

THE CANADIAN GROCER

VOL. X

MONTREAL AND TORONTO, APRIL 3, 1896.

No. 14

SELL
ONLY
THE
BEST!

IN COMPETITION WITH THE WORLD

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

THESE substantiate our claim that

Colman's Mustard

IS THE BEST IN THE WORLD

Fresh Herrings

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



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

SALT HERRINGS IN KEGS. "CROWN" BRAND.

All Selected Fish from the famed Aberdeen Fisheries.

For Sale by all Leading Grocers.

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

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

VARISITY CIGAR 5c. THE BEST IN THE MARKET

THE ONLY TEN CENT CIGAR

HOLD YOUR TRADE BY SELLING THESE FAMOUS BRANDS

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

PH

Y

RS. DRK

ind. its can with it lee. any

d ast.

SH

nd

ind

et

Potted and Deviled Meats

We sold last year just 2,399,112 cans of our "Helmet" brand Potted and Deviled Meats. If figures prove anything, these prove that our Potted and Deviled Meats are good and sought after. We know how to make them just right. We use the best materials in proper proportions, and we spice the meats to a nicety. They open up moist and fresh and spicy. They spread well and make delicious sandwiches. For picnics, hunting, fishing parties and outing generally, these little cans of the "Helmet" brand are indispensable.

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.

Well, Stranger

You want to know why our battery looks so dressy?

The reason is that we use

**YUCAN
 OIL BLACKING**



on all our leather straps. In the past we have used all kinds of blackings and

dressings with little or no success, until we tried the

YUCAN OIL BLACKING

The dust or sun has no effect on it
 It always keeps its color
 The Polish does not crack

We also use it on all our Rubber Goods, and you can turn any tan leather black with it. All it costs is 25 cts. per bottle and is very economical to use.



The F. F. DALLEY CO., Ltd.
 Hamilton

TANGLEFOOT

Sealed Sticky Fly Paper

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

THE DIFFERENCE

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

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



Standard Goods THE Best to Handle

FOR

PURITY

Bi-Carbonate of Soda

FOR

STRENGTH



TRADE MARK

This brand is always reliable.

Highest test 98.50% pure.

Made only by

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

"New Process" Soda, finest on the market.



Pure Castile Soap

RED LION BRAND

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

Fry's

100 PRIZE MEDALS

HIGHEST HONORS AT CHICAGO

Always Reliable.



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

It pays to sell them.



Agents for the Maritime Provinces, Ontario and the Northwest.

A. P. TIPPET & CO.
MONTREAL and TORONTO

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

The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

Laboratory of Inland Revenue,
Office of Official Analyst,

MONTREAL, April 8th, 1895.

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

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

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

The only Magic . .

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

Send for Our List. **Brantford Stoneware Mfg. Co.** BRANTFORD, ONT.

OTHER SPECIALTIES.
NOUGAT
RAHAT LAKUHM
ALMOND ROCK
EL MAHNA

CANADIAN SPECIALTY CO., Toronto.



WORKS : LONDON, W.C.

MEDALS AND DIPLOMAS.
PARIS
SYDNEY
MELBOURNE

ROSE & LAFLAMME, Montreal.

SILVER DUST WASHING POWDER

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

SILVER DUST MFG. CO. - HAMILTON, ONT.

Packed in beautiful **White Opal Jars**

**FOR
COTTAGE
AND
PALACE**



**FOR
CRUISE
AND
CAMP**

Fresh Stock
Just to Hand

THE HUDSON'S BAY CO., Winnipeg

A Great Trio



Agents **ROSE & LAFLAMME**

400 St. Paul St., MONTREAL

Canada for Canadians

Apart from the sentiment involved, there is no need of going to Great Britain or foreign countries for goods which can be just as well supplied by the home manufacturer.

EDDY'S SAFETY MATCHES AND WAX VESTAS

are made by skilled workmen from the very best material. Special care is taken to produce a perfect match not affected by our severe climatic changes.

We claim that Eddy's Matches are the best in the world, and therefore the best for use in Canada.

The **E. B. EDDY Co.** Ltd.
HULL

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., Sydney and Melbourne, Australia.

“Rose Brand”
Breakfast Bacon is **Unequaled**

Our packing houses operate fifty-two weeks every year, so we offer bright fresh goods. English cure carefully selected. Do you want a high-class article, uniform quality, the year round? If so, order from

The GEORGE MATTHEWS CO., Ltd. Packing Houses 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

On its own merits



**SELLS
WELL**

BUY IN SMALL LOTS AND OFTEN.



To Our Retail Friends

and those who will be our friends in the future: We wish to direct your attention to the magnificent assortment of High Grade Teas which comprise our present stock—

Ceylons, Indians, China Blacks, Young Hysons and Japans

It is most replete with the good things the market affords and contains values unsurpassed. Each line has been selected after a thorough cup test, and with the splendid facilities we have of examining the choicest samples going, we feel that those in the trade who fail to see what we can do for them do not do justice to their pockets and their business.

IF YOU WANT a cheap Young Hyson or Japan to retail at 25 cents we have them.

REMEMBER—It pays to look into things—and that we are always pleased to answer inquiries promptly and fully.

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



Looking into things

That's what every grocer should do, particularly when buying. Look into things and firmly and positively **refuse substitutes.**

If you are out of any lines order at once. The wholesalers are in entire possession of our vegetables, and our stock of fruits is low.

Boulter's **PEERLESS** Lion Brand Canned Goods.

Not cheap, but good.

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

THE CANADIAN GROCER

Vol. X. (Published Weekly)

MONTREAL AND TORONTO, APRIL 3, 1898

(\$2.00 per Year) No. 14

DROPS FROM THE EDITOR'S PEN.

Peevishness in merchants is neither profitable nor politic.

Circular advertising seldom goes the round of the trade circle.

Merchants who pay attention to children earn the smiles of mothers.

Business men who keep moving are usually those who stick to one place.

On the ground that he cannot afford to be dishonest, every young man ought to be honest.

Taking it day in and day out, it is far safer to lie via the tongue than via the advertisement.

People riding hobbies should be careful: More hobbies are ridden to death than to victory.

Gold is all right as a lubricant, but it cannot take the place of persistency in business building.

The sun that frees the waters from their wintry ice bonds will cause trade to flow more freely.

There are fools who kill business as well as fools who kill men. The price cutter is one of them.

When a man jokes about sand in sugar it is safe venturing that the sand of his jokes is running low.

It is well to look at a business twice before you wed yourself to it: love at first sight is not always wise love.

It is a poor shallow specimen of humanity that skims milk in order to gather a few extra cents for his pocket.

It is significant that the British Government's bill permanently excluding live cattle from Great Britain should have followed

closely on the promise in the Queen's speech to do something to mitigate the agricultural distress obtaining.

Those who are not converted to early closing by these warm, spring-like days must be past redemption.

Good trade cannot be secured by bad goods any more than can a wagon be pulled uphill by drawing the linch-pin.

Courteousness in merchants or clerks cannot run and be glorified when weighted down with affectation and formality.

Penuriousness in advertising is not judiciousness. And judiciousness in advertising is one of the secrets of success in business.

If more men were to "post" themselves before going into business there would be less posting of books by assignees afterwards.

Jump is the name of the secretary of the Southport (Eng.) Grocers' Association, which may account for the association's being ever on the move.

Merchants and manufacturers who are not as careful regarding the reputation of their products as they are of their character are likely to lose both.

There is a good deal of "squealing" in Ireland because of the competition of Danish bacon on the English market, and it is not the hogs that are squealing either.

The Proprietary Articles Trade Association of England wields, evidently, a powerful arm: It has decided that retailers' profits on patent medicines shall be 20 to 25 per cent.

Le Prix Courant, of Montreal, came to hand last week in elaborate and substantial form. It was the annual spring number. The cover was handsomely lithographed and its 85 pages showed excellent letter press as well as liberal advertising patron-

age. Le Prix Courant has reasserted its right to be termed the prince of French-Canadian trade journals.

A merchant can no more exist upon the reputation he made years ago than can a locomotive proceed on its journey by the aid of the coal consumed the day before.

Commercial travelers who were recently snow-bound for three days were surrounded by lots of the "beautiful"; but they did not see it: it was not the business with which they were enamored.

A merchant cannot take his store with him after he departs this life, no matter where his destination may be; but that is no reason why he should be careless about the appearance of his store.

If the gentlemen at Ottawa, Liberal and Conservative alike, instead of fighting on a comparatively barren question, would turn their attention from Manitoba schools to cold storage they would benefit Canada more.

This is what may be termed a carom shot: It hit the nail on the head and administered an undercut to the House of Commons. And Dr. Parkin made it.

With the sap running freely, the man who makes "maple" sugar and syrup in his cellar is out of the race altogether. Nature doesn't say much, but she's all powerful when she settles down to work. There is no competing with her.

An association that does nothing for the benefit of the trade it represents has no excuse for existence; and the members of an association who cannot make it live and health-imparting to business should turn their attention to sawing wood.

No matter how learned and experienced a merchant may be, he cannot without his trade paper know what is going on in the commercial world any more than can a man, be he as tall as a Colossus, see all that is going on in the world around him.

A CANADIAN GROCER ON TEA.

ON Thursday last it was our pleasure to receive a call from Mr. John Sloan, of Galt, Ont., Canada, wholesale and retail dealer in crockery and groceries. Mr. Sloan has made a hobby of tea for the past fifteen years, and keeps in stock some thirty varieties. Experience has taught that little dependence could be placed on books for a thorough knowledge of the article, and therefore he made the leaf his special study until he became thoroughly familiar with the peculiarities of the various sorts and the names of Indian, Ceylon, China and Japan teas. His rule is to buy on cup quality alone, making style a secondary consideration. In order to secure to customers a uniform article and to ensure their receiving the tea which pleases at each purchase, an index book is kept, in which are placed the names of all customers, together with a memorandum of the tea purchased and the date, and this is kept for ready reference whenever a customer buys tea.

Mr. Sloan has made a special study of Ceylon teas, using them, however, largely for blending, as they work together exceedingly well with China blacks, particularly the different makes of Congou. He finds that tea from the same garden in Ceylon varies from season to season, and that one cannot rely upon the tea from a certain garden for uniformity simply because it has been a prize-winner for several successive seasons. Each lot of tea must be studied on its merits. Those Ceylon teas which are best adapted for selling straight must be of a very high order. They are popular in Galt, as are the blended Ceylons. He thinks the variation in the character of Ceylon teas from season to season is to some extent due to the soil, which is shallow, the owners of gardens neglecting to keep them up to proper condition, the result being tea of varying quality.

Mr. Sloan does not use Japans to any great extent for blending, preferring to sell them straight. He is not partial to basket-fired tea. In his district in Ontario the dealer has to contend against the water, which is strongly impregnated with lime, so that the teas which please in that section would not be in such great favor in other markets, even such as are as near as Toronto. Mr. Sloan finds, however, that customers who have become addicted to the use of any one particular sort are so wedded thereto that it is very difficult to induce the use of some other variety, even though it may be of much higher value and merit. When such consumers move away they send back to Canada to get some of the same sort of tea they formerly used.

Mr. Sloan is not at all friendly to package teas, finding they vary in quality, the standard of grade not being maintained; therefore, he favors buying tea on its merits, in bulk, and selling it loose, never putting it up

in packages, except in three or five pound boxes for such customers as desire to purchase that quantity.

Mr. Sloan has also found that the heads of the tea departments of some of the jobbing houses are lamentably ignorant of tea and are unable to detect different varieties and to designate them from the leaf; they are also deficient in a knowledge of various matters connected with the cultivation and preparation of tea. Some cannot name the different sorts of Congou and tell in which part of the district they are grown.—American Grocer, N.Y.

Mr. Sloan is one of the oldest of THE CANADIAN GROCER'S subscribers. He is up-to-date and has one of the finest grocery stores in the Dominion.—ED. GROCER.

DEATH OF MRS. ROBINSON.

The wife of Ally Robinson, western representative for Richards' soaps, died in Woodstock, Saturday, March 28th, aged 36 years, and was buried in Parkhill, Monday, March 30. Ally is one of the well-known travelers that cover Western Ontario, and his many friends extend him their heart-felt sympathy in his hour of bereavement. A family of six boys are left to mourn the loss of a mother.

ST. LAWRENCE SUGAR CO.

At the annual meeting of the shareholders of the St. Lawrence Sugar Refinery Company (Ltd.) held at their office Wednesday last, the following Board of Directors was elected for the ensuing year:—Messrs. James Crathern, Robert Hampson, J. M. Douglas, E. A. Reincke, A. Baumgarten, and Theo. Labatt. At a subsequent meeting of the directors, Mr. A. Baumgarten was elected president, Mr. Labatt, vice-president, and Mr. W. B. McNally was appointed secretary.

ABYSSINIA TEA.

An official report from Abyssinia, reproduced in part by The Tropical Agriculturist, states: "Chaai is a shrub very extensively cultivated both in Shoa and in the countries adjacent. It is in general use among the inhabitants as a substitute for tea, which, in all its properties and qualities, it closely resembles. The plant is said to have been brought originally from the western mountains, of which the elevation being from 5,000 to 8,000 feet, agrees with that of the Chinese tea districts, while the average temperature does not exceed 60 deg. Fahrenheit. In a light gravelly soil it attains the height of 12 feet, and the leaves being plucked during the dry season, and well dried in the sun, fetch from 1d. to 2d. the pound. They are either chewed or boiled in milk, or infused in water, and by the addition of honey a pleasant beverage is produced, which being bitter and stimulative, dispels sleep if used to excess. The virtues of the chaai are equally to be appreciated with those of the yerba mate, recently introduced into England from Brazil and Paraguay."

ADVERTISING AXIOMS.

THE following gems of advertising wisdom and advice were sent to the press a short time since by a New York advertising agent:

The reward of the faithful advertiser is certain.

Man advertises and the people make purchases.

"Many men, many minds." Many ads. in many publications, many buyers.

"From nothing (in the leading publications) nothing comes." From something, however, results are sure to come.

"May his fame endure forever"—The advertiser who advertises with sensible copy that appeals to the sense of the people.

"The better the day, the better the deed." The better the "ad." and the better the mediums used, the better the results.

If you have something that the people need, advertise "with courage and faith," and the people at home and abroad will respond to your profit.

Do not forget that an advertisement in "perpetual motion," if it is good, will wear its way into the people's memory, with consequent results to you.

Here is a suggestion—"Make your advertisement an argument deriving its force from the situation, and present it clearly to all to whom it is addressed."

Lack of trade is bitter, but results from good advertising are sweet.

"Art is long, but life is short." Don't make your "ad." too long or too short.

"The effect ceases with the cause." Therefore, advertise with constancy.

"Ads." should be written in words that burn, but not necessarily in glowing language.

The motto of New Mexico: "It increases by going." So does an "ad." Is yours going?

"The burden which is well borne becomes light," and the "ad." well printed brings heavy results.

"Better be wise than rich," says an old proverb, but the majority by far would rather advertise and get rich.

To be prominent anywhere one must have marked characteristics. So it is with an advertisement in the crowded columns of newspapers and magazines; in order to produce the best result it must be clear, definite, conspicuous and fresh.

PRODUCTION OF OLEOMARGARINE

The production of oleomargarine in this country during the past eight years expanded considerably, but latterly the increase has been slow. The Government (internal revenue) figures are as follows:

	Pounds.
1895.....	53,264,473
1894.....	66,427,906
1893.....	65,061,775
1892.....	47,283,750
1891.....	43,574,422
1890.....	309,61,286
1889.....	33,865,120
1888.....	32,667,755

Judging by the foregoing figures the consumption of oleo in this country cuts but an infinitesimal figure beside that of butter. The production of butter in the United States, it is estimated, varies between 800,000,000 and 900,000,000 pounds.—Merchants' Review.

Are you thinking
of buying TEAS ?

If you are
we want to sell you.

We've the facilities
for selling Cheap.

All these suggest but one thing. Drop us a post card and we will do the rest.

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

HAVE YOU TRIED American Flaked Oats?

Put up in cases containing 36 packages, each 2-lbs.
Pays the retailer well, and is a quick seller.

ASK OUR TRAVELLERS ABOUT IT OR WRITE US DIRECT.

JAMES TURNER & CO.  **Hamilton**

Just Received in Store

Two invoices of Young Hyson Teas from China—true Moyune flavor—will be sold cheap. See samples before buying elsewhere. Also to hand, extra values in Ceylons and Assams.

BALFOUR & CO. Wholesale Grocers **Hamilton, Ont.**

DRIED FRUITS ARE ALL RIGHT

And we have plenty of them, all kinds, all prices—but when it comes to quality, your customers will want the canned article. A few of our lines consist of

2-lb. Tins Damson Plums, in heavy syrup . . .	\$1.50	2-lb. Red Raspberries, in heavy syrup . . .	\$1.75
2-lb. Tins Lombard Plums " " . . .	1.60	2-lb. White Cherries " " . . .	1.85
2-lb. Tins Orleans Plums " " . . .	1.60	2-lb. Strawberries " " . . .	2.00
2-lb. Pears (Flem. Beauty) " " . . .	1.50	3-lb. California Apricots " " . . .	2.00
3-lb. Pears " " " " . . .	2.00		

H. P. ECKARDT & CO.

Wholesale
Grocers,

TORONTO

MINCE PIES FOR EASTER

Nothing better can be had than

Wethey's Condensed Mince Meat

It is wholesome and delicious, easily and quickly prepared.



J. H. WETHEY

ST. CATHARINES, ONT.

The Proof of the Liquor is in the Drinking

Don't trust the manufacturers; don't take another's word; don't rely on the agents. Be your own judge. Give them one trial and see why in Scotland Mitchell's Whisky is the favorite, and why in France Richard's Brandy is so popular.

The First Trial . .

Will convince you that the judges at the Glasgow Exposition were right in granting two Gold Medals to

MITCHELL'S SCOTCH WHISKY

And that the Scotchmen are right in calling it the "Wine of the Country." It is smooth, pleasant, old.

The Second Trial . .

Is not necessary to show why the best known and the best liked Brandy in France is

P. RICHARD'S BRANDY

Made near Cognac in France. Sold throughout Europe. Guaranteed pure by analysis. A general favorite wherever it's known.

SOLE AGENTS
FOR CANADA

Laporte, Martin & Cie.

72 St. Peter
Street

Montreal

Young Hysons

We desire this week to draw your attention more particularly to these Teas in the lower grades. Our travellers will be pleased to show you the values we are offering. Nothing equal to them on the market.

DAVIDSON & HAY, WHOLESALE GROCERS, Toronto, Ont.

Particular Flour Buyers—Those who want the very best of winter wheat flour at a moderate price—We want to give you quotations.

OBELISK FLOUR

REGISTERED

Is first-class in every particular. We know it and we are anxious for you to know it too.

THE TILSON COMPANY, Ltd., - Tilsonburg, Ont.

When a Man . . .

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

FLAG-SHIP SALMON

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

Canadian Pacific Packing Co. LULU ISLAND, B.C.
ROBERT WARD & CO., Ltd. Sole Agents VICTORIA, B.C.

Fancy Groceries

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

- | | |
|------------------------|-------------------------|
| French Peas | Olive Oil |
| French Mushrooms | Spanish Queen Olives |
| Nonpareil Capers | Genuine French Sardines |
| Genuine French Mustard | |

The above in all sizes and all grades. The very best obtainable at the different range of prices.



◆◆◆

Turner, Mackeand & Co.

Wholesale Grocers,
WINNIPEG



ALWAYS UNIFORM

THOROUGHLY TESTED IN EVERY WAY

Snow Drift Baking Powder

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

The Snow Drift Co., Brantford, Ont.



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

The Sydenham Glass Co. Ltd.

Manufacturers of WALLACEBURG, ONT.

FRUIT JARS

BRANDS: The Winner, The Best, The Beaver

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

REPRESENTATIVES:

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

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.

UNPROFITABLE SERVANTS.

AN agitation has been started in the United States with the object of holding a convention of business men to inform the politicians "of the attitude of the business world on the coinage question."

In Canada we have no coinage question to disturb and unsettle trade. Our currency is quite suitable to our requirements. But our politicians need to be informed of a good many things of which they are now designedly or unconsciously ignorant.

Both Cabinet and Parliament at Ottawa need to be taught the lesson that trimming sails for party exigencies or pandering to race and creed is not transacting the business of the country. On the contrary, while these things obtain, the business of the country is being undone instead of done.

The present session is one of the most lamentable evidences we have had of this since Confederation. For three months, the House has been in session; and what for? Merely to keep boiling the pot of race and creed; dividing race against race and creed against creed; creating food for sharpening the appetites of fanatics, who in the name of religion would tear each other to pieces.

While this is going on not only are the business interests of the country dying of neglect, but the Dominion is retrograding. A country cannot stand still. It must either go forward or backward. There is no middle point where it can lie down and sleep.

Goodness knows when this race and religious war in the hearts of the people will give place to peace. But one thing is certain: every year it continues it throws the country and the business interests of the country back a decade. If this thing goes on we shall ere long be back into the middle ages, instead of stepping into the van of the nations, where the natural resources of the

Dominion and where the physique of our citizens entitle us to be.

Had the politicians at Ottawa—we cannot call them statesmen; we have no statesmen, or, at least, enough to act as pall-bearers to a light-weight corpse—passed the three months in discussing ways and means of hoeing corn they would have done more good than they have done in discussing the question they have: they would not, at any rate, have done as much harm.

THE CANADIAN GROCER is fully persuaded that the Manitoba school question could have been amicably settled in three weeks at the outside, had the politicians been as zealous for the interests of this country as they have been for party welfare.

Had the different mercantile institutions of this country been conducted for three months on the same lines as the business of the Dominion has been at Ottawa during the last three months, what would have been the result?

Supposing, for instance, that the clerks and salesmen of the different establishments had arranged themselves into different factions and had spent their time day after day for three months reviling each other with a view to gaining some personal advantage, allowing, at the same time, the interests of their employers to go by the board, what would be the natural consequence? It would be either one or two things: If the employers did not throw these unprofitable servants out root and branch, the creditors would throw out the unwise employers in short order.

The gentlemen who sit in Cabinet places at Ottawa and occupy seats in Parliament there are the servants of the people. The general election—the day of reckoning—is not many moons away, and if the masters do not treat their servants as they richly deserve to be treated they will have proved themselves to be no longer fit for representative government. But the masters are aroused, and if they keep aroused, the next Parliament will see an at least partially refined membership.

The question is not so much now whether a candidate for parliamentary honors is Grit or Tory, as is he possessed of average business common sense. What the business interests of this country need in Parliament is first of all men who are schooled in business practice, and men with whom party is a secondary consideration.

This country is reaching a critical stage in its history. There are questions pressing upon us that demand the attention of statesmen, not ward politicians. Although there is a dearth of these men in Parliament, thank goodness there is not in the country. We want now to bring into public life those who are in private life and relegate to private life the great majority of those at present in public life. There need be no concern for the future of the Dominion then.

BULLISH SALMON NEWS.

TO give anything like an adequate forecast of next season's market for canned salmon would be fallacious: many things may develop to knock it to the winds.

It is perfectly in order, however, to deal with conditions as they are to-day. These conditions are bullish in character, whatever they may turn out to be before the regular salmon-canning season materializes.

THE CANADIAN GROCER is led to these conclusions by advices received in Toronto within the last few days from the Coast.

This is about the time of the year when the canners make their contracts for fish, and the advices in question state that the figure which the canners have agreed to pay per fish next season is 25c. The significance of this will be appreciated when it is remembered that the ruling price last year was 10c. per fish.

Twenty-five cents per fish means that the actual cost of putting up a case of first-class salmon would be something in the neighborhood of \$4.75.

Last year the idea for first-class and well-known brands of red salmon was \$4.50 f.o.b. Coast. This price was 90c. per case more than in 1894, and led to more careful buying on the part of wholesalers than usual, with the result that some of the standard brands did not come to this market in such large quantities as formerly, purchases having, in some instances, being too long deferred. And if the price last season frightened them, what will that based upon an actual cost of \$4.75 per case to the canner do?

At the prices which salmon has been selling this season there has undoubtedly been a check in the consumption, and if the cost of putting up salmon is around what the advices in question assert it will be, the diminished consumption will be still more pronounced next season.

The Canadian consuming public have got into the habit of paying 25c. for two tins of salmon, and when they cannot secure them at that figure a good many will turn their attention to something else. If it is going to cost the packer \$4.75 per case, obviously the retailer cannot sell two tins for a quarter.

But salmon fishing is a long way off, and many things may develop in the meantime.

It might be stated that the high price at which canners have contracted for next season's fish is due to competition among the canners themselves. Even the price paid to the fishermen last year was declared by the packers to be unduly high.

MAPLE SYRUP PROSPECTS.

The present weather is favorable to the yield of maple sugar and syrup, and though it is yet too early to speak with certainty the prospect is considered encouraging.

It is understood that an effort will be made this year to introduce this famous

Canadian delicacy to the English consumer. That it will please their palates if the goods are of the right kind is a foregone conclusion, and exporters should bear this fact in mind.

First impressions are everything and they should make it a dead certainty that the 1,000 gallons of syrup and the 500 pounds of sugar which are to be the initial shipment should be A1 in quality.

THE EGG MARKET.

THE egg market is not as satisfactory to sellers as it was a year ago at this time, prices being about three cents per dozen lower.

The cause is quite natural: Last year early in the season the market was cleaned up of pickled and cold storage stock in order to satisfy the demand from the United States. This year no such demand was experienced, with what result every dealer is fully acquainted.

As we write, the wholesale price on the Toronto market is 13c. per dozen for new laid. But what the figure will be to-morrow or next day is problematical. In view of this the buying is of a hand-to-mouth character. The price is ruled from day to-day by the receipts.

A good many people in the country appear to be still sticking to the old custom of holding their eggs as near as possible to the Easter holidays in the hope that better prices will then obtain. This kind of speculation has proved so fallacious in the past that it is surprising that so many people experiment with it again.

No matter how large a market may be, there is a limit to it. Hence, when eggs or any other commodity are sent on the market with a rush that chokes the exit, and causes it to overflow, prices must necessarily fall. There are exceptions, of course, but it is better to be guided by the rule than the exception.

A SPICE MILL FAILS.

On Friday last, a demand of assignment was made on the Globe Spice Mills Co., 393 St. Paul street, Montreal. The assets consist of the stock in trade, fixtures, etc., and until the accountant, Charles Mignault, makes his inventory, the prospect for the creditors is not known. There are sixty-two creditors, whose liabilities aggregate \$13,000, the largest of whom are the Banque Jacques Cartier, \$3,842; Bank of Nova Scotia, \$1,296; Charles Cote, \$410; Doyle & Anderson, \$267; Thomas Davidson & Co., \$290; J. B. Lafontaine, \$287; W. M. Knowles & Co., \$221; Lazarus, Rosenfeld & Lehan, \$302; William Morandeville, \$250; Geo. P. Magann, \$700; McKee Bros., \$394; E. A. Parrott, \$475; J. C. Simpson, \$538; R. N. Tomblyn & Co., \$233, and the R. T. French Co., \$238.

WHOLESALE GROCER FAILS.

PATRICK GRACE & CO., wholesale grocers, Montreal, assigned on Monday last at the demand of A. E. Mallette, wholesale liquor merchant.

The liabilities are in the vicinity of \$95,000, and until an inventory is made the prospects for the creditors are not known, but it is believed that they are fair, as there is a quantity of fairly valuable real estate to realize on.

The assets consist of a stock of groceries, liquors, six horses, summer and winter vehicles, harnesses, book debts; also, a share in his inheritance in the estate of the late Patrick Grace, upon which there is a mortgage of \$10,000 in favor of W. J. Grace. The immovable properties are: One property in the city of Quebec, one in St. Cesaire, P.Q., one in St. Denis Ward, and one in Casselman, Ont.; all deeds and titles to be deposited with the curator as soon as he is appointed. There are 85 creditors, whose liabilities aggregate between \$90,000 and \$95,000. The largest creditors are the Banque du Peuple, \$23,638; Molsons Bank (direct), \$4,950; J. Barsalou & Co., \$339; J. Dugal, \$454; V. Gauvreau, \$516; Globe Spice Mills Co., \$535; W. J. Grace, \$2,500; M. T. Grace, \$3,200; Estate Patrick Grace, \$2,225; C. Gratton, \$244; C. Jobit & Co., \$355; Laporte, Martin & Co., \$675; M. Lefebvre & Co., \$13,000; D. Masson & Co., \$228; Morin & Co., \$717; A. E. Mallette, \$205; E. Neoreau, \$263; Jas. O'Farrell, \$2,540; T. Patenaude, \$210, and W. R. Wonham & Sons, \$206.

Indirect—Molsons Bank, \$19,821.

Mortgages—W. J. Grace, mortgage on one-fifth of any inheritance in estate of late P. Grace, \$10,000; on Quebec property, \$150, and on St. Denis Ward property, \$100.

SUMMER FREIGHT RATES.

The Montreal Board of Trade were notified on Tuesday last by the G.T.R. and C.P.R. that the summer freight rates on all kinds of merchandise went into effect on April 1st. This, it is expected, will brighten up trade materially.

QUALITY OF CANADIAN MILK.

The following figures are taken from Bulletin No. 43 of the Inland Revenue Department, and give the result of the analysis of milk last year, together with a comparison with the analysis of 1892:

	1892.	1895.
All the localities.....	66.6	71.9
Halifax.....	58.3	66.6
Quebec.....	61.5	86.1
Montreal.....	72.2	72.7
Ottawa.....	73.1	62.5
Toronto.....	50.0	50.0
London.....	55.5	66.6
St. Thomas.....	75.0	100.0

Commenting upon these figures, Chief Analyst McFarlane says: "From these figures, it would appear that there has been

a general improvement in the quality of the milk supply, and that this is also observable in the cities of Halifax, Quebec, London, and St. Thomas. On the other hand, the quality has remained stationary in Montreal and Toronto, and has deteriorated in the case of Ottawa."

MAKE A GOOD IMPRESSION.

A customer who comes into the store for the first time and is satisfied with the prices, the treatment she receives, the appearance of the store and the clerks therein, will surely come again; but it takes some time until a customer gets enough confidence in a store-keeper to call him his or her grocer, says Retail Grocers' Advocate.

It is a very good recommendation if a lady says "Mr. So and So is my grocer," providing such a lady is a good customer, good payer, and well known in your neighborhood.

The more those customers call the same grocer their grocer, the better it is for him and his business.

SYSTEM IN THE STORE.

EDITOR GROCER.—System sounds very nice and plausible on paper, but the next thing is to get it in working order. I can readily understand it in a large city store, where everyone has his particular department and work laid out; but how can it be accomplished in a general store, where we go out and take orders in the country four times a week, delivering them the following day or so, and when everyone seems to have a finger in the pie of all the work, and the old saying, everyone's business is nobody's business?

Take it in a store where there are four or five employed, and when orders are taken outside of the store, it is a difficult task to lay out the work.

I have received many valuable hints from THE CANADIAN GROCER, and would like to know how some situated similar to us get it down to a system so as to expedite the amount of work.

Would you give us your views on the subject, and ask some of the successful general storekeepers their experience. I am sure it would be of great interest to us and a benefit to a number of the numerous readers of your widely read journal. Would prefer if you would ask the question as if you were desiring the information yourself.

I put in an oar for you whenever the opportunity occurs, telling travelers we saw and-so mentioned or quoted in THE CANADIAN GROCER. Please excuse my numerous questions, but that seems the only way to keep up with the times.

Yours, etc.,

A SUBSCRIBER.

REMARKS: THE CANADIAN GROCER is firmly convinced that system can obtain in all branches of trade, the difference being only one of degree. Will some of our readers give us their ideas and experiences in short and terse letters? THE EDITOR.

SUBSTITUTION OF GOODS IN WAREHOUSE.

THE question of the substitution of goods held under a warehouse receipt has been receiving a lot of attention from the mercantile public of late. The cause was the testimony of General Manager Hague, of the Merchants' Bank, in an insurance case at Montreal recently. This was an action taken by the bank, and one Chisholm, a warehouseman, for the recovery of some insurance from the Citizens' Insurance Co.

Evidence was adduced showing clearly that goods were regularly substituted for others in Chisholm's warehouse. In the course of his examination Bank Manager Hague stated that substitution was allowable under certain circumstances.

This stand was disputed by several other bank managers, and at last individual merchants demanded that the Montreal Board of Trade should take such action as would correct any impression that might arise that the substitution of goods under a warehouse receipt was the custom, and allowable in Montreal.

The Executive of the Board held a private meeting which is currently reported as a pretty hot one, and opinions were not minced, it is understood. It finally culminated in the following resolution, taking a directly opposite stand from that of Manager Hague, in fact declaring the practice criminal. The resolution was: "That the Council of the Montreal Board of trade desires to correct an impression which appears to prevail, that the substituting of goods held under warehouse receipts is allowable, and the custom in Montreal. And the Council desires to make known the fact that that substitution is a criminal offence."

PERSONAL MENTION.

Mr. Geo. I. Middleton, late with H. P. Eckardt & Co., has joined the traveling staff of the Eby, Blain Co., Ltd., and will cover the Western Ontario territory—Grand Trunk, Main Line and Southern Division West, Brantford, Woodstock, Stratford, St. Mary's, Sarnia, Chatham, etc. Mr. Middleton has covered this territory for the last seven years, and, by carefully watching his customers' interests and close application to business, has justly gained a high reputation on the road.

PROFITS VS. QUALITY.

Too many grocers think of their profits to the exclusion of every other consideration, which is a mistake, says Grocery World. A grocer may make 50 per cent. on one article and only 15 per cent. on another, yet in the end the 50 per cent. article may prove to have netted him an actual loss. Quality is the main thing. Every article which leaves

the establishment is an advertisement, and will impress the purchaser more strongly than any newspaper advertisement ever written. If it is shoddy, and embodies poor value for the money charged, the buyer's trade will be lost, and the apparently handsome profit reaped on it will turn into a heavy loss. On the other hand, a strictly high-grade article embodying unusually or even ordinary good value for the price, even though the profit on it be but half that made in the former case, may, by trade held and extended, result in a splendid profit.

BUILDING UP A BUSINESS.

THE man who aspires to establish a permanent paying business will take great care in laying his foundations, writes John G. Graham, in Printers' Ink. No matter what particular line he may be in, he may have the very laudable ambition to lead in his trade, to make his name pre-eminent among his fellows and to have his goods mentioned as the best of their class. The grandest advertisement ever penned is poor compared to a reputation for keeping honest goods and telling the truth about them. In building up a business be careful not to make a false start by neglecting this. Found your business on truth, and the superstructure is bound to be a success, but if your foundation rests on false goods and false statements, your business is in danger of tottering at any minute, and is almost certain of collapse sooner or later.

If you are in business "for keeps" you must strive to please the public permanently. It won't do to give real bargains occasionally and practise a "skin" game in between. Never advertise what you haven't got and can't supply. To the crowd who visit your store in response to such ads you are simply furnishing an object lesson in lying. You will make more enemies than friends that way. It is a great thing to have your advertisements implicitly believed. It is easy, too, if you always tell the truth. People are as quick to appreciate the truth as they are to condemn falsehood.

In building up a business you should choose your employes with great care and discrimination. Everyone of your salespeople should be polite. Courtesy to all is one of the first essentials in a well organized store. And the best way to teach your employes politeness is to set the example yourself in your relations with them. Don't earn a reputation for being mean or over-strict with your help. Try and make each individual feel that he or she is a part of the firm, and that much depends on his or her personal efforts. Do everything you can to make your help comfortable—kindness goes further than bullying. Well treated employes are great advertisements. People will talk about where they work and how they are treated. Don't forget this item—it is a very important one. Your help when out of

the store can do you a great deal of good or harm—just according to the way they are treated. And the more help you employ the more good or bad advertising you will get.

No big business is built up in a hurry. It takes time, patience, care and watchfulness. It can't very well be done without advertising, and plenty of it, but such advertising is not so much an expense as a source of profit. Without it the business could not grow so fast or so extensively. With it, done judiciously, it can't help growing.

The advertising should be proportionate to the business. Never do more than you can afford to. At the commencement you have to be sparing of space. As the store grows so should your space—you can pay for it better, and the added advertising will make the store grow still bigger.

Another point in building up a business is to get a reputation for prompt pay. That's a big advertisement in itself. If you can pay cash for everything you buy you'll get the best, and you'll get it cheaper than the thirty or sixty days man could. People will be glad to deal with you, are sure to talk favorably of you, and you'll get plenty of first offers or "options" on goods that credit men would not be asked to buy. The big businesses that have been built up in this and other countries were chiefly started and managed on the above lines.

ONE TRADE TRICK.

"These goods are marked down one-half in order to clear out old stock," read the sign in the store window.

The retired tradesman sighed as he saw it. "Life is full of deceits," he said, reflectively, "and especially business life. Now, if these goods were really old stock, do you suppose they'd be marked down?"

"Why not?" said I.

"Because the firm never could get rid of them. If you ever go into trade, John, and find yourself possessed of a lot of old stock that you want to get rid of, the thing to do is to mark up the price instead of marking it down."

"How so?" said I.

"When I was in business," he replied, "I remember one time we had a lot of fancy shirt-fronts—gaudy things you know, moons and stars on them, and all that. They were in wretched taste, and we could not sell them. So, after they had lain around for awhile, we marked the price up one-half and stuck them in the window as the very latest Paris importation. If they had been cheap, nobody would have had them. But the average buyer judges almost wholly of value by prices. So, when we put the price up, everybody thought they must be something extra, and so we sold the whole lot inside of three days. There's tricks in all trades, John."—Buffalo Express.



THE RISE AND FALL

Of man is not half so perplexing a question to a good baker as the "rise and fall" of a batch of cakes. The cakes are mixed all right—all the conditions are favorable—but the ultimate result depends upon the baking powder.

How important, then, is it to have a good reliable article—one that does its work accurately and effectively at all times.

Now, Baking Powder is a specialty with us. We put it up under special labels for the trade, thus enabling them to reap directly the results of their push and energy, and have a trade exclusively their own.

There is no question about the merit of the powder. It is compounded upon strictly scientific principles, and was only offered to the public after exhaustive and satisfactory tests. Another thing—there is a handsome margin in it for you.

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

EXCELLED



BY NONE

Sparkling

Knox's Gelatines

Calves Foot

No. 1. Knox's Sparkling
Calves Foot Gelatine

No. 2. Knox's Crystallized
..... Fruit Gelatine

No. 3. Knox's Acidulated
..... Gelatine



THERE are many peculiarities about this Gelatine that make it immediately profitable. There are three kinds. Then you can suit any taste. It is attractively put up. It is in granulated form. It is almost instantaneous. No tedious waiting. No elaborate preparations—and then you

MAKE MONEY

and a good reputation by selling it. We know this Order from any wholesale house.

A. E. Richards & Co.,

Sole Agents
for Canada,

Hamilton, Ont.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

GROCERIES.

TRADE exhibits a little more life this week. It is by no means active yet. All that can be said is that there is an improvement. During the week quite a few sorting up orders have been received from the country, dealers evidently being desirous of getting their stocks into shape before the usual break up of the country roads. While country trade has improved, city trade has gone the other way during the past week. Sugar is stronger in the outside markets, and a little more business is being done by the Canadian refineries. High-grade coffees are also a little firmer in price on the primary markets. The canned meat trade is beginning to pick up, and retailers are a little more disposed than they were to buy canned salmon. Tomatoes and peas continue in strong position. Spices are quiet and steady. There is not much doing in teas, although, if anything, the demand is a little better than it was. Foreign dried fruits are in moderate demand at unchanged prices. Payments still are slow.

CANNED GOODS.

Salmon is experiencing a slightly better demand this week, although the output is still light. The wholesalers are this week beginning to place orders for canned meats. Peas are getting very scarce, and the position of tomatoes is becoming stronger. Corn is weak and can be obtained at almost any price. The low price at which corn is being sold has induced an increased consumptive demand. "I am inclined to think," remarked a well-known and conservative wholesaler, "that all the corn will be used up yet." We quote as follows: Tomatoes, 80 to 90c.; corn, 70 to 80c.; peas, 95c. for ordinary; sifted select, \$1.10; extra sifted, \$1.45 to \$1.50; peaches, \$2.90 to \$3 for 3's, \$1.90 to \$2 for 2's; raspberries, \$1.40 to \$2.00; strawberries, \$1.80 to \$2.45, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 85 to 90c.; gallons, \$1.90 to 2.25; salmon, "Horseshoe," \$1.40 to \$1.45; "Maple Leaf," \$1.35; "Lion," \$1.35 to \$1.40; Lowe Inlet, \$1.27 to \$1.30, in tall tins; cohoes, \$1.10 to \$1.20; canned mackerel, \$1.10 to \$1.20; lobsters, \$1.80 to \$2.10, for tall tins; flats, \$2.35 to \$2.65; half tins, \$1.45 to \$1.50; Canadian canned beef, 1's, \$1.35 to \$1.45; 2's, \$2.25 to \$2.35; 6's, 7.50 to \$8; 14's, \$15 to \$16.50.

COFFEE.

A cable received by a Toronto house this week announced that fine grades of Rio coffee will cost ¼c. per pound more than they did three weeks ago, and that in these descriptions of coffee no decline was anticipated. The local market remains much the same as it was a week ago. We quote green in bags: Rio, 18c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 25c.

SYRUPS.

There is no special feature to note. The Canadian refineries have little syrup to offer; some have none. We quote: Dark, 30 to 32c.; medium, 33 to 35c.; bright, 40 to 42c.

MOLASSES.

Trade is fair, but without any special feature. We quote: New Orleans, barrels, 28 to 35c.; half-barrels, 30 to 35c.; Barbadoes, barrels, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

The sugar market is attracting a little more attention this week, although it is not on account of the volume of business that is being done: It is because of the appreciation in the outside markets. Prices fell off a little on the London market on Saturday, but this week opened out with a steady tone, while New York, on Monday, advanced 1-16c. per lb. on granulated, which is now quoted at 5c. by the Trust. Receipts from Cuba are almost nil and are expected soon to reach the vanishing point. Business on the Toronto market has improved a little during the week, but the turnover is still small. Prices rule as before. Demerara sugar in sacks is in stock with some of the Toronto wholesale houses this week. Wholesalers' quotations are: Granulated, 4¼ to 4¾c.; yellows, 3¾c. up.

SPICES.

Business is picking up a little. Prices in the primary markets have a firmer tendency all round. Pepper has advanced. Quotations locally are as before. We quote as follows: 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.

Japan rice is firm at outside points; locally there is no change. Business is quiet at 3½ to 3¾c. for ordinary.

NUTS.

New season's Brazil nuts are on the market this week. They will sell at about 11c. per lb. Trade is quiet and prices unchanged. We quote as follows: Brazil nuts, 14 to 15c.; Sicily shelled almonds, 25 to 26c.; Tarragona almonds, 14 to 14½c.; peanuts, 10 to 12c. for roasted, and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 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.

The market has ruled dull on all kinds. A few transactions are reported in low-grade Young Hysons, in which kind some of the shippers have nearly cleaned out last year's stock. China blacks are neglected, and there is nothing doing in Japan teas on wholesale account. A few parcels of Indian and Ceylon teas have changed hands during the week, principally in low and medium grades. Wholesalers report a little better enquiry for Japan teas. We quote

ruling prices to retailers: 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.

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

The demand continues fair for Valencia raisins. We quote: Off-stalk 4½ to 4¾c.; fine off-stalk, 5 to 5¼c.; selected, 6 to 6¼c., and layers, 6½c.

An improved demand for California loose muscatels has developed. Apricots are dull, and slightly higher prices are ruling for peaches. We quote: Apricots, 8 to 14c.; peaches, 6½ to 8½c., in bags, and ½c. per lb. more in boxes; pears, 8 to 10c.; plums, 6½c. for unpitted, and 9½ to 10½c. pitted; nectarines, 9½ to 10½c.; loose muscatels, 4½ to 6½c. per lb.

California prunes are strong. There is a fair demand in the local market for prunes, those of California growth still getting the preference. We quote: Bosnias, "Sphinx" brand, "A," 65 to lb. 9c.; "B," 75 to lb. 7¼c., "U," 102 to lb., 6½ to 6¾c.; California prunes, 40-50, 9 to 10c. per lb.; 50-60, 8½ to 9½c. per lb.; 60-70, 8 to 9c.; 70-80, 8 to 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.

Stocks of Sultanias in Smyrna are about exhausted, and there is a general scarcity of low and medium fruit in London. Prices are firm. Locally the conditions are much

IMITATIONS

yes, thousands of imitations of

"SALADA"

CEYLON TEA

Every house have their packet tea. They blaze forth, flicker, and die out, and are not heard of again. "Salada" keeps on growing because it has no equal.

P. C. LARKIN & CO.

Wholesale Agents.

25 Front St. East.

and TORONTO

318 St. Paul St., MONTREAL



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

KEEP IT TO THE FRONT.

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

BRANCHES—

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

the same as a week ago. The idea as to price is still $5\frac{1}{2}$ to 6c.

Eleme figs are quiet and unchanged. We quote: Eleme, 14 oz., 9 to $10\frac{1}{2}$ c.; 10 lb., $9\frac{1}{2}$ to $12\frac{1}{2}$ c.; 12 lb., $12\frac{1}{2}$ c.; 28 lb., 15c. Dates still rule quiet at $4\frac{1}{2}$ to $5\frac{1}{2}$ c.

GREEN FRUIT.

Oranges have found a ready sale during the week, and stocks have been kept fairly complete by the arrival of fresh shipments. Prices rule slightly higher than a week ago. The demand is principally for California navels, although a good many Messinas are being asked for on account of their price. The price of California oranges continues to stiffen. The tone of the lemon market is easy, but prices are already so very low that the trade can scarcely conceive that they will go any lower. On the contrary, they look for higher figures with warmer weather and an increased demand. The demand for lemons is good. Pine apples are slow of sale, and there are not many coming forward. Bananas are experiencing a good demand. A number of carloads have arrived during the week, but the fruit, which is coming forward green, is slow to ripen. There is a good enquiry from the country for bananas. The demand for apples is good, but the supply is limited, with prices firmer. Returns denote further improvement on the English market. We quote as follows: Lemons—Messina, \$2.25 to \$3.25 for 360's and 300's per box. Oranges—California navels, \$4 to \$4.75, according to size; ditto seedlings, \$3 to \$3.50; Valencias, 420's, \$5.50 to \$6; Jumbo's, 420's, \$6.75 to \$7; ditto, 714's, \$6.75 to \$7; Sevilles, \$2.50 to \$2.75 per box; Messinas, half-boxes, \$2 to \$2.25; ditto, boxes, \$3.75 to \$4.25. Bananas, \$1.25 to \$1.75; cocoanuts, \$3.50 to \$4 a sack;

apples, Spies, \$3.50 to \$4, Baldwins, \$2.50 to \$2.75, greenings, \$2.25 to \$2.50 a barrel; Russets, \$1.75 to \$3; domestic onions, 75c. per bag; Spanish onions, 75c. per small crate; pineapples, 25 to 35c.; sweet potatoes, \$3 to \$3.25 per bbl.; cranberries, \$5 to \$8 per bbl., and \$2.50 to \$3 per case, according to quality.

BUTTER AND CHEESE.

BUTTER—Although a little more butter has been coming in, the supply of good butter is still insufficient for the demand, and prices rule fractionally higher than a week ago for large rolls. There is practically no tub butter except low-grade coming forward, and there is little demand for that. We hear of some enquiry from Montreal for low-grade butter, but it does not appear to have led to any transaction. There is a lot of low-grade butter on this market that dealers would only be too glad to get rid of. We quote: Early summer dairy store packed, 8 to 10c.; good to choice fresh packed, 16 to 17c.; large rolls, fresh, 17 to 18c.; dairy pound prints, 18 to 19c. Fresh creamery—Tubs, 21 to 22c.; do., pound prints, 22 to 23c.

CHEESE—The Old Country markets are a little better, and there is a fair demand locally. The demand is principally for late make cheese at 9c., although the range is from $8\frac{1}{2}$ to 9c. Early make is quoted at 8 to $8\frac{1}{4}$ c., but the quality is not desirable.

COUNTRY PRODUCE.

BEANS—Trade continues quiet, at from 90c. to \$1.

DRIED APPLES—Market is still quiet, with the jobbing price unchanged at $3\frac{3}{4}$ to 4c.

EVAPORATED APPLES—Are neglected with prices easy at 6 to $6\frac{1}{2}$ c. per lb.

EGGS—As we write 13c. is the idea for new laid eggs, but this price is subject to change from day to day just in proportion as the receipts are large or small. The demand is only of a hand-to-mouth character.

HONEY—The market is still quiet, with prices nominally as they were before. We quote: Strained, clover, 9 to 10c.; dark, $4\frac{1}{2}$ to 5c.; comb, clover, \$1.80 per dozen; dark, 80c. per dozen.

POULTRY—There is practically no poultry on the market, and quotations are nominal. We quote: Turkeys, 9 to 12c.; geese, 7 to 8c.; chickens, 40 to 60c.; ducks, 60 to 90c.

POTATOES—The market is firmer, and we hear of transactions on track at 22c.; out of store dealers are asking 30c. per bag.

MAPLE PRODUCTS—Are quiet and unchanged. We quote old as before: Syrup, small packages, 90c. to \$1; ditto, 5 gallon tins, 80c.; sugar, 10c. per lb.

PROVISIONS AND DRESSED HOGS.

The demand is fairly steady for all lines of provisions, although orders are small. The demand for smoked meats has been a little better lately. There has been a good demand for lard, stocks of which are light. Prices are a little easier both on lard and bacon.

DRY SALTED MEATS—Long clear bacon, $6\frac{1}{4}$ c. for carload lots, and $6\frac{1}{2}$ to $6\frac{3}{4}$ c. for small lots; backs, $7\frac{1}{4}$ to $7\frac{1}{2}$ c.

SMOKED MEATS—Breakfast bacon, 10c.; rolls, 7 to $7\frac{1}{4}$ c.; hams, large, 22 lbs. and over, $8\frac{1}{2}$ to 9c.; medium, 15 to 20 lbs., $9\frac{1}{2}$ to 10c.; small hams, 10c.; backs, 9 to $9\frac{1}{2}$ c.; picnic hams, 7c.; all meats out of pickle, 1c. less than above.

LARD—Pure Canadian, tierces, 8c.; tubs, $8\frac{1}{2}$ c.; pails, $8\frac{3}{4}$ c.

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.

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
Eggs

Lard
Apples

Cheese
Etc.

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

88 Front Street East, Toronto

FISH..

We have now in stock the following fresh frozen fish.

FROZEN	SEA HERRING
"	CODFISH
"	HADDOCK
"	PIKE
"	PICKEREL
"	WHITEFISH
"	TOMCODS
"	SMELTS
"	LOBSTERS

Also full line pure Boneless Cod, Finnan Haddies, etc. Write us for prices.

LEONARD BROTHERS
MONTREAL.

Fresh Arrivals

FANCY NAVEL ORANGES
FANCY MESSINA ORANGES

SPECIAL

We can suit you in

Bananas

CLEMES BROS., TORONTO

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

FISH AND OYSTERS.

The fish trade continues dull for the Lenten season. The feature of the trade this week is the arrival on the market of fresh caught trout. They are caught through the ice, and sell wholesale at from 7½ to 8c. per lb. The oyster trade is nearly over for the season. We quote oysters: Standards at \$1.30 to \$1.35, and selects \$1.70. Fish are quoted as follows: Skinned and boned codfish, 6½c.; boneless fish, 3½ to 4c.; haddock, 5 to 6c.; Labrador herring, \$3.25 to \$3.50 half barrel and \$5.50 to \$5.75 per barrel; Newfoundland herring, \$2.50 per half barrel, and \$4.50 to \$4.75 per barrel; fresh water salt herring, \$3 per barrel; blue-back herring, 4c.; pike, 6 to 7c. per lb.; flitched cod, 5c.; finnan haddies, 7c.; Digby herring, in bundles of 5 boxes, 11c.; ditto, lengthwise, 10c.; large halibut, 12 to 15c.; Restigouche salmon, 20 to 25c.; British Columbia salmon, 14 to 15c.; mackerel, 20 to 25c.; steak cod, 6½ to 7c.; haddock, 5c.; black bass, 9 to 10½c.; white fish, 7c.; salmon trout, 7c.; Lake Superior whitefish, 7½c.; Lake Winnipeg whitefish, 7 to 7½c.

SALT.

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

SEEDS.

Seeds are moving more freely. Red clover and alsike are offering with considerable freedom at outside points. Jobbers are getting most of their supplies of timothy seed from United States western markets. Present values at outside points range from \$4.50 to \$4.70 for red clover, and \$3 to \$4.25 for alsike; timothy, \$1.50 to \$2. An improved jobbing demand is to be noted, and prices out of store are \$4.80 to \$5.10 for red clover, \$1.90 to \$2.25 for timothy, and \$3.50 to \$4.80 for alsike.

WHEAT, FLOUR, FEED, ETC.

WHEAT—Receipts light and prices lower. White is quoted at 78 to 80c., red at 78c., and goose at 61c.

BARLEY—Quiet at 39c. per bushel.

OATS—Are steady and in fairly good demand at 29c.

PEAS—Are quiet at 58c.

FLOUR—Continues dull with prices easier. We quote: Straight roller, \$3.40 to \$3.50, carload lots, Toronto freights, and \$3.75 to \$3.90 in job lots; Manitoba patents, \$4 to \$4.10 per bbl.; Ontario patents, \$3.80 to \$3.90 per bbl.; Manitoba strong bakers', \$3.65 to \$3.75.

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.

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.

W. N. LAZIER

Box 341, VICTORIA, B. C.

Agent for . . .

REMINGTON MACHINE CO.

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

RICE FROM

The Mount Royal Milling & Mfg. Co. . . .

Is sure to be fresh milled, more palatable, and in neater packages than the imported article.

D. W. Ross Co., Montreal, Agents

WILLIAM EVANS

Seedsman to the Council of Agriculture for the Province of Quebec.

WAREHOUSES:

\$9, 91 and 93 McGill St.,
104, 106 and 108 Foundling St.,
and 42 Norman St.

Montreal.

SEND FOR CATALOGUE.

4TH Brand HAMS, BACON, LARD

All finest quality.

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

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

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

BREAKFAST FOODS—Prices are easier with business moderate. We quote: Standard oatmeal and rolled oats, \$3; rolled wheat, \$2.25 to \$2.30 in 100-lb. barrels; cornmeal, \$2.50 to \$2.60; split peas, \$3.25 to \$3.50; pot barley, \$3.25 to \$3.50.

BALED HAY—Demand has improved. For car lots on the track here we quote: No. 1, \$14 to \$14.50; No. 2, \$13 to \$13.50.

BALED STRAW—The market is unchanged. Car lots are quoted at \$8.50 to \$8.75.

PETROLEUM.

Trade continues fairly good with 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.

Seeds are easier.

Bacon and lard are fractionally lower.

Wholesalers are beginning to buy canned meats.

Oranges are slightly dearer.

There is an easier feeling in lemons. It is thought to be temporary.

Roll butter is higher.

Slightly higher prices are ruling for apples.

California prunes are stronger.

W. Hannah & Co., produce and commission merchants, 78 Colborne street, Toronto, have moved from the ground floor to the first floor, where they are afforded larger and more commodious premises.

Potatoes have advanced to 22c. on track and 30c. out of store.

There is a good demand for turnips for export to the United States.

High grade coffees are cabled ½c. per pound dearer in the primary markets.

QUEBEC MARKETS.

MONTREAL, April 2, 1896.

GROCERIES.

THE week under review has furnished improvement in one or two lines that has led to a larger turnover in the aggregate. This is notably the case with tea, of which jobbers have been buyers of medium Japans and Young Hysons to a

considerable extent. On the latter, duplicate orders mean an advance in price. Raisins, both California and Valencias, also were firmer, prices stiffening a trifle under an expanding demand and well concentrated stocks. Enquiries are also noted regarding currants, but no import contracts are noted. Greenfruit felt the Easter demand, as did also smoked and canned meats. In fact, the only dull lines were sugar, syrups and molasses, which, however, showed no change as to price. In country produce the only change was a further decline in eggs, which, however, are now near their summer level.

SUGAR.

The situation in refined sugar is practically unchanged, prices being maintained as last noted. Western and eastern buyers have been rather freer, but the volume of business actually passing is small, and as no change in prices seems likely, buyers are in no hurry about ordering ahead. Raw sugar was cabled easier at the close of last week, but recovered slightly, and at this writing is fractionally higher. Operations have been pretty heavy recently in New York, in raws some 40,000 bags of 96 deg. best centrifugals changing hands. We quote the jobbing range firm, 4½c. for granulated, and 3¾ to 4¼c. for yellows, as to quality. At the refineries yellows sell at 4½c., and granulated at 4¾c. for 100-bbl. lots.

SYRUPS.

There has been no change in syrup, the firm tone continuing, though demand is dull. We quote prices: 2¼ to 3c., as to grade.

MOLASSES.

The molasses market is quiet, and no business of importance for import is noted yet either in Barbadoes or Porto Rico. There is a fair distributing trade doing here at steady prices, and we quote: Barbadoes, 36 to 37c.; Porto Rico, 34 to 35c. Cables from Barbadoes continue easy in tone, offers being made at 13c. first cost, but the fact fails to induce any contracting.

RICE.

The rice market continues quiet and without feature, prices ruling firm, as last noted. We quote: Japan standard, \$4.25 to \$4.40; crystal Japan, \$4.75 to \$5; standard B., \$3.45; English style, \$3.30; Patna, \$4.25 to \$5, and Carolina, \$6.50 to \$7.50.

SPICES.

Demand for spices is not as active as it was, enquiry having fallen off since the warm weather set in. Prices are steady

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, 12 to 15c.

COFFEE.

There has been a fair jobbing trade in coffee at steady prices. We quote: Maracaibo, 19 to 21c.; Rio, 16½ to 20c.; Java, 28c.; Jamaica, 20c., and Mocha, 29 to 32c.

TEAS.

Jobbers have been enquiring more for teas this week, chiefly for Japans, some 500 half chests changing hands at 14c. Young Hysons are very scarce, and what few small lots are offering here meet a good sale at 10c., but these could not be duplicated except at an advance. Enquiry for Ceylons and Indians is also picking up. Spot prices are unchanged. We quote: Young Hysons, 10 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45 for high grades; China Congous, 11½ to 18c. for mediums, and 25 to 55c. for high grades; Japans, 12 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums and 30 to 65c. for high grades.

DRIED FRUIT.

There is a fair demand for California raisins, in fact, business is brisk at full prices, somewhat higher figures being realized in some cases during the week. We quote: 4-crown, 6½ to 7c.; 3-crown, 5½ to 6c., and 2-crown, 4¾ to 5c.

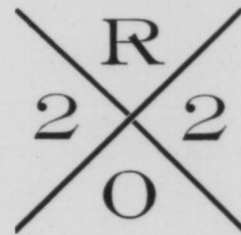
There has been more demand for Valencia raisins also, several jobbers being compelled to stock up during the week with these goods, some 5,000 boxes in the aggregate being turned over at a range of 4 to 4½c., according to quality. We quote: Ordinary, 4 to 4¼c.; fine, 4½ to 5c., and selected, 5¼ to 6c., with layers 6 to 7c.

There is no change in Sultanias, which job out steadily at 5¾ to 6c.

Importers have been enquiring regarding currants and quotations for this trade, but no contracts have transpired. Advices from the outside are firm, and spot prices are held steady here on the small stocks remaining in jobbers' hands, which cannot last much longer. We quote: Barrels, 4 to 4¼c.; half barrels, 4½ to 5c., and cases, 4¾ to 5½c., as to grade.

The prune market is steady, with a fair demand noted for Californias. We quote: French, 4 to 5½c.; Bosnia, 6 to 6½c., and California, 8 to 12c., as to grade.

"STRATHROY"
CANNED GOODS



When Spring comes

every Grocer looks up his stock of

BROOMS
 BRUSHES (All Kinds)
 PEARLINE
 SOAPS (All Kinds)
 SODA
 SAPOLIO
 SCRUBBINE
 WASHING POWDER (Gold Dust)
 WASHING POWDER (Silver Dust)
 WASHING CRYSTAL
 WHITING



We make a . . .
 Specialty of these
 at this season
 and want your order.

LOWEST PRICES—BEST GOODS

A Few Specials

Bohemia Prunes, bbls. only, 3½c. Samples on application.

Marmalade (Seville Orange), most delicious, made after an old ENGLISH RECIPE and equal to *finest imported*; 7-lb. pails, 6 pails to crate. You ought to have a crate as sample. Price, 8c. lb.

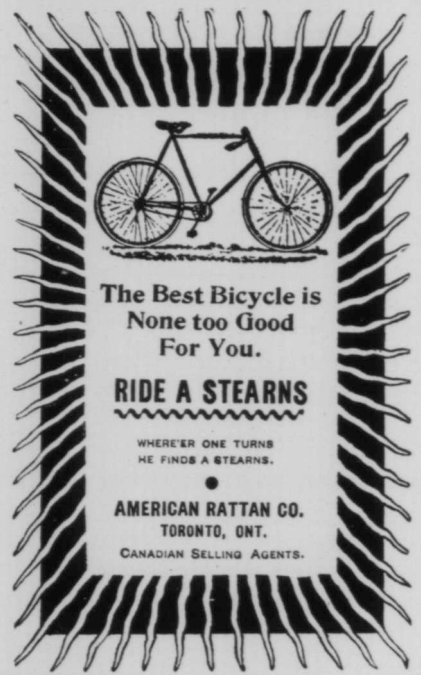
Pickles, "Gladstone" Brand, 20-oz. bottle, in superior vinegar; bbls. 6 doz., \$1 doz.; cases 3 doz., \$1.10 doz.

Canned Goods, Corn, Peas, Tomatoes and Beans. Special drive on round lots.

THE EBY, BLAIN COMPANY LTD.

WHOLESALE IMPORTING AND MANUFACTURING GROCERS

TORONTO - - ONTARIO



The Best Bicycle is
None too Good
For You.

RIDE A STEARNS

WHERE'ER ONE TURNS
HE FINDS A STEARNS.

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

Central Business College

TORONTO AND STRATFORD.

Two great business schools under one management.
Students admitted at any time. Free circulars.

SHAW & ELLIOTT, Principals.



HIRES Rootbeer

is always the same; always an honest steeped extract of fresh and healthful roots. Cheap artificial preparations are detrimental to health. If you want to sell real roots rootbeer HIRES is that rootbeer's name. All wholesale houses sell it. Write us for advertising matter.

T. J. COOKE & CO., Montreal
Agents for Canada.

There is no change in figs, which range as follows: Bags, 4c.; ordinary boxes, 8½ to 9c., and fancy, 12 to 17c., as to brand.

Stocks of dates are light, and jobbers hold prices firm at 4½ to 5c. for new, as to grade, but old stock here sold down to 3c.

CANNED GOODS.

The prominent feature in the canned goods market this week has been the enquiry for tomatoes, and some round lots have changed hands, sales of 1,000 case lots being noted at 80c. French peas also are very scarce and firm. We quote as follows: Tomatoes, 80 to 85c.; corn, 75 to 85c.; peas, 95c. to \$1 for ordinary; sifted select, \$1.10; extra sifted, \$1.45 to \$1.50; peaches, \$2.90 to \$3 for 3's, \$1.90 to \$2 for 2's; raspberries, \$1.40 to \$2; strawberries, \$2 to \$2.45, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 80 to 90c.; gallons, \$1.90 to \$2.25; salmon, "Horseshoe," \$1.35 to \$1.40; "Maple Leaf," \$1.25; "Lion," \$1.25 to \$1.40; Lowe Inlet, \$1.25 to \$1.30, in tall tins; cohoes, \$1.05 to \$1.15; canned mackerel, \$1.10 to \$1.20; lobsters, \$1.80 to \$2.10, for tall tins; flats, \$2.35 to \$2.65; half tins, \$1.45 to \$1.50; Canadian canned beef, 1's, \$1.35 to \$1.45; 2's, \$2.25 to \$2.35; 6's, \$7.50 to \$8; 14's, \$15 to \$16.50.

NUTS.

The market is featureless with business very quiet. We quote: Grenoble walnuts, 11½ to 12½c.; filberts, 7½ to 8c.; Tarra gona almonds, 11½ to 12c.; pecans, 8 to 12c., and shelled walnuts, 15 to 19c.

GREEN FRUIT.

The Easter demand has led to more activity in green fruits of all sorts, but prices do not exhibit any material change. We quote: Oranges—California navels, \$3.50 to \$4.50; Valencias, 420's, \$4.75, and 714's, \$6. Lemons, \$2 to \$3. Grapes, \$5 to \$6 per keg. Cranberries, \$5.50 to \$10 per barrel. Apples, \$2 to \$4 per barrel. Dried do. 3½c. Evaporated do., 5¼ to 6c. Spanish onions, 30 to 40c. per crate. Pineapples, 25 to 40c. as to size; bananas, \$3.

FISH.

There has been a fair trade in fresh and smoked fish during the closing week of Lent. We quote as follows: Fresh haddock, 2½c. per lb.; fresh frozen B.C. salmon, 7 to 8c.; Manitoba whitefish, 7c.; dore, 7c.; trout, 7c.; tommycods, 50 to 75c. Choice pickled Labrador herrings, \$5.25; No. 1 N.S., \$3 to \$4; No. 1 green cod, \$3.50 to \$4; No. 2, \$1.75 to \$2; No. 1 haddock, \$3; No. 1 large codfish, \$6; No. 1 lake trout, \$4 to \$4.25; B.C. salmon, \$10.50; No. 2 Labrador salmon, \$13; No. 1 mackerel, \$18.50; Loch Fyne herrings, 85c. per keg, and \$11 per bbl.; No. 1 sardines, \$4.50; No. 1 dried cod, \$4 to \$4.25; boneless cod, 6c. per lb.; boneless fish, 3¼c.; boneless haddock, 5c.; shredded, 11c.; haddies, 6½ to 7½c. per lb.; bloaters, 90c. per box, and smoked herrings, 8 to 9c. per lb.

PROVISIONS.

Easter necessities have led to a brisker demand for hams and bacon, but prices are unchanged. Pork and lard rule very quiet. We quote: Canadian short cut, clear, \$13.50 to \$14; Canadian short cut, mess, \$14 to \$14.50; hams, city cured, per lb., 9 to 10c.; lard, Canadian, in pails, 8c.; bacon, per lb., 9 to 10c.; lard, com. refined, per lb., 6¼c.

COUNTRY PRODUCE.

EGGS—Nearly all the limed eggs have been cleaned up here, and we do not quote them.

A. T. CLEGHORN

General
Commission Agent

Correspondence
solicited.

LONDON, CAN.

GRAND MOGUL TEA COMPETITION

You've heard about the grand Mogul,
On India's coral strand,
The greatest of all eastern kings,
In that celestial land.

This potentate as history shows,
In various things excelled—
As for his judgment and good taste
Was in great honor held.

And chief among his virtues was
The certain way that he
Could tell the best and purest of
The different brands of tea.

When traveling men to Delhi came—
This monarch would command
That none should come within its gates
Except they brought his brand.

And thus it came that only one
Could stand the regal test—
And that the one the Mogul chose—
Because it was the best.

Now, when the nations far and near
Had heard the king's decree:
They all refused inferior goods—
And took "Grand Mogul" Tea.

They found no poisonous tannin there,
Nutritious theine instead—
And vendors of inferior grades
Soon found their business dead.

And people bought the very best
And gave up drinking frauds
And all pronounced "Grand Mogul" Tea
"The nectar of the Gods!"

For purity and healthfulness
Its equal cannot be found,
And then its price—so very low—
But Fifty Cents a Pound!

Its use promotes both health and wealth,
It soothes the tired brain—
The young increasing vigor get
And the old grow young again.

Then do not fly to wine or ruin,
If feeling sad or dull,
Imbibe the King of Teas instead—
The cheering "Grand Mogul!"

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.



BEARDSLEY'S SHREDDED CODFISH

TRADE MARK

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

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

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



After this date every one pound packet of Cottams Bird Seed will contain a PATENT HOLDER for "Bird Bread," with which is combined a BEAK SHARPENER, a novel and useful article. "BIRD BREAD" is manufactured under our 1891 patent and incorporates improvements patented 1896. Prices as usual.

SOLD BY ALL WHOLESALEERS.

Dawson & Co.

FRUIT PRODUCE
and COMMISSION MERCHANTS

32 WEST MARKET STREET

Consignments Solicited

TORONTO.

GEORGE McWILLIAM.

FRANK EVERIST.

TELEPHONE 645.

MCWILLIAM & EVERIST

GENERAL . . . **FRUIT**
Commission Merchants

25 and 27 Church street,
TORONTO, ONT.

Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.

All orders will receive our best attention.

Easter Meats

Send in your order now. Do not leave it off till the last moment.

HAMS, BACON, LARD.

F. W. FEARMAN

HAMILTON

Receipts of fresh stock keep increasing, and prices have now dropped to 14 to 14½c., or 1c. below the range at this time last week.

BEANS—The market for beans continues to rule very quiet and steady. We quote: Carlots at \$1 to \$1.05, and small quantities, \$1.10 to \$1.20.

POTATOES—The demand for potatoes was better, and some fair sized sales were made at firm prices. We quote: Car lots, on track, 30 to 32c. per bag, and, in small quantities, 35 to 40c.

ONIONS—Red onions rule steady at \$2.50 per bbl., and yellow, \$1.60 to \$2 per bbl.

HOPS—Range from 6 to 8c. for good stock and 5c. for medium.

HONEY—Demand is slow at 7 to 8c. for extracted, and 12 to 14c. for white comb.

HAY.

Hay continues slow and prices unchanged at \$13 for No. 1 and \$12 for No. 2.

FLOUR, FEED AND MEAL.

There was no improvement in the flour market. The demand for all grades was slow, and business rules quiet at steady prices. We quote: Winter wheat, \$4.35 to \$4.40; spring wheat, patents, \$4.25; straight roller, \$4 to \$4.10; straight roller, bags, \$1.95 to \$2; extra, bags, \$1.75 to \$1.85; Manitoba strong bakers', \$4.

The demand for oatmeal was slow, and the market was dull. We quote: Standard, barrels, \$3 to \$3.10; granulated, barrels, \$3.10 to \$3.20; rolled oats, barrels, \$2.90 to \$3; rolled wheat, per 100 lbs., \$2.40 to \$2.50.

A fairly active business continues to be done in feed, and the market is steady. We quote: Bran, \$14 to \$15; shorts, \$15 to \$16; mouillie, \$19 to \$20.

CHEESE AND BUTTER.

The cheese market presents a rather steadier feeling, and it is understood that shippers have been looking around for finest fall white, which are hard to get. It did not transpire definitely whether business was put through, but it was currently reported that 8½c. had been refused by one holder for these goods, his figure being 9c.

There was a good jobbing demand for butter, and fresh made creamery met with a ready sale at 22c.; fall creamery quiet, at 20 to 21c.; fresh made dairy, 20 to 21c., and fall dairy, 17 to 18c.

ASHES.

The ashes market is quiet at \$3.50 for first pots and \$3.75 for seconds; pearls, \$5.

MONTREAL NOTES.

There have been large sales of tomatoes on this market, some 1,000 cases or so changing hands within the past few days at 80c.

The Laing Packing and Provision Co. have just issued their price list for the Easter

Consignments of

BUTTER, EGGS and all kinds of Produce

handled to the best advantage.

Prompt returns.

H. F. PRICE 102 Foundling Street
MONTREAL

DON'T FORGET

when you buy Bird Seed to handle only the best.

Brock's Bird Seed

is a class of goods that gives satisfaction every time, and the demand for it is increasing. Ask your wholesale for it.

NICHOLSON & BROCK - TORONTO

LONG CLEAR BACON
MESS PORK . . .
SHORT CUT PORK

Quality the Choicest.
Prices the Lowest.

Write _____
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.

Order Now _____

Fine Cheese
Evaporated
Apples

PRICES RIGHT

D. Gunn, Flavelle & Co.

Pork Packers and Commission Merchants Toronto

Fancy California Washington Navel and Seedling

ORANGES

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

Arriving Weekly _____

HUGH WALKER & SON, Guelph, Ont.

trade. It can be had on application to the company's office, 839 St. Catherine street, by mentioning THE CANADIAN GROCER.

Ewing, Herron & Co. are making a leader of their high-grade "Club" coffee, for which they desire agents at all leading points in the Dominion. Communications in regard to the matter should be addressed to them at their offices, on St. Paul street, Montreal.

A. P. Tippet & Co. now have on the way their last carload of the well-known G. & S. 3-crown California raisins. They still have a few carloads of 4-crown.

Ewing, Herron & Co. are offering a line of chicory at present which they consider very special value.

A. P. Tippet & Co. note a brisk trade for spring importation, both in Lazenby's specialties and Stower's Lime Juice Cordial, orders for which are very liberal.

Robert Greig & Co. have just put through a large sale of Rowntree's Elect Cocoa, amounting to several hundred dozen, which goes west this week. This is the largest sale of these goods for some time.

Robert Greig & Co. are pushing Italian olive oil in gallon tins at present.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., April 2, 1896.

THE first quarter is gone of this, which but so short a time ago was the new year. Although nothing unusual, the trade has been good, and with this month the busy season is here. Part of our city is very quiet during the winter, but a very busy place in summer. Indiantown is, as the ice begins to come out of the river, making ready for the busy season. In markets during the past three months the greatest changes have been to the advantage of our merchants, and in flour and sugar a good profit has been made. This is somewhat offset by the continued weakening in beans and evaporated apples, and in pork those who bought largely begin to fear the profit they looked for will not come. Cheese has continued dull. Cornmeal, of which a large quantity is made here, is again quoted lower.

OIL—There is nothing to report, prices remaining unchanged. A fair and increasing demand is noted for lubricating oils. We quote: American burning oil, 23¼c.; best Canadian, 21½ to 21¾c.; prime, 19c. No charge for barrels.

SALT—A better demand is noted, and with the beginning of the Gaspereaux season, and other salt requiring trades, now about to start for another season's work, it is expected to continue. The steamer arriving this week from Liverpool brought quite a quantity, which, with a good stock on hand, and some on the way out by sailer, there will be lots for all. Salt to arrive, to be shipped from ship's side, is quoted low. Out of store we quote as follows: Coarse, 50 to 55c.; fine factory-filled, \$1.10; 5-lb. bags, \$3.25 per bbl.; 10-lb. bags, \$3 per bbl.; 20-lb. boxes, 20c.; 10-lb. boxes, 12c.; cartons, \$2 per case of 2 doz.; salt, bulk, \$2.70 to \$2.80 per bbl.

CANNED GOODS—As with other lines, a better movement is also noted here. Peas

are held firm and higher prices are looked for. In corned beef, of which the Canadian this season is having a very large sale, there is quite a difference between the price at which it is quoted and the price of American, to the disadvantage of the latter. Oysters move more freely. The wholesalers complain very much that profit, particularly on vegetables, are such that they would be at least as well off without the business. We quote as follows: Corn, 80 to 90c.; peas, 90 to 95c.; tomatoes, 90 to 95c.; gallon apples, \$2 to \$2.25; corned beef, 2-lb. tins, \$2.40 to \$2.70; 1-lb. tins, \$1.50 to \$1.60; oysters, 2's, \$2 to \$2.25; 1's, \$1.60 to \$1.65; peaches, 3's, \$2.45 to \$2.85; 2's, \$1.90 to \$2; pineapple, Canadian pack, \$2 to \$2.40; salmon, \$1.40 to \$1.50; lobsters, \$1.75 to \$2; haddies, \$1.30; clams, \$5 for 4 doz.; chowder, \$2 75 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1; kippered herring, \$1.10.

GREEN FRUIT—In Valencia oranges, which have been the most interesting feature for some time, prices are higher; one reason, though not the only one, is that those by last steamer were not in good order. There is a complaint that California oranges are not up to the mark this season. A fair business is done. Lemons continue low. Bananas are beginning to arrive freely. Apples are rather firmer again, and stocks are light. A small quantity of California grape fruit is seen in the retail stores; it sells at 25c. per lb. We quote: Apples, \$2.50 to \$3.50; Lemons, \$3 to \$3.35; Valencia oranges, \$5 to \$6.50; California oranges, seedlings \$2.50; navels, \$4 to \$4.50; pineapples, 18 to 30c.; cranberries, \$10 per barrel; bananas, \$1.50 to \$2.25.

DRIED FRUITS—This is the quiet season. A fair trade is doing in onions, chiefly American. The Canadians, last season, were not as good as usual, and for spring trade, the former are preferred. In raisins, a better inquiry is noted, but trade at this season is light. Currants, if there is any change, are easier. Evaporated apples and dried continue dull. In California prunes and evaporated fruits demand is rather less, though a fair trade is moving. One merchant has a quantity of Bosnia prunes about to hand; these are sold well below the California. 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., 3¼ to 4c.; cases, 4¼ to 5c.; cartoons, cleaned, 7½c.; bulk, cleaned, 6½c.; prunes, kegs, 4c.; boxes, 4½ to 5c.; half-boxes, 6 to 8c.; dates, 4½ to 5c.; dried apples, 5c.; evaporated apples, 6½ to 7c.; California evaporated peaches, 8 to 13c.; apricots, 12 to 14c.; pears, 12 to 14c.; onions, \$2.25 to \$2.50; coconuts, \$3 to \$3.50 per 100 lbs.; figs, 9 to 10c.; Sultana raisins, 7 to 8c.

DAIRY PRODUCE—At this season a large demand is noted for eggs, one merchant selling during this week last season 2,000 dozen. At the time of writing they are scarce, and a rather better price than that obtained for the last could be got for a small quantity, but there is no doubt there is a quantity near to hand. It is hard to give a price; they have retailed at 15c. Butter is still slow. A real good article would sell freely, but not at very high figures; it is scarce. Cheese, of which a fair stock is still held, shows no improvement and not a large sale. We quote: Common dairy butter, 15 to 16c.; dairy, 17 to 18c.; new creamery prints, 22 to 23c.; cheese, 9 to 9½c.; creamery, tubs, 20 to 21c.; eggs, 13 to 15c. by case.

DILLON & CO.'S Baking Soda

"BELL BRAND" In 1-lb. packages, packed ½ gross boxes. Ask your wholesaler for it.

Butter and Eggs. Scarce and in good demand for Easter Trade. We give special attention to consignments, and guarantee highest prices, and prompt returns. A trial shipment convincing. Correspondence solicited. References—Bradstreet's Mercantile Agency.

H. P. Gould & Co.
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

Conspicuously Good

EVERY CAN OF

Golden Haddies
Finnan

is good from first to last. A retailer's stock is not complete without "Golden" Haddies. Let us send you a CASE in your NEXT ORDER.

J. SLOAN & CO.
TORONTO.



50 Casks
Best
Imported
Chicory

EWING, HERRON & CO.

Coffee and Spices

. . . MONTREAL

THE IMMEDIATE PROFIT

Is not the only thing or even an important thing to be considered by the trade. You receive an order from a customer. You fill the order with inferior goods. You may make greater profit on the single sale, but the order is never repeated. Solid business success and an increasing trade are founded on the regular trade of your customers—the same, day in and day out—trade which competitors are unable to win from you because they cannot better your goods or prices.

No one can better our goods or our prices. Every article we offer is **the best of its kind**—every article has an increasing demand from Halifax to Vancouver.

FOUR TRADE WINNERS

These are goods, once tried by a customer, will always be asked for. Goods on whose superior qualities we stake our reputation :

CROWN BRAND FLAVORING EXTRACTS

Made on most approved principle. Pure, rich, strong—in forty different flavors. We know—we make them.

BRYANT & MAY'S MATCHES

The best known and the best made match in the world. "Safety" and "Tiger" for household use. Wax Vestas for smokers.

CARR & CO.'S BISCUITS

Immense variety. Quality proven by enormous increase in sales during the past year, especially of the "Cafe Noir."

M. A. CRAVEN & SON'S CONFECTIONERY

Principally hard boiled candies in bottles. Drops and Candies, in 5-lb. bottles. Toffee Cubes, in 8-lb. bottles. Perfumed Cachous, in 1-lb. bottles.

Sole Agents for Canada

ROBERT GREIG & Co.

MONTREAL

SUGAR—It is impossible to say much. Market, though firmer, shows no change. There is a regular demand and good stocks. We quote: Granulated, $4\frac{3}{4}$ to $4\frac{1}{2}$ c.; yellow, 4 to $4\frac{3}{8}$ c.; Paris lump, $5\frac{1}{4}$ to $5\frac{1}{2}$ c.; powdered, $5\frac{1}{4}$ to $5\frac{1}{2}$ c.

MOLASSES—There is a fair movement. As yet stocks are light. The next steamer, arriving in about two weeks, will have a quantity on board. Prices in Barbadoes are back to the figure at which they opened, but that to arrive first will not represent the lowest figure, so that at present the market is easy. New Orleans, for which the demand continues, is held very firm. There are now several qualities on the market, so that in comparing prices quality should be noted. We quote: Barbadoes, 34 to 35c.; Porto Rico, 34 to 36c., bbls.; New Orleans, 30 to 36c.; St. Croix, 28 to 30c.; syrup, 36 to 38c.; Antigua, 18 to 30c.

FISH—Gaspereaux season is here. This is a large business with us. A large quantity are sold fresh, and a much larger quantity sold for bait. The bulk are pickled and shipped to the American market. They are caught very largely right in our harbor. Very few fresh haddock are to hand; a few coming from Boston. In pickled the season is about over. Fair stocks are held, and prices are easy. In dry there is no change, but feeling is, as in other lines, easy. Smoked herring show no improvement. We quote as follows: Large cod, \$3.70 to \$3.75; medium, \$3.25 to \$3.50; pollock, \$1.40; bay herring, \$1.35 to \$1.40 per half bbl.; new smoked, 5 to 6c.; Canso, \$4 to \$4.50 per bbl.; shad, half-bbl., \$5 to \$6; Shelburne, \$3.75 bbl., \$1.65 half-bbl.; boneless, $2\frac{1}{2}$ to 8c.

PROVISIONS—In pork, though there is no change here, there is not the firmness that was expected, and holders are disappointed. Beef, though firmer than pork, also shows no change. A better movement is noted in smoked meats, but there is no large demand. Lard firm. We quote as follows: Clear pork, \$15 to \$16; mess, \$14 to \$14.50; beef, \$13 to \$14; domestic mess pork, \$14 to \$14.25; hams, 10 to 11c.; rolls, 8 to $8\frac{1}{2}$ c.; pure lard, 9 to $9\frac{1}{4}$ c.; compound, $7\frac{3}{4}$ to 8c.

FLOUR, FEED, MEAL AND SEED—There is a rather easier feeling in flour, but no change here. Stocks held are still large. In cornmeal there is another drop and price easy. Beans have disappointed buyers again, and are quoted lower. There is a fairly large stock here. In seed, American has the market here. Prices are firmer, but are still below those at which the season opened. Hay, though light movement, is firm. Oats show little change, but the feeling is easy and a light movement is noticed. Prince Edward Island will soon be again shipping to this market. Buckwheat is in but light demand, season being over. Native yellow-eye beans have quite a large movement. We quote: Manitoba, \$4.65 to \$4.70; best Ontario, \$4.50 to \$4.60; medium, \$4.40 to \$4.50; 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, \$1.20; prime, \$1.10 to \$1.15; oats, 34 to 35c.; hay, \$12.50 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.

ST. JOHN NOTES.

C. & E. Macmichael have received this week a shipment of Fruit Puddine.

Maple Leaf birdseed, packed by Nicholson & Brock, of Toronto, lately introduced in this market, is making many friends, and repeat orders are being taken.

It is said a number of city merchants intend forming a company to carry on the poultry business.

Quantities of hay continue to be shipped to Boston via steamer.

Sussex is talking of having a board of trade. A large business is done at this point and good work could be accomplished.

The last West India steamer took away 25,000 onion crates to Bermuda, upward of 8,000 boxes herring, 1,400 barrels potatoes, besides a large quantity of hay, shingles and other goods. She carries a lot of Chinese goods every trip.

St. John is very proud of the ss. Prince Rupert, running to Digby. Her time one day last week was 1 hr. 56 min. from light to light, and 2 hr. 20 min. from wharf to wharf. Besides being fast, she is a handsome boat.

Last week Chas. Burrill & Co.'s place of business, Weymouth, N.S., was burned. Loss about \$55,000; insurance about \$40,000.

Lobster fishing is attracting attention and prices are ahead of last season. Quantities are going forward from Yarmouth to Boston. So far, the catch down the shore has been light. The new factory at Grand Manan is about ready to begin canning.

THE CANADIAN GROCER regrets to have to report the sudden death of Geo. A. Colwell, grocer, of apoplexy.

HALIFAX TRADE GOSSIP.

THERE was a slight improvement in business towards the last of last week, but the month ended with the record of being the quietest for many years. Merchants, however, look for a good spring trade notwithstanding.

The flour market is unchanged.

The refinery reports business quiet and no change in quotations.

The molasses market is quiet. Some stocks have been received, which keep supplies well up.

The fish market is unsatisfactory. Lent is over and it cannot be said to have helped trade much, particularly local. This is the season between old and new fish and the market is featureless. Soft cured cod continue dull and neglected. The Brazilian and Mediterranean markets are looking up somewhat. Medium and large hard cured cod are scarce in Newfoundland and holders are firm, as higher prices are anticipated. West

India fall herrings, held back since last fall, are hard to sell at \$1.40 and \$1.50. A few winter caught grocery cod have arrived.

The provision market remains dull. Beef was never so low at this time of year. Ontario is worth from \$5.50 to \$8 by the body, wholesale. Fancy Easter beef is considerably higher. Beef will be worth \$7 to \$9 this spring and summer. Native cattle will be in demand in about three weeks' time, as warm weather will prevent the importation of Ontario stocks.

Ontario hogs are worth from \$5.50 to \$5.60 by the carload. There is very little doing in this line. What enquiry there is, is for hogs of 100 or 120 lbs.

Mutton sells from 4 to 6c. The demand is limited. Some Ontario spring lambs have arrived this week.

There is little or nothing doing in poultry. Held stocks will suffice for the Easter trade.

Good veal is scarce and sells at 6c.

There is some demand for good dairy butter. Tub is worth from 15 to 20c. Factory and best dairy prints bring 23c. wholesale.

Eggs are becoming plentiful, and are jobbing at 14 and 15c.

Produce remains dull. Potatoes sell at 20c. and less from vessels, and oats at 35 to 38c.

Hay is worth from \$10.30 to \$12 by the carload at the station.

The market is well supplied with green fruits, and prices remain low.

There is a better demand for canned goods.

Dried fruits are dull, except dates, prunes and figs.

Incorporation has been applied for "the M. O. Wier Grocery Co., Ltd." for the buying, selling, dealing in and exporting of all kinds of merchandise whatsoever, and carrying on the business of traders, merchants, forwarding agents and general commission merchants. Place of business, Halifax. Capital, \$5,000, in 1,000 shares. The applicants are: Melville Orley Wier, grocer; Lewis Brent, carpenter; Walter Crowell, contractor; Lewis Wier, gentleman, all of Halifax, and Ascenith Mosher, of Newport. The three first named to be provisional directors.

Fader Bros. have taken the store on Argyle street lately occupied by Wm. Woodrill, and have opened a general market.

The Central Creamery at Charlottetown has shipped a large quantity of butter to this market, which is meeting with ready sale.



Your most fastidious trade will thank you for offering

"LA DELICATESSE"

The New "Confection in Cheese."

"La Delicatesse" is warranted to be absolutely pure cheese. It is made in the heart of "Herkimer County," New York, the great cheese county of the world.

A. E. RICHARDS & COMPANY

122 King St. East

Agents for Canada.

HAMILTON

JUICE

Of the tomato, just as it has attained its full ripeness and lusciousness, makes one of the most healthful condiments known. Pure Gold Tomato Catsup is made from selected ripe garden tomatoes. Specially cultivated at the Stevens Farm, Bracondale.



OUR TRAVELLERS CARRY SAMPLES.
ASK FOR A TASTE.

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

HINTS TO BUYERS.

H. P. ECKARDT & CO. are offering No. 1 trout at \$3, white fish at \$3.50 and fresh water herring at \$1.25 per keg.

H. P. Eckardt & Co. have a full line of prunes, all kinds.

The Eby, Blain Co. report increased sales of crushed Java-Mocha coffee.

The first shipment of new season's Brazil nuts reached the Toronto market on Saturday. They were for Perkins, Ince & Co. The nuts show nice quality.

Clemes Bros. have received during the week one car of fancy lemons and two cars of bananas.

Dawson & Co. received two shipments of Valencia oranges this week, which are showing excellent condition.

D. Gunn, Flavelle & Co. report an increased Easter demand for "Maple Leaf" smoked meats and lard.

John Sloan & Co. are in receipt of a shipment of California fruits.

The Eby, Blain Co., Ltd. are in receipt of a shipment of Demerara sugar, in sacks.

Jas. Turner & Co. are offering their numerous customers Golden finnan haddies. They are receiving some this week.

A reduction of from $\frac{3}{4}$ to $1\frac{1}{4}$ c. per pound is announced in the price of Edwardsburg culinary starch, the quotations now being:

W. T. Benson & Co.'s prepared corn, $6\frac{1}{2}$ c., was $7\frac{1}{4}$ c.; Canada pure corn starch, $5\frac{1}{2}$ c., was $6\frac{3}{4}$ c.

Davidson & Hay offer an imported olive oil in gallon tins at a low figure.

The Brantford Starch Co. has reduced the price of its prepared corn $\frac{3}{4}$ to $1\frac{1}{4}$ c. per lb., the quotations now being: Challenge prepared corn, $5\frac{1}{2}$ c., was $6\frac{3}{4}$ c.; No. 1 pure prepared corn, $6\frac{1}{2}$ c., was $7\frac{1}{4}$ c.

A shipment of flowery broken Ceylon Pekoe, packed in 10 and 20 lb. boxes, is in store with Davidson & Hay.

John Sloan & Co. have just received Golden finnan haddies. This brand of haddies is giving their customers the best of satisfaction.

Davidson & Hay are offering maple syrup put up in bottles, also $\frac{1}{2}$ gal., 1 gal. and 5 gal. tins.

Buyers should get Lucas, Steele & Bristol's figures for California peaches before buying. They have another carload, extra choice, arriving in a few days.

Davidson & Hay have a handsome sample of fancy imported Japan rice arriving this week.

T. A. Lytle & Co. report large sales of catsup and pickles last week, with orders still coming in.

T. Kinnear & Co. have been appointed wholesale agents for Toronto and Western Ontario of Joseph Tetley & Co., of London, Eng. Messrs. Kinnear will carry a full line of this firm's packet teas.

In the spring a young man's fancy lightly turns—we know where—but the grocery trade are now turning their attention to improving business. This is the season for

spring washing and house cleaning, and dealers generally report an increase in their sales of that excellent household article Keen's Oxford blue.

W. H. Gillard & Co. have arriving some excellent bargains in California evaporated peaches, which it would pay the trade to see.

The Toronto Salt Works report the delivery of a car lot of Windsor table salt, in assorted sizes, to the Eby, Blain Co.

"Yes," say Lucas, Steele & Bristol, "our sales of Young Hyson and black teas have been phenomenal this past month. We are again in receipt of about 600 packages of the 10 to 12c. lines."

W. H. Gillard & Co. report that their tea business never looked in a healthier state than at present, and, with not an old line in their warehouse and prime values in all grades, large future sales are anticipated.

Another consignment of the Ting Ling Orange Pekoe Darjeeling tea is to hand with Lucas, Steele & Bristol. The firm also offers exceptional value in Japan nibs and Nagasaki Pekoes, in 30 lb. boxes.

W. H. Gillard & Co. have just received a large shipment of their celebrated Glasgow T D pipes, 200 per box.

Oxford University has again won the boat race, and Keen's Oxford blue has won the race for popularity in Canada, and means to keep it.

A. E. Richards & Co., of Hamilton, have been appointed agents for Canada for the new East India pickles.

"Business is improving," say Frank Magor & Co., Montreal, "and we are already booked ahead for delivery of goods on April 1st., when the summer rates of freight per C.P.R. and G.T.R. go into force."

Remember

It is a perfect Self-Raising Flour.
It is easily prepared.
It makes delicious Griddle Cakes.
It always gives satisfaction.
It pays the dealer a good margin
of profit.

This Buckwheat Flour Sells

The **IRELAND** Co.'s
Self-Raising **Buckwheat Flour**

(In 2½-lb. Packages 2 dozen per case.)

The kind your customers want: are you giving them that kind?

The **IRELAND NATIONAL FOOD CO. Ltd.**

Toronto, Can.

DIPLOMACY IN THE GROCERY STORE.

OFTEN grocers make a big mistake in being impolite to the servant girls who have occasion to call at their stores, remarks a writer in Grocery World. Many merchants have lost customers through impoliteness to servants, which they have never been able to account for.

If the grocer will take into consideration that the servant who does the buying occupies almost the same position as the buyer of a large wholesale house, probably he would change his tactics and be a little more diplomatic. When the buyer calls on a manufacturer he receives the most polite attention imaginable, and yet he is merely a servant in one sense of the word; therefore it would be good policy to follow the tactics of the manufacturer. If the buyer takes offence at any impoliteness, he can, in possibly nine cases out of ten, take the trade of his house elsewhere. It is the

same with the servant. She does the buying for the family, and as long as she can buy as well at some other store where she is treated politely, she will leave the store where proper consideration is not shown her.

Place yourself in the servant's position. You go to your jobber, and are treated impolitely, perhaps by one of the salesmen or the merchant himself. Do you continue dealing there? No, not if you can deal as reasonably with some other house. The servant is in the same position.

There recently came to my notice a case exactly like the above, in which the grocer lost one of his best customers. The servant's mistress was in the habit of calling at the store herself, but when she was taken ill sent her servant. The grocer looked upon the servant as an inferior, without any special influence, and, by his indifference, gave her cause to complain to her mistress. After the lady had received several such complaints, she told the servant to go and

deal with some other grocer in the vicinity. The new grocer, through his politeness and business-like manner, won the esteem of the servant, and the lady, when she recovered, decided to give him a trial. Finding herself able to buy as reasonably as at the old store she continued to patronize the second grocer, and the first, who thought the servant amounted to little, lost her mistress' trade.

The correct manner in which a business man should conduct himself is this: Be courteous, not cringing, to superiors; affable, not familiar, to equals; and kind, but not condescending or supercilious, to inferiors.

DESERVED PROMOTION.

By the retirement of M. Alphonse de Martigny, cashier of La Banque Jacques Cartier, to enter politics, M. Tancrede Bienvenue, for years assistant cashier, is promoted to the chief place. M. Bienvenue is a clear-headed, active young Canadian, who well deserves the confidence of his directors and the customers of the bank.



There's a tendency . .

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

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

Delhi Canning Co., Delhi, Ont.



IF YOU CANNOT SATISFY

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

Lumsden Bros., Hamilton, Ontario

Our Reputation

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

"KENT"

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

THE . . .

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

Scotch Lead the World

For **ORANGE MARMALADE**

What we make is equal to imported, is made from SEVILLE ORANGES in prime condition, and wins a customer every time.

Put up in 1-lb. glass jars and 7-lb. pails.

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

"GOLDEN"

FINNAN

HADDIE

We have just received these goods. Price Low.

JOHN SLOAN & CO.

Wholesale Grocers

TORONTO

SYRUPS ..

HONEY DEW and RUBY

Extra Clarified
Pure Sugar Goods

Warren Bros. & Boomer

WHOLESALE GROCERS

35 and 37 Front St. East, Toronto.

CLARK'S CANNED MEATS

GUARANTEED "THE BEST"

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

W. CLARK

Montreal

California Fruit

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

AT ROCK BOTTOM PRICES

T. KINNEAR & CO.

Wholesale Grocers

49 Front St. E., TORONTO.

New Season's Brazil Nuts

FIRST ARRIVAL (Nigger Toes)
NOW IN STORE

PERKINS, INCE & Co.

TORONTO.

NOW IN STOCK

Boneless Fish, Boxes 25 pounds.
Boneless Fish, Boxes 40 pounds.
Sealey's Cod Steak, 1-lb. Blocks, 24 pounds.
Beardsley's Shredded Codfish, 1-lb. Blocks, 2 dozen.
Herrings in Half-Barrels.
New Scaled Herrings.

J. W. Lang & Co.

59, 61 and 63 Front Street East Toronto.

New Shipments

of Sphinx Prunes, Dates
and Grenoble Walnuts

JUST ARRIVED

SMITH & KEIGHLEY

9 Front St. E. TORONTO.

Appleton's India & Ceylon Teas

THE "TAPIR" BRAND.
SOLD IN LEAD PACKETS

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



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

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

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

PUREST & BEST

Windsor Salt

Is manufactured by the "Vacuum" Process, the most modern and the best system known to the Salt industry. We use this process in order to be able to make the best Salt.

That we have succeeded in this, is evident by the fact that in every City, Town and Village in Canada you will find Windsor Table Salt coming into general household use. Housekeepers want it and you should **Keep it in Stock.**

You can order Windsor Table Salt from any wholesale house.

The WINDSOR SALT WORKS, WINDSOR, ONT.

We Can't
All
Spend
Easter
Holidays



in **CEYLON**

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

Easter Dinner

(The Poetry of it)

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

(The Prose of it)

THERE'S MONEY IN IT FOR YOU.

Have you tried . . .

JOHN DEWAR & SONS'

(Purveyors by appointment to Her Majesty Queen Victoria)

. . . SCOTCH WHISKY?

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

TRADE CHAT.

THE first maple syrup of the season was in the market on Monday at St. Thomas. It sold at \$1 per gallon.

It is reported that Humphreys & Sons, pork packers, of Cannington, are about to begin operations at Moosomin, Man.

Messrs. D. C. McDougall & Co., of Campbell's Cross, general merchants, have leased the corner store in Mrs. Secord's block, Acton, Ont.

The Fort William correspondent of The Winnipeg Free Press says: John King, the enterprising merchant of Victoria avenue, has just completed a large addition to his

block, and is branching out into a departmental store. He is busily engaged opening new spring goods.

The lumber cut in Cumberland, N.S., this winter, says The Amherst Sentinel, will be extensive. About 20,000,000 feet, board measure, will be cut.

The London Board of Trade have elected the following officers: President, John Bowman; vice-president, A. B. Greer; secretary-treasurer, J. A. Nelles.

The Dominion Cold Storage Co. can lease the old drill shed and adjoining lot fronting on Esplanade street, Toronto, for a term of 21 years on these conditions: The

annual rental to be \$1,300; the property to have a fixed assessment of \$50,000; the balance to be exempt from general taxes.

The city of Toronto applied again on Friday to the Municipal Committee of the Legislature for legislation. The rate of pedlars' licenses was fixed so that a man with two horses shall not be charged more than \$50, a one horse rig \$30, a push cart \$15 and a basket \$1.

Winnipeg is to have another wholesale fruit firm. Mr. A. Bright, the retail grocer, and Mr. K. J. Johnston, for years the well-known city traveler of McKenzie, Powis & Co., will enter into partnership and begin business shortly.



TENDERS

INDIAN SUPPLIES

SEALED TENDERS addressed to the undersigned and endorsed "Tender for Indian Supplies," will be received at this office up to noon of **TUESDAY, 21st April, 1896**, for the delivery of Indian Supplies, during the fiscal year ending 30th June, 1897, at various points in Manitoba and the North-West Territories.

Forms of tender, containing full particulars, may be had by applying to the undersigned, or to the Indian Commissioner at Regina, or to the Indian Office, Winnipeg. The lowest or any tender not necessarily accepted.

This advertisement is not to be inserted by any newspaper without the authority of the Queen's Printer, and no claim for payment by any newspaper not having had such authority will be admitted.

HAYTER REED,
Deputy Superintendent-General
of Indian Affairs.

Department of Indian Affairs,
Ottawa, March, 1896. (16)

The Peoples Building and Loan Association of LONDON, ONT.

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

PERMANENT STOCK.

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

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

For further particulars and forms of application address:

The Peoples Building and Loan Association
Molson's Bank Buildings, LONDON, ONT.

COWAN'S

HYGIENIC COCOA
ROYAL NAVY CHOCOLATE
and
FAMOUS BLEND COFFEE

Are the finest goods in the market.

THE COWAN CO., Ltd.

470 King St. West,
Toronto, Canada.

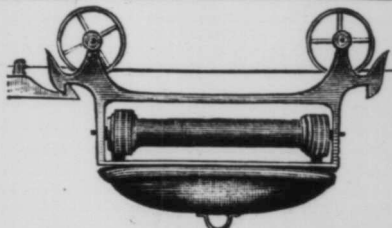
Union Mutual Life Insurance Co.
OF PORTLAND, MAINE

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

MAINE NON-FORFEITURE LAW

WALTER I. JOSEPH, Manager

Room 2, 162 St. James Street, Montreal



CHAMPION CASH RAILWAYS

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

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

DELICIOUS

That's the only way
to rightly describe the

Ram-Say Tea

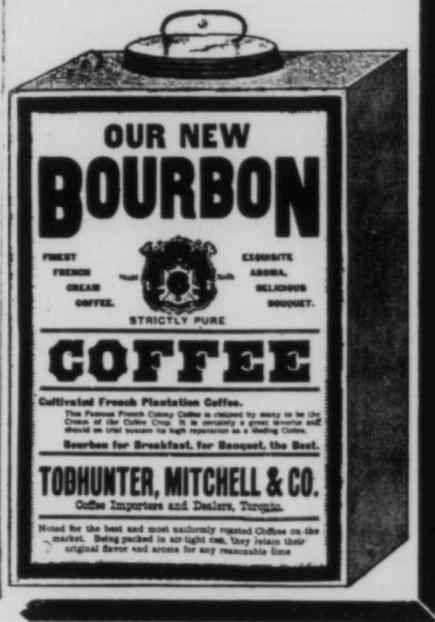
It's the finest of Indian - Ceylon teas —
done up in lead-lined
packets — absolutely
air-tight.

In pound or half pound
packets, 40, 50, 60c. pound.

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

Ordinary Coffee

MAY BE GOOD ENOUGH UNTIL YOU HAVE TRIED



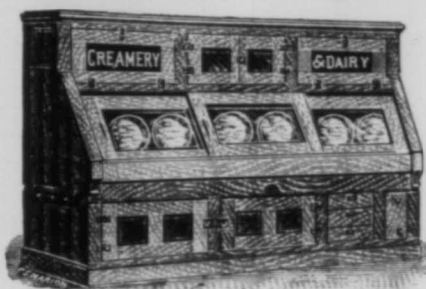
Write us for Prices . . .

FOR YOUR SPRING SUPPLY OF . . .

SALT

VERRET, STEWART & CO.
MONTREAL.

Aubin's Patent Refrigerator



The "Grocer's Standard" is the Favorite.

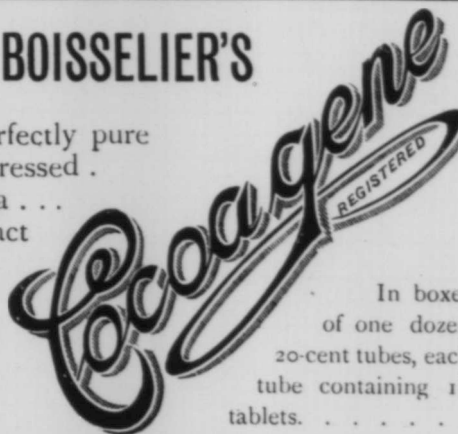
Send for Catalogue and Price List.

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



BOISSELIER'S

A perfectly pure compressed Cocoa . . . Extract



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

One Tablet makes an excellent Cup of Cocoa.
ALL LEADING GROCERS KEEP IT.

Open Pan Salt

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

OPEN PAN SALT . . .

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

WE HAVE IT.

The Canada Salt Association
CLINTON, ONTARIO

Brushes, Brooms Woodenware

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

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

Every Hotel and Restaurant needs

JOHNSTON'S Fluid Beef Cordial

IN 20-oz. BOTTLES

Have you got some to supply the demand?

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

THE JOHNSTON FLUID BEEF CO. MONTREAL.

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

C. F. WILCOX, general merchant, Amherstburg, has assigned. Liabilities, \$2,800, with practically no assets.

J. W. Taylor, teas, Kincardine, has assigned to J. H. M. Stewart.

E. Fortier, grocer, etc., Montreal, has assigned to Romeo Prevost.

Lacroix Bros., grocers, Sarnia, have assigned to James Flintoft.

Isabella Petrie, general merchant, Stayner, has assigned to W. Campbell.

J. Boudreau, general merchant, Wendover, has compromised at 25c. on the dollar.

P. Grace & Co., wholesale grocers, Montreal, have filed consent of assignment.

Z. Cordeau, general merchant, Acton, has compromised at 50c. on the dollar.

Joseph F. Chapman, general merchant, Bastard Tp., has assigned to Amer Brown.

R. C. Laurier, general merchant, Laurentides, Que., has compromised at 50c. on the dollar.

James Milne & Co., grocers, dry goods, boots and shoes, Stirling, are offering to compromise.

The stock of Isabella Petrie, general merchant, Stayner, has been seized under chattel mortgage.

A meeting of the creditors of L. A. Charron, general merchant, Windsor Mills, will be held 4th inst.

J. F. Chapman, general merchant, Harlem, has assigned, and a meeting of creditors will be held April 8.

The estate of J. C. Keegan, general merchant, Richmond, Que., has compromised at 50c. on the dollar, cash.

E. H. Rene & Co., general merchants, St. Zepherin, Que., are offering to compromise at 30c. on the dollar, cash.

Pigeon, Gendron & Co., wholesale grocers, Montreal, are offering to compromise at 30c. on the dollar, cash.

Alex. Franklin, general merchant, Plaisance, Que., has assigned. So has a Quebec grocer named Alex. Visien.

J. V. Chapdelaine, general merchant, St. Wincelas, Que., who is retiring from business, is offering to compromise at 25c. on the dollar, cash.

PARTNERSHIPS FORMED AND DISSOLVED.

Paquette & Co., grocers, Montreal, have dissolved.

Henault & Cie, ice dealers, Montreal, have dissolved.

T. A. Langlois & Co., grocers, Montreal, have dissolved.

Perras & Daignault, general merchants, St. Felix, have dissolved.

Graveline & Fontaine, general merchants, St. Damase, Que., have dissolved.

Doyle & Anderson, wholesale teas, Montreal, have dissolved; P. S. Doyle continues.

Sibbald & Shaw, commission, Revelstoke, B.C., have dissolved, Mr. Sibbald continues.

Rublee, Riddell & Co., wholesale fruits, Winnipeg, have dissolved; M. W. Rublee & Co. continue.

Nutter & French, wholesale liquors, Sherbrooke, Que., will dissolve May 1. C. H. French will continue.

Beaudet Freres, general merchants, St. Jean de Chailons, Que., have dissolved. Lucie Beaudet continues in groceries.

Thomas and George Dionne have registered a partnership to carry on business in Westmount, Que., as grocers, under the style of Dionne & Dionne.

Cockburn & Frankish, general merchants, Moose Creek, have dissolved; G. A. Cockburn, who continues, has obtained an extension of twelve months.

A new partnership has been formed in the business of Keith & Plummer, general merchants and lumber, Hartland, N. B., by W. D. Keith & Amasa Plummer.

M. Timmons & Son, manufacturers of aerated waters, Quebec, have dissolved and a new firm has been formed under same style, with M. Timmons as proprietor.

A co-partnership has been formed by James W. Boyer, F. J. Boyer and Joseph B. Bowser to carry on business as general merchants at Victoria Corner, N. B., under the style of J. W. Boyer & Co.

SALES MADE AND PENDING.

The crockery stock of O. E. Brock & Co., Montreal, has been sold.

The assets of W. Reed & Co., crockery, Montreal, are to be sold 7th inst.

The general stock of S. Dionne, St. Denis, has been sold at 52½c. on the dollar.

The stock of the late Wm. Moore, grocer, boots and shoes, Berlin, has been sold.

James Loggie, grocer, Queen street east, Toronto, stock sold at 65c. on the dollar.

J. E. Marcil, general merchant, Acton, Que., assets advertised for sale by tender.

The stock, etc., of the London Catsup Co., London, is advertised to be sold by the sheriff.

The stock of P. Monette, grocer, Ste. Cunegonde, Que., has been sold at 50c. on the dollar.

The assets of J. Alexander & Co., general merchants, Richmond, Que., are to be sold by auction.

The stock of the estate of Bartlett & Robinson, general merchants, Mount Brydges, has been sold.

The stock of Casselman & Co., general merchants, Cardinal, has been sold at 62½c. on the dollar.

Book debts of A. A. Decelles, grocer, St. John's, Que., are to be sold by auction. The

book debts of Langelier & Decelles, wholesale liquors, of the same place, are also to be sold.

J. H. Ross & Son, general merchants, Iroquois, have had their stock sold at 55½c. on the dollar.

CHANGES.

N. Martel has started a grocery business at Renfrew.

J. Colterette is starting a grocery store in Montreal.

C. Dionne is starting a general store at Fraserville.

Ross McLeod, general merchant, Embro, has opened a branch at Fairview.

Smith & Freeland, grocers, Vancouver, have been succeeded by W. Smith.

C. Graham, general merchant, Glenora, Man., is opening branch at Baldur.

E. Johnson, general merchant, Keefers, B. C., has removed to Slogan City.

Janet Robertson, grocer, Westmount, Que., has sold out to the Schneider Co.

H. B. Somerville, general merchant, Fitzroy Harbor, has removed to Glamis.

Isaac Erskine, fruits, etc., Grand Valley, has been succeeded by H. B. McClennan.

Prefontaine & Desautels are starting a general store at St. Marie de Monnoir, Que.

Mrs. K. C. Geisley, general merchant, Emory, B.C., has sold out to Lawrence Fauth.

Robert Banford, general merchant, Plantagenet, has sold out and removed to Lachute.

Albert Eaton, general merchant, Carlisle, Wentworth County, has sold out to A. M. Tansley.

Holmes, Moore & Courtright, general merchants, etc., Inwood, have been succeeded by James Atkinson.

Patrick S. Doyle has been registered proprietor of the firm of P. S. Doyle & Co., wholesale teas, Montreal.

George H. Boice, general merchant, Deep Brook, N. S., has registered consent for his wife Laleah Boice to do business in her own name.

DEATHS.

R. McCormick, grocer, Brockville, is dead.

David Stewart, general merchant, River Louison, N.B., is dead.

George Kent, of the Delhi Fruit & Vegetable Canning Co., Delhi, Ont., is dead.

FIRES.

R. Tackaberry, general merchant, Lion's Head, has been burned out.

Chas. Burrill & Co., wholesale and retail general merchants and shipping, Weymouth Bridge, N.S., have been burned out. Loss estimated at \$50,000, fully insured.

Consignments Stored in Bond

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

BLAIKLOOK BROTHERS, MONTREAL

A NEW DEPARTURE of much importance to the . . . **GROCERY TRADE**



The **LAING PACKING AND PROVISION CO.** Ltd.
.. OF MONTREAL ..

Have added a **Canned Meat Department** to their General Packing Business, and will in future have a full line of Canned Meat Goods, Soups and Sundries of the very finest quality, every can being guaranteed. These **Anchor Brand Goods** are put up in all the convenient sizes and newest shapes, with **patent key-openers**, and are not surpassed by any other goods on the market.

WRITE FOR PRICE LIST



ASK FOR
MOTT'S

We are the People



Who make the celebrated

"SCIENTIFIC"
STOVE ENAMEL.

The best selling goods on the market. **Do you handle it?** If not, send for a sample order through your wholesale house, or send \$2 to us and we will forward you a box (3 doz.)

SCIENTIFIC VARNISH MFG. CO.
Telephone 2005. 103 Queen East, TORONTO.

INSTANTANEOUS

Its uses are unlimited in

Soups,
Breakfast
Dishes,
Desserts,
Jellies,
Baby Food,
etc., etc.

HOWE, M'INTYRE CO.
AGENTS
MONTREAL

TAPIOCA

DAIRY SALT

Is one of the things your customers need in Spring. **"WINDSOR"** Dairy Salt is put in 20-lb. fine white cotton bags, packed 15 in a paper-lined barrel, and can be ordered from any wholesale house in Toronto. This bag can usually sell at 25 cts., and is just the size for early Spring trade.

Toronto Salt Works

128 Adelaide Street East
TORONTO, ONT.

City Agents for the **Windsor Salt Works**

Fine Fruit Tablets



ENGLISH FORMULA TABLETS

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

G. J. HAMILTON & SONS

PICTOU, N.S.



McLAREN'S



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

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

Out of every Ten Grocers

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

EDWARDSBURG STARCH Co. Cardinal, Ont.

Sardines, Amer., 1/4 s	0 04 1/2	0 09
" " 1/2 s	0 09	0 11
" Mustard, 1/4 size, cases	10 00	11 00
50 tins, per 100		
MARSHALL & CO., SCOTLAND.		
Fresh Herring, 1-lb.	1 10	1 15
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.

(CANADIAN.)		
Comp Corn Beef, 1-lb. cans	\$1 40	\$1 50
" " " 2 "	2 40	2 55
" " " 4 "	4 75	5 25
" " " 6 "	7 75	8 25
" " " 14 "	15 90	18 00
Minced Callops	2 60	2 60
" " " 2 "	2 60	2 65
Launch Tongue	3 40	3 50
" " " 2 "	6 00	
English Brawn	2 75	2 80
Camb Sausage	2 50	
" " " 1 "	4 00	
Soups, assorted	1 50	
" " " 2 "	2 25	
Soups and Boull.	1 80	
" " " 6 "	4 50	

CHEWING GUM.

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

CHOCOLATES & COCOAS.

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

FRY'S.		per lb.
(A. P. Tippet & Co., Agents.)		
Chocolate—		per lb.
Caracas, 1/4's, 6-lb. boxes	0 42	
Vanilla, 1/4's	0 42	
"Gold Medal" Sweet, 6 lb. bxs.	0 25	
Pure, unsweetened, 1/2's, 6 lb. bxs.	0 42	
Fry's "Diamond", 1/4's, 6 lb. bxs.	0 24	
Fry's "Monogram", 1/4's, 6 lb. bxs.	0 24	
Cocoa—		per doz.
Concentrated, 1/4's, 1 doz. in box	2 40	
" " 1/2's		
" " 1 lbs.		
Homeopathic, 1/4'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	per lb.	0 28
Mott's Homeopathic Cocoa (1/4's)	0 32	
Mott's Breakfast Cocoa (in tins)	0 45	
Mott's No. 1 Chocolate	0 30	
Mott's Breakfast Chocolate	0 28	
Mott's Caracas Chocolate	0 40	
Mott's Diamond Chocolate	0 22	
Mott's French-Can Chocolate	0 18	
Mott's Navy or Cooking Chocolate	0 27	
Mott's Cocoa Nibs	0 35	
Mott's Cocoa Shells	0 05	
Vanilla Sticks, per gross	0 90	
Mott's Confectionery Chocolate	0 21	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	0 25	
Grocers' Style, in boxes, 6 lbs. each	0 25	
Eight cakes to the lb., in bxs, 6 lbs. e.	0 25	
Soluble Chocolate—		
In canisters, 1 lb., 4 lb. and 10 lb.	0 50	
Breakfast Cocoa—		
n bxs, nd 12 lbs. each, 1/4 lb. tins	0 49	

COFFEE.

Green.		
Mocha	0 28	per lb.
Old Government Java	0 30	0 33
Rio	0 20	0 21 1/2
Plantation Ceylon	0 29	0 31
Porto Rico	0 24	0 28
Guatemala	0 24	0 26
Jamaica	0 21	0 22
Maracaibo	0 21	0 23
TODD HUNTER, MITCHELL & CO.'S		
Excelsior Blend	0 34	
Our Own	0 32	
Jersey	0 30	
Laguaya	0 30	
Mocha and Java	0 35	
Old Government Java	0 30	0 32
Arabian Mocha	0 30	0 35
Maracaibo	0 28	0 30
Santos	0 25	0 27

DRUGS AND CHEMICALS.

Alum	\$0 02	\$0 03
Blue Vitriol	0 06	0 07
Brimstone	0 03	0 03 1/2
Borax	0 10	0 12
Camphor	0 80	0 85
Carbolic Acid	0 25	0 50
Castor Oil, 1 oz. bottle, p. gross	4 20	
" " 2 " " "	6 00	
" " 3 " " "	8 40	
" " 4 " " "	10 00	
" " 1/2 pint " "	12 00	
Olive Oil, 1/2 pts., 2 doz. to case, per case	1 25	
" " pints, 2 doz. to case, per case	2 50	
Epsom Salts	0 02	0 02 1/2
Extract Logwood, bulk	0 13	0 14
" " boxes	0 15	0 17
Gentian	0 10	0 13
Glycerine, per lb.	0 17	0 18
Hellebore	0 16	0 17
Iodine	5 50	6 00
Insect Powder	0 25	0 30
Saltpetre	0 08 1/2	0 09
Soda, Bicarb., per keg	2 75	2 90
Sal Soda	1 00	1 25
Madder	0 12 1/2	

EXTRACTS.

Dalley's Fine Gold, No. 8, per doz.	\$0 75
" " " " 1, 1 1/2 oz.	1 25
" " " " 2, 2 oz.	1 75
" " " " 3, 3 oz.	2 00

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

Beardsley's Boneless Herring. per doz. 1 4

Beardsley's Shredded Codfish. per doz. 0 90

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

LIPTON'S Delicious Teas

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

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

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

LIPTON TEA PLANTER CEYLON

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

Batty's



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

ALL WHOLESALERS HAVE THEM.

... EIGHT PRIZE MEDALS

Canadian Agents

J. A. GORDON & CO.

... Montreal

MARINE INSURANCE

The Mannheim Insurance Company

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

Further particulars obtainable by applying to Local Agent, or to

JAMES J. RILEY & SONS
Managers for Canada Montreal

Notice

TO THE WHOLESALE TRADE ONLY . . .

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

CIGARETTES

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

CIGARS

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

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

J. M. FORTIER

MANUFACTURER

141 to 151 St. Maurice Street

Montreal

The Gulf of Georgia Cannery

MALCOLM & WINDSOR, Ltd.

Sole Proprietors, and Agents for

"Ice Castle Brand" Canned Salmon

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

FACTORY, Steveston, B.C.

OFFICE, Vancouver, B.C.

A PRIZE..

Certificate in each box of



ADAMS' "BANNER" CHEWING GUM

ADAMS & SONS CO.

Send for Free Sample.

11 & 13 Jarvis Street, Toronto, Ont.

Imitation is Like Charity

When it is done for love it is lovely
When for gain, hateful

CREAM SODAS are being imitated. Which of the above reasons do our imitators give for not using their own fertile brains? Stick to the original. They are put up in three-pound blue-labelled tins only and made by

The Toronto Biscuit & Confectionery Co.

Henry C. Fortier.

7 FRONT STREET EAST, TORONTO.

Charles J. Peter.

Crown Brand (Greig & Co.)—

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

FLUID BEEF.

JOHNSTON'S, MONTREAL.

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

FRUITS.

FOREIGN.

Currants—Provincials, bbls.....	per lb.	0 04	0 04 1/2
" " ".....	"	0 04 1/2	0 04 1/2
" Filiatras, bbls.....	"	0 04 1/2	0 04 1/2
" " ".....	"	0 04 1/2	0 04 1/2
" Patras, bbls.....	"	0 04 1/2	0 05
" " ".....	"	0 04 1/2	0 05 1/2
" cases.....	"	0 06 1/2	0 06 1/2
Vostizzas, cases.....	"	0 08	0 08 1/2
Panarete, cases.....	"	0 08	0 08 1/2
Dates, Persian, boxes.....	"	0 09	0 10 1/2
Figs—Eleme, 14 oz.....	"	0 09 1/2	0 12 1/2
" " 10 lb.....	"	0 13	0 15
" " 18 lb.....	"	0 16	0 18
" " 28 lb.....	"	0 03 1/2	0 04
taps.....	"	0 06	0 07
Prunes—Bosnia, cases.....	"	0 04 1/2	0 06 1/2
Bordeaux.....	"	0 04 1/2	0 04 1/2
Raisins—Valencia, off stalk.....	"	0 04 1/2	0 05
" Fine, off stalk.....	"	0 06	0 06 1/2
" Selected.....	"	0 06 1/2	0 06 1/2
" Layers.....	"	0 06 1/2	0 08
" Sultanas.....	"	0 06 1/2	0 06 1/2
" Cal. Loose Muscatesls 50 lb. boxes.....	"	0 06 1/2	0 06 1/2
" Malaga.....	per oox.	2 00	2 20
" London Layers.....	"	2 75	3 20
" Blue Baskets.....	"	3 25	3 50
" Dehesa Clusters.....	"	4 25	4 50
" Lemons—Messina, boxes.....	"	3 50	4 00
" Oranges—Jamaica.....	"	5 50	7 00
" Valencia.....	"	3 00	4 00
" Cal. Navels, in boxes.....	"	2 75	3 00
" Seville.....	"	0 03 1/2	0 04
Apples, dried, per lb.....	"	0 06 1/2	0 07
evaporated.....	"	3 25	\$3 50
Pot Barley.....	"	3 25	3 50
Pearl Barley, XXX, 49-lb. pkt.....	"	2 00	

FOOD.

Split Peas.....	per brl.	3 25	\$3 50
Pot Barley.....	"	3 25	3 50
Pearl Barley, XXX, 49-lb. pkt.....	"	2 00	
ROBINSON'S BARLEY AND GROATS.			
Patent Barley, 1/2 lb. tins.....	per doz.	2 25	
" " 1 lb. tins.....	"	2 25	
" " 2 lb. tins.....	"	1 25	
" " 4 lb. tins.....	"	2 25	

HARDWARE, PAINTS AND OILS.

CUT NAILS—From Toronto—

50 to 60 dy basis.....	2 60
40 dy.....	2 65
0 dy.....	2 70

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

HORSE NAILS—

Canadian, dis. 55 per cent.....	
From Toronto, per keg.....	3 60

SCREWS—Wood—

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

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

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

ROPE—

Manilla.....	0 09	0 09 1/2
Sisal.....	0 06 1/2	0 07 1/2

AXES—

Per box.....	6 00	12 00
--------------	------	-------

SHOT—

Canadian, dis. 17 1/2 per cent.....	
-------------------------------------	--

HINGES—

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

WHITE LEAD—Pure Association guarantee, ground in oil..... per lb.

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

TURPENTINE—

Selected packages, per gal.....	0 45	0 46
---------------------------------	------	------

LINSEED OIL—

Raw, per gal.....	0 54	0 55
Boiled.....	0 57	0 58

GLUE—

Common per lb.....	0 07 1/2	0 08
--------------------	----------	------

INDURATED FIBRE WARE.

THE E. B. EDDY CO.

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

JAMS AND JELLIES.

SOUTHWELL'S GOODS.

Orange Marmalade.....	per doz.	1 60
Clear Jelly Marmalade.....	"	2 00
Strawberry W. F. Jam.....	"	2 30
Raspberry.....	"	2 20
Apricot.....	"	2 00
Black Currant.....	"	2 00
Other Jams.....	"	1 55
Red Currant Jelly.....	"	3 10

(All the above in 1 lb. clear glass pots.)

KNOX'S GELATINE.

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

(Sold by all wholesale grocers.)

LICORICE.

YOUNG & SMYLLIE'S LIST.

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

MINCE MEAT.

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

MUSTARD.

COLMAN'S OR KEEN'S.

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

FRENCH MUSTARD.

Crown Brand—(Greig & Co.).....	9 00
Pony size, per gross.....	7 30
Small Med. ".....	10 80
Large ".....	12 00
Spoon ".....	18 00
Mug ".....	16 20
Tumbler ".....	12 00
Cream Jug.....	21 00

RICE, ETC.

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

STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—

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

Culinary Starch—

W. T. Benson & Co.'s Prepared Corn.....	0 07 1/2
Canada Pure Corn.....	0 06 3/4

Rice Starch—

Edwardsburg No. 1 White, 1-lb. cartons.....	0 09
Edwardsburg No. 1 White or Blue, 4-lb. lumps.....	0 07 1/2

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—

Canada Laundry, boxes of 40 lbs.....	0 04 1/2
Finest Quality White Laundry—3 lb. cartons, cases 36 lbs.....	0 05 1/2
Bbls., 175 lbs.....	0 04 1/2
Kegs, 100 lbs.....	0 04 1/2
Lily White Gloss.....	0 06 1/2
Kegs, extralarge crystals, 100 lbs.....	0 06 1/2
1 lb. fancy cartons, cases 36 lbs.....	0 07
6 lb. draw-lid boxes, 8 in crate 48 lbs.....	0 07
6 lb. tin enamelled cannisters, 8 in crate 48 lbs.....	0 07
Brantford Gloss.....	0 07 1/2
1 lb. fancy boxes, cases 36 lbs.....	0 07 1/2
Brantford Cold Water Rice Starch—1 lb. fancy boxes, cases 36 lbs.....	0 09
Canadian Electric Starch—40 packages in case.....	3 00

Culinary Starch—

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

KINGSFORD'S OSWEGO STARCH.



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

SUGAR.

Granulated.....	c. per lb.	0 04 1/2	0 04 1/2
Paris Lump, bbls and 100-lb. boxes.....	"	0 05 1/2	0 05 3/4
" " in 50 lb. boxes.....	"	0 05 1/2	0 05 3/4
Extra Ground, bbls, icing.....	"	0 05 1/2	0 05 3/4
Powdered, bbls.....	"	0 05 1/2	0 05 3/4
Very bright refined.....	"	0 05 1/2	0 05 3/4
Bright Yellow.....	"	0 04 1/2	
Dark Yellow.....	"	0 03 1/2	0 04

SYRUPS AND MOLASSES.

SYRUPS.

Dark.....	per gallon.	bbls.	1/2 bbls.
Medium.....	"	0 30	0 33
Light.....	"	0 33	0 38
Bright.....	"	0 38	0 43
Redpath's Honey.....	"	0 40	
" 2 gal. pails.....	"	1 10	1 15
" 3 gal. pails.....	"	1 45	1 50

MOLASSES.

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

SOAP.

Baldbitt's "1776" Soap Powder.....	\$3 5
------------------------------------	-------



P. M. LAWRASON'S SOAPS.

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

per box

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

BRANTFORD SOAP WORKS CO.



Ivory Bar—

per box	
3 lbs. and 2 6-16 lbs., 60 bars in box.....	\$3 30
1 3/4 oz. and 1 lb., 60 bars in box.....	3 30
12 oz. cakes, 100 cakes in box.....	4 00

DROP IN PRICES!

Brantford Starch

SEE PRICES CURRENT

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

TEAS.


BLACK.		
	per lb.	per lb.
Congou		
Half Chests Kaisow, Mon- ing, Paking	0 12	0 60
Caddies, Paking, Kaisow	0 18	0 50
INDIAN.		
Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchong	0 18	0 25
CEYLON.		
Broken Pekoes	0 35	0 42
Pekoes	0 20	0 40
Pekoe Souchong	0 17	0 35

CHINA GREENS.		
	per lb.	per lb.
Gunpowder		
Cases, extra firsts	0 42	0 50
Half Chests, ordinary firsts	0 22	0 38
Young Hyson		
Cases, sifted, extra firsts	0 42	0 50
Cases, small leaf, firsts	0 35	0 40
Half Chests, ordinary firsts	0 22	0 38
Half Chests, seconds	0 17	0 19
" " thirds	0 15	0 17
" " common	0 13	0 14

PING SUEYS.		
	per lb.	per lb.
Young Hyson		
Half Chests, firsts	0 28	0 32
" " seconds	0 16	0 19
Half Boxes, firsts	0 28	0 32
" " seconds	0 16	0 19
JAPAN.		
Half Chests		
Finest May pickings	0 38	0 40
Choice	0 32	0 36
Finest	0 28	0 30
Fine	0 25	0 27
Good medium	0 22	0 24
Medium	0 19	0 20
Good common	0 16	0 18
Common	0 13 1/2	0 15
Nagasaki, 1/2 chests Pekoe	0 16	0 22
" " Oulong	0 14	0 15
" " Gunpowder	0 16	0 19
" " Siftings	0 07 1/2	0 11

TETLEY'S TEAS.		
No.	Retailed 70c. cost 50c.	
No. 1	50c.	35c.
No. 2	40c.	30c.

"SALADA" CEYLON. per lb.



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

"KOLONA"
 Ceylon Tea, in 1-lb. and 1/2-lb. lead packets, black or mixed.

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, 48 in 40-lb. boxes	0 48

CANADIAN TOBACCO CO., MONTREAL.

Cut Tobaccos—



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

Cigarettes— per 1,000

Sonadora Havana	\$10 00
Royal Turkish Egyptian	10 00
Crete de la Crete	7 20
Lafayette	3 80
Marquise	7 00
Imperial (Virginia tobacco)	3 50

Plug tobaccos (sweet chewing)

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

Plug smoking (with or without tags)— per lb.

Black Crown smoking, in 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
Crete de la Crete Reina Victoria Extra, 1-20	55 00
Crete de la Crete Reina Victoria Special, 1-20	50 00
Honey-moon, Regalia Com me il Fait, 1-40	55 00
El Caza Culebras, 1-40	55 00
La Fayette Reina Victoria, 1-20	32 50
Noisy Boys, Blue Line, 1-20	25 00
Princess of Wales, Princess, 1-10	25 00
Ditto, low grades	13 50

AMERICAN TOBACCO CO. OF CANADA, L.L.D.

Cigarettes— Per M.

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

Plug Cut—

Old Chum, 1-9, 5-lb. boxes	0 70
Old Virginia, 1-10, 5-lb. boxes	0 60
Seal of North Carolina, 1-10	0 80
" " 1-6 pouches	0 90
Old Gold, 1-10s and 1/4s	0 80

Cigarette Tobacco—

E. C. N. 1, 1-10, 5-lb. boxes	1 10
Athlete	1 20
Old Judge	1 20

Plug Smoking—

Derby, 3s, 7s and 12s, solace	0 51 1/2
Old Virginia, 3s, twist or solace	0 58

Plug Chewing—

Old Chum, 3-lb. boxes, thick or thin	0 58
--------------------------------------	------

Cigars—
 S. DAVIS & SONS, MONTREAL.

Sizes.	Per M.
Madre E' Hijo, Lord Lansdowne	\$60 00
Panetelas	60 00

Madre E' Hijo, Bouquet	60 00
" " Perfectos	85 00
" " Longfellow	85 00
" " Reina Victoria	80 00
" " Pins	55 00
El Padre, Reina Victoria	55 00
" " Reina Victoria Especial	50 00
" " Conchas de Regalia	50 00
" " Bouquet	55 00
" " Pins	50 00
" " Longfellow	80 00
" " Perfectos	80 00
Mungo, Nine	35 00
Cable, Conchas	30 00
" " Queens	29 00
Cigarettes—All Tobacco—	
Cable	7 00
El Padre	1 00
Mauricio	15 00

WOODENWARE.

	per doz.
Pails, 2 hoop, clear, No. 1	\$ 1 45
" " " " " "	1 60
" " " " " "	1 40
" " " " " "	1 55
" " " " " "	1 40
Tubs, No. 0	8 00
" " 1	6 50
" " 2	5 50
" " 3	4 50
Washboards, Globe	1 90
" " Water Witch	1 40
" " Single Crescent	1 85
" " Double	2 75
" " Jubilee	2 25
" " Globe Improved	2 00
" " Quick and Easy	1 80
" " World	1 75
" " Rattler	1 30
Butter Tubs	1 60
Mops and Handles, combined	1 25
Butter Bowls, crates assort'd.	3 60
THE E. B. EDDY CO.	
Washboards, Planet	1 60
" " Waverly	1 50
" " XX	1 40
" " X	1 25
" " Electric Duplex	2 25
" " Special Globe	1 50
Per Case.	
Matches—	
5-Case Lots	Single Case
Telephone	\$3 30
Tiger	3 10
Parlor	2 60
Red Parlor	1 70
Safety	1 75
Favorite	4 00
Flamers	2 25
	2 35

Licorice Goods



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

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.

"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.

GASPE DRY CODFISH, GREEN COD-FISH, N.S. AND O.B. HERRING

B.C. Salmon, Canned Lobsters, Mackerel and Blueberries, Nfld. and Gaspe Cod Oil

CLARETS

Alex. Andrea Kraay & Co.'s very fine old Clarets

BASS' ALE

The Bugle Brand is the best imported

GUINNESS' STOUT

Bulldog Brand, the highest grade bottled

Cockburn & Co.'s Very Old Highland Whisky

SPECIAL LIQUEUR WHISKY

**J. & R. McLEA, 23 Common St.
MONTREAL**

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.

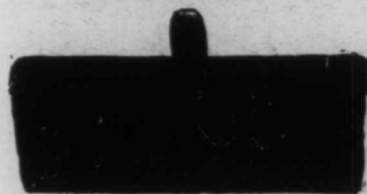
Represented by

Chas. Boeckh & Sons, Toronto,

H. A. Nelson & Sons, Montreal.

**THE
Oakville Basket Co.,**

MANUFACTURERS OF



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

For sale by all 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



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

CLUBBING RATES

The Dry Goods Review and
The Canadian Grocer

\$3.00

Send for Samples.

THE DRY GOODS REVIEW

TORONTO

. . . . MONTREAL

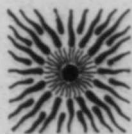


Crosse &

Blackwell

CELEBRATED FOR

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



—SOLD BY—

All Grocers in Canada

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

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

HOLD YOUR TRADE BY SELLING THESE FAMOUS BRANDS

Joseph TETLEY & CO.

of London, Eng.

HAVE APPOINTED . . .

Messrs. T. Kinnear & Co.

49 Front St. East, TORONTO

As their Wholesale Agents for Toronto and Western Ontario.

Messrs. Kinnear & Co. will carry an assorted stock of the various packets of the famous Tetley's Tea.

The "GENUINE"



Is a Chimney full of quality
See our Registered Trade
Mark on each one.

Do not buy any so-called
Flint Chimney, but insist
on having the GENUINE

Heat will
not
break it

Full Lead
Flint-Wrapped
and Labelled

GOWANS, KENT & CO., Toronto

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

THE BRADSTREET MERCANTILE AGENCY

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

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

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

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

Oakey's 'WELLINGTON' KNIFE POLISH

The Original and only Genuine Preparation for Cleaning Cutlery.

JOHN Oakey & Sons, Limited,

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

Wellington Mills, London, England

REPRESENTATIVE IN CANADA:

JOHN FORMAN, 650 Craig Street MONTREAL

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.