

# THE CANADIAN GROCER

VOL. X

MONTREAL AND TORONTO, JUNE 5, 1896.

No. 23

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




HOLD YOUR TRADE BY SELLING THESE FAMOUS BRANDS

THE ONLY TEN CENT CIGAR

## Kipperred Herrings

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



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

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

All Selected Fish from the famed Aberdeen Fisheries.

For Sale by all Leading Grocers.

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

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

UNIVERSITY CIGAR 5c. THE BEST IN THE MARKET

AT THE LEADING WHOLESALE TRADE HANDLE SEAL OF NORTH CAROLINA SMOKING TOBACCOES

## White Label Soups ..



High-grade correct soups cannot be produced with the facilities at the command of the average housekeeper. Therefore, when a special dinner is to be given, it is a relief to have at hand a prepared soup which can be relied upon as absolutely correct in combination and flavor. Prepared by a chef of consummate ability, perfect in every detail that goes to make up a correct soup, WHITE LABEL SOUP may be offered with the utmost confidence by the fancy grocer. Twenty varieties, quarts, pints and half-pints.

Manufacturers' Agents.

JAMES HAYWOOD

Toronto

J. L. WATT & SCOTT

Montreal

J. HUNTER WHITE

St. John, N.B.

### Armour Packing Co. . .

Kansas City, U.S.A.

## SPECIAL IN DINNER SETS

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

97 PIECES, - \$4.50

(Packing, 25 cents)

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

Assorted packages in White Granite  
Seconds a specialty.

The CANADA CROCKERY IMPORTING CO., Ltd.

181 to 185 McGill Street

MONTREAL

## TANGLEFOOT

### Sealed Sticky Fly Paper

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

#### LIST OF CANADIAN GROCERS WHO HANDLE TANGLEFOOT

##### HAMILTON, ONT.

Balfour & Co.  
W. H. Gillard & Co.  
Lucas, Steele & Bristol.

##### KINGSTON, ONT.

Geo. Robertson & Son.

##### LONDON, ONT.

Elliott, Marr & Co.

##### OTTAWA, ONT.

H. N. Bate & Sons.

##### TORONTO, ONT.

H. P. Eckardt & Co.

##### BROCKVILLE, ONT.—Gilmour & Co.

##### QUEBEC, QUE.—Langlois & Paradis.

##### MONTREAL, QUE.—Geo. Childs & Co.

N. Quintal & Fils.

##### TRURO, N.S.—Black & Co.

##### ST. JOHN, N.B.

Dearborn & Co.

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



**Standard Goods THE Best to Handle**

**Canned Haddies . .**

**“THISTLE”  
BRAND**

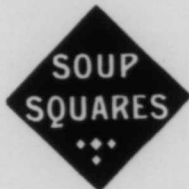


*This Spring's Pack Now on the Market.*

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

To be had of the Leading Wholesale Grocers throughout the Dominion

**Lazenby's**



**Assorted Flavors**

**COX'S  
GELATINE**

UNRIVALLED FOR

Quality, Strength  
and Cheapness

**Lazenby's**



**Assorted Flavors**

AGENTS

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

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

# The St. Lawrence Sugar Refining Co.

LIMITED

## MONTREAL

Laboratory of Inland Revenue,  
Office of Official Analyst,

MONTREAL, April 8th, 1895.

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

**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.

WE MANUFACTURE . . . .

# All Kinds of Crockery

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

**Brantford Stoneware Mfg. Co.**

**Brantford, Ont.**

OTHER SPECIALTIES.  
NOUGAT  
RAHAT LAKUHM  
ALMOND ROCK  
EL MAHNA

CANADIAN SPECIALTY CO., Toronto.



WORKS : LONDON, W.C.

MEDALS AND DIPLOMAS  
PARIS  
SYDNEY  
MELBOURNE

ROSE & LAFLAMME, Montreal.

**TEAS** A splendid lot of Japans cheap at 22c., we offer (while they last) to reduce stock at **18c.**

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

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

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

**Do You Sell Crockery?** Then we want your business

We manufacture all kinds of

White Enamelled Bristol Stoneware Butter Crocks, Churns, Milk Pans, Liquor Jugs, Molasses Jugs, Preserve Jars, Fire-Proof Stew Pans, Bar Spittoons, Cuspidores, Bed Pans, Beer Mugs, Ale Tumblers, Ink Bottles and Ginger Beer Bottles, Flower Pots, etc.

We have the largest Stoneware Pottery in Canada, most modern equipment, and can give close prices for any of above lines. Write for our Illustrated Catalogue.

**GLASS BROS. & CO.** POTTERSBERG P.O. **London, Ont.**

Are you taking an **INTEREST**

In the political contest? That's all right, but see that you have



to stimulate the exhausted energies of your customers.

**ROSE & LAFLAMME** Eastern Agents... **Montreal**

Protect your stores and warehouses  
by equipping them with our

## Round Bottom Fire Pails

Always Ready when Wanted.

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

HULL, CANADA

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

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

WHEN IN NEED OF \_\_\_\_\_

# HAMS, BACON OR LARD

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

PACKED BY

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

## No Sulphur Match on Earth

... CAN BEAT OUR ...

**SOVEREIGN BRAND**

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

**H. A. NELSON & SONS - - TORONTO**

# You can sell

## REINDEER BRAND



CONDENSED MILK  
CONDENSED COFFEE AND MILK  
CONDENSED COCOA AND MILK  
EVAPORATED CREAM

Don't let your customers buy them elsewhere.  
Be in the position to supply them yourself.

**BUY IN SMALL LOTS AND OFTEN**

# Come



Let us reason together. Your trade demands a really good Japan Tea — something that will please and satisfy the consumer and leave a good margin for yourself. We have such a line just at hand.

## QUEEN'S PLATE

In Half Chests, April Pickings, 1896, specially selected leaf, and just the sort of value that will enable the retailer to make a decent profit for himself and bring trade every time.

WE HAVE AN EXCELLENT ASSORTMENT OF INDIANS AND CEYLONS,  
HIGH AND MEDIUM GRADES. BARGAINS EVERY ONE.

### W. H. Gillard & Co.

Wholesalers Only

### Hamilton

JOHN MOUAT, Northwest Representative, WINNIPEG

## Snow Drift Baking Powder

It will pay you to use the utmost care in buying Baking Powder. There is so much adulterated and harmful stuff now being offered, under all sorts of delusive names, that the pure article seems scarce. Our product is guaranteed absolutely free from any injurious substances, and is consequently **PURE**.

**The Snow Drift Co., Brantford, Ont.**



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

## The Sydenham Glass Co. Ltd.

Manufacturers of

WALLACEBURG, ONT.

## FRUIT JARS

BRANDS: The Winner, The Best, The Beaver

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

REPRESENTATIVES:

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



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

# THE CANADIAN GROCER

Vol. X. (Published Weekly)

MONTREAL AND TORONTO, JUNE 5, 1896

(\$2.00 per Year) No. 23

## DROPS FROM THE EDITOR'S PEN.

Trust not in luck : Trust your brains.

Genius is sometimes a curse ; common sense, never.

The novelty in advertising should not be the nonentity.

Attend to your books or your creditors will attend to you.

Consistency in advertising brings continuity in trade.

Politics and business, like oil and water, do not mix well.

The liberal advertiser is, as a rule, the judicious advertiser.

The deceitful merchant becomes in time the decimated merchant.

An over-stocked store, like an over-fed stomach, induces congestion.

Close and careful buying does not mean penurious and skinflint buying.

Money makes the mare go, but, after all, it is brains that makes business go.

Idleness has killed more people than hard work has ever decimated by disease.

"S" stands for sugar, a commodity sweet, which helps drive the retailer into the street.

It is not always the politician who has the glibbest tongue that has the most common sense.

When efforts to secure a customer have been rewarded efforts to keep him should be begun.

When a merchant has to "pay the piper," it is not always music that he gets in return thereof.

He is a wise merchant who takes more

pride in his business than he does in his ancestry.

It is not so much quantity as quality of material that is desirable in efficient business building.

Be not deceived ; questionable business methods will not always keep the "mill" grinding.

What is needed for the next Canadian Parliament is many politic men and few men of politics.

Politics are getting hot, but he is a foolish merchant who allows them to burn a hole in his pocket.

Cease bad business methods ; learn to practise good ones, should be every merchant's motto.

Merchants or clerks who imagine that independence is arrogance are the close prisoners of delusion.

There are some men who try to cover up their ignorance of business by a superabundance of bluster.

It stands to reason that the merchant who does not know his stock cannot know how to sell his goods.

The devil sometimes gets into the business, but business keeps a good many people from going to the devil.

Untold advantages are lost by every one of us because we do not keep our eyes and ears as open as we might.

Credit will never be wholly driven from the commercial field, but Cash is gradually becoming cock-of-the-walk.

Hope for success in business must have a foundation, and there is none other foundation than brains and capital.

Don't ignore a lesson, even if it is conveyed by the departmental store. Old Lucifer

himself sometimes teaches useful lessons that saints can with profit appropriate.

The difference between the sugar beet and the "dead beat" is this : the one gives out saccharine and the other gall.

It is no credit to a merchant to assert that because credits were long twenty-five years ago that they should be long still.

Every merchant should help build up his town as well as his business ; for in building up his town he helps build up his business.

The stock on your shelves represents money as much as the five-dollar bill in your pocket. Be careful to whom you entrust it.

Love of novelty is one of the predominant peculiarities of humanity, and the merchant who judiciously caters to it gains profits thereby.

Our cousins across the border are still agitating for sound currency. They will get sound currency when they get sound ideas ; and not until then.

Assiduous attention to business is the price of success ; and yet he who does not occasionally forget his business can hardly become a successful man.

Reserve force is necessary in business as well as in battle. And the way to keep augmented the reserve force is to read, think and keep your eyes open.

Physical force no man has a right to use upon his clerks, but a few metaphorical undercuts judiciously administered to a thoughtless clerk are quite likely to knock a little sense into him.

What a blessed thing it would be if the people of this country could generate as much earnestness and enthusiasm regarding business matters as they now do over race and religious questions.

## FOOD FOR CLERKS.

"WHEN a man has done his work," says Ruskin, "and nothing can any way be materially altered in his fate, let him forget his toil, and jest with his fate if he will; but what excuse can you find for wilfulness of thought at the very time when every crisis of fortune hangs on your decisions? A youth thoughtless, when all the happiness of his home forever depends on the chances or the passions of the hour! A youth thoughtless, when the career of all his days depends on the opportunity of a moment! A youth thoughtless, when his every action is a foundation-stone of future conduct, and every imagination a foundation of life or death! Be thoughtless in any after years, rather than now—though, indeed, there is only one place where a man may be nobly thoughtless, his deathbed. Nothing should ever be left to be done there."

Reserves which carry us through great emergencies are the result of long working and long waiting. Collyer declares that reserves mean to a man also achievement—"the power to do the grandest thing possible to your nature when you feel you must, or some precious thing will be lost—to do well always, but best in the crisis on which all things turn; to stand the strain of a long fight, and still find you have something left, and so to never know you are beaten, because you never are beaten." Every defeat is a Waterloo to him who has no reserves.

He only is independent in action who has been earnest and thorough in preparation and self-culture. "Not for school, but for life, we learn;" and our habits—of promptness, earnestness, and thoroughness, or of tardiness, fickleness, and superficiality—are the things acquired most readily and longest retained.

One who reads the chronicles of discoveries is struck with the prominent part that accident has played in such annals. For some of the most useful processes and machinery the world is indebted to apparently chance occurrences. Inventors in search of one object have failed in their quest, but have stumbled on something more valuable than that for which they were looking. Saul is not the only man who has gone in search of asses and found a kingdom. Astrologers sought to read from the heavens the fate of men and the fortune of nations, and they led to a knowledge of astronomy. Alchemists were seeking for the philosopher's stone, and from their efforts sprung the science of chemistry. Men explored the heavens for something to explain irregularities in the movements of the planets, and discovered a star other than the one for which they were looking. A careless glance at such facts might encourage the delusion that aimless straying in bypaths is quite as likely to be rewarded as is the steady pressing for-

ward with fixed purpose towards some definite goal.

But it is to be remembered that the men who made the accidental discoveries were men who were looking for something. The unexpected achievement was but the return for the toil after what was attained. Others might have encountered the same facts, but only the eye made eager by the strain of long watching would be quick to note the meaning. If vain search for hidden treasure has no other recompense, it at least gives ability to detect the first gleam of the true metal. Men may wake at times surprised to find themselves famous, but it was the work they did before going to sleep, and not the slumber, that gave the eminence. When the ledge has been drilled and loaded and the proper connections have been made, a child's touch on the electric key may be enough to annihilate the obstacle, but without the long preparation the pressure of a giant's hand would be without effect.—Architects of Fate.

## CASH VS. CREDIT.

"Marshall Field's recent declaration that a retail business should be a cash business is founded upon wide experience and expresses a marked tendency of modern trade, as seen in the modern shortening of Chicago credits," says The Chicago Dry Goods Reporter. "But it also has its modifications and exceptions, and these grow largely out of the nature of the community in which the merchant is doing business.

"The system of long credits in vogue throughout the country a quarter of a century ago was not a mistake, though to adopt it again in large towns would be the worst of mistakes. \* \* \*

"The whole question of cash versus credit turns upon the one vital pivot that determines the whole destiny of the merchant—his judgment. The first point to consider is whether you are doing business in a cash or a credit community, whether the people who buy the bulk of your goods have a steady or intermittent income. \* \* \*

"There are agricultural sections in the west, where even well-to-do farmers may be temporarily short of ready money, and this in spite of the general truth of Mr. Field's remark about farmers being able to sell for cash. There are times when the farmer demands the right to hold his products from a ruinously low market. In such times he will ask credit of his local merchants, and everyone who knows the facts must admit that it would be folly to refuse it to an honest and solvent customer of this sort.

"There are risks which the merchant must take, and this is sometimes one of them. The error is not in refusing to adopt a stiff open-and-shut cash policy under all circumstances, but in neglecting to trust judiciously and to demand cash judiciously."

## BREAD PRICES A CENTURY AGO.

BAKERS one hundred years ago were saved the arduous labor of setting a price upon their bread. It was never necessary for the boss bakers to meet when flour went up 75 cents a barrel and advance the price of bread 1 cent a loaf. The Town Council was kind enough to relieve them of that trouble. In the advertising columns of old colonial newspapers will be found, among other things quaint and curious, the price and weight of bread, published at intervals by the city officers, as the price of wheat varied. For instance, in a copy of The Massachusetts Gazette, in the year 1765, is the following typical advertisement:

ASSIZE OF BREAD.

	lb.	oz.	dr.
Wheat 4s. 6d. per bushel.			
A fourpenny white loaf.....	2	5	1
A twopenny white loaf.....	1	2	9
A fourpenny brick loaf.....	2	2	1
A fourpenny loaf brown bread, 3 qrs. wheat, 1 qr. rye meal.....	2	13	0
A 4d. ditto, not more than half Indian meal.....	3	12	0
A basket of a copper price.....	0	6	2

N.B.—Allowance must be made for the drying of the basket.

ALL BAKERS TAKE NOTICE.

Jonathan Sefton  
City Treasurer.

This was published on the 20th of June, 1765. On the 15th of August following wheat went up to 4 shillings 10 pence a bushel. A new assize was published, and it is interesting to compare the schedule with the other:

	lb.	oz.	dr.
Wheat 4s. 10d. per bushel.			
Fourpenny white loaf.....	2	2	12
Twopenny white loaf.....	1	1	0
Fourpenny brick loaf.....	1	13	12
Fourpenny loaf brown bread, 3 qrs. wheat, 1 qr. rye meal.....	2	10	0
Fourpenny do., not more than half Indian meal.....	3	8	0
A basket of a copper price.....	0	5	12

It will be noticed that the price of bread did not fluctuate. But as wheat went up or down the consumer received more or less bread for his money. The difference of four pence a bushel in the price of wheat made a difference of three ounces in the weight of a four-penny brown loaf, and of two ounces five drams in the size of a four-penny white loaf. The sensitive "basket of a copper price" shrank six drams at a four-pence rise in the price of wheat.

The bakers in those days must have appreciated the force of that consoling phrase that "they also serve who only stand and weigh it." Apparently life had little else for them to do, with a frequently changing scale of weights so elaborate, and a Town Council always admonishing them to "make allowance for the drying of the basket."

The connection between a loaf of bread and a bushel of wheat at so many shillings and pence is too much for the modern mind. It is rejoiced to find an assize that uses the familiar term of dollars and barrels, so that it may revel in comparisons.—Grocery World.

**We offer the following lines of canned meats and poultry—**

- |                  |                         |                 |
|------------------|-------------------------|-----------------|
| Boned Chicken    | Cambridge Sausage       | Potted Ham      |
| Boned Turkey     | Chipped Beef            | Potted Tongue   |
| Boned Duck       | English Brawn           | Sandwich Ham    |
| Boned Pigs' Feet | Potted Game             | Sandwich Tongue |
| Corned Beef      | Potted Chicken          | Deville Ham     |
| Lunch Tongue     | Potted Beef             | Deville Turkey  |
| Ox Tongue        | Potted Turkey           | Deville Chicken |
|                  | Ham, Chicken and Tongue |                 |

**LUCAS, STEELE & BRISTOL** WHOLESALE GROCERS Hamilton, Ont.

# Grocers, Attention!

Your tea trade is returning with a rush. What is doing it?

## Ram Lal's Pure Indian Tea

WHY? BECAUSE—

Tea peddlers cannot buy this old reliable brand, the best of all package teas, (THE MOST LARGELY IMITATED) and still leading the procession of package teas.

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

Wholesale Western Agents.

Extra Choicest  
April Pickings  
New Crop

# Japan Tea

Now in store ex "Empress of India."

Also to hand, an invoice of

**YOUNG HYSONS** *Splendid Values*

**BALFOUR & CO.**

**HAMILTON.**

# CANNED TOMATOES

We have a few lines of above goods consisting of the following well known packs :

KENT  
AYLMER  
BOULTER  
SIMCOE

A. C. MILLER  
BURFORD  
PURE FOOD  
BELLEVILLE

BOULTERS' SIFTED EARLY JUNE PEAS.

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

## ABOUT PINEAPPLES.

**P**INEAPPLES will soon be very plenty and within the reach of every housewife's allowance. A test to determine whether a pineapple is ready for use is to pull out one of the green spike leaves at the top. It should come out readily if the fruit is ripe. Pare the pineapple and carefully remove the eyes with a sharp pointed knife.

The better way to treat the fruit, remarks an exchange, is to pick the flesh from the core with a silver fork, commencing at the stem end. The uneven pieces look better and are nicer to handle than when cut into slices. The rind of the pineapple contains acid that is apt to cause a swollen mouth and sore lips. If the fruit is to be sliced, the same knife should not be used for slicing and peeling. The Cubans use salt as an antidote for the ill effects of the peel. The fruit itself contains a vegetable pepsin, and, if eaten after a hearty meal, will assist digestion.

A very pretty way to serve a pineapple is in the shell. Select a nice large pine and wash it well. If there are any imperfect leaves at the top remove them. Cut the top straight across, leaving about one inch of it in depth below the leaves, and lay it one side. Trim off the rough places on the bottom just enough so that the fruit will stand level. Now with a sharp knife cut out the

inside of the pineapple, leaving a wall three-quarters of an inch thick all around. With a silver fork pick the flesh into small pieces, rejecting the core. Peel two oranges, remove all the white part, and slice the fruit toward the centre. Put the orange pulp and juice with the shredded pineapple, cover them with sugar and keep in the ice chest one hour at least. At serving time place the pineapple shell on a large plate covered with a pretty doily and fill the shell with the prepared fruits, which should be very cold. Replace the top of the pineapple and send to the table at once. A little sherry may be used with the pineapple if desired. Strawberries may also be used in place of oranges.

Brandied pineapple does not require to be cooked, and is exceedingly nice to serve with ice creams, custards or corn starch puddings. After peeling the pines and removing the eyes, begin at the stem end, and with a silver fork pick the fruit from the core. Take self-sealing jars and pack them with the picked pineapple and granulated sugar, allowing as much sugar as you have fruit. Pour very slowly over them white brandy until the jars are filled. Screw the covers down tight and keep the jars in a dark place. If one does not wish to use so much brandy the fruit can be prepared thus: After picking the pineapples into pieces, for every pound

of fruit take one pound of granulated sugar. Put them in alternated layers in an open-mouthed stone jar or porcelain kettle. Cover and stand in a cool place over night. In the morning put the fruit in jars and fill with the syrup, letting the jars overflow to remove all the air. Add a tablespoonful of sherry to every quart jar. Before filling the jars stand them with the tops down in hot water; keep the lids and rubbers also in water. Keep the filled jars in a dark, cool place.

A pudding called pineapple cream is made thus: Rub half a pound of butter and one pound of sugar to a cream. Stir in one pound of grated pineapple and add the yolks of three well beaten eggs and one cup of milk. Beat the whites of the eggs light and stiff and add them last. Line a pudding dish with a rich pie crust, rolled very thin, fill it with the prepared custard, and bake in a moderate oven until the custard is done.

## TO FIGHT DEAD BEATS.

The grocers of Hoboken, according to a paper of that place, have formed the "Hoboken Retail Grocers' Association," which organization is designed to associate together the many grocers of that city for their own protection and benefit, and especially for the purpose of security against "dead beats," for which purpose a black list will be formed. Another object will be to purchase as an association goods in large quantities and distribute them among the members at the actual cost price, thereby enabling them to offer the same to the public at a uniform price.

# People who don't care



for Mince Pies during the summer months can use my **Condensed Mince Meat** in a variety of ways. It makes up into lovely pudding and cake, and is so quickly and easily prepared that as a summer commodity it is indispensable to many. It will keep for almost any length of time.

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

# Currants

Choice Fruit = Cheap

DAVIDSON & HAY, WHOLESALE GROCERS Toronto, Ont.

## But one kind of Wheat

GLAD TO  
SEND  
YOU  
SAMPLES.

the kind that costs more than the ordinary milling wheat is ever used in making Molina Rolled Wheat. We don't take as much of the bran off as some mills do and that

## makes Molina Rolled Wheat

THE TILLSON CO. LTD.  
TILSONBURG, ONT.

more wholesome than others and a quicker business bringer.

DO YOU KEEP

# Pilkington's Powdered Perfumed Lye

Perfectly Pure.

"BELL BRAND"

Superior to all  
Other Brands.

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

Sole Agents in Canada

## Bellhouse, Dillon & Co.

47 Wellington Street East

.... TORONTO

30 St. Francois Xavier Street

.... MONTREAL

**HANDY BICYCLE BRUSH.**

SINCE the bicycle attained its present popularity, a most important question for every cyclist has been "how shall I keep my wheel bright, clean and attractive,?" and the use of a rag has not been found a satisfactory means for accomplishing this object. The demand for something more satisfactory was strongly felt, and the



result is the Boeckh all-bristle bicycle brush, which is now having a large sale. The accompanying cut shows the design of the brush, and by its means every part of the machine can be reached. The stiff bristle part can be used to remove any mud, grease, or dirt that may have become attached to the tubing, tires, chain and sprocket; and the soft hair part, for dusting and removing

oil, or sand, etc., from around the bearings and between the spokes, which could not easily be reached by any other means. These brushes are guaranteed to be of pure materials, and in consequence, will outwear any common brush several times over, and besides are sold at a very reasonable figure for a high-class article. They are manufactured by Chas. Boeckh & Sons, of Toronto, and may be had from all the leading dealers in the Dominion.

**THE FRENCH PEA PACK.**

The continued drought in France has seriously injured the pea crop and the packing has virtually ceased from lack of material, according to reports just received in New York. Some of the packers have cabled instructions to their representatives here to cease taking orders for futures. The spot market has not been affected by this information, as there is a large stock of old crop to be disposed of and buyers show little interest.—N. Y. Journal of Commerce.

**TEA DISPLAYS IN WINDOWS.**

The grocer who is attempting to push his tea and coffee trade, and no articles are more deserving of being pushed, may get an idea from the following, says St. Joseph Journal of Commerce. In the background show a drapery of garnet cotton flannel

hung from a curtain pole, half the height of the window, over which hang a bamboo curtain. On the pole drape three Japanese newspapers. On the bottom of the curtain, on the floor, place three large Japanese fans an equal distance apart. In the centre of the window show a large "T" made from lumber and decorated with "T's." Glue on top of this "T" two Jap dolls standing holding a small Jap parasol. On each side of the "T" build pyramids of caddies, with a party of Brownies having a tea party. From the ceiling suspend a large Japanese umbrella, from the ribs of which hang tiny parasols and lanterns. Around the entire window panes tack Jap napkins, while on the floor of the window place teas and coffees in Jap trays. This will be quite a drawing card and a success in the tea trade.

The creditors of David Daniels, general store, Bracebridge and Burk's Falls, will meet on Friday in the office of Henry Barber, the assignee. The statement shows assets of about \$8,500, \$6,000 at the Bracebridge store, and \$2,500 at Burk's Falls. The liabilities total about the same amount. It is probable that an arrangement will be effected.

Spend not your substance in trying to work out visionary business schemes, but exercise your brains and muscle in developing practical business methods.



# Laurentian Spring Water Co.

**90 BEAUDRY ST., MONTREAL**

Some people don't know that water is the chief ingredient of ginger ale, and that the quality of the ale depends on the quality of the water. Those who do know it have begun to use LAURENTIAN brand; those who will now know it should try this brand . . .

“L”

**Ginger Ale  
Cream Soda  
Soda Water**

Sparkling, aromatic, highly carbonated and absolutely pure.

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

**Send Sample Order, which will receive prompt attention**

# An Interesting Page . .

Is this, and a valuable one, too, for every grocer who is, in the true sense of the word, a family grocer—one who sells only the purest and best, and thus secures the confidence of the housekeepers, and, perhaps more important yet, their regular trade. Seasonable articles are these and the best of their sort. . . . .

Just the time of year when summer ices and creams demand a rich, delicate flavoring.

## Crown Brand Flavoring Extracts

Are the kind the cooks will need. Made in forty flavors—every one absolutely pure. We know—we make them. If you sell them once you will always need them in stock. They always give satisfaction.

Just the time of year when snowy, starched linens, laces and gowns are needed for summer wear.

## Mack's Double Starch

Is the purest and best to use, as every laundress will say who has tried it. It needs no washing powder with it nor any preparation to give the gloss. They're all in the starch. . . . .



## Half a Century of Royal Favor

and a wide popularity all over the world, justify us in recommending Carr & Co.'s Biscuits. Their good qualities recommend them too, and always insure a steady sale.



# ROBERT GREIG & CO.

Sole Agents for Canada

MONTREAL

# Extracts

You want the best.



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

## Seely's

ALL SIZES.  
EVERY FLAVOR.

FINEST QUALITY  
OF GOODS.

ELEGANTLY PUT UP.  
SIGHT SELLERS.

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



Selling Agents

Turner, Mackeand & Co. WHOLESALE GROCERS Winnipeg



CUT THIS OUT

Hold your order for our senior member, as he will call on every wholesaler in the Dominion on his annual trans-continental tour during the summer

## Canned Pineapple

It is great, and we have **caught the trade.**

You would have no doubt about this if you were to drop in at our Toronto factory and see us at work preserving this luscious fruit.

**Have we competition? No!** Because we are the only firm using the famous Florida Pines, and we import direct in refrigerator cars, our immense plant enabling us to pack them the same

day they arrive. They are preserved in heavy syrup from the best granulated sugar.

Grocers who sold our Pines last year will now sell no other. Our pack this season will be large, for we want to be able to fill all orders. Remember the three grades—Grated, Extra Standard and Standard. All in 2-lb. tins.

**BOULTERS' PEERLESS LION BRAND CANNED GOODS**



# 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.

### CANADA IGNORED.

FOR some months an agitation has been on foot in the United States having for its object the inauguration of a reciprocity policy similar to that abrogated by the Wilson tariff. In pursuance of this circulars were addressed to manufacturers representing the various industries of the country. And last week the instigators of this investigation, the Republican members of the House Ways and Means Committee, laid the report which they had drawn up before their Democratic colleagues on the committee.

The report in question is an extensive one. It deals exhaustively with the trade relations with Germany, Cuba, Brazil and the South American Latin States generally, and shows that since the abrogation of the treaty clauses of the McKinley law the relationship of the United States with these countries has not been satisfactory commercially, and in some instances fraternally as well. But not a word does there appear to be in regard to the question of reciprocity with their nearest neighbor—the Dominion of Canada. This is significant.

The ignoring of Canada cannot be because her trade is not worthy of being courted, for Canada ranks third in the list of that country's customers. The goods bought by Canada from the United States last year for home consumption aggregated \$54,634,521, the largest, with one exception, on record. The United Kingdom, of course, is Uncle Sam's best customer by two or three hundred millions of dollars. Then comes Germany with \$92,053,958 worth to her credit. France ranks fourth with nearly seven millions less than the Dominion.

The trade of none of the countries to the south, with which the United States is at present so desirous of renewing reciprocal relations, is anything in comparison with that of Canada. Brazil, the best of them, only takes about \$15,000,000 worth of United States products annually, and the Spanish

West Indies and Mexico about the same. The purchases of the best of the South American countries and West India Islands do not come within more than one-third of those of Brazil, Spanish West Indies and Mexico. Some of them, in fact, take very little more than half a million dollars' worth.

Neither is the fact that Canada has been ignored in the report in question due to passiveness on the part of this country. Canada is desirous of extending its trade with the United States, just as it is with other countries. At present it is growing on the one side: We are buying more from the United States annually, but selling less. Indeed, our exports to the United States were nearly a million and a quarter dollars less in value than they were twenty years ago.

The kernel of the whole matter is that Canada does not appear to be able to get a reciprocity treaty with the United States, and at the same time preserve her national honor. First, there is demanded discrimination against the Mother Land, and that, whether we are inclined to do so or not, is something which the Home Office has intimated no colony or dependency shall be permitted to do. But at any rate we are not at all inclined to secure a treaty on any such terms.

While Canada desires closer trade relations with the United States, and would probably get along better with than without them, yet we shall not die if we do not have them. We shall go on growing just the same. Perhaps not so fast, but we shall grow, if we so choose, and if we send to Parliament the right kind of common-sense business material.

### THE TWO-CENT POSTAL RATE.

THE agitation for a one-cent postal delivery in cities is growing. The various boards of trade throughout the country are gradually enlisting themselves in the cause, and it is but a matter of time before the desideratum will be secured.

The demand for the reduction of the rate to one cent per ounce is not an unreasonable one. It is perfectly reasonable. The postal authorities themselves do not deny that such letters can be profitably delivered at one cent. They base their argument in rebuttal on the statement that they cannot afford to reduce the present rate because it helps to lighten the deficit created by the postal service outside the cities.

When a wholesale merchant discovers that his country trade is not paying as well as he would like he does not cripple his city business in order to make up for the loss entailed. On the contrary, he will rather try what can be accomplished by economy.

The Postal Department chooses to follow an opposite course. It adopts a principle which cripples one part of the postal service without in any way facilitating the other.

And not only cripples this service, but handicaps the mercantile men of the cities by increasing the expenses of their mailing department by 100 per cent.

The trouble is that the Post Office Department, like all other business departments of the Governmental system, is almost continually in the hands of men who are mediocres of one of the professions, and not practical business men.

If the Department would remove the sinicures from office, curtail the franking system by about 75 per cent., and cut off the fake publications that have the free use of the mails, there would be no excuse for continuing the present rate of two-cent on "drop" letters.

It is economy, not the imposition of unnecessary burdens upon the mercantile community that will place the Post Office Department in a healthier condition financially. If there are private individuals who are only too willing to deliver local letters at one cent each, surely the Post Office Department, with all its facilities, can afford to do so.

### WRONG CONCEPTIONS OF WINDOW DISPLAYS.

A STORE window may attract crowds and yet not be worth two cents. Attractive window dressing means window dressing that will sell goods as well as catch the eye of passers-by.

A jackass in the window is all right if jackasses are sold in the store. But it is a wrong conception of the office of the window that a merchant has when he sticks a jackass in the window to sell groceries, hardware, or dry goods. Yet there are people who do equally as foolish things.

Not long since, one of the departmental stores placed a lot of painted young women, and badly painted ones too, in its windows. The scheme drew crowds—men and boys who ogled the girls, and women who turned away with shame and disgust.

If a window is to be turned into a side show for exhibiting female beauty (?), monstrosities, etc., by all means make the females, the monstrosities, or whatever it may be, sell goods.

When a window attraction over-shadows the particular line of goods which the merchant sells it is a failure.

There is one departmental store in Toronto whose windows always attract crowds and yet the designs and the figures in the windows are consistently made to bring out strongly certain lines of goods. At present in one of the windows of that store is the wax figure of a lady in the act of mounting a bicycle. It attracts a great number of people; but it is patent to everyone that the object is to advertise the bicycle costume which gracefully fits the figure. And there is no question that it does what it is designed to do.

Make your windows attractive by all means, but make the attractiveness sell goods.

### THE GERMAN SUGAR BOUNTY.

THE new German sugar bounties which have been agreed to by both the Reichstag and the Bundesrath fixes the bounty on raws at equal to 27c. per 100 lbs., against 13½c. under the old system, and on granulated at equal to 38½c. per 100 lbs., against 21½c. per 100 lbs. as before.

Mr. Willett, of Willett & Gray, stated in an interview recently "that taking into account the amount of raw sugar required to make one hundred pounds of granulated, the new rate will be equal to 30c. per 100 lbs. on raws, against 38½c. per 100 lbs. on granulated, or, say, 8½c. per 100 lbs. more bounty on refined than on raws against present difference of 6c."

The increase in the bounties in question naturally means a decrease in the protection enjoyed by other countries in which German sugar comes into competition. The refineries in England, of course, enjoy no protection except that which distance may afford. But as the competition of German sugar has already wrought much harm to the refineries in Great Britain we may expect it to work still more.

As far as Canada and the United States are concerned, the new bounties are tantamount to a reduction in the tariff on sugar in the respective countries of about 3½c. per 100 lbs.

A couple of years ago German granulated sugar was a factor on the Canadian market, and the unpopularity which it then earned is not likely to be soon forgotten. The Canadian refineries are turning out the best granulated sugar in the world, and the public taste has had a correspondingly high cultivation.

Into the United States German sugar comes steadily, and the increase in the bounties will of course tend to increase the quantity. On account of the shortage in the Cuba crop the United States had up to the middle of last month received about 173,000 tons of German sugar, and it is expected that the yearly importations of this sugar, until the normal conditions again obtain in Cuba, will be 500,000 tons.

An English trade journal, in commenting upon the increased sugar bounty, while the matter was under consideration by the Reichstag, said:

The duty on home consumption is to be raised 3s. per cwt., a further charge on the German consumer of £2,000,000. The ludicrous nature of this proposal from the point of view of political economy is to be seen in the fact that, after paying freight charges, German sugar is already sold in English shops at from one-third to one-half of what it fetches in Germany itself. This absurd position can only be aggravated by the new proposal to surtax the home producers in order that England may have cheaper sugar. France and Austria are arranging to increase their bounties in proportion to any increase in Germany, and thus the policy goes merrily on of beggaring your continental neighbor for the enrichment

of your insular one. The over-production of sugar could be readily consumed at home, for the German consumption is only about 34 lbs. per head, and the French under 27 lbs., while ours is about 80 lbs. On the English scale the consumption of Germany, Austria-Hungary and France would be 4,700,000 tons a year. It is now 1,600,000, or, say, 3,000,000 tons a year less than it soon might be with sugar at English prices. The whole exports of the three countries are 1,800,000 tons a year. It is to be remembered, also, that it is not alone the crushing cost of militarism, and the consequent duties, which render sugar so dear on the Continent, but that the bounties gratuitously added to this heavy burden probably already cost the sugar consumers of the three countries in question from £3,000,000 to £4,000,000 a year—a charge they now propose to double—all for our benefit.

### SHARP ADVANCE IN GINGER.

THE ginger market has taken a decided jump within the last week or two. The Jamaica and Cochin kinds particularly are affected, and the advance in the former is equal to about two cents per pound.

The cause of the advance is a threatened shortage, while the consequent natural appreciation in values is being helped by capitalists, who are trying to corner the market.

Canada gets the greater part of her ginger from Jamaica and China, although a great deal of Japan ginger has been coming into the country lately. This last named is a cheap ginger.

### NO MORE BEET ROOT SUGAR.

The beet root sugar industry in Canada is now a thing of the past. Three years ago the factory at Farnham was closed, and now the one at Berthier has met with a like fate. The machinery has been purchased by a syndicate of New Mexico capitalists, who are establishing a factory at Eddy, Peccos Valley, and it is now en route to that place. The New Mexicans paid only \$32,000 for the machinery, the original cost of which was \$1,500,000. A remarkable incident in connection with the transaction was the destruction of 2,000,000 lbs. of molasses. This was contained in puncheons, which were sold along with the machinery, and when the time came to deliver them they were still full of molasses. This had to be got rid of in some way, and as no other means was available, the whole of it was dumped into the St. Lawrence, where, perhaps, it served as food for the fishes.

### A CHOCOLATE KING.

Henri Menier, the French chocolate king and millionaire who recently purchased the island of Anticosti, has arrived at English Bay from France in his steam yacht Velleda, on his first visit to the island. A large number of men, with a quantity of building materials, have been awaiting his arrival to begin work.

### MORE ABOUT NEW JAPAN TEAS.

A WEEK or so ago THE CANADIAN GROCER noted the fact that there had been a sharp decline from the opening price of early May picked high-grade Japan teas.

This is quite true, but it is not true at the same time, as some assert, that on the average Japan teas were being bought for less money than last year.

It is understood in this connection that some Canadian houses, in Montreal among other places, have been sending out circulars to the trade saying that Japans were being bought at 6 to 7c. a pound less than a year ago. This is entirely wrong. Sales have been made at \$6 to \$7 a picul less than a year ago, which is equal to only 2 to 3c. per pound less. But, as intimated before in these columns, this has been only on choice grades, costing, laid down at distributing points in Canada, 22 to 26c.

As the demand in Canada, and especially in the east, is almost entirely for the medium and lower grades, which are not yet quotable, the circulars above mentioned are apt to be misleading to the trade in general.

No medium or low-grade teas have come on the Canadian market yet, but it may be mentioned that the impression is that they will be no lower than a year ago. For instance, on lower grades of Japans, prices that have been quoted to some Montreal selling houses are practically identical with those mentioned, viz. 14 to 15c., and these are not definite figures. On other lines ¼ to ½c. higher has been stipulated for in some cases.

Settlements up to date are three and a half million pounds less than a year ago. As we have already noted, the quality of the crop is fully equal to that of 1894, which was the best in years.

### MOLASSES CARGOES.

The brigantine Rapid, with a cargo of molasses from the Barbadoes, arrived in Montreal last week. She is a vessel of 325 tons and came up from Quebec in tow of the Spray. This is the first cargo of molasses to arrive this year. The Rapid sailed April 25 on her voyage to this port, so it is self-evident that the brigantine is rapid in more than name.

### AN UP-TO-DATE PICTOU FIRM.

Mr. Hamilton, of G. J. Hamilton & Sons, Pictou, N. S., has been in Toronto this week in the interests of his western branch. He has secured one of the best biscuit and confectionery travelers in Ontario to manage this agency. Mr. Hamilton speaks highly of business prospects in the Maritime Provinces. G. J. Hamilton & Sons have one of the best equipped establishments of the kind in the country, as they are constantly adding new and modern machinery.

## RAMBLER'S NOTES.

## SEAFORTH.

**M**R. B. B. GUNN, one of the solid men of the town, finds his present premises inadequate, and will shortly commence extensive alterations. Prosperity has kept B. B. company from the beginning of his mercantile career, and he is deserving of the success which has attended his untiring efforts in climbing the ladder, overcoming many difficulties and finally reaching the top rung. He is a good neighbor, a popular citizen, warm hearted and genial. The new Commercial Hotel is a credit to the town.

Mr. M. Jordan, after endeavoring to lead a life of leisure and pleasure, found time hanging heavy on his hands, and is back again in business, comfortably located in a neat and attractive store, wearing that becoming smile of contentment.

Mr. Will Sadleir, of the firm of Sadleir Bros., Warton, who purchased recently the grocery business of Mr. Fred. Davis, has had the store greatly improved by an immense plate glass front. Being a wide-awake business man, success will surely crown his efforts here, as it has at Warton. He has our best wishes.

## MOUNT ALBERT.

Mr. H. Ross is now comfortably situated in his new and commodious premises. The store has a frontage of 50 feet, with two entrances and four show windows of plate glass, which affords ample room for the display of goods, and at the same time furnishes splendid light. The depth is over 75 feet. Upstairs will be devoted to millinery art and the display of carpets. Mr. Ross has lived here about six years, and by good judgment, strict attention to the details of his business, fair and honorable dealings with his patrons, has developed a prosperous and growing business. He is one of nature's whole-souled men, and is deserving of the success he has achieved. Mr. Ross is also postmaster, and in building he has devoted a convenient space for the post office.

## BELHAVEN.

Mr. I. Gilpin, formerly of the firm of Kirkpatrick & Gilpin, Lefroy, is meeting with gratifying success, which his geniality so richly deserves. There is an irresistibility about Mr. Gilpin that is entirely original, and wins friends on sight.

## BETHESDA.

Mr. W. D. Hesie has one of the most complete and conveniently arranged stores it has been my pleasure to come across in my rambles. The fittings are of his own workmanship, and certainly reflect great credit on his skill and ingenuity. The store is finished throughout in two shades of wood—light and dark—and presents an attractive appearance, blending harmoniously. Space has been carefully utilized. Two pillars in the centre of the store provide

two excellent upright show cases, accessible only from behind the dry goods and grocery counters. The grocery drawers are close-fitting, while with a slight pressure of the hand the bins, capable of holding a barrel of sugar, revolve outward, and return without any apparent exertion on the part of the operator. Mr. Hesie has every reason to feel proud of his work. He reports trade fairly good and prospects encouraging.

## PICKERING.

John Dickie & Co. report business with them ahead of this time last year. The result, so satisfactory, is due to the fact that they do not allow themselves to fall into the error of so many merchants of crying hard times. Within their neatly arranged and well-kept store you encounter a spirit of cheerfulness that is as fragrant as the flowers of summer. Many merchants throughout Ontario might emulate this firm to their own advantage.

## OAKWOOD.

Hogg Bros. surprised your correspondent at the enormous extensiveness of their business, when taking into consideration the size of the village. They are exceedingly popular and highly respected by the community for miles around, and the courteous and fair handed treatment they accord to each and every customer has solidified them with their numerous patrons. Besides carrying on successfully a general store business, they deal largely in grain of all kinds, owning two elevators of immense capacity. Both brothers are workers, pushing, enterprising, energetic and shrewd business men.

## BROOKLIN.

Holliday Bros. greet you on entering their handsome, well-stocked and well kept store with a genuine, warm welcome. You are at home at once with them. They carry a very extensive stock of general goods, and, as would be supposed, have a vast trade. Their store is kept scrupulously clean, and has an inviting appearance. Both are thorough business men, young and prepossessing, pleasant and justly popular.

## RAMBLER.

## A DROP IN COTTONS.

A circular dated May 27, from the Merchants' Manufacturing Co., reduced prices of grey cottons, drills and pillow cotton 5 per cent. Certain lines of bleached sheetings were dropped 7½ per cent. The other mills have not yet met the cut. Some of the trade, seen as The Review went to press, expressed surprise at the drop and could see no reason for it at this juncture. Said one staple buyer: "Even with this new drop cotton prices are still 10 per cent. higher than when purchases were made last August for the spring trade." In the United States the prices both of raw cotton and manufactured goods are tending downward.—Canadian Dry Goods Review.

## CALIFORNIA PRUNES.

The California Fruit Grower says in its last issue regarding prunes: "Conditions are unchanged so far as we are able to learn. It looks as if the prune crop would be ample for trade requirements, unless some unlooked-for demand sets in. It is too early to talk crop, but we report the situation as we find it at this time. Reports from France indicate the conditions favorable for a good crop of prunes. We expect full and complete crop reports from all European countries at an early date. The low prices at which large sizes were offered induced a few buyers to enter the market on a speculative basis, but the movement was checked by the Santa Clara Valley exchanges quoting lower prices."

## CULTIVATE THE OLD CUSTOMERS.

Life insurance companies obtain a large share of their profits from "drop outs"—the policy holders that run well for a season and then stop, remarks American Grocer. A like policy would ruin the grocer, whose prosperity depends, in most cases, on steady and regular patrons—residents in the neighborhood of the store—and not transient customers.

A customer won is a steady contributor to your bank account, a regular and inexpensive advertiser of your store. Hold fast to him; bear with his idiosyncracies, notions, whims, peculiarities; make him your fast friend. Don't get mad when he does; wait till he overcomes his temper, and then quietly and tactfully show him the injustice of his position. It is easier to hold an old patron than to win a new one. This does not require subserviency or a sacrifice of manliness, but it does demand tact, courtesy, and the art of saying and doing the right thing at the right time, in the right place and the right manner.



To J. D. Roberts, of the Pure Gold Manufacturing Co., Toronto—a daughter.

To Henry Wright, of Wright & Copp—a son.

Both doing well.

Each happy papa has now got as many kinds as the Queen.

What they are saying:

J. D. Roberts: "I now have one-sixth of a dozen, assorted."

Henry Wright: "O, his is only a girl."

# Knocked Out



Pilgrim's

Others

## A complete victory for Pilgrim's Summer Beverages

Others there have been; others there will be, but none with those delightful, effervescent, cooling effects which have made Pilgrim's a source of pleasure to the consumer—and of profit to the retailer—

Your trade requires such an article. Why not have the best? You have a choice of

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

In 1 doz. cases (assorted if preferred) 5 doz. lots delivered.

**W. H. GILLARD & CO.**

Wholesalers Only

**Hamilton**

# All Hands Point

Toward the most reliable match ever put on the market at a low price. Thousands of people use thousands of matches, yet do not want to pay a fancy price for them. These matches are well made and give a sure, quick light. You may need to carry expensive matches for some. For many more you must have a low-priced match; be sure and have a good one.



**VICTORIA  
MATCHES**



**LAPORTE, MARTIN & CIE.**

Wholesale Grocers

72-78 St. Peter Street

**Montreal**

# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

TORONTO, June 4, 1896.

**B**USINESS is hobbling along in much about the same way as it has been during the past couple of weeks. It is no better than it was a week ago. Some wholesalers declare it is rather worse. On account of the vagaries of the sugar market in London and New York during the last week or ten days, buyers in Canada are afraid to purchase beyond their actual requirements. The refiners, however, still profess confidence in the future of the market. About the most active line in the market is canned goods, the demand being good all round. Foreign dried fruits are receiving fair attention, particularly currants, which are a little higher in the primary market. A further appreciation in the price of oranges is to be noted. Although trade generally is not satisfactory, yet it is not accompanied with any feeling of despondency. Everybody is looking for a more active business after the Federal elections, and with this hope wholesalers are buoying themselves up. Payments are improving a little.

### CANNED GOODS.

No new features have developed in the canned goods trade during the week. The improvement in business noted in previous issues in certain lines appears to be extending to others. Tomatoes, peas and corn are still in active request, and an improved demand is reported for canned fruits. Salmon is in good demand with a scarcity still to be noted in the cheaper lines. "Horseshoe" brand of salmon is now held at \$1.50 by most houses, and there is a firmer feeling all round. New season's canned lobster has arrived on the market this week, but up to the time of writing it is only one or two houses that have been the recipients, some of the brands not having come forward as promised. What new is on the market is held at \$2.10 in tall tins. We quote: Tomatoes, 80 to 90c.; corn, 55 to 85c.; peas, \$1 to \$1.10 for ordinary; sifted select, \$1.25 to \$1.35; extra sifted, \$1.45 to \$1.50; beans 70c. up; peaches, \$2.90 to \$3 for 3's, \$1.90 to \$2 for 2's; raspberries, \$1.40 to \$2; strawberries, \$2 to \$2.45, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 80 to 90c.; gallons, \$1.90 to \$2.25; salmon, "Horseshoe," \$1.45 to \$1.50; "Maple Leaf," \$1.35; "Lion," \$1.25 to \$1.40; Lowe Inlet, \$1.25 to \$1.30, in tall tins; cohoes, \$1.15 to \$1.20; canned mackerel, \$1.20 to \$1.30; lobsters, old, \$1.90 to \$2.25 for tall tins; flats, \$2.35 to \$2.65; half tins, \$1.45 to \$1.50; ditto new talls, \$2.10; Canadian canned beef, 1's, \$1.25 to \$1.30; 2's, \$2.25 to \$2.35; 6's, \$7 to \$8; 14's, \$14.50 to \$15.50.

### COFFEE.

Goods grades of green Rio coffee are still difficult to get, but the common grades are plentiful. Fresh shipments of fine grade of Rio are due here in about a week. There is a fair enquiry. We quote green in bags: Rio, 17 to 20c., according to grade; East Indian,

27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 25 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 25c.

### SYRUPS.

A scarcity is still reported in syrups, although the demand is light. We quote: Dark, 30 to 32c.; medium, 33 to 35c.; bright, 40 to 42c.; corn syrup, 3 to 3¼c. per lb.

### MOLASSES.

Business is moderate, and without special feature. We quote: New Orleans, barrels, 28 to 30c.; half-barrels, 30 to 35c.; Barbadoes, 21 to 35c.; half-barrels, 33 to 35c.

### SUGAR.

There is scarcely anything doing, everyone evincing a disposition to hold back while the fluctuations are going on in New York and London. Although generally speaking the market is so dull, refiners' agents report fair buying by some of the jobbers who have faith in the market, and who are looking for a good demand when the fruit season is well upon us. But retailers are afraid to buy, confining their wants to small lots. During the week Scotch granulated in bags has been offering on the local market at about ½c. below the price of the domestic article. So far, however, we have heard of no transactions. We place our quotations slightly lower than a week ago. Granulated, 4.70 to 4¼c.; yellows, 3.70c. up; Demerara in bags, \$3.75 to \$3.85 per 100 lbs.

### SPICES.

Ginger, both Jamaica and Cochin, is dearer in the primary markets. Tapioca and sago are about 3d. dearer. There are no changes of any kind to note on the local market. We quote: Pure black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; ditto, best, 28 to 30c. per lb.; allspice, 14 to 18c.

### RICE.

Trade continues fairly good and prices unchanged. We quote: Standard "B" at 3¼ to 3¾c.; imported Japan at 5¼ to 5¾c.; tapioca, 3¼ to 4¼c.

### NUTS.

Almonds of all kinds are expected to be a short crop, and the market in consequence is steady. We quote: Brazil nuts, 11 to 12c.; Sicily shelled almonds, 25 to 26c.; Taragona almonds, 12 to 13½c.; peanuts, 10 to 12c. for roasted, and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12 to 12½c. Marbot walnuts, 11 to 12c.; Bordeaux walnuts, 9c.; Sicily filberts, 8 to 10c. for sacks and 10½ to 11c. for small lots; pecans, 10½ to 11c.

### TEAS.

No new features have developed on this market during the week. The little demand there has been on wholesalers' account has been chiefly for low-priced Young Hysons and China black teas, the former of which has been practically cleaned out of the market. Wholesalers report a little better demand for Indian and Ceylon teas, although the tea trade generally with them is quiet. Ruling prices to retailers are:

Young Hyson, 12 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

### DRIED FRUITS.

Through a cable offer it has been ascertained that the price of currants in the primary market is about 6d. higher. Stocks on the local market are getting exhausted, and as there are no shipments nearer than three weeks away, there is a firmer tone to the market. The demand is active. We quote: Provincials, 3¼ to 4c. in bbls.; fine Filatras, in bbls., 4¼ to 4½c.; do, half-bbls., 4¼ to 4¾c.; ditto, half-cases, 4¼ to 5c.; Casalinas, cases, 5 to 5¼c.; Vostizzas, cases, 6 to 6½c.; ditto, half-cases, 6½ to 6¾c.; ditto, extra fine, 6¾ to 7¼c.; ditto, half-cases, 7¼ to 7½c.; Panaretas, in cases, 9c.

Valencia raisins are in better demand, while stocks are gradually getting smaller. We quote: Off-stalk 4¼ to 5c.; fine off-stalk, 5¼ to 5½c.; selected, 6¼ to 6½c., and layers, 6½ to 6¾c. California raisins, 2-crown, 4¼ to 4½c.; 3-crown, 5¼ to 5½c.; 4-crown, 6½ to 7c.; seedless, 4½ to 5c.

California dried fruits are still receiving fair attention for this time of the year. We quote: Apricots, 8 to 14c.; peaches, 5¼ to 8½c., in bags, and ½c. per lb. more in boxes; pears, 8 to 10c.; plums, 6½c. for unpitted, and 9½ to 10½c. pitted; nectarines, 9½ to 10½c.

Prunes are not generally receiving much attention, although the demand for California prunes keeps up better than was expected. We quote as follows: Bosnias, "Sphinx" brand, "A," 65 to lb. 9c.; "B," 75 to lb. 7¼c., "U," 102 to lb., 6 to 6½c.; California prunes, 30-40, 11 to 12c.; 40-50, 9 to 10c. per lb.; 50-60, 8½ to 9½c. per

## Call a "Spade" a "Spade"

And the dealer who libels our good name by offering to sell "bulk teas" under the name of "Salada"

## "A Fraud."

BE ON THE ALERT . .

# "SALADA"

CEYLON TEA

Is never sold in bulk, but in LEAD PACKETS ONLY. This is your safeguard.

P. C. LARKIN & CO.

Wholesale Agents,

25 Front St. East,

and TORONTO

318 St. Paul St., MONTREAL



# Dainty Fabrics

and delicate laces wash perfectly with



They are spared that hard rubbing that is necessary when poor soap is used, and, besides this, they don't come in contact with lye or injurious acids.

Keep clear of bad soaps. They cause dissatisfaction every time, and it is not dissatisfied customers that build up your business.

#### BRANCHES—

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

## THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

lb.; 60-70, 8 to 9c.; 70 80, 8 to 8½c. per lb.; 80-90, 7¼ to 7½c.; 90-100, 6½ to 7c.; 110-120, 5½ to 6c.; Bohemian, 3½ to 4c.; French, 5½ to 6½c.

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

Figs are quiet with prices nominally unchanged. We quote: Eleme, 14 oz., 8 to 9c.; 10 lb., 7½ to 9c.; 12 lb., 10c.; 28 lb., 10 to 12c.

Dates are quiet at 4½ to 5½c.

#### GREEN FRUIT.

An active demand is to be noted this week for all kinds of green fruits, both domestic and dried. Oranges are higher in price. Bananas, on the other hand, are a trifle easier, owing to the increased quantity of strawberries and other fruits on the market. Deliveries of domestic strawberries are free now, and about two weeks earlier than usual. Domestic cherries are also upon the market. We quote as follows: Lemons—Messina, \$2.75 to \$3.50 for 360's and 300's per box. Oranges—California navels, \$3.75 to \$4.50, according to size; do. seedlings, \$2.75 to \$3.50; Valencias, 420's, \$7 to \$7.25; Jumbo's, 420's, \$8 to \$8.25; do. 714's, \$8; Sevilles, \$2.50 to \$2.75 per box; Messinas, half-boxes, \$1.75 to \$2; ditto, boxes, \$4 to \$4.25. Bananas, firsts, \$1.50 to \$2; do., seconds, \$1 to \$1.50; cocoanuts, \$4.75 to \$5 a sack and 70c. per dozen; apples, Spies, \$6 to \$7; Golden Russets, \$5; Bermuda onions, \$1.50 to \$1.75 per small crate; Egyptian onions, \$2.50 to \$2.75 per bag; pineapples, 8 to 15c.; domestic strawberries, 11 to 12c.; domestic cherries, \$1.50 to \$1.75 per basket; cucumbers, \$3 per basket and 40 to 50 per dozen.

#### BUTTER AND CHEESE.

**BUTTER**—Offerings in the country are unusually large. Consignments are moderate, but wholesale dealers who are purchasing butter report large deliveries. The fact that a good deal of butter is coming direct from the country to retail merchants in the city accounts for the moderate consignments to commission merchants. There are not many dairy pound prints coming in, and scarcely any large rolls, receipts being largely confined to dairy tubs. Creamery tubs are beginning to arrive more freely, although not in large quantities, and they are beginning to accumulate. There is a fair demand for creamery pound blocks. We quote: Dairy butter—Tubs, 11 to 12½c. for good; low grade to medium, 8 to 10c.; pound prints, 13 to 14c.; large rolls, nominally 11 to 12c. Creamery—Tubs, 15 to 16c.; 1-lb. blocks, 15 to 17c., according to makes.

**CHEESE**—There is not much doing, although the market does not appear to be as weak as it was. Some new cheese is reported to have been taken on English account at 6¾c. f.o.b. We quote: June, July and August makes, 7½ to 8c.; September and October, 8 to 9c.; new, 7 to 7½c.

#### COUNTRY PRODUCE.

**BEANS**—There is no demand, and prices are being held at 80 to 90c. per bushel.

**EVAPORATED APPLES**—The increased demand noted the past couple of weeks has been satisfied, there being little business doing at present. The market appears to have been pretty well cleaned up. At outside points prices asked by holders are various, ranging from 5½c. upward. The ruling jobbing price is 5½ to 6c.

**DRIED APPLES**—Are dull and weak. There are not many offerings, but jobbers do not seem inclined to pay more than 2¼c. f.o.b. outside. The jobbing price is 3c.

**EGGS**—Receipts are not as heavy as they were, while the demand is better and prices firmer. We quote 9½ to 10c.

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

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

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

**POTATOES**—There has been a scarcity of potatoes on the Toronto market and prices are much higher. Out of store dealers are now getting 30 to 35c. per bag. Although locally potatoes are scarce and dear, dealers are not prepared to pay relatively as high prices for carload lots, their ideas seemingly not being above 20c. on track.

#### PROVISIONS AND DRESSED HOGS.

The demand is active for all kinds of smoked meats, hams and breakfast bacon taking the lead. Lard is from ¼ to ½c. per pound lower, largely on account of the heavy production.

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

**SMOKED MEATS**—Breakfast bacon, 9½ to 10c.; rolls, 7c.; hams, large, 22 lbs. and over, 8½ to 9c.; medium, 15 to 20 lbs.,

**The Toronto Cold Storage Co.**

are prepared to store all kinds of meats, produce, etc., at very reasonable rates.

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

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

**The Hilliard House, Rat Portage**

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

**Wm. H. Dunn**

Manufacturers' Agent and Grocery Commission Merchant

394 St. Paul Street . . . **MONTREAL**

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

Ask the Wholesale Houses for

**Rossiter's Household Brushes**

THE BEST.

**GEO. ROSSITER - TORONTO**

10 to 14 Pape Avenue.

Telephone No. 471.

Established 1870.

**JOHN HAWLEY**

Provision and Commission Merchant

Butter Lard Cheese  
Eggs Apples Etc.

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

88 Front Street East, Toronto

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

The most certain way to do so is to handle

**J. F. ROGERS'**

JUSTLY CELEBRATED

**Breakfast Bacon, Hams and Choice Backs.**

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

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

**J. F. ROGERS**

16, 18 and 20 FRANCIS STREET

**TORONTO**

**Lemons**

**Lemons**

**Lemons**

Now is the time to buy your Summer Stock. . . .

We are large importers.

**WRITE US FOR PRICES.**

**CLEMES BROS., TORONTO**

9½c.; small hams, 10c.; backs, 9 to 9½c.; picnic hams, 7c.; all meats out of pickle, 1c. less than above.

LARD—Pure Canadian, tierces, 7¼c.; tubs, 7½c.; pails, 7¼ to 8c.

BARREL PORK—Canadian heavy mess, \$12.50 to \$13; Canadian short-cut, \$13 to \$13.50; clear shoulder mess, \$10.50 to \$11.

**FISH.**

Restigouche salmon are on the market this week. The fish are averaging a good size, one box of eleven weighing 275 pounds, or slightly over 25 pounds per fish. British Columbia salmon are on the market this week. There is a fairly good supply of all kinds of fish, but the demand is not brisk. Prices are much as before. We quote: Lake Erie herring, 2½ to 3c. per lb.; blueback herring, \$1.25 per 100; pike, 4½ to 5c. per lb.; Restigouche salmon, 18 to 20c.; steak cod, 6½ to 7c.; haddock, 5c.; white-fish, 7 to 9c.; salmon trout, 6½ to 7c.; eels, 5 to 6c. per lb.

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

GRAIN—Wheat is steady and oats easier. We quote: White wheat, 75c.; red, 74c.; goose, 54½ to 55c.; barley, 34 to 35c.; oats, 23½c.; peas, 50 to 52c.

BALED HAY—Dull at \$12 to \$13 for No. 1. FLOUR—Dull and unsettled. Straight rollers are quoted at \$3.50, Toronto freights.

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

**SALT.**

Salt has been rather scarce in Toronto during the past week or two. The demand is fairly good and prices steady and unchanged. We quote at Toronto: In carload lots, \$1 per barrel, and 60c. per sack; in less than carload lots, \$1.50 per barrel and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

**WOOL.**

Business on the Toronto market was dull to-day, no doubt on account of the cool spell, which prevents clipping. Some buying is being done outside, but not to any great extent. Dealers still pay 18c. for choice fleece, 15c. for rejections and 11c. for unwashed.

**PETROLEUM.**

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

**MARKET NOTES.**

Oranges are dearer. Scotch granulated sugar is being offered

**DON'T FORGET . . .**

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

**Graham, McLean & Co.**

Produce Commission Merchants

77 Golborne St. TORONTO.

**A. T. CLEGHORN**

General Commission Agent

Correspondence solicited.

**LONDON, CAN.**

**Bright & Johnston**

Wholesale Fruit Importers and Commission Merchants

Consignments Solicited. . . .

140 Princess St. Market Square WINNIPEG

**To Manufacturers**

OF GROCERS,' DRUGGISTS' AND CONFECTIONERS' SUNDRIES AND SPECIALTIES...

We are open for a few first-class agencies. Will carry stock if necessary.

**THE WESTERN STORAGE & COMMISSION CO.**

420-422 Ridout St., London, Ont.

ESTABLISHED 1892.

**Butter and Eggs WANTED NOW!**

**Rutherford, Marshall & Co.**

General Produce and Commission Merchants

62 FRONT ST. EAST, - TORONTO.

Egg Cases supplied on application.

Correspondence Solicited.

**THE MOUNT ROYAL MILLING & MFG. CO.**

have received their first supplies of New Crop Rice, and have now ready for delivery the following

**NEW GRADES OF RICE:**

"N.J." Burmah "Royal" Patna  
"Crystal" Japan "Imperial" Seeta Patna

Also the following New Grades, well worth the especial attention of consumers:

"J" Seed Java "Polished" Patna

**D. W. ROSS CO.**

514 Board of Trade Bldg. **MONTREAL**

**4<sup>TH</sup> Brand HAMS, BACON, LARD**

All finest quality.

**T. R. F. CASE, SEAFORTH, ONT.**

with hard ssary used, con-

They it is ld up

nd weak jobbers do than 2¼c. is 3c.

vy as they and prices

Strained, 5c.; comb, per dozen.

n the mar- 12c.; geese, ucks, 60 to

quiet, with Imperial c.; barrels,

scarcity of and prices dealers are Although ear, dealers ily as high s seemingly

D HOGS. ll kinds of fcast bacon a ¼ to ½c. out of the

clear bacon, d 6 to 6¼c. c.

ast bacon, arge, 22 lbs. 5 to 20 lbs,

## SOMETHING NEW : GRAHAM CRACKERS

Put up in attractive, neat 1-lb. packages, perfectly air-tight.

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

on the Toronto market in bags at about  $\frac{1}{8}$ c. below the domestic price.

The first of the new season's lobster is on the Toronto market this week.

Currants are cabled 6d. dearer.

Tapioca and sago is 3d. dearer.

Eggs are a little firmer on account of smaller receipts.

Local dealers are marking up their prices of canned salmon.

There is a scarcity of potatoes on the Toronto market, and prices are higher.

An advance has taken place in the primary markets in Jamaica and Cochin ginger.

Canadian strawberries are arriving on the Toronto market in liberal quantities this week.

Wright & Copp report that their sales of "Surprise" soap for the month of May were surprisingly large.

The Windsor Salt Works announce that, through the repairs necessary to their machinery, they are still behind with their orders. They are, however, filling back orders as rapidly as possible, and expect within the next few weeks to overtake them, after which there will be no difficulty of making prompt shipment.

### QUEBEC MARKETS.

MONTREAL, June 4, 1896.

#### GROCERIES.

THE week has witnessed little change in the demand for staple groceries, which continues quiet on the whole. Values are rather unsettled in some leaders, and this fact, with other conditions, tends to deter buyers from operating largely. Sugar is unchanged so far as refiners' prices go, but some large outside holders of granulated here have been cutting prices by  $\frac{1}{8}$  to  $\frac{1}{4}$ c. per pound. Cables on molasses also have proved a surprise, being a complete reversal of those noted a week ago, and have unsettled prices for cargo lots, though the jobbing price is unchanged. In teas some sales agents in Montreal have been sending out somewhat misleading circulars regarding

low grade and medium Japans. These are commented on elsewhere. Nothing new is to report in canned goods; no further definite news has been received from the Coast on salmon. All kinds of dried fruits remain firm, with light stocks both in first and second hands.

#### SUGAR.

The only change in the situation of the sugar market since our last writing has been the cutting in prices of granulated by large outside holders, and considerable business has been done at  $4\frac{1}{2}$ c. and a trifle under. This action, however, has had no effect whatever upon refiners' prices. There has also been a recent decline of  $\frac{1}{8}$ c. per lb. in prices for granulated in New York, and this, even, has not made any change in values here. The demand at refineries is reported slow, but as there is every prospect of a large fruit crop, an improvement is looked forward to in the near future. We quote granulated  $4\frac{3}{4}$ c., and yellows,  $3\frac{3}{8}$  to  $4\frac{1}{4}$ c. as to grade.

#### SYRUPS.

There has been no change in syrups to note. The demand is slow, but as stocks in refiners' hands are light, prices rule firm at  $1\frac{1}{2}$ c. to  $2\frac{3}{4}$ c. per lb. as to quality at the factory.

#### MOLASSES.

The feature of the molasses market has been the weaker cable advices received from the Island noting a decline of 1c. per gallon, first cost now being 11c. This had its full effect on the local market, and the price for cargo lots declined  $1\frac{1}{2}$ c., agents now offering Barbadoes to arrive at 28c. ex-wharf. The demand from the country for small lots has been good, and orders have been booked for about 3,000 puncheons at 31 to 32c. Business in Porto Rico has been quiet, but, in sympathy with Barbadoes, prices have declined 1c., round lots now offering at 30c. and small at 31c.

#### RICE.

A fair business continues to be done in rice at steady prices. We quote: Crystal Japan, \$4.75 to \$5; standard B, \$3.45; polished Patna, \$4.75 to \$5; Carolina, \$6.50 to \$7.50; and Java \$3.75 to \$4.

#### SPICES.

The market for spices is quiet, as is generally the case at this season, the demand being only for small lots at steady prices. We quote as follows: Pure black pepper, 10 to 12c.; pure white, 15 to 22c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of

tartar, French, 25 to 27c.; ditto, best, 28 to 30c. per lb.; allspice, 10 to 14c.

#### COFFEE.

The demand for coffee is principally for small lots to fill actual requirements, and the tone is easy. We quote: Rio,  $16\frac{1}{2}$  to 19c.; Maracaibo, 18 to 19c.; Java, 28c.; and Mocha, 29c.

#### TEAS.

There has been considerable business done in new crop Japan teas to arrive at prices ranging from 24 to 27c. Samples of these teas have come to hand of which the quality is very fine. Outside of the above the market has been quiet, buyers generally holding off for new crop goods. Some small lots of pea-leaf gunpowder have changed hands at 17c. Old crop low-grade Japans are very scarce and wanted. We quote as follows: Young Hysons 10 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45 for high grades; China Congous,  $11\frac{1}{2}$  to 18c. for mediums, and 25 to 55c. for high grades; Japans, 12 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for higher grades.

#### DRIED FRUIT.

The firmness noted in California raisins at the Coast continues, and any new business that is done on spot means an advance of  $\frac{1}{2}$ c. in the cost to the importers. Only a few small lots offer occasionally, and business is for this reason restricted. Any 4-crown that are here are held on jobbers' own account. We quote: 4-crown,  $6\frac{3}{4}$ c.; 3-crown,  $5\frac{1}{2}$  to  $5\frac{3}{4}$ c., and 2-crown,  $4\frac{1}{4}$  to  $4\frac{1}{2}$ c. for jobbing lots. Large lots could possibly be had for less money if they were available.

Valencia raisins are practically cleaned up in this market, with little or no fruit available in first hands. Prices rule very firm. We quote: Common,  $4\frac{1}{2}$ c.; fine, 5 to  $5\frac{1}{4}$ c.; selected,  $5\frac{1}{4}$  to 6c., and layers, 6 to  $6\frac{1}{4}$ c.

Sultana raisins rule strong and unchanged as to price, at  $5\frac{3}{4}$  to  $6\frac{1}{2}$ c., as to grade. Jobbers are the only holders, and they want all they have got.

Curran's continue firm and unchanged. We quote:  $4\frac{1}{2}$  to  $5\frac{1}{2}$ c., as to grade.

Prunes remain firm and unchanged. Stocks of all kinds are light, some moderate shipments of California and Oregon which have come forward being readily absorbed. We quote: Bosnias, 6 to  $6\frac{1}{2}$ c.; French, 5 to  $5\frac{1}{2}$ c., and California and Oregons  $5\frac{1}{2}$  to 12c., as to grade and size.

Figs are steady but quiet at  $8\frac{1}{2}$  to 9c. for ordinary grades, and 12 to 17c. for fancy.

Dates steady but featureless at 5 to  $5\frac{1}{4}$ c.

"STRATHROY"  
CANNED GOODS





That **GLOBE and BEAVER** brand

“Crushed Java and Mocha” X.T.R.

# COFFEE



of ours is thoroughly and firmly established as the **Best** and most generally satisfactory **Coffee** on sale to-day. It suits 99 out of 100. We ask you to send to us for sample. Try it yourself. Pays you big profit, builds up your Coffee trade.

Put up in 25-lb. and 50-lb. tins.

Price, “Crushed” - 22c. lb.

“Crushed, Ground, 22½c. lb.

**Currants.** Try a case of our Selected, Stemless, Clean Fruit. None like them in Canada.

“Morea” brand - at 5c.      Royal Vonitsa - at 6c.  
Fancy Morea brand, at 5½c.      Fancy Royal Vonitsa, at 6½c.

**3 Teas:** A Congou, Hyson and Japan at 10 cts.

**California Evaporated Peaches, Pears, Plums and Apricots,** bags and boxes. Specially low prices to clear out our stock.

---

THE **EBY, BLAIN COMPANY** LTD.

WHOLESALE IMPORTING AND MANUFACTURING GROCERS

**TORONTO - - ONTARIO**

## NUTS.

A moderate jobbing demand is the only feature to note. We quote: Grenoble walnuts, 11½ to 12½c.; filberts, 7½ to 8c.; Tarragona almonds, 11½ to 12c.; pecans, 8 to 12c., and shelled walnuts, 15 to 19c.

## CANNED GOODS.

There have been some queries in regard to new pack canned salmon, but matters are still in an indefinite state. As noted previously, however, packers' ideas seem to range from \$4.50 to \$4.75 f.o.b. on the Coast. In other lines there is nothing new to report. We quote: Tomatoes, 75 to 85c.; corn, 65c.; peas, \$1 to \$1.10 for ordinary; sifted select, \$1.25 to \$1.35; extra sifted, \$1.45 to \$1.50; beans, 70c. up; peaches, \$2.90 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, \$1.90 to 2.25; pumpkins, 75 to 85c.; salmon, "Horseshoe," \$1.40 to \$1.45; "Maple Leaf," \$1.35; "Lion," \$1.37½ to \$1.40; Lowe Inlet, \$1.27 to \$1.30, in tall tins; cohoes, \$1.15 to \$1.20; canned mackerel, \$1.15 to \$1.20; lobsters, \$1.80 to \$2.10, for tall tins; flats, \$2.35 to \$2.65; half-tins, \$1.45 to \$1.50; Canadian canned beef, 1's, \$1.25 to \$1.35; 2's, \$2.15 to \$2.25; 6's, \$7.25 to \$8; 14's, \$15 to \$16.50.

## GREEN FRUIT.

The auction sales of direct Mediterranean lemons and oranges are now over, and the market has once more assumed a normal basis. The tendency on the whole is easy, though no remarkable alterations are to report. We quote: Apples, \$4.50 to \$5; dried do., 3 to 3½c.; evaporated, 5½ to 6c.; bananas, \$1.25 to \$2; pineapples, 8 to 15c., and strawberries, 15 to 20c., lemons, \$2 to \$3.50; oranges, \$1.50 to \$6, according to brand and package.

## COUNTRY PRODUCE.

EGGS—The dull dragging feeling in eggs has continued, and prices are lower. We quote: 9 to 9¼c. for firsts, and 8 to 8¼c. for seconds.

MAPLE PRODUCTS—There is no change in these. Syrup in wood sold at 5 to 5½c. per lb., and in tins at 55 to 60c. per tin. Sugar, 8 to 8½c. per lb. for bright and 7 to 7½c. for dark.

BEANS—The market for beans was weaker, and prices declined 5c. Car lots of choice are offering at 75 to 80c., and in a jobbing way at 85 to 90c.

POTATOES—The demand for potatoes is slow at 25c. per bag in car lots, and at 30 to 35c. in a small way.

TALLOW—Dull but steady at 4 to 5½c.

HOPS—No change. We quote: Choice, 6 to 7½c., and fair to medium, 5 to 5½c.

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

## HAY.

Baled hay has ruled easy, \$13 now being the top price for No. 1. No. 2 sells at \$10 to \$10.50.

## PROVISIONS.

The provision market continues dull for both pork and smoked meats. We quote: Canadian short cut, clear, \$12.50; Canadian short cut, mess, \$13; hams, city cured, per lb., 7½ to 9½c.; lard, Canadian, in pails, 8c.; bacon, per lb., 8½ to 9½c.; lard, com. refined, per lb., 6¼c.

## FLOUR, MEAL AND FEED.

The demand for flour both for local and export account has been exceedingly slow, and the market in consequence quiet and easy, with prices in buyers' favor. The sharp decline in wheat in the west will no doubt cause another reduction in prices in the near future. We quote as follows: Winter wheat, \$3.90 to \$4.10; spring wheat, patents, \$3.80 to \$4; straight roller, \$3.65 to \$3.75; straight roller, bags, \$1.70 to \$1.80; extra, bags, \$1.40 to \$1.55; Manitoba strong bakers', \$3.30 to \$3.75.

There was no improvement in business in oatmeal. The demand is slow and the market dull. We quote as follows: Standard, barrels, \$3 to \$3.10; granulated, barrels, \$3.10 to \$3.20; rolled oats, barrels, \$2.75 to \$2.80; rolled wheat, per 100 lbs., \$2.40 to \$2.50.

The feed market continues quiet, and prices show no change. We quote: Bran, \$12.50; shorts, \$12.50 to \$13.50; mouillie, \$19 to \$20.

## CHEESE AND BUTTER.

The cheese market continues to decline and if it goes much lower will soon touch the record low price of the last ten years, which was 6c., made in May last. The chief business on spot consisted in the dealings at the wharf on Monday, where 2,000 boxes of Quebec cheese were offered. These sold at a range of 6¼ to 6½c., the ruling being between these two figures. This is a decline of ¼ to ¾c. from last week, and the demand is not brisk even at the drop. The cable also declined another shilling Monday, and private advices were of a discouraging character. In fact, the picture as a whole presented for the approval of cheese makers is not a cheering one. Butter was dull, but unchanged on the whole. Demand is of an indifferent character, with 16c. the extreme outside idea.

## ASHES.

The ashes market has been fairly active and firm. We quote: Firsts, \$3.60 to \$3.65; seconds, \$3.30, and pearls, \$4.80 per 100 lbs.

## MONTREAL NOTES.

The ss. Isis, with a cargo of raw sugar for the St. Lawrence Sugar Refinery, ran aground near the refinery's own docks at Maisonneuve. She was got off during the week.

John D. Roberts, manager Pure Gold Manufacturing Co., Toronto, was in Montreal last week. He reappointed W. H. Dunn their agent for Montreal. Both gentlemen report having booked quite a large amount of orders.

The sailing ship Kingsport, from Manilla, with a cargo of sugar, arrived at Montreal Monday. Her cargo is for the St. Lawrence Sugar Refinery, and is consigned to McLean, Kennedy & Co. The Kingsport sailed from Manilla on December 25, and made the passage to Delaware Breakwater in 125 days, and from that point to Montreal in 27 days.

## NEW BRUNSWICK MARKETS.

## OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., June 4, 1896.

**B**USINESS is not very active, though a fair volume of trade is reported. The experience of the past winter has been such as to lead people to buy goods more carefully. At present markets are uncertain in many cases, as say, molasses. One large

FRESH STRAWBERRIES  
.....AND CHERRIES.

WRITE FOR OUR PRICES.

Titterington & Co. St. Catharines, Ont.  
Grocers and Dealers.

## The GRAND TRUNK RAILWAY

System is the Great International Route

Between the EAST and the WEST

Is the ONLY LINE running THREE Fast Express Trains Daily (except Sundays) between

MONTREAL, TORONTO,  
DETROIT, NIAGARA FALLS,  
AND CHICAGO.

(For Sunday Service consult TIME-TABLE.)

IT IS THE GREAT SCENIC AND TOURIST ROUTE. The only Line affording delightful views of all the principal cities and points of interest along the picturesque banks of the St. Lawrence River and shores of Lake Ontario.

The only all-rail route from the West to Cacouna, Dalhousie, and other Seaside Sea-bathing Resorts on the Gulf of the St. Lawrence.

The direct route to Boston, New York, the White Mountains, Portland, Me., Old Orchard Beach, and all Sea-bathing Resorts on the Atlantic Coast.

It is the only route to the MUSKOKA AND MIDLAND LAKES, and the short line to OTTAWA.

Ask for tickets via the Grand Trunk Railway and see that they read that way.

## Siamese Twins



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

MANUFACTURERS' LIFE  
INSURANCE COMPANY

HEAD OFFICE, Toronto, Can.

**TRADE MARK**  
**BEARDSLEY'S SHREDDED CODFISH**

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

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

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

**The Best!**

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

**ALL WHOLESALERS**

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

in each 1-lb. packet.

**Dawson & Co.**

**FRUIT PRODUCE**  
and COMMISSION MERCHANTS

**32 WEST MARKET STREET**

**TORONTO.**

Consignments Solicited

GEORGE MCWILLIAM.

FRANK EVERIST.

TELEPHONE 645.

**MCWILLIAM & EVERIST**

GENERAL . . . **FRUIT**  
Commission Merchants

25 and 27 Church street,  
TORONTO, ONT.

Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.

All orders will receive our best attention.



**SHORT ROLL BACON**

is cured in the same way as the Ham, is Boneless, and put up in such a way that it will not come apart when cut.

We are offering a fine line at unusually low prices. You will like them.

**F. W. FEARMAN**  
HAMILTON

importer talking to THE GROCER during the week said the market at Barbadoes was sure to advance, and it was but the next day when cable reports stated it easier. In lumber, although a large quantity of logs are still hung up, and it is now thought they will continue to be, the quantity is not as large as at first feared. However, that so many are hung up is much to be regretted, as they are such an important factor in our business. Politics here are very active, and will be, which will affect business. It is a three-cornered fight. Cream of tartar, which has been changing so much in price during the past few months, is again quoted higher. Market on the other side is reported excited.

**OIL**—No market shows less of interest; there is little demand, and burning oil has shown no change in price for some time. There is a steady demand for lubricating, and quite a fair business in paint oil, though even the last is less active than it has been. We quote: American burning oil, 22½c.; best Canadian, 20½c.; prime, 17½ to 18c. No charge for barrels.

**SALT**—Demand is quiet. Arrivals during the spring were quite large, and fishermen and others are well supplied. Quite ample stocks are held by city dealers. Price of factory filled fine is low. We quote: Coarse, 48 to 50c.; English factory-filled, 90c. to \$1; 5-lb. bags in barrels, \$3 to \$3.25; 10-lb. bags in barrels, \$2.75 to \$3; 20-lb. wood boxes, 20c.; 10-lb. boxes, 12c.; cartoons, \$2 per case of 2 doz.; butter and cheese salt, bulk, \$2.65 to \$2.70 per bbl.

**CANNED GOODS**—Fall goods are being quoted. In salmon the market is very firm, with buyers not inclined to buy so early. Stocks here are not large. In vegetables the prices at which the market is opening for fall business are rather below those of last season, and some packers guarantee against a decline. Lobsters continue high, and lower prices are not looked for. There is a chance to sell canned lobsters here if at a right price. New haddies move freely, local dealers getting in stocks, and many shipments go west. These are a very popular canned fish. We quote: Corn, 80 to 85c.; peas, 95 to \$1; tomatoes, 90 to 95c.; gallon apples, \$2.20 to \$2.25; corned beef, Canadian, \$2.40 to \$2.45; 2-lb. tins American, \$2.70 to \$2.75; 1-lb. tins, \$1.50 to \$1.60; oysters, 2's, \$2 to \$2.25; 1's, \$1.60 to \$1.65; peaches, American, 3's, \$2.40; Canadian, \$2.70 to \$2.75; 2's, \$1.90 to \$2; pineapple, Canadian pack, \$2.25 to \$2.40; salmon, \$1.40 to \$1.50; lobsters, \$2 to \$2.10; haddies, \$1.30; clams, \$5 for 4 doz.; chowder, \$2.75 for 2 doz.; scallops, \$5.50 to \$5.75 for 4 doz.; Digby chickens, \$1; kippered herring, \$1.10.

**GREEN FRUIT**—This is one line in which trade is active. Valencia oranges are about out of the market. Season being late a small quantity of Jamaica oranges are sold, but chief demand is for Messinas and b'oods.

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

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

handled to the best advantage  
Prompt returns.

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

WHEREVER

**Brock's Bird Seed**

is sold it gives satisfaction to the customers, for they come again for the same seed. Ask your wholesaler for it.



**NICHOLSON & BROCK - TORONTO**

**HAMS BREAKFAST BACON LARD**

OUR WELL KNOWN BRAND

Write for prices.

**WM. RYAN**

70 and 72 Front St., East,  
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.

WHEN YOU KEEP . . .

**Maple Leaf Brand Smoked Meats**

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

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

Fancy California Washington Navel and Seedling

**ORANGES**

Choice and Strictly Fancy Lemons **PRICES**  
Finest Bananas **RIGHT**

Arriving Weekly

**HUGH WALKER & SON, Guelph, Ont.**

Lemons are firm, quality of stock here good, and good demand. Pineapples arrive more freely and are quoted lower; a good many small ones are noted. Strawberries, American, have better sale and are quoted lower. American cabbage also moves more freely. A few green peas have arrived. Rhubarb is in large supply and moves freely at low figures; the supply is local. Very few tomatoes are being received. Cucumbers are also as yet light sale. The large sale is bananas. We quote: Lemons \$3 to \$4; Valencia oranges, \$5 to \$6; Messina oranges, \$3 to \$3.50; blood oranges, \$2 to \$2.25; pineapples, 10 to 14c.; cranberries, \$3 per box; bananas, \$1.25 to \$2; rhubarb, 1 to 1½c.; strawberries, 10 to 15c.; cabbage \$2.50 crate; cucumbers \$1 per doz.

**DRIED FRUIT**—Demand is still quiet. Quite a quantity of currants, both cases and barrels, direct importations, are daily expected. Evaporated apples, though low, have some movement. Dried, though lower, have no movement. Quite a quantity of Nova Scotia dried are here, and could be bought low. Advices from France quote prunes for fall shipment higher, though little can be told for sure for about a month. Bermuda onions are easy. Egyptian are quite freely sold. Peanuts are beginning to sell more freely. Prices are firm. We quote: Valencias, 4½ to 5c.; layers, 5½ to 6c.; California L. M. 4-crown, 6 to 7c.; 3-crown, 5 to 6c.; London layers, \$1.70 to \$1.85. Currants, bbls., 3¾ to 4c.; cases, 4¼ to 5c.; cartoons, cleaned, 7½c.; bulk, cleaned, 6½c.; prunes, boxes, 6 to 7c.; half-boxes, 7 to 8c.; dates 4½ to 5c.; dried apples, 5c.; evaporated apples, 6½ to 7c.; Egyptian onions, 2 to 2¼c.; Bermuda onions, \$1.50 to \$1.75 per crate; coconuts, \$3 to \$4.50 per 100 lbs.; figs, 9 to 10c.; Sultana raisins, 7 to 8c.

**DAIRY PRODUCE**—Market is on the whole quiet; in cheese a few Canadian have been sold here, but stocks are very light, buyers waiting for local made cheese to come in, which will be on the market shortly, when they will fill all demands. Eggs have held their price well, but cannot be called firm. Supply is fully up to demand, and for case eggs lower prices are looked for. Butter, if anything, firmer than last week, but is still low. The low price at which Canadian has been sold here is keeping market down. The very dry weather has prevented more local butter coming in. From present outlook, the quantity of cheese made in this province this season will be less than last. There is no demand for old cheese. We quote: Common dairy butter, old, 10 to 16c.; new dairy, 15 to 16c.; new creamery prints, 22 to 23c.; cheese, 8 to 8½c.; creamery, tubs, 17 to 19c.; eggs, 9 to 9½c.

**SUGAR**—Stocks are still quite ample. There is little life shown, while higher prices are expected. Sugars here are sold at about refiners' prices, and the happy event is still in the future. We quote: Granulated, 4¾ to 4½c.; yellow, 4 to 4½c.; Paris lump, 5¼ to 5½c.; powdered, 5¼ to 5½c.

**MOLASSES**—Market is hardly as firm here. The West India steamer, due in little over a week, has a full cargo, some orders for St. John not being filled. Some Porto Rico is daily expected. During the week a cargo for Fredericton arrived for transshipment. Stocks held and to arrive are quite ample. We quote: Barbadoes, 29 to 30c.; Porto Rico, 33 to 35c., bbls.; New Orleans, 30 to 36c.; syrup, 36 to 38c.; Antigua, 26 to 27c.; St. Croix, 28 to 29c.; Nevis, 25 to 26.

**FISH**—Movement in dry fish dull and prices continue low. The same is true of pickled. Some new are arriving, which

show good quality. In boneless cod there is very little demand. Smoked herring are still very dull. The chief movement is fresh fish. Gaspereaux are a good catch at present and have good demand at fair price. Shad so far are small catch. Salmon are arriving freely from the north shore and quantities are shipped. Local catch is still light. It is a very active business after it opens. Mackerel are reported large catch. They are a splendid fish, not having the bones to trouble one which shad have. Halibut are received quite freely. Lobsters have been received in fair quantities during the week. We quote as follows: Large cod, \$3.25 to \$3.50; medium, \$3 to \$3.25; pollock, \$1.25 to \$1.30; bay herring, \$1.25 to \$1.30 per half-bbl.; new smoked, 4 to 5c.; Canso, \$4 to \$4.50 per bbl.; shad, half-bbl., \$5; Shelburne, \$2.50 to \$2.75 bbl., \$1.65 half-bbl.; boneless, 2½ to 8c.; fresh Gaspereaux, 50 to 60c.; smoked do, 90 to \$1; fresh shad, 10 to 12c.; salmon, fresh, 11 to 12c.; mackerel, fresh, 11 to 12c.; lobsters, small, 3 to 4c.; medium to large, 6 to 7c.

**PROVISIONS**—There is still light movement. Stocks of pork and lard are quite large and have disappointed holders. In compound lard demand is very light. Buyers want pure. American lard, pure, is offered so as to cost under the price of Canadian and sales are reported. We quote: Clear pork, \$14 to \$14.50; mess, \$13.50 to \$14; beef, \$13 to \$14; domestic mess pork, \$13 to \$13.25; hams, 9½ to 10c.; rolls, 7½ to 8c.; pure lard, 8½ to 9c.; compound, 7c.

**FLOUR, FEED, MEAL AND SEED**—There is but light movement in flour and markets show no change, at least they are no firmer. In cornmeal the sale is still large at the very low price. Oatmeal is quiet, and like other lines quoted low. Prince Edward Island oats are lower, but at the price of the Ontario they have the market. In split peas and barley prices are very low. The sale is, however, limited. Very little barley chop is sold and very little raw barley ground. Beans show no change; stocks large. Hay quiet. The sale of seed is about over. We quote as follows: Manitoba, \$4.55 to \$4.60; best Ontario, \$4.45 to \$4.50; medium, \$4.30 to \$4.40; oatmeal, \$3.25 to \$3.50; cornmeal, \$2.10 to \$2.15; middlings, \$19 to \$20 on track; bran, \$18 to \$19; hand-picked beans, \$1 to \$1.10; prime, 90c. to \$1; oats, 34 to 35c.; hay, \$11.50 to \$13; barley, \$4; round peas, \$3.65; split peas, \$3.70 to \$3.80; yellow-eye beans, \$1.75; buckwheat, native, \$1.30 to \$1.35; American timothy, \$2; Canadian timothy, \$2.75; red clover, 9 to 9½c.; alsike, 9¼ to 9½c.; mammoth, 9 to 9½c.

#### ST. JOHN NOTES.

In one day during the past week, twelve thousand live lobsters were shipped from Digby to Boston.

Shipping soft wood to Rockland is, as a rule, a large business here, but this year the market there is dull.

Many of our wholesale merchants this week received shipments of pickles from the well-known Toronto house of T. A. Lytle & Co.

St. John hotels are busy making improvements this spring. The amount of accommodation has also been much increased. Though outside the buildings may not be as imposing as some elsewhere, the internal

### Bellhouse, Dillon & Co.

MONTREAL

## CHEMICAL IMPORTERS

Sal Soda      Bicarb Soda      Sulphur  
Bluestone      Borax      Epsoms, etc.

## We Solicit . . .

Your consignments of all kinds of Produce.

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

## H. P. Gould & Co.

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

## ALBERT PAIN . . .

36 Merrick St.,  
HAMILTON, ONT.

### PRODUCE AND COMMISSION MERCHANT

Wholesale dealer in

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

## E. T. STURDEE

Mercantile Broker,  
Manufacturers' Agent,

ST. JOHN, N.B.      ETC., ETC.

Wholesale trade only.

# EPPS'S COCOA

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

Special Agent for the Dominion

C. E. COLSON      -      MONTREAL

Pure Made under Government supervision. Quality and flavor

Unexcelled. . . .  
Strength  
guaranteed

## Vinegars

BADGEROW, SCOTT & CO.

JARVIS ST.      TORONTO  
79 and 81.

They Are Ready—The New Pack

# "GOLDEN" FINNAN HADDIES

Last year's output was of the  
VERY BEST QUALITY.

But THIS YEAR'S PACK EX-  
CELS all others.

Don't take any other brand in  
place of "GOLDEN."

Factory Agents:

## NORTHROP & CO.

St. John, N.B.

# LUMSDEN BROS., Hamilton

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

Write for samples and quotations; at same time order

## Jersey Cream Baking Powder

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



## Standard Shredded Cocoanut Cream Shredded Cocoanut Feather Strips Cocoanut

### Our Reputation

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

#### "KENT"

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

THE . . .

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

### VINEGAR VINEGAR

HIGH GRADE QUALITIES OF

#### Malt, White Wine and Cider

Vinegars at figures low enough for you to make a profit on. Requests for quotations promptly replied to.

### T. A. Lytle & Co.

Vinegar Manufacturers,  
TORONTO

CHOICE

### Vostizza Currants

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

### JOHN SLOAN & CO.

Wholesale Grocers TORONTO

WORLD-RENOUNDED

### BEE BRAND

CEYLON TEAS

Awarded Five Gold Medals.  
Guaranteed Pure and Wholesome.  
Direct from the Gardens.  
in Half and One Pound Packets.

### WARREN BROS. & CO.

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

## California Fruit

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

AT ROCK BOTTOM PRICES

### T. KINNEAR & CO.

Wholesale Grocers  
49 Front St. E., TORONTO.



50 Casks  
Best  
Imported  
Chicory

### EWING, HERRON & CO.

Coffee and Spices  
. . . MONTREAL

### A GOOD SELLER

To know is to appreciate.



W. CLARK - MONTREAL

## JAPAN RICE

Imported No. 1 Polished

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

### PERKINS, INCE & Co.

TORONTO.

We are offering this week some rare values in

VALENCIA . .  
MALAGA . .  
AND . .  
CALIFORNIA

## Raisins

### SMITH & KEIGHLEY

9 Front St. E. TORONTO.

arrangements have a splendid reputation, such as is equalled by few.

Very large catches of mackerel are reported. The catch in one week at the Burn Point trap, near Port Maitland, was valued at \$10,000.

The firm of Murray & Murchie, Benton, have admitted Mr. Samuel Arscott a partner. The firm name now is Murray, Murchie & Arscott Co.

Alexander Diotte, of Campbellton, has found it necessary, owing to increased business, to enlarge his store. He is putting up a fine new building.

Not only flour, but other goods, continue to arrive from Ontario via Boston. Our railway companies should re-arrange their freight rates if they want the business.

Of late, quite a demand has grown in our city for tapioca, prepared so as to be ready for immediate use. So far, this article has been imported. It is now being put up by a local firm.

The first Canadian canner to quote vegetables in this market for fall shipment is the Delhi Co. Their Mr. Stoddard was this week calling upon the trade here with Broker F. H. Tippet.

Each year there are more apples grown in our province, and, to judge from the quantity of nursery stock delivered this spring, the results have been satisfactory. Our farmers intend to do a still more extensive business along this line.

Quite a large quantity of currants are daily expected. They are all to be cleaned. The sale of cleaned currants has very much increased. They are a large proportion of the total sales. Our wholesale grocers clean and pack their own in many instances. Some have already made a reputation for quality.

The bank clearing house here has just closed its first month's business. Our banks are well pleased with what is, at least in St. John, a new venture. The following is the amount of business reported: First week, \$665,560; second week, \$555,345; third week, \$525,048; fourth week, \$464,473; total, \$2,413,591.

#### HINTS TO BUYERS.

**S**MITH & KEIGHLEY are closing out their California fruits at what they claim to be slaughter prices.

Davidson & Hay have in stock Montserrat lime juice.

Clemes Bros. are in receipt of a carload of Norfolk cabbages.

Davidson & Hay are offering Dr. Cronk's and Wilson's root beer.

Balfour & Co. advise a shipment to hand of new season's Japan tea.

Warren Bros & Co. have a shipment of green Rio coffee arriving.

Balfour & Co.'s trade for their cleaned currants is steadily increasing.

Special values are offered by Laporte, Martin & Cie. on all kinds of nuts.

T. A. Lytle & Co. report a steadily increasing trade in pickles and catsup.

Davidson & Hay offer imported French castile soap, in boxes at close figures.

N. Turcotte & Co. are receiving this week a consignment of Paterson's camp coffee.

Another shipment of Southwel's Kentish jams, jellies and marmalades in this week to

Frank Magor & Co., Montreal. These goods are fast becoming prime favorites throughout Canada.

T. Kinnear & Co. have in stock a shipment of new season's lobsters in tall tins.

John Sloan & Co. are in receipt of a shipment of fine Patras currants in cases and half-cases.

Dawson & Co. have this week received two carloads of cabbage from Crystal Springs, Mississippi.

T. Kinnear & Co. still have a lot of California dried peaches which they are offering at low figures.

James Turner & Co. are offering an extra fine 20-oz. mixed pickle, the best 10c. article on the market.

"Phoenix" matches are again in store with Lucas, Steele & Bristol. Special terms for 5-case lots and over.

A shipment of Albert sardines,  $\frac{1}{4}$ 's and  $\frac{1}{2}$ 's, key openers, arrived this week for the Eby, Blain Co., Ltd.

Flys will soon be here. Lucas, Steele & Bristol have the Tanglefoot fly paper. Large cases only cost \$4 each.

The Eby, Blain Co., Ltd., are offering special values in California evaporated fruits—peaches, pears, plums and apricots.

McWilliam & Everist, Clemes Bros. & Dawson & Co. are daily in receipt of consignments of strawberries (Canadian.)

The Eby, Blain Co., Ltd., report the arrival of a large consignment of Sultana raisins, which they say are fine stock.

East India pickles are finding ready sale with Lucas, Steele & Bristol. They are packed in cases, 1 dozen each. Try a case.

A large shipment of cheap Young Hyson teas arrived this week for the Eby, Blain Co., Ltd., which they are offering at low figures.

W. H. Gillard & Co. advise the trade that they are offering special prices in California evaporated peaches of excellent quality.

A. E. Richards & Co. note a large demand for Knox's gelatines, their orders during May being larger than for any previous month.

Balfour & Co., of Hamilton, are in a good position to fill orders for fine quality selected Valencia raisins—bought before the advance.

A. E. Richards & Co. are offering special values in tomato catsups, made by Williams Bros. & Charbonneau, in half-pint and pint bottles.

L. Chaput, Fils & Cie. report a fresh arrival of Batger's Nonpareil jellies and Batger's Seville orange marmalade in 1-lb. glass jars.

A large consignment of P. Richard's brandy, via ss. Colona, just reached Laporte, Martin & Cie., Canadian agents for this popular brand.

Titterington & Co., St. Catharines, have some magnificent strawberries ready for shipment. They also expect to do well in cherries this season.

THE CANADIAN GROCER found things going pretty lively at Boulter & Sons' Toronto factory yesterday. Their shipments

## Joseph Carman

Mercantile Broker and  
Manufacturers' Agent,

Correspondence Solicited.  
References—  
All Wholesale Grocers.

WINNIPEG, MAN.

## J. J. DUFFY & Co.

Importers and Wholesale

Coffee and Spice  
Merchants . .

Canada Mills 375 St. Paul Street . . MONTREAL

## THE MAN WHO WON

Who was the man?

## JAMIESON

What was the product?

## BISCUITS

How was it done?

BY . . . . .

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

## JAMIESON'S BISCUITS

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

Sold by all Grocers.

MANUFACTURED BY

R. E. Jamieson

.....Ottawa.

H

P

of Flor  
time is  
are on  
Special  
line of  
speak i

"Di  
duced  
mand,  
Gillarc

Jam  
finest  
their fr  
some j

Lap  
creast  
match  
less m

Jam  
large c  
and in  
at low

A s  
just re  
taining  
in tabi

New  
offered  
the tra  
they c

F.  
and re  
lard, v  
the str

A w  
recent  
musta  
always

# Here's one Pointer . .

WE CAN GIVE YOU MANY  
MORE LIKE IT . . . . .

In laying in a stock of Baking Powder, the difference between what you will pay for **Pure Gold Baking Powder** and what you would pay for any other strictly high-class Cream Tartar Baking Powder would help you to pay for a stock of—well, say Sugar.

We would recommend, however, that you invest the difference in Pure Gold Flavouring Extracts.

*Write us for Prices, or see our Travellers.*

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

of Florida pines are now arriving, and no time is lost in preserving them when they are unloaded from the refrigerator cars. Special mention might be made of their new line of "grated" pineapple, of which they speak in their advertisement.

"Diamond" baking powder at the reduced prices is meeting with an active demand, report the manufacturers, W. H. Gillard & Co.

James Turner & Co. advise they have the finest Japan tea ever sold in Canada, which their friends can sell at 25c. and pay a handsome profit.

Laporte, Martin & Cie. report rapidly increasing sales of "Victoria" brand of matches. They sell them at \$2.40 a case; less in large lots.

James Turner & Co. report the arrival of a large consignment of French Imperial prunes and Imperial plums, which they are offering at low prices to the trade.

A shipment of Batger's goods has been just received by W. H. Gillard & Co., containing, among other things, solidified jellies in tablets and marmalade in jars.

New pack "Golden" haddies are being offered, and the agents, Northrup & Co., say the trade are taking them almost faster than they can get them from the factory.

F. W. Fearman is finding a good demand and ready sale for his "Star" brand kettled lard, which is looked upon by the trade as the standard article for purity and quality.

A wide-awake grocer in Guelph wrote us recently: "I have been handling Keen's mustard and Oxford blue for 25 years and always found them give satisfaction. Keen's

show cards are the best and most attractive in my store." Frank Magor & Co., Montreal, will express new cards to any grocer in Canada.

The Eby, Blain Co., Ltd. report the arrival of a shipment of Morton's goods, consisting of table salt in glass bottles, pickles, arrowroot, French peas and mushrooms.

D. C. Brosseau & Co. are offering to the trade the finest lot of fancy Ponce molasses ever brought into Canada, which they say is worth 5c. per gallon more than Barbadoes.

The following firms in Quebec are receiving this week per ss. Concordia shipments of Paterson's sauce: Whitehead, Turner & Co., N. Rioux & Co., J. B. E. Letellier, Langlois & Paradis.

The Mazawattee Tea Co. have withdrawn from the Canadian market their late representative. The Eby, Blain Co., Ltd., report having sold out of all lines except 40c. 1-lbs. and 60c.  $\frac{1}{4}$ ,  $\frac{1}{2}$  and 1-lbs.

Lucas, Steele & Bristol have just received their consignment of Truro condensed milk; also condensed coffees, viz., Mocha and Java, Jamaica, Java. They also have condensed cocoa in tins and evaporated cream.

"Several grocers in the west," write Frank Magor & Co., of Montreal, "applied for a supply of Keen's mustard and blue show cards, and we ran short of mounted ones. A fresh supply is at hand and being sent out this week."

#### ST. THOMAS BOARD OF TRADE.

The St. Thomas Board of Trade has elected the following officers: Mr. John

Campbell, president; Mr. John Farley, vice-president; Mr. J. W. Stewart, secretary-treasurer. Council, Messrs. R. Potts, W. H. King, J. Mickleborough, A. E. Wallace, J. H. Still, and J. S. Brierly. Auditors, Messrs. S. H. Palmer and J. Macadam.

#### PERSONAL MENTION.

MR. T. KINNEAR, accompanied by Mrs. Kinneare, leaves on the 13th inst. for Great Britain. He will sail by the Sardinian. This is Mr. Kinneare's first holiday for ten years, and THE CANADIAN GROCER wishes him and Mrs. Kinneare bon voyage.

Mr. J. L. Watt, of Watt & Scott, returned to Toronto on Saturday last from a trip to Great Britain. He was accompanied by Mrs. Watt, and had a pleasant sojourn in the Old Land.

Mr. J. D. Roberts, of the Pure Gold Manufacturing Co., returned on Tuesday from a business trip to Montreal.

Mr. Frank Boulter, of W. Boulter & Sons, had his left hand badly lacerated by a pineapple paring machine on Tuesday.

W. E. Squire is starting in the tea, coffee and spice business at 397 Spadina avenue, Toronto.

W. J. Flewwelling, of G. & G. Flewwelling Manufacturing Co., Hampton, N.B., was in Montreal last week and kindly looked in on THE GROCER.

# THE IRELAND NATIONAL FOOD CO.

Manufacturers of . . .

## ➤ Breakfast Cereal Foods

Write for Samples and  
. . . Price Lists.

Special attention given to  
. . . Mail Orders.

### TRADE CHAT.

**T** J. CLARRIDGE has purchased the grocery business of E. K. Slade, St. Thomas, and will continue the business.

During May 2,648 cars of live stock passed through St. Thomas in bond.

T. B. Escott, London, has appointed a receiver for the grocery business conducted by W. J. Brett, of Windsor.

Mr. Abraham Simpson, proprietor of the Commercial Hotel, Port Colborne, drowned himself in the canal.

Australian, apples to the amount of 1,570 cases arrived on the steamer Warrimoo at Victoria, B.C., the other day.

The early closing by-law recently passed by the Council of Montreal has been pronounced bad law by Recorder DeMontigny.

The Chatham Township poisoning case reported in The Banner of May 23rd, and in which the family of Henry Brown narrowly

escaped death, has been investigated by Dr. Byers, of Dresden. Dr. Byers is satisfied that the poison was contained in some stale biscuits which had been placed on the table for dinner that day.—Banner, Chatham.

Crops throughout Kingston Township are in splendid condition, and unless something unforeseen arises the yield will be abundant.

The Aylmer Canning Co. will erect a large building on the west side of the present buildings, to give greater facility for handling corn.

The collections at the Customs office, Guelph, for the month of May amounted to \$3,762.38. For the same month of last year the collections were \$6,594.08.

T. W. Pearson, grocer, Blenheim, Ont., suffered the loss of a brother and sister-in-law in the bridge disaster near Victoria, British Columbia.

Epps & Hankinson, who recently purchased Woods' grocery, St. Thomas, have

also purchased the stock of J. Slade, Mitchell street. Mr. Slade will be employed by the firm.

### LOTS OF THEM IN YOUR TOWN.

The number of people who are constantly on the lookout to get something for nothing never grows smaller, says a contemporary.

A trifling article advertised to be given away free with every purchase never fails to influence scores of people in favor of the store making the offer. The article presented, if of any value at all, will, 19 times out of 20, be valued more highly than its real worth, because it was obtained free of cost and will always bring favorable recollections of the store where it was obtained, unless the article is "free" in name only, and the customer is made to pay dearly for it in the quality or price of other articles purchased. But a merchant so shortsighted as to resort to such practices must expect them to do the boomerang act.

## Spring Chicken . . .

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

DELHI CANNING CO.

Delhi, Ontario



ZIMMERMAN'S

# Dandelion Coffee

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

Todhunter, Mitchell & Co.

Sole Manufacturers Patent Process  
Prepared Coffees

TORONTO, CANADA

"NEVER TURN A WHEEL" WITHOUT IT

CAN'T YOU SELL?

PEERLESS

## MACHINE

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

SAMUEL ROGERS & CO

Sole proprietors, Toronto, Ont.

Every up-to-date Grocer  
should keep

### COWAN'S

HYGIENIC COCOA

ROYAL NAVY CHOCOLATE

and FAMOUS BLEND COFFEE

Send your orders to

THE COWAN CO., Ltd.

470 King St. West, Toronto



DON'T BUY A  
refrigerator until you  
have seen the

### EUREKA

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

A catalogue will give  
you all details.

ADDRESS:

Eureka Refrigerator Co.  
54 Noble Street,  
TORONTO.



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

JOHN HILLOCK & CO.  
165 Queen St. East, Toronto.

ESTABLISHED A CENTURY.

Manufacturers to Her Majesty the Queen and H. R. H. the  
Prince of Wales. Contractors to the Army and Navy.

# DAY & MARTIN'S

## Real Japan Liquid and Oil Paste Blacking



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

- Kid Renovating Polish.
- Japanese Waterproof Blacking
- Brunswick and Berlin Black,  
for stoves.
- Universal Harness Composition,  
in tins.
- Harness Oil, in bottles and  
in bulk.

- Kid Reviver, in tins (three sizes).
- Patent Leather Polish (two sizes)
- Polishing Cream (two sizes).
- Brass Burnishing Paste (four  
sizes).
- Furniture Polish (four sizes).
- Russet Cream for Brown Boots  
(four sizes).



DUBBIN, INK, ECLIPSE GLOSS, AND POUCH BLACKING.

All of Superior  
Quality

E. T. STURDEE, St. John, N.B.,  
for Maritime Provinces.

CHAS. GYDE, Montreal,  
for Ontario and Quebec.

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

MARTIN & ROBERTSON, Victoria and Vancouver,  
for British Columbia.

.....London and Liverpool.

# DID YOU SAY

You wanted a Washing Powder in stock that would give your customers perfect satisfaction? Then get . . . . .

## Silver Dust Washing Powder

THE BEST WASHING POWDER MADE.

ANY JOBBER CAN SUPPLY YOU.

. . . Write for samples . . .

### SILVER DUST MFG. CO. - - HAMILTON

#### HALIFAX TRADE GOSSIP.

TRADE throughout Nova Scotia is dull in all lines, especially in breadstuffs and provisions, and the trade say they cannot recollect a time when business was so dull and so utterly impossible to make a brokerage. The impending elections are put down as the cause, and if this is so it is satisfactory to know they will be over in a few weeks.

In breadstuffs the markets seem easier all along the line. It is possible to lay down good flours here for \$4, and some very good mixtures are sold at \$3.85, Manitoba and Ontario mixtures.

As corn is lower, cornmeal is not expected to improve in price. It is now quoted somewhere about \$2 by the carload.

Oatmeal and rolled oats are about \$3 by carload lots.

Live hogs are being imported from Ontario, the price being paid there being \$3.80 to \$4.

The only mutton on the market is P. E. Island. The demand is fair. It is worth 7 to 9c. per lb.

There is a fair demand for veal at 4 to 5½c.

The provision market is quiet. Beef cattle are more plentiful than for years, and the quality is fully as good as it has ever been, both in native and Ontario. The good quality is owing to the low prices and great quantity of grain. J. A. Leaman & Co. received four carloads of cattle last week, two from Guelph and two from Fergus. The de-

mand is only fair, and the large quantity of beef in the market makes trade rather stagnant. Cattle are worth \$7 to \$9 per 100 lbs. in Halifax, sinking offal.

Little can be said about poultry at this season. A few occasional old turkeys and hens offer.

Eggs are very plentiful and on delivery here by the case at 8 and 8½c.

Butter is fairly plentiful and the demand is good. There is no scarcity of good grades, which is a change for Nova Scotia.

The produce market is dull. Potatoes and oats are plentiful and dull. Potatoes sell at 20 to 25c. per bushel on the deck of vessels. A good quantity of white Ontario oats sell on the track by the carload at 31 to 32c, which about shuts out the P.E.I. article.

The sugar market is very quiet. Prices of refined remain unchanged. The movement is very limited.

There is about the usual demand for green fruits. Supplies now arrive from Boston on Wednesday night instead of Sunday. The market is well stocked with oranges, which sell at an advance of from 50c. to \$1 per case. Lemons remain at the unusually low price of \$3.50 for 300 count. Bananas continue steady in price, \$2 to \$2.50 per bunch, with fair demand. Pineapples, fancy stock, are worth \$2 to \$2.25 per dozen. New cabbages are in, and sell at \$2.25 to \$2.50 for choice. Cucumbers, in crates, are worth \$3.25, and natives 7 to 8c. per lb. Egyptian onions are worth 2¼ to 2½c. per lb., and Bermudas \$1.40 per crate.

Dried fruits are quiet, there being no

variety offering. Some California peaches sell readily, but they are in the hands of the retail trade. Prunes sell freely at 5c., and dates from 4 to 5c.

There is the usual demand for canned goods. Prices are unchanged.

Fish dealers have been interested in the large catches of mackerel on our Coast. The fishermen have been very successful. Large quantities of the mackerel have been shipped to Boston in ice. The steamer Lunenburg took a full cargo the other day, the first full cargo of fresh fish ever sent from this port. The fish are very large, some weighing as much as 5½ lbs. In other lines of fish there is little or nothing doing.

Considerable molasses has arrived of late, but no more than previous seasons. The only difference is that this season it all arrived about the same time. Business is not brisk; in fact, it is remarkably slow, buyers taking very small quantities. Merchants who at one time bought from 40 to 50 puns, now purchase only one or two at a time. Prices here are: Extra choice Demerara, 38 to 40c.; fancy Porto Rico, 35c.; good ditto, 32c.; Antigua, 26c., and St. Kitts, 26c.

The death is announced of Wm. Hood, who carried on a retail grocery at 73 Agricola's street.

Retail trade in Halifax is fair.

Gottingen street is now the grocery street of the city. It is in this vicinity the working classes live, and on Saturday nights the street presents a regular market appearance.

Public works to the extent of two million dollars are going on in Halifax, which helps retail trade.

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



SOLD EVERYWHERE.

#### Ebonite Blacking

(WATERPROOF.)

FOR BOOTS AND SHOES.

Does not  
Injure the  
Leather

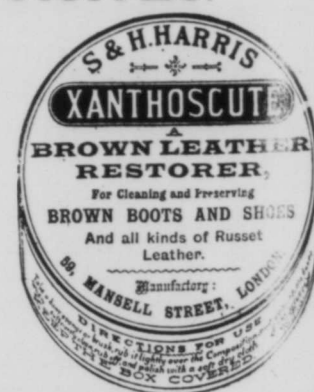


Trade Mark.

Requires  
No . .  
Brushing

..ASK FOR IT..

MANUFACTORY: LONDON, E., ENGLAND.



# There is Absolute Safety

In stocking **IMPERIAL CHEESE**. It is sure to sell, and even if some of it does stay on your shelf for a few weeks there is no danger of spoiling. It will open up as fresh and sweet as when it reached you. Don't be afraid to buy. You can carry no safer stock.

A. F. MACLAREN & CO. - - - TORONTO.



## Something New

*East  
India  
Pickles*

GOOD SELLERS  
GOOD PROFIT

The most delicious and appetizing pickle on the market. A trial will convince. Put up in handsome glass-stoppered bottles.

Large bottles—  
1 dozen in case.  
Small size—  
2 dozen in case.

A. E. Richards & Co. Canadian Agents **Hamilton.**

# KNOX'S GELATINE

Is without doubt the finest in the world. It received the Medal of Superiority over all brands at:

American Institute Fair	-	-	New York,	1891
Boston Pure Food Exposition			Boston,	1891
Detroit Exposition	-	-	Detroit,	1892
Mass. Charitable Mechanics Ass.,			Boston,	1892
San Francisco Exhibition	-			1893
WORLD'S FAIR, Only Medal and Diploma,			Chicago,	1893
Cotton States Exhibition	-		Atlanta,	1895

Those who use Knox's Gelatine notice its sparkling purity and use it again with pleasure, for with it dessert-making is a pleasure, and nothing impure to go to the table.

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

nder  
You.

TON

nia peaches  
hands of the  
ly at 5c, and

l for canned

rested in the  
r Coast. The  
ssful. Large  
been shipped  
r Lunenburg  
, the first full  
om this port.  
weighing as  
s of fish there

rrived of late,  
asons. The  
ason it all ar-  
usiness is not  
y slow, buyers  
Merchants  
o to 50 puns,  
vo at a time.  
Demerara, 38  
; good ditto,  
itts, 26c.

f Wm. Hood,  
at 73 Agricola

r.  
grocery street  
by the working  
ghts the street  
earance.

of two million  
x, which helps

S.



## Business Building

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

## The Best Bricks

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

## Appleton's Teas . .

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

## Appleton's India & Ceylon Teas

THE "TAPIR" BRAND.  
SOLD IN LEAD PACKETS



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

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

## THE Russian's "Samovar"

and his best tea, cannot brew a better liquor than Tetley's Indian and Ceylon Packet Teas will yield when used according to directions.

### TETLEY'S

IS THE TEA TO OFFER TO THOSE CUSTOMERS YOU ARE ANXIOUS TO HAVE COME AGAIN

## Joseph Tetley & Co.

14 Lemoine St., MONTREAL

T. KINNEAR & CO.  
49 Front St. E., TORONTO

THE HUDSON BAY CO.  
WINNIPEG

# BUY LIPTON'S TEAS

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

OVER  
1,000,000  
Packages sold weekly in Great Britain alone.

Largest sale in the World.

Wholesale Agents:  
Montreal: Caverhill, Hughes & Co.  
Toronto: Eby, Blain Co., Ltd.  
Ottawa: P. Baskerville & Co.  
Kingston: W. G. Craig & Co.  
Hamilton: Balfour & Co.  
London: A. M. Smith & Co.  
Sarnia: T. Kenny & Co.  
Winnipeg: Sutherland & Campbell

**LIPTON TEA PLANTER CEYLON**

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

“IT IS USELESS WORKING UP A TRADE FOR A SPECIAL **TEA** UNLESS YOU CAN FOLLOW IT EXACTLY.”

# Ceylon Teas

lead the world as the most satisfactory teas for special blends, or for general consumption—you can more easily follow Ceylon teas than China or Japan Teas.

Do you wish to increase your tea trade?

Order Ceylon Teas from your wholesale tea merchant.

“Ceylon Teas Rule the World.”

as

AS

nts:  
Hughes  
Co., Ltd  
lle & B  
ng & Co.  
& Co.  
h & Co.  
Co.

Campb

ITER  
LOP

# The Finest Whisky in the World

Is

## JOHN DEWAR & SONS'

(Distillers, PERTH, SCOTLAND.)

### .. 50 MEDALS ..

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

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

#### CANADA MUCH TO THE FORE.

THE London, England, correspondent of The National Provisioner, New York and Chicago, says:

The bacon market has at last turned the corner. Two weeks ago it became apparent that the pigs would become fewer in Ireland in the near future, and as the killings there and in Denmark were stationary the curers advanced the price 50c. per 112 lb. Stocks were further reduced last week in spite of the rise and the market bounded up to an advance of \$1.50 to \$1.75. Since then an even, firmer tone has been maintained and stuff selling well. The advance has come rather late, but is grateful even now, as the terribly low markets of late have taken the heart from everybody.

February will long be remembered as the black month of the bacon trade. Never in the memory of anyone I have met have prices touched such a low ebb, and it is

gratifying to have to record that none of the curers of repute have wavered during the crises.

Canada is much to the fore just now in consequence of her vigorous protest against the recently introduced bill of the Minister of Agriculture making the slaughter of all animals at port of entry compulsory. In spite, however, of all protests that may be made, the bill will certainly become law and the thin edge of the protection wedge introduced. It was indicated in these columns when the present Government assumed the reins of office that much reactionary legislation would doubtless follow, as the majority is conservative or belonging to the patrician class. Mr. Long's bill is a breeder's bill as against the feeder, and more especially in Scotland he has earned thereby many deep down curses. The Scottish farmers are meeting and protesting as hard as they can, but the inscrutable authority of the Agricultural Department is against them. It is quite true, as Dr. Montague puts it, that the

question is not so much one of prohibiting the import of disease, as most people here who know anything of the matter are distinctly of the opinion that the Canadian herds are free. The meat imports continue to increase, as the figures for the first quarter of the present year clearly show:

First quarter.	Cattle. No.	Sheep. No.	Fresh beef. Cwt.	Fresh mutton Cwt.
1896.....	135,622.....	214,845.....	625,971.....	713,812
1895.....	73,479.....	197,670.....	451,424.....	538,812
Increase....	62,143 .....	17,175 .....	174,547.....	175,000

In addition to the increase in the numbers of cattle and sheep to be slaughtered for food, we here see an increase of some 350,000 cwt. of fresh beef and mutton recorded in the brief space of three months. For the first quarter of the year our imports have been at the rate of 2,500,000 cwt. per annum for beef and of 2,800,000 cwt. per annum for mutton—totals exceeding any that have hitherto been recorded.

There is a "best" in everything.

### BUY-CYCLES

but do it carefully.  
There are many GOOD wheels—there are some better than others. . .  
There is one best

THE STEARNS 

The Yellow Fellow.  
Consult your interests by reading our catalogue; it tells many truths about bicycles. Its free.

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

# Fruit Jars

ALL KINDS AND SIZES.

## JELLY GLASSES HONEY JARS

ETC.

Prices Right.

### GOWANS, KENT & CO., Toronto

INDIAN &  
CEYLON TEAS

## G.F. & J. GALT

42 SCOTT ST. TORONTO

BOOK ON TEA BLENDING  
MAILED ON APPLICATION

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



**DO YOU?**  
WISH THUS TO BUILD  
an advertisement  
in the  
**CONTRACT-  
RECORD,**  
TORONTO  
will bring you  
tenders from the  
best contractors.

**OBSERVE  
THOSE  
OWLS**

On each package of genuine  
"Instantaneous Tapioca." It  
needs no soaking and very little  
cooking. Recipes and sample sent  
for the asking.

Howe, McIntyre Co.  
MONTREAL, Que.

CANADIAN  
AGENTS

We always have . . .

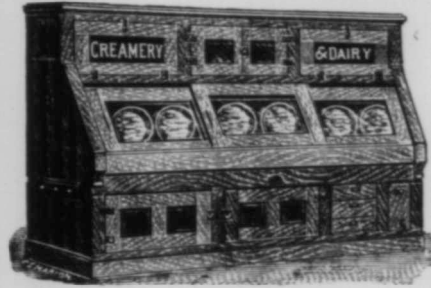
**SALT**

FOR ANY PURPOSE

Send card for prices.

**VERRET, STEWART & CO.**  
QUEBEC AND MONTREAL

**Aubin's Patent Refrigerator**



The "Grocer's Standard" is the Favorite.

Send for Catalogue and Price List.

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

**ARROWROOT**



In 13-lb.  
and 6-lb.

Hermetically  
Sealed Tins.

REGISTERED.

Imported Direct from St. Vincent, West Indies.

**Open Pan  
Salt**

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

**OPEN PAN SALT . . .**

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

. . . WE HAVE IT.

**The Canada  
Salt Association**

CLINTON, ONTARIO

**Brushes, Brooms . . . .  
Woodenware**

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

**Chas. Boeckh & Sons** Manufacturers  
80 York Street Toronto

MONTREAL BRANCH: - 301 St. Paul Street.

**A REFRESHING AND TONIC BEVERAGE**

**Lemon . . .  
Phosphate**

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

PUT UP IN PINT BOTTLES

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

Prepared by . . .

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

**BUSINESS CHANGES.**

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

**A** RECEIVER has been appointed in the estate of W. J. Brett, groceries and crockery, Windsor.

Israel Kanigsberg, pedlar, Eastman, Que., has assigned.

Charles Mair, general merchant, Kelonna, B.C., has assigned.

The Montreal Sterilized Milk Co., Montreal, have assigned.

W. Burton, general merchant, Portage la Prairie, Man., has assigned.

R. Blain, grocer, Montreal, has compromised at 20c on the dollar cash.

J. L. Roberge, general merchant, St. David, is offering to compromise.

J. S. Atkinson & Co., general store and lumber, Albert, N.B., have assigned.

S. & J. Carre, general merchants, Coteau Landing, Que., is asking an extension.

PARTNERSHIPS FORMED AND DISSOLVED.

M. Desbrisay, general merchant, Mission City, B.C., has admitted H. A. Bulwer as partner.

Freize & Roy, general merchants, Maitland, N.S.; a new co-partnership has been formed by Mrs. Mary Roy, Mrs. A. Putnam and Lewis Putnam.

Damase Girard and W. Adelard Cardinal have registered a partnership in St. Hyacinthe, Que., to carry on business there as Canadian wine merchants under the style of Girard & Cardinal.

## CHANGES.

J. F. Bezner is starting a general store at St. Clet, Que.

Joseph Gour, grocer, Montreal, is retiring from business.

Hormidas Fortier is starting a grocery store in Montreal.

R. H. McMinn is opening a general store at Little Current, Ont.

A. Dion is opening a general store at St. Pierre les Becquets, Que.

J. G. Gagnon & Co. are starting a general store at St. Andre, Que.

Alfred Desjardins, general merchant, St. Andre, Que., is giving up business.

A. B. Carnegie, grocer, Gananoque, has been succeeded by Carnegie & Toole.

Joseph Grant, wholesale grocer, Ottawa, is opening a branch on Sussex street, that city.

Matthew Beattie, general merchant, Campbellville, has been succeeded by Amos Worthington.

H. N. Bate & Sons, wholesale grocers, Ottawa, are opening a branch on Bank street, that city.

G. F. & J. Galt, wholesale grocers, Winnipeg, have sold out branch at Lethbridge to A. MacDonald.

Louisa Chute has obtained husband's consent to carry on business as a general merchant in her own name.

S. P. Grimm, general merchant, Springfield, N.S., has registered consent for his

wife, Mary Grimm, to do business in her own name.

## SALES MADE AND PENDING.

E. C. Perkins, general merchant, Masonville, Que., is offering business for sale.

The general stock of E. H. Rene & Co., St. Zepherin, has been sold at 43c. on the dollar.

The real estate of the estate of Andre Lefebvre, provision dealer, Montreal, has been sold.

The property, plant, etc., of the Owen Sound Butter and Cheese Manufacturing Association, are to be sold by auction on the 18th inst.

## FIRES.

G. S. Cook, general merchant, MacPherson Station, B.C., has been burned out; estimated loss, \$800.

## DEATHS.

J. K. Leveridge, grocer, Victoria, is dead.

V. I. Bossi, fruit dealer, Victoria, has been drowned.

**POST-MORTEM ON DEAD SCHEMES**

**O**F all the peculiar characters to be found in trade there is none so provoking and irritating as the person who insists upon holding post-mortem examinations over his dead schemes, says Inter-State Grocer. We can always find an excuse for the man who fails and accepts his misfortune without a calamity yell; but there is neither defence nor palliation for the weakness that impels or actuates a man to explain the causes of every mistake and outline the reasons for all failures.

There is too much of a tendency to hold post-mortem examinations over blunders. The world cares less about the reasons for the failure than for the reasons why success has been made possible.

There is no one to be dreaded more than the man who talks too much. He is not only a nuisance and an annoyance, but is a disturbance as well. There are some people who are irritating and there are others who are provoking, simply because they do not do the things they are expected to do; there are others who are both irritating and provoking, because they insist upon explaining why they have failed to do the things they should have done and are determined to give reasons for doing things that no business man of ordinary sense will do.

In trade enterprises the only man for whom no excuse can be found or apology offered is the man who works harder to explain his failures than he does to accomplish his purposes. Trade has its friendships and sympathies, but does not care to take part as a pall-bearer in the funeral of misfortune. In short, we care nothing for the failure of a single enterprise, provided there is a successful effort following it; but we do dread the failure that has an unending line of explanations on its trail.

**CO-OPERATIVE FREIGHTS**

For importers of small shipments. **HOW?**

Write us for particulars

**BLAIKLOCK BROTHERS, MONTREAL.****HART BROS. & LAZIER**

Stoneware Manufacturers

BELLEVILLE, ONT.



**BEST  
NEW JERSEY  
CLAY**



ASK FOR PRICES

**BETTER THAN A POT OF MONEY**

For any young man or woman is a

.. GOOD ..

**BUSINESS EDUCATION**

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

**Central Business College . . .**

Cor. Gerrard and Yonge Sts.

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

**W. H. SHAW, Principal****"SANITAS"**

**NATURE'S  
GREAT DISINFECTANT.**

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

FLUID, OIL, POWDER, &amp;c.

HOW TO DISINFECT A valuable Copy-right Book giving simple directions "How to Disinfect" in cases of the various Infectious Diseases, as also in every-day life, will be sent Free on application. THE SANITAS Co., Limited, BETHNAL GREEN, LONDON, ENGLAND.

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



# Delicious Ox Tongue

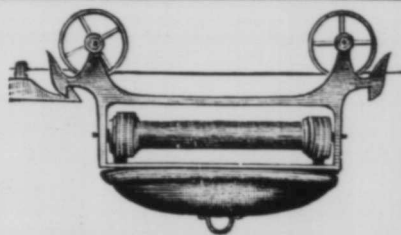
We pack these whole, one perfect tongue in each tin. There is nothing more delicate and tasty for lunch; and you can sell the tongue ready for the table at just about the price your customer would pay for the raw material at a butcher's.

**The Laing Packing & Provision Co. - Montreal.**

## CANADIAN TOMATO CHUTNEE

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

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



### CHAMPION CASH RAILWAYS

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

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

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

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

### MAINE NON-FORFEITURE LAW

**WALTER I. JOSEPH, Manager**

Room 2, 162 St. James Street, Montreal

## There's Money in Salt

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

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

**Toronto Salt Works**  
128 Adelaide Street East  
TORONTO, ONT.

City Agents for the **Windsor Salt Works**

## LIVE GROCERS . . .

BUY and sell

# ADAMS' ROOTBEER

## OTHER GROCERS . . .

BUY IMITATIONS  
AND keep them

The People want the Genuine

**ADAMS'** which is advertised in 300 of the best Canadian newspapers.

## Fine Fruit Tablets



### ENGLISH FORMULA TABLETS

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

**G. J. HAMILTON & SONS**

PICTOU, N.S.



IS THE BEST.

ASK FOR

# MOTT'S



# Have You Noticed

**Edwardsburg Starch Co., Cardinal, Ont.**

The increased demand for Corn Starch during the last few weeks? You can build on good sales all through the summer if you have the right stock. There is not a prepared Corn on the market that will beat "Benson's." Just to emphasize it we will put it in large type.

## Benson's Prepared Corn

Sardines, other brands 9 3/4 11	0 16	0 17
" P. & C., 1/4's tins	0 23	0 25
" " " "	0 33	0 34
Sardines, Amer., 1/2's	0 04 1/2	0 09
" " " "	0 09	0 11
Mustard, 1/2 size, cases		
50 tins, per 100	10 00	11 00

MARSHALL & CO., SCOTLAND.

Fresh Herring, 1-lb.	1 10	1 15
Kipperd Herring, 1-lb.	1 65	1 90
Herrings in Tomato Sauce	1 70	1 90
Herrings in Shrimp Sauce	2 00	
Herrings in Anchovy Sauce	2 00	
Herrings a la Sardine	2 40	
Preserved Bloaters	1 85	1 90
Real Findon Haddock	1 85	1 90

**CANNED MEATS.**

ARMOUR PACKING CO.—HELMET BRAND		
Corned Beef, 1 lb.	1 40	1 50
" " 2 lb.	2 60	2 75
" " 4 lb.	5 50	5 80
" " 6 lb.	8 50	8 80
" " 14 lb.	17 50	18 00
Roast Beef, 1 lb.	1 40	1 50
" " 2 lb.	2 60	2 75
Hamcheon Beef, 1 lb.	1 60	1 70
" " 2 lb.	2 75	2 85
Brawn 1 lb.	1 30	1 40
" " 2 lb.	2 35	2 50
" " 6 lb.	6 60	6 80
" " 14 lb.	14 50	15 00
Tripe Tongue, 1/2 lb.	7 00	7 20
" " 2 1/2 lb.	10 75	11 00
Hamcheon Tongue, 1 lb.	3 35	3 50
" " 2 lb.	6 50	6 80
Chipped Beef, 1/2 lb.	1 60	1 70
" " 1 lb.	2 65	2 80
" " 2 lb.	2 45	2 60
Potted Meats, Tongue or Ham	70	75
" " Potted Meats, Tongue or Ham	1 20	1 25
Potted Deviled Ham or Tongue, 1/2 lb.	70	75
Potted Deviled Ham or Tongue, 1 lb.	1 20	1 25
WHITE LABEL		
Soups Assorted, 1 qt.	3 00	3 15
" " 1 pt.	2 00	2 10
Gelatine of Boar's Head, 2 lb.	3 00	3 20
Braised Beef with Vegetables, 1 qt.	3 00	3 10
Esper Roast, 2 lb.	5 00	
Shred Gold Band Bacon	3 00	



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



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



(CANADIAN.)		
Comp Corn Beef, 1-lb. cans	\$1 40	\$1 50
" " 2 "	2 40	2 55
" " 6 "	7 75	8 25
" " 14 "	16 00	18 00
Comp Corn Beef 4-lb. cans	2 60	2 80
" " 6 "	2 60	2 85
" " 14 "	3 40	3 50
Minced Callops	2 "	2 "
" " 2 "	2 "	2 "
Launch Tongue	1 "	1 "
" " 2 "	2 "	2 "
English Brawn	2 "	2 75
Camb Sausage	1 "	2 50
" " 2 "	4 00	
Soups, assorted	1 "	1 50
" " 2 "	2 25	
Soups and Bouill.	2 "	4 50
" " 6 "	4 50	

**Codfish.** per doz.

Beardsley's Shredded, 2 doz. pkgs. 0 90

**CHEWING GUM.**

ADAMS & SONS CO.		
Tutti Frutti, 35 5c bars	\$1 20	
Pepsin Tutti Frutti, 23 5c packages	0	
Pepsin Tutti Frutti, in glass-covered boxes, 23 5c packages	0 80	
Horchound Tutti Frutti, glass tops, 36 5c packages	1 20	
Cash Register, 390 5c bars and pkgs	15 00	
Tutti Frutti Show Case, 180 5c bars and packages	5 50	
Glass Jar with Pepsin Tutti Frutti, 115 5c packages	3 75	

Tutti Frutti Girl Sign Box, 160 5c bars and packages	6 00
Tutti Frutti Cash Box, 160 5c bars and packages	6 00
Variety Gum (new), 150 1c pieces	1 00
Orange Blossom, 150 1c pieces	1 00
Flirtation Gum, 150 1c pieces	0 65
Monte Cristo, 180 1c pieces	1 30
Mexican Fruit, 36 5c bars	1 20
Sappota, 150 1c pieces	0 90
Orange Sappota, 160 1c pieces	0 75
Black Jack, 115 1c pieces	0 75
Red Rose, 115 1c pieces	0 75
Magic Trick, 115 1c pieces	0 75
Red Spruce Chico, 200 1c pieces	1 00

**CHOCOLATES & COCOAS.**

CADBURY'S.		
Cocoa essence, 3 oz. packages	\$1 65	
Mexican chocolate, 1/4 and 1/2 lb. pkgs.	0 40	
Rock Chocolate, loose	0 37 1/2	
" " 1-lb. tins	0 40	
Cocoa Nibs, 11-lb. tins	0 40	
TUDORHURST, MITCHELL & CO.'S.		
Chocolate—		
French, 1/4's—6 and 12 lbs.	0 30	
Caracas, 1/4's—6 and 12 lbs.	0 35	
Premium, 1/4's—6 and 12 lbs.	0 30	
Sante, 1/4's—6 and 12 lbs.	0 25	
Diamond, 1/4's—6 and 12 lbs.	0 22	
Sticks, gross boxes, each	1 00	
Cocoa—		
Homeopathic, 1/4's, 8 and 14 lbs.	0 30	
Pearl, " " "	0 25	
London Pearl, 12 and 15 " "	0 22	
Rock " " "	0 30	
Bulk, in boxes	0 18	
Royal Cocoa Essence, packages	1 40	
Cocoa—		
Case of 112 lbs. each	0 35	
Smaller quantities	0 37 1/2	

(A. P. Tippet & Co., Agents.)		
Chocolate—		
Caracas, 1/4's, 6-lb. boxes	0 42	
Vanilla, 1/4's, " "	0 42	
"Gold Medal" Sweet, 6 lb. bxs.	0 29	
Pure, unweetened, 1/2's, 6 lb. bxs.	0 42	
Fry's "Diamond," 1/2's, 6 lb. bxs.	0 24	
Fry's "Monogram," 1/2's, 6 lb. bxs.	0 24	
Cocoa—		
Concentrated, 1/4's, 1 doz. in box	2 40	
" " 1 lbs. " "	0 40	
" " 1/2 lbs. " "	0 33	
Homeopathic, 1/2's, 14 lb. boxes	0 33	
" " 1/2 lbs. 12 lb. boxes	0 33	

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

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

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

**COFFEE.**

Green.		
Mocha	per lb.	0 28
Old Government Java		0 30
Rio		0 20
Plantation Ceylon		0 29
Porto Rico		0 24
Guatemala		0 24
Jamaica		0 21
Maracaibo		0 21
TUDORHURST, MITCHELL & CO.'S.		
Excelsior Blend		0 34
Our Own		0 32
Jersey		0 30
Laguaya		0 28
Mocha and Java		0 35
Old Government Java	0 30	0 32
Arabian Mocha		0 35
Maracaibo		0 28
Santos		0 25

# RECKITT'S Blue and Black Lead

ALWAYS GIVE YOUR CUSTOMERS SATISFACTION



For Custards  
Ice Creams  
Blanc Manges

Etc., Etc.

OUR

## Pure Fruit Extracts

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

The F. F. DALLEY CO., Ltd.

Hamilton

## Batty's



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

ALL WHOLESALERS  
HAVE THEM.

... EIGHT PRIZE MEDALS

Canadian Agents

J. A. GORDON & CO.

... Montreal

### MARINE INSURANCE

#### The Mannheim Insurance Company

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

Further particulars obtainable by applying to Local Agent, or to

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

## Notice

TO THE WHOLESALE  
TRADE ONLY . . .

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

### CIGARETTES

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

### CIGARS

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

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

## J. M. FORTIER

MANUFACTURER

141 to 151  
St. Maurice Street

Montreal

## The Gulf of Georgia Cannery

MALCOLM & WINDSOR, Ltd.

Sole Proprietors, and Agents for

## "Ice Castle Brand" Canned Salmon

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

FACTORY, Steveston, B.C.

OFFICE, Vancouver, B.C.



A GLASS PITCHER

... Free

with Adams'

## TUTTI FRUTTI

ASK YOUR WHOLESALER FOR IT

ADAMS & SONS CO.

11 & 13 Jarvis St., Toronto, Ont.



What is it?

# ? Quality of Goods Packages Sell on Sight

“BRANTFORD” and “CHALLENGE” CORN STARCH

**SOAP.**  
Babbitts' 1776 Soap Powder ..... \$3.5



1 Box Lot ..... 4 20  
5 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.**

	per lb.	per lb.
<b>BLACK.</b>		
Congou—		
Half Chests Kaisow, Mon-	0 12	0 60
ing, Paking	0 18	0 50
Caddies, Paking, Kaisow		
<b>INDIAN.</b>		
Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchong	0 18	0 25
<b>CEYLON.</b>		
Broken Pekoes	0 35	0 42
Pekoes	0 20	0 40
Pekoe Souchong	0 17	0 35
<b>CHINA GREENS.</b>		
Gunpowder—		
Cases, extra firsts	0 42	0 50
Half Chests, ordinary	0 22	0 38
firsts		

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

**PING SUEYS.**

Young Hyson—		
Half Chests, firsts	0 28	0 32
seconds	0 16	0 19
Half Boxes, firsts	0 28	0 32
seconds	0 16	0 19

**JAPAN.**

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

**TETLEY'S TEAS.**

No. 1. Retailed 70c.; cost 50c.	
No. 2. " 50c.; " 35c.	
Mixed. " 40c.; " 30c.	

**“ALADA” CEYLON.**

Green label,	per lb.
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

**“KOLONA”**

Ceylon Tea, in 1-lb. and 1/2-lb. lead packets,	
black or mixed.	
Blue Label	0 22
Green Label	0 28
Red Label	0 35
Orange Label	0 42
Gold Label	0 58

**TObACCO AND CIGARS.**

British Consols, 4's; Twin Gold	
Bar, 8's	0 59
Ingots, rough and ready, 8's	0 57
Laurel, 3's	0 49
Brier, 7's	0 47
Index, 7's	0 44
Honeysuckle, 8's	0 56
Napoleon, 8's	0 50

Victoria, 12's	0 47
Brunette, 12's	0 44
Prince of Wales, in caddies	0 48
" " in 40-lb. boxes	0 48

**CANADIAN TOBACCO CO., MONTREAL.**

**Cut Tobaccos—**

Comfor, 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
Quessel Tobacco, all sizes	0 60
Crown Cut Plug Mixture, 1/2 lb. tin	0 50
1 lb. tin	0 47

**Cigarettes—**

Sonadora Havana	per 1,000
Royal Turkish Egyptian	\$10 00
Creme de la Creme	10 00
Lafayette	7 20
Marquis	3 80
Imperial (Virginia tobacco)	7 00
" "	3 50

**Plug tobaccos (sweet chewing)—**

Navy, in caddies	0 35
Navy, plug mark	0 33
Honey, boxes and caddies	43
Spain roll chewing, boxes	55

**Plug smoking (with or without tags)—**

Black Crown smoking, in	per lb.
caddies	0 35
Crown Rouge smoking	0 38
Leaf tobacco, in bales	0 08

**CIGARS—**

La Sonadora Reina Victoria Flor Fina, 1-20	\$85 00
La Sonadora Reina Bouquet, 1-10	55 00
Creme de la Creme Reina Victoria Extra, 1-20	55 00
Creme de la Creme Reina Victoria Special, 1-20	50 00
Honeymoon, Regalia Comme 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, Princess, 1-10	25 00
Ditto, low grades	13 50 20 00

**CIGARS—S. DAVIS & SONS, MONTREAL.**

Size.	Per M
Madre E Hijo, Lord Lansdowne	\$60 00
" " Panetelas	60 00
Madre E Hijo, Bouquet	60 00
" " Perfectos	85 60
" " 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"	
Case	per doz.
72 1-lb. cartoons	5 00
Half case, 36 1-lb.	2 50
Case, 24 3-lb.	4 25
Half case, 12 3-lb.	2 12
Case, 100 5-cent packages	3 50
Half case, 50 5-cent packages	1 80

**WOODENWARE.**

Pails, 2 hoop, clear, No. 1	per doz.
" 3 " " " "	\$ 1 45
" 2 " " " "	1 60
" 3 " " " "	1 40
" " " " "	1 35
" " " " "	1 40
" " " " "	1 40
Tubs, No. 0	per doz.
" 1	8 00
" 2	6 50
" 3	4 50
Washboards, Globe	1 90
" Water Witch	2 00
" Single Crescent	1 85
" Double	2 25
" Jubilee	2 25
" Globe Improved	2 00
" Quick and Easy	1 75
" World	1 30
" Rattler	1 30
Butter Tubs	1 60
Mops and Handles, combined	1 25
Butter Bowls, crates assort'd.	5 00
<b>THE E. B. EDDY CO.</b>	
Washboards, Planet	1 00
" Waverly	1 50
" XX	1 40
" X	1 25
" Electric Duplex	2 25
" Special Globe	1 50
<b>Matches—</b>	
5-Case Lots, Single Case	
Per Case.	
53 30	\$3 50
Telephone	3 10
Tiger	2 60
Parlor	1 70
Red Parlor	1 70
Safety	4 00
Favorite	2 25
Flamers	2 25

# 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.

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.

25 Front St. West, Toronto.

**DURABLE PAILS AND TUBS.**

TRY THEM



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. Boeckh & Sons, Toronto,  
H. A. Nelson & Sons, Montreal.

**THE  
Oakville Basket Co.,**

MANUFACTURERS OF



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

For sale by all Woodenware Dealers

Oakville, Ont.

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

**.. ODART'S SPECIALTIES ..**

· HIGH CLASS · · GREAT NOVELTY · · GOOD PROFIT ·

**ODART'S PICKLE - AND - ODART'S SAUCE**

ODART & CO., PARIS, FRANCE, AND LONDON, ENG.

*The Dry Goods Review*

**T**ELLS 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



N.B.—The old STANDARD BRAND of HORSESHOE CANNED SALMON still takes the lead, and affords the greatest satisfaction to both dealer and consumer, and for uniform excellence in quality and weight has no equal

EVERY CAN WARRANTED.

We are also packers of the well and favorably known brands of BEAVER, COLUMBIA and TIGER, all guaranteed prime Red fish.

ALL LIVE GROCERS KEEP THEM.

**J. H. TODD & SON,**

Victoria, B.C., Owners.

AGENTS—Geo. Stanway, Toronto,  
Agent for Ontario,  
W. S. Goodhugh & Co., Montreal.  
Tees & Pearsé Winnipeg.

Established 1786.  
**WALTER BAKER & CO., LIMITED,**

Dorchester, Mass., U. S. A.

The Oldest and  
Largest Manufacturers of

PURE, HIGH GRADE

**COCOAS**

AND

**CHOCOLATES**



on this Continent. No Chemicals are used in their manufactures. Their Breakfast Cocos is absolutely pure, delicious, nutritious, and costs less than one cent a cup. Their Premium No. 1 Chocolate is the best plain chocolate in the market for family use. Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children. Consumers should ask for and be sure that they get the genuine

Walter Baker & Co.'s

goods, made at

Dorchester, Mass., U. S. A.

**CANADIAN HOUSE,**

6 Hospital Street, - - Montreal.

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

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

**PUREST & BEST**

## The Largest Creamery in Canada

Is situated at Renfrew, Ont. Their output of Butter has a high reputation. In order to obtain it and keep the quality, they must use the best obtainable ingredients. They use "WINDSOR" SALT exclusively. Under date of December 17th, 1895, Mr. Wright has this to say:—

\* \* \* \* \* For your convenience I may add that it is certainly the finest salt we ever used. There may be as good, but I have never used it. It might interest you to know how we came to use it. For many years before starting our Creamery, I used English salt in my dairy, exclusively. Hearing of yours I sent for a sample, which was promptly forwarded, and we used it with our next churning. Although we used the same quantity we had always used, so much greater strength was there in your Windsor brand, that our butter was so salt that we could hardly use it. We then greatly reduced the quantity, and found it to work admirably, and consequently have used it ever since. When we opened our Creamery, Windsor Salt was at once adopted, and we have never had any reason to regret it. The barrels are well made, and being lined with paper it prevents any dirt or dust from getting in. This I consider a very important factor, and so long as you send us the same quality as you have been doing, it will require very strong inducements to cause us to use any other. You will of course understand from this that it was the Windsor Salt we used in our butter which took the Gold Medal at Ottawa in Sept. last.

(Signed) A. A. WRIGHT, Manager Renfrew Creamery Co., Ltd.

Grocers can obtain "WINDSOR" Dairy Salt, from any wholesale house, put up in 50lb. Linen Sacks and in 20lb. White Cotton Bags packed 15 in a paper lined Barrel.

**WINDSOR SALT WORKS, WINDSOR, ONT.**

# LEA AND PERRINS'

Observe  
that the  
SIGNATURE

Lea & Perrins

Is now printed  
in blue ink  
diagonally  
across the

**OUTSIDE WRAPPER**

Of every Bottle of the

Sold Wholesale by the Proprietors, Worcester;  
Grosse & Blackwell, Limited, London;  
and Export Oilmen generally,  
**RETAIL EVERYWHERE.**

**ORIGINAL . . . WORCESTERSHIRE SAUCE**

AGENTS—J. M. Douglas & Co., and Urquhart & Co. Montreal

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. O. IRVING, Superintendent.

### 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

### EDWARD STILL Assignee, Accountant, Auditor, etc.

1 Toronto Street, **TORONTO.**

Commercial Accounts and those of Estates, Municipalities, etc., thoroughly audited and investigated. Charters obtained for Joint Stock Companies. Parties in difficulties can procure prompt settlements with creditors, on easy terms, without publicity.

### OAKEY'S 'WELLINGTON' KNIFE POLISH

The Original and only Genuine Preparation  
Cleaning Cutlery.

**JOHN OAKEY & SONS, LIMITED**  
Manufacturers of Emery, Black Lead, Emery  
Glass Cloths and Papers, etc.

Wellington Mills, London, Eng  
**REPRESENTATIVE IN CANADA:**  
**JOHN FORMAN, 650 Craig St. MONTREAL**