goods, \$3 to \$4; B.C. salmon, \$11; No. 2 Labrador, \$13. No. 1 green cod \$4.25 to \$4.75; No. 2, \$3 to \$3.10; No. 2 mackerel, \$17.50, and No. 1 sardines, \$4.25.

Very little business is doing in dried or boneless cod fish, while in smoked fish stocks are light and prices firm. We quote: Haddies, 6½ to 7c. per lb.; kippered herring, \$1.40 to \$1.50 per 100; Yarmouth bloaters, 90c. per box, and smoked herring, 9 to 10c. per lb.

COUNTRY PRODUCE.

EGGS—A fairly active trade was done in eggs, there being a better demand, but values show no material change. We quote: Choice candled at 14 to 15c., and ordinary stock at 11½ to 12c. per dozen.

BEANS—The demand for beans continues to be of a limited character, and prices rule

about steady. We quote: Car lots of choice hand-picked at \$1.05 to \$1.10, and small quantities at \$1.20 to \$1.30.

POULTRY—The demand for poultry was better, but supplies were large, and buyers had no difficulty in filling their wants. Now that Christmas is near at hand, dealers anticipate quite an active trade in this line during the week. Turkeys sold at 7 to 8c.; chickens at 6 to 6½c.; fowls at 5c.; geese at 5c. and ducks at 7 to 7½c. per lb.

POTATOES—Continue quiet and firm at 40 to 45c. per bag.

HOPS—Market dull, at 7 to 8c. for good and 6 to 6½c. for medium.

TALLOW—Quiet and steady at 5½ to 6c., as to grade.

ONIONS—Red onions sell at \$2.25, and yellow at \$2 to \$2.25 per bbl.

PROVISIONS AND DRESSED HOGS.

Business in provisions is slow and unsatisfactory, notwithstanding the fact that prices are lower than they have been for some time past, still buyers show no inclination to take hold freely. We quote: Canadian short cut, clear, \$13.50; Canadian short cut, mess, \$14; hams, city cured, per lb., 9 to 10c.; lard, Canadian, in pails, 8¼ to 8½c.; bacon, per lb., 9 to 10c.; lard, com. refined, per lb., 6¼ to 6½c.

In dressed hogs a fair jobbing trade was reported, there being a better demand, and sales were made at \$4.90 to \$5, but car lots moved slow at \$4.65 to \$4.75 per 100 lbs.

FLOUR, MEAL AND FEED.

In Manitoba grades of flour millers report a good business doing, the demand keeping up from local and country buyers at steady prices. Ontario grades are quiet. We quote: Winter wheat, \$3.65 to \$4.00; spring wheat patents, \$3.75 to \$3.85; straight roller, \$3.40 to \$3.50; straight roller, bags, \$1.60 to \$1.70; extra bags, \$1.50 to \$1.60; Manitoba strong bakers', \$3.40 to \$3.65.

The demand for oatmeal was limited. We quote: Standard, bbls., \$3 to \$3.10; granulated, bbls., \$3 to \$3.15; rolled oats, bbls., \$3 to \$3.15.

The feed market was steady, and a fair trade was transacted. We quote: Bran, \$14 to \$15; shorts, \$15 to \$16; mouillie, \$19 to \$20.

CHEESE AND BUTTER.

Cheese exhibits little change, and few traders expect any until after the New Year. What developments will follow that date are hard to say, but it is evident that the holders of cheese on this side of the water have little or no anxiety about an outlet for their goods at a profit, when they are ready to sell. Their confidence is based upon the great shortage in exports from the continent, which has been frequently referred to before, and the fact that current values are low compared with previous years. Actual business on spot is very small and prices continue nominal, sellers' ideas on late made cheese being firm at 9½c., with medium to ordinary stock ranging from 8½ to 9c.

There is no improvement in the butter market, and it looks at present as though values were going to rule low for some time to come, as exporters are entirely without encouragement. The supply, therefore, is more than equal to the present domestic wants, and unless these increase there is little prospect of any improvement in prices. Jobbing business in creamery in fair sized lots is passing at 19 to 19½c., and prices on dairy stocks are purely nominal.

The exports of cheese, via the seaboard, during the past week comprised 12,542

boxes of cheese, and 174 packages of butter, which went to the following ports: 10,819 cheese and 174 butter to Liverpool, 841 cheese to London, 379 to Bristol, 100 to Antwerp, and 403 to Belfast. This makes the total, to date, 31,735 cheese and 1,146 butter to Liverpool, 15,460 cheese to London, 3,786 to Bristol, 100 to Antwerp, and 403 to Belfast, a total of 51,484 cheese and 1,146 butter since the close of navigation. For the corresponding period last year the exports were 66,865 boxes of cheese and 1,456 butter. Since the 1st of May the exports amount to 1,767,491 boxes cheese and 70,810 butter, against 1,792,923 cheese and 33,593 butter for the same period in 1894, a decrease of 24,432 boxes of cheese, and an increase of 37,214 packages butter.

HAY.

The hay market continues strong, with a good demand, but holders are backward sellers at \$13 for No. 1 and \$12 for No. 2.

ASHES.

The ashes market is steady. We quote: Firsts, \$3.70; seconds, \$3.50, and pearls, \$4.65 per 100 lbs.

MONTREAL NOTES.

A. P. Tippet & Co. are offering to the trade now E. R. Skelley's Riverside navel California oranges, which are the earliest variety on the Coast. These will not be ripe before February 1st.

Ewing, Herron & Co. have now on hand a fine lot of imported chicory, which they consider to be very good value at the price they offer it at.

Mr. Laflamme, of Rose & Laflamme, has just returned to town from a hunting trip. The weather was rather too fine for successful stalking, but he succeeded in getting one or two red deer nevertheless.

A carload of California oranges, which came to hand on Monday, auctioned off as high as \$4.50 per box.

There have been some sales of black and Pingsuey teas during the past week, aggregating 500 chests, at low prices, viz, 9 to 11c., as to grade.

The sugar market has ruled quite firm, but the expected advance in granulated did not come to pass.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., Dec. 19, 1895.

THERE has been a fair movement among the wholesale trade, but business is falling off. The retailers are selling large quantities of holiday goods, but a little more snow would improve the business. They have their stores looking very handsome. St. John should be proud of her retail stores. The fine display of American biscuits is a feature. The candy displayed is largely the product of our own province. Our manufacturers are doing a very large season's business, but they find it difficult to please all, as retailers want their goods fresh, and all want them shipped about the same time. There is much dissatisfaction among our merchants that they should have to pay duty on the duty charged by outside countries when buying goods held there in bond. It is working very much to the disadvantage of the smaller importers. Mar-

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,
AGENTS: { Winnipeg; W. M. P. McLaughlin, St. John, N.B.; Wm. Brewster, Palmer House, Toronto, Selling Agent.

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

BELL'S SPICED SEASONING

For over 25 years the favorite American

POULTRY DRESSING

Agent for Canada:

WM. H. DUNN, 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

Dawson & Co.

FRUIT PRODUCE and COMMISSION MERCHANTS

32 WEST MARKET STREET

TORONTO.

Consignments Solicited.

GEORGE McWILLIAM.

FRANK EVERIST.

TELEPHONE 645.

McWILLIAM & EVERIST

GENERAL **FRUIT Commission Merchants**

25 and 27 Church street, TORONTO, ONT.

Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.

All orders will receive our best attention.

Mince Meat

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

GUARANTEED PERFECTLY FRESH.

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

F. W. FEARMAN

HAMILTON

kets have rather an upward tendency, particularly sugar. Values show little change.

SALT — There is no change in price noted. Some which arrived via Boston is held here in bond, the Customs holding they should pay duty on it as American salt, on account of length of time it was in Boston before being re-shipped here. Our merchants sell quantities in Maine and no doubt this will be sold there. There is but little demand. About one thousand sacks will arrive by ss. Lake Ontario from Liverpool this week. Stocks held fair. We quote: Coarse, 50 to 55c.; fine factory-filled, 95c. to \$1.10; 5-lb. bags, \$3.25 per bbl.; 10-lb. bags, \$3 per bbl.; 20-lb. boxes, 20c.; 10-lb. boxes, 12c.; cartons, \$1.90 to \$2 per doz.; dairy, bulk, \$2.80 per bbl.; cheese, bulk, \$2.70 per bbl.

OIL — Prices are as quoted last week. There is a rather easier feeling, although shipments are not so large as during the last few weeks. We quote: Best American, 23 1/4 c.; best Canadian, 21 1/2 c.; prime, 19c. No charge for barrels.

CANNED GOODS — For the past few years canners in Nova Scotia have sold quite a quantity of corn and tomatoes in this market. This season they did not pack any, not caring to compete with Ontario prices. They have, however, had good business in gallon apples and condensed milk. Outside of fish the chief goods canned in New Brunswick are corn, peas and blueberries, the latter with but a limited sale. Large quantities of the corn and peas are sold. Prices show no change, goods being sold very near cost. There is quite a demand for the new brand of pork and beans which are being offered. They are put up in one and two pound tins, are done up in tomato sauce and are called "Van Camp." We quote as follows: Corn, 85 to 90c.; peas, 90 to 95c.; tomatoes, 90 to 95c.; corned beef, 2-lb. tins, \$2.60 to \$2.75; 1-lb. tins, \$1.50 to \$1.60; oysters, 2's, \$2 to \$2.25; 1's, \$1.60 to \$1.65; peaches, 3's, \$2.85 to \$2.90; 2's, \$1.90 to \$2; lobsters, \$1.75 to \$2; haddies, \$1.40; salmon, \$1.35 to \$1.50; flat, \$1.75; clams, \$5.50 for 4 doz.; chowder, \$3 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1; pineapples, \$2.35; kippered herring, \$1.10; American peaches, \$2.40.

GREEN FRUIT — There is a fair business doing, but except oranges, lemons, grapes and apples, there is little to sell, and the cold weather also tends to lessen business. But just now there is a fair demand. There are not many West India oranges here at present, but the steamer which arrives this week is expected to bring some. Prices are very firm for selected fruit. Valencias are arriving freely, and each lot is rather better. Price shows no change. In lemons there are good stocks to hand at easy prices. In apples, very few are now arriving, and good fruit is held very firm. Grapes, in kegs, for good quality are firm at the price. There is a great difference in quality. We quote: Lemons, \$4 to \$5; West India oranges, \$7 to \$7.50 per bbl.; Malaga grapes, \$5 to \$6.50; Valencia oranges, \$5 to \$5.50; Pippins and winter fruit, \$1.50 to \$2.50.

DRIED FRUIT — There are very few, if any, off-stalk in the market. There is a small stock of selected and layers, which are held

PILKINGTON'S POWDERED PERFUMED LYE

"BELL BRAND" in 1-lb. tins.

Dillon & Co.'s Baking Soda

"BELL BRAND" in 1-lb. packages.

Ask your wholesale grocer for them.

BIRD SEED. Your Customers will have Turkey and Plum Pudding at Christmas. Do not let them forget to give their Birds the best food, viz.:



Brock's Bird Seed and Bird Bread

NICHOLSON & BROCK - TORONTO

IF YOU WANT..

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

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

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

W. M. RYAN

PORK PACKER, WHOLESALE PRODUCE and COMMISSION MERCHANT

70 and 72 Front St. East, Toronto

Liberal Advances made on Consignments.

Egg Cases Supplied.

S. K. MOYER,

COMMISSION MERCHANT

Wholesale Dealer in . . .

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

76 COLBORNE ST., TORONTO, ONT.

XMAS - ORDER NOW..

(Maple Leaf Brand)

PURE LARD

HAMS

BREAKFAST BACON

D. Gunn, Flavelle & Co.

Pork Packers and Commission Merchants Toronto

very firm. As before noted, the presence of a quantity of California loose muscatels in the market tends to keep price of Valencias from a further advance. If boxes were smaller the trade would be better pleased. Onions of best quality are firmer. With price higher, evaporated apples tend upward. There is but little trade for dried. New dates are to hand, and look well; price as last year. In prunes there are no new yet, and arrivals will be small. The trade last season was not satisfactory. It looks as if some California prunes would be sold here; price asked is rather higher than for French. Figs are quoted rather easier. In nuts, filberts are firmer. Sales good in all lines. We quote: New Valencias, 5 to 6c.; new figs, 10 to 12c.; new 4-crown Cal. L. M. raisins, 6 to 7c.; new 3-crown Cal. L. M. raisins, 5½ to 6c.; keg prunes, 4c.; boxes, 4¾ to 6c.; new Cal. L. L. raisins, \$1.50 to \$1.75; new currants, bbls., 3¾ to 4c.; half-cases, 4 to 4½c.; new evaporated apples, 7 to 7½c.; dried apples, 5 to 6c.; dates, 4½ to 5c.; California evaporated peaches, 12 to 13c.; do. apricots, 12 to 14c.; do. pears, 12 to 13c.; clean currants, bulk 5 to 6½c.; 1-lb. cartoons, 7 to 7½c.; Canadian onions, \$2 to \$2.25 per bbl.; cocoanuts, \$4 to \$4.50 per 100; citron, 15 to 16c.; orange, 13 to 14c.; lemon, 12 to 13c.; new cleaned currants, 6-crown, 1-lb. cartoons, 8 to 8½c.; Sultanas, 10c.; half-boxes, layers, 6¾ to 7c.; quarter-boxes, layers, 7 to 7½c.; Valencia layers, 6 to 6½c.

DAIRY PRODUCE—In eggs there is an upward feeling; for fresh stock high prices are paid, with good case eggs in demand. Buyers are very careful, so many send poor case eggs to the market. In cheese a number of factories, both in New Brunswick and Nova Scotia, have a quantity still on hand. There were a few small shipments sent forward to Liverpool during the week. In price no change is noted, with rather dull demand. Butter is very dull for average stock, there being large stocks of poor to fair. Extra quality is in good demand, and creamery, both tubs and rolls, are higher, with but small supply. We quote: Cheese, 8½ to 9c.; butter, 17 to 18c.; eggs, 17 to 19c.; fresh creamery prints, 23 to 24c.; tubs, 21 to 22c.

MOLASSES—The feature of the week has been the advance in New Orleans of 2c., it being strong with an upward feeling. A very nice grade of these goods, in about 40 gal. packages, have been selling here during the fall, finding steady demand. There are very few small packages held here, outside of this grade, and stock of it is limited. West India molasses continue fair stock, with best quality held firm. There is rather larger stock held here than it was thought there would be at this season. Syrup has also advanced, while stock held here is not large. We quote: Barbadoes, 32 to 34c.; St. Croix, 31 to 32c.; Porto Rico, 34 to 36c.; syrup, 35 to 38c.; Trinidad, 32 to 33c.; New Orleans, bbls., 35 to 36c.

SUGAR—Market is firmer, and further advance is looked for. We quote prices ½c. higher this week. Stocks here are not large, though some are well supplied, principally granulated. We quote: Granulated, 4¾ to 4½c.; yellow, 3¾ to 3¾c.; Paris lump, 5¼ to 5½c.; powdered, 5¼ to 5½c.

FISH—There is little new to report, all grades of dry, except perhaps small cod, being held firm, with good business. The feeling in pickled remains unchanged, with fair business doing. In smoked the market is again lower, and shows no hopeful signs. There are not many lengthwise offered, as the larger fish are used for bloaters, for

which there is fair demand at very good prices. In fresh business has so far been light. Weather has been such that there is no stock to hand. There are a fair quantity of orders awaiting stock. In boneless a steady demand is noticed. We quote: Medium cod, \$3.50 to \$3.60; large, \$3.75 to \$3.85; small, \$2.25 to \$2.50; pollock, \$1.50; bay herring, \$1.25 to \$1.30; Grand Manan, \$1.30 to \$1.40; rippings, \$1.65 to \$1.70; wolves, \$1.90 to \$2; Quoddy River, \$2.75 to \$3; smoked, 5 to 6c.; shad, half-bbl., pickled, \$5 to \$5.50; Canso, \$5; halves, \$2.75; Shelburne, \$2.75 to \$3 per bbl.

PROVISIONS—Prices remain very low, and at present there is an easy feeling. Demand is but light. Lard shows best movement, while smoked meat is dull. Prince Edward Island goods are well liked here. We quote: Domestic mess pork, \$14 to \$14.50; clear pork, \$15 to \$15.25; mess, \$14 to \$14.50; plate beef, \$12.25 to \$14; pure lard, 9 to 10c.; compound lard, 8c.; cottolene, 9¼ to 9¾c.; rolls, 8 to 9c.; beef, half bbls., \$7; hams, 11 to 12c.

FLOUR, FEED AND MEAL—There is an easy feeling in flour, with Manitoba offered by Ontario millers much lower than the regular Manitoba millers, and not as well liked, though they are turning out some good flour. In oatmeal, feeling is firm. The Standard which is coming here is not giving good satisfaction, being too fine. In oats Ontario are now sold inspected to a standard. Prices are firmer. Feed shows but limited demand. Cornmeal sales are also falling off with close of navigation. In hay there is little movement here, with price still tending upward. In native buckwheat meal we quote lower price. We quote: Manitoba, \$4.25 to \$4.50; best Ontario, \$4 to \$4.10; medium, \$3.90 to \$4; oatmeal, \$3.50 to \$3.60; cornmeal, \$2.35 to \$2.40; hand-picked beans, \$1.20 to \$1.25; prime, \$1.10 to \$1.15; split peas, \$3.70; pot barley, \$4.10 to \$4.25; hay, \$12 to \$12.50; oats, 34 to 36c.; middlings, \$19 to \$20 on track; bran, \$18; buckwheat meal, domestic, \$1.25 to \$1.30; western, \$1.75 to \$2.

ST. JOHN NOTES.

E. Strang & Son have opened a grocery store in Chatham.

J. Hunter White has been appointed agent for the Armour Packing Co., Kansas City.

E. & S. McMichael have received their new dates, and quality is most satisfactory.

The Fredericton Board of Trade have asked the City Council to adopt eastern standard time.

Eighteen cars of grain arrived from the west for the Moncton flour mill during the week. The output is to be soon largely increased.

Charlottetown, P.E.I., reports large quantities of pork offering at 4½c. with an easy feeling. Hay and oats in smaller supply. Potatoes are as low as 16c. per bushel. Beef, 4 to 6c.

Large quantities of smoked herring and bloaters are being shipped direct from Grand Manan to the American market. This week one schooner took to New York over 4,000 boxes of bloaters and 8,000 boxes of herring. A schooner also loaded for Boston. Good line fishing is reported.

In the north of our province large catches of bass and smelts are reported. In smelts, some take from \$100 to \$250 worth in a night. One catch of bass in two nets is said to have been valued at \$400. Large catches of these latter are most unusual at

E. T. STURDEE

Mercantile Broker,
Manufacturers' Agent,

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

Wholesale trade only.

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

C. & E. MACMICHAEL,

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

IT WILL

"Draw Trade"

If you will sell the "Celebrated" canned

GOLDEN FINNAN HADDIES

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

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

NORTHROP & GO.

Packers' Agents ST. JOHN, N.B.

FISH *

WITHOUT A BONE.

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

WITHOUT A BONE.

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

JOHN SEALY - St. John, N.B.

EPPS'S COCOA

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

Special Agent for the Dominion

C. E. COLSON - MONTREAL

MOTT'S DIAMOND CHOCOLATE.
IS THE BEST.
ASK FOR
MOTT'S

Merry Christmas and a Happy and Prosperous New Year

And a large sale of



DALLEY'S ROYAL
HYGIENIC SELF-RISING FLOURS

Tea-Biscuit Flour
Pancake Flour
Buckwheat Flour
Graham Flour

These Flours are leaders. It pays a merchant to handle them, as they give every satisfaction to the buyer. When you sell these Flours, and customers come back pleased with them, they help to sell other goods. They are growing in demand. Like sugar you cannot afford to be without them. Place an order for a sample case with your Wholesale Grocer, or send to

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

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



An Article fit for a King's Table.

Every package guaranteed to be as represented.

W. CLARK - MONTREAL

Mince Meat

FINE QUALITY

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

T. A. LYTTLE & CO.
TORONTO

FOR PURITY

and cleanliness in packing the canned goods sold by the

"KENT"

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

We can't say



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

DELHI CANNING CO.

DELHI, ONT.

this season. One hundred tons of smelt were shipped over the Buctouche and Moncton railway last week.

At the last meeting of the Woodstock Board of Trade the advisability of affiliation with the Maritime Board was under consideration. Owing to lack of information the matter was laid over till the January meeting, the secretary to procure all necessary information.

The management of the Beaver Line entertained a number of our citizens at a luncheon on Tuesday, December 10, on board the steamer Lake Superior. It was a pleasant gathering, and many kind and hopeful words were heard, both from the management and the citizens.

AMONG THE RETAILERS.

R. E. Limoges, grocer, Montreal, has sold out.

W. R. Burton has opened a grocery store at Winnipeg.

George Hunter & Co., grocers, Winnipeg, have sold to the new firm of Baynham & Nix.

A. E. Varcoe, of Orono, has moved to Toronto, and opened a grocery store at 182 Queen street east. He has a nicely assorted stock and has had the premises changed to suit his requirements.

ON A CASH BASIS.

It is announced that one more Canadian merchant has joined the ranks of dealers who do business for cash only. The name of this wise man is G. H. Falconer, and since 1883 he has carried on a general store on a mixed cash and credit basis at Streetsville, Ont. He proposes now to buy and sell for cash, and on January 2 all books and accounts will be closed. In a proclamation to his customers Mr. Falconer calls attention to the fact that as he will buy for cash and take no chances on losing through bad debts, he can give his customers better value and lower prices than ever before.

THE GREEN GRASS AV OWLD IRELAND.

The green grass av owld Ireland,
Whilst I be far away,
All fresh an' clean an' jewel-green,
It's growin' there to-day.
Oh, it's cleaner, greener growin'—
All the grassy worrld around,
It's greener yet nor any grass
That grows on top o' ground.

The green grass av owld Ireland
Indade, an' balm't 'u'd be
To eyes like mine that drip wid brine
As salty as the sea.
For still the more I'm stoppin' here,
The more I'm sore to see
The glory av the green grass avowld Ireland.

Ten years ye've paid my airnin's—
I've the pavin's on the shelf,
Though I be here widout a queen,
An' own meself meself.
I'm comin' over steerage,
But I'm goin' back firrst-class,
Patrolin' av the foremost deck
For firrst sight of the grass.

God bless yez, free Ameriky,
I love yez, dock and shore,
I kem to yez in poverty
That's worstin' me no more.
But most I'm lovin' Erin yet,
Wid all her graves, d' ye see,
By reason av the green grass avowld Ireland.
—James Whitcomb Riley, in Century.

ALL VISITED THE "SUPERIOR."

There is hardly a man or boy in St. John who did not visit the Beaver Line steamer Lake Superior while she was in port. All are interested in the success of St. John as a winter port. The loading of 2,000 sheep was also a new feature there, and attracted a great deal of attention. The Lake Ontario, expected this week, is to load some 80,000

bushels of grain. Many will be anxious to see the elevator in full working order. The steamer had many more passengers than she expected, and a good freight, among which was 1,000 barrels apples, 4,000 boxes cheese, 1,000 boxes smoked herring, 1,000 cases eggs, and a large quantity bacon, butter and lumber.

PERSONAL MENTION.

Mr. Henry C. Boomer, of Warren Bros. & Boomer, Toronto, returned this week from England, where he has been for some months.

The many friends of Mr. John Hagey, one of W. H. Gillard & Co.'s Knights of the Road, will be pleased to learn of his recovery from a severe attack of pneumonia and that he will soon resume his trip.

Frank H. Robinson, of Elliott & Robinson, general merchants, Roseneath, was in Toronto Monday sorting up for Christmas trade.

Mr. Hugh Wilson, one of Cannington's leading merchants, is in Toronto this week looking up bargains; and he is the man who gets them, too.

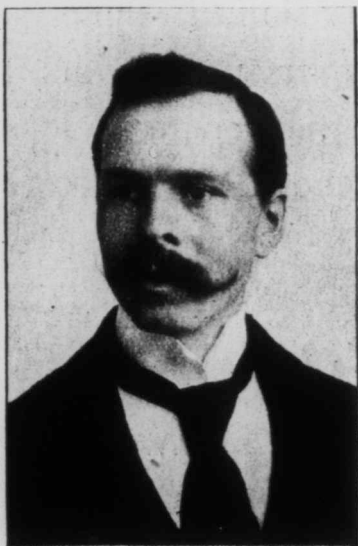
ORANGES FOR CHRISTMAS.

It is at Christmas time that the failure of the Florida orange crop is most felt. The demand for this finest of fruit during the holiday season is always large, and this year there is no supply whatever.

To add to the shortness of the orange stocks, the two vessels laden with Mediterranean fruit for Canada have been delayed some days by storms, and, as a consequence, the Valencias are late in arriving.

Meantime Jamaica oranges, reinforced by a few California navels, are filling the requirements of the market.

A few Mexican oranges are being offered here. These are said to be very choice, and, next to Floridas, about the sweetest orange grown.



YES, I AM THE MAN WHO
INTRODUCED

THE GROCERS' FRUIT IMPROVER

to the grocery trade of Canada. The introduction of this machine marks a new era in the fruit trade. It produces such a marked improvement on all grades of dried fruit. Families and consumers refuse to buy fruit that is not cleaned. The grocer finds his customers so pleased with cleaned fruit that he readily perceives the advantage of using this famous machine. Grasp these facts—It pleases customers, makes money for the grocer, secures trade. Price, \$12.00.

Manufactured
by . . .

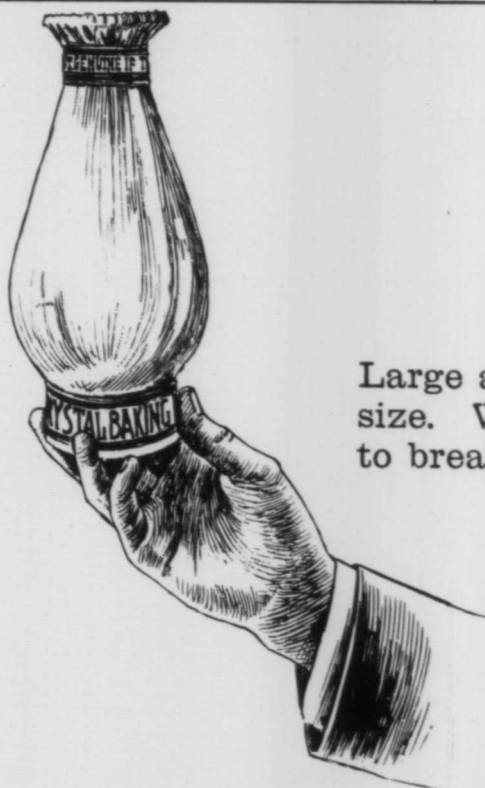
W. P. RYAN,

309 King St.
West . . .

Toronto, Ont.

AGENTS—Chas. Boeckh & Sons, Toronto; John Mouat, Winnipeg.

THE VERY LATEST



One pound net of
Baking Powder put
up in a Flint
Lamp Glass

Large and medium
size. Warranted not
to break in shipping

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

TRADE CHAT.

THE Barthel, Ont., cheese factory and cider press, Ellice, were sold by auction for \$650.

Joseph Palmer, of Tilsonburg, has purchased the Eureka roller flour mill, near Otterville, from Carlisle & McLean.

He never fought a battle;
His accomplishments are few;
But you know just where to find him
When a
Bill
Falls
Due.

The first shipment from Harriettsville of October cheese was made last week. The rest will move soon.

L. Seebach, Fullarton, has decided to build a flax mill in the spring.

The coal oil combine among London grocers has been broken up, and oil is now sold by the single gallon for 16c. instead of 18c. The break occurred in consequence of one or two of the grocers failing to abide by the terms of the agreement.

Chauncey Depew says: "It is sweeter far to enjoy taffy while living than to be decorated with epitaphy when dead."

Near midnight, Thursday, the store occupied by E. C. Gammage, grocer, Queen

and Lorne avenue, Chatham, took fire in the rear and suffered \$500 damage. The blaze, which Mr. Gammage says was kindled by an incendiary, broke out in the oil house. There is a full insurance on building and stock.

The business of the book-keeper
Is too sedate and solemn
For all the exercise he gets
Is running up a column.

The commercial travelers of the United States expend in passenger fares annually \$172,000,000, book 600,000,000 tons of freight each year, pay nearly \$25,000,000 for excess baggage, and nearly \$1,000,000 in storage.

Salesman—"Shoes? Yes sir, give you a pair that will fit you like a glove." Customer—"I never saw the glove that would fit my foot. If it is all the same to you, I'd rather have a pair that would fit me like a shoe."

James Smyth, wholesale grocer, Windsor, has been in London, Ont., on a visit to his father, Squire J. B. Smyth.

You are drawing near to Christmas,
Which brings to you good cheer,
When your uncles, aunts and cousins
Come to end another year.
You gather around the festive board
With turkey, goose and duck,
Plum pudding, pastry and mince pies,
And lots of other truck.

—W. Johnston, grocer, Sarnia.

TAN BARK.

A good trade has always been done in this commodity in New Brunswick, large quantities being from time to time shipped to the American markets.

As is known, it is the bark of the hemlock which is used, it being peeled in June and July. The prosperity of the province depends largely, as it has always done, on the lumber market, and this is one branch.

At present, owing to the United States leather trusts deciding to put no hides in vats for two months from November 1st, this branch of the trade has had a set back. The bark is, however, out of first hands, and any loss there is will not be made there, and operators look for better prices before another season's output can come to hand.

The extent of the business can be seen when it is stated that one of the three largest operators is now shipping twelve cars per week, and has stock enough of last season's cut to keep this up till February.

Hemlock boards are also now being largely shipped to New England, taking the place of the lumber from Pennsylvania. It is expected should the duty be left off of lumber by the United States, that very large shipments will be made next season.

DOMINION TRAVELERS MEET.

THE annual meeting of the Dominion Commercial Travelers' Association of Montreal was held in the Temple on Dorchester street Saturday evening, and Max Murdock, of the firm of James Coristine & Co., was elected vice-president, and Mr. E. Garneau, of Quebec, headed the list of the new members elected to the Board of Directors. Lieut.-Col. Massey, who was re-elected president by acclamation, occupied the chair, and there was a large attendance of members of the association.

The annual report of the directors was submitted. It contained the following: For the year now closed we find the sum of \$7,064.84 added to our capital account; while the increased membership brings the number of names on the roll to 2,630, the increase for the year being one hundred and sixteen. The death-rate among the members is smaller than last year, it being 24 against 26 in 1894.

Your committee on investments has viewed with approval all outstanding risks represented by real estate mortgages to the amount of \$116,500, and bonds, \$21,500, bringing the total up to \$137,650, as the amount of funds invested. Owing to the insufficient maintenance of our benevolent fund by voluntary subscriptions of members, it is proposed that an annual grant from the general funds of the association be appropriated for the purpose of relieving deserving applications, and the directors further recommend that the sum of \$500 be placed at their disposal annually for above purposes.

It is pleasing to note that the effort to amend the law, which was referred to in last annual report, exempting commercial travelers from serving as jurors, has been partially successful, the law being amended so that travelers will be legally notified only when the summons shall have been served personally. The trustees of the Educational Fund report only two pupils at present enjoying the benefits of this fund. It should be generally known among the members that this fund was created for the education of children of deceased members who have left their families in destitute circumstances. The dinner this year will be given at the Windsor Hotel on Monday evening, December 23rd. The railways have kindly consented to issue to commercial travelers from December 20th to 25th, inclusive, return tickets at single fare, good to return up to the 7th January, thus offering to many an opportunity to attend the dinner and reach home for the holidays.

The treasurer's statement showed the total receipts on revenue account to be \$33,706.95, and the expenditure on revenue account \$26,522.84.

The adoption of the report was moved by Wm. Brewster, seconded by Mr. Morin, and in the discussion which ensued John Woods

emphasized the importance of the insurance liabilities of the association being included in the annual reports, and Robert Wilkins wanted to know why the commercial travelers were not treated with more consideration by the railway corporations, and especially as regarded excess baggage. Why, even the cattle dealer from the backwoods was looked upon, comparatively speaking, with a lenient eye. And then what about the tax on commercial travelers going into Prince Edward Island, which he (Mr. Wilkins) considered as opposed to the inherent principle of inter-provincial trade and altogether ultra vires. The president pointed out that the Prince Edward Island law was perfectly within the jurisdiction of that Provincial Legislature. The sanitary condition of hotels was also alluded to by some of the members, and after some further discussion the motion to adopt the report was carried.

The secretary, H. W. Wadsworth, then submitted the annual report of the trustees of the Educational Fund, which was adopted, and the following were elected trustees of the fund for the ensuing year: Messrs. George Sumner, R. Henderson, George Boulton, D. Watson and Chas. Gurd.

The following amendments to the by-laws were adopted:

To amend article 6, clause 5, by "placing the voting paper in a sealed envelope addressed to the scrutineers instead of to the secretary."—N. Tucker.

To amend article 12, clause 7, re Educational Fund, by taking candidates not under eight years of age, instead of "not under nine years of age."—David Watson.

To amend article 1, clause 5, by adding, "Holders of conditional certificates shall not be entitled to accident insurance."—Max Murdock.

To provide that five out of the ten directors shall be elected at each annual meeting, and that the retiring president shall be a director on the Board during his successor's term of office.—G. Piche.

T. L. Paton also introduced a new by-law regarding a benevolent fund to provide assistance to members sick or in misfortune who have no other means of support, a sum to be voted at each annual meeting to support the fund.—This was also adopted.

Mr. Piche moved that \$500 be voted to the relief of members during the present year.—Carried.

J. Woods moved, seconded by S. J. Carter, "that the directors of the association be instructed to furnish in their next annual report a statement of our insurance liabilities, such report to be ascertained by insurance experts."—Carried.

The president then announced the report of the scrutineers on the election of vice-presidents and directors:

Vice-President—Max Murdock, 875 votes; R. G. Stokes, 466.

Directors—E. B. Garneau, Quebec, 683;

T. L. Paton, 617; Wm. Brewster, 593; David Watson, jr., 565. The next on the list, J. T. Le Sueur, who had 493 votes, will be appointed later by the Board of Directors, in accordance with the amended by-law.

Mr. Garneau expressed sincere thanks that, for the first time, a representative had been elected on the Board outside of Montreal, and he had been chosen to represent the good old city of Quebec. The other newly elected members of the Board also briefly returned thanks for the honor conferred upon them, and after "Auctioneer" Moore, had disposed of the usual papers and magazines put under the hammer, a most successful meeting was brought to a close.

During the meeting the president read the list of members who had died during the past year, the members present all standing in reverence to the memory of the departed. The names were: Jas. S. Bullock, A. Faranback, D. H. Pike, D. W. Macdonald, W. J. Farmer, E. Davis, C. M. Tourville, J. S. Mayo, C. K. Adams, David Armstrong, Claude Bertrand, C. F. Stewart, L. T. Whitehead, N. Turcot, J. R. Bayne, H. Fitzsimmons, Albert Stone, Ralph Bolton, Jas. Douglas, Wm. Robertson, N. A. Hurteau, Jos. Heathcote, Jas. MacLean, R. L. Gault.

SITUATION VACANT.

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

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

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

25 cents

HARDWARE AND METAL, Toronto

PRINCESS THEATRE

Toronto

Tel. 2191.

CHRISTMAS WEEK || GRAND SPECIAL ATTRACTION

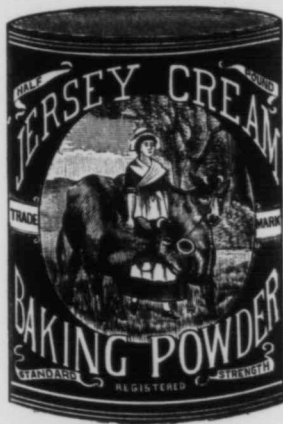
MR. LEWIS MORRISON

In the following repertoire

FAUST
YORICK'S LOVE
RICHELIEU

PRESENTED WITH SPECIAL SCENERY AND A STRONG CAST

Matinees Xmas Day and Saturday.



Consumers Want It

DON'T FAIL to order at once from your jobber a quantity of

Jersey Cream Baking Powder

A pure, wholesale and thoroughly reliable article which will always win and hold trade.

MANUFACTURED AND FOR SALE BY

LUMSDEN BROS. - Hamilton, Ont.

EWING, HERRON & CO.

Have Tons OF CARRAWAYS

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

Trade Mills - - 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.

Canned Goods

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

JOHN SLOAN & CO.

45 Front St. East
TORONTO.

IN STORE

Rio Coffee

Very choice selection.

LAKE HERRINGS

Special quotations for quantities. TROUT and WHITEFISH

Warren Bros. & Boomer

WHOLESALE GROCERS

35 and 37 Front St. East, Toronto.

NOW IN STORE

Excelsior Vostizza Currants
Cases and Half-cases.

Perfecto Vostizza Currants
Cases and Half-cases.

London Layers. Black Baskets.

A full and complete stock of Christmas Fruits.

T. KINNEAR & CO.

49 Front St. E., TORONTO.

J. W. Lang & Co.

Have in stock . . .

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

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

Curtice Bros.' "Monroe Brand" Strawberries.

Shredded Codfish, "pkges." Very fine.

J. W. Lang & Co.

59, 61 and 63 Front Street East Toronto.

YOU MAKE

40% Profit

If you sell our soaps and they sell at sight.

Write for prices.

P. M. LAWRASON
London, Ont.

WISHING ALL OUR FRIENDS A

Merry Xmas

AND A

Happy New Year.

PERKINS, INCE & Co.

TORONTO.

NEW . . .

Grenoble Walnuts

Tarragona Almonds
Filberts
Dates, etc., etc.

: : : IN STORE

SMITH & KEIGHLEY

9 Front St. E. TORONTO.

J. McLAUCHLAN & SONS.

THE firm of J. McLauchlan & Sons are one of the largest manufacturers and traders in Grey County. They are manufacturers for the wholesale trade of confectionery and biscuits, wholesale grocers, importers of cigars. The business was first established in 1869, and has kept gradually increasing till now the firm occupies the whole of a three-storey brick building, 210 x 22, on Poulett street, Owen Sound, and have recently constructed an additional three-storey brick 100 x 32½. They have three travelers constantly on the road. They make a specialty of the biscuit and fine confectionery trade, in which their operations extend all over the northern and western portions of Ontario. Their establishment is fitted up with all the latest and most approved appliances for the carrying on of their



J. McLAUCHLAN.

trade and none but the finest classes of material are used. Mr. James McLauchlan, the senior member of the firm, is a native of Scotland, but he has spent a great many years in Canada, coming to Hamilton in 1854. Prior to locating in Owen Sound he was for some years engaged in the same line of business, of which he has a thorough knowledge, at Hamilton and Brantford. He is a shrewd and energetic business man, a fact which his fellow-citizens have recognized by electing him to various positions in the Town Council, having filled the position of Mayor for the year 1894. He has also been a school trustee for sixteen years, and is a past master of the Masonic body. This is surely a record of which any person, howsoever ambitious, might well be proud. The sons, W. G. McLauchlan and J. M. McLauchlan, have long been residents of Owen Sound, and they are worthy sons of a worthy sire. They are universally respected and esteemed.

BY ROYAL WARRANT TO HER MAJESTY THE QUEEN.

GOLD & PRIZE
30
MEDALS.



GOLD & PRIZE
30
MEDALS.



"SPECIAL LIQUEUR"

*Finest Highland Whisky
of great age.*

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

London Offices,
4 & Lime St., E.C.

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

NOVA SCOTIA FIBRED CODFISH

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

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

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

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

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

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



Free . . .

a handsome Glass
Jar with . . .

Tutti Frutti

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

ADAMS & SONS CO.

11 & 13 Jarvis Street, Toronto

Please

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

FOR CHRISTMAS AND NEW YEAR'S TRADE

Wines

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

Ports and Sherries in bottles of every grade.

Sicily and Tarragona Wines of superior quality.

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

Brandies

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

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

"P. Richard's" V. O.

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

Champagnes

OUR AGENCIES. TRY THEM.

"Couvert" Brand in bottles and half-bottles.

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

Whiskies

Of every description and brand; we would recommend to try

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

Scotch and Irish Whiskies.

ALSO A FULL ASSORTMENT OF FINE DRIED FRUITS, SUCH AS

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

FRUIT SYRUPS

IN FANCY BOTTLES
NEW DESIGNS

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

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

Laporte, Martin & Cie.

WHOLESALE GROCERS

Montreal

BUY LIPTON'S

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



TEAS

Over 1,000,000
Packages sold weekly

LIPTON'S
Delicious Teas

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

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

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

LIPTON TEA PLANTER
CEYLON

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

WRITE DIRECT TO

THE BRITISH GROWN TEA

... TETLEY'S

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

Tetley's Tea...

LONDON, ENG., 5, 6 and 7 Fenchurch St.

MONTREAL, Headquarters for Canada, 14 Lemoine St.

TORONTO, 128 Richmond St. West.

MANITOBA, NORTHWEST TERRITORIES and BRITISH
COLUMBIA, The Hudson's Bay Co.

Tetley's Teas

are not mere bulk of leaves, but

—STRENGTH, PURITY
AND FRAGRANCE.

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!!**

Appleton's India & Ceylon Teas

THE "TAPIR" BRAND.

SOLD IN LEAD PACKETS

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

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



We Can't
All
Spend
Christmas



in **CEYLON**

But you can **ALL** sell your customers
some of the wonderful, cheering, health-
ful teas of Ceylon for their

Christmas Dinner

(The Poetry of it)

Every man upon this earth,
Be he a saint or sinner,
Should have upon his Christmas board
Some Ceylon tea for dinner.
Then all ye grocers through the land,
Be thoughtful, wise, and prudent,
And if you do not know these teas—
'Tis time to be a student.

(The Prose of it)

THERE'S MONEY IN IT FOR YOU.

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73

MYOPIA OR SHORT-SIGHTEDNESS.

Dr. G. Sterling Ryerson, the well-known eye specialist and professor in Trinity Medical College, had an article in *The Lancet*, which has been reproduced in the leading papers and magazines in the States. It is specially interesting to business men and commercial travelers. He says:

"Myopia being essentially a condition due to abuse of the eye, one is constantly obliged to say 'don't' to patients. It occurs, to me that it might be useful to put these prohibitory rules in aphoristic form:

"(1) Don't read in railway trains or in vehicles in motion. (2) Don't read lying down or in a constrained position. (3) Don't read by firelight, moonlight or twilight. (4) Don't read by a flickering gaslight or candlelight. (5) Don't read books printed on thin paper. (6) Don't read books which have no space between the lines. (7) Don't read for more than fifty minutes without stopping, whether the eyes are tired or not. (8) Don't hold the reading close to the eyes. (9) Don't study at night, but in the morning when you are fresh. (10) Don't select your own glasses at the outset.

"It would almost seem as though some of these rules were too obvious to require mention, but practical experience shows that myopes abuse their eyes just in the ways

stated. Reading by firelight or by moonlight are favorite sins. Reading lying down tends to increase the strain on the accommodation, and reading while traveling tires the ciliary muscle because of the too frequent adjustment of focus. In short, anything which tends to increase the quantity of blood in the organ favors the increase of the defect, leading in extreme cases to detachment of the retina and blindness."

A COCOA HOUSE WITH MEDALS.

Walter Baker & Co., Ltd., Dorchester, Mass., the well-known manufacturers of breakfast cocoa and other cocoa and chocolate preparations, have an extraordinary collection of medals and diplomas awarded at the great international and other exhibitions in Europe and America. The house has had uninterrupted prosperity for nearly a century and a quarter, and is now not only the oldest but the largest establishment of the kind on this continent. The high degree of perfection which the company has attained in its manufactured products is the result of long experience combined with an intelligent use of the new forces which are constantly being introduced to increase the power and improve the quality of production, and cheapen the cost to the consumer.

The full strength and the exquisite natural flavor of the raw material are preserved un-

impaired in all of Walter Baker's preparations; so that their products may truly be said to form the standard for purity and excellence.

In view of the many imitations of the name, labels and wrappers on their goods, consumers should ask for and be sure that they get the genuine articles made at Dorchester, Mass.

CLASSIFICATION OF GROCERIES.

Mr. Eby, of the Eby, Blain Co., Toronto, and Mr. H. Beckett, of W. H. Gillard & Co., Hamilton, attended a meeting of the Canadian Joint Classification Committee of Railways held in Toronto on Friday, 13th inst. with a view to securing the changes in the classification of groceries as proposed by Mr. Beckett and endorsed by the wholesale grocers. The Classification Committee see many advantages which will result to both the railways and wholesale grocers, and are so favorably impressed with the suggestions that they promise to do their best to adopt them at an early date. The changes when consummated will be a great boon to the wholesale grocers, and will be a distinct saving to the railway companies in facilitating the billing of groceries.

The Dominion Government is considering a plan to open up an export trade to Great Britain in dressed meats.

Heating Appliances**FOR SALE**

We have moved into larger and more commodious offices, and we offer our Furnace, Radiators, etc., at less than half cost. These were put in new three years ago. Can be seen at this office.

THE CANADIAN GROCER

TORONTO

JAPAN TEAS "New Season's"

FROM 13½ CTS. UP.

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

J. F. RAMSAY & CO.

WHOLESALE TEA IMPORTERS

14 and 16 Mincing Lane

Toronto.

Grand Sultan**COFFEE**

Ground or Whole.

T. B. ESCOTT & CO.

**GRAND
MOGUL
TEA.**
½ & 1 lb. AIR TIGHT PKGS
EXGELS ALL OTHERS

WHOLESALE GROCERS

Aunt Polly

SELF-RISING

PANCAKE FLOUR

2½ lb. Packages.
Best seller ever offered.

LONDON, ONT.

“Our National Foods.”

To our Customers and the Grocery Trade of Canada, we extend a “Christmas Greeting,” and beg to return thanks for the very liberal patronage accorded to us during the past year.

It has been our constant aim to supply only the very highest grade of Breakfast Cereal Foods, at moderate prices---never following competition prices to the point where quality has to be sacrificed---and a steady increase in our business is ample proof that the trade appreciate our efforts to supply to the public

PURE CEREAL FOODS of “STANDARD EXCELLENCE.”

We are constantly adding new and improved machinery to our already extensive Milling Plant, and having ample capital, combined with experience, and excellent shipping facilities, we are in a position to offer to the trade the advantage of being able at all times to order, from one source, all their requirements in BREAKFAST CEREAL FOODS.

We take pleasure in mailing samples and quoting prices, while Mail Orders have our special care and prompt shipment. Let it become fixed in your mind that our business is exclusively manufacturing Breakfast Cereal Foods; that no mill in the Dominion can supply any BETTER goods, and very few SO GOOD, as

THE
IRELAND NATIONAL FOOD COMPANY
Limited

MILLERS AND MANUFACTURERS OF

BREAKFAST CEREAL FOODS

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

Toronto, Canada

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

ELZEAR COLLIN, general store, Montmagny, Que., wants to compromise at 15c.

George W. Talbot, general store, Pictou, N.S., has assigned.

Mott & Robinson, grocers, Athens, Ont., have assigned to Omer Brown.

Malcolm MacDonald, groceries, Montreal, has consented to assign.

J. R. Levasseur, general store, St. Felicite, Que., wants to compromise at 50c.

A. J. Davidson, general store, Burnt Church, N.B., offers to compromise at 60c.

Thompson & McLean, fruits, Sherbrooke, Que., have assigned. Creditors meet Dec. 20.

The stock of James Scott & Co., groceries and liquors, Halifax, N.S., is for sale by tender.

Chas. Desmarteau has been appointed curator of the tea business of J. N. Donohue, Montreal.

The International Mfg. Co., confectioners, Hamilton, Ont., have assigned to W. R. Robson.

The creditors of Cross Bros., grocers, etc., Drayton, Ont., have been called together.

Wm. J. Leadbetter, fruits and confectionery, Lucknow, has assigned to Hugh Morrison.

M. McLennan & Co., general store, McLennan, Ont., have assigned to W. H. Plummer, Sault Ste. Marie.

The grocery stock of H. A. Munro, Bridgewater, N.S., is advertised for sale by auction under a bill of sale.

Romeo Prevost has been appointed curator of the general store of J. I. M. Marchand, Pont de Maskinonge, Que.

Joseph Lavoie has been appointed curator of the wholesale liquor business of Dnelles, Arcadie & Cie., St. John's, Que.

Lefebvre & Taschereau have been appointed curators of the general stores of Alph. Donville and Alph. Gaumont, at St. Jean de Chaillons.

PARTNERSHIPS FORMED AND DISSOLVED.

The Queen Charlotte Oil Co., of Victoria, B.C., has been incorporated.

The West Coast Packing Co., of Vancouver, B.C., has been incorporated.

McKee & Armstrong, flour and grain, Richmond, Que., have dissolved.

Letters patent have been issued incorporating "The Rat Portage Fish Co., Ltd."

Gilbert & Lockwood, grist mill, Maulinette, Ont., have dissolved. Gilbert H. Gilbert continues.

Ernest and Wallace McArthur are partners in a planing mill as John McArthur & Sons, Hopewell, N.S.

Alphonse and Magloire E. Dupuis have been registered partners as Dupuis, Freres & Cie., provisions, Montreal.

The grocery and dry goods business of M. McKechnie, of Sherbrooke, Que., is being carried on by John Alex. McKechnie and Jas. S. Mitchell (partners), executors of the estate of Malcolm McKechnie and Jennie Younie McKechnie.

SALES MADE AND PENDING.

Wm. Faulkner, baker, Sundridge, Ont., has sold out.

S. M. Green's drug store, at Toronto, is advertised for sale.

Laurier & Weyland's grocery stock at Montreal has been sold at 55c.

A. W. Harding, drugs, Kamloops, B. C., has sold out to R. G. MacPherson.

The general stock of Isabella Miller, Emsdale, Ont., has been sold at 45c.

The grocery stock of A. H. Laing, Hamilton, is advertised for sale on Dec. 20.

A. E. Peters, Sundridge, Ont., has sold out his grocery and boot and shoe business.

The grocery stock of John Grever, Brussels, Ont., is to be sold by auction on Dec. 23.

J. H. Falconer, vinegar manufacturers, Victoria, B. C., has sold out his jam department.

John Fitch, wholesale fruits, fish, etc., Hamilton, Ont., has sold out his retail business to Bottram & Gordon.

CHANGES.

A. S. Bertrand has started a confectionery business and restaurant at Smith's Falls, Ont.

Emery Bisailon has been registered proprietor of the business of E. Bisailon & Co., oysters and milkmen, Montreal.

J. Root has opened a grocery store at Gananoque, Ont.

P. H. Charon, groceries, Hull, P.Q., has been succeeded by Alphonse Sauche.

Geo. Vezina has commenced a confectionery business at Chicoutimi, Que.

Francois Brunelle, baker, St. Tite, Que., has succeeded Miss Mercure in the hotel business.

Mrs. J. J. Hunter, crockery, Kingston, Ont., is retiring from business.

J. J. Hunter is starting a cigar store at Kingston.

FIRES.

Reame & Co., general store, Staples, Ont., has been burned out.

Frank Anthony, fruits and groceries, Peterboro', Ont., has been burned out.

P. E. Falardeau & Co., tanners and curriers, Quebec, has been partially burned out. Insured.

Wm. Clarke, confectioner, and James Skerry, grocer, Alberton, P.E.I., have been burned out.

Part of the grocery stock of Edward Gammage at Chatham, Ont., has been damaged by fire.

James Harper, wholesale pork, Montreal, has had his premises and stock damaged by fire. Insured.

Mich. McLaughlin, general store and cheese factory, has lost his factory by fire. Partial insurance.

DEATHS.

Chas. P. Shaw, crockeryware, Windsor, N.S., is dead.

C. O. Lebel, of Dr. C. O. Lebel & Co., drugs, Quebec, is dead.

W. B. Johnson, saw and grist mills, Hemmingford and Barrington, Que., is dead.

MARITIME TRAVELERS.

The fourteenth annual meeting of the Maritime Commercial Travelers' Association was held at Halifax last week. The directors' report shows the association to be in a healthy condition. There was not a death during the year.

The financial statement of the treasurer shows an increase of \$1,961.39 in the funds of the association, and that the total resources now amount to \$12,384.56. Of this amount \$6,484.56 is at interest in banks, and \$5,900 in real estate mortgages—\$2,400 having been loaned on mortgage during the year under direction of the Board of Trustees.

The following officers were elected for 1896:

President—Frank C. Simson.
Vice-presidents for Nova Scotia—G. A. Woodill, T. A. Cossman, J. P. Wallace, B. Quinan.

Vice-presidents for New Brunswick—G. F. A. Anderson, F. W. G. Brock, A. R. Melrose, Wm. J. Robertson.

Directors—E. Y. Rowland, F. J. Cragg, H. P. Douglas, W. L. Kane, R. F. Merlin, F. W. Moore.

Treasurer—Wm. Robertson.

Consignments Stored in Bond

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

BLAIKLOCK BROTHERS, MONTREAL

“SILICO”

**THE UP-TO-DATE
CLEANING SOAP.**

Cleans quickly and . . .

DOES NOT SCRATCH

Try a Three-Dozen Case for \$2.25.

For Sale by Grocers and Druggists.

Be Persuaded

to do a good thing for your customer and for yourself. Try our celebrated **Foam Yeast**. You will please all your customers and make a good name for yourself.

The Foam Yeast Co., Ltd.
TORONTO.

STOP SELLING STARCH

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

Delightfully Dainty Dishes

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

HOWE, McINTYRE CO.
Sole Agents MONTREAL

A Pension for Life

DO YOU WANT ONE ?

See one of our agents about it, or send for explanatory circular to Head Office.

MANUFACTURERS' LIFE INSURANCE COMPANY

63 Yonge Street, (cor. Colborne)
Toronto, Canada.

WITCHKLOTH

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

Sole Agency for Canada
TEMPLE BUILDING, 113a, MONTREAL

New York Fancy Brand. Have a good light. Use



SAMUEL ROGERS & Co. TORONTO.
Every Oil known to trade and industry—wholesale.

BROWN & POLSON'S CORN FLOUR

DISTINGUISHED FOR PURITY, STRENGTH, AND FLAVOUR.

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

NO PACKET GENUINE WITHOUT THESE SIGNATURES—

John Brown John Polson

For sale by all the leading grocers Write for samples and quotations.
Sole Agent for Canada, JNO. A. ROBERTSON, Board of Trade Building, Montreal.

THE BEST IS

NOT TOO GOOD

for your trade. Order a Christmas Treat for it.

**Excelsior Coffee
French Chocolate
Homeopathic Cocoa**

TODHUNTER, MITCHELL & CO.

Cocoa, Chocolate and Coffee Manufacturers

TORONTO

Batty's

Nabob Pickles

AND

Nabob Sauce

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

ALL WHOLESALERS HAVE THEM.

... EIGHT PRIZE MEDALS

Canadian Agents

J. A. Gordon & Co., = = Montreal

“CAVEAT EMPTOR”

A large quantity of so-called Vinegar is being placed on the market consisting only of acid mixed with water and is offered at a lower price than

Pure Spirit Vinegar

can be manufactured for; anyone selling this mixture as Vinegar is liable to prosecution, therefore we say, **“Let the Buyer Beware.”**

Doran's Vinegars

have been on the market for twenty-five years; they are made only from pure Alcohol and

NO ACID WHATEVER

is used in their manufacture; we will give a written guarantee to that effect if desired.

They are made in Bond under Government supervision, shipped direct from the factory, and for **Purity, Flavor** and **Strength** cannot be excelled.

See our Travellers' Samples before ordering your Spring Stock.

Dominion Vinegar Works of Hamilton

Successors to DORAN BROS., Hamilton

THE FINEST STOCK

Ever opened up in
Central Ontario.

Just received

FANCY SWEET JAMAICA ORANGES in Barrels and Boxes,
FANCY MESSINA LEMONS, FANCY MALAGA GRAPES,
VALENCIA ORANGES, BANANAS.

Finest of Prime Goods.

Rock Bottom Prices.

HUGH WALKER & SON

Importers and Wholesale Dealers

GUELPH, ONT.



Champion Fire and Burglar-Proof Safes . .

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

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

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

THE . . .

Sydenham Glass Co. of Wallaceburg

Limited

WALLACEBURG, ONT.

Manufacturers of

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

PRIVATE MOULDS A SPECIALTY



OILS
OVALS
SALADS
SAUCE

BOTTLES

PICKLES
PANELS
BEER and
MINERAL

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

Toronto Representative: **G. A. McCANN, 208 Dundas St.**
Tees & Perse, Winnipeg, **Martin & Robertson, Vancouver and Victoria.**
Agents for Manitoba and Northwest Territories. Agents for British Columbia.

Fine Fruit Tablets



ENGLISH FORMULA TABLETS

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

G. J. HAMILTON & SONS

PICTOU, N.S.



When you want a car of SALT write us

The Toronto Salt Works
128 Adelaide Street East
TORONTO

There is always a "best" in everything.

This time it is starch—Edwardsburg Starch. Anything we didn't know about making starch when we commenced business in 1858, we have since learned, and as we manufacture from nothing but purest selected corn we feel justified in calling our preparations "the best."

Edwardsburg Starch Co.

Cardinal, Ont.

Sardines, Amer., 1/4 s	0 04 1/2	0 09
" Mustard, 1/4 size, cases	0 09	0 11
50 tins, per 100	10 00	11 00
MARSHALL & CO., SCOTLAND.		
Fresh Herring, 1-lb.	1 10	1 15
Kipperd Herring, 1-lb.	1 65	1 90
Herrings in Tomato Sauce	1 70	1 90
Herrings in Shrimp Sauce	2 00	
Herrings in Anchovy Sauce	2 00	
Herrings a la Sardine	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 "	7 75	8 25
" " " 6 "	16 90	18 00
" " " 14 "	2 60	2 60
Mixed Callops	2 "	3 40
Lunch Tongue	2 "	6 00
English Brawn	2 "	2 75
Camb Sausage	1 "	2 50
Soups, assorted	2 "	4 00
Soups and Boull.	2 "	2 25
" " " 6 "	1 80	4 50

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

Beardley's Boneless Herring. 2 doz. \$1.

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

CHEWING GUM.	
ADAMS & SONS CO.	
Tutti Frutti, 36 5c bars	\$1 20
Pepsin Tutti Frutti, 23 5c packages	0 75
Pepsin Tutti Frutti, in glass-covered boxes, 23 5c packages	0 80
Homebound Tutti Frutti, glass tops, 36 5c packages	1 30
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 Box, 180 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.	
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-	
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
Cocoa-	
Cocoa-	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
" 1 lb.	
Homeopathic, 1/4's, 14 lb. boxes	0 33
" 1/2 lbs. 12 lb. boxes	0 33
JOHN P. MOTT & CO.'S.	
(B. 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 33
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, 1/4 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	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, 6 and 12 lbs. each, 1/2 lb., tins.	0 49

COFFEE.	
Green.	
Mocha	per lb. 0 28
Old Government Java	0 30
Rio	0 20
Plantation Ceylon	0 29
Porto Rico	0 24
Guatemala	0 24
Jamaica	0 21
Maracibo	0 22
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
Blue Vitriol	0 06
Brimstone	0 03
Borax	0 10
Camphor	0 80
Carbolic Acid	0 25
Castor Oil, 1 oz. bottle, p. gross	4 20
" 2 "	6 00
" 3 "	8 40
" 1/2 pint "	10 00
" 1/2 pint "	12 00
Olive Oil, 1/2 pts., 2 doz. to case	1 25
" per case	
" pint, 2 doz. to case	2 50
Epsom Salts	0 02
Extract Logwood, bulk	0 13
" "	0 15
Gentian	0 10
Glycerine, per lb.	0 17
Hellbore	0 16
Iodine	5 50
Insect Powder	0 26
Saltpetre	0 08 1/2
Soda, Bicarb., per keg	2 75
Sal Soda	1 00
Madder	0 12 1/2
EXTRACTS.	
Dalley's Fine Gold, No. 8, per doz.	\$0 75
" " " 1, 1 1/2 oz.	1 25
" " " 2, 2 oz.	1 75
" " " 3, 3 oz.	2 00

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



Christmas Pies..

Are made from Wethey's Condensed Mince Meat. It is made from pure and sound meats and fruits, seasoned with choicest spices. None better on the market. To be had from all wholesalers.

J. H. WETHEY, St. Catharines, 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.

Dogs for Business Men

Irish Terrier Puppies for Sale—From stock that has won first prizes in leading British and American shows. They are now the fashionable breed in Great Britain. They are the most faithful companions, best watch dogs (the Standard Oil Co. use them exclusively), for they will fight until the last drop of blood in their daring little bodies in defence of their master or his property. No rats can live where they are. They are excellent dogs or the woods, and very fond of the water.

Prices, \$25 to \$50 each.

KINKORA KENNELS

Importers and Breeders

P.O. Box 2179

MONTREAL

P.O. Box 2501

TORONTO



"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.

BROOMS...

OUR BRANDS:

Imperial Gold Medal Victoria
Bamboo Carpet Standard Leader

A variety of sizes in each line.

Give us a trial order.

Freight allowed to Ontario points in 5 doz. lots.

CHAS. BOECKH & SONS

Manufacturers.

TORONTO, ONT.

CONFIDENCE

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

JOHNSTON'S FLUID BEEF

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

THE JOHNSTON FLUID BEEF CO. MONTREAL.

To Our Customers

FROM OCEAN TO OCEAN

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

Yours very truly,

HENRY C. FORTIER
CHARLES J. PETER

The Toronto Biscuit & Confectionery Co.

Crown Brand (Greig & Co.)—

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

FLUID BEEF.

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

FRUITS.

FOREIGN.		
Currents—Provincials, bbls.	per lb.	0 04
" "	1/2 bbls.	0 04 1/2
" Filigras, bbls.	0 04 1/2	0 04 1/2
" "	1/2 bbls.	0 04 1/2
" Patras, bbls.	0 04 1/2	0 05 1/2
" "	1/2 bbls.	0 04 1/2
" cases	0 05 1/2	0 05 1/2
Vostizzas, cases	0 05 1/2	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
" "	18 lb.	0 13 1/2
" "	25 lb.	0 16 1/2
" taps	0 03 1/2	0 04
Prunes—Bosnia, cases	0 05 1/2	0 07
" Bordeaux	0 04 1/2	0 06 1/2
Raisins—Valencia, off stalk	0 04 1/2	0 04 1/2
" Pine, off stalk	0 05	0 05 1/2
" Selected	0 06	0 06 1/2
" Layers	0 06	0 06 1/2
" Sultanas	0 05 1/2	0 08
" Cal. Loose Muscates	0 05 1/2	0 06 1/2
" 50 lb. boxes	per ooz.	
" Malaga	2 00	2 30
" London Layers	2 75	3 20
" Black Baskets	3 25	3 50
" Blue Baskets	3 25	3 50
" Choice Clusters	4 25	4 50
" Dehesa Clusters	5 00	5 25
" Royal Clusters	4 50	5 00
" Buckingham Clusters	6 50	7 00
" Non Plus Ultra Clusters	6 50	7 00
" Royal Windsor Clusters	5 00	6 00
Lemons—Messina, boxes	2 50	3 00
" Malagas, half chest	5 00	6 00
" boxes	2 50	3 00
Oranges—Jamaica, fancy in bxs	4 75	5 00
" Jamaica, choice, boxes	4 25	5 00
" Cal. Navels, in boxes	5 50	6 00
" Mexican, in boxes	9 00	9 50
" Jamaica, in bbls.	0 04	0 05
DOMESTIC.		
Apples, dried, per lb.	0 07	0 07 1/2
evaporated		

FOOD.

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

HARDWARE, PAINTS AND OILS.

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

20 16 and 12 dy	gross	2 65
10 dy	"	2 70
8 and 9 dy	"	2 75
6 and 7 dy	"	2 90
5 dy	"	3 10
4 dy A P	"	3 10
3 dy A P	"	3 50
4 dy C P	"	3 00
3 dy C P	"	4 10
HORSE NAILS—		
Canadian, dis. 55 per cent.		
HORSE SHOES—		
From Toronto, per keg	gross	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, 75 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)	gross	1 15
2nd " (20 to 40 inches)	"	1 30
3rd " (50 to 60 inches)	"	2 90
4th " (51 to 60 inches)	"	3 20
5th " (61 to 70 inches)	"	3 50

ROPE—		
Manilla	0 09 1/4	0 09 1/2
Sisal	0 07	0 07 1/2
AXES—		
Per box	6 00	12 00
SHOT—		
Canadian, dis. 17 1/2 per cent.		

HINGES—		
Heavy T and strap	0 04 1/2	0 05
Screw, hook and strap	0 03 1/2	0 04
WHITE LEAD—Pure Association guarantee, ground in oil.		
No. 1	per lb.	0 04 1/2
No. 2	"	0 04 1/2
No. 3	"	0 04 1/2
No. 4	"	0 04

TURPENTINE—		
Selected packages, per gal.	0 39	0 41
LINSEED OIL—		
Raw, per gal	0 58	
Boiled, "	0 61	
GLUE—		
Common per lb.	0 07 1/4	0 08

INDURATED FIBRE WARE.

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

JAMS AND JELLIES.

SOUTHWELL'S GOODS.		
Orange Marmalade	per doz.	1 60
Clear Jelly Marmalade	"	2 00
Strawberry W. F. Jam	"	2 30
Raspberry " "	"	2 20
Apricot " "	"	2 00
Black Currant	"	2 00
Other Jams	"	1 55
Red Currant Jelly	"	1 90
(All the above in 1 lb. clear glass pots.)		

Another year is near its close, and although we are rushed with orders as we never were before, we just want to use this space in THE CANADIAN GROCER to return our sincere thanks to our numerous customers for their past support. We will try

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

Yours very truly,

HENRY C. FORTIER
CHARLES J. PETER

LICORICE.

YOUNG & SMYLLIE'S LIST.		
5-lb. boxes, wood or paper, per lb.	gross	\$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
" Purity" Licorice, 200 sticks	"	1 50
" " 100 sticks	"	0 75
Dulce, large cent sticks, 100 in box	"	0 75
MINCE MEAT.		
Wetley's Condensed, per gross, net	gross	\$12 00

MUSTARD.

COLMAN'S OR KEEN'S.		
Square Tins—	per lb.	
D. S. F., 1 lb. tins	gross	\$0 40
" 1/2 lb. tins	"	0 42
" 1/4 lb. tins	"	0 45
Round Tins—		
F. D., 1/2 lb. tins	gross	0 25
" 1 lb. tins	"	0 27 1/2
" 4 lb. jars, per jar	"	0 75
" 1 lb.	"	0 25
" 4 lb. tins, decorated, p.t.	"	0 80
FRENCH MUSTARD.		
Crown Brand—(Greig & Co.)		
Fony size, per gross	gross	9 00
Small Med.	"	7 80
Medium	"	10 80
Large	"	12 00
Spoon	"	18 00
Mug	"	16 20
Tumbler	"	12 00
Cream Jug	"	21 00

RICE, ETC

Rice—	per lb.	per lb.
Standard "B"	0 03 1/2	0 03 1/2
Patna	0 05 1/2	0 05 1/2
Japan	0 05 1/2	0 05 1/2
Imperial Sedita	0 05 1/2	0 05 1/2
Extra Burnah	0 03 1/2	0 04
Java Extra	0 06 1/2	0 06 1/2
Genuine Carolina	0 09 1/2	0 10
Grand Duke	0 06 1/2	0 06 1/2
Sago	0 03 1/2	0 03 1/2
Tapioca	0 03 1/2	0 03 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	gross	0 05 1/2
Canada Laundry	"	0 04 1/2
Silver Gloss, 5-lb. draw-lid boxes and fancy packages	"	0 07
Silver Gloss, 6-lb. tin cinnisters	"	0 07
Edwardsburg Silver Gloss, 1-lb. chromo package	"	0 07
Silver Gloss, large crystals	"	0 06 1/2
No. 1 White, bbls and kegs	"	0 04 1/2
Benson's Enamel, per box	"	3 00
Culinary Starch—		
W. T. Benson & Co.'s Prepared Corn	gross	0 07 1/2
Canada Pure Corn	"	0 06 1/2
Rice Starch—		
Edwardsburg No. 1 White, 1-lb. cartoons	gross	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.	gross	0 04 1/2
Finest Quality White Laundry	"	0 09
1 lb. fancy boxes, 8 in crate	"	0 05 1/2
Bbls., 175 lbs.	"	0 04 1/2
Kegs, 100 lbs.	"	0 04 1/2
Lily White Gloss—		
Kegs, extra large crystals, 100 lbs.	gross	0 06 1/2
1 lb. fancy cartoons, cases 36 lbs.	"	0 07
1 lb. fancy boxes, 8 in crate	"	0 07
48 lb. solid enamelled cinnisters, 8 in crate 48 lbs	"	0 07
Brantford Gloss—		
1 lb. fancy boxes, cases 36 lbs.	gross	0 07 1/2
Brantford Cold Water Rice Starch	"	0 09
1 lb. fancy boxes, cases 28 lbs.	"	0 09
Canadian Electric Starch—		
40 packages in case	gross	3 00

Culinary Starch—

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



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

SUGAR.

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

SYRUPS AND MOLASSES.

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

SOAP.

Rabbitt's "1776" Soap Powder	gross	\$3 50
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1 Box Lot	gross	5 00
5 Box Lot	gross	4 90
Freight prepaid on 5 box lots.		
P. M. LAWKASON'S SOAPS.		
Wonderful, 100 bars	gross	\$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—	per box.	
3 lbs. and 2 1/2 lbs., 60 bars in box	gross	\$3 30
1 1/2 oz. and 1 lb., 60 bars in box	"	3 30
12 oz. cakes, 100 cakes in box	"	4 00

1896 MOTTO MAKE MONEY

BY

SELLING BRANTFORD STARCH

10 oz. cakes, 100 cakes in box . . . 3 80
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.

GUELPH SOAP CO.

Pure, 60 bars, 12 oz., per box . . . \$3 00
Silver Star, 100 bars, 12 oz., per box . . 4 00
Royal City, 3-lb. bar, per lb. 0 05
Peerless, 2 1/2-lb. bar. 0 04 3/4
Genuine Electric, 72 bars, per box . . . 2 50

TEAS.

BLACK.
Congou— per lb. per lb.
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 30 0 40
Pekoe Souchong 0 18 0 35

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

"SALADA" CEYLON.

per lb.
Green label, retailed at 30c. 0 22
Blue " " " 40c. 0 30
Red " " " 50c. 0 36
Gold " " " 60c. 0 44
Terms, 30 days net.

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
Bright Smoking Plug Myrtle, T. & B.,
3's 0 60
Lily, 7's 0 47
Diamond Solace, 12's 0 50
Myrtle Cut Smoking, 1 lb. tins 0 70
1/4-lb. plug, 6-lb. boxes 0 70
oz. plug, 5-lb. boxes 0 70

CANADIAN TOBACCO CO., MONTREAL.

Cut Tobaccos—
Theo, 1-6, 5 lb. box 0 20
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
Quesnel Tobacco, all sizes 0 60
Crown Cut Plug Mixture, 1/2 lb. tin 0 50
" " 1 lb. tin 0 47

Cigarettes— per 1,000
Sonadora Havana 10 00
Royal Turkish Egyptian 10 00
Creme de la Creme 7 50
Marquise cigarettes, Canadian 7 00
Imperial 3 50

Plug tobaccos (sweet chewing)—
Navy, in caddies 0 35
Navy, plug mark 0 33 0 35
Honey, boxes and caddies 0 43
Spun roll chewing, boxes 0 55

Plug smoking (with or without tags)—
Black Crown smoking, in
caddies 0 35
Crown Rouge smoking 0 38
Leaf tobacco, in bales 0 08 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

Cigars.

S. DAVIS SONS, MONTREAL.

Sizes. Per M.
Madre E Hijo, Lord Lansdowne . . . \$60 00
" " Panetelas 60 00
" " Bouquet 60 00
" " Perfectos 85 00
" " Longfellow 80 00
" " Reina Victoria 55 00
" " Pins 55 00
El Padre, Reina Victoria 55 00
" Reina Victoria Especial 50 00
" Conchas de Regalia 50 00
" Bouquet 50 00
" Pins 50 00
" Longfellow 80 00
" Perfectos 80 00
Mungo, Nine 35 00
Cable, Conchas 30 00
" Queens 29 00

Cigarettes—All Tobacco—
Cable 7 00
El Padre 1 00
Mauricio 15 00

**DOMINION CUT TOBACCO WORKS, MON-
TREAL.**

Per M.
Cigarettes—
Athlete \$7 50
Puritan 6 25
Sultana 5 75
Derby 4 25
B. C. No. 1 4 00
Sweet Sixteen 3 75
The Holder 3 85
Hyde Park 10 50

Cut Tobaccos— per lb.
Puritan, 10chs, 5-lb. boxes 0 70
Old Cham, 9chs, 5-lb. boxes 0 75
Old Virginia, 1-10 lb. pkg., 10-lb.
boxes 0 62
Gold Block, 9ths, 5-lb. boxes 0 73

Cigarette Tobacco—
B. C. N. 1, 1-10, 5-lb. boxes 0 83
Puritan, 1-10 5-lb. boxes 0 83
Athlete, per lb. 1 15

Plug Tobaccos—
Old Cham, plug, 4s, Solace, 16 lbs. 0 68
" " " 8s, " 16 0 68
" " " 8s, R. & R. 13 1/2 0 68
" " " 7s, R. & R. 14 1/2 0 58
" " " 7s, Solace, 14 1/2 0 58
" " " 8s, R. & R. 16 0 58
" " " 8s, Solace, 15 0 58
O. V. " plug 8s, Twist, 16 0 58
O. V. " " 3s, Solace, 17 1/2 0 58
O. V. " " 1s. " 17 0 55 1/2
Derby " " 12s, " 17 1/2 0 51
Derby " " 7s, " 17 0 51
Athlete " " 5s, Twist 9 0 74

WOODENWARE.

per doz.
Pails, 2 hoop, clear, No. 1 \$ 1 60
" " " " " 2 1 65
" " " " " 2 1 40
" " " " " 2 1 65
" " " " " 2 1 75
" " " " " 2 9 00
Tubs, No. 0 7 50
" " " " " 2 6 50
" " " " " 3 5 50
Washboards, Globe 1 90 2 00
" " Water Witch 1 40
" " Single Crescent 1 85
" " Double 2 75
" " Jubilee 2 25
" " Globe Improved 2 00
" " Quick and Easy 1 80
" " World 1 75
" " Rattler 1 30

THE E. B. EDDY CO.

Washboards, Planet 1 60
" " Waverly 1 50
" " X 1 40
" " X 1 25
" " Electric Duplex 2 25
" " Special Globe
Mops and Handles, combined 1 25
Butter Tubs 1 60 3 60
Butter Bowls, crates assort'd 3 60

Matches—
Steamship (10 gross in case),
Single case and under 5
cases 3 10
5 cases, freight allowed 3 10

Per Case.
5-Case Lots, Single Case
Parlor \$1 70 \$1 75
Red Parlor 1 70 1 75
Telephone 3 10 3 30
Telegraph 3 30 3 50
Safety 4 00 4 20
French 3 00 3 10
Favorite 2 25 2 35
Flamers 2 20 2 40

Licorice Goods

SOME OF OUR
LEADERS ARE :

YOUNG & SMYLIE'S
PURE Spanish
ACME LICORICE PELLETS
STICK LICORICE

Pure Calabria "Y & S" Licorice
Acme Licorice Pellets
Tar Licorice and Tolu Wafers
Licorice Lozenges
"Purity" Penny Licorice

YOUNG & SMYLIE,

Brooklyn, N.Y.


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What a trial will do.

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


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BISCUIT &
CONFECTIONERY
CO. - - - TORONTO

B.F.P. Cough Drops



THE "GENUINE"


is the King of all Lamp Chimneys. Made of the finest quality of Pure Lead Glass.




HEAT WILL NOT BREAK IT.


EVERY CHIMNEY NICELY WRAPPED AND LABELLED.

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27 Wellington St. East.**
THOS. C. IRVING, Superintendent.

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The Original and only Genuine Preparation for Cleaning Cutlery.

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Manufacturers of Emery, Black Lead, Emery and Glass, Cloths and Papers, etc.
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Assignee, Accountant, Auditor, etc.
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COX'S GELATINE Always Trustworthy.
ESTABLISHED 1725.
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D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO., Toronto, St. John, N. B., and Montreal

HYDE PARK, ATHLETE, SWEET CAPORAL, DERBY and GLORIA CIGARETTES.

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Real Japan Liquid and Oil Paste Blacking



Several Prize Medals, 1st Order of Merit and Special Mention Melbourne Exhibition, 1888. Certificate of Award, Chicago Exhibition, 1893.



Kid Renovating Polish.

Kid Reviver, in tins (three sizes).

Japanese Waterproof Blacking

Patent Leather Polish (two sizes)

Brunswick and Berlin Black, for stoves.

Pollishing Cream (two sizes).

Universal Harness Composition, in tins.

Brass Burnishing Paste (four sizes).

Harness Oil, in bottles and in bulk.

Furniture Polish (four sizes).

Russet Cream for Brown Boots (four sizes).

DUBBIN, INK, ECLIPSE GLOSS, AND POUCH BLACKING.

All of Superior Quality

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

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Cocoa gene

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A PERFECTLY PURE COMPRESSED COCOA EXTRACT...

ONE TABLET MAKES AN EXCELLENT CUP OF COCOA

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

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