

# THE CANADIAN GROCER

VOL. XI

MONTREAL AND TORONTO, JANUARY 8, 1897.

No. 2

HOLD YOUR TRADE BY SELLING THESE FAMOUS BRANDS

Manufacturers by Special Warrant  
To Her Majesty THE QUEEN



## COLMAN'S MUSTARD

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

**ONLY GOLD MEDAL PARIS 1878**

**TWO GOLD MEDALS**

INTERNATIONAL HEALTH EXHIBITION LONDON 1884

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




TO THE COURT OF HOLLAND AND THE KING OF ITALY

PURVEYORS TO H.R.H. THE PRINCE OF WALES

THE ONLY TEN CENT CIGAR



# PEEK FREAN & CO'S

## BISCUITS AND CAKES.

Have obtained great Celebrity for their  
→ PURITY & EXCELLENCE ←

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

VARSAVIA CIGAR 5c. THE BEST IN THE MARKET

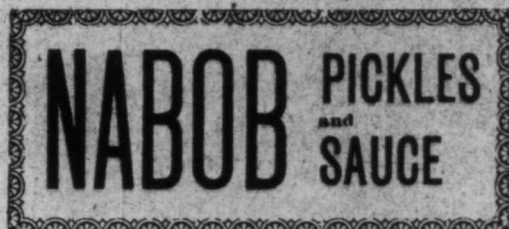
CAROLINA SMOKING TOBACCOS

# Armour's White Label Soups

are made of the very finest material, and wherever used are thoroughly appreciated. If you have not yet handled this line—start now. It's a seller. Nicely gotten up booklets, describing many different ways of serving the soups, mailed to your customers on receipt of a list.

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

# Batty's



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

ALL WHOLESALERS HAVE THEM.

... EIGHT PRIZE MEDALS

Canadian Agents

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

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



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

# Kippered Herrings



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

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

- Fresh Herrings
- Herrings in Tomato Sauce
- Herrings in Shrimp Sauce
- Herrings in Anchovy Sauce
- Herrings a-la-Sardine
- Preserved Bloaters, etc.
- SALT HERRINGS IN KECS. "CROWN" BRAND.**

All Selected Fish from the famed Aberdeen Fisheries.

For Sale by all Leading Grocers.

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

**Standard Goods THE Best to Handle**



DON'T FORGET TO  
**ORDER**



..SOME OF..

**FRY'S CHOCOLATE AND COCOA**

For Your New Year's Trade.

FOR  
**PURITY**  
..



FOR  
**STRENGTH**  
..

This brand is always reliable.

Highest test 98.50% pure.

Made only  
by

**The UNITED ALKALI CO., Ltd., Liverpool.**

"New Process" Soda, finest on the market.



**The Lever Top Pickle**

NO CORK  
NO LEAKAGE

Most Useful Jar When Empty.

A FEW OF

**LAZENBY LEADERS**

- TABLE JELLIES.
- CHOW CHOW PICKLES.
- LUCCA CREAM OLIVE OIL.
- SOLIDIFIED SOUP SQUARES.
- ASSORTED POTTED MEATS.
- FORTT'S OLIVER BISCUITS.
- HARVEY'S SAUCE.

ALL ABSOLUTELY PURE

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

AGENTS

**A. P. TIPPET & CO.**  
MONTREAL and TORONTO

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

THE CANADIAN GROCER

# The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

Laboratory of Inland Revenue,  
Office of Official Analyst,

MONTREAL, April 8th, 1895.

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

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

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

Prof. of Chemistry and Pub. Analyst,

MONTREAL

CRESCENT BRAND



**BRUNNER, MOND & CO., Ltd,**

NORTHWICH, ENGLAND

MANUFACTURERS OF

## BICARBONATE of SODA

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

### SODA CRYSTALS

Of the Finest Quality.

In Barrels and Drums

Orders for direct importation from  
the Wholesale Trade only.

WINN & HOLLAND

MONTREAL

SOLE AGENTS FOR THE DOMINION OF CANADA

## WE BEG TO THANK

Our numerous customers for their patronage for the year 1896, and hope to continue to have a fair share of their business for the incoming year. We have several new lines, which we expect to interest the trade in, for the coming year, and we would kindly ask the merchants to wait until our travellers call on them, and inspect the same.

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




“THERE ARE OTHERS”

. . . But none so good as . . .

MALLAWALLA



VERY OLD  
HIGHLAND WHISKY.



*Cockburn & Co.,*  
Leith & London.

ESTABLISHED 1796.

Try—  
**COCKBURN'S  
SCOTCH  
WHISKY**

Nothing Finer in the Market

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

**J. & R. McLEA, Montreal**

AGENTS FOR  
THE DOMINION



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

# PAPER BAGS

“WE DO IT ALL.”--

From the raw  
materials to the  
finished and printed  
paper bags it is all done  
under the same roof. Paper  
Bags at their best are known as

“EDDY’S.”

## The E. B. EDDY CO, Ltd.

HULL, QUE.

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

AGENTS—F. H. Andrews & Son, Quebec; A. Powis, Hamilton; J. A. Hendry, Kingston;  
Schofield Bros., St. John; J. Peters & Co., Halifax; Tees & Pesse, Winnipeg;  
James Mitchell, Victoria and Vancouver, B.C.; John Cowan, St. John's, Nfld.

WEST

Fire

Capital, sur  
Capital -  
Assets, ove  
Annual Inc

Head C

GEO. A. COX, Pre

BR

RC

Do you s

H. A.

Co

**WESTERN** Incorporated 1851.  
**ASSURANCE COMPANY**

**Fire and Marine**

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

Head Office: **TORONTO, ONT.**

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

**CHILDREN FREE.**

By sending your name and address (write plainly) to Adams & Sons' Co., 11 and 13 Jarvis street, Toronto, Ont., you will receive one of their beautiful paper dolls, with movable heads and bodies, for the children free.

**BROOMS**

Three most reliable lines :

**ROSE, PANSY, THISTLE**

Do you sell them ? If not, why not ?

**MATCHES**

**Sovereign Brand**

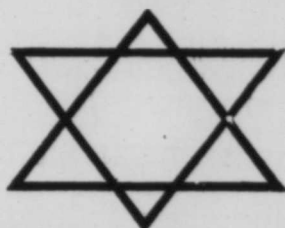
GUARANTEED equal to any match made.  
Freight allowed on 5 case lots.

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

**..DID YOU EVER..**

**BATGER'S**

**TRY**



**PEELS**

ALWAYS RELIABLE.

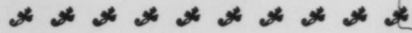
**All Right**

**"REINDEER" BRAND**

**Condensed Milk ; Coffee ; Cocoa. Evaporated Cream.**

# SNAPS...

FOR KEEN BUYERS.



## RIO COFFEE...

Large shipment to hand with the New Year ; good quality. Our Travellers have samples. It will pay you to investigate.

## FIGS...

Decided bargains in Choice Family Natural Figs, 28-lb. boxes, and Choice Natural Figs in 56-lb. bags. Our stock is large and prices consistently low.

## OUR STANDARD BLACKS...

Meet the universal demand for rich, heavy-bodied delicious beverages. Packed in our patent metal-lined cases. A high standard of quality always maintained.

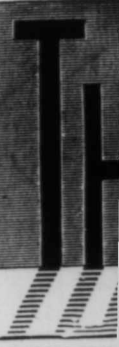
---

**W. H. GILLARD & CO. - Hamilton**

WHOLESALE ONLY

JOHN MOUAT, North-west Representative, Winnipeg

This jour  
tic



Vol. XI (P

T

THE acc  
tory, a  
ance a  
used as a g  
political nat  
accounts in  
Magazine.  
of those who  
advantage o  
no other rea  
best years of  
guide in det  
man knows  
spent in one  
business, an  
of money h  
expenditure

But it is r  
we desire to  
It is the ab  
exists in a  
simile to sa  
safely with  
whereabout  
because it  
the present  
knows wha  
three mont  
foresee the  
which affe  
particularly  
say, the ba  
When men  
by rumor:  
business is  
frequently  
ance of the  
at once be  
portance t  
by referen  
his exact

It is a  
business i  
part of b  
viz.: that  
in which l  
ant detail



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

# THE CANADIAN GROCER

Vol. XI. (Published Weekly)

MONTREAL AND TORONTO, JANUARY 8, 1897

(\$2.00 per Year) No. 2

## THE WHY AND HOW OF BOOK-KEEPING.

THE accounts of a business are its history, and as history owes its importance as a study to the fact that it is used as a guide for numerous decisions of political nature, so are we guided by our accounts in business, says a writer in Trade Magazine. We learn to eschew the errors of those who have gone before, and to take advantage of their good judgment. If for no other reason, a careful account of the best years of a business is a very important guide in determining future policies. If a man knows just how much money he has spent in one year on a certain branch of his business, and also knows exactly the amount of money he made on his investments and expenditures, he has some basis to work on.

But it is not in this light, especially, that we desire to view the subject of accounts. It is the absolute necessity for them which exists in any business. It is a very trite simile to say that one cannot navigate a ship safely without an exact knowledge of its whereabouts, and we only use this old saying because it is perhaps the most apt one. In the present swiftly-moving times, no one knows what conditions will rule the markets three months hence. No one can possibly foresee the contingencies that arise and which affect business. In fact, business, particularly in our country, is, you might say, the barometer of the political condition. When men's minds are uneasy and unsettled by rumors of trouble with other nations, business is immediately unsettled, and very frequently many failures follow a disturbance of the normal condition. Hence, it will at once be seen that it is of the utmost importance that every business man be able, by reference to his accounts, to determine his exact position at any one time.

It is a remarkable fact that the class of business in which are interested the greater part of business men in the United States, viz.: that of the smaller retailers, is the one in which less attention is paid to this important detail than in any other. Some men

feel that because their business is small, and there is, as a rule, but one person interested in its ownings and earnings, it is not necessary to keep an exact account of everything that comes in and goes out. They content themselves, as a rule, with a mere record of outstanding accounts, and even this is usually no more than a memorandum book which contains the entries of the purchase when it is made, and is crossed off when payment has been received. There is, as a rule, no record whatever as to the goods which have been bought, or the amount of cash sales. There is generally no proper cash account, if there is any at all, and the business is allowed to run on until in many cases the proprietor finds that money is not coming in fast enough to pay his bills, and then he usually fails, a condition which might have been averted had he known how things were going.

Suppose the store of one of these carelessly managed concerns should burn down with all the stock, what sort of claim would its owner have upon the insurance company, if he was insured? It would be necessary to show a record of goods bought and also the amount of goods that had been sold. In the absence of any such record, it is almost certain that the insured would be the loser to the extent of a very large amount of the insurance money, to which he would have been entitled, had he been able to show conclusively to the insurance company that he was possessed of a certain amount of stock at the time of the fire.

If it were a matter of difficulty to keep a set of books, or a thing that required sufficient time to necessitate the employment of a person whose duties should be attention to this branch of the business only, or if the science of book-keeping were one that required a special education, we would not wonder as we do that there are so very many businesses that are run without any proper record being made. Keeping books properly is the easiest thing in the

world. It consists of merely recording the transaction when it is made. There is no business man of intelligence who could not learn the principles that govern the keeping of books on the double entry system in a few hours. In a small business the book-keeping can be done readily by the proprietor. The cash sales can, of course, be entered as they are made, without any extra trouble whatever. The charge purchases have to be entered anyway, so that does not entail any extra trouble, and in a few hours each week all the other business of keeping books could be attended to.

It is not the intention here to teach any method of book-keeping, but a brief outline of what is necessary will be attempted. To begin with the cash book: The cash book has entered in it all receipts and expenditures of cash. It is not meant by this that every individual cash sale should be entered upon the debit side of the cash book, but that a memorandum of these small cash sales be kept in a book for this purpose, and at the close of the day the sum of all the cash sales be added and entered as one item. It is a very important point that a balance be taken every day from the cash book, and that this balance agree with the amount of money in possession of the business.

Charge sales are entered in the sales book. It may be mentioned here that in book-keeping all entries are made precisely as though they were so much cash. Merchandise sent out is charged just the same as though it were so much cash. Merchandise received is credited just as so much cash would be credited, for the reason that all merchandise is reckoned at its value in money.

A bill book is also used. By this is meant a large book in which all bills for merchandise bought are posted every month, all the bills from one house being placed together, and the total of their amount is set opposite the last bill. All of this is exceedingly simple; it is merely a record at the

THE RISING SUN STOVE POLISH

AND

THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.

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

time of each transaction entered into by the firm.

The ledger is the one point upon which there might be some doubt. As is well known, a ledger account is always divided into two separate parts, the debit and the credit, and the only point upon which any explanation need be given is that of the decision into which side of this account shall be placed each individual entry, and a very little thought will readily show anyone which is the proper side. Take, for instance, the account of John Jones, who, we will suppose, is a customer of the house. We have entered in the sales book a charge against John Jones of \$10. The point now to be decided is where to place the charge of \$10 on the account of John Jones. The left side of the ledger account is the debit; the right is the credit. John Jones, having received this merchandise, is debtor to merchandise to the extent of \$10; consequently, this item would be entered on the left side of the ledger. When this is paid it is entered on the cash book on the left page and is posted in the ledger on the right, or credit side, because John Jones is credited by cash to the extent of \$10.

With goods bought, the same theory will apply. We buy from Wm. Smith \$100 worth of goods. Wm. Smith is to be credited with \$100 worth of goods; consequently, this bill, or one month's bills, are to be entered on the right side of Wm. Smith's account, and when payment is made for the \$100, it is Wm. Smith who is debtor to cash for this \$100, which he receives as payment.

The sum total of all the merchandise sold during one month is an item which is entered in the merchandise account. It is merchandise credited by the amount that has been charged against it in the sales book; or since it would be folly to make a merchandise entry for each separate charge that has been made, this entry is made, merchandise credited by sundries, meaning all the sales that have been charged (not cash sales) during the month. It is the same way with all cash received for the

month and all cash paid out. All the cash received is debtor to cash in the ledger, and is entered on the left side of the ledger, and all cash paid out is credited to cash and is entered on the right side of the ledger.

But one item more, and that is the entry in the ledger of the total of all goods purchased. In any business there must necessarily be two kinds of purchases made—one for stock or merchandise and the other for the expenses of the business. It is always desirable to know just how much it costs one to run a business. For this reason, the bills which come in in one month, which are for merchandise, are collected, care being taken, as was observed, to separate the bills of each concern. The expense bills are treated in the same way. The total of all merchandise bought is then entered in the ledger on the left side, as merchandise is debtor to what is received in the way of merchandise, and the expense items in total are entered on the left side of the expense account. All expense items which are paid in cash should be entered on the cash book; as, for instance, expense, rent; expense, postage, and at the end of the month are charged into the expense account.

It will thus be seen that every item is really entered on both sides of the ledger, each charge sale is charged separately on the left side of the ledger account, and the total of all charge sales for the month is entered on the right side of the account. Thus, if these were the only entries in the ledger, the totals of all the entries on the left side and all entries on the right side would agree. It is the same way with both sides of the cash book, the individual items being entered on one side and the total on the other; the same with merchandise bought; and, in fact, all entries that are made on the books appear either directly or indirectly on both sides of the ledger. Consequently, at the end of the month, by adding up the balances on each side of the ledger, we have what is known as the "trial balances." When the sums of all balances on each

side agree, it can be taken for granted that the books are correct.

One word more, and this is in regard to the entries governing the proprietor of the business. It must be remembered that the business owes to its investor whatever money he has put into it, and this is represented on the books as a debt of the concern.

It is hardly to be expected that anyone totally unacquainted with the practice of book-keeping would be immediately able to open and carry on a set of books from the very rapid explanation given above; but we believe we have shown the simplicity and ease with which the work can be done; and for those who have been sufficiently interested to desire to make the experiment, we would say that with this explanation and a little help from some friend who has a knowledge of the details of book-keeping, it will be a very easy thing to keep a perfect set of books.

The writer of this article believes that he might be considered a very good book-keeper, and he desires to point to the fact that his experience and knowledge of this branch of business was obtained merely by observation when employed in an office as an assistant to the book-keeper. He never had one hour's instruction on any point mentioned above, but found the whole matter one requiring only the most ordinary business sense.

U.S. TOMATO PACK.

In its seventeenth annual report on the tomato pack, The American Grocer notes a reduction in the output this year, which brings it below the average annual supply for nine years. The total pack compares with the output of nine previous years as follows:

Cases of 2 doz. tins each.		Cases of 2 doz. tins each.	
1896.....	3,541,188	1891.....	3,495,365
1895.....	4,194,780	1890.....	3,166,177
1894.....	6,526,979	1889.....	2,976,765
1893.....	4,635,183	1888.....	3,343,137
1892.....	3,366,792	1887.....	2,817,048
Total for ten years.....		38,033,414	
Average per year.....		3,803,341	
Average per year 1893-1896.....		4,739,532	

A

LUC

Ou

S  
S

JAN

Ask our

B

# A HIT

## The Secret's Out!

We like to give our friends something new now and again.

THE LATEST IS

# CIRCLE TEA

See our Travellers, or write us for particulars

## LUCAS, STEELE & BRISTOL - HAMILTON

### Our Latest Production..

✧  
**A  
Sure  
Seller**



✧  
**Will  
Always  
Give  
Satisfaction**

## JAMES TURNER & CO. IMPORTERS HAMILTON

Ask our Travellers to show you our LEADERS in BULK.....

CEYLON AND  
YOUNG HYSON

# TEAS

SPLENDID VALUES.

AGENTS IN CANADA FOR ENGLISH BREAKFAST HOP TEA.

Pounds and Half Pounds. .∴. Once Tried Always Used.

## BALFOUR & CO., - HAMILTON.

: : : We draw your attention to our : : :

# Special Brands Package Tea

**Victoria Blend**

at 35c., 1's and ½'s  
Black and Mixed  
at 28c., 1's and ½'s  
Black and Mixed

**Crown Blend**

at 18c.  
1's and ½'s  
Black and Mixed

Also Sole Agents for Western Ontario for Tetley's famous Package Teas.

**T. KINNEAR & CO., 49 Front St. East, TORONTO**

## WORK AND WAIT.

**W**HAT we do upon some great occasion will probably depend upon what we already are; and what we are will be the result of previous years of self-discipline.—H. P. Liddon.

In all matters, before beginning, a diligent preparation should be made.—Cicero.

I consider a human soul without education like marble in a quarry, which shows none of its inherent beauties until the skill of the polisher sketches out the colors, makes the surface shine, and discovers every ornamental cloud, spot and vein that runs through the body of it.—Addison.

Many a genius has been slow of growth. Oaks that flourish for a thousand years do not spring up into beauty like a reed.—George Henry Lewes.

All good abides with him who waiteth wisely.—Thoreau.

The more haste, ever the worse speed.—Churchill.

Haste tips up its own heels, fetters and stops itself.—Seneca.

“Wisely and slowly; they stumble that run fast.”

How can we expect a harvest of thought who have not had the seed-time of character?—Thoreau.

I call a complete and generous education that which permits a man to perform justly, skilfully and magnanimously, all the offices, both public and private, of peace and war.—Milton.

The safe path to excellence and success, in every calling, is that of appropriate preliminary education, diligent application to learn the art and assiduity in practising it.—Edward Everett.

The more you know, the more you can save yourself and that which belongs to you, and do more work with less effort.—Charles Kingsley.

“All things come round to him who will but wait.”

The great lack of the age is want of

thoroughness. How seldom you find a young man or woman who is willing to take time for their life work! A little education is all they want, a little smattering of books and then they are ready for business.

Unless you have prepared yourself to profit by your chance, the opportunity will only make you ridiculous. A great occasion is valuable to you just in proportion as you have educated yourself to make use of it. Beware of that fatal facility of thoughtless speech and superficial action which has misled many a young man into the belief that he could make a glib tongue or a deft hand take the place of deep study or hard work.

Patience is Nature's motto. She works ages to bring a flower to perfection. What will she not do for the greatest of her creation? Ages and æons are nothing to her; out of them she has been carving her great statue, a perfect man.

What the age wants is men who have the nerve and grit to work and wait, whether the world applaud or hiss. It wants a Bancroft, who can spend twenty-six years on the “History of the United States”; a Noah Webster, who can devote thirty-six years to a dictionary; a Gibbon, who can plod for twenty years on the “Decline and Fall of the Roman Empire”; a Mirabeau, who can struggle on for forty years before he has a chance to show his vast reserve destined to shake an empire; a Farragut, a Von Moltke, who have the persistence to work and wait for half a century for their first great opportunities; a Garfield, burning his lamp fifteen minutes later than a rival student in his academy; a Grant, fighting on in heroic silence when denounced by his brother generals and politicians everywhere; a Field's untiring perseverance, spending years and a fortune laying a cable when all the world called him a fool; a Michael Angelo, working seven long years decorating the Sistine Chapel with his matchless “Creation” and the “Last Judgment,” refusing all remuneration therefor, lest his pencil

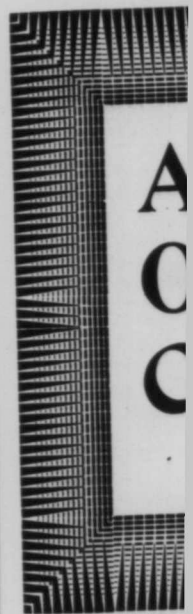
might catch the taint of avarice; a Titian, spending seven years on the “Last Supper”; a Stephenson, working fifteen years on a locomotive; a Watt, twenty years on a condensing engine; a Lady Franklin, working incessantly for twelve long years to rescue her husband from the polar seas; a Thurlow Weed, walking two miles through the snow with rags tied around his feet for shoes, to borrow the “History of the French Revolution,” and eagerly devouring it before the sap-bush fire; a Milton, elaborating “Paradise Lost” in a world he could not see, and then selling it for £15; a Thackeray, struggling on cheerfully after his “Vanity Fair” was refused by a dozen publishers; a Balzac, toiling and waiting in a lonely garret, whom neither poverty, debt nor hunger could discourage or intimidate; not daunted by privations, not hindered by discouragements. It wants men who can work and wait.

When a young lawyer, Daniel Webster once looked in vain through all the law libraries near him, and then ordered, at an expense of \$50, the necessary books, to obtain authorities and precedents in a case in which his client was a poor blacksmith. He won his cause, but, on account of the poverty of his client, only charged \$15, thus losing heavily on the books bought, to say nothing of his time. Years after, as he was passing through New York City, he was consulted by Aaron Burr on an important but puzzling case then pending before the Supreme Court. He saw in a moment that it was just like the blacksmith's case, an intricate question of title, which he had solved so thoroughly that it was to him now as simple as the multiplication table. Going back to the time of Charles II. he gave the law and precedents involved with such readiness and accuracy of sequence that Burr asked in great surprise if he had been consulted before in the case. “Most certainly not,” he replied; “I never heard of your case till this evening.” “Very well,” said Burr, “proceed.” And when he had finished Webster received a fee that paid him liberally for all the time and trouble he had spent for his early client.—Architects of Fate.

Thoroughly sa  
age Teas. Sa

QU

WHOL



O

WE ENTER UPON OUR THIRD YEAR WITH

# KURMA TEA

Thoroughly satisfied with its progress and firmly convinced of its ultimate triumph over all other Package Teas. Sales quadrupled in two years.

**QUALITY**

**MUST**

**TELL**

The **DAVIDSON & HAY, Ltd.**

WHOLESALE AGENTS, - - - TORONTO.

Telephones 399 and 1399.

## A Game Of Chance

From Manufacturer to  
Retailer Direct.

The Miller who mixes the essence of Buckwheat with a low grade flour and turns the nameless mess into his product of Buckwheat Flour is playing a game of chance with your interests.

Should you pay the penalty of another's greed for unreasonable profits? Is the confidence of your customers worth saving? Tillson's Roller Process Buckwheat Flour is a pure Buckwheat flour—nothing more nor less. White—because the best selected grain is used.

Flavor—strong and natural because it is pure. Price—no higher than other flours, whose makers play upon the confidence of the retailers' customers, through the retailer himself.

The **TILLSON COMPANY Ltd.**

.....TILSONBURG, ONT.

## Our Table Delicacies



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

**Our JAMS**

**JELLIES**

**PRESERVES, etc., etc.**

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

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

## COMPETITORS.

THE retailer who uses the coarsest sort of straw paper finds a competitor in the dealer who uses high-grade and slightly paper.

The retailer who uses cheap stationery, and sends in bills irregularly, in an untidy envelope, finds a strong competitor in the man who uses attractive billheads, neat envelopes, and who does everything connected with the book-keeping systematically, regularly and in style.

The retailer whose assistants make errors, delay in deliveries, make mis-statements, has no show alongside of a competitor who is noted for correct dealing, promptness and truthfulness.

The retailer whose clerks are untidy in personal appearance has a strong competitor in the store where the boys always wear polished shoes, have a clean collar, a coat free from grease, hands clean and finger nails tidy.

The retailer who economizes in gas or illuminating oil is not in the race with the brilliantly-lighted store.

The retailer who is ignorant of the nature of the goods he sells cannot compete with the man who knows all about them.

The retailer whose clerks make mistakes in giving change cannot keep abreast of the store where no such errors occur.

The retailer whose clerks forget to enter goods sold a credit customer is sure to be outdistanced by the one whose system prevents such costly carelessness.

The retailer who neglects his front window and counter display helps along the business of his competitor who challenges attention by new, tasty, fresh and novel displays.

The retailer who keeps behind in the procession and lets other merchants try new goods is always chasing to catch up with the competitor who keeps up with the times.

The retailer who never reads a trade journal goes rapidly to seed, as compared with the fellow across the way who is always posted.

The retailer who never advertises is the one who contradicts his neighbor that there is money to be made in the jewelry business.

The retailer who overbuys, who fails to overhaul the stock frequently, is hardly handicapped, as compared with the other chap who buys frequently and always turns the stock over often enough to keep it bright and fresh.

The merchant who offers good goods, gives effective, prompt and polite service, conducts his business in relation with his customers methodically and satisfactorily, can always charge a fraction more and retain his trade as compared with the merchant

who does not meet these requirements. It is not so much what is charged, within reasonable limits, as the quality of the goods and the method of handling them that bring the most desirable custom. What is desirable custom? The custom that buys intelligently and critically and pays promptly, and a few cents this way or that makes little difference to such custom.—Brains.

## THE CRAZY MAN.

I KNOW, writes "The Stroller" in Grocery World, a retail grocer who has originated one of the most remarkable advertising schemes ever thrown on the cold world. He's not a specially large man, either, probably doing a yearly trade of \$15,000. To get right at the scheme, this man absolutely gives away every article whose regular retail price is less than 5c. Did I hear somebody say fool? Wait.

When I first heard of the idea I thought the fellow was crazy. When somebody gets hold of an especially new and striking idea, we're apt to conclude that the originator is crazy, mainly because he got hold of a good thing before we did. But to get back. All of the other grocers in the town where this special schemer does business believe he's plumb cracked. Those fellows will argue for hours that that grocer is out of his head and ought to be put in an asylum, while their own business dries up and the dust gathers on their prunes.

Well, to decide for myself whether he was crazy or not, I went to see him. I found him a rather young man—probably 35 years old, with the glint of the sharp, shrewd business man in his eye.

"Well, sir, what can I do for you?" he said, as I approached.

In answer I stood and looked at him full in the face for several seconds.

"You don't look like a crazy man," I said, finally.

He laughed in spite of himself.

"My esteemed competitors have been filling you up, have they?" he asked, quizzically. "You didn't hear anybody outside say so, did you?"

"No consumer," if that's what you mean," I answered, "but the other grocers here would have you put away if they could."

"I suppose they would," he said, laughing again.

This got us on fairly good terms, and I dove right into the subject.

"I wish you'd give me an idea what this scheme of yours is," I said.

"It's very simple, I simply don't charge for articles under 5 cents."

"Suppose the price is just 5 cents," I asked, "do you charge them?"

"Yes, sir."

"If a customer buys 2 pounds of granu-

lated sugar at 4 cents a pound, how much do you charge?"

"Eight cents," was the reply. "The aggregate value of the article is what counts, not the value of an individual pound or quart."

"Well, does it pay you? Tell me that," I said.

"Pay me? It pays me better than anything I ever tried before, or expect to try again. All I'm afraid of is that some of the other grocers here will start it, too."

"I'll just tell you how it pays me," he said. "I started this thing three months ago yesterday, and in that time my business has increased as near 25 per cent. as I can figure. That's good evidence, isn't it?"

I thought it was.

"Don't you find that you are imposed on a good deal? I asked.

"Very little, if any. I suppose I am to a very slight extent, but hardly enough to count.

"You see," he went on, "I made a close calculation as to what percentage of my total business the articles which sold under 5c. amounted to. At that time I did a gross business of about \$12,000. I found that of this only 5 per cent. was on articles that sold for less than 5c. That proportion may vary in other places, but that's what it was with me. Five per cent. of \$12,000 is \$600 a year. That \$600 worth of goods probably cost me not over \$300. I have stopped all other sorts of advertising and that \$300 I set down as my advertising appropriation. If I had to still do only \$12,000 worth of trade a year, \$300 for advertising might be rather steep. But the minute I got the thing about I noticed a steady increase in my trade. It's very seldom a person will come in here and ask for a 3-cent bottle of bluing and go out with it alone. They are anxious to get something for nothing and will come out of their way to get the 3-cent article, but they will in nearly every case buy something else while they're here. I've gotten the entire trade of at least twenty-five families just through this scheme. And you ask me if it pays."

"How many times have you been victimized?" I asked.

"Very few. There is a notoriously mean old man in town here, and he comes and gets little things for nothing, and, under the arrangement I can't refuse him, but what he gets don't amount to much. That's really about the only case where I haven't come out ahead. If my business increases during the next nine months in the same proportion that it has increased during the last three, I'll have all the business of the town," he said, laughingly.

"And the other grocers call me crazy, do they?" he said, with a peculiar expression, as I started to go.

"Yes," I said, "and I wish you could give me some crazy way of making money."

Let's all go crazy.

Japan

We  
Our  
Of g

OWL

OUR

in sack  
best soA  
W

L.

# Japan, China, India and Ceylon Teas

**WE HAVE THEM ALL**

We want your tea trade and we can give you what you need at right prices. We bought before the advance. Our offers of Japans from the lowest grades to the highest are surpassed by none and equalled by very few. Of green and black we have the largest and best assorted stocks.

**TRY OUR SPECIAL BRANDS**



OWL CHOP BRAND.

## Japan

CHOICEST MAY PICKINGS. . .



BEAVER BRAND.



## OUR CEYLON

in sack packets is the best sold.

## TRY IT

and be convinced.

Ask for our samples and compare them with the best; we can save you money. We are not holding out for a duty, we are willing to sell.

# L. CHAPUT, FILS & CIE.

MONTREAL

# TO TEA BUYERS

Just received a large invoice of Japans ranging from 15c. to 18c.---exceptional value.

Indians and Ceylons arriving every week.

**H. P. Eckardt & Co.** Wholesale Grocers **TORONTO**

4cts. FOR CLEANED 1895 VALENCIAS



Keep up with the Times..

AND HANDLE GOODS THAT WILL SELL THEMSELVES.

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

The **Geo. Matthews Co. Ltd.**

OTTAWA and PETERBOROUGH.



Sugar and Spice . . . .

Meat and Fruit, in just the right proportion constitute the main ingredients of our **Condensed Mince Meat**. Most cooks have some peculiar little notion of their own about mince meat, but **Wethey's** suits nine out of every ten.

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



J. B. MacLEAN  
Presid

The MacL

FINE M

TRADE J

TORONTO:  
MONTREAL:

EUROPEAN B  
Canadian

R. I

John Camero  
Major A. G. C

DERE

**B**USINE not for active municipal af ality contest criterion, the instead of b

A corpora must be con satisfactorily business pri tuted for bu ment of a c for oil as a ing wheel fe for a wareh

Although dent it is su business ma to the gove

During tl lightning t tions of the men of the fell upon th On the cor at home, v taken up w of various and doctor: practice in and busine idea of the lic platfor torate how

And ye! The major fault lies la are not c communit the busin



# THE CANADIAN GROCER

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

## The MacLean Publishing Co. LIMITED

FINE MAGAZINE PRINTERS  
and  
TRADE JOURNAL PUBLISHERS.

TORONTO: - - - 26 Front St. W.  
MONTREAL: - Board of Trade Building.  
Telephone 1255

EUROPEAN BRANCH:  
Canadian Government Offices,  
17 Victoria St., London, S.W.  
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.  
Major A. G. Campbell,  
General Subscription Agent.

### DERELICT BUSINESS MEN.

**B**USINESS men in the larger cities have not for a long time been noted for the active interest they have taken in municipal affairs. But, if the recent mayoralty contest in Toronto can be taken as a criterion, the conditions are getting worse instead of better.

A corporation, like a mercantile venture, must be conducted, if it is to be conducted satisfactorily, on business principles. Non-business principles can be no more substituted for business principles in the government of a city than can sand be substituted for oil as a lubricant. Business is the driving wheel for a civic corporation as well as for a warehouse.

Although these principles are so self-evident it is surprising the lethargy the average business man in Toronto exhibits in regard to the government of the city.

During the last campaign the task of enlightening the public on the municipal questions of the day fell not upon the business men of the community. Obviously the duty fell upon them, but they did not take it up. On the contrary, they, as a rule, remained at home, while the work they should have taken up was performed largely by agitators of various theoretical schools, young lawyers and doctors with ambition in abundance and practice infinitesimal, with theories prolific, and business commonsense slender. The idea of these young men mounting the public platform and essaying to instruct the electorate how it shall vote! It is absurd.

And yet the blame is not upon them. The major part of it is not, at any rate. The fault lies largely with the business men. They are not doing their duty, either to the community or themselves. A good many of the business men who formerly actively

participated in municipal elections are still in existence, but their activity, in a public sense, is not.

The reason for this degenerated influence is probably varied. One reason is no doubt the disgust with the too often unbusinesslike character of the candidates for municipal honors—men whose qualification is often either the strength of the lodge or political influence they can bring into operation. In Toronto the disgust of business men began to develop when the citizens some years ago rejected Mr. E. B. Osler, a practical business man and now president of the Board of Trade and one of the representatives of the city in the House of Commons.

Another reason is the greater competition that has been engendered in business of late years and the consequent closer attention demanded from those who are engaged in it. No man can be asked to sacrifice his business for the municipality, but there are few merchants or manufacturers who could not sacrifice some of their time for the city without sacrificing their business.

The chief contributors to the taxation of Toronto, or any other city in the Dominion, are its business men. And yet those who have the least to say in the conduct of the affairs of the city are its business men.

People who cannot appreciate the requirements of a business community cannot intelligently legislate for it. And Toronto has suffered because she has usually had landlubbers and rarely qualified men navigating the municipal ship. Things cannot always go on in this way.

Canada is rich in all the other products of nature, except population. And that, too, she will have some day.

### THE PROPOSED TEA DUTY.

**T**HE argument that a specific duty would be a hardship upon the poor man who uses cheap tea is more fanciful than real.

A duty of 10c. per pound would certainly tend to reduce the quantity of the cheap teas which now come into the country in such quantities, for, of course, under a specific duty, the lower the price of the tea is the higher will be the percentage of the rate levied upon it, while on the higher priced teas the tendency would be just the opposite. On some descriptions the duty would probably be as high as 80 to 100 per cent.

It is obvious that rather than pay that increased price for the old, low-grade, trashy tea which he formerly drank the consumer would pay a few cents per pound extra and get a tea of better quality. While this would apparently be still further increasing the

cost of his tea, in reality the effect would be the opposite.

The tea that retails at 40c. per pound sells at that price because it possesses that inherent value. The same law governs the value of the 20 or 25c. tea. Therefore the man who pays 40c. per pound gets value for his money as well as he who pays 20c.

In reality the man who pays the higher price is getting the better value. There are several factors which conduce to this. Aside altogether from the fact that the higher priced tea is the more healthy one, it is beyond all question the most economical, possessing as it does relatively greater strength and decidedly higher flavor. It naturally follows that it means also the use of a less quantity of tea for a given quantity of people than would be the case with so many of the trashy low-grade teas that are on the market. Take, for instance, a good Indian or Ceylon tea and one spoonful of it will easily go as far as two or three spoonfuls of many of the cheap teas that are now so freely drunk.

Then it must not be forgotten that the better grade teas are gradually getting relatively cheaper as compared with the low grade teas.

With a specific duty the consumer would naturally be compelled to pay a higher price for his tea, but it is just as certain, as far as the consumer of the very cheap teas is concerned, that he will come less often to his grocer for tea, while the beverage he drinks is a more palatable and more healthy tea.

### TAKE STOCK.

**N**AVIGATORS would as soon think of neglecting to use the helm as to fail from time to time to take their bearings and study their chart.

Stock-taking to the merchant is what the quadrant and chart are to the navigator: It enables him to ascertain his whereabouts.

It is true a merchant may conduct a business year after year without wrecking it. So may a vessel cross the Atlantic without quadrant or chart. But it is a most dangerous practice.

No man can properly carry on business in the dark. And he who does not take stock at least once a year is in gross darkness.

It is not enough for a merchant to know at the end of the year that he has got a balance to his credit in the bank, or that that balance is larger than it was twelve months before. That does not tell him exactly where he stands.

Knowing where he stands means that every merchant must get a clear insight into his business.

There is depreciation in stock to be taken

into account, interest on capital invested to be considered, and bad and doubtful debts to be allowed for. With these things taken no cognizance of it is quite possible that the business may be sinking, when it is apparently as buoyant as ever.

But stock-taking not only leads to the discovery of leakages, but it points out ways and means of developing and improving the business.

There are in every merchant's stock lines which have not proved as salable as others, while still others have possessed little or no profit-earning properties. It is advisable that the merchant should ascertain beyond peradventure what these are. Stock-taking will impart this knowledge to him. What the possession of this information is to a wide-awake merchant is obvious.

Stock-taking demands a great deal of time and the expenditure of no small amount of patience, but the knowledge which is obtained as a resultant is worth it all. Take stock.

Atlantic steamers occasionally collide in New York harbor. Last Saturday there was another of them, but we hear nothing regarding the safety of that route.

#### DON'T WANT A BONUS.

At present creameries enjoy a certain bonus from the Provincial Government of Quebec for the manufacture of butter.

The Montreal Butter and Cheese Association has all along been opposed to the practice, and last Tuesday, at a special meeting held to consider the question, indulged in some strong talk in regard to it.

They consider that the system conduces to a lot of fraud and instance cases where creameries got their milk in Ontario yet were paid the bonus, and vice versa. Eventually the following resolution was adopted:

Resolved,—That a committee be appointed to draft a resolution strongly advocating the discontinuance of the system of granting bounties to creameries, and recommending the advisability of applying whatever moneys have been voted for that purpose to the increasing and improving of refrigerator accommodation, both on water and land.

The spirit distillers of the United States have been trying to form a combination, but so far without success. Spirit, evidently, is lacking somewhere.

#### JAPAN RICE.

The first shipment of new season's Japan rice reached New York last week. This arrival is about one month earlier than in any previous year. The second shipment, which is due February 1, will also be about

a month earlier. The price is low and the quality good.

The rice crop of Japan is about 385,000 tons short this year, or 7 per cent. below the average. The Louisiana rice crop is about 33 per cent. short.

#### SCARCITY OF FILBERTS.

FILBERTS have been unusually scarce upon the Toronto market during the past week or two. Some of the wholesale houses are completely cleaned out of them, and in some instances small lots had to be brought on from New York to supply the holiday demand.

Two reasons are advanced for the shortage. The one is that the wholesale trade were over cautious in placing their orders. The other, and probably the most direct, is the non-arrival of the steamer with the shipment due some weeks ago. When this steamer arrives, stocks will be in better shape.

#### UNTRUSTWORTHY TARIFF WITNESSES.

If the Cabinet Ministers who have been taking evidence on tariff matters are guided by the views expressed by some of the gentlemen who have appeared before them, particularly in Montreal, we will have a mighty queer tariff.

Where they may be tempted to give attention to statements submitted by any but men of well-known reputation they should enquire thoroughly as to the standing of these gentlemen. The word of the average business man is as good as his bond, but even documentary evidence submitted by some should be critically examined.

One deputation made some extraordinary statements, in urging the Commission to grant an increased protection to their industry, which every one in the trade knew to be utterly untrue. Another wanted the duty on a certain article removed and said they were deputed by a large association of merchants. The alleged organization was a myth, and is not now and has never been in existence.

#### THE LAW REGARDING SPICES.

Editor GROCER,—I would like to say a few words about spices. We hear a good many complaints about the law being such that an inspector can come into our stores and seize every package that has not got the owner's name on; and also to fine the manufacturer of such goods. There is plenty of raw material to make baking powder and spice out of, without adulteration, and the time has come when such fakes as giving bicycles, watches, tinware, silverware, etc., as prizes with goods, should be put down. Let people sell goods on their own merits.

It is a disgrace that we have got to give away something to sell another article. If properly put before the new Government by the Toronto Grocers' Association, it might be remedied.

Yours, etc.,

WILSON & SMITH.

St. Catharines, Dec. 28, 1896.

#### A STORY WORTH THE TELLING.

Editor GROCER,—During the holiday season it was my privilege to have the opportunity of reading the "Annals of Niagara" by Mr. William Kirby. And I feel safe in saying that not only every Canadian, but everybody interested in Canadian history, would profit by its perusal. In speaking of Mr. Kirby, Mr. Geo. H. Mills, the president of the Wentworth Historical Society, refers to him as the connecting link between the long ago and the present. Mr. Mills further states that he is a man so careful of his reputation that the readers of any book of his may rely upon its veracity. An intimate knowledge of the history of Canada is sadly lacking amongst us all. Why such should be the case it is hard to understand. There is much to be proud of, and I am sure a perusal of the Annals will strengthen this thought. I understand the Lundy's Lane Historical Society has issued a number of publications bearing upon Canada's early history, and the same may be procured from Mr. James Wilson, Niagara Falls South. During the year upon which we have just entered, I trust many of your readers will avail themselves of the opportunity of knowing the origin and history of the U.E. Loyalists, and they will then perhaps better understand their loyalty and devotion to their country.

Yours, etc.,

R. TASKER STEELE.

Hamilton, Jan. 4th, 1897.

The man who cannot look ahead a little will soon be left behind.

#### JAMAICA ORANGES FOR ENGLAND.

Direct shipments of oranges from Jamaica to London, Eng., commenced a couple of weeks ago. The fruit, says a contemporary, will enter into keen competition with the produce of the Canary Islands. Five steamers have been chartered by the English company conducting the direct shipments referred to, and these have been fitted up with refrigerator space for large cargoes. Every precaution has been taken to ensure the success of the undertaking. To Jamaica the results mean a great deal. It is impossible, it is claimed, to grow sugar in that island without loss, and the direct shipment of fruit, with its cheaper freights, offers an opportunity to restore its somewhat frayed prosperity.

THE Tariff session concluded as that city is

AERATED

Mr. J. Christin & Co., asked that At present thought that purpose as of under the sa factured in th had been ere paid at prese manufacture home indust

VERN

This indus H. Catelli. duty to be s when it was ment chang they had ha sumers. Th in Canada, treat.

Mr. Tees tea mercha of Montrea as to the d the article revenue pu to the grea the present on all imp discrimina United St the home would at neighbors. when it is stantaneor limited m United St would be consumer merchant to sell tea market.

"respect opinion t would be following

"1. I tition, so existing that ma short tin

"2. I us, inas

## THE TARIFF ENQUIRY.

THE Tariff Commissioners held another session in Montreal last week, and concluded their investigations as far as that city is concerned.

## AERATED WATER MANUFACTURERS.

Mr. J. Christin, of the firm of J. Christin & Co., aerated water manufacturers, asked that crown corks be admitted free. At present they came under tinware, and he thought that as they were used for the same purpose as other corks they should be put under the same list. The article was manufactured in the States, where large factories had been erected for their production. They paid at present 25 per cent., and not being manufactured in Canada they protected no home industry.

## VERMICELLI AND MACARONI.

This industry was represented by Mr. C. H. Catelli. He said that he wished the duty to be specific, as it was prior to 1893, when it was 2c. a pound, but the Government changed it to 25 per cent. Since then they had had serious trouble with the consumers. There were only two manufacturers in Canada, and both were situated in Montreal.

## THE TEA TRADE.

Mr. Tees, who appeared on behalf of the tea merchants, said that the tea merchants of Montreal, while differing in their opinions as to the desirability of having a duty on the article of tea, unless such be required for revenue purposes, are unanimous in regard to the great benefit which they derive from the present discrimination of ten per cent. on all imports from the United States. This discrimination shuts out the jobbers of the United States and gives the retail trade to the home merchants. The removal of it would at once open this market to our neighbors. The effect would readily appear when it is considered that it means the instantaneous doubling of competition in a limited market. The purchase of tea in the United States by Canadian retail merchants would be of no benefit to them or to the consumer, as, under existing circumstances, merchants in this country are in a position to sell tea at prices as low as any competing market. "We would," he continued, "respectfully point out to you that in our opinion the removal of such a discrimination would be injurious to our country for the following reasons:

"1. It would, by increasing the competition, so reduce the volume of business and existing net profit of the wholesale merchant that many of the weaker ones would, in a short time, be forced to retire.

"2. It would remove current capital from us, inasmuch as bills sold by United States

houses would be at shorter dates than we usually give; and while their bills would be paid at maturity, ours, in many instances, would be renewed.

"3. It would also, in the case of a declining market and where surplus stocks exist, make Canada a slaughter market.

"4. It would materially increase the cost of tea in our country, as every pound bought by the retailer would be paying a profit to a foreign instead of a domestic merchant.

"We would also point out the fact that for all practical purposes the United States market is now sufficiently open to the wholesale importer, as almost every invoice of Japan tea imported by the United States merchants bears what is termed the Canada clause, which permits its entrance into Canada free of duty. Should the Government deem it expedient to impose a duty on tea, we would suggest that it be specific and not ad valorem. As regards inferior teas, we would strongly urge that appraisers at the various ports of entry be instructed to reject all tea not fit for consumption."

In answer to a question he said that he had never heard any complaint from the retail merchants about the present state of affairs.

Mr. Stroud, of Stroud & Sons, Montreal, was the next one of the delegation to address the Commission. He said: "In the name of our firm, and we think in the interest of the majority of tea importers of Canada, we wish to place before you a few facts relative to the tariff as it affects Canadian trade. Last week some representatives of tea houses and wholesale grocers waited upon you, but the only item of importance which was brought before your Commission was the necessity of maintaining the 10 per cent. ad valorem duty against the United States. This we consider of importance, but it seems to us questionable that the gentleman should lay such stress upon the retention of the 10 per cent duty against the United States, whereas nothing has been said about other countries that ship quantities of tea into Canada without paying any tax. The wholesale tea trade are not afraid of competition; in fact they desire it. It is an incentive to business, but what we do find fault with is the disadvantage we are placed at by having English representatives in Canada selling teas and coffees without a cent of cost in the way of storage, office hire, or other expenses.

"If this 10 per cent. was levied against England just as it was against the United States it would force the English merchant to open up a warehouse and offices here and spend a part of his profits. As an illustration of this: Since the 10 per cent. duty

has been levied against the United States, Japan houses exporting teas to Canada have opened warehouses and offices in Montreal, and at all seasons of the year store large quantities of teas for distribution among the trade. A 10 per cent. duty against England and all other non-producing countries will compel other firms to act in a similar manner. I might be asked why the Canadian trade should have a duty of 10 per cent. against all non-producing countries in order to do a satisfactory business. As the New York market is the great centre for the auctioning of Japan and Gunpowder teas, so is London the great centre for the auctioning of black teas. And these blacks consist of all classes of China teas as well as Ceylon and Indians. At the New York auction, which takes place every Wednesday, about 11,000 packages of teas are sold, and we consider that 25 per cent. of these teas should not be allowed into this country. Fortunately these are kept out through the 10 per cent. imposed. In England about 40,000 packages of black teas are auctioned weekly, a large amount of which only changes hands in bond and pays no duty, and eventually finds its way to Canada. If this duty of 10 per cent. was placed against England a considerable portion of the poor teas that are sold at these London auctions would not enter this country.

"Another grievance which we importers have is that blends in half-pounds, pounds, and full packages are allowed to be manipulated in bond under the supervision of the English Government and exported to Canada free of duty. If Canada is to use these goods she should be benefited by the labor and material involved. It is our firm opinion that a specific duty in addition to an ad valorem duty in Canada would create a demand for a better class of teas. The Russian Government imposes a duty of 48c. per pound, and it is a well-known fact that the Russians receive the best tea of any people in the world. The duty on tea in France is 21c., in Germany, 11c.; Austria, 20c.; Spain, 28c.; Portugal, 48c.; Norway, 24c., and England collects a duty of 8c. per pound, not only from tea imported from China and Japan, but the same duty from her own colonies, India and Ceylon.

It has been said that a specific duty is not just to the poor man. I do not agree with this latter statement, for the reason that a pound of tea that is retailed at 40c. will go as far as 1 3/4 pounds of tea that is retailed at 20c. If a duty from the place of growth, say from 5 to 7c. per pound, is placed on a common article, the article would never leave the country. The late Government placed a duty of 10 per cent. duty against all non-producing countries, and the only reason that this 10 per cent. was taken off

England is that a number of English merchants waited upon Sir Charles Tupper, stating that if the 10 per cent. duty were maintained it would curtail their trade with Canada. Sir Charles Tupper cabled to his Government here, and, strange to say, that Government discriminated in favor of the English merchant to the detriment of the Canadian trade."

In reply to Hon. Mr. Fielding, Mr. Stroud said that if there was a law against the entry of these inferior goods it had not been enacted. He further stated that it was not because of the cheapness that he objected.

In answer to Hon. Mr. Laurier, Mr. Stroud said he did not think that these cheap teas were consumed to any great extent in England.

In answer to Mr. Fielding, as to whether the imposition of a duty against England would be regarded as discriminating against the Englishman, Mr. Stroud said that he did not mind a little sentiment, but when it came to affecting their pockets that was another thing. When the tea duty was taken off against Canada it closed up all the tea houses in Montreal, and the country was supplied from New York, Boston, etc. With regard to chicory, which was largely used by coffee grinders, the English article could be bought at 8½c. per lb., and the Canadian at 5½c. The duty on English and Belgian chicory should be reduced from 4 to 2c. per lb.

#### ANOTHER IMPORTER'S VIEWS.

Mr. R. J. Anderson then gave his views. He said that he could readily understand the fear that existed among those engaged in the wholesale trade with regard to the reduction of the 10 per cent. on teas when imported from the United States. He thought that these fears were groundless. With regard to the time of the Mackenzie Government, he would point out that the C. P. R. was not built then, whereas to-day it was an accomplished fact, and freights to Canada are as cheap as to any point in the United States. They had the advantage of the extra return freight on any teas sold by American houses through American travelers to the retail trade. Again, under the Mackenzie regime the wholesale dealers in teas sold them at a profit of 5c. per pound and upwards, the lower figure being considered as almost sacrificing the article. Could it be wondered at that such a profit should offer an opportunity to outsiders to enter the Canadian markets and dispose of their goods at a reduced profit? A profit of 5c. per pound to-day would be considered an immense profit on Japan tea, and for an order exceeding two or three half-chests the purchaser either did not know his business or his credit was very weak in paying such a profit. All

that could be obtained to-day was an advance of 7 to 10 per cent. on an order of \$300 to \$500, which is all caused by home competition. Such a small margin was enough to remove any cause of alarm to the trade of competition from outsiders. If a differential duty was placed against the States, he held that it should also be placed against all countries not of growth and production. This was the opinion of the trade at a meeting held two years ago. He had yet to learn that that opinion was changed; and, with all due respect, he thought that when the Budget was brought down and should show a leaning towards free trade, the 10 per cent. duty would be a blot and a contradiction of its apparent principles. With regard to the duty on tea, he quite agreed that it should be a specific duty, as being more simplified. As to a specific and an ad valorem duty, there could be no very strong objection, but to an ad valorem only no one could be found in the trade who would not most strongly object to it. He would like to draw their attention to the injustice that the Canadian importer of teas coming from the States had to put up with. All teas coming direct through the United States, necessitates the merchant going to the Custom House and making affidavit that these goods were always and originally intended for Canada, and were never offered for sale in the United States. With regard to the American merchant, he had an agent here, and when his principal in New York imports teas with a Canadian consular certificate he offers them in the States, while his agent offers them in Canada; hence he had the benefit of the two markets. If the teas were sold here the agent took the affidavit the same as the Canadian merchant, who could not offer his teas similarly placed in the United States market.

Mr. T. Doherty was of the opinion that if a duty was imposed it would be impossible to prevent smuggling. He was in favor of a ten per cent. duty against the United States, which was not against the American tea importer, but against the American jobber, who could send his travelers all over the country. They had nothing to fear in the way of cheapness, but the Government should appoint an inspector to prevent the introduction of adulterated and cheap teas, such as the Americans had.

#### GRAIN AND SEEDS.

Mr. Ewing, seedsman, said that the present tariff on seeds was generally satisfactory to the trade and farmers as well. Turnip, carrot and mangel were the principal roots used for stock feeding and are free of duty. These roots might be raised in Canada, but not to such an extent as could compare with Europe, on account of the climate and

the smaller area. On other seeds in bulk, ten per cent. is the present tariff, and he considered them fair. Red clover and timothy were both imported from the United States, as they did not grow all that was necessary for home use. The duty of 10 per cent. on clover and grass seeds was not too heavy. A heavier duty on common red clover and timothy might be beneficial. Canada could produce better seeds than the States, and certainly the United States produced much more inferior seeds. The more good seeds sown the better crops would result. It was also a fact that the United States was about a month earlier than Canada, so that just when they were putting their seeds on the market the Americans came in with their inferior kinds.

Mr. Ward, of Joseph Ward & Co., spoke chiefly on agricultural produce. They, in Canada, grew the finest seed, and they produced the finest timothy, clover and root seed in America, and such produce was the result of high-class farming. He thought that the tariff should be maintained to protect this high-class farming produce. As the seed season was about to commence he would respectfully ask that if a change was made in the tariff it be made known as soon as possible. He thought that the duty of 10 per cent. on fertilizers should be removed. They were admitted free into the United States, both compounded and uncompounded. The duty debarred about 95 per cent. of the farmers from getting fertilizers, which they so much require for their exhausted soil.

#### THE DUTY ON CHOCOLATE.

Mr. Wheeler, of Walter Baker & Co., chocolate manufacturers, Dorchester, Mass., represents the above firm in Montreal. He said that the duty had been changed four or five times. He claimed that the chocolate used by the confectioners was a raw material. The Canadian manufacturer was charged 2c. a pound going into the States, and he asked for reciprocity in this respect. Within the last six years his firm had spent \$50,000 in Canada, besides \$15,000 in advertising. If the duty was reduced his firm had agreed to reduce the price of the goods.

At the close of the sitting of the Tariff Commission in Montreal, Mr. R. Bickerdike, president of the Montreal Board of Trade, on behalf of the merchants and business men of Montreal, thanked the members of the Commission for the courtesy shown the different deputations. Hon. Mr. Fielding in a word returned thanks.

#### AT OTTAWA.

The Tariff Commission resumed its sitting at Ottawa on Monday morning in the Railway Committee rooms in the Parliament Buildings. There was little or no enthusi-

asm shown on traders, which Mr. Fielding from Montreal each other in views before this apathy in fact that the n on. A Libera people of Ott they were mo a mayor than Whatever the not strong no was conspicu Fielding arri members of Paterson and eleven o'clock ance and oth had to take t W. Laurier, 1 Fisher.

Hon. E. F evidence. I more in h as the repre lumber trade so much dire affected, if a in connectio their trade. present the Commission duty, for the cultural int pork in Can making any ing the dut would admi purpose and of home-gr That, of co lumber trad sumed that

In answe said that th used was g accounted article was much in th adian pork can. The the consun lumber car their requi

Proceed been state to bear w have a d and pulp imposition made by ing for hi

asm shown on the part of the public or traders, which drew the remark from Hon. Mr. Fielding "that this was quite a change from Montreal, where they were falling over each other in their eagerness to lay their views before the Commission." Perhaps this apathy may be accounted for by the fact that the municipal elections were going on. A Liberal was heard to remark: "The people of Ottawa had no grievances, and they were more interested in the election of a mayor than in a change in the tariff." Whatever the cause, the depositions were not strong nor many, and the "audience" was conspicuous by its absence. Hon. Mr. Fielding arrived on time, but the other members of the Commission, Hon. Mr. Paterson and Sir Richard Cartwright, at eleven o'clock had not put in an appearance and other members of the Commission had to take their place. They were Hon. W. Laurier, Hon. Mr. Davies and Hon. Mr. Fisher.

#### THE LUMBER TRADE.

Hon. E. H. Bronson was the first to give evidence. He said that he appeared there more in his individual capacity than as the representative of lumbermen. The lumber trade, he said, would not be affected so much directly, but indirectly it would be affected, if a change in the tariff was made in connection with what they consumed in their trade. Take pork, for instance. At present they were not disposed to ask the Commission to make any change in the duty, for they realized that it was in the agricultural interests to sustain the price of pork in Canada and they felt diffident about making any suggestion. Instead of reducing the duty on pork, if the Government would admit corn free it might answer the purpose and would increase the quantity of home-grown hogs and reduce the price. That, of course, would tend to benefit the lumber trade and people generally who consumed that product.

In answer to Mr. Davies, Mr. Bronson said that the proportion of American pork used was greater than Canadian, which was accounted for by the fact that the American article was much firmer and did not lose so much in the cooking. He thought that Canadian pork was just as sweet as the American. The duty at present did not stimulate the consumption of Canadian pork in the lumber camps, because the American suited their requirements better.

Proceeding, Mr. Bronson said that it had been stated that pressure was being brought to bear with the American Government to have a duty placed on Canadian lumber and pulp wood, and he thought that the reimposition of the duty on lumber should be made by the Canadian Government. Speaking for himself and the trade, he said that

they felt very strongly on the question. He would like them to decide at once upon this question, as perhaps it was one of the most important industries in the Dominion. If the American Government did impose the duty he would bespeak for the lumbermen of the Dominion a hearing so that they may not be taken advantage of.

Mr. J. R. Booth next gave evidence from a lumberman's standpoint. He said there were some things in general which he would like to touch upon, but as a whole he had no serious complaint to make. He was of opinion that the country required to foster in every way the natural products of the country, and what was not natural to admit as free as possible. He thought it impossible for the Canadian farmer to compete with pork against places where corn could be raised from 15 to 16c. a bushel. In the interests of the working classes, he thought that pork should be made as cheap as possible. No doubt the duty was imposed upon pork in the interest of the farmer, but he thought it was the other way around, and that it was more of a hindrance to the working classes than of benefit to the farmer. Although the duty was \$2 a barrel on United States pork, yet the consumption of domestic pork was not greater. In his lumber camps he used American pork almost exclusively, as, for one reason, he could not get a supply of Canadian, and for the reason that Canadian pork did not keep so well.

In answer to Mr. Fielding, Mr. Booth said that, as a whole, corn was not natural to this country.

In answer to Mr. Laurier, he said there was money in pork raising, and the fact of corn being admitted free would help to build up the industry. It had been talked about making Canada a cheap country to live in, but before that work was required; what they wanted was manufacturers to give the people work, as they could not all farm. Continuing, he said that iron in the bar should be admitted free, because before manufacturers could turn out their goods cheap they must get their raw material free.

Mr. Fielding said that from the evidence submitted to the Commission at various points it was shown that iron was found in large quantities. He did not argue the point. He was merely stating what he had heard.

Mr. Booth, in answer to Mr. Davies, said that he was in favor in some cases of the payment of the bounty in preference to the straight protective duty.

Mr. Laurier: Where would you get your revenue to pay the bounty?

Mr. Booth said his opinion was that the revenue should be collected from cigars, liquors, broadcloths, silks, tobaccos, etc.

They could tax them as high as they could, but permit the necessities of life to be as free as possible. His opinion was that if a protective duty was put on a certain time should be specified for the duty to remain, so that capitalists would have some idea of what protection they would receive before investing, and he thought that that would induce capitalists to invest.

Mr. Fielding said that they were subject to public opinion as regards that, and what would be the opinion of to-day might be changed to-morrow, and legislators had always to be governed by the will of the people.

Mr. Fielding, in reply to Mr. Booth's contention that protection cheapened an article, said that they were told the very opposite, as it was stated that protection made an article dear. Take iron, for instance; the produced article was made much dearer by protection.

Mr. Booth said that protection created competition among industries at home and that made goods cheaper. They could not get cheap goods at first, but after the manufacturers had been in existence for some time the goods became cheaper.

He went on to say that coal should be made free, and Mr. Fielding asked if coal was a natural product. The people of Nova Scotia and Vancouver Island would tell them that it was as natural as lumber.

Mr. Booth said that it would be better for Ontario railways to have coal free, as it would assist in stimulating trade. Railways had done a great deal for them, but it was well understood that investors had made nothing out of them. They would be able to treat their employes better and be able to pay a dividend to the investor.

Mr. Reford, Montreal, was the next to address the Commission. He said, with regard to pork, that the Canadian article was very much better than the American, and it was becoming of very considerable importance.

Speaking as to the duty on lumber, Mr. Reford said that he would ask that the imposition of the duty on saw logs be imposed. The Americans were getting the Canadian timber for next to nothing, and their forests were being thinned down and the country had nothing to show for it. Canadian lumber was sold here for \$4 per 1,000 feet to Americans, and that was away below the actual price. He thought that an export duty would stop this depletion, and he expressed the hope that measures would be taken to prevent the cutting of trees under a certain size.

Mr. Fielding said that with regard to the imposition of an export duty on lumber, he thought it hardly fair to take for granted that the United States intended to be unfriendly

to Canada with regard to her lumber interests, and Mr. Reford referred to the published statement of the Commission at Washington, that a duty should be imposed on Canadian lumber, as an indication of an unfriendly feeling.

NOTE.—The report of Mr. E. B. Eddy's evidence before the Commission is unavoidably held over till next week.

### HINTS TO BUYERS.

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

**T.** KINNEAR & CO. are in receipt of a carload of Le Roy's dairy salt "Perfection" brand, in bags, boxes and little barrels.

The Davidson & Hay, Ltd., offer choice evaporated apples at a low figure.

"Rising Sun" stove polish, 5 and 10c. sizes, is selling well with Lucas, Steele & Bristol.

Lucas, Steele & Bristol have some splendid codfish in quintals; also B.C. salmon in half-barrels.

The demand for mince meat increases with each season. T. A. Lytle & Co. report the heaviest holiday trade for years.

L. Chaput, Fils & Cie. ask for a trial of their "Bee" brand Ceylon tea in sack packets, handy for selling over the counter.

W. H. Gillard & Co. have made a most advantageous purchase of Rio coffee, which they are advertising in THE CANADIAN GROCER this week.

The Davidson & Hay, Ltd., claim their "Tea Cup" Japan tea in 1-lb. packages to be superior in style and liquor to any bulk Japan being offered at the same money.

L. Chaput, Fils & Cie. call attention to their special brands of Japan tea, all of the choicest May pickings. They also offer a full assortment of China, India and Ceylon teas.

A handsome grocery display case, sold by W. H. Gillard & Co., is being reduced to a low price. These cases are effective in securing sale for otherwise uncalled for goods.

A shipment of Halloween dates is to hand with T. Kinnear & Co., which they are offering at prices lower than usual. The firm is also in receipt of a shipment of Bordeaux walnuts.

T. B. Escott & Co. have a carload of Ceylon tea and nearly two carloads of Indian arriving in a few days which were purchased at the very lowest point the market reached. "We have several hundred packages of Japans bought at the lowest price in the market, and we are still offering them at the old price," writes the firm.

### ARE BUSINESS MEN TOO BUSY?

**T**HERE has been suspicion in many minds that business is assuming too closely the level of machine work. It can be asserted, without fear of strong opposition, that the proposition is true. Business men, says The Detroit Herald of Commerce, are in the mass too much engaged with material affairs and too little engaged with the conditions that make wholesome social life, both in and out of the home.

Man possesses great capacity for development. He was not created solely for business. It was not intended that he should rush away from home in the morning, remain at his desk until noon, grab a lunch at a restaurant, remain at his desk until night and into the night, and hurry to bed for a few hours of enforced sleep. And yet the mass of business men are living about that sort of a life.

We are voluntary slaves to business in large part. It is admitted, of course, that under the social conditions of our time many men must toil. Toil is more than work. It is by work that we thrive, both physically and materially. Man was made for work, but he was not made to abuse himself by work. This he often voluntarily does, however.

Many business men fail to grasp the real purpose and opportunity of life. They assume that correct living is being successful in business, and business success is measured in the amount of money that can be accumulated. If we will investigate for a moment the nature of man and its possibilities, it will be apparent that this idea of success is too narrow. It is right that ambition for material success should exist; it is right that money should be accumulated. But it is not right that ambition should exist merely to accumulate money, for in that there is no room for proper social and moral advancement.

Gladstone, at nearly four score years and ten is still a student, while it is not uncommon, under the prevalent idea of a successful career, to cease study at 25. The example of the purely material life is bad for a community. It misleads the man who is struggling for an existence. He comes to see in it something that he can never attain to, and he becomes dissatisfied. If men of business would give more time to social advancement, they would soon call a halt on the mad race for wealth. In this plan of living business men would learn how to use money as well as how to make it, and, with that knowledge acquired, selfishness would have smaller standing-place in the world.

We can see in much of the present tendency toward social reform that a force is at work in the minds and hearts of men that gives promise of beneficent results. The

idea of man's brotherhood is sweeping over the world. It has invaded India; it has gone into the islands of the sea; it has taken root in China; it is beginning to manifest itself in America in a far more practical way than ever before. What part is the business man going to have in this development? Shall he be content to be left behind, with no thought, no aspiration, no attainment outside of the narrow and contracted sphere of his money-making?

### LATE ADVERTISEMENTS.

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

**N**ATURAL figs in bags and boxes are being offered by W. H. Gillard & Co. at prices that it will pay the keen buyer to investigate.

The Davidson & Hay, Ltd., report large sales of low-grade Young Hysons during the past ten days.

Lucas, Steele & Bristol: We start the new year with the cleanest tea stock we ever had. Still have some wonderful values in 10c. Young Hysons.

"We are offering magnificent values in medium grade Ceylon and Assam teas," say the Davidson & Hay, Ltd.

H. P. Eckardt & Co.: You can make a few dollars extra by selling Armour's "White Label" soups, which have an earning power that is not easily calculated.

T. B. Escott & Co.: "Grand Mogul" is holding its own and increasing in popularity. We have just received a letter from a dealer in the west in which he says: "Send me one case 'Grand Mogul' tea, as it gives good satisfaction." This is a sample of reports we get frequently from those who handle this excellent tea.

### CHANGE IN A SPICE FIRM.

Mr. J. D. Roberts, who has been with the Pure Gold Manufacturing Co. for the past ten years, during the last three years of which as junior partner and manager, has retired from the firm. He will hereafter be found with the Toronto Coffee and Spice Co., Ltd., he having entered that firm as vice-president.

### HAMILTON RETAIL GROCERS.

The Retail Grocers' Association of Hamilton have elected the following officers: J. O. Carpenter, president; J. C. Boligan, first vice-president; F. R. Close, second vice-president; W. R. Harvey, secretary; C. Bremner, treasurer; C. Holt and G. Powell, auditors; J. Ronan, C. Duff, W. Smye, C. H. Peebles, A. Ballentine, Executive Committee.

WELL WORTH CONSIDERING.

# Teas! Teas!! TEAS!!!

The tea market is in "Fine Condition" just now. Besides there is the possibility of a duty being put on teas. Why not buy a few good lines and be on the safe side? We sell our teas on basis of cost, not on basis of actual market value, which to-day would mean 10 to 20 per cent. more than our prices.

We have "Remarkably Fine Values" in:

**Young Hysons at 10c.**  
**Congous at 10c.**  
**Gunpowders at 10c.**  
**Japans at 13 and 15c.**  
**Our <sup>HH</sup><sub>M</sub> Japan at 18c.**  
**10 h/c lot 17 1/2c.**

Compare our <sup>HH</sup><sub>M</sub> Japan with any Japs offered at 19 to 20c., but not with same price teas as we quote above, as it would mean a loss of time to you.

---

**Hudon, Hebert & Cie.**

MONTREAL.

**THE DIFFERENCE IN TRAVELERS.**

TWO traveling men, according to a contemporary, were discussing the peculiarities of another traveling man, and one remarked: "Why, the fellow is an ignoramus and does not know how to speak a grammatical sentence." "You may be right," replied the other, "but he knows how to sell goods, and that is what his house hires him for." "But," said the other, "how can such a man sell goods?" "I don't know," replied his companion, "unless it is because he is a gentleman." There is a good deal of truth in this statement, and it merely shows that education does not necessarily imply that the individual must be a graduate of a college. We are all familiar with the expression of "a learned fool." An education, from a business point of view, should consist of, first, good common sense and good judgment. A man may be well educated, as far as a knowledge of books, etc., is concerned, but may be sadly deficient either as a gentleman or a man of business, and if so, he is far worse than an uneducated man who possesses good, sound judgment, is a gentleman and who has a knowledge of business details. Some people who have received a good education lose no opportunity to show the world at large that they are vastly superior to the common herd of humanity, and consequently they become inveterate boors. You will only be in the society of such people a few minutes when they will either give hints or come out boldly and tell you just how much they know. Then again you will meet intelligent as well as educated people who do not try to press their importance on you, and who are as good listeners as they are talkers, and such people are a pleasure to meet. There are others who have a superficial knowledge of nearly everything, but who do not have a thorough knowledge of anything, and it does not require any long length of time to find out just what they do or do not know, for they will tell what they know at every opportunity, and you can guess at the rest. In actual business life, the plain, uneducated person who understands his line of business, and who sticks to that line, is far more to be preferred than the educated boor who gives you an impression he is conferring a favor on you by even condescending to talk to you.

**"CIRCLE" BRAND TEA.**

This week Lucas, Steele & Bristol, of Hamilton, have placed on the market their "Circle" brand of tea. The label has a most elegant and attractive appearance, and is totally different from anything of the kind in use in Canada. The package is air-tight, and its hygienic qualities are be-

yond a doubt. When its contents have been used up the container can be used for various purposes, and will be found a useful adjunct to the housekeeper's pantry. The new and improved machinery employed in the manufacture of the package is a surprise to people who have seen it. The cases of "Circle" tea contain 60 pounds each, and are packed either all black or black and Young Hyson mixed, pounds and halves. Nothing but natural, clean tea is used in this brand. The firm's travelers have samples of both tea and package. Those on ground not covered by them can have samples on application.

**GLUCOSE CHEAPER THAN EVER.**

Advices received in Toronto this week note a further decline in glucose in Chicago, and the price is now lower than ever before known. The decline is owing to the dullness of trade and the desire of the manufacturers to keep business moving. It is claimed that the price of corn is not a factor.

**FAILURES FOR THE YEAR.**

In the Dominion of Canada (Newfoundland included) the total number of business failures in 1896 was 2,205, compared with 1,923 the year before, and with 1,873 the year before that. The contrast with the comparisons of liabilities in the United States is marked, the total being only \$16,369,000, compared with \$15,793,000 in 1895, and

Number of business embarrassments in Dominion of Canada and Newfoundland for two years, with assets and liabilities.

	No. of Failures.		Assets.		Liabilities.	
	1896	1895	1896	1895	1896	1895
Ontario	930	800	2,409,923	2,411,692	5,994,476	6,094,214
Quebec	870	745	2,307,465	2,411,692	6,543,281	6,543,281
New Brunswick	81	67	277,800	238,605	839,088	839,088
Nova Scotia	155	114	375,567	348,070	752,520	752,520
Prince Edward Island	23	10	58,528	46,300	125,717	80,880
Manitoba	29	38	160,430	168,340	323,569	319,560
Northwest Territory	19	13	40,487	77,300	101,085	152,700
British Columbia	72	88	605,605	274,965	1,092,306	495,104
Totals, Canada	2,179	1,876	6,724,535	6,084,127	16,208,460	15,317,931
St. Pierre et Miquelon	2	..	42,000	..	95,000	..
Newfoundland	24	..	26,722	245,050	66,116	445,628

with \$23,985,000 in 1894. The liabilities of failing concerns in the United States in 1896 were \$247,052,343, as against \$158,842,445 in 1895.

**THE CITY AND THE COUNTRY GROCER.**

MANY country grocers feel aggrieved because their townspeople leave them and patronize the city grocer, without looking into the matter to find why. There is only one reason why the average consumer prefers to trade with the city grocer rather than the one in his own town, and that is because he gets better goods or better or quicker service. Nine times out of ten this discrepancy or inferiority in the country grocer's service is unnecessary. Nine times out of ten he could prevent a dollar's worth of trade going to the city grocer if he would.

In some ways the country grocer can undeniably not compete with the city dealer.

In more, he can compete with him. He can compete with him in the quality of his advertising, in the promptness of his service, in the quality of his goods, the way they are sent out, and, more often than not, in the price. He can compete with him, in brief, in the way of making his customers feel that they are, to the fullest degree, in safe hands.—Grocery World.

**PREDICTED CALIFORNIA ORANGE SLUMP.**

A CALIFORNIA correspondent has sent to The Grocery World a copy of an interview with H. K. Pratt, a prominent orange handler of Redlands, Cal., who predicts a decided slump in California oranges a little later in the season. He states that about 200 cars of oranges have already been shipped from Southern California, with a probability of nearly that number in the next ten days. This he believes, will weaken the market to a very low point. As yet it is said that eastern buyers have purchased a small percentage of the crop. The demand has not been overly large, and there seems to be but little confidence among fruit men. There is also fear of repeated rejections.

Mexican oranges are said to be worrying the Californias to a considerable extent. They are selling in car lots in the Central West at \$1 less than California navels, laid down, and the Mexican oranges are sweeter than the Californias and come in better sizes.—Grocery World.

**PERSONAL MENTION.**

The friends of Mr. W. H. Seyler, of the Eby, Blain Co., will be pleased to learn that his little child, August, has been discharged from the Isolation Hospital, where he had been for three weeks suffering from diphtheria.



ONTA

AS might day q whole orders, as a r character. T fined to teas, tinues good. are steady, w Saturday last The only effe market is to i Purchases of and molasses are expected with colder w fair demand fruits are qui terest in the primary mar

The dem fairly good f houses are e tra sifted ca quantity of which retail the demand ment. We lows: To 50 to 75c. ary; sifte sifted, \$1.1 peaches, \$

BA GI

WAL



# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

### GROCERIES.

AS might be expected, the after-holiday quietude still obtains in the wholesale trade of Toronto, the orders, as a rule, being of a hand-to-mouth character. The exception is probably confined to teas, the demand for which continues good. The sugar markets generally are steady, while yellows in New York on Saturday last advanced 1-16 to 1/8c. per lb. The only effect this has had upon the local market is to impart a little more confidence. Purchases of sugar here are limited. Syrups and molasses, while quiet at the moment, are expected to experience a better demand with colder weather. Canned goods are in fair demand for the season. Foreign dried fruits are quiet, and the only feature of interest in them is a further advance in the primary market.

### CANNED GOODS.

The demand for canned vegetables is fairly good for this time of the year. Some houses are experiencing a good trade in extra sifted canned peas. There is a fair quantity of cheap salmon on the market which retails at 10c. per tin, and this line the demand seems to be chiefly for at the moment. We quote standard brands as follows: Tomatoes, 65 to 75c.; corn, 50 to 75c.; peas, 60 to 75c. for ordinary; sifted select, 80 to 95c.; extra sifted, \$1.15 to \$1.30; beans, 65 to 95c.; peaches, \$2.50 to \$3 for 3's, \$1.65 to

\$2 for 2's; raspberries, \$1.50 to \$1.80; strawberries, \$1.65 to \$1.95, according to brand and quality; blackberries, \$1.75 to \$2.00; cherries, \$2 to \$2.25; apples, 3's, 70 to 95c.; gallons, \$1.65 to \$2.25; salmon, "Horseshoe," \$1.37 1/2 to \$1.40; "Maple Leaf," \$1.37 1/2 to \$1.40; Lowe Inlet, \$1.30 to \$1.35, in tall tins; cohoes, \$1.10 to \$1.25; canned mackerel, \$1.20 to \$1.30; lobsters, \$2.10 to \$2.30 for tall tins; flats, \$2.75 to \$2.85; half tins, \$1.50 to \$1.55; Canadian canned beef, 1's, \$1.20 to \$1.35; 2's, \$2.30 to \$2.50; 6's, \$7.75 to \$8.25; 14's, \$15 to \$16.

### COFFEES.

There is not much enquiry for green coffees and the market is weak and unsettled. We quote green in bags: Rio, 15 to 17c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22 1/2c.; Java, 25 to 35c.; Mocha, 27 1/2 to 35c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 25c.

### SYRUPS.

Some nice dark syrups are being offered, but they are not inducing sales. With continued cold weather a better demand is looked for. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3 1/4c. per lb.

### MOLASSES.

Quiet and unchanged with an improved demand looked for. We quote: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c.,

in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

### SUGAR.

The local sugar market continues quiet at unchanged prices. Dealers have been buying from hand to mouth, not taking a barrel more than they can avoid. There has been a little request for dark sugars during the past week or ten days, but this grade of sugar is scarce, although a few more are being offered. On Saturday in New York yellow sugars advanced from 1-16 to 1/8c. per lb. The former fraction represents the advance in the two lower grades. The market in New York has a steady tone, and there is a promise of increased business. The raw market, both for cane and beet sugar, is strong. Wholesalers' quotations for granulated are unchanged at 4 to 4.10c., and yellows range from 3.30 to 3.75c. per lb.

### SPICES.

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

### NUTS.

There is a scarcity of filberts on the market, some houses having none at all. We quote: Brazil nuts, 11 to 12 1/2c.; Valencia

# BANNER GLOBE

Washboards are A1.

Try them in your next order.

Best 25c. Washboard

WALTER WOODS & CO.

Hamilton

## MEADOW SWEET CHEESE . . .

Put up in 3 1/2 and 7 oz. packages, and in 8 1/2 oz. white pots. Stylishly packed. Quality unequalled. Quick seller, good profits and perfect satisfaction.

Address . . .

Meadow Sweet Cheese Co.

Box 2321, Montreal.

## INCREASE . . .

117 PER CENT.

OVER LAST YEAR.

# "SALADA"

CEYLON TEA

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

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

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

**DON'T OVERLOOK**  
the fact, that your customers want  
"SURPRISE SOAP"



**THE ST. CROIX SOAP MF'G CO.**  
ST. STEPHEN, N. B.

If you are a first-class  
grocer you keep first-class  
Soap; that is Surprise Soap.

shelled almonds, 18 to 22c.; Tarragona almonds, 9½ to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12½c.; Marbot walnuts, 9½ to 11c.; Bordeaux walnuts, 8 to 9c.; Sicily filberts, 10c. for sacks and 10½ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12½c.; hickory nuts, \$1.50 to \$2 per bushel; Canadian walnuts, \$1 per bushel.

**RICE, TAPIOCA, ETC.**

There is no new feature to note in this line. We quote: Rice, Standard "B," 3¾ to 3½c.; imported Japan, 5¼ to 5¾c.; tapioca, 3¼ to 4½c.; sago, 3½c.

**TEAS.**

The market is probably receiving a little more attention than is usual at this season, on account of the possible change in the duty, wholesalers buying whatever is showing extra good value. There have been a number of transactions in all kinds of teas except Japans, which are being neglected at this point, and for two reasons: (1) Smallness of supplies and (2) the high prices asked by holders. Low-grade China green teas at from 11 to 12c. are scarce and wanted. Ruling prices on the Toronto market to retailers are: Young Hyson, 21 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades;

China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

**FOREIGN DRIED FRUITS.**

A private cable received on Monday announced another advance of 9d. per cwt. in the price of currants in Patras. The local market is quiet and unchanged. We quote: Provincials, 4¾ to 4¼c. in bbls.; fine Filiatras, in bbls., 4¼ to 4½c.; do, half-bbls., 4¼ to 4½c.; Patras, 5 to 5½c. in bbls., 5 to 5½c. in half-bbls., and 5 to 5½c. in cases; Vostizzas, cases, 7 to 8½c.

Valencia raisins are quiet and firm. The little buying that is being done is by retailers who have been, as a rule, buying in small quantities all the season. Those who bought early in the season are apparently still well supplied. The grade of fruit most wanted is selected, and it is scarce, some houses having none at all. We quote: Off-stalk, 5 to 5¼c.; fine off-stalk, 5¾ to 6c.; selected, 6¼ to 7c.; layers, 7¼ to 7½c.

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

Malaga raisins are receiving little or no

attention, but the fruit now in stock is the better kind, for which a demand is usually experienced later in the season. We quote as follows: Blue baskets, \$2.25 to \$3.50; Dehesa clusters, \$3.50 to \$4; Non Plus Ultra, \$6; Imperial bunches, \$5.75 to \$6; Imperial Russian clusters, \$5 to \$5.50.

The demand for figs is almost nil. Wholesale quotations are: 10 oz., 7½c.; 10 lb., 9 to 12c.; 18 lb., 11 to 13c.; 28 lb., 13 to 16c.; taps, 3¾ to 4½c.; natural, 4½c. in bags, and 7c. in boxes.

There is very little doing in dates. We quote 7 to 7½c. for Hallowee and 6½ to 6¾c. for cheaper grades.

A few transactions are reported in California prunes, but in other kinds no new business is reported. We quote: Bosnias, U's (110 to 113 half kilo), 6 to 6½c.; C's (85 to 90 half kilo), 7 to 7½c. per lb. California, 90 to 100's, 6½c. per lb.; 30 to 40's, 11½c.

California evaporated prunes are quiet and unchanged. We quote: Choice peaches, 25-lb. boxes, 10½c.; Royal apricots (fancy), 15c.; fancy egg plums, 10c.; fancy silver prunes, 13c.

**GREEN FRUIT.**

Valencia oranges are cabled 6d. per case dearer in Liverpool. Oranges locally are

Subscribers  
quotations on  
at any time,  
by correspon  
GROCER, Tor

**BUTTER**

Quick

Graham  
Product  
77 Golbc

**Brig**

Wholesale F

Consigne  
Solicited.

**MY B**

SALES TO J

Coff  
Spices, C  
Smol  
D

And all L

**E.**

Success  
V

**J**

16, 18 and 20

**P**

Importer an

**Eng**

**Ame**

**BOL**

**R**

..Preserv

**I**  
**ORA**  
**LEN**  
**DAT**  
**FIG**  
**NU**

**Cl**

**G**  
4

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

**BUTTER, EGGS & POULTRY**

*Quick Sales and Prompt Returns*

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

**Bright & Johnston**

Wholesale Fruit Importers and Commission Merchants.

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

**MY BUSINESS COMMISSION**

SALES TO JOBBING TRADE ONLY.

Coffee, Rice, Dried Fruit, Sugar, Spices, Canned Meats, Teas, Canned Goods, Smoked Meats, Evaporated Apples, Dried Apples, White Beans.

And all Lines handled by Wholesale Grocers. Write me with samples and prices.

**E. NICHOLSON**

124 Princess St., WINNIPEG.  
Successor to W. F. HENDERSON & CO.  
Wholesale Commission Merchants.

**J. F. ROGERS**

16, 18 and 20 FRANCIS STREET TORONTO

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

Importer and dealer in best brands of

**English Sheeps' Casings**

AND

**American Hogs' Casings**

MANUFACTURER OF

**BOLOGNAS, ETC., ETC.**

Kettle-rendered Lard of best quality.

..Preservatives and Seasonings a specialty..

Direct Importers

ORANGES  
LEMONS  
DATES  
FIGS  
NUTS

**FRUIT**

You should GET OUR PRICES before placing your orders.

**Clemes Bros., Toronto**

not as much wanted as they were and prices are lower. The demand for lemons is good. Cranberries, considering the quantity of apples on the market, are in good demand. The liberal supply of turkeys, and their cheapness, is the cause of this. We quote: Oranges—Jamaicas, \$3.50 to \$3.75 per box; ditto, barrels, \$7; Valencias, ordinary, 420's, \$3.75 to \$4.25 per case; large, 420's, \$5.25 to \$5.50; 714's, \$4 to \$4.50 per case; Mexicans, \$3.25 to \$3.75 per box; Floridas, \$4.50 per box; California navels, \$3.75 to \$4. Lemons—Messinas and Palermos, \$2.25 to \$3 per box for choice to fancy; coconuts, \$3.75 a sack and 60c. per doz.; apples, \$1 to \$1.25 per bbl. for red fruit or greenings, and 75c. for ordinary; onions, 75c. per 80 lb. bag for Danvers and \$1 per crate for Spanish; cranberries, \$7 per bbl. for Jerseys; \$5 to \$5.50 for Canadians and Nova Scotians; cases, \$2 to \$2.50; bananas, \$1.50 to \$1.75; Almeria grapes, \$5 to \$7.

**BUTTER AND CHEESE.**

**BUTTER**—Is still dull, scarcely anything doing. Large rolls are glutting the market and there is still a great deal of poor quality butter coming forward. To effect sales of any size it is necessary to shade price. We hear of one transaction of 30 cases of large rolls at 11c. We quote: Dairy butter—Tubs, 12 to 13c. for good to choice; low-grade to medium, 8 to 10c.; pails and crocks, 12 to 13c.; large rolls, 11 to 13c.; pound prints, 13 to 14c. Creamery—Tubs, 18 to 19c.; 1-lb., blocks, 19 to 20c., according to make.

**CHEESE**—There is not much doing and prices are much about as before. We quote early makes at 10 to 10½c. and local makes at 10½ to 10¾c. per lb.

**COUNTRY PRODUCE.**

**BEANS**—There is scarcely anything doing. Stocks in the hands of country dealers are reported to be large and it is expected that there will be a great deal of old stock on the market. We quote 50 to 60c. for ordinary and 70 to 75c. per bushel for hand-picked.

**DRIED APPLES**—Some contracts are being filled on export account, but no new ones are apparently being made, there being little or no demand. There is nothing scarcely doing on local account either. Exporters are paying 2½c. f.o.b. for prime stock and jobbers are quoting ordinary to choice at 2 to 2¾c. per lb.

**EVAPORATED APPLES**—Dull, with holders asking 3½ to 4c. f.o.b., which is more

**MORROW & EWING**

General Commission Merchants

13 St. John St., MONTREAL

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

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

also have on hand full lines of

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

Samples and particulars on application. Wholesale supplied only.

**"SHIPPERS ATTENTION"**

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

Reference—Bradstreet's. **Rutherford, Marshall & Co.** General Produce and Commission Merchants

62 FRONT ST. EAST TORONTO.

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

**VINEGARS**

Made under Government Supervision. Absolutely pure.

**BADGEROW SCOTT & CO.** 79 and 81 JARVIS ST. TORONTO.

Every up-to-date Grocer should keep

**COWAN'S**

HYGIENIC COCOA  
ROYAL NAVY CHOCOLATE  
and FAMOUS BLEND COFFEE

Send your orders to

**THE COWAN CO., Ltd.**

470 King St. East, Toronto

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

## PURE CANDY FOR HOLIDAY TRADE.

BON BONS  
CREAM MIXED  
TOYS  
LOVE DROPS

ROYAL MIXED  
DIAMOND MIXED  
TAFFY MIXED  
NOVELTY MIXED

FRENCH CREAMS  
WALNUT " MIXED  
BON BONS  
CHOCOLATES

GUM DROPS  
CON. LOZENGES  
LOVE GEMS  
BUTTER CUPS

Manufactured by

**Jas. McLaughlan & Sons** Biscuit Manufacturers **Owen Sound, Ont.**

than exporters are willing to pay. Jobbers' quote 4 to 4½c. in small lots.

EGGS—The market is firmer, the receipts having fallen off during the past week, while the demand is fair. We quote: Limered, 14 to 14½c.; fresh gathered, 17 to 18c.; new-laid, 20 to 21c.

MAPLE SYRUP—The sale is fair at 70 to 80c. per gallon.

POTATOES—The market is dull and weak, with sales on the track at 25c. per bag. Out of store 35 to 40c. is asked.

POULTRY—The market is pretty well cleaned up. Geese are scarce and during New Year's sold up to 8c. per lb. Ducks are scarce and wanted. Turkeys are plentiful and cheap. We quote: Chickens, 30 to 40c. per pair; turkeys, 6 to 7c.; geese, 6 to 6½c.; ducks, 60 to 70c.

HONEY—Dull and unchanged. We quote: Strained, 7c. in 60-lb. tins, and 8c. in 5 and 10-lb. tins; comb, \$1.50 to \$1.75 per dozen.

## GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—Receipts of grain are light. We quote: Wheat, 88½c. for white and 86½c. for red, and 66 to 67c. for goose; oats, 21 to 23½c.; peas, 44c.

FLOUR—Business is fairly good and prices as before. We quote in carloads on track, Toronto: Manitoba patents, \$5.30; Manitoba strong bakers', \$4.90; Ontario patents, \$4.75 to \$5.25; straight roller, \$4.30, Toronto freights.

BREAKFAST FOODS—Prices are a little lower and business quiet. We quote: Standard oatmeal and rolled oats, \$3.20 in bags and \$3.30 in bbls.; rolled wheat, \$2.70 in 100-lb. bbls.; cornmeal, \$2.40 to \$2.50; split peas, \$3 to \$3.25; pot barley, \$3 to \$3.25.

## FISH AND OYSTERS.

The conditions are much the same as a week ago. Business is quiet. We quote as follows: White fish 7½c.; trout, 7c.;

Pickerel, 6c. per lb.; haddies, 6c. per lb.; Labrador herring, \$5 to \$5.50 per bbl. and \$2.25 to \$2.50 per half-bbl.; boneless cod, 3½c. per lb.; pure cod, 6½ to 6¾c. per lb.; ciscoes, \$1.10 per 100; haddock, 5c. per lb.; steak cod, 6c. per lb.; frozen herring, 4c.; frozen white fish and trout, 7c.; sea herring, \$1 to \$1.25 per 100; smelts, 7 to 10c. Oysters are quoted at \$1.25 to \$1.35 for standards, and \$1.65 for New York counts.

## PROVISIONS AND DRESSED HOGS.

Trade in provisions is still quiet with prices as before. Packers claim that quotations, in view of the prices ruling for hogs, should be higher, and they are looking for an advance in hams and meats. There are not a great many dressed hogs coming forward. They are quoted at \$4.50 to \$4.65 for heavy weights, and \$5.25 for light weights.

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

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

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

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

## HIDES, SKINS AND WOOL.

HIDES—Are unchanged, with cured quoted at 7½c. Dealers pay 6½c. for No. 1, 6c. for No. 2, and 4½c. for No. 3.

CALFSKINS—Market is dull at 6 to 7c. for No. 1 and 5c. for No. 2. Sheep and lamb-skins, 85 to 90c.

WOOL—The market is steady. Dealers are paying 21 to 22c. for combing fleece, 17c. for rejections. Pulled supers are 20 to 21c. and extras at 22 to 23c.

## SALT.

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

## PETROLEUM.

The price of Canadian oil and American water white are ½c. lower. Business continues brisk. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19c.; Pratt's astral, 19c. in bulk.

## MARKET NOTES.

Yellow sugars are dearer in New York.

Valencia oranges are cabled 6 to 9d. per case dearer in Liverpool.

A cable to Watt & Scott reports an advance of 9d. per cwt. in the price of currants.

Eleven carloads of oranges, or 3,000 boxes, have arrived within a week for Clemes Bros. This is believed to be the largest consignment ever received by one firm in Toronto. It is the intention to auction the fruit off in the course of a few days.

## QUEBEC MARKETS.

MONTREAL, JAN. 7, 1897.

## GROCERIES.

BUSINESS has hardly resumed its normal proportions yet, but there were indications this week of a reviving interest. In every case, however, demand and enquiry is confined to and regarding goods for actual wants. No buyer seems disposed to reach out ahead. Values generally are steady. Sugar shows little change, except that low-grade yellows have been shaded in some instances at the refineries. Syrups continue lifeless, while the firm feeling in molasses is fully maintained. The same

WE ARE  
PAYING  
CASH  
FOR

DRIED  
APPLES



W. B. BAYLEY & CO.  
EXPORT BROKERS

46 FRONT ST. E. Toronto



Happy as these

will be your customers once  
they use the celebrated



ENGLISH : : :

# Club Pickle

Cases 2-doz.

This is the perfection of fine Table  
Delicacy.—None to beat them.—  
Price, \$3.25 doz.—Try a case.

There is **ONE** brand of **Salmon**  
that stands at the head of all Cohoes fish—that brand is  
"**ANCHOR.**"—It is the cleanest, finest and richest  
Salmon packed.—Try a case or sample.

---

THE **EBY, BLAIN COMPANY** LTD.

WHOLESALE IMPORTING AND MANUFACTURING GROCERS

**TORONTO - CANADA**

can be said of spices and rice, which are strong in tone. Scarcity of Maracaibo and corresponding strength continues the feature of the coffee market. Japan teas were also enquired for by jobbers and some round lots changed hands at firm values. Dried fruit, nuts, and other lines were practically motionless.

## SUGAR.

The sugar market has exhibited little alteration as yet, demand being confined strictly to actual wants. Jobbers' stocks are understood to be of small compass, but the fact fails to spur them into any buying except of a hand-to-mouth character. At the refineries yellows have sold, it is claimed, under  $3\frac{1}{8}$ c., but the sales were hardly a fair criterion. At any rate, there is no change in the jobbing basis. Granulated is offered in invoice lots f.o.b. refinery at  $3\frac{7}{8}$ c., which is  $\frac{1}{2}$ c. lower than what is asked for it in New York. In a jobbing way we quote: Granulated, 4 1-16 to  $4\frac{1}{8}$ c. and yellows  $3\frac{1}{4}$  to  $3\frac{3}{4}$ c.

## SYRUPS.

There has been no change for the better in the syrup market. Demand continues dull and the easy feeling ruling for over a fortnight is still dominant. We quote 22 to 35c. as to grade.

## MOLASSES.

The firmer feeling in Barbadoes molasses is quite as marked as it was last week. No great activity is noted, however, for the reason that supplies are extremely light and holders are not urging sales. No round lots are now obtainable from first hands under  $28\frac{1}{2}$ c., which is a gain of  $1\frac{1}{2}$ c. in less than two weeks. As a result of this continued strength, we quote a higher range in a jobbing way at 30 to 32c. as to quality, and some sellers refuse to sell at the inside.

## RICE.

There has been little change in rice during the past week. We quote: Crystal Japan, \$5 to \$5.25; standard B., \$3.70; Patna, \$4.75 to \$5.25; Carolina, \$6.75 to \$7.75, and Java, \$4 to \$4.25.

## SPICES.

Demand for white and black pepper and a good enquiry for nutmegs have been leading features of the spice market. We quote: Pure black pepper, 10c.; pure white, 15c.; pure Jamaica ginger, 20c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; ditto, best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 60 to 90c.

## COFFEE.

There is little change in coffee. Enquiry for Maracaibo is fairly active and prices on it are firmly held. Other descriptions are slow. We quote: Rio,  $15\frac{1}{2}$  to 17c.; San-

tos,  $16\frac{1}{2}$  to 17c.; Maracaibo, 18 to  $20\frac{1}{2}$ c.; Java, 24 to 26c., and Mocha, 24 to 26c.

## TEAS.

A fair demand has been noted for Japan teas, and quite a few round lots have changed hands between dealers. In a jobbing way,

however, the market is quiet. We quote: Young Hysons, 13 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 12 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 21c. for mediums, 28 to 35c.

## Leonard Bros.

Wholesale Fish Merchants

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

Ask your wholesale grocer for

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

We are also putting up . . .

New Haddies, Kippers and Yarmouth Bloaters.

## "Always a Best" . . . In Everything

We have the BEST in the canned fish line

## GOLDEN FINNAN HADDIES

Are the BEST. They are Delicate, Delicious and Appetising. If you sell the GOLDEN brand Haddies, it will be the finest DRAWING CARD you can get.

Every can guaranteed or money refunded.

## NORTHROP &amp; CO.

Packers' Agents.

St. John, N.B.

## ENAMELLED MEASURES

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

GOVERNMENT STAMPED



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

## The McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER

## MARSHALL'S

Saratoga Potato

## CHIPS.

Grocers sell them.

Manufactured by . . .  
JOHN E. MARSHALL  
118 Commercial St.,  
Boston.

D. H. RENNOLDSON,  
Agent in Montreal.



## The World's Best

must be good, safe, and profitable enough for every Grocer to handle, COTTAMS BIRD SEED occupies this unique position. Embodying the most recent and valuable discoveries for birds, covered by 6 patents, we guarantee 1-lb. packet of C. B. S. better value than  $2\frac{1}{2}$  packets of any other brand selling at the same price. This is why C. B. S. is so popular from one end of the Dominion to the other. All wholesalers.

Ready for the table  
No Soaking. No

THOMAS

TEAS

134 McGILL

D

APP

We are in  
Great Britain  
erable space  
money in fr

DAW

32

Correspondence  
Solicited.

GEORGE MCW

MCW

GENERAL

Comm

25

Consignment  
CITEI

All orders w

A

that  
at th  
juic  
Bre  
you  
you  
lux  
abl  
7  
Ba

F.

0

**BEARDSLEY'S SHREDDED CODFISH**  
TRADE MARK

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

SELLING AGENTS: J. Harley Brown, London; R. Thomson, Hamilton Chambers, 17 St. John St., Montreal; J. E. Huxley, Winnipeg; J. Hunter White, St. John, N.B.; W. H. C. BURNETT, General Western Manager, 509 Masonic Temple, Chicago, Ill.  
**J. W. BEARDSLEY'S SONS, New York, U.S.A.**

**THOMAS DOHERTY & CO.**

: : Importers of : :

**TEAS and COFFEES**

134 MCGILL STREET, Corner ST. PAUL.

Dominion Buildings.

**MONTREAL.**

**APPLES**

**FOR EXPORT.**

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

**DAWSON & CO.**

32 WEST MARKET STREET

Correspondence Solicited.

**TORONTO.**

GEORGE MCWILLIAM.

FRANK EVERIST.

TELEPHONE 645.

**MCWILLIAM & EVERIST**

GENERAL . . **FRUIT**

**Commission Merchants**

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

Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.

All orders will receive our best attention.

**A Luxury**

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

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

**F. W. Fearman**

HAMILTON

for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for higher grades.

DRIED FRUIT.

Business in Valencia raisins continues much the same as it was. We quote: Ordinary off-stalk, 5¼ to 5½c.; fine, 5¾ to 6c.; selected, 6¼ to 6½c., and layers, 6¾ to 7c.

There is no change in California raisins, which are firmly held as follows: 2-crown, 6½c.; 3-crown, 7 to 7½c., and 4-crown, 8 to 8½c.

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

There is no change in Malaga which are dull at \$1.50 to \$4.50.

The currant market is unchanged and reflects no disposition to swing with the firm foreign advices. We quote: Provincials, bbls., 4c.; half-bbls., 4¼c.; cases, 4¾c.; half-cases, 4½c.; Filiatras, ditto; Patras, 5½ to 6c., and Vostizzas, 6½ to 8c.

Prunes are quiet and steady as last noted. We quote: French 5 to 15c., as to grade; Austrian, 6 to 8c., and Californias, 10 to 11c. for 40 to 50's.; 9 to 10c. for 50 to 60's.; 8 to 9c. for 60 to 70's., and 7 to 8c. for 70 to 80's.

Figs are without change at 9½ to 11c., as to grade. Demand is fair.

Dates move quietly at 5 to 5½c. for ordinary brands.

There is a moderate enquiry for evaporated California fruit, and we quote: Evaporated peaches, 11 to 12c.; pears, 9½ to 12c.; apricots, 14 to 17c., and prunes, 8 to 12c. as to brand.

NUTS.

Demand for nuts has fallen off with the end of the holidays. We quote as follows: Valencia shelled almonds, 18 to 19c.; Tarragona almonds, 10 to 10½c.; filberts, 9 to 9½c.; pecans, 8 to 12c.; peanuts, 7 to 9c.; Grenoble walnuts, 11 to 12½c.; shelled walnuts, 18 to 20c.; shelled peanuts, 9 to 10c.; coconuts, \$5 per 100.

CANNED GOODS.

The canned goods market exhibits little change. Business is quiet and prices generally steady. We quote: Tomatoes, 75

**It Has No Equal**

**BROCK'S BIRD SEED**



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

It pays to handle such goods.  
**NICHOLSON & BROCK - TORONTO**

**SHIPMENTS**

**OF PRODUCE SOLICITED**

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

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

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

**SOMETHING CHOICE**

HAMS . . . IN . . .

BREAKFAST BACON

ROLL BACON

FOR HOLIDAY TRADE.

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

Pork and Beef Packers.

TORONTO

**S. K. MOYER,**

COMMISSION MERCHANT

Wholesale Dealer in . . .

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

76 COLBORNE ST.,

TORONTO, ONT.

*There's a Time for Everything...*

THIS is the time for you to lay in your Christmas Stock of

**SMOKED MEATS,  
PURE LARD, Etc.**

This is the PLACE to procure your stock. Our "Maple Leaf" Brand Smoked Meats and Pure Lard are positively unexcelled.

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

PORK PACKERS,

TORONTO

**ORANGES**

Special Fancy California Washington Navels. Fancy New Valencias.

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

**HUGH WALKER & SON**

GUELPH, ONT.

to 80c.; corn, 65 to 75c.; peas, 70 to 90c.; beans, 70c. up; peaches, \$2.90 to \$3 for 3's, \$1.90 to \$2 for 2's; raspberries, \$1.40 to \$2; strawberries, \$1.80 to \$2.45, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 85 to 90c.; gallons, \$1.55 to \$1.65; pumpkins, 75 to 85c.; salmon, "Horseshoe," \$1.40 to \$1.45; "Clover Leaf," \$1.35; "Lion," \$1.37½ to \$1.40; Lowe Inlet, \$1.30, in tall tins; cohoes, \$1.20; canned mackel, \$1.25; Canadian canned beef, 1's, \$1.20 to \$1.25; 2's, \$2.15 to \$2.25; 6's, \$6.75 to \$7; 14's, \$14 to \$15; lobsters, \$10 per case; French sardines, \$10.25 to \$11 extra brands; ordinary brands, \$8 to \$9; Canadian brands, \$4.25.

**FISH.**

Salt fish rule dull and there is little demand for fresh frozen fish at this writing. Values generally are steady as follows: Labrador herrings, \$4.75 per bbl.; No. 1 N.S., \$3.75 to \$4 per bbl., and \$2.25 to \$2.35 per half-bbl.; No. 1 draft green cod, \$5 to \$5.25; No. 1 do., \$4.50; No. 2, \$3.35 to \$3.50; No. 1 green haddock, \$3.50; No. 1 Lake trout, \$3.90 to \$4 per keg; No. 1 white fish, \$5 per barrel; small Labrador salmon, \$12.50 to \$13; No. 1 B. C., \$6 per half-bbl., and \$12 per bbl. to arrive; No. 1 halibut, \$7.50 to \$8 per bbl.; tongues and sounds, \$7.50, and salt eels, 4½ to 5c. per lb. Fresh tommycod, \$1.25 to \$1.40 per bbl.; haddock, 3¼ to 3½c.; frozen salmon, 11 to 12c.; halibut, 8c., and Manitoba pickerel, whitefish and trout, 6½c. per lb.; smoked haddies, 6 to 7c.; Yarmouth and Bay bloomers, 90c. per box; kippered herrings, \$1.30 to \$1.50; ciscoes, 75c. per basket of 100 fish, and medium smoked herring, 10 to 11c. per lb. Dried cod, \$4 per cwt.; pollock, \$1.90 to \$2 per 100 lbs.; skinless cod, \$4.50 to \$5.25 per 100 lbs.; boneless cod, 5½c. per lb., and fish, 3c. per lb. Malpeques, \$5 to \$5.50 per bbl.; Buctouche, \$4.50 to \$5; Miramachi, \$3 to \$3.50, and ordinary, \$2.50 per bbl.

**GREEN FRUIT.**

The green fruit market has ruled extremely quiet this week. Lemons rule rather easy as to value, and the same can be said of Valencia oranges, which are plentiful and cheap. Jamaicas, on the other hand, are scarce and firm. California oranges are showing excellent flavor, and sell at steady prices. We quote: California oranges, \$4 to \$4.50 per box; Florida oranges, \$5 to \$5.50 per box; Jamaica oranges, \$6.50 to \$7 per bbl.; Valencia oranges, \$3.75 to \$4 per box; lemons, \$2 to \$2.75 per box, and \$5 per chest; pears, \$2 to \$2.50 per keg; cranberries, \$4.50 to \$5 per bbl.; Spanish onions, 85c. per crate.

**APPLES.**

The apple market continues quiet and

unchanged at 90c. to \$1.40 for No. 1, and 40 to 85c. for No. 2.

**DRIED APPLES.**

There is little life in dried apples, and we quote 3 to 3½c. in small jobbing parcels, while jobbers bid 2½ to 3c. for them laid down in Montreal. Evaporated apples are quiet at 3¾ to 4¼c., as to quality.

**COUNTRY PRODUCE.**

**EGGS**—There is no change in the situation of the egg market. Demand is slow and prices unchanged. We quote: Montreal limed, 14 to 14½c.; western ditto, 13 to 13½c.

**BEANS**—Only a small jobbing trade doing at 80 to 85c. in car lots, and 90 to 95c. in a jobbing way.

**POTATOES**—Potatoes continue slow at 35 to 40c. per bag in car lots, and 45 to 50c. in a small way.

**ONIONS**—Continue quiet at \$1.50 to \$1.60 per bbl. for red, and \$1.75 for yellow.

**HONEY**—Dull, ranging from 8 to 10c. for comb honey in cases, with extracted 7½ to 9c.

**HOPS**—Without life, at 11 to 12c. for choice 1896, and fair to good 8 to 10c., while yearlings offer at 5 to 6c.

**DRESSED HOGS**—Dressed hogs are 15c. lower, at \$4.75 to \$4.85.

**PROVISIONS.**

The only change in the local provision market was the easier feeling in pure Canadian lard, and the very outside figure obtainable for round lots is 6½c., while in a small way 7c. is paid. The demand for all lines is limited. New packed Canadian pork is offering at \$11 to \$12, and old is selling in a small way at \$10 to \$10.50 per bbl.; pure Canadian lard, in pails, at 6½ to 7c., and compound, refined, at 5¼ to 5½c. per lb.; hams, 9 to 10c., and bacon, 8½ to 9½c. per lb.

**FLOUR, MEAL AND FEED.**

The early days of the week witnessed a good demand for flour, several thousand sacks being put through for export also to Great Britain. Locally, winter wheat patents are selling at \$4.70 to \$4.85; Manitoba spring wheat, patents, \$5 to \$5.30; strong bakers', \$4.50 to \$5; straight rollers, \$4.25 to \$4.50; and in bags, \$2.10 to \$2.25.

The demand for oatmeal continues of a limited character, and the market is quiet and about steady at \$3.40 to \$3.50 per barrel for rolled oats, and \$1.70 to \$1.75 per bag. A fair business was done in feed, and values rule about steady. Manitoba bran, \$10 to \$10.50 per ton, including sacks; Ontario, \$9.25 to \$9.50 in bulk; shorts, \$11 to \$12; mouillie, \$15 to \$16. Enquiry for hay in small lots was fair, and the market is firm at \$10.50 to \$11 for No.

1, and at \$9 to \$9.50 for No. 2 per ton in car lots.

**CHEESE AND BUTTER.**

Values on finest September cheese are firmly held at 10½c., and it is understood that further business has been put through over the cable at a figure equivalent to that price on spot. In late October and November goods trading ranges all the way from 9½ to 10c., as to quality.

The butter market was quiet and about steady. Shippers are paying 18¼ to 18½c. for creamery, and for really finest stock, which is very scarce, a fraction more would probably be given. In a jobbing way creamery is selling at 19c., and western roll at 13.

**NEW BRUNSWICK MARKETS.**

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., Jan. 7, 1897.

**I**N this the first letter or report for another year the St. John correspondent extends to all the readers of THE CANADIAN GROCER best wishes for a prosperous year. In wholesale business there is very little moving, and for this reason there is little change in values. They tend easy on account of the slight demand, the more as in the case of flour and oatmeal the goods in stock were bought at prices much lower than those now ruling. Quite an effort is being made to boom St. John and the province generally as a summer resort by a local organization called the Tourist Association. Already much good work has been done. We feel assured that if the advantages of our province were better known the already very large number traveling this way in the summer would be very largely increased. The Maine Central have taken the matter up and the January, February and March numbers of their official organ will give a large amount of space to this matter.

**OIL**—The dealers are now beginning to book spring orders for lubricating oils, for which this province is a very large market. While we have a number here in the business, both American and Upper Canadian houses send travelers here, who all get a share of our trade. Burning oil shows no change. There is still quite a quantity moving. Empties come in to local dealers quite freely. We quote: Best American, 19½c.; best Canadian, 18½c.; prime, 16c.

**SALT**—St. John is one of the large receiving ports for Liverpool coarse salt. While at present there is only the regular demand, the large quantity which arrives here by steamer goes promptly into consumption. Prices in car lots from steamer's side are quoted lower than we give below. We quote: Coarse, 48 to 50c., factory-filled, 90c. to \$1; 5-lb. bags in bbls., \$3.25; 10-lb. bags,

**H**  
sauc  
piqu  
tipli  
of e

Heinz's  
Sweet P  
India Re

**MEDALS--**  
PARIS  
CHICAGO  
ANTWERP  
ATLANTA

in bbls., \$  
\$2.60 to  
boxes, 20c.  
toons, \$2 p  
\$1.

**CANNED**  
but not the  
While corn  
at even pri  
longer the  
ruling 10c.  
low. One  
lar, wishin  
make a pr  
per can, a  
offers 3 ca  
of the m  
70c.; pea  
gallon ap  
Canadian  
tins, \$2.4  
\$1.50; oy  
to \$1.45;  
\$3; 2's,  
\$2.75; s  
\$2.20; h  
for 4 do  
doz.; sc  
chickens  
\$1.10 p  
\$2.25.

**GREEN**



# Heinz's Pickles

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

## POPULAR SPECIALTIES

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

**MEDALS--**  
PARIS  
CHICAGO  
ANTWERP  
ATLANTA, Etc.

The **GENUINE**  
always bear this  
Keystone trade-mark.



# The Man Who Won

Who was the man?

# Jamieson

What was the product?

# Biscuits

How was it done?

Manufactured by

## R. E. Jamieson

— OTTAWA

# By . . .

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

# Jamieson's Biscuits

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

Sold by all Grocers

in bbls., \$3; butter and cheese salt, bulk, \$2.60 to \$2.65 per bbl.; 20-lb. wood boxes, 20c.; 10-lb. wood boxes, 12c.; cartoons, \$2 per case of 2 doz.; Canadian fine, \$1.

**CANNED GOODS**—There is a firm feeling, but not the demand to really settle prices. While corn, peas, and tomatoes were sold at even prices early in the season, this is no longer the case, both peas and tomatoes ruling 10c. above lowest price. Corn is still low. One retailer, in sending out a circular, wishing to quote low prices and still make a profit, quoted two grades: Corn, 5c. per can, and best corn, 7c. One retailer offers 3 cans for 20c. Lobsters are about out of the market. We quote: Corn, 65 to 70c.; peas, 75 to 80c.; tomatoes, 75 to 80c.; gallon apples, \$1.80 to \$1.90; corned beef, Canadian, \$2.25 to \$2.35; American, 2-lb. tins, \$2.40 to \$2.50; 1-lb. tins, \$1.30 to \$1.50; oysters, 2's, \$2 to \$2.20; 1's, \$1.34 to \$1.45; peaches, 3's, Canadian, \$2.75 to \$3; 2's, \$1.90 to \$2; pineapples, \$2.25 to \$2.75; salmon, \$1.30 to \$1.40; lobsters, \$2.20; haddies, \$1.25 to \$1.30; clams, \$5 for 4 doz.; chowder, \$2.60 to \$2.75 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1 per doz.; kippered herring, \$1.10 per doz.; American peaches, 3's, \$2.25.

**GREEN FRUIT**—Is, if possible, more

quiet than other lines and will be so, as for two months little is done. The Valencia oranges now here run small in size, but will improve with later importations. Lemons, which have been ruling higher, are quoted lower this week. Apples show no improvement; quite a number of auction sales have been held lately. In round lots good Bishop Pippins have changed hands as low as \$1 per bbl. Malaga grapes are quoted higher; they are about out of the market. We quote cranberries rather lower. A few California oranges are being received. We quote: Lemons, \$3 to \$3.50; Valencia oranges, \$3.25 to \$3.50 per case; apples, \$1 to \$1.50 per bbl.; keg grapes, \$7 to \$7.50; cranberries, Cape Cod, \$5 to \$6 per bbl.; bog cranberries, native, \$3 to \$5; pines, \$1.50 per doz.

**DRIED FRUIT**—Merchants are still waiting for new dates. About 100 cases are all that have so far arrived in this market. An extra price was obtained for these, so the delay had that advantage. Others are now daily expected. Raisins and peels are well cleaned up. A car of California raisins were sold here this week, the first car since the advance. The market is very firm. In California prunes there is less demand than usual. There appears no demand for the evaporated fruits. While only introduced a few years, the demand is rather tending

backward. Currants tend higher, and this leads to more barrels being bought. Onions show a fair movement at full prices. The low price of peanuts has caused quite a quantity to be bought by our merchants. We quote as follows: Valencias, 5 to 6c.; California L.M. 3-crown, 7 to 7½c.; London layers, \$1.75 to \$2.00; currants, cases, 4¼ to 5c.; bbls., 4¼ to 4½c.; cartoons, cleaned, 7¼ to 7½c.; bulk, cleaned, 6¼ to 6½c.; prunes, boxes, 5 to 6c.; dates, 4½ to 5½c.; dried apples, 3c.; evaporated apples, 4½ to 5c.; Canadian onions, \$2 to \$2.20; cocoanuts, \$4 to \$4.50 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, 7½ to 9c.; citron peel, 17 to 18c.; orange and lemon, 13 to 14c.; Valencia layers, 6¼ to 7c.; California 4-crown L.M. raisins, 8 to 8½c.; Imperial cabinets, \$2; Dehesas, \$2.50 to \$3.25.

**DAIRY PRODUCE**.—Market is dull. Canadian creamery is being quoted much below ours. A small quantity comes here, but the butter trade is dull. Eggs show less demand, with prices of case eggs easy. For hennery stock high prices are asked. There is but a limited movement in cheese. The quantity exported by local dealers is small, chiefly because the stocks here were not large. The higher prices, from last season ruling on the other side has had an effect on the consumption. We quote: Dairy

butter, 16 to 18c.; creamery, tubs, 20c.; prints, 20 to 22c. Cheese, 10½c. Eggs, 17 to 18c.

**SUGAR**—There is nothing to report. Fair stocks are held, and there is little movement. It is thought rather better prices will rule with the opening of the spring trade. Quotations are sometimes shaded a little for round lots. We quote: Granulated, 4 to 4½c.; yellows, 3¼ to 3½c.; Paris lump, 5¼ to 6c.; powdered, 5¼ to 6c.

**MOLASSES**—The New Orleans now coming to hand is in some cases very fine. It must not be thought, however, that all New Orleans is alike, for while some shipments run very even (much more so than West India goods), it can be bought at any price and the price rules the grade. The dark qualities lose very much in flavor. The best quality is low in price compared with West India molasses, and has the advantage of being in smaller packages. In West India molasses prices tend rather firmer. We quote: Barbadoes, 27 to 28c.; Porto Rico, 28 to 32c.; New Orleans, bbls., 26 to 28c.; Antigua, 25 to 26c.; syrup, 36 to 38c.

**FISH**—As noted last week, just at present the demand is dull. During the holidays the people eat something better than fish, or, at least, the tendency is to other grades of food, particularly poultry. In smoked herring the feeling is a little firmer again. Frozen cod and herring, while so far not arriving in very large quantities, are equal to demand. The need of better pickled herring is much felt. Smelts find a better market. Fresh smoked haddies are being shipped west freely. They are a splendid fish. We quote: Large cod, \$3.25 to \$3.50; medium, \$2.75 to \$3; pollock, \$1.20 to \$1.25; bay herring, \$1.35 to \$1.40 per half-bbl.; smoked, 6 to 7c.; shad, half-bbl., \$5 to \$5.50; boneless, 2½ to 8c.; frozen herring, 60 to 70c. per 100; bloaters, 60 to 70c. per box; kippered, 90 to \$1 per box; Barrington herring, \$3 to \$3.25 per bbl.; Shelburne, \$3.50 per bbl. Frozen cod, 2¼c. per lb.

**PROVISIONS**—There is no change to note. The stock of lard held is quite large, and prices still rule quite low. In smoked meats there is a light movement. Each year our wholesale grocers seem to give less attention to this branch. The line is not a satisfactory one to handle. We quote: Clear pork, \$13.50 to \$14; mess, \$13 to \$13.50; plate beef, \$12 to \$13; hams, 10 to 11c.; rolls, 7½ to 8c.; pure lard, tubs, 7½ to 8c.; compound, 6½ to 7c.

**FLOUR, FEED AND MEAL**—The market at the time of writing appears to rather gain in firmness, though there is no change here. Prices keep about 5c. above mill prices, as dealers are making a fair profit. As they

have to stand full declines, they should get the full benefit when prices go the other way, but in a small market this is almost impossible. Stocks are beginning to get low. Oatmeal is off a little, but, as in flour, holders still have a good profit. Stocks are quite large. Beans are again easier, being almost at low-water mark. Oats are quiet, and, it is thought, a little firmer. Hay dull. Cornmeal shows no change from the low price which has now ruled so long. There is a good, steady demand. Native buckwheat rather lower. We quote: Manitoba flour, \$5.75 to \$5.80; best Ontario, \$5 to \$5.10; medium, \$4.70 to \$4.80; oatmeal, \$3.50 to \$3.65; cornmeal, \$2; middlings, \$14 to \$15; bran, \$13.50 to \$14; oats, 32 to 35c.; hay, \$11 to \$12; barley, \$3 to \$3.10; round peas, \$1.10; split peas, \$3.10 to \$3.25; beans, hand-picked, 95 to \$1; prime, 90 to 95c.; yellow eye beans, \$1.25 to \$1.50; yellow buckwheat meal, \$1.20 to \$1.25; grey, \$1.75 to \$2.

#### ST. JOHN NOTES.

The steamer Alpha has discontinued for the season her trips between St. John and Yarmouth.

It is currently reported that Newfoundland will make every effort this year to get reciprocity with the United States.

Smelt fishing on P.E. Island is quite active and profitable, some catches amounting to \$20 to \$30. The run so far on the Restigouche, N.B., has been small. Quite a number of large cod have been caught in the nets, which is unusual.

N. W. Taussig & Co., New York, are making large shipments of New Orleans molasses to this port. The quality is fine in color and flavor. J. Hunter White, the local representative, states that more merchants now handle this grade of molasses than during any previous season.

T. S. Simms, our local broom manufacturer, is just home from Chicago, where he bought his season's supply of corn. While he found the price low, it was higher than last season, and a further advance is expected. Mr. Simms starts this week for British Columbia on a business trip.

THE GROCER regrets to learn that Geo. Sterling, agent for the Dominion Atlantic Railway here, is to be transferred to Kentville. He had made many friends here, particularly among the merchants. Our best wish to his successor, A. D. Hewitt, is that he may fill the position with the same satisfaction.

Calendars, cards, etc., are the order of the day. Since our last report THE GROCER would acknowledge the following: From Smith & Tilton, perhaps the neatest card of the season, with the compliments of the

McKay Milling Co.; also a neat booklet published by J. & J. Colman; a note book, particularly well bound, from T. H. Estabrooks, tea importer; and very pretty calendars from C. & E. Macmichael and Jos. Finley, wholesale grocers, and W. A. Porter, retail grocer.

THE GROCER regrets to report the total wreck of the steamer Warwick, of the Donaldson Line, bound from Glasgow to St. John, within a half day's sail of this city. The cause of the accident is not yet known, but as she was far out of her course, there is no fear of the accident being taken as an evidence that St. John is a dangerous port.

The merchants and manufacturers are looking forward with not a little interest to the visit of Sir Richard Cartwright and the Hon. Mr. Fielding to our city during this month to receive evidence on the tariff. These gentlemen have also an invitation from the Board of Trade of Chatham to visit that town during their trip west.

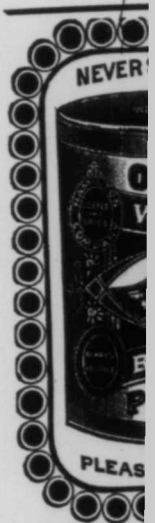
#### THEIR ANNUAL REUNION.

The employes of the Balfour company, wholesale grocery firm, Macnab street north, Hamilton, held their annual reunion at the residence of St. Clair Balfour, head of the firm, Tuesday night. There was a jolly crowd present, and the thorough enjoyment was greatly added to by the untiring efforts of Mrs. Balfour to please and entertain her guests. There was a supper, and afterwards a toast list, with singing, speech-making, etc. One of the interesting items of the evening was a presentation to L. Fraser, the northern traveler of the firm, who has just completed 21 years of service as an employe. On behalf of his fellow-employes, Mr. Balfour handed to the popular traveler a handsome diamond pin. Another pleasant feature was the announcement received by telegram from Toronto that Fred Smye, another of the firm's travelers, had just been elected to the directorate of the Commercial Travelers' Association. The gathering broke up with cheers for the host and hostess and good wishes for the continued prosperity of the firm.

#### WHAT THE "IDEAL" PACKER DID.

We have been shown an affidavit of two boys who packed in one day of ten hours on the "Ideal" tea packer 4,400 half-pound lead packets of tea. P. C. Larkin & Co., Toronto, are the patentees of this popular packer, which they are weekly shipping to all parts of the world.

Hudon, Hebert & Cie. are offering exceptional values in Young Hyson, Congous, Gunpowders and Japan teas this week. Full particulars, prices, etc., are given in their regular advertisement.





**GRAHAM'S PEPSIN CHEESE STILL LEADS**

Try it and be convinced.

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

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

OUR MINCEMEAT IS HAVING A BIG SALE NOW

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

Toronto Office :  
519 King Street West

**R. J. GRAHAM**

Belleville



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



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

Manufactured by the

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

**NEW YEAR'S TRADE**

...SPECIAL OFFERS OF...

**Finest Malaga Raisins,  
Figs, Shelled Almonds, Shelled Walnuts.**

ABOVE GOODS ARE OF BEST QUALITY, AND OUR PRICES ARE LOW.

We will give Special Quotations for our

**Celebrated P. Richard's Brandy**

GOLD LABEL.  
SILVER LABEL.  
WHITE LABEL.

The quality of this Brandy is unequalled for price.

WRITE FOR PRICES AND SAMPLES.

**LAPORTE, MARTIN & CIE.**

...Wholesale...  
Grocers

**Montreal**

# “There are Others” . . .

Good, bad, and indifferent. If you want the **BEST** insist upon getting “**LORNE**” Brand Canned Fruits and Vegetables. Packed from the choicest sound stock, retaining the natural delicious flavor of the fresh article.

Agents . . . **WARREN BROS. & CO., Toronto.**

## POWER OF THE SMALL PACKAGE.

**T**HE man with grapes, dried fruit, almonds or other produce to sell invariably finds a full, and frequently a glutted, market. These conditions are chronic and his goods reach markets that have like goods, and in very large quantities. These are graded as to qualities and sizes, but even in grades the man with something to sell finds the sharpest sort of competition. His product may be the finest grown; so is the other fellow's, and both are placed alongside each other waiting for a change of ownership. Equally tempting as to quality, both are seeking a customer. Under such circumstances is it not reasonable to suppose that the goods in the most attractive appearing and most generally convenient package will be the first to find a purchaser?

It is with much pleasure that the California Fruit Grower notices the growing popularity of the carton. It believes that the practice of exposing for sale certain fresh fruits, and all dried or cured fruits as well as nuts, in neatly got up cartons or boxes of from one pound to five pounds, or, in cases, ten pounds' weight, will stimulate the purchase and consumption of such goods as nothing else will, or can. The appreciation of fruit is inherent in almost everyone, and nearly everyone would be regular customers if only it could be obtained easily and in a proper package. How many men are there in this country, and women also, who have no home in the complete sense of that word? How many are there who earn fair and regular salaries but who occupy a single room only, or at best, a couple of rooms? That their number is large is certain, and a large proportion of such will purchase little luxuries when it comes in a one-pound or two-and-one-half or five-pounds carton, who would do without if served to them by the retailer in a paper bag or other untidy package.

This is also true of the smaller households of the country, as well as of individuals. A sack of almonds, a sack or large box of prunes, raisins or other fruit, or a large, ungainly box of grapes, do not appeal to the eye as does a small, convenient package. Many a customer in a store gives no thought to the large bag of almonds, who would be

instantly attracted should the eye fall upon a one-pound package of the nuts. A sack or a large box of dried fruit will not reach the purse nearly as quickly as will a carefully filled, neat appearing carton. The small, handy, attractive package is a salesman in itself of large proportions. The tendency toward the small package is marked everywhere, and this, it is confidently believed, will largely increase the consumption of California's products and stimulate its industries.

No village is so remote from trade centres or sources of supply that one cannot obtain a single glass or bottle of beer, and no village should be so remotely situated that one could not obtain in it a pound of almonds, walnuts, prunes, raisins, peaches, apricots, or other fruit, and in exchange for coin, to have it served neatly, cleanly or conveniently.—California Fruit Grower.

## WALNUT-GROWING IN EUROPE.

**W**ALNUTS are, to a certain extent, grown all over Europe, but in most countries, such as Germany, Belgium, Holland, etc., the yield is small, and some years not sufficient to supply the home demand, the deficit being supplied from the more favored walnut-growing countries. Thus it will be seen (says the American Consul at Zurich) that France, Italy, and Austria-Hungary are the only countries raising that article in quantities for export.

The French walnut-growing districts are the departments of Dordogne, Correze, Lot, and the Grenoble district, in the department of Isere. The latter are of especially fine quality, being of the soft-shell variety, large, white meat, and running uniformly. These nuts yield the grower from 93 to 105 francs per 100 kilograms (about 8 to 9.18c. per American pound). The latter price is for Grenoble nuts. The crop in France this year is good. It compares favorably with former years and is as good as in 1895. The 1895 crop was above the average and that of 1894 below. The principal points of export for France are Bordeaux, Marseilles, and Havre. The trees in France are not subject to scale, blight, or other diseases. The orchards are mostly small and owned by farmers.

The Italian walnut-growing districts are

the Neapolitan provinces around Naples, Castellamare di Stabia, and Sorrento. The points of export are Naples and Sorrento. In Italy, this year's crop compares favorably with former years. Last year's (1895) crop was one-fourth less than a medium crop and somewhat inferior to the average. The principal growing district is Piassio di Sorrento. The trees are, to some extent, owing to climatic influences, subject to scale and blight diseases. The walnut brings on an average \$9.25 per 100 kilograms, or from 4¾ to 5¼c. per American pound. The extent of orchards is the same as in France.

The walnut-growing districts of Austria are in the lower part of the empire, or what is known as “Nieder Oestreich.” In first line, comes what is known as the Steiermark, where the crop is a medium one; second, Mahren, a good crop; and third, Bosnia, where the crop prospects are excellent. Last year's crop was a light, medium one in the above named districts, and the nuts, as a rule, are poor, not well filled, small, and of the hard, thick-shelled variety. In Hungary, the districts of Nagy, Banya, and Grosswardein produce an excellent nut of good quality, large, white-meated, and well filled, and, as my informant tells me, compares favorably with the French Marbeaux nuts. No figures as to prices are given. The point of export for Austria-Hungary is Trieste. Trees are hardy and not subject to diseases, as scale, etc.

## HOW TO KEEP CIDER SWEET.

The following scientific method of treating cider to preserve its sweetness is recommended, says Meyer Bros.' Druggist: When the saccharine matters by fermentation are being converted to alcohol, if a bent tube be inserted air tight into the bung, with the other end into a pail of water, to allow the carbonic acid gas evolved to pass off without admitting any air into the barrel, a beverage will be obtained that is a fit nectar for the gods.

A handy way is to fill your cask nearly up to the wooden faucet when the cask is rolled, so the bung is down. Get a common rubber tube and slip it over the end of the plug in the faucet, with the other end in the pail. Then turn the plug so that the cider can have communication with the pail. After the water ceases to bubble, bottle or store away.



# Every Can

Of "Kent" Tomatoes is filled exactly the same. Filled with choice ripe fruit. The cans are absolutely solid with Tomatoes, all the juice being run off. When you sell a can of these Tomatoes to your customers, you are giving the fullest measure possible. We guarantee each can. You run no risk in handling our brand.

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

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

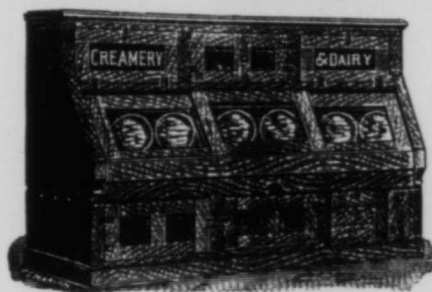


## The Club Coffee

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

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

## Aubin's Patent Refrigerator



The "Grocer's Standard" is the Favorite.  
Send for Catalogue and Price List.  
**C. P. FABIEN** 3167-3171 Notre Dame St.  
MONTREAL

## LYTLE'S

# JAMS and JELLIES

TAKE FIRST PLACE

Because of their purity, fresh flavor and keeping qualities.

Put up in glass and wood. Write for prices.

**T. A. LYTLE & CO.**  
Vinegar Manufacturers

TORONTO

## RIO COFFEE

EXTRA CHOICE SELECTION.

Now in store Ex. SS.  
Catania.

**WARREN BROS. & CO.**

85 and 87 Front St. East, Toronto.

## KINCORA

CEYLON TEA

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

**JOHN SLOAN & CO.**

Wholesale Agents  
TORONTO

**Holds the Record**

# "Excelsior Coffee"

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

**Todhunter, Mitchell & Co.**

Coffee Importers and Roasters

TORONTO

BUY

# Ivory Bar Soap

THE BEST MADE

## HALLOWEE DATES

Choicest Quality

DIRECT SHIPMENT JUST TO HAND

**PERKINS, INCE & Co.**

TORONTO.

**CATALOGUES, BOOKLETS, ETC.**

USEFUL FOR CLERKS AND MERCHANTS.

**T**HERE is no need for the merchant to go back to his store and begin "blessing" his assistants because he has forgotten to order some line at his wholesale house. The Pure Gold Manufacturing Co. are issuing a neat little leather-covered note book that will entirely do away with this, and all that they ask is that you send in your name and enclose a one-cent stamp for postage. It has a pencil attached and also a pocket for stamps and memos.

THERE IS ONE FOR YOU.

The Hamblin & Russell Manufacturing Co., Worcester, Mass., hardware and standard wire goods, have issued their new catalogue for 1897. It is a credit to any firm. The illustrations of the different classes of goods manufactured by them are numerous and exact. This firm also invites correspondence with inventors and will manufacture patented articles in iron, tin, wood, brass, wire, etc., on royalty and place them on the market. Patentees should make a note of this. Every retail hardware man should have one of these catalogues as it would be quite an addition to his desk. They will send a copy to any address on receipt of a postal card asking for one.

THE E. B. EDDY CO.'S CALENDAR.

The E. B. Eddy Co., Ltd., of Hull, Que., has issued its calendar for 1897. The calendar is unique and attractive. The most striking feature of it is the bird's-eye view on each page of the mammoth works of the firm, with a glimpse of Ottawa in the distance. Running through the pages are a number of phrases brightly put. Here are some of them: "Things seen are greater than things heard of"; "This is the largest of its kind and one of the most unique establishments under the British flag"; "E. B. Eddy's matches—here since 1851"; "E. B. Eddy's daily production of paper is 45 tons"; "Climatic variations do not affect E. B. Eddy's matches"; "E. B. Eddy's washboards prevent many an aching back."

L. CHAPUT, FILS &amp; CIE.

The calendar issued by L. Chaput, Fils & Cie., wholesale grocers, Montreal, is both attractive and interesting. What chiefly make it so are the views which are given of the three different buildings which the firm has occupied since its organization in 1842. The first shows an unpretentious two-storey building with a floor space of about 8,500 square feet. This building, at Commissioners & Peter streets, was vacated in 1872. The second view shows a four-storey building on the same site, with a floor space of 21,000 square feet. This building did duty till 1889. The third and last view shows the fine building, with a floor space of 50,-

000 square feet, at present occupied by the firm. Every grocer in the country should send for a copy of L. Chaput, Fils & Cie.'s calendar.

A NEAT LITTLE REMINDER.

J. S. Mitchell & Co., iron and hardware merchants, Sherbrooke, Que., are this year remembering their friends with a neat and useful little pocket note-book in Russian leather. This firm makes a specialty of a variety of lines, which are enumerated on one of the pages. The pocket-book is vest-pocket size, and is just the thing for a busy merchant. Those who have not yet received one should write the firm for one.

A PAINT TRADE HUNTER.

The Walter H. Cottingham Co., Ltd., Montreal, are distributing a booklet among the trade, dealing with the Sherwin-Williams paints. The booklet is oblong, is printed in three colors, is illustrated, and is bright and inviting. "We want your paint business. We don't want all of it, but we want the part that requires good paint," is the terse and pointed way in which the reading matter starts off. A neat folder, giving further information regarding the Sherwin-Williams paints, accompanies the booklet.

THE PEDLAR ROOFING CO.

The Pedlar Metal Roofing Co., of Oshawa, are becoming famous for the annual catalogues, etc., which they issue. This year they have exceeded rather than otherwise their previous efforts in this line. Their catalogue proper contains 96 pages of liberally illustrated matter regarding the great variety of lines manufactured by the firm. But the chief interest is centred in the "Art Metal Interior Decorations," as the catalogue illustrating the interior decorations made by the Pedlar Metal Roofing Co. is called. This particular catalogue contains 56 pages, and is a beautiful piece of work. The aim sought is to illustrate from photographs and sketches the patterns of the interior decorating metals of the firm, and well is the aim accomplished, for the very samples themselves could scarcely convey a better idea of the patterns. The Pedlar Roofing Co. is to be congratulated upon its enterprise. The officers of the company are: G. H. Pedlar, general manager; G. H. Pedlar, Jr., assistant manager; Nellie Pedlar, secretary-treasurer; Grace Pedlar, correspondent.

**CANNED GOODS IN THE STATES.**

In a circular dated January 2, Thomas J. Meehan & Co., of Baltimore, say of the canned goods market: "There has been a lively market here during the past week, monopolized almost entirely by tomatoes. Several large jobbers realized that they might have to pay more money for tomatoes

after the new year set in, and they decided to place their orders between Christmas and New Year's, thereby anticipating their competitors. All the full standard 3-lb. tomatoes offered at 65 to 67½c. have been cleaned up, and the market to-day is firm at 70c. regular terms. It would be difficult, we believe, to buy a large block of tomatoes in this section even at that price. Two-pound standard tomatoes have advanced to 55c., and gallons range from \$2.10 up. The balance of the list is firm, and prices are well maintained in spite of the usual quiet business during the month of December. The canned goods market starts the new year on a firmer basis, and with a stronger upward tendency than it has had for a long, long time."

Hon. Elijah A. Morse, M.C., who is the sole proprietor of the firm of Morse Bros., Canton, Mass., has served in the United States National House of Representatives eight years as a representative of one of the most historic districts in the old Bay State. He still continues in the active management of the business, and the popularity of the "Rising Sun" stove polish well illustrates the force of his business methods.

**GENERAL MERCHANTS**

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

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

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

**MacLean Publishing Co.**

Montreal : : Toronto

For . . . . .

**10 cents**

We will mail you a valuable little book on

**BUYING  
SELLING AND  
HANDLING OF TEA**

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

**The MacLean Publishing Co.**

26 Front St. West, Toronto.

# Want to Do More Business this Year ?

Good

Goods

Will

Make

Your

Business

Better

A little satisfactory purchase often insures a customer's steady trade — the paying kind of trade. One sale at a large profit may cost you the trade of a steady customer. The careful, successful grocer always is sure of the quality of a line of goods before he supplies them to a customer.

## Crown Brand Flavoring Extracts

are of **known** purity and strength. We make them in forty different flavors. We allow nothing to adulterate their purity—nothing to weaken their strength. We want you to try how your customers would like them. If they are not in every way satisfactory return them and get your money back.

**THAT IS OUR GUARANTEE.**

Goods

We

Handle

Make

And

Keep

Customers

# Robert Greig & Co.

**MONTREAL.**



## THESE TEAS

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



## Appleton's India & Ceylon Teas

THE "TAPIR" BRAND.  
SOLD IN LEAD PACKETS



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

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



## CONTINUED POPULARITY

Always of the highest quality, Carr & Co.'s Fancy Biscuits have retained their popularity since first manufactured, half a century ago. The grocer who means to do a good business must keep the goods that appeal to the public taste.

Do you keep Carr & Co.'s Biscuits in stock? You are losing business by not doing so. Send in a trial order for "Cafe Noir," your customers are sure to like them.

Sole agents for Canada

### Robert Greig & Co.

MONTREAL



# BRITISH GROWN TEAS

..FROM..

## Ceylon and India

are pure, and unlike those of China and Japan  
are not rolled by hand---they are clean.

---

British grown Teas are displacing China's and Japan's  
teas in all parts of the world. Even  
our "American Cou- sins" to  
the south are falling into line and  
buying.....

## CEYLON AND INDIAN TEAS.

Will you be wise in 1897 and do the same?

### WINDFALLS AND UNCLAIMED MONEY.

"THAT there be as many miseries beyond riches as on this side of them," as Izaak Walton observes to Scholar, deters no one in the pursuit of fortune. But the sudden possession of unexpected fortune has proved to many people as great a trial as its sudden loss. Only, like Sam Weller, most folks wish that somebody would just try and ruin them in that way. A sudden access of fortune or misfortune tests a man's stability of character and greatness of mind. Sir Walter Scott noted in his journal after his failure: "If I have a very strong passion in the world it is pride, and that never hinged upon world's gear, which was always with me, light come, light go." That same strong passion made him sit down at his desk when well-nigh three-score to redeem an overwhelming burden of debt. His efforts were so far successful, but mind and body gave way under the strain. Mark Twain (Samuel L. Clemens), one of the most successful authors of modern times, likewise, through unsuccessful business speculations, at sixty years of age started lately on a lecturing tour round the world to retrieve his fortunes. Had John Ruskin earned the fortune of £157,000 left him in hard cash by his father, it is possible he might have disposed of it in a different way. The year 1877 was his last appearance as a rich man, after allowing himself about £3,000 for a holiday at Venice; he meant at that time to invest a sum in the Funds sufficient to bring him in £1 a day. But his publisher, Mr. Allen, has come between him and poverty, and a re-issue of his works at popular prices has meant a handsome annual income to the author of "Modern Painters." His first fortune went in this way: One-third of it was invested in mortgages, whereby he lost £20,000; he handed over a sum of £17,000 to poor relatives; another sum of £17,000 was freely lent to a cousin, to whom he forgave the debt. His gifts to Sheffield and Oxford absorbed £14,000, and as he lived considerably above his income at £5,500 for many years, his capital soon ran low. So that to get rid of a fortune is easy enough; the "Jubilee Plunger," managed to go through a quarter of a million in two years. George Peabody, who gave away more than one and a half millions during his lifetime, half a million of which was for industrial homes in London, said this giving was really a victory over a naturally parsimonious disposition. But he did not become suddenly rich; his wealth was gradually acquired, the result of ability and energy, coupled with great opportunities which he was able to utilise. Cornelius Vanderbilt, the American millionaire,

boasted in his eightieth year that he had made £200,000 for every year of his life. "Secret? There is no secret in it," he said, when once asked the question as to how he managed this. "All that you have to do is to attend to your business, and go ahead."

Thomas Brassey, the well-known civil engineer, father of the present Lord Brassey, who laid out at least £78,000,000 of other people's money in his various contracts, and probably deserved the £2,500,000 which fell to his share, was a philosopher in regard to money. When a French viaduct gave way, landing him in a loss of at least £30,000, his one thought was how quickly he could get it built up again. His own loss never engaged his attention. To his friend Bartlett, at the time of the panic, when it was believed he had lost £1,000,000 of money, he said "Never mind, we must be content with a little less; that is all."

The class, however, which is sometimes envied are those who become suddenly rich by what are known as windfalls or unexpected fortunes. Some have their heads turned, and if lacking in self-control their good-fortune may ruin them; others, who have been of a miserly turn before, become greater skinflints than ever. It takes prudence and a well-ordered mind to keep the balance level.

#### A "HIGH UP" DINNER.

According to custom, J. L. Prescott & Co., New York, manufacturers of Enameline stove polish, entertained their salesmen in New York for their Christmas holidays, and on New Year's eve to a banquet. This year the banquet was on a more gigantic scale than usual. It was held at the New Commercial

Club, on the fourteenth storey. It was a "high old" dinner, and in every respect a fourteen-storey affair. Full justice having been done to the good things, a few hours were spent telling drummers' yarns, making witty speeches, varied with good songs and sparkling wines. During the evening P. M. Berry, their manager, read an interesting paper on "The Growth of Enameline," beginning with the time that the entire output could be taken daily in a wheelbarrow to the station from their North Berwick factory, up to the present, when the output of their Jersey City factory amounts to from three to four carloads per day.

At the dinner there were 56 salesmen, who cover the different distributing points throughout the United States, and W. H. Dunn, of Montreal, who looks after their Canadian interests. Their salesmen in England held their banquet in London. They have 18 salesmen there, and a crew of about 30 advertising men. At the present time they have representatives in every civilized country in the world. After the dinner the different salesmen dispersed for their territories, only to meet again in July at their club in North Newry, where every summer they have a re-union for six weeks holidays.



IS THE BEST.  
ASK FOR  
**MOTT'S**

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

# TEAS



# he offers

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

INDIANS  
CEYLONS  
JAPANS  
CHINAS

} All grades

## T. B. ESCOTT & CO.

LONDON, ONT.

COC

It's  
SCF

Improved Shrec  
Thin S

They are the  
class trade. . .

Factory, 6 and

DRINK : : :

: : Choco

It invigor  
wheres  
SLOW



CHOCO

And n  
sweet  
and be

Ask your  
The world-r

The  
"Va  
Sy

TO

Tor

**COCOANUT?**

Yes,

It's all right!

**SCHEPP'S**

Improved Shredded and Edelweiss Brand Thin Strip have no equal.

They are the Standard goods with first-class trade. . . . .

Factory, 6 and 8 Bay St. **TORONTO**

**DRINK :::**

**::: Chocolate for Breakfast**

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



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

**VANILLA . .  
CHOCOLATES**

**CHOCOLAT MENIER**

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

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

**The "Vacuum" System**

of making salt is as far ahead of the old-time methods as the modern roller system of making flour is ahead of the old stone process. When your customers once get using the "**Windsor**" Salt made by the "**Vacuum**" system, they will want no other. Suppose you write to us for prices on a car lot.

**Toronto Salt Works**

128 Adelaide Street East

**TORONTO, ONT.**

Toronto agents for the Windsor Salt Co.

**INDIAN FAMINE AND THE TEA CROP.**

**A** LONDON firm of tea dealers has this to say regarding the effect of the famine in India on the tea crop:

"It is hardly possible to think of India just now without being depressed by the appalling famine which has so sorely smitten that densely-populated empire. Though our Government can and will save the lives of many millions who would otherwise perish, it will be impossible to prevent the awful misery of starvation, extending over many months, with resulting life-long weakness. Though the famine will not appreciably affect the quality or quantity of Indian tea, it is indirectly a disaster to the British planter, for the doubling of the price of rice means nearly doubling the cost of cultivating his crop. Under every contract between the tea garden coolie and his employer the latter is bound by the Government to provide for staple food—rice—which the coolie may require for his family at a price not exceeding a certain normal limit. If rice is cheaper, the cunning coolie can buy his rice elsewhere, but so soon as the market price touches the stipulated limit, he and his family flock to their master's granary and demand all they want at a price which already in this famine is but half that which the planter has to pay. Fortunately the drought has come too late to lessen the new season's growth of leaf in the Indian gardens, so the tea-loving English public will get their tea at the same price as usual. As to the general quality of this year's output, it may be classed as 'average,' and whilst '96 will not be known as a 'vintage year' in tea, the leaf this season is very good."

**DEMISE OF MR. WM. CRAIG.**

Mr. Wm. Craig, merchant and ex-M. P., of Russell, breathed his last at his home in Duncanville, Russell, on Friday night. Mr. Craig had been unwell for some time past, and went to Ottawa about four weeks since, entering the Protestant Hospital for special treatment. He remained but a couple of weeks, however, as, learning more fully the nature of his ailment, and that there was little hope for a cure, he returned to his home a few days since and gradually sank from heart trouble. Mr. Craig was a prominent business man in the county he represented in Parliament for four years, and was very highly respected.

Durability is economy. Morse Brothers' "Sun Paste" stove polish has durable qualities which make it a favorite with the trade and the housekeeper. It does not rust or eat the boxes, and does not deteriorate on the grocers' shelves. It gives and holds a brilliant lustre, which makes it a favorite in the hands of the customer.

**Nothing Succeeds Like Success**

First-class quality and handsome appearance is what makes our "**White Moss Brand**" in such demand.

Our new handsomely lithographed package will greatly add to the appearance of your shelves for the Holidays.

Goods are strictly up-to-date and prices lowest. We manufacture all grades and pack to suit the trade.

For sale by all first-class wholesale grocers throughout the Dominion.

**SEE CURRENT PRICES.**

Manufactured only by . . .

**Canadian Cocoanut Co.**

(J. Albert McLean, Prop.)

**MONTREAL**



**Here  
It  
Is**

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

**Chard, Jackson & Co.**

Agents for the Dominion

10 Lemoine St.

**MONTREAL**

**SOAP AND WATER**

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

**SILVER DUST WASHING POWDER**

**BUSINESS CHANGES.**

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**W.** H. TONKIN, general merchant, Liskard, has assigned to Richard T. Tew, Toronto. He owes about \$1,000.

The McKellars, grocers, Glencoe, are meeting their creditors.

Robertson & Co., grocers, St. John, N.B., have suspended payment.

Albani Lamarre, grocer, Montreal, has filed consent of assignment.

Margaret C. Cameron, general merchant, Durham, N. S., has assigned.

Geo. W. Newcombe, general merchant, Canning, N.B., has assigned.

C. Johnston & Son, creamery, Athens, has assigned to John Cawley.

Isabella Sinclair, general merchant, Elora, has assigned to W. H. Gordon.

Joseph Cloutier, general merchant, St. Raymond, Que., has assigned.

C. A. Mercier, general merchant, Montmagny, Que., has compromised.

O. Gignac & Fils, saw and planing mill, Quebec, are offering to compromise.

E. S. Belasco, cigars, Montreal, has compromised at 20c. on the dollar, cash.

Lynch & Budgeon, grocers, Winnipeg, have been closed out by the creditors.

Anthony Walker, wholesale and retail confectionery, Montreal, has been granted an extension.

J. W. Flatt & Co., general merchants, Greenway, Man., have assigned to W. Georgeson.

J. D. Mathers, groceries and dry goods, Ruscom Station, has assigned to R. Pinchin, Windsor.

Crawford, Lynch & Co., general merchants, Orillia, have called a meeting of their creditors.

Lewis McConnell, lumber, Sunnidale, has assigned to W. G. Fisher, and a meeting of creditors is called for the 15th inst.

E. Seeber, general merchant, Karlsruhe, Ont., has assigned to A. Goetz, and a meeting of creditors will be held on the 12th inst.

A meeting of the creditors of the Grogan Co., grocers, Kouchibouguac, N.B., has been held, and W. H. McLeod appointed assignee.

B. McDonald, general merchant, Flesherton, has assigned to A. S. VanDusen, and a meeting of creditors will be held on the 13th inst.

Mann Bros., general merchants, Kearney, have assigned to J. H. Knifton, Parry Sound, and a meeting of creditors is called for the 12th inst.

PARTNERSHIPS FORMED AND DISSOLVED.

John H. Bentley and A. C. Layton have registered a partnership in Halifax to carry



## CLARK'S Potted Meats

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

on a commission produce business under the style of Bentley & Layton.

Garipey & Co., produce, Montreal, have dissolved.

Heywood & Kitchen, grocers, Chatham, have dissolved.

Fink & Co., general merchants, Lunenburg, N.S., have dissolved; D. J. Rudolph continues.

McDonald & Dunning, general merchants, Cumberland, are dissolving. W. W. Dunn retires.

R. J. Sweet & Co., wholesale grocers, Halifax; co-partnership registered by John E. Ellis and Geo. H. Foster.

M. Hubaw & Co., grocers, Sault au Re-collet, Que.; Magloire Hubaw and Jos. M. Hubaw registered as proprietors.

T. F. Courtney, groceries and liquors, Halifax, has admitted J. D. Curry as partner under the style of T. F. Courtney & Co.

J. R. Siteman, groceries and liquors, Halifax, has admitted W. T. Holland as partner under the style of J. R. Siteman & Co.

Joseph L. Black, general store and lumber, Sackville, N.B., has admitted Frank B. Black as partner under the style of J. L. Black & Son.

J. H. Dionne and T. Jacques have formed a partnership to carry on business as general merchants in Garthby, Que., under the style of Dionne & Jacques.

SALES MADE AND PENDING.

McDougall Distillery Co., Halifax; sheriff's sale advertised.

Wm. Penny, general merchant, Mattawa, has assigned to R. Small.

The stock of J. Barsalou & Co., grocers, Montreal, has been sold at 46c. on the dollar.

The stock of Mrs. O. Boucard, general merchant, Chicoutimi, Que., has been sold.

The stock of L. A. H. Hogle & Son, general merchants, Pike River, Que., has been sold at 56c. on the dollar.

The stock, etc., of the estate of Geo. Armstrong & Co., grocers, London, are advertised to be sold by auction on the 12th inst.

CHANGES.

Goldsmith & Hague, flour and feed, Alexander, Man., are out of business.

H. W. Healy, grocer, London, has sold out.

J. Hillman has started a general store in East Angus, Que.

Lequille Store Co. has opened a grocery store in Lequille, N.S.

John Hill, general merchant, Glen Annan, has removed to Wingham.

David Fraser, flour and feed, Virden, Man., has added a line of groceries.

Moise Laurance, general merchant, St. Jean de Matha, Que., has sold out to C. E. McConnell.

N. D. McKinnon, general merchant, Badjeros, Ont., has been succeeded by Hay & Phillips.

Otto Wile, general merchant, Bridgewater, N.S., are closing up their branch at New Germany.

The Medicine Hat Trading Co. is the name of a new firm that has recently opened up in Medicine Hat.

A grocery, flour and feed business has been opened out in Edmonton by A. Beckett. Thomas Bellamy has started a general store in the same place.

FIRES.

G. H. Kerr, general store, Middle Sackville, N.S., has been burned out; insurance, \$1,400.

The stock of Fraser, Viger & Co., groceries and liquors, Montreal, has been damaged by water and smoke.

DEATHS.

J. S. Morse, flour and provisions, Wolfville, N.S., is dead.

F. B. McKenzie, of F. B. McKenzie & Co., produce, Brandon, Man., is dead.

**GERMAN BEET SUGAR INDUSTRY.**

The extent of the German beet sugar industry is shown by United States Consul Monaghan at Chemnitz, who, in a report to the State Department, says 958,128 tons were exported in the past fiscal year, and the home consumption was estimated at 668,860 tons, the latter being an increase over the previous year of 116,165 tons. The consul says the industry has made huge strides in a dozen years with intelligent Governmental aid, but its manufacturers were energetic as well. He thinks that, particularly in Ohio and Nebraska, beet planting should take the place in part of the raising of meat and grain where competition is sharper, and that the United States ought to supply its own sugar. This he thinks can be accomplished with Governmental as well as popular encouragement.

The Hilliard  
The favor  
Strictly First-C  
Parties. LOU

**EPPS'S**

The most  
1-4 lb. T

**EPPS'S**

or COC

A light. 1  
1-4 lb. Tin

Special Agent, O. E

**Smoked**

**Sm**

**UNSURPASSI  
SAMPLE ORD**

**PARK, BL**

Who



**A. E.**

**The Hilliard House, Rat Portage**

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

**EPPS'S COCOA**

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

**EPPS'S COCOAINE**

or COCOA-NIB EXTRACT.

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

Special Agent, C. E. COLSON, MONTREAL

**Smoked Hams**

**Smoked Rolls**

**Pure Lard**

UNSURPASSED IN QUALITY  
SAMPLE ORDER SOLICITED

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

Wholesale Pork Packers

TORONTO

**Salt**

When you want it for any purpose, please write us.

**VERRET, STEWART & CO.**

Montreal

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

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

TRY A PACKAGE OF OUR "CLUB HOUSE"

A Perfect blend of the finest

**INDIA and CEYLON TEAS**

For which we are sole agents in America.

It will please your customers.

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

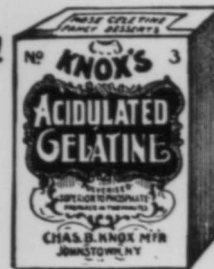
Wholesale Importers

TORONTO

14 and 16 Mincing Lane



**KNOX'S . . . GELATINES**



*RETURNED to Mr. Richards in this office Jan. 13/11*  
**make the finest Jellies.**

They are clear and sparkling and are the Standard for Purity.

**REMEMBER OUR BICYCLE OFFER.**

**A. E. Richards & Co.,** Hamilton, Ont.

SELLING AGENTS

**C. B. KNOX,** Johnstown, N.Y.

MANUFACTURER



# Keen's Mustard

has been selling for the last **400 YEARS** and the sales are still increasing. This is convincing proof of its hold on public favor.

**Absolutely Uniform in Quality . .**

F. MAGOR & CO., AGENTS, MONTREAL.

## CURRENT MARKET QUOTATIONS

Toronto, Jan. 7, 1897.  
This list is corrected every Thursday. The prices are solicited for publication, and are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit.  
Goods in large lots and for prompt pay are generally obtainable at lower prices.  
All quotations in this department are under the direct control of the Editor and are not paid for or doctored by any manufacturing or jobbing house unless given under their name, the right being reserved to exclude such houses as do not furnish reliable information.

**BAKING POWDER.**

1/4 lb. tins, 4 doz. in case..... per doz.	\$ 0 75
1/2 " " " " " " " " " " " " " " " "	2 00
3 " " " " " " " " " " " " " " " "	6 50
5 " " " " " " " " " " " " " " " "	10 00
10 lb. boxes..... per lb.	15
30 lb. pails.....	16

**PURE GOLD.**

5 lb. cans, 1 doz. in case.....	19 80
4 lb. cans, 1 doz. in case.....	16 00
2 1/2 lb. cans, 1 and 2 doz. in case.....	10 50
16 oz. cans, 1, 2 and 4 doz. in case.....	4 60
12 oz. cans, 2 and 4 doz. in case.....	3 60
8 oz. cans, 2 and 4 doz. in case.....	2 40
6 oz. cans, 2 and 4 doz. in case.....	1 80
4 oz. cans, 4 and 6 doz. in case.....	1 25
10 cent can.....	0 90

**Ocean Wave-**

No 10 (1/4 oz.) 4 doz. cases, round or square.....	0 75
1/4 lb., 3 doz. cases, round.....	1 20
No. 1 (1/4 oz.), 2 doz. cases, round.....	1 80
1 lb., 2 doz. cases, round.....	2 00
3 lb., " " " " " " " " " " " " " " " "	5 75
5 lb., " " " " " " " " " " " " " " " "	9 00

Prices of cheaper goods or special brands on application.

**Cook's Friend-**

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

**W. H. GILLARD & CO., PROPRIETORS.**

**Diamond-**

1/4 lb. tins, 2 doz. in case..... per doz.	1 20
1/2 lb. tins, 3 " " " " " " " " " " " " " " " "	90
3/4 lb. tins, 4 " " " " " " " " " " " " " " " "	60

**MAPLE LEAF BAKING POWDER,**

1/4 lb. glass jars.....	\$1 25
1 lb. glass jars.....	2 00
1 lb. sealer jars.....	2 25

**THE F. F. DALLEY CO. per doz.**

Silver Cream, 1/4 lb. tins, 4 to 6 doz. cases.....	\$0 75
English Cream, 1/2 lb. tins, 4 to 6 doz. cases.....	1 25
1 lb. tins, 2 to 4 doz. cases.....	2 00
Kitchen Queen, 1/4 lb. tins, 4 to 6 doz. cases.....	0 55
1/4 lb. tins, 4 to 6 doz. cases.....	0 80
1 lb. tins, 2 to 4 doz. cases.....	1 15
English Cream, glass tumblers.....	0 75
1 lb. jellies.....	1 25
1/2 lb. jellies.....	2 25
1/2 lb. Crown sealers.....	2 25

**BLACKING.**

**P. O. FRENCH BLACKING.** per gross

1/4 No. 4.....	\$4 00
1/4 No. 6.....	4 50
1/4 No. 8.....	7 25
1/4 No. 10.....	8 25

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

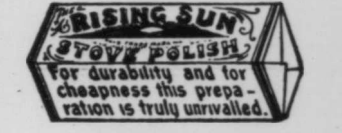
English Army Blacking, 1/4 gross cases \$9 00	
No. 2 Spanish.....	3 60
No. 3 " " " " " " " " " " " " " " " "	4 50
No. 5 " " " " " " " " " " " " " " " "	7 20
No. 10 " " " " " " " " " " " " " " " "	9 00
Yucan Oil Blacking, 1 doz. cases, liquid 2 00	

per doz

New York Dressing, 1 doz. cases.....	0 7
Spanish Satin Gloss, " " " " " " " " " " " " " " " "	1 0
Crescent Ladies' Dressing, 1 doz. cases.....	1 75
Spanish Glycerine Oil Dressing.....	2 0

**BLACK LEAD.**

Reckitt's Black Lead, per box.....	\$1 1
Each box contains either 1 gross, 1 oz., 1/2 gro. 2 oz., or 1/4 gro. 4 oz.	
Dixon's Carburet of Iron Stove Polish	
7oz doz..... Per r.	7 25



**STOVE POLISH.**

Rising Sun, 6 ounce cakes. all-gross boxes.....	\$ 8 50
Rising Sun, 3 ounce cakes, gross boxes.....	4 50
Sun Paste, 10c. size, 1/4 gross boxes.....	10 00
Sun Paste, 5c. size, 1/4 gross boxes.....	5 00

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

Gem Stove Polish, 1/4 gross cases \$9 00	
per doz	
Stove pipe Varnish, 4 oz. bottles 1 00	
6 oz. bottles.....	1 25
Boston Brunswick Black, 8 oz. bottles.....	1 75

**BIRD SEEDS**

**BART. COTTAM & CO.**

"Cottams" Bird Seed.....	0 07
Warblers Bird Seed.....	0 06 1/2
Belgian Bird Seed.....	0 06
International Bird Seed.....	0 05 1/2
German X Bird Seed.....	0 05
German Bird Seed.....	0 04 1/2
London Bird Seed, bulk 25 lb. cases.....	0 15
Bird Gravel, 1 c. pkts., 24 in case.....	0 06
Bird Gravel, 5c. pkts., 48 in case.....	0 03

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

Dalley's Spanish Bird Seed, 40 lb. cases	0 06
Dalley's Bird Seed, 40 lb. cases.....	0 06 1/2

**CORN BROOMS**

**CHAR. BOECKH & SONS.** per doz.

net	
Carpet Brooms-	
"Imperial," extra fine, 8, 4 strings..	\$3 65
" " " " " 7, 4 strings..	3 45
" " " " " 6, 3 strings..	3 25
" " " " " 5, 3 strings..	3 30
" " " " " 7, 4 strings..	3 10
" " " " " 6, 3 strings..	2 90
" " " " " 8, 4 strings..	2 90
" " " " " 7, 4 strings..	2 75
" " " " " 6, 3 strings..	2 60
" " " " " 5, 3 strings..	2 40

1 lb. packets ....  
1/4 lb. " " " " " " " " " " " " " " " "  
Reckitt's Square  
Reckitt's Square  
CAN  
Apples, 3's ....  
gallons.  
Blackberries, 2.  
Blueberries, 2.  
Beans, 2 .....  
Corn, 2's .....  
Cherries, red pit  
Pears, 2's .....  
" Sifted salt  
" Extra sift  
Pears, Bartlett,  
" " " " " " " " " " " "  
Pineapple, 2's ..  
" " " " " " " " " " " "  
Peaches, 2's ...  
" " " " " " " " " " " "  
Plums, Green ( ..  
" Lombard ..  
Pumpkins, 3's ..  
gall.  
Raspberries, 2'  
Strawberries, 2'  
Succotash, 2's ..  
Tomatoes, 3's ..  
Lobster, tails ..  
" flats ..  
Mackerel, .....  
Salmon, Sockeye ..  
" " " " " " " " " " " "  
" Coho ..  
Sardines, Alb ..  
" " " " " " " " " " " "  
" Spore  
" French  
" opener ..  
Sardines, Spo  
Sardines, key ..  
" " " " " " " " " " " "  
" " " " " " " " " " " "  
Sardines, otth ..  
" " " " " " " " " " " "  
Sardines, Am ..  
" Must  
50 tins per  
MAR  
Fresh Herring  
Kipperd He



### CANADIAN TOMATO CHUTNEE

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

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

Headquarters for

## Stencil Brands

CORPORATE SEALS . . . RUBBER, BRASS AND STEEL STAMPS

HAMILTON STAMP & STENCIL WORKS  
Hamilton, Ont.

THE "DIAMOND"

## OIL BLACKING



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

W. BERRY, - MANCHESTER.

Send for samples and quotations to

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

**INSURE YOUR LIFE IN THE CONFEDERATION LIFE ASSOCIATION**

**The right man**  
to fill a responsible place in business is the one who looks ahead and provides for future contingencies.

**The right man**  
to have the responsibility for the welfare of his wife and family is he who makes provision for their comfort in case of his death.

**The right man**  
knows that to insure his life is the only way to make such provision, and he knows that . . .

**The right policy**  
is the UNCONDITIONAL ACCUMULATIVE Policy of the

## CONFEDERATION LIFE ASSOCIATION

It contains one condition only--that is the payment of the premium. Rates and full information will be sent on application to the Head Office or to any of the Agents of the Association.

HEAD OFFICE--TORONTO.

J. K. MACDONALD, Managing Director,      W. C. MACDONALD, Actuary.

### WHEN YOU REQUIRE ANYTHING IN

## Brushes, Brooms and Woodenware

Drop a card to Chas. Boeckh & Sons, Toronto, asking for Illustrated Catalogue and Price List.

Offices and Warerooms      Factories      Montreal Branch

80 York Street.      158 to 168 Adelaide St. W.      1 & 3 De Bresoles St.

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

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

COWAN COCOA AND CHOCOLATE CO.

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

WALTER BAKER & CO.'S

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

Caracas Sweet, in boxes, 6 lbs. each	0 38
Vanilla Tablets, 416 in box, 24 boxes in case, per box, net.	4 20
German Sweet Chocolate—	
Grocers' Style, in boxes, 12 lbs. each	0 28
Grocers' Style, in boxes, 6 lbs. each	0 25
Eight cakes to the lb., in boxes, 6 lbs. e.	0 25
Soluble Chocolate	
In canisters, 1 lb., 4 lb. and 10 lb.	0 50
Breakfast Cocoa—	
In boxes, 6 and 12 lbs. each, 1/2 lb., tins	0 50

**COCOANUT.**

CANADIAN COCOANUT CO.

White Moss Brand—	
Pkgs. 1 lb., 15 or 30 lb. cs.	0 27
" 1/2 " " " "	0 28
" 1/4 " " " "	0 29
" 1/8 " " " "	0 30
Bulk—	
White Moss, 10, 15 or 20 lb. Pails	0 20
Feather Strip, " " " "	0 22
Special Shred, " " " "	0 18
Macaroon, " " " "	0 18
Crown Desic., 12, 20 or 25 lb.	0 18
Special, " " " "	0 17
Barrels, 2c. per lb. less.	
Terms, 3 p.c., 30 days net.	

SCHOPP'S

Improved in packages—	per lb.
1 lb. package, 15 and 30 lb. cases.	0 27

1/2 lb. package, 15 and 30 lb. cases.	0 28
1/4 lb. " " " " "	0 29
5c. package, 4 doz. in case, per doz.	0 45
Bulk—	Bris. Pails.
Edelweiss (thin strip) per lb.	0 20 0 22
Improved Shredded, " "	0 18 0 20
Beaver " " "	0 16 0 18
Macaroon " " "	0 16 0 18
Desiccated " " "	0 15 0 17

Terms, 3 per cent. off 30 days.

**COFFEE.**

**Green.** per lb.

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

TODD HUNTER, MITCHELL & CO.'S

Excelsior Blend	0 34
Our Own " "	0 32
Jersey " "	0 31
Laguaya " "	0 27
Mocha and Java	0 32 0 35
Old Government Java	0 30 0 33
Arabian Mocha	0 32 0 34
Maracaibo	0 26 0 28
Santos	0 22 0 26
Crushed East India	0 20

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

Gail Borden	per doz
Eagle, 4 doz. 1-lb. cans per case	2 50
Gold Seal Brand	
4 doz. 1-lb. cans per case	2 00

Borden's Peerless Evaporated Cream

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

Quality thoroughly guaranteed.

**EXTR**

Dalley's Pure Fruit bottles, all flavors  
Dalley's Tropical Extra all flavors . . . . .  
Dalley's Fine Gold Etes, all flavors . . . . .  
Crown Brand (Robe) 1 c  
2 1/2  
4  
8  
4  
8

Parisian Essence, 7 Ketchup, Fluted B  
Ketchup, Screw  
" " S. & L.

Pepper Sauce, 1  
FLUJ

JOHNSTON  
Fluid Beef No. 1.  
No. 2.  
No. 3.  
No. 4.  
No. 5.  
Staminal—2 oz. bo  
4 oz.  
8 oz.  
16 oz.

Fluid Beef Cordial  
Milk Granules, in  
Milk Granules wit  
4 doz . . . . .

Currants—Provin  
" " Filiatr  
" " Patras  
" " "  
" " Vostiz  
" " Blue 1

Dates, Hallowee  
Figs—Eleme, 10  
" " 101  
" " 181  
" " 281  
" taps . . . . .  
" natural, bo  
ditto, bags  
Prunes—Bosnia,  
" Borden  
Raisins—Valenc  
" Fine, c  
" Select  
" Layer  
" Sultan  
" Cal. L.  
50 lb

" Managa  
" London  
" Black Ba  
" Blue Ba  
" Choice C  
" Dehesa  
" Non Pl  
" Imperial  
" R

Apples, dried, evapor

Split Peas . . . .  
Pot Barley . . . .  
Pearl Barley . . .  
ROBINSON

Patent Barley,  
" Groats  
" "  
DALLEY'S RC

Buckwheat F  
3 doz. in ca  
Pancake Flou  
in case . . . .





From all Parts

...of the world come enquiries and orders for...

# MacLAREN'S IMPERIAL CHEESE

Nothing suits refined tastes half as well.

A. F. MacLAREN & CO. - TORONTO.

**EXTRACTS.**

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

**FLUID BEEF.**

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

**FRUITS.**

FOREIGN.		
Currants—Provincials, bbls.	0 04 1/2	0 04 1/2
" " " "	0 04 1/2	0 04 1/2
" " " "	0 04 1/2	0 04 1/2
" " " "	0 04 1/2	0 04 1/2
" " " "	0 05	0 05 1/2
" " " "	0 05	0 05 1/2
" " " "	0 07	0 08 1/2
" " " "	0 08	0 08 1/2
Dates, Hallowee boxes (new)	0 07 1/2	0 00
Figs—Eleme, 10 oz.	0 09	0 12
" " " "	0 11	0 13
" " " "	0 13	0 16
" " " "	0 03 1/2	0 04 1/2
" " " "	0 07	0 07 1/2
" " " "	0 07	0 10
" " " "	0 07 1/2	0 08 1/2
" " " "	1 60	1 80
" " " "	2 20	2 65
" " " "	2 25	3 50
" " " "	2 25	2 75
" " " "	3 50	4 00
" " " "	3 75	6 00
" " " "	5 00	5 50
DOMESTIC.		
Apples, dried, per lb.	0 02 1/2	0 03
evaporated	0 73	0 04

**FOOD.**

Split Peas	per bri.	3 25
Pot Barley		3 25
Pearl Barley, XXX, 49-lb. pkt.		2 00
ROBINSON'S BARLEY AND GROATS.		
Patent Barley, 1/2 lb. tins	per doz.	1 25
" " " "		2 25
" " " "		1 25
" " " "		2 25
DALLEY'S ROYAL HYGIENIC SELF-RISING FLOURS.		
Buckwheat Flour, 2 1/2 lb. packages, 3 doz. in case.	per doz.	1 20
Pancake Flour, 2 lb. packages, 3 doz. in case.		1 20

Tea Biscuit Flour, 2 lb. packages, 3 doz. in case	1 30
Graham Flour, 2 lb. packages, 3 doz. in case	20
Bread and Pastry Flour, 2 lb. packages, 3 doz. cases	1 20

**GELATINES.**

KNOW'S	
Sparkling calves foot	1 20
Crystalized Fruit, flavored	1 65
Acidulated	1 50
(Sold by all wholesale grocers.)	
KEOFF'S FAMILY GELATINE.	
Robert Greig & Co., Agents.	
1 oz. Packages, White, per doz.	85 90
1 " " " " Red,	90 95
COX'S	
1 Quart size, per doz.	1 15
2 Quart size, " "	2 30

**HARDWARE, PAINTS AND OILS.**

CUT NAILS—From Toronto—	
50 to 60 dy basis	2 30
40 dy	2 35
30 dy	2 40
20 16 and 12 dy	2 45
10 dy	2 50
8 and 9 dy	2 55
5 dy	2 90
4 dy A P	2 30
3 dy A P	3 30
4 dy C P	2 70
3 dy C P	3 90

HORSE NAILS—Canadian, dis. 50 per cent.	
HORSE SHOES—From Toronto, per keg.	3 60

SCREWS—Wood—	
Flat-head iron, 80, 10 and 5 p. c. dia.	
Round-head iron, 75, 10 and 5 p. c. dia.	
Flat-head brass, 75, 10 and 5 p. c. dia.	
Round-head brass, 75, 10 and 5 p. c. dia.	
WINDOW GLASS. [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches, which shows it to be a first-break glass, i.e. not over 25 inches in the sum of its length and breadth.]	
1st break (25 in. and under)	1 20
2nd " " "	1 30
3rd " " "	0 09 1/2
Sisal	0 06 1/2
AXES—Per box	6 00
SHOT—Canadian, dis. 17 1/2 per cent.	

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.	per lb.	
25 lb. irons	0 04 1/2	0 04 1/2
No. 1	0 09	0 04 1/2
No. 2	0 04	0 04
No. 3	0 03 1/2	0 03 1/2

TURPENTINE—Selected packages, per gal.	0 40	0 41
2c. extra outside points.		
LINSEED OIL—Raw, per gal.	0 45	0 46
Boiled,	0 48	0 49
2c. extra outside points.		
GLUE—Common per lb.	0 07 1/2	0 08

**INDURATED FIBRE WARE.**

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

**JAMS AND JELLIES.**

SOUTHWELL'S GOODS.	per doz.
Frank Magor & Co., Agents.	
Orange Marmalade	1 50
Clear Jelly Marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black Currant " "	1 85
Other Jams " "	1 55
Red Currant Jelly	2 75
(All the above in 1 lb. clear glass pots.)	

**LICORICE.**

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

**MINCE MEAT.**

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

**WINES, LIQUORS AND MINERAL WATERS.**

CHARD, JACKSON & CO., MONTREAL, AGENTS.	
Watson's Scotch—	
1 Star Glenlivet, in cases.	88 50
3 " " " "	9 50
Old Liqueur	15 00
Old Glenlivet, in wood, p. gal.	4 25
Watson's Irish—	
Old Irish	7 50
Banagher	9 50
" " " "	4 25
Geo. Sayer & Co. Cognac—	
1 Star, in cases	11 50
V.S.O.P.	16 50
In wood, per gal.	4 50
Warter & May, Oporto—	
Port.	2 10
Wisdom & Water	6 50
Sherries	2 00
J. & R. MILLS, MONTREAL.	
Cockburn very old Highland	8 75
Special Scotch	9 50
Special Liqueur, 14 years old	15 50
d-Fine old Scotch	4 40
Special old Scotch	5 00

**MUSTARD.**

COLMAN'S OR KEEN'S.	
Square Tins—	
D. S. F. 1 lb. tins	\$3 40
" " " "	0 42
" " " "	0 45
Round Tins—	
F. D. 1/2 lb. tins	0 25
" " " "	0 27 1/2
" " " "	0 75
" " " "	0 25
" " " "	0 80
FRENCH MUSTARD	
Crown Brand—(Robert Greig & Co.)	
per gross.	
Pony size, \$7 50	Beer Mug
Small Med. 7 50	Tumbler
Medium 10 80	Cream Jug
Large 12 00	Sugar Bowl
Spoon 18 00	Caddy
THE F. F. DALLEY CO.	
Dalley's Mustard, bulk, pure, per lb.	0 25
Dalley's Mustard, 1/2 lb. tins, 2 doz. in case, per doz.	2 00
Dalley's Mustard, 1/4 lb. tins, 4 doz. in case, per doz.	1 00
Dalley's Superfine Durham Mustard, bulk, per lb.	0 12
1/2 lb. tins, 4 doz. in case, per doz.	0 65
1/2 lb. tins, 2 " "	1 20
1 lb. jars, per doz.	2 40
4 lb. " "	7 80
1/2 lb. glass tumblers	0 75
Jersey Butter Color, 2 oz. bottles, per doz.	1 25
1 gallon tins, per gal.	2 00

Celery Salt, 2 oz. bottles, silver tops.	per doz.	1 25
Curry Powder, 2 oz. bottles, silver tops, per doz.		1 75

**RICE, ETC.**

Rice—	per lb.	per lb.
Standard "B"	0 03 1/2	0 03 1/2
Patna	0 04 1/2	0 04 1/2
Japan	0 05	0 05
Imperial Seeta	0 05 1/2	0 05 1/2
Extra Burmah	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 05
Tapioca	0 03 1/2	0 05 1/2

**STARCH.**

EDWARDSBURG STARCH CO., LTD.	
Laundry Starches—	
No. 1 White or Blue, cartoons	0 05 1/2
Canada Laundry	0 04 1/2
Silver Gloss, 6-lb. draw-lid boxes	0 07
Silver Gloss, 6-lb. tin canisters	0 07
Edwardsburg Silver Gloss, 1-lb. chromo package	0 07
Silver Gloss, large crystals	0 06 1/2
Benson's Satins, 1-lb. cartoons	0 07 1/2
No. 1 White, bbls and kegs	0 04 1/2
Benson's Enamel, per box	3 00
Culinary Starch—	
W. T. Benson & Co.'s Prep. Corn	0 06 1/2
Canada Pure Corn	0 05 1/2
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. cart.	0 09
Edwardsburg No. 1 White or Blue, 4-lb. lumps	0 07 1/2
KINGSFORD'S OSWEGO STARCH.	



40-lb. boxes, 1-lb. pkgs.	0 08
SILVER GLOSS 6-lb. boxes, sliding covers (12-lb. boxes each crate)	0 08 1/2
PURE 16-lb. boxes	0 07
OSWEGO 40-lb. boxes, 1-lb. packages	0 07 1/2
CORN STARCH For puddings, custards, etc.	
ONTARIO 38-lb. to 45-lb. boxes	0 06
STARCHE IN 6 bundles	0 07 1/2
STARCHE IN Silver Gloss	0 07 1/2
BARRELS Pure	0 06 1/2
THE BRANTFORD STARCH CO., LTD.	
Laundry Starches—	
Canada Laundry, boxes of 40 lbs.	0 04 1/2
Finest Quality White Laundry—	
3 lb. cartoons, cases 36 lbs.	0 05 1/2
Bbls, 175 lbs.	0 04 1/2
Kegs, 100 lbs.	0 04 1/2
Lily White Gloss—	
Kegs, extralarge crystals, 100 lbs.	0 06 1/2
1 lb. fancy cartoons, cases 36 lbs.	0 07
6 lb. draw-lid bx. 8 in crate, 48 lb.	0 07
6 lb. tin enamelled canisters, 8 in crate 48 lbs.	0 07
Brantford Gloss—	
1 lb. fancy boxes, cases 36 lbs.	0 07 1/2
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases 28 lbs.	0 09
Canadian Electric Starch—	
40 packages in case	3 00
Culinary Starch—Challenge Prep. Corn—	
1 lb. pkgs., boxes 40 lbs.	0 06 1/2
No. 1 Pure Prepared Corn—	
1 lb. pkgs., boxes 40 lbs.	0 06 1/2
SUGAR.	
per lb.	
Granulated	0 04
Paris Lump bbls. and 100-lb. boxes	0 05 1/2
" " " " in 50 lb. boxes	0 05 1/2
Extra Ground, bbls. Iceing	0 05 1/2
Powdered, bbls.	0 05
Very bright refined	0 03 1/2
Bright Yellow	0 03 1/2
Dark Yellow	3 30
Demerara	3 50

# After the Rush

of Christmas trade you will naturally want some lines that will be "business bringers." Our Jams, Jellies and Mince Meat will aid you.

Jams and Jellies in 1, 5, 10-pound tins, and 7, 14, 28-pound pails; Mince Meat in 1 and 2-pound tins, and 7, 13, 27-pound pails; and of course you want **CREAM SODAS**, no grocery stock is complete without them.

If you are in need of any of these, drop us a card.

## Toronto Biscuit & Confectionery Co.

7 FRONT STREET EAST - - TORONTO.

### SYRUPS AND MOLASSES.

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

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

### SOAP.

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



Box Lot.....	4 20
Box Lot.....	4 10

Freight prepaid on 5 box lots.

BRANTFORD SOAP WORKS CO.



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

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

### TEAS.

BLACK.	per lb.	per lb.
Congou—		
Half Chests Kaisow, Mon-		
ing, Paking.....	0 12	0 60
Caddies, Paking, Kaisow	0 18	0 50
INDIAN.		
Darjeelings.....	0 35	0 55
Assam Pekoes.....	0 20	0 40
Pekoe Souchong.....	0 18	0 25

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

CHINA GREENS.	0 22	0 38
unpowder—		
Cases, extra firsts.....	0 42	0 50
Half Chests, ordinary		
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.	0 28	0 32
Young Hyson—		
Half Chests, firsts.....	0 28	0 32
" " seconds.....	0 16	0 19
Half Boxes, firsts.....	0 28	0 32
" " seconds.....	0 16	0 19

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

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

All the above can be had mixed with Green Tea at same prices.

"SALADA" CEYLON.	per lb.
Brown Label, 1 lbs. retailed at 25c.....	0 20
Brown Label, 1/2 lbs. retailed at 26c.....	0 21

Green label, retailed at 30c.....	0 22
Blue label, retailed at 40c.....	0 30
Red label, retailed at 50c.....	0 36
Gold label, retailed at 60c.....	0 44

CEYLON TEA, in 1-lb. and 1/2-lb. lead packets, black or mixed.	0 22
Blue Label, retail at 30c.....	0 22
Green Label " 40c.....	0 28
Red Label " 50c.....	0 35

Orange Label, retail at 60c.....	0 42
Gold Label, " 80c.....	0 58

Terms, 3 per cent. off 30 days.

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

### CANADIAN TOBACCO CO., MONTREAL.

Cut Tobaccos—	0 22
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
Queen's 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 20
Lafayette.....	3 80
Marquise.....	7 00
Imperial (Virginia tobacco).....	3 50
Plug tobaccos (sweet chewing)—	
Navy, in caddies.....	0 35
Navy, plug mark.....	0 33
Honey, boxes and caddies.....	43
Spun roll chewing, boxes.....	55
Plug smoking (with or without tags)—	
Black Crown, caddies.....	0 35
Crown Rouge smoking.....	0 38
Leaf tobacco, in bales.....	0 08

CIGARS—	\$85 00
La Sonadora Reina Victoria Flor Fina, 1-20.....	\$85 00
La Sonadora Reina Bouquet, 1-10.....	55 00
Creme de la Creme Reina Victoria Extra, 1-20.....	55 00
Creme de la Creme Reina Victoria Special, 1-20.....	50 00
Honeymoon, Regalia Com-me il Fait, 1-40.....	55 00
El Caza Culebras, 1-40.....	55 00
La Fayette Reina Victoria, 1-20.....	32 50
Noisy Boys, Blue Line, 1-20.....	25 00
Princess of Wales, Prin-cessa, 1-10.....	25 00
Ditto, low grades.....	13 50

### CIGARS—S. DAVIS & SONS, MONTREAL.

Sizes.	Per M
Madre E Hijo, Lord Lansdowne.....	\$60 00
" " Panetelas.....	60 00
Madre E Hijo, Bouquet.....	60 00
" " Perfectos.....	85 00
" " Longfellow.....	85 00
" " Reina Victoria.....	80 00
" " Pins.....	55 00
El Padre, Reina Victoria.....	55 00
" " Reina Victoria Especial..	50 00
" " Conchas de Regalia.....	50 00
" " Bouquet.....	55 00
" " Pins.....	50 00
" " Longfellow.....	80 00
" " Perfectos.....	80 00
Mungo, Nine.....	35 00
Cable, Conchas.....	30 00
" " Queens.....	29 00
Cigarettes—All Tobacco—	
Cable.....	7 00
El Padre.....	1 00
Mauricio.....	15 00

### WASHING POWDER.

"SILVER DUST"	5 00
Case..... 72 1-lb. cartons.....	5 00
Half case..... 36 1-lb. ".....	2 50
Case..... 24 3-lb. ".....	4 25
Half case..... 12 3-lb. ".....	2 12
Case..... 100 5-cent packages.....	3 50
Half case..... 50 5-cent packages.....	1 80

### WOODENWARE.

Pails, 2 hoop, clear, No. 1.....	per doz.	\$ 1 45
" " " " " " " " " "		1 60
" " " " " " " " " "		1 40
" " " " " " " " " "		1 55
" " " " " " " " " "		1 40
Tubs, No. 0.....		8 00
" " " " " " " " " "		6 50
" " " " " " " " " "		5 50
" " " " " " " " " "		4 50
THE E. B. EDDY CO.		
Washboards, Planet.....		1 60
" " " " " " " " " "		1 40
" " " " " " " " " "		1 25
" " " " " " " " " "		1 50
Matches—		
5-Case Lots, Single Case		
Telegraph.....	\$3 30	\$3 50
Telephone.....	3 10	3 30
Parlor.....	1 70	1 75
Red Parlor.....	1 70	1 75
Safety.....	4 00	4 20
Flamers.....	2 25	2 35

BRYANT & MAY.	per gross.	\$ 2 00
Robert Greig & Co., Agents.		
No. 9 Safety, per gross.....		\$ 2 00
" " 10 " " " " " " " "		1 10
" " 2 Tiger, " " " " " " " "		5
" " 4 " " " " " " " "		2

# Licorice Goods

SOME OF OUR LEADERS ARE:

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

YOUNG & SMYLIE,

Brooklyn, N.Y.

**BRAV**  
**ST**

"NEVER TURN  
CAN'T YOU  
PEELES

**MACH**

Best general purpose  
farmers' trade. Best  
travelers have instead  
The QUEEN  
Samuel Rogers, Presid

**DURABLE**

**TRY**

The Wm. CANE  
OF N

The goods are  
Hoops, made in G  
possibly fail on  
with the wood

Represented  
Chas. Goeckh  
H. A.

**Oakvil**

1, 2, 3 bu  
1, 2, 3 sup  
1, 2, 3 cl  
1, 2, 3, 4  
Butcher  
Fruit pack  
Per sup



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

**MACHINE OIL**

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

The QUEEN CITY OIL CO., Ltd.  
Samuel Rogers, President. Sole proprietors, Toronto, Ont.  
20 Front Street East.

**DURABLE PAILS AND TUBS.**



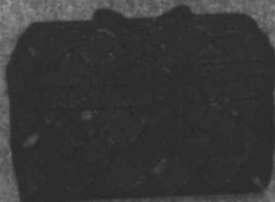
The Wm. CANE & SONS MANUFACTURING Co  
OF NEWMARKET, ONT.,

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

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

THE  
**Oakville Basket Co.,**

MANUFACTURERS OF



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

For sale by all Woodenware Dealers

Oakville, Ont.

Recommend your customers to

**Study Economy**



Everybody considers it a luxury to use Johnston's Fluid Beef, and so it is, but when it can be bought in 16 oz. bottle for \$1.00 it is also economical.

**Johnston's Fluid Beef**

16 oz. Bottle.  
\$1.00.

*The Dry Goods Review*

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



CLUBBING RATES

The Dry Goods Review and  
The Canadian Grocer

\$3.00

Send for Samples.

**THE DRY GOODS REVIEW**

TORONTO . . .

. . . MONTREAL

**"CROSSE & BLACKWELL"**

SEASON 1896

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

**CANDIED PEELS**

Lemon, Orange, Citron.

The above are the finest goods in the market.

"ATHLETE" CIGARETTES

THE CANADIAN GROCER

"DERBY" CIGARETTES

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

**PUREST AND BEST**

# Windsor Salt

FOR HOUSEHOLD USE  
FOR MAKING BUTTER  
FOR MAKING CHEESE

Composed of Natural Crystals—uniform—and dissolves readily

Prices can be obtained and orders promptly filled by addressing  
your wholesale grocer.

**THE WINDSOR SALT CO., LIMITED,**  
Windsor, Ont.

HOLD YOUR TRADE BY SELLING THESE FAMOUS BRANDS



## 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.



There are a number of so-called Pure Lead Glass Chimneys on the market, and we would warn dealers to beware of imitations of our "Genuine" Lead Glass Chimney.

**COWANS, KENT & CO., - TORONTO**



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

### THE BRADSTREET MERCANTILE AGENCY

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

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

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

TORONTO OFFICES: 36 Front St. East and 27 Wellington St. East. THOS. C. IRVING, Superintendent.

## OAKEY'S 'WELLINGTON' KNIFE POLISH

The Original and only Genuine Preparation for Cleaning Cutlery.

JOHN OAKEY & SONS, LIMITED,

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

Wellington Mills, London, England

REPRESENTATIVE IN CANADA:

JOHN FORMAN, 650 Craig Street MONTREAL

### E. T. STURDEE

Mercantile Broker, Manufacturers' Agent,

ST. JOHN, N.B.

Etc., Etc.

Wholesale trade only.

### COX'S GELATINE

Always Trustworthy.

ESTABLISHED 1725.

Agents for Canada:

C. E. COLSON, Montreal.

D. MASSON & CO., Montreal.

ARTHUR P. TIPPET & CO.,

Toronto, St. John, N.B., and Montreal

"RICHMOND STRAIGHT CUT" CIGARETTES

"SWEET CAPORAL" CIGARETTES

T

VOL

