

THE CANADIAN GROCER

VOL. X

TORONTO AND MONTREAL, FEBRUARY 14, 1896.

No. 7

COLMAN'S MUSTARD



BEST ON EARTH

To Grocers

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

"CROWN"

BRAND

Marshall's Scotch Herrings

FROM THE FAMED ABERDEEN FISHERIES

In Kegs
Firkins
Half Barrels
Barrels

FULLS and
MEDIUMS

N. B.—Marshall & Co., Aberdeen, own their fishing fleet; pack only the **Finest Selected Herrings**. Every package guaranteed. Their Kippered, Fresh Herrings, Herrings in Tomato Sauce, etc., are very superior.

SOLE AGENTS:

WALTER R. WONHAM & SONS, 315 and 316 Board of Trade Building, **Montreal**

Grocers ..

Who study to please
their customers keep
our

Table Salt

A pure nutty flavor-
ed Salt. Gives taste
to everything.

**The Canada
Salt Association**

CLINTON, ONTARIO

BROOMS ...

**B
R
O
O
M
S**

OUR BRANDS :

Imperial Gold Medal Victoria
Bamboo Carpet Standard Leader

A variety of sizes in each line. Give us a trial order.
Freight allowed to Ontario points in 5 doz. lots.

CHAS. BOECKH & SONS

Manufacturers.

TORONTO, ONT.

CONFIDENCE

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

JOHNSTON'S FLUID BEEF

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

THE JOHNSTON FLUID BEEF CO.

MONTREAL.

ESTABLISHED A CENTURY.

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

DAY & MARTIN'S

Real Japan Liquid and Oil Paste Blacking



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

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

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



DUBBIN, INK, ECLIPSE GLOSS, AND POUCH BLACKING.

All of Superior
Quality

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

CHAS. GYDE, Montreal,
for Ontario and Quebec.
TEES & PERSE, Winnipeg, for Manitoba and North-West Territory.

.....London and Liverpool.

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

Standard Goods THE Best to Handle

FOR
PURITY

Bi-Carbonate of Soda

FOR
STRENGTH



This brand is always reliable. Highest test 98.50% pure.

Made only by **The UNITED ALKALI CO., Ltd., Liverpool.**
"New Process" Soda, finest on the market.

Under the direct
patronage of
His Royal Highness
The PRINCE OF WALES



And His Excellency
LORD ABERDEEN
The Governor-General
of Canada.

A FEW OF

.. LAZENBY LEADERS ..



The
**LEVER TOP
PICKLE**

NO CORK NO LEAKAGE
Most Useful Jar When Empty.

- Table Jellies
- Chow Chow Pickles
- Lucca Cream Olive Oil
- Solidified Soup Squares
- Assorted Potted Meats
- Fortt's Oliver Biscuits
- Harvey's Sauce

ALL ABSOLUTELY PURE.

MONTREAL and TORONTO

A. P. TIPPET & CO.

ST. JOHN, N.B.

F. H. TIPPET & CO.

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.

Do You Sell Crockery?

Then we want your business. We manufacture all kinds of Yellow, and Bristol Glazed goods, also Rockingham Ware, which we guarantee fully equal to any on the market, either of home or foreign production. Catalogues, prices or travelers' attendance, if you drop us a card.

Brantford Stoneware Mfg. Co. Ltd. - Brantford.

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.



A Pot of MacLAREN'S IMPERIAL CHEESE

To retail at 10 cents

If your wholesale grocer cannot supply
you, we will

A. F. MacLAREN & CO. - Toronto

Treat your customers to the Finest Teas by selling them

TETLEY'S

Perfect uniformity of

Indian and Ceylon Blend

Packed in ½-lb. and 1-lb.
Lead Packets.

.. ADDRESSES ..

14 Lemoine St., MONTREAL

128 Richmond St. W., TORONTO

Hudson Bay Co., WINNIPEG

VERY **IMPORTANT**

PAYS well

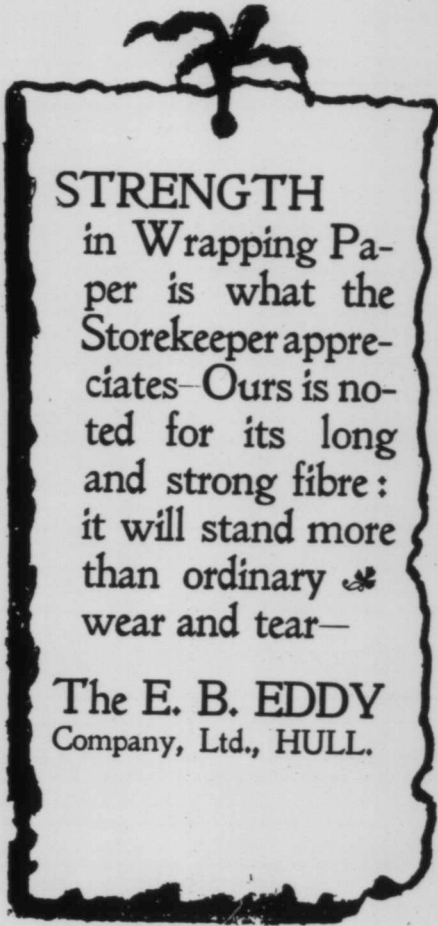


SELLS well

ROSE & LAFLAMME Agents,

400 St. Paul Street

. . . MONTREAL



STRENGTH
in Wrapping Pa-
per is what the
Storekeeper appre-
ciates—Ours is no-
ted for its long
and strong fibre:
it will stand more
than ordinary
wear and tear—

The E. B. EDDY
Company, Ltd., HULL.

Silver Dust Washing Powder

Will make you trade and money. . . .
Cleans anything and everything in the house
without the use of any kind of Soap. .
Does it in half the time for half the money.
Your customers will be surprised and de-
lighted with a trial.

PUT UP IN 5, 10 AND 25c. PACKAGES.

SILVER DUST MFG. CO., Hamilton

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

Your customers will ask

for **REINDEER BRAND**

CONDENSED MILK

and expect to get it from you.

You are safe in recommending all
"REINDEER BRAND" condensed goods.

EVERY TIN IS GUARANTEED. OLD STOCK TAKEN BACK.

"BUILD SOLIDLY when you build." This is just as applicable to the merchant as to the architect, and particularly so with regard to the Tea Department. Without a good foundation the superstructure will not stand; without sterling quality, strict uniformity and honest value, a successful, lasting Tea Trade cannot be done.

THE ORDINARY MORTAL likes a really good cup of Tea, and when he is satisfied in that particular the grocer usually has a 'cinch' on his general trade, and his bank account rolls up accordingly.

IN CONNECTION WITH THIS we desire to direct your attention to our

STANDARD BLACKS

*THE 400 SELECT
DALU KOLA CONGOU
IMPERIAL CONGOU
RUSSIAN CONGOU*

For years these Teas have been before the Canadian tea-drinking public, and have never varied in their rich, full-flavored characteristics, which have made them such prime favorites with lovers of good Tea. You please your customers and make a good margin. A postal card asking for samples and quotations will receive prompt attention.

W. H. GILLARD & CO.

Wholesalers
Only

HAMILTON

**This
Proves it**

**THAT BOULTERS'
GOODS DON'T STICK.**

We are entirely sold out of

**CORN
PEAS
TOMATOES
BEANS**

And several other lines.

Grocers, order from your wholesaler before it's too late. Our goods are right, that's why they go.

WETHEY'S

CONDENSED



Mince Meat

A most delicious preparation, which keeps well, and is easily and quickly made up into pies, patties, etc. All wholesalers have it.

J. H. WETHEY, Manufacturer,
ST. CATHARINES

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

THE CANADIAN GROCER

Vol. X. (Published Weekly)

TORONTO AND MONTREAL, FEBRUARY 14, 1896

(\$2.00 per Year) No. 7

DROPS FROM THE EDITOR'S PEN.

Work without system is like machinery without oil.

The three days of grace have saved many a merchant from disgrace.

Soon deprived of customers is he who strives for inordinate profits.

In business, as well as in a race, it is well to keep your eye on your competitor.

Although selling is an art, the efficient salesman may not necessarily be an artist.

A merchant cannot afford to work always any more than he can afford to play always.

There appears to be a grand stirring up of old bones on the Grand Trunk these days.

He who has an eye for business possesses the key that opens the door leading to success.

A dark and dingy store, like a man with a dark countenance, is often viewed with suspicion.

Acknowledge a fault. By "eating the leek" a merchant is saved from swallowing his manhood.

Inconsistency in the weather may be a part of the plan of nature, but inconsistency in man never.

Indispensable as system is in order to success in business, yet it can be followed to deleteriousness.

Don't be pedantic. The pedant, like the man with leprosy, is shunned by ordinary mortals.

It is well to have friends; but the germ of success is within ourselves and not the gift of our friends.

Ignorance may abound, but it is not thick enough to hide from ultimate dis-

covery he who essays to live on the incredulity of his customers.

Man, like the chick in the shell, must depend upon his own energies for working his way into the world.

The sugar producers in Cuba are grinding their teeth because the rebels will not allow them to grind their sugar.

He who sacrifices prices in order to gain business may be said to be sacrificing himself to the God of Ambition.

In renting a store the determining factor should not be so much a matter of amount of rent as compatibility of situation.

The doctrine that a man cannot be both honest and successful in business is palatable only to those devoid of conscience.

A receipt is a recipe against irritation, litigation and other complaints which may arise subsequent to the payment of an account.

The Maritime Grocer is no more; but with its amoval has come The Maritime Merchant, which essays to cater to all branches of trade.

If there is one trade more than another that a timid man should keep out of it is the grocery trade: In it there is room only for men of courage.

Dollars are often made by reading one issue of a live trade paper; and yet there are merchants who begrudge two dollars for fifty-two issues.

Minnesota has laid claim to one of our islands in the Rainy River. There appears to be no boundary to the boundary disputes of this continent.

The proprietors of the big stores in Paris, France, are conceded special passenger rates by the railways, and Parliament has reduced their licenses 45 per cent. Small

dealers in this country have reason to be thankful that they are not as their brethren in the French capital.

The average wife claims equality with her husband in all things except the payment of debts. This anomalous exception the law should remove. Let woman have her rights to the full.

He who while looking for business pulleth his advertisement from the newspaper column is like unto him who putteth his lamp under a bushel when searching for a gem which he hath lost.

Valuable and all as this discovery of photography may be for locating diseases in the human body, yet we shall still have to look in a man's face to learn whether his heart be good or not.

If the same energy and ingenuity were displayed in "fishing" for business as there is in fishing for speckled trout there would be more successful merchants in the country than there are to-day.

I have heard young physicians advised to have the appearance of being busy, whether they were or not; and I don't know that the same advice would be inapplicable to the case of young merchants as well.

In Africa they have trees that grow soap; in one of the Pacific States they have a lake that produces soap. We have none of those things in Canada; and it is because we do not need them: we have manufacturers that produce soap cheap enough for all purposes.

Important as are commercial matters, yet, in our laudation of the discoveries of science, we often overlook developments in commerce. Five years ago Manitoba was an importer of dairy products; last year she was an exporter of these products to the value of six millions of dollars. And yet we have said little about it, while very few Canadians are even conversant with the fact.

CHEESE EXPORTERS DINE.

THE importance of the butter and cheese trade of Montreal has long been admitted, and the modesty of the members of this trade has been a surprise to many. Other branches affiliated with the Board of Trade have had their excursions, dinners, etc., but the butter and cheese men have asserted themselves only by turning over more goods than any other branch of our export trade, except lumber. To use a cant saying, they never "blew their own horn." Now, it may be a sign of vulgarity and ill-breeding to blow it too much, but it is equally true that people can be too modest. This has been the case with the dairy produce trade. They have not taken the prominence that the extent and importance of their business justified in the past, but they propose doing so in the future. The other evening they took the initial step by holding their first annual dinner at the Windsor Hotel. The new president of the association presided, and among those present were: Messrs. Robert Bickerdike, John McKergow, Joshua Bell, Wm. Eager (Morrisburg), J. C. Warrington, D. A. McPherson, Wm. Nivin, A. J. Bruce, W. Ware, J. Alexander, P. W. McLagan, F. Duckett, G. Hodge, J. Kirkpatrick, C. Campbell, J. Vaillancourt, W. Dalrymple, A. C. Wieland, J. Ward, W. Taylor, C. Langlois and many others, some eighty people or so sitting down at seven o'clock.

Like men who handle a food stuff, the gathering knew how to appreciate the good things provided by the Windsor.

The usual loyal toasts to Her Majesty and her representative being duly honored the chairman proposed in a few remarks the health of the Montreal Board of Trade. President Bickerdike had been called away, so it devolved upon Mr. McKergow, a leading member of the cheese trade, who is second vice-president, to respond. Mr. McKergow spoke briefly in regard to the Board of Trade, and followed up with a humorous speech about the cow. He remarked that the farmers had developed this animal into a regular machine. But they had to do so, for above all things, with the competition that they had to meet, the Canadian makers of cheese and butter had to be progressive.

One of the veterans of the trade, Mr. Wm. Nivin, who followed, got a rousing reception. He said that he had come to enjoy himself and did not propose to make a long speech. Before concluding, he commended the idea of holding an annual dinner. It was, in his opinion, a first-class method of cementing the feeling of friendship and good fellowship that existed and should always exist between members of the trade, no matter how keenly they might compete against one another. He concluded by proposing the health of the country associations.

Mr. Wm. Eager, of Morrisburg, respond-

ed on their behalf. He also thought that an annual gathering like the present one was a first-class idea, and predicted that at the next the men who made the cheese and butter would be better represented by larger numbers than at this one. After referring to the great educational work that the Country Dairymen's Association had been carrying on, Mr. Eager referred to the course of the market. As a maker he had to say that the season just closed had not been quite satisfactory to the producers, but they were just enough to admit that the prices they realized for their make during the previous year more than made up the difference. He frankly admitted, in fact, that the farmers frequently got more for their cheese and butter than the condition of the market warranted. He could not agree, therefore, with the people who sometimes accused the Montreal dealers of shady practices. The fact that a business aggregating twelve to thirteen million dollars had been carried on from year to year was the best denial of this that could be found, and spoke forcibly for the honesty and integrity of the Montreal men as a body. Touching upon the country boards, he said he was not an admirer of them, nor was he an advocate of the idea of having the cheese branded. He considered it impracticable. He concluded by proposing "The Montreal Butter and Cheese Association," which the guests present drank with three rousing cheers.

President Grant, in responding, said: "The Montreal Butter and Cheese Association is the natural outgrowth of the vast business done in these articles; it includes all those who are actively engaged in the business in the city; it is affiliated with the Board of Trade, whose president we have with us this evening; two of its prominent members are now members of the Council of the Board of Trade (and as the Board of Trade has over a thousand members, we are well represented) one of whom is now second vice-president, is also with us this evening, and we hope that in the near future, this gentleman will represent us as president of the Board of Trade. The members of this association handle two-thirds of all the cheese produced in Canada, or about \$10,000,000 worth out of the \$15,500,000 worth that is annually exported, and I suppose about half of all the butter, both exported and sold in Canada. This association stands for progress and the advancement and best interests of the dairy business in all its branches. I am pleased to say that there has never been an arbitration award in the association, which speaks volumes, and there has not been, to my knowledge, a single lawsuit between one of its members and a factoryman in eight years trading. The business between the English merchants and members of this association is transacted, so far as I know, just as smoothly and with as little friction as

it is with the factorymen. There was a report published in a prominent agricultural paper in England last year to the effect that adulterated lard or cheese was shipped from Canada; this association knew that such accusations were basely false, and an association meeting was immediately called, and by its prompt action, Sir Charles Tupper was at once communicated with by cable, and the libel was immediately retracted. The reason Canada holds the high position she does, I may say, the first position, is because no adulterated or filled cheese are made here, and this is more than any other country can say, and Canada makes the most uniformly best cheese of any country on the globe. England imported in 1894 cheese to the value of \$26,644,708, of which Canada sent over half, or \$13,000,000, Australia \$669,225, the United States \$7,827,000, and Holland \$3,702,000. These figures show conclusively the leading position occupied by our country. I now draw your attention to the growth of the business: Canada exported, in 1880, \$3,893,366; in 1885, \$8,265,240; in 1894, \$15,488,191. Our position in butter, so far as the export trade is concerned, is a paltry one. England imported, in 1894, butter to the value of \$65,489,268, of which Denmark shipped \$28,440,576 worth, France exported \$6,680,391 worth, Australasia \$6,959,221 worth, Holland \$4,048,828 worth. Now, Denmark had a population, in 1890, of 2,173,380, and the area of that country is 14,775 square miles, which is just about half as large as the province of New Brunswick, with its 28,100 square miles. The United Kingdom has 120,179 square miles, the province of Ontario 219,650 square miles, and Quebec 227,500 square miles. Certainly these comparisons show us, if they show anything, that we should not be satisfied with the money value of our exports in dairy produce.

In reference to cattle, I may tell you that in 1893 the United Kingdom had 11,027,554 head, Canada, the same year, 4,660,662 head, Australasia the same year had 11,872,360 head. In looking over the value of Canada's exports, I find that the lumber business stands at the head with \$28,173,813; cheese second, \$15,488,191, and butter \$1,414,423; exports of wheat, flour and breadstuff, are credited with \$12,598,110, but I am inclined to the opinion that some of the through American exports are included in these figures; cattle is fourth, with \$6,499,597, and fifth comes bacon and hams with \$3,053,172. All these statistics are official ones from the Agricultural Department of Ottawa."

In proposing the Receivers the president expressed regret that more of them did not join the association. They had as much at stake as the shippers, and should take an active interest in its proceedings. Mr. Arthur Hodgson endorsed what had been said regarding the benefits of such gatherings as the present one, and also to the receivers.

Among the latter who replied were Messrs. Ward, Hurler, Campbell and Taylor, who all expressed their gratification at being present, and agreed that such a gathering was the best means possible of bringing both branches of the trade together.

YOU CAN DEPEND UPON THEM

L. P. & Co. Coffees .
Diamond Crystal Salt


**HILLWATTEE
TEA**

L. P. & Co. Spices .
Roberts' Jellies

LUCAS, STEELE & BRISTOL, AGENTS Hamilton

It Came to Stay, It Has Stayed

Like the trees of the forest, the greater the storms the more deeply rooted become the trees. This is our experience with the celebrated Ram Lal's Tea. At its inception it was assailed, its doom was pronounced in many languages by rival dealers long before the public had given their verdict, yet to-day it stands without a peer, imitated by many, rivalled by none. Equal to Ram Lal's was the highest eulogy bestowed on samples given to dealers by travellers throughout the country, and in many cases the dealers were victimized, and why? Because Ram Lal's Pure Indian Tea has no equal.

Wherever Ram Lal's Tea is shown
It stands unrivalled and alone.

And why has Ram Lal's Tea no equal? Because it is a pure **INDIAN** blend. Indian Tea possesses more retentive quality than any other tea known to commerce.

IMITATION BLENDS sold throughout the country to-day meet with considerable favor for a time and then become unpopular, and why? Because Ceylons are used very extensively in these blends, and after being kept in stock for a time go "off," losing their pungency and aroma. This has been the experience of practical tea men the world over. The sale of this brand is not confined to Ontario alone, but from all parts of the Dominion orders are being received daily, and numerous enquiries from across the border. Each year these goods are becoming more and more popular, sales having far exceeded our most sanguine expectations.

For sale by 

James Turner & Co., Hamilton

Wholesale Agents for the
Ram Lal's Tea Co., of Calcutta.

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.**

Prunes

SAMPLES ON
APPLICATION

Plums

Bosnia, Atlas Brand, in 55-lb. cases.

AA. A. B.D.

California French, in 25-lb. cases.

30-40, 40-50, 50-60, 60-70, 70-80, 80-90 Fruit

Bosnia in Barrels.

California Egg, in 25-lb. cases.

French, 100-105 Fruit, in 55-lb. cases.

H. P. ECKARDT & CO.

Wholesale
Grocers,

TORONTO

SELLING AS AN ART.

IT is not every one who can make a good salesperson, says a writer in Trade Magazine. It requires a certain knack which is innate, and cannot be acquired. First of all, one must like the vocation if he intends following it. Without this you will lose a great deal of time, valuable both to yourself and your employer. Some take positions in shops through inclination, others through force of circumstances. But when one enjoys a position back of a counter he can always make a success of it.

Patience, perseverance and ambition must be the watchwords of every salesperson. These are indispensable qualifications.

Patience to an unlimited extent is absolutely necessary, for without patience no clerk will make a successful salesman.

Perseverance is another attribute much needed in the "make-up" of a good salesman. But this is often overdone by clerks making the error of supposing that a constant digging at a customer effects the sale.

As to ambition, I would not give much for the future of any young man who would be satisfied always with the position he holds, however good it be.

He neither benefits himself nor his employers. This is the greatest mistake a salesman makes. The moment he feels he has attained his aspirations, that moment he has exhausted his usefulness to his house.

He should strive to gather the knowledge and workings of all stocks, though he be confined to one department. He should strive, first of all, to work through the different grades until he is at the head of his special line. He should learn to obey, not because he must, but because he ought to. One who cannot obey cannot command. He will be unfit even to assume the charge of his stock, should opportunities ever give him the chance. He must act, in carrying out his instructions, with the expectation that some day he will have a place of business of his own, and he must learn to run it successfully.

He should always dress neatly and generally, never in an eccentric or fastidious

manner. He should be agreeable, without being inimate; pleasant, without being offensive. He should at all times be in readiness to wait on customers and approach them with a pleasant address, remembering that the first impression is the one that tells. On receiving a reply from a customer, he should show his goods in an unobtrusive manner, trying to sell without importuning.

Shoppers now-a-days are intelligent. They know well the value of merchandise, and, therefore, it does more harm than good to enlarge too much on what you are selling. A pleasing explanation of the fashion, a general suggestion, and then the salesman should allow the customer an opportunity of exercising unbiased judgment. Sales are often ruined by overmuch talk.

Be honest in your suggestions; never overdo anything; show your wares to the best advantage; make your stock look presentable, and you will be a success. Many clerks make mistakes by being forced into submission. It is far better to do what is expected of you in a graceful manner than to be coerced.

Promptness is another factor in the "make-up" of a good salesperson. That employe who lags a few moments in the morning or noontime will lag all through life.

Discretion in waiting on a customer is another rare quality. To a neat person show neat patterns; to one who is a little more lavish in style or dress show goods according to such tastes. Never try to convince a customer that your way of thinking is right. You can advance your ideas, but, if you find that they conflict with your patron's views, argument is very harmful.

Be truthful under all circumstances; never misrepresent. Even though you should make a sale through misrepresentation you have surely lost a customer, and your house loses that patronage. The truth in business is a mighty power, and paramount to all other qualifications.

Always be doing something. In a large store, as well as a small one, there is always

something that should be improved. Idleness leads to mischief. Silly conversation back of counters has been the starting point of the downfall of many young people who might have made a success of their vocation. In the first place, by your frivolous conversation you lose the respect of even those who listen to your prattle, and besides that, you do yourself the greatest injustice. If you do not begin by gaining the respect of those around you, you need never expect it from your superiors. There is no position in an establishment that you cannot gain, if, by your merit and ability, you are qualified to fill it.

Bear in mind that seven-eighths of the employers of to-day started in life at the bottom of the ladder, and only attained what they now have through harder work than is needed of you. Be ever mindful of your employer's interests. If you are faithful in your duties to your employer, reward will surely follow. Sometimes it may be slow in coming, but it will certainly come.

It will always be necessary for someone to be given complete charge of the large establishments which exist to-day and will exist in the future. Why not you? It is worth trying for, and, if you combine the requisites mentioned, your chances are as good as the best.

VIRDEN BOARD OF TRADE.

At the annual meeting of the Virden, Man., Board of Trade the following were the officers elected: A. Merrick, president; J. F. Frame, vice-president; George H. Healey, secretary-treasurer. Council—Messrs. W. J. Wilcox, W. H. Hall, Kennedy, B. Meek, R. E. Turnbull, D. Fraser, J. H. Agnew, D. McDonald, J. A. Schumlin, Jas. Rothnie, H. C. Simpson and J. W. Higginbotham; auditor, D. McDonald.

"The Virden Board of Trade is a live corporation that has done much to advance the interests of its particular district, and the town of Virden is to be congratulated on the fact that it again starts the new year under such favorable auspices," says the Virden correspondent of The Winnipeg Free Press.

Teas Complete Stock. Prices Right.

We are also Wholesale Agents for

IN LEAD PACKETS ONLY
FOUR QUALITIES
"A PERFECT BLENDED TEA"

"Kurma"

DAVIDSON & HAY, WHOLESALE GROCERS Toronto, Ont.

In Eating

It pays to have the best foods. An attack of dyspepsia that involves a doctor's bill, due to poor, cheap foods, is mighty poor economy for anybody. We spend the largest part of our time learning how to mill good cereals for little money. We think we know how. We'd like to prove it to you if you give us a chance. Just now we'd like you to order a sample lot of "ROLLER PROCESS"

Buckwheat Flour

And as we've lately reduced the price to the next thing to cost, there should be money in it for you.

THE TILLSON COMPANY - Tilsonburg, Ont.

Saying "it's best" ..

Doesn't prove it. If you want to prove the superiority of **Flagship Salmon**, sample a can for yourself. Let your own eyes and tongue be the judges. Compare it with any other brand you wish—nothing can beat it.

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

Canadian Pacific Packing Co.

LULU ISLAND, B.C.

HINTS TO BUYERS.

THE Eby, Blain Co., Ltd., have in stock again Seville orange marmalade in 7-lb. pails (6 to crate), put up expressly for themselves. They claim it is equal, if not superior, to last year's production of this article.

A car of lemons is just to hand with Dawson & Co.

Warren Bros. & Boomer have a car of Bosnia prunes arriving.

Davidson & Hay are offering hulled corn and red kidney beans.

"Rio coffees are going freely with us," say W. H. Gillard & Co.

Dawson & Co. have in stock a large supply of Mexican sweet oranges.

Shipments of cheap Congous are arriving this week for Davidson & Hay.

Smith & Keighley are closing out the balance of their Christmas fruits at low prices.

Davidson & Hay are offering a fine broken Ceylon Pekoe packed in 10 and 20-lb. boxes.

A shipment of French prunes is in stock with the Eby, Blain Co., Ltd., in 55-lb. boxes.

New shelled walnuts in 55-lb. boxes, fine sample, are in store with H. P. Eckardt & Co.

W. H. Gillard & Co. are in receipt of a couple of carloads of California fruits, com-

prising 3-crown loose Muscatels in 50-lb. boxes, and choice peaches in boxes and bags. They state they are offering these at bargain prices.

H. P. Eckardt & Co. have in stock lake fish, fall catch, white fish, trout and herring.

Davidson & Hay have in stock Dumouriez French coffee, put up in 1-lb. glass jars. The package is attractively labeled.

D. Gunn, Flavelle & Co. report that their consignments of roll butter and eggs, although large, have found ready sale.

J. W. Lang & Co. are offering Nova Scotia herrings in half-barrels, prime goods; also Sealey's steak cod in 2-lb. blocks.

H. P. Eckardt & Co. are in receipt of a shipment of California navel oranges, 96's, 112's, 126's, 150's, 176's, 200's and 250's.

Currants and raisins are becoming very scarce, especially selected Valencias. James Turner & Co. have, they report, a splendidly assorted stock in these goods.

W. H. Gillard & Co. state that the past six weeks with them have been banner ones in the sale of teas, and that never before in the history of their business were sales so large.

Graham, McLean & Co., Colborne street, Toronto, report that their trade for both December and January was a great deal ahead of that for the same months the previous year.

James Turner & Co. had the pleasure of proving to quite a few buyers this week as to the reliability of last week's tea "ad." by booking some nice orders, especially for fine Moyune Young Hysons.

NOTED AS AN ADVERTISER.

The Ceylon Observer devotes considerable space in a recent issue to the system of advertising of P. C. Larkin & Co., of Toronto, packers of Salada tea, and declares that the firm is "the most indefatigable advertiser in Canada." "With a few Larkins scattered about America Ceylon need not fear over-production," concludes the article.

AN OLD FRUIT FIRM FAILS.

The old-established wholesale fruit and fish firm of J. Cleghorn & Son, 94 Yonge street, Toronto, have assigned. The firm consisted of Thomas H. Cleghorn, and for many years has done an extensive business in canned goods, Mediterranean fruits, and fish. The firm have been in difficulties for some little time back, but it was expected that these would be successfully tidged over. No statement has yet been made out of the affairs of the firm, but the liabilities are understood to be in the neighborhood of \$17,000. The assets are nominally the same, but, of course, a portion of the stock is perishable. The creditors will meet on Tuesday, the 25th inst. It is expected that an offer will be made and a settlement effected.

You lose more than we do by not handling B. F. P. Cough Drops: a good profit and probably a good customer. So say the Toronto Biscuit and Confectionery Co.

"There Are Others"

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



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

KNOX'S EGG PRESERVER

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

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

Also Agents for KNOX'S SPARKLING CALVES FOOT GELATINE.

WE * ARE * READY

To fill your order for any of the following lines :

ROWNTREE'S Elect Cocoa and Confectionery
BRYANT & MAY'S Tiger and Safety Matches
and Wax Vestas



CARR & CO.'S

English Biscuits

Are exported to all parts of the world.

Established 1831.

The original manufacturers of
Fancy Biscuits by Machinery.

Appointed Biscuit Manufacturer-
ers to H. M. the Queen by special
warrant, dated May 8th, 1841.

CARR & CO. Ltd.

CARLISLE, ENGLAND.

Agents for Canada

Robert Greig & Co., 456 St. Paul St.
MONTREAL

CRAVEN'S English Confectionery
McKAY'S Kola-Cafe

CROWN BRAND EXTRACTS

Seldom Equalled. Never Excelled.

ROBERT GREIG & CO.

456 St. Paul Street

... MONTREAL



Sole Agents for Canada.

THE STEPS

to a successful and permanent tea trade can only be ascended by handling

Ram Lal's Pure Indian Tea...

UNIFORMITY



PURITY



FRAGRANCE



PAYS A DOUBLE PROFIT, AS IT IS ALWAYS WINNING TRADE AND ALWAYS HOLDING IT

FLAVOR



WESTERN AGENTS

STRENGTH



Turner, Mackeand & Co.

WHOLESALE GROCERS



WINNIPEG



INCREASE YOUR TRADE

Snow Drift Baking Powder

The Snow Drift Co., Brantford, Ont.

S. & H. HARRIS'S HOUSEHOLD REQUISITES.



SOLD EVERYWHERE.

Ebonite Blacking

(WATERPROOF.)

FOR BOOTS AND SHOES.

Does not Injure the Leather



Trade Mark.

Requires No... Brushing

...ASK FOR IT..

MANUFACTORY: LONDON, E., ENGLAND.





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John Cameron, General Subscription Agent.

OUR EXPORTS OF HOG PRODUCTS.

PRODUCING meats for consuming countries is one of the chief offices with which nature has endowed Canada. And the trade returns show that the people are beginning to develop in earnest this nature-bestowed industry.

Last week we referred to the extraordinary development of our export trade in bacon, during which it was pointed out that our sales to Great Britain were 80 per cent. larger in 1895 than in 1891. In this issue we propose to deal with hog products generally.

Taking hams for the past five years we find this result:

	Quantity in lbs.	Value.
1891.....	403,481	\$ 37,617
1892.....	598,083	57,901
1893.....	1,216,036	140,150
1894.....	1,682,167	183,895
1895.....	2,607,968	260,602

As with bacon, so with hams, Great Britain is our chief market. Last year it was nearly 98 per cent. of the whole, and in 1891 it was 97 per cent. It will be noticed by the above table that the increase in the exports of hams during the five-year period was 84.54 per cent. Our total exports of bacon and hams last year were 40,134,026 pounds, valued at \$3,806,709. Twenty years ago our exports of the two combined were 9,954,528 pounds, valued at \$826,691, an increase of 73.60 per cent. in quantity and 75.65 per cent. in value. It is interesting to further note that, compared with 1891, our exports of hams last year increased 115 per cent. to Newfoundland, 95.79 to the United States, and 70.70 to Dutch West Indies.

Countries which in 1891 took no hams from us last year bought from us as follows: Spanish West Indies, 16,674 pounds; St. Pierre, 2,217 pounds; Hayti, 7,072 pounds; British Guiana, 2,223 pounds; China, 190 pounds; Japan, 70 pounds. During the period in question the British West Indies and the French West Indies were the only cus-

tomers that bought less of us. In 1895 the latter disappears altogether from the list, while the former shows a decline of about 50 per cent.

Turning to the figures referring to lard, food for gratification is again found.

	Quantity in lbs.	Value.
1891.....	47,734	\$ 3,174
1892.....	31,886	2,504
1893.....	709,624	66,773
1894.....	902,925	76,689
1895.....	1,276,586	104,130

It will be observed that the increase in lard during the five years given is 96.50 per cent. Of the total exports over 99½ per cent. went to Great Britain, the rest being distributed between British West Indies, Newfoundland, Hayti, St. Pierre and the Spanish West Indies. Hayti and the Spanish West Indies did not appear at all in the list of 1891, but whereas the United States took 14,700 pounds from us in the latter year, in 1895 she did not take one pound of our lard; in fact, Newfoundland was the only country besides Great Britain that took more from us in 1895 than in 1891, but, then, these are all very small customers at the best.

While our exports under the classification "pork" do not exhibit the same continued increase as do bacon, hams and lard, yet they are by no means of a discouraging character, showing as they do an increase of 86.30 per cent. compared with five years ago. The figures for the five years are:

	Quantity in lbs.	Value.
1891.....	67,687	\$ 4,089
1892.....	142,386	7,866
1893.....	903,022	81,953
1894.....	755,722	38,109
1895.....	519,736	32,436

A peculiar feature of the export trade in pork is the sharp fluctuations in the quantities taken by Great Britain. For instance, in 1891 she took 550 pounds; in 1892, 2,600 pounds; in 1893, 398,174 pounds; in 1894, 476,963 pounds, and in 1895, 211,436 pounds. Next to Great Britain, our largest exports of pork are to Newfoundland. Then follow the British West Indies and St. Pierre.

The total exports of hog products during 1895, compared with 1891, were:

	1895.	1891.
Bacon, pounds.....	37,526,058	7,150,756
Hams, ".....	2,607,968	403,481
Pork, ".....	519,736	67,687
Lard, ".....	1,276,586	47,734
Total.....	41,930,398	7,669,658

In value we observe the following development:

	1895.	1891.
Bacon.....	\$3,546,107	\$590,852
Hams.....	260,602	37,617
Pork.....	32,436	4,089
Lard.....	104,130	3,174
Total.....	\$3,943,275	\$635,732

While these favorable results are due, to some extent, to the increased favor our hog products are finding in consuming countries, yet not all: Canadians, realizing that hog products was one of their natural products

have been both developing it and pushing for business. And the success which has crowned their efforts has also demonstrated the fact that the development is only a small part of what it is possible to make it.

A LAME EXCUSE.

THOSE opposed to a reform, but lacking the courage to show which side they are on, usually take refuge behind an excuse: Their wife's mother may lay sick of a fever and they must needs be on hand to see the poor soul receive attention; or they have not had time to look into the matter, when at the same time the matter has been before the public nearly long enough to qualify it to exercise the franchise. These are a sample of a hundred and one excuses that are, in effect, advanced.

The other day when Mr. Martin's Insolvency Bill was receiving the attention of the House of Commons, the excuse advanced why it should not pass was that the measure should have emanated from the Government and not from a private member.

This excuse would have been clothed with some semblance of reason had the Government intimated that it proposed introducing such a measure.

Not only is there no such intimation, but there is not even the barest hope that this is possible this year, next year, or, in fact, ever.

Under such circumstances Mr. Martin was fully warranted in introducing his bill. He evidently recognizes the need there is for an insolvency law covering the Dominion. Therefore, he would not have been doing his duty had he not brought down the measure in question.

THE CANADIAN GROCER has no hope of the bill being adopted, nor in all likelihood has the author of it. But Mr. Martin is to be commended for reviving interest in the question, forlorn hope and all as he may be leading. It is to be hoped that when the bill comes up for its second reading Mr. Martin will divide the House, so that the business men of the country may at least know who are for them and who against.

The necessity for an insolvency law is perhaps not as great as it was a few years ago: some of the provinces in which the law was most lax have been gathering up the loose ends. But that does not do away with the necessity for a law that will be the same in Halifax as in Victoria, or vice versa.

The plea that a Dominion insolvency law would be a species of class legislation, while true in part, is none the less weak and absurd: The Acts relating to banking, railways, seamen, are just as much of the class character, and yet we never remember hearing the charge of class legislation preferred against them.

Taken in its broadest sense, these Acts are for the public good. And so would be

an insolvency law. In fact, as long as we are without such law there are certain classes that do, under existing conditions, enjoy special privileges.

With a law like unto that introduced in the Senate two years ago by Sir Mackenzie Bowell—and Mr. Martin's is constructed on the same lines—protection would be afforded the debtor as well as the creditor class. Any measure that did not do so would not receive the support of THE CANADIAN GROCER.

An uniform insolvency law for the Dominion would tend to strengthen the credit of the country, for as long as this law is lacking, there are manufacturers and merchants, both at home and abroad, who are precluded, through laxity in the laws, from pushing business in some parts of Canada to the extent they otherwise would. Obviously, this hindrance to trade, small or great as it may be, should not be allowed to obtain when it is quite possible to remove it.

BULLISH NEWS ON MOLASSES.

IF present indications are a fair criterion the market for molasses is apt to rule strong during the current spring, so far as business for importation is concerned. Advices to sales agents in Montreal tend at least to create this impression.

Advices from Porto Rico stated that sales had been made there at 5c. advance over the prices ruling at the same time last spring. One large sale, made on New York account, was at 30c. cost and freight, or about equivalent to 40c. in Canada.

Last spring the market opened at 25c., so that there is room for radical reaction if values are to rule on the same level as last spring. Besides, it is further stated that there are more orders at Porto Rico than can be filled within the next four weeks, even at these high figures.

With regard to the spot market in Montreal, nearly all the stock of fine Porto Rico is controlled by one firm, who hold it at 34c.

Advices from New Orleans give the crop as 50 per cent. short, and there is little prospect of any heavy exports from Cuba this season. This is shown by the prices paid recently at primary points in Cuba, large sales of Nenevitas in large hogsheads being noted at 26c. spot cash, or 35c. laid down in Canada.

Briefly, the general tenor of news regarding molasses outside is strongly bullish.

HIGHER VALUES FOR RAISINS.

A comparison of the position of raisins at present with the one occupied last year is interesting. It shows that values all round are higher, the fact being due to largely decreased supplies.

According to an estimate by a well known Montreal importer, the stock of Valencia

raisins there cannot much exceed 10,000 boxes, or some 50,000 boxes less than for the same period last year. The stock of California also is lighter.

Prices at present are fully 1c. per pound higher on the common grades of Valencia and ½c. on the fine off stalk, while layers are 2½c. per lb. dearer than they were last year. At present common off-stalk are held at 4 to 4¼c.; last year they were offering at 3 to 3¼c., while layers sold as low in jobbing lots as 4c. during last March, but it is doubtful if anything could be had to-day cheaper than 6c. The advance in California raisins has been equally noticeable.

Three-crown fruit were freely offered last spring at 4½c. and 4-crown at 5½c. To-day 3-crown are selling at 5c., and 4-crown at 6½c., with little or no quantity remaining available on the Coast for the eastern markets.

A DIFFERENCE IN GROCERS.

How unconcerned some merchants are regarding the wants of their customers, and how keen others are for new business was exemplified the week following the recent heavy snowstorm in Toronto. This storm, it will be remembered, paralyzed the street car, telephone, and telegraph services.

In an outlying part of the city is a family that has been in the habit of getting its supplies of groceries from a down-town grocer, ordering, as a rule, by telephone. The family resides in one of the sections of the city that was cut off from telephone communication with the rest of the world. For a week or more—and it may be yet—this condition of affairs existed.

Under such circumstances one would naturally have expected that the grocer of the family in question would have sent his driver around for orders. But no driver came.

Where, however, one grocer was derelict another was on the alert. His place of business was in the centre of the city, but on the very day of the storm he sent his drivers into the isolated districts of the city and canvassed for orders the family in question, besides others with which he had not done business before.

The result was that he not only got orders, but a good name for enterprise besides.

A BIG FRUIT FAILURE.

One of the heaviest failures this year in Montreal was registered at the Court House Tuesday morning. The firm was the well-known wholesale fruit firm of T. S. Vipond & Son, who assigned at the demand of Geo. T. Warren.

The creditors number over 100, with amounts ranging from \$100 to \$15,000, the total liabilities being in the vicinity of \$250,000, direct and indirect. The direct amount to \$36,000, among the chief creditors being

the following: Jas. Selket, England, \$15,000; Greenshields & Greenshields, \$2,000; J. Vipond, \$2,360; J. A. Vipond, \$2,330; D. Robertson & Co., \$1,800, and Montreal Cold Storage, \$1,300. The firm's paper held by the banks is as follows: Merchants Bank, \$94,506; Molsons Bank, \$21,171; Halifax Bank, \$500. There are mortgages of the following; McIntosh & Hyde, \$25,000; Montreal Loan & Mortgage, \$3,000 and Church Society Co., \$3,500.

It is not known what the estate will pay until an inspection has been made, but there are a lot of valuable assets.

UNFROSTED NAVAL ORANGES HIGHER.

THE CANADIAN GROCER had an article two weeks ago dealing with damage to the California orange crop by frost, wind and rain.

The fact that during the past week the Toronto market has had several carloads of this damaged fruit on the market induces us to again return to the subject.

At the beginning of the season the crop of Riverside navels was estimated at 3,000 carloads, but this estimate, on account of the frost and high winds of December 30 last, has been reduced to 1,500 carloads.

The first result of this was the expeditious shipment out of the state of the damaged goods, which induced an easier feeling in prices, but while lower figures have obtained on the damaged fruit a reaction has taken place with regard to the good quality fruit that remains on the Coast, telegraphic advices received this week in Toronto announcing an advance of 25c. per case in unfrosted navels.

LOSE THEIR CURRANTS.

Telegraphic advices received in Toronto this week from New York stated that the currant steamer Lamington, ashore near that city, is a total loss.

She had on board about 2,000 tons of currants, comprising about 6,500 barrels, 200 half-barrels, 800 cases, and 20,000 half-cases.

A good deal of these currants were for the Toronto and other Canadian markets, and as a consequence of the loss a good many re-sales have been made by brokers covering the losses.

The realization of the fact that the vessel was a total loss is said to have stopped, in New York, the offering of low fruit on that market.

Currant steamers appear to have been unfortunate lately. In the Thames a few weeks ago part of the cargo of a steamer was so seriously damaged that it was unfit for either grocery purposes or home consumption; and at the sale by auction of this fruit almost the entire quantity was bought by continental exporters, much to the gratification of the trade in England.

TORONTO RETAILERS.

THE question of members of the association amalgamating to buy large quantities of goods, in order to secure the larger discounts given by manufacturers and others on such purchases, came up for discussion at Monday night's meeting of the Toronto Retail Grocers' Association. The idea met with general approval, but further action was deferred till the next meeting.

President A. White presided, and there was a good attendance.

The question of holding the annual At Home occupied some attention. It was ultimately decided to dispense with the At Home this year and hold a "Smoker" instead, expenses for which were not to exceed \$25. These were appointed a committee to make the necessary arrangements: J. G. Gibson, D. Bell, P. J. Mulqueen, H. D. Kelly, B. Panter and J. W. McCleary.

Mr. F. Johnston gave notice of motion that the association ask the Inland Revenue Department to take more interest in the inspection of foods as supplied to the public by the various stores in the city.

Another notice of motion was given by Mr. J. G. Gibson, setting forth that the practice of tea companies giving free window displays in certain stores was not fair to the smaller stores, and suggesting that the companies hire vacant stores for the purpose.

Business was concluded about 9.30 p.m., and after that a pedro match was played between the members of the association and the City Travelers' Association. There were ten players on each side, and the different associations were represented as follows: Grocers—A. G. Booth, W. H. Marmion, D. W. Clark, C. T. Clark, W. J. Sykes, R. B. Snow, B. Panter, D. Bell, J. S. Bond, H. D. Kelly. Travelers—Chas. Cherry, M. A. Muldrew, E. Oak, C. Husband, C. Fairbairn, C. Coates, W. J. Daniels, D. Casey, F. Morley, John Anderson.

The travelers were easy winners.

THEIR VEGETABLE PACK SOLD.

W. Boulter & Sons announce that they have sold their entire pack of last season's pack of vegetables. Their fruits have also got into small compass, there being nothing left but gallon apples and raspberries. "This speaks volumes for our business," remarked a member of the firm.

SHREDDED CODFISH.

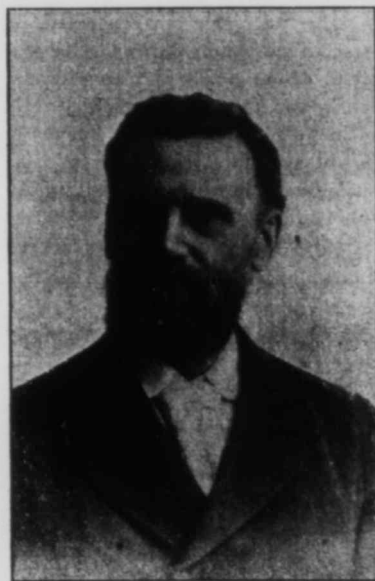
The St. John, N. B., correspondent of THE CANADIAN GROCER last week stated that a new shredded codfish was being put on the market by Leonard Bros., of that city. This inadvertence we regret. The trade, however, is well aware that there is but one firm entitled to use the word "shredded" in connection with codfish, and that firm is J. W. Beardsley's Sons, of New

York, whose goods are so well known in Canada. This explanation is scarcely necessary, as everyone knows Beardsley's shredded codfish, but we make it, nevertheless, from a sense of justice to that firm.

GOOD FOR NORTH GREY.

NORTH Grey is the latest district to come into line with our policy. It proposes to send a successful business man to represent it in Parliament instead of a lawyer, or a professional politician, or someone of that sort—useful possibly in their place but not in Parliament. James McLauchlan, wholesale and retail grocer, biscuit and confectionery manufacturer, of Owen Sound, has received the Conservative nomination for the House of Commons. The constituency is now and has been for years represented by a lawyer, and a very reputable man he is.

The time of Parliament is almost entirely taken up with the discussion of business



JAMES McLAUCHLAN.

questions. Laws are made to regulate, and action is taken to develop, local and foreign trade. To deal with these questions intelligently it is necessary to have a House composed of experienced business men. This is common sense. When we are ill we consult doctors, not lawyers or blacksmiths, or anyone else. It is true some people do not. They take every old woman's advice and try patent medicines by the score. They are ill for months and spend a hundred or more dollars in various remedies. Finally they consult an able doctor, who charges them \$5, and they are well in a week. A case was discussed in Parliament this week that proves the necessity of having experienced men in everything. The warden's residence, Stoney Mountain Penitentiary, Manitoba, had to be removed. The authorities spent much time and prepared elaborate plans, and it was found that it would cost \$3,500 to do the work. The

Government authorized this expenditure. Among the convicts was a man whose previous life had been devoted to building and contracting. He heard what they were about. He offered to do the work in the way any ordinary every-day builder would for a cash outlay of \$15. He did the work and the country was saved \$3,485.

Those nominated for Parliament should also be successful business men with more than average ability: if they have not made a success of their own affairs it is hardly possible for them to deal with the larger affairs of the country. They should be enterprising and in touch with the times. They should have means enough to enable them to be independent of parties or governments instead of voting against the interests of their constituents on promises of civil service appointments: it is said 33 members of the present House are after positions: they jump when the Government pulls the string. Their business must be in such a position that their prolonged absence and constant neglect will not seriously affect its earnings: to let their business suffer is unfair to themselves and their families, and unjust to their creditors. They should be men of unimpeachable reputation. Training in municipal politics is often a decided advantage: it brings them into closer touch with all classes of people.

Mr. McLauchlan has all the elements of a capable representative. He is well off. He has a good business, which is now largely controlled by his sons, who have been trained under him. He has been for years in municipal politics, presiding over town affairs or occupying a seat in the County Council. So high does his personal reputation stand that no one dare attack it.

Another biscuit and confectionery manufacturer, to whom everything that has been said of Mr. McLauchlan applies, is Wm. Paterson, of Brantford, now a member of the House, and high in the councils of the Liberals.

May they both, and many others like them, sign "M.P." to their names after the coming Dominion elections.

THE APPLE MARKET.

The apple market presents some peculiar features just now.

On the Toronto market we see the unusual thing of Greenings selling at figures lower than those obtaining in the fall.

In the Old Country good prices are being paid for Baldwins only. Greenings they do not want at all, and Spies are only taken at low figures.

On the local market Spies are quoted rather higher than Baldwins, \$2 to \$2.50 being asked for the latter and \$2.50 to \$3 for the former. Good Greenings are selling at \$1.50 to \$1.75 per barrel and common apples at \$1 to \$1.25.

LONDON RETAIL GROCERS.

THE regular monthly meeting of the London Retail Grocers' Association was held on Tuesday evening, Feb. 4.

All the officers were present except T. A. Rowat, vice-president, who was reported ill. There was a good representation of members present.

The meeting opened at 8.30 p. m. with the president, Mr. W. H. McCutcheon, in the chair.

The question was asked if the committee on early closing of stores on Saturday evenings had anything to report.

Mr. R. W. Sharpe replied on behalf of the committee that the movement was still being agitated, and with good results; but he would like to see the movement take some definite step. He thought that it would perhaps be advisable to fix on some hour for closing.

There was a general discussion on the question, and no objection was offered to fixing an hour providing it could be made unanimous.

It was suggested to hold a special meeting for the purpose of discussing the question, and a committee was appointed to arrange for a meeting for the purpose, and request all the members to attend; also grocers not members. It was suggested

that the committee might make it an At Home or social evening.

The question was asked if any reply had been received to the proposal by this association to hold a picnic or convention of all the Retail Grocers' Associations of Ontario, notice of which was reported in THE CANADIAN GROCER.

The secretary replied that he had not received any correspondence from any of the associations, but noticed that THE CANADIAN GROCER had a very good article from the editor.

It was moved and seconded that the secretary communicate with Toronto and Hamilton Associations, and obtain their views on the question and report at next meeting.

The custom of societies, churches, etc., calling on grocers to buy tickets or contribute to entertainments was discussed, and while it was felt that it was the duty of the grocer to contribute to such within a reasonable distance, it was considered that in many cases rather too much was expected. The grocers and merchants were expected to contribute to all the socials and entertainments in the city and surrounding country. None of the members present could suggest any remedy other than for each one to use his own judgment, and to support only those he felt it his duty.

It was reported that the wholesale price of

sugar was firm and would likely remain so, and that granulated sugar would probably advance $\frac{1}{8}$ c. in the near future.

A half-hour or so was occupied in discussing the markets and state of trade and questions of interest to the trade, and the meeting closed with the members feeling that the time had been profitably spent.

E. SUTTON, Secretary.

RIO COFFEE.

The market report of Rio News, just received, says of the Rio Janeiro coffee market: "The supply and the appearance of some cafe das aguas in recent receipts has increased the nervousness of dealers, but, so far as we have been able to learn, the factors show a good deal more strength. The average receipts in December have certainly exceeded the expectations of everyone, and only the steady purchases of conservative buyers have prevented a sharp decline in the currency value of coffee, for these apparently endorse the crop estimates of the factors."

The Brazilian shipments of coffee during January were as follows: Rio to Europe, 58,000 bags; to United States, 143,000 do.; to other countries, 19,000 do.; Santos to Europe, 194,000 bags; to United States, 63,000 do.; Victoria to United States, 28,000 do.; total, 505,000 bags.

California Fruits

TWO CARLOADS JUST TO HAND

CHOICE PEACHES—In 25-lb. Boxes, and Sacks of about 80 lbs. Beautiful goods, and find a ready sale with the consumer. Nothing finer.

CHOICE 3-CROWN LOOSE MUSCATELS—In 50-lb. Boxes. Attractive in appearance and of fine flavor. Are rapidly becoming popular on account of their excellent quality and cheapness.

WE BOUGHT THESE FRUITS RIGHT AND OUR PRICES ENABLE YOU TO MAKE A GOOD MARGIN

W. H. GILLARD & CO., WHOLESALE ONLY, HAMILTON, ONT.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

GROCERIES.

THE quietude noted last week still obtains. If anything, in fact, it is more pronounced. This particularly applies to sugars. But while sugars are quiet, they are by no means easier, advices from the outside markets indicating increasing strength. Molasses and syrups are quiet but firm. Business in foreign dried fruits locally is quiet. Bosnia prunes are cabled very firm. Valencia raisins in hands of local jobbers are getting scarce. The tendency of dates in the primary markets is upward. Canned goods are much as before, with the feeling in peas firmer. The local tea market does not exhibit much life. Trade in foreign green fruit is still quiet, but the conditions are better than they were. Payments are not satisfactory.

CANNED GOODS.

A stronger feeling is to be noted in canned peas. Some packers who have been on the street during the past few days have exhibited enlarged ideas regarding the price of this particular vegetable, as high as 95c. and \$1 being asked, but we hear of no transactions at these figures. Some of the jobbers are also trying to get \$1 per dozen. Tomatoes are firm, with 85c. as the ruling idea as to price; pack of 1894 can be had at 80c. We quote: Tomatoes, 80 to 85c.; corn, 75 to 80c.; peas, 90 to 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," \$1.35 to \$1.40; "Maple Leaf," \$1.35; "Lion," \$1.35 to \$1.40; Low Inlet, \$1.27 to \$1.30, in tall tins; cohoes, \$1.10 to \$1.20; canned mackerel, \$1.10 to \$1.20; lobsters, \$1.80 to \$2.10, for tall tins; flats, \$2.35 to \$2.65; half tins, \$1.45 to \$1.50; Canadian canned beef, 1's, \$1.35 to \$1.45; 2's, \$2.25 to \$2.35; 6's, 7.50 to \$8; 14's, \$15 to \$16.50.

COFFEE.

The outside markets do not exhibit much life or interest; and much the same may be said of the conditions locally. Prices are as before. We quote green in bags: Rio, 19 to 21c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 33 to 35c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 25c.

SYRUPS.

Syrups are scarce, but neither the refiners nor jobbers are doing much business. We quote: Dark, 30 to 32c.; medium, 33 to 35c.; bright, 40 to 42c.

MOLASSES.

Strength is still the leading characteristic of this market, both at home and abroad. Business is fair locally. We quote: New Orleans, barrels, 28 to 35c.; half-barrels, 30 to 35c.; Barbadoes, barrels, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

Sugars have continued firm, with the tendency of prices in the outside markets upward. At the time of writing beet f.o.b. Hamburg is quoted at the highest point yet touched for March and June. Here are the figures: February, 11s. 10½d.; March, 12s.; June, 12s. 4½d. The local jobbers are evidently fairly well supplied at the moment, for practically they are not buying at all. A fair business, however, is reported on country account. As the raw market continues to increase in strength, the refineries are looking for higher values when the jobbing demand improves. The idea of the jobbers as to price is still 4¾c. for granulated, and 3¾c. upward for yellows.

The New York Journal of Commerce, of Tuesday, says: "Good care seems to be taken of the major portion of supply of raw sugars, and some of the very best lots may still be considered as entirely off the market. That condition is simply in reflection of previous feeling of confidence regarding the probable poor adjustment of balance between supply and demand and a determination to make a stand for extreme valuation. All latest Cuban advices were as strong as ever, and the cable to-day shows Europe to be standing up well, and beet higher. There has been an evident willingness to take all sugars available at old rates, but offerings not very free."

SPICES.

Trade is quiet and without special feature to note. We quote: Pure black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; ditto, best, 28 to 30c. per lb.; allspice, 14 to 18c.

NUTS.

Trade continues quiet and featureless. 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.

Trade generally has been dull in the local market during the past week. The principal business passing has been in low-grade Ceylon, in which some parcels showing fine value have been sold. A few parcels of cheap Indian teas have also been picked up. Japan teas are quiet and neglected, and the few teas that still remain in first hands are offering at lower prices, but with very little buying, jobbers being chary about increasing their stocks at this time of year. It is thought that lower prices than are now being asked will ultimately have to be accepted. China teas, both black and green, are quiet. Young Hysons continue to show unprecedented value and a little demand has sprung up in consequence; transactions have been principally in thirds and seconds. We quote ruling prices to retailers as follows: Young Hysons, 12 to

18c. for low grades, 24 to 27c. for mediums, and 30 to 45 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.

Advices received in Toronto state that the date market continues firm with an upward tendency, stocks getting very much reduced. The local market is quiet and unchanged at 4½ to 5½c.

Valencia raisins in stock are getting well reduced, with selected positively scarce. The demand is light. We quote: Off-stalk, 4½ to 4¾c.; fine off-stalk, 5 to 5½c.; selected, 6 to 6¾c., and layers, 6½c.

Sultana raisins are this week advised to be rapidly diminishing in Smyrna, with the likelihood of further advances in prices. The local idea as to price is still 5½ to 6c.

Currants are quiet and firm. As will be noticed in another column, there has been reordering of currants by some of the local jobbers who had consignments on board the wrecked str. Lamington. We quote: Provincials, 3¼ to 4c. in bbls.; fine Filatras, in bbls., 4¼ to 4½c.; do, half-bbls., 4¼ to 4½c.; ditto, half-cases, 4¼ to 5c.; Casalinas, cases, 5 to 5¼c.; Vostizza, 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.

Cable advices report the market firm on Bosnia prunes. California prunes are easier. The local demand continues to show slight improvement. The enquiry is principally for "U's" at 5¾ to 6¾c., and California, 70's to 80's and 40's to 50's. We quote: Bosnias, "Sphinx" brand, "A," 65 to lb. 9c.; "B," 75 to lb. 7¾c., "U," 102 to lb., 6½ to 6¾c.; California prunes, 40-50, 10 to 10½c. per lb.; 50-60, 9½c. per lb.; 60-70, 9c.; 70-80, 8½c. per lb.; French, 5 to 6c.

The local market has been a little unsettled on all kinds of California evaporated

THERE IS ONLY ONE "SALADA"

CEYLON TEA

and that has a larger sale in a week than all other package teas sold in Canada put together have in a month. The increase last year was more than double the amount of the total sales of the year previous.

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and dried fruits, owing to the arrival here of shipments of inferior goods, branded, however, to indicate that they possessed the quality of the higher grades. California raisins are steady in the primary market. Locally there has been a fair movement in low grade apricots and peaches, but simply because of the easier prices at which they were being offered. We quote: Apricots, 15 to 16c.; peaches, 8c., in bags, and 10 to 15c. in boxes; pears, 10½ to 12½c.; plums, 6½c. for unpitted, and 12½c. for pitted; nectarines, 11 to 13c.; loose muscatels, 5½ to 6½c. per lb.

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

GREEN FRUIT.

A good many lemons have been moving during the past week, a material improvement having taken place in the demand for them. Oranges are also receiving a little more attention, but sales are still small. There are some Seville marmalade oranges on the market. There were also a few Bahamas on the market, but they have all been cleaned out. Stocks of Malaga grapes are pretty well reduced, and cocoanuts continue scarce. We quote: Lemons—Messina, \$2.50 to \$3.50 for 360's and 300's respectively per box; Oranges—Jamaicas, \$3.50 to \$4; fancy, \$4.25 to \$4.50; California navels, \$3.50 to \$4; Valencias, 420's, \$3.75 to \$4.25; Jumbo's, 420's, \$5 to \$5.50; ditto, 714's, \$4.75 to \$5. Bananas, \$1.25 to \$1.75; cocoanuts, \$3.50 to \$4 a sack; apples, \$1.50 to \$3 a barrel; Malaga grapes, \$5 to \$7 per keg; domestic onions, 60 to 65c. per bag; Spanish onions, 40 to 50c. per small crate; sweet potatoes, \$3 to \$3.25 per bbl.; cranberries, \$9.50 to \$10 per bbl.

for first class, and \$7 to \$8 for ordinary, and \$3 to \$3.75 per case, according to quality; hickory nuts, \$1.50 to \$1.75 per bush.

BUTTER AND CHEESE.

BUTTER—The market continues fairly firm. Receipts are still principally confined to large rolls, good quality of which have met with ready sale. Medium and low grade large rolls are accumulating a little. Receipts of tub butter are light, and there is little or no first-class dairy butter coming forward. Receipts of creamery butter are increasing, and really good butter is selling well at former prices. We quote: Early summer dairy store packed, 7 to 8c.; good to choice fresh packed, 15 to 16c.; large rolls, fresh, 13 to 15c.; dairy pound prints, 14 to 16c. Fresh creamery—Tubs, 19 to 20c.; do., pound prints, 20 to 22c.

CHEESE—The local demand has improved during the past week. There has also been a little shipping enquiry. Stocks appear to be light, and a fairly good trade is anticipated from now until the new season's make comes on the market. We quote: Summer make, 9c.; September and October, 9½ to 10c.

COUNTRY PRODUCE.

BEANS—Continue quiet and unchanged at \$1 to \$1.10 per bushel.

DRIED APPLES—The market is easy. There is no demand, and offerings are fairly liberal. Jobbers are paying 4c. and selling at 4½ to 5c.

EVAPORATED APPLES—Are dull, and quoted in a jobbing way at 6½ to 7c.

EGGS—Receipts of new laid have been increasing until the cold spell of the early part

of the week, when deliveries were less free. Prices are a little easier. We quote: New laid, 17 to 18c.; pickled, 14c.; held fresh and cold stored, 13 to 15c.

HONEY—Trade is quiet and prices unchanged. We quote: Strained, clover, 10 to 10½c.; dark, 5c.; comb, clover, \$1.80 per dozen; dark, 80c. per dozen.

POTATOES—Dulness still obtains, and prices continue easy. On the track 18 to 20c. is the idea, and out of store 25 to 30c.

POULTRY—Receipts are light, there not being enough coming forward to supply the demand. We quote: Turkeys, 9 to 10c.; geese, 7 to 8c.; chickens, 40 to 60c.; ducks, 60 to 90c.

PROVISIONS AND DRESSED HOGS.

Dressed hogs are easier, since which deliveries have been freer. Packers' ideas as to price are \$5 to \$5.10 for selected weights. Cured meats have been much more active during the week than they were. Lard is in short supply, and the packers are talking of higher prices ruling before a great while.

DRY SALTED MEATS—Long clear bacon, 6½c. for carload lots, and 6¾ to 7c. for small lots; backs, 8c.

SMOKED MEATS—Breakfast bacon, 10c.; rolls, 7¼ to 7½c.; hams, large, 22 lbs. and over, 9c.; medium, 15 to 20 lbs., 10c.; small hams, 10c.; backs, 9 to 9½c.; picnic hams, 7c.; all meats out of pickle, 1c. less than above.

LARD—Pure Canadian, tierces, 8 to 8¼c.; tubs, 8½ to 8¾c.; pails, 8¾ to 9c.

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

The Toronto Cold Storage Co.

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

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THE TORONTO COLD STORAGE CO.,
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CANADIAN TOMATO CHUTNÉE

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

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Butter Lard Cheese
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Raspberry Jam in 1, 5 and 30 lb. Pkgs.

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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.

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JUST RECEIVED

Evaporated Peaches
Evaporated Apricots
Evaporated Apples

PRICES LOW. STOCK FANCY.

Write us for Quotations.

CLEMES BROS., TORONTO

FLOUR AND FEED, HAY, ETC.

WHEAT—Ontario wheat is steady, with business light. We quote: White, 84c.; red, 83c.; goose, 68c.

BARLEY—Business light, a few loads selling on the street at 38 to 42c.

OATS—Frm, at 27 to 28c.

BALED HAY—Dealers are rather anxious to sell on account of large stocks on hand. Prices are easier in consequence. We quote: No. 1, \$14.50 to \$14.75; No. 2, \$13 to \$14.

FLOUR—The improvement in business noted last week has been lost, there being very little doing at the moment. Prices are higher than a week ago. We quote both for job and car lots as follows: Straight roller, \$3.50 to \$3.60; Manitoba bakers', \$4; Manitoba patents, \$4.40 for best brands; Ontario patents, \$4 to \$4.40.

BREAKFAST FOODS—Demand is moderate only. Rolled wheat is firm and prices steady. We quote: Oatmeal, cornmeal and pot barley from 10 to 15c. lower; Standard oatmeal and rolled oats, \$3.15; rolled wheat, \$2.4c in 100-lb. barrels; cornmeal, \$2.75; split peas, \$3.25; pot barley, \$3.25.

FISH AND OYSTERS.

The fish dealers are looking for a good trade next week, but in the meantime business continues quiet and prices unchanged. 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, 6½c.; Digby herring, in bundles of 5 boxes, 11c.; ditto, lengthwise, 10c.; large halibut, 12 to 15c.; Restigouche salmon, 20 to 25c.; British Columbia salmon, 15 to 16c.; mackerel, 20 to 25c.; steak cod, 6½ to 7c.; haddock, 5c.; black bass, 9 to 10½c.; white fish, 7½c.; salmon trout, 7½ to 8c.; Lake Superior whitefish, 7½c.; Lake Winnipeg whitefish, 7½c.

SALT.

There has been a material improvement during the past week, trade now being good. We quote at Toronto: In carload lots, \$1 per barrel, and 60c. per sack; in less than carload lots, \$1.05 per barrel and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

HIDES, SKINS AND WOOL.

HIDES—Unchanged, with demand fair. Dealers pay 5c. for No. 1; 4c. for No. 2; 3c. for No. 3. Cured hides quoted 6 to 6½c.

SKINS—Calfskins, 6c. for No. 1, and 5c. for No. 2. Sheepskins are firm at 90c.

WOOL—Trade quiet. Fleece, combing,

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Produce Commission Merchants

77 Golborne St. TORONTO.

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

FARM AND DAIRY PRODUCE

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

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EGG CASES SUPPLIED

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THE COWAN CO., Ltd.

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4th Brand Hams, Bacon, Lard

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SEAFORTH, ONT.

SOMETHING
DELICIOUS

PEACH JELLY WAFERS

Have a tin included in your next
biscuit order.

JAS. McLAUCHLAN & SONS Biscuit Manufacturers OWEN SOUND

is quoted at 22c.; clothing, 23c.; supers, 21 to 21½c.; extras, 22½ to 23½c.

PETROLEUM.

Trade continues good, although no one is buying more than he really needs. Stocks are light all over the country. 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.

The Petroleum Advertiser in its weekly review says: "The crude oil market was never in a better condition or on a firmer footing than it is to-day. The price is satisfactory, and should any change take place it is safe to assume from the confident tone of the market that it would be in an upward direction."

MARKET NOTES.

Dressed hogs are easier.

Freer deliveries of eggs have caused lower prices to rule.

Beets in Hamburg for March and June have touched their highest point.

A cable to P. L. Mason & Co., of Toronto, states that the prune market in Trieste is very firm.

Stocks of Sultana raisins in Smyrna are being rapidly reduced.

QUEBEC MARKETS.

MONTREAL, Feb. 13, 1896.

GROCERIES.

THERE has been but little change in the position of the general grocery market during the past week, and though the situation seems to be healthy enough, no marked activity is noted in any line. Sugar is quiet, with prices maintained, and a feature is the scarcity of common syrups. Molasses outside is strong, but the local situation continues much the same. Coffee exhibits an easier tendency, and there is little to call for special mention in tea. A market almost bare of currants is the chief point in dried fruits, while values all round on raisins, prunes and figs are pretty steadily held. In canned goods there is little of interest, and the approach of Lent has had no effect whatever upon the demand for fish.

SUGAR.

There has been little change in the sugar market during the past week. Business rules quiet both in a jobbing and wholesale way, but the firm tone of the market is maintained. Cables on raw continue strong in their nature also. Stocks are not heavy at either of the refineries here either of yellow or granulated. We quote the latter 4¼c., and yellows, 3¾ to 4¾c., as to grade.

SYRUPS.

Business is dull in syrups, but the market is very firm as regards values. A leading feature is the scarcity of common grades, and it is difficult to have any large orders for them executed. We quote values firm at 1¾c. for ordinary, and 2½ to 3c. for bright stock.

MOLASSES.

The spot situation in molasses exhibits very little change, but the advices from outside markets continue very strong in their tenor. Demand is picking up a trifle in a jobbing sense, a rather better movement being noted from second to third hands, both in Barbadoes and Porto Rico. Values are firmly held in view of moderate stocks. We quote: Barbadoes, 36 to 37c.; Porto Rico, 34 to 35c., and New Orleans, 25½ to 35c.

RICE.

There was no material change in rice, an average business being noted by millers for the season. We quote as follows: 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.

There is a fair business doing in spices in a jobbing way. We quote: Pure black pepper, 10 to 12c.; pure white, 15 to 22c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; ditto, best, 28 to 30c. per lb.; allspice, 12 to 15c.

COFFEE.

Demand for coffee has been slow, and the market has taken an easier tone. In fact, values have been shaded on Maracaibo and Rio materially. We quote bean coffee as follows: Maracaibo, 19 to 21c.; Rio, 16½ to 20c.; Java, 28c.; Jamaica, 20c., and Mocha, 29 to 32c.

TEAS.

The tea market furnishes a moderate jobbing trade, but there is an entire lack of any genuine activity in a distributive way, orders being of a hand-to-mouth character. In a

wholesale way we understand that orders for early May lots of Japans have been placed at the same figures as last year, and that the quality of the importations is expected to show better value. We quote ruling prices to retailers as follows: Young Hysons, 10 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45c. 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.

The currant market is quiet but very firm in its tone. In fact, the market here is almost bare of fruit, and some of the jobbing houses have difficulty even in supplying the moderate enquiry now noted. Primary markets cable a rather easier feeling this week, but no change is anticipated in the local conditions for the balance of the spring. We quote: Barrels, 4c.; half-barrels, 4¼c., and cases, 4½ to 5½c. as to grade, the supply of the higher descriptions being very light.

Valencia raisins remain dull, and prices are unchanged. Stocks here are light, but the demand is being supplied with other kinds of fruit. We quote: Ordinary off-stalk, 4 to 4¼c.; fine, 4½ to 4¾c.; selected, 5 to 5¼c., and layers, 6½ to 7c.

The firm disposition of California raisins is fully maintained, and very little stock remains available on the Coast for the eastern markets. One leading packer has sold completely out, and another has few carloads that he could send east. Naturally, therefore, prices are firm, though the business passing is moderate. We quote: 3-crown, 5½ to 6c., and 4-crown, 6¾ to 7c., the inside figure being ¼c. higher than what was accepted during the early part of last week.

The market for Sultanas continues quiet and firm at 6 to 6¼c.

There is a fair demand for prunes, supplies of which are not excessive. Prices in consequence are firmly held: We quote: French, 4½ to 5c.; Bosnia, 6c., and California 7½ to 15c., as to grade.

Figs continue quiet. We quote: Bags, 4c.; ordinary boxes, 8½ to 9c., and fancy, 12 to 14c.

Dates are dull but steady at 4½ to 5c.

NUTS.

A moderate jobbing call is noted for nuts. We quote: Grenoble walnuts, 11½ to 12½c.; filberts, 7½ to 8c.; Tarragona almonds, 11½

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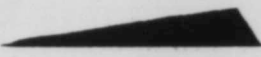
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IT WILL BRING YOU BUSINESS

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“REINDEER” brand

THE BEST OF ALL, AND

YOUR CUSTOMERS KNOW IT.

THE EBY, BLAIN COMPANY LTD.

WHOLESALE IMPORTING AND MANUFACTURING GROCERS

TORONTO - - ONTARIO

to 12½c.; pecans, 9 to 12c., and shelled walnuts, 15 to 16c.

CANNED GOODS.

There is little activity to note in this market, and stocks appear to be ample for requirements in canned vegetables and fish, as indicated by the disposition toward concession on tomatoes and salmon. In canned fruit, strawberries, however, are rather scarce and firm. We quote: Tomatoes, 72½ to 85c.; corn, 75 to 85c.; peas, 90c. 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.

WINES AND SPIRITS.

The distributing trade in liquors is very dull this week, and orders for import, according to the agents, are not coming in very freely yet.

GREEN FRUIT.

The green fruit market does not furnish anything striking. Large supplies of common apples have led to a decline in their price of 50 to 75c. per bbl, but good apples are scarce and held very firm. Jamaica oranges are off the market, and the same can be said of grape fruit, none offering at present. We quote: Oranges—Valencias, 420's, \$3.50 to \$4, and 714's, \$4.25 to \$4.50. Lemons, \$2 to \$3. Grapes, \$5 to \$6 per keg. Cranberries, \$8.50 to \$10 per barrel. Apples, \$2 to \$3.50 per barrel. Dried do. 4 to 4½c. Evaporated do. 6½c. Spanish onions, 40c. per crate.

FISH.

The fish market is quiet but fairly steady. Lent commences on the 19th, but the fact has not had an appreciable influence on the demand. Arrivals of pickled herring have been rather large. We quote: Fresh haddock, 3 to 3½c. per lb.; cod, 3c.; smelts, 4 to 5½c.; fresh frozen B.C. salmon, 9 to 10c.; Manitoba whitefish, 7c.; pickerel, 6½c.; dore, 6½c.; pike, 4 to 4½c.; trout, 7c.; tommycods, \$1 to \$1.75 per bbl. Choice pickled Labrador herrings, \$5.25; No. 1 N.S. \$3 to \$4; No. 1 green cod, \$4.10 to \$4.50; No. 2, \$2.75; No. 1 haddock, \$3; No. 1 large codfish, \$5.50 to \$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, \$4.25 to \$4.50; boneless cod, 6c. per lb.; boneless fish, 3½c.; boneless haddock, 5c.; shredded, 11c.; haddies, 6½ to 7c. per lb.; bloaters, 90c. per box, and smoked herrings, 8 to 10c. per lb.

PROVISIONS.

The provision market was without any new feature. The general feeling is firm, and prices are fully maintained. Demand fair and a moderately active business done. We quote: Canadian short cut, clear, \$14.50 to \$15; Canadian short cut, mess, \$15 to \$15.50; hams, city cured, per lb., 9 to 10c.; lard, Canadian, in pails, 8c.; bacon, per lb., 9 to 10c.; lard, com. refined, per lb., 6½c.

Enquiry for dressed hogs fair, and prices rule firm. We quote car lots, \$5.40 to \$5.50, and jobbing lots at \$5.75 to \$6 per 100 lbs.

COUNTRY PRODUCE.

EGGS—The egg market has sagged off a trifle as regards values since a week ago. We quote: Fresh, 22c.; Montreal limed, 13 to 14c., and Western limed, 12 to 12½c. per dozen.

BEANS—The bean market continues dull and about steady. We quote: Car lots of choice hand-picked at \$1 to \$1.05, and small quantities at \$1.10 to \$1.20.

POULTRY—The demand for poultry was limited and the market rules quiet. We quote: Turkeys, 9 to 10c.; chickens, 7 to 8c.; geese, 5½ to 6½c.; ducks, 7 to 8c. per lb.

POTATOES—The market for potatoes was steady, but the demand for car lots is slow, and few sales are reported at 30 to 32c. per bag, while in small quantities they are selling at 35 to 40c. per bag.

ONIONS—Yellow stock range from \$1.50 to \$1.60, and red are held at \$2.50 per bbl.

FLOUR, FEED AND MEAL.

The flour market has ruled firm since our last, and though demand is quieter at this writing, the advance in both winter and spring patents, straight rollers and strong bakers' made during the past eight days is maintained. We quote: Winter wheat, \$4.40; spring wheat, patents, \$4.25; straight roller, \$4.10; straight roller, bags, \$1.95 to \$2; extra, bags, \$1.75 to \$1.85; Manitoba strong bakers', \$4.

There was a stronger feeling in oatmeal, and prices advanced 10c. per barrel in sympathy with the rise in the west. We quote: Standard, barrels, \$3.10 to \$3.20; granulated, barrels, \$3.20 to \$3.30; rolled oats, barrels, \$3.10 to \$3.20; rolled wheat, per 100 lbs., \$2.40 to \$2.50.

The demand for feed was slow, and prices rule steady. We quote: Bran, \$14 to \$15; shorts, \$15 to \$16; mouillie, \$19 to \$20.

CHEESE AND BUTTER.

CHEESE—The cheese market has developed more marked dullness since last report. Business was a practical blank to-day. Business was a practical blank to-day, and values are difficult to quote. Buyers, however, talk lower prices, and cite, in support of their views, the low offers on different markets, on the other side, of both fall and summer cheese. It cannot be said that holders manifest much anxiety. The expressed idea for fall makes, to-day, was around 9c., and 8 to 8½c. for summer cheese. These figures were purely nominal.

BUTTER—In butter the jobbing demand for creamery ranges from 20½ to 21c. There is little doing in dairy stock beyond a small peddling trade in western roll stock at 14 to 15c., as to quality.

HAY.

The hay market is dull and easy in tone this week, and prices have slumped off 50c. per ton. We quote: No. 1, \$13.50 to \$14, and No. 2, \$12.50 to \$13.

ASHES.

The ashes market is dull. Receipts of second pots are on the increase, and prices have declined 20c. to \$3.25, but firsts are unchanged at \$3.50. Pearls were offered this week at \$5.

MONTREAL NOTES.

Advices from New Orleans to Rose & Lafamme state that the crop of molasses is 50 per cent. short.

R. Greig, of Robert Greig & Co., is still in Great Britain. Mr. Greig has secured a

A. T. CLEGHORN

General
Commission Agent

Correspondence
solicited.

LONDON, CAN.

**GRAND
MOGUL
TEA
COMPETITION**

BY REQUEST

Time is extended for distribution of prizes for best five advertisements until May 1st. Some parties who wish to compete write us they could not get Grand Mogul Tea in their vicinity.

As we wish to give every person who wishes to compete for these handsome prizes a fair chance we have postponed distribution as above. Five best advertisements (30-line ads. preferred), setting forth the

Excellency, Purity and Healthfulness

of this splendid Tea. Label of tea must accompany each ad.

FIVE PRIZES (1st—\$20.00
2nd—\$10.00
3rd—10-lbs. Grand Mogul Tea, 50c.
4th—5-lbs. " " 50c.
5th—3-lbs. " " 50c.)

T. B. ESCOTT & CO.

Sole Agents, London

BROSE MEAL

A light and easily digested food for dyspepsics. The only genuine article manufactured in Canada is put up by

JAS. WILSON

Manufacturer of
Celebrated brands of Monkland Mills

ROLLED
STANDARD and GRANULATED OATMEAL Fergus, Ont

**TRADE
BEARDSLEY'S SHREDDED CODFISH
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.

WOULD YOU handle adulterated goods and
sell them at same price as pure
to make a trifle more profit?
HARDLY!

Then there'll be no difficulty in persuading
you to handle

COTTAM'S BIRD SEED

Just open a packet and compare it with other brands.
We'll let it speak for itself. Then in every
packet there's the block of

PATENTED 1891-1896 **BIRD BREAD** REGISTERED 1895

In short, Cottam's Bird Seed is double value, unexcelled
shelf goods, a quick seller, and consequently the most
profitable seed to handle. *Sold by all Wholesalers*

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 SOLI-
CITED. Ample Storage.

All orders will receive our best attention.

LONG CLEARS

New
This Season's
No old stock .

**BY THE SIDE
CASE OR
CARLOAD**

Write for Prices

F. W. FEARMAN

HAMILTON

number of new agencies, which will be an-
nounced in due time. The firm are busy
handling Carr's biscuits and Rowntree's
specialties.

A. P. Tippet & Co. report firm markets on
the Coast for raisins, with the supply avail-
able for eastern markets rapidly diminish-
ing.

The stock of Valencia raisins held here is
placed at 10,000 boxes against 60,000 a year
ago.

Some of the French wholesale houses have
placed orders for early Japan teas for May
shipment. They expect better value than
last year for the money.

Laporte, Martin & Cie. are among the few
holders of molasses on this market who have
a complete stock on hand.

Rose & Laflamme expect a shipment of
Batger's new season's marmalade in the
course of a week or so. These goods are
put up in 1-lb. glass jars and 7-lb. tins.

Mr. Leonard, of Leonard Bros., has just
returned from the Maritime Provinces. The
firm are receiving this week large quan-
tities of frozen fish, and report a fair trade
in them.

Ewing, Herron & Co. have just turned into
stock a consignment of the very best import-
ed French chicory. This firm note an
easier feeling in the coffee market.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., Feb. 13, 1896.

TRADE during the past week has been
light. Markets are strong, particularly
flour, which has again been marked
up, and is very firm at the price. It was
thought by some that the mention made by
THE CANADIAN GROCER of some trouble
between the steamship people and the
laborers was ill advised. THE GROCER,
however, had the best interests of the port
at heart as well as that of the laborers. And
it is pleased to note that since the reference
appeared, though perhaps not at all on that
account, the ship laborers have taken such
steps that no trouble is likely again to hap-
pen. This is good news, as our city has
proved herself splendidly situated to do
the Winter Port business of Canada. The
small arrivals of fresh fish are a matter of
regret, as this is a business of importance to
us, particularly to the fishermen, who find

ONIONS Just received
a carload of

Send for
quotations. **"Yellow Danvers"**

H. F. PRICE 102 Foundling
Street
MONTREAL

Don't be Backward

in saying "I do not want it"
when the traveller tells you
that some other kind of Bird
Seed is just as good as **Brock's Bird Seed**.
Make no mistake, get what you ask for.



NICHOLSON & BROCK - TORONTO

W^M. RYAN

**PORK PACKER,
WHOLESALE PRODUCE
AND COMMISSION MERCHANT**

70 and 72 Front St. East, Toronto

Liberal Advances
made on Consignments.

Egg Cases Supplied.

S. K. MOYER,

COMMISSION MERCHANT

Wholesale Dealer in . . .

Oysters, Finnan Haddies, Fresh and
Frozen Fish, Oranges, Lemons, Al-
meria Grapes, Cranberries and Dates

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

. . . USE . . .

"Maple Leaf" Brand

Pure Lard
Hams, Backs
Breakfast Bacon

D. Gunn, Flavelle & Co.

Pork Packers and
Commission Merchants Toronto

We have
in stock

FANCY

Sweet Jamaica Oranges
Valencia Oranges
Messina Lemons

All Much Lower In Prices.
Send Us Your Orders.

HUGH WALKER & SON
Guelph, Ont.

a living hard to make. The position of smoked herring has long been unsatisfactory.

SALT—There has been some little movement during the week, but trade is still very light. There is noticed an increase in the demand for Canadian salt in bulk in barrels. Some slight changes have been made in Canadian quotations since the first of the year, but it was only an adjustment, and had no effect on values. We quote: Coarse, 50 to 55c.; fine factory-filled, 95c. to \$1.10; 5-lb. bags, \$3.25 per bbl.; 10-lb. bags, \$3 per bbl.; 20-lb. boxes, 20c.; 10-lb. boxes, 12c.; cartoons, \$1.90 to \$2 per doz.; dairy, bulk, \$2.80 per bbl.; cheese, bulk, \$2.70 per bbl.

OIL—During the week nothing of interest has taken place. There is a fair demand for burning oil, but on the whole business is quiet. We quote: American, 23½c.; best Canadian, 21½c.; prime, 19c.; no charge for barrel.

CANNED GOODS—It is still early for much movement, although a rather better demand is noticed. Prices are held firm at quotations. As noted, Canadian corned beef continues to come into this market more freely, though at this season quantities are very small. We quote as follows: Corn, 85 to 90c.; peas, 90 to 95c.; tomatoes, 90 to 95c.; corned beef, 2-lb. tins, \$2.50 to \$2.65; 1-lb. tins, \$1.50 to \$1.60; oysters, 2's, \$2 to \$2.25; 1's, \$1.60 to \$1.65; peaches, 3's, \$2.85 to \$2.90; 2's, \$1.90; lobsters, \$1.75 to \$2; haddies, \$1.40; salmon, \$1.35 to \$1.50; flat, \$1.75; clams, \$5.50 for 4 doz.; chowder, \$3 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1; pineapples, \$2 to \$2.35; kippered herring, \$1.10; American peaches, \$2.40.

DRIED FRUIT—There is no new feature to report. California evaporated fruits are having fair movement, but the duty is a strong factor against them, being 2c. and over for best grades. The same is true of prunes, though the quantities of these seem rather to increase, but are still not large. Some evaporated peaches were offered low this week. The market for dried apples does not improve and the presence of some old evaporated in the market tends to keep the price of these goods lower than the market warrants. We quote: Valencias, 5 to 6c.; new figs, 10 to 12c.; new 4-crown Cal. L. M. raisins, 6 to 7c.; new 3-crown Cal. L. M. raisins, 5½ to 6c.; keg prunes, 4c.; boxes, 4¼ to 6c.; new Cal. L. L. raisins, \$1.50 to \$1.75; new currants, bbls., 4 to 4½c.; half-cases, 4¼ to 4¾c.; new evaporated apples, 7 to 7½c.; dried apples, 5 to 6c.; dates, 4½ to 5c.; California evaporated peaches, 12 to 13c.; do. apricots, 12 to 14c.; do. pears, 12 to 13c.; California prunes, 6½ to 10c.; clean currants, bulk 5½ to 6½c.; 1-lb. cartoons, 7 to 7½c.; Canadian onions, \$2.25 to \$2.50 per bbl.; cocoanuts, \$4 to \$4.50 per 100; citron, 15 to 16c.; orange, 13 to 14c.; lemon, 12 to 13c.; Valencia layers, 6 to 6½c.

GREEN FRUIT—There is the usual trade. Valencia oranges, owing to the very low price at which they are sold, move freely. Higher prices are looked for. In lemons, price is still low, but for best fruit the quotation is firm. Cranberries show rather more range, but it is rather a matter of quality. Pineapples have small sale. West India oranges are dropping out, while the movement in California, though fair, is kept down by the low price of Valencia. Some very good Bishop pippins, for the season, were offered this week. For good apples a firm figure is asked. We quote: Lemons, \$2.50 to \$3.50; West India oranges, \$5 to \$6

per bbl.; Valencia oranges, \$3.50 to \$4.00; pippins and winter fruit, \$2 to \$3; native cranberries, \$8 per bbl.; Cape Cod ditto, \$10 to \$12 per bbl.; California oranges, \$2.50 to \$3.50; imp. Valencia, \$4.50 to \$5.

DAIRY PRODUCE—Butter is lower and sells slowly, particularly medium grade, of which large quantities are on hand. Creamery is offered under last week's price. In eggs the market is also lower, and fresh come in more freely. Demand is not very active. Cheese continue quiet, and firmness in outside markets is not felt here. There is a light sale. We quote: Cheese, 9 to 9½c.; butter, 16 to 18c.; eggs, 16 to 18c.; fresh creamery prints, 22 to 24c.; tubs, 20 to 22c.

MOLASSES—The stocks here are getting light. Quite a quantity was shipped this week to Quebec and some rather off grade to Boston. New is still a month off, and there is a firmer feeling, though there is little, if any, change in price. A better demand is noted for barrels, and quite a quantity of New Orleans was placed here this week. This grade is strong at an advance of 1c. In syrup the demand is still felt, though the higher price asked and the lateness of the season is having an effect. We quote: Barbadoes, 30 to 33c.; St. Croix, 28 to 30c.; Porto Rico, 34 to 36c.; syrup, 35 to 38c.; New Orleans, bbls., 35 to 36c.

SUGAR—While no change has taken place in price, the market is stronger, and there is a fair movement. Though there is a fair quantity held, sales are not pushed, at least are not forced. We quote: Granulated, 4¼ to 4½c.; yellow, 4 to 4¼c.; Paris lump, 5¼ to 5½c.; powdered, 5¼ to 5½c.

FISH—In frozen, arrivals are very light, while demand is good and prices are higher, particularly herring. In bloaters and haddies, smoked, the demand is also ahead of supply. Many wish this could be said of smoked herring, which are still dull. Some dry and other grades of fish are arriving for shipment by steamer to Porto Rico, the first trip of which boat will be made this month. Pickled tend to firmer figures, except Canso, which are low. Dry move freely at quotations. We quote as follows: Lobsters, 4c. each; frozen herring, 80c. to \$1 per 100; frozen cod and haddock, 2½ to 2¾c.; bloaters, 60c.; haddies, 4½c.; Medium cod, \$3.35 to \$3.50; large, \$3.65 to \$3.75; small, \$2.25 to \$2.50; pollock, \$1.50; bay herring, \$1.25 to \$1.30; Grand Manan, \$1.30 to \$1.40; rippings, \$1.65 to \$1.70; wolves, \$1.90 to \$2; Quoddy River, \$2.75 to \$3; smoked, 5 to 5½c.; shad, half-bbl., pickle 1, \$4.50 to \$5; Canso, \$4 to \$4.50; halves, \$2.25; Shelburne, \$2.75 to \$3 per bbl.

PROVISIONS—Prices of pork here are much below western markets and an advance is looked for. There are no large quantities moving. Beef is firmer, and lard is quoted higher outside, but there is little or no change here. Smoked meats, with other lines, tend upward. We quote: Domestic mess pork, \$14 to \$14.25; American, \$14 to \$14.50; clear pork, \$15.50 to \$16; beef, \$13 to \$14; pure lard, 8¼ to 9c.; compound lard, 8c.; rolls, 8 to 8½c.; hams, 10½ to 12c.

FLOUR, FEED AND MEAL—In flour the market is still upward and quite an advance is noted above last week's price. There is now but a slight difference between Ontario and Manitoba, but it looks as if the usual difference would soon be made by the further advance of Manitoba. Ontarios are, however, very firm and may not stay very far behind. Oats are rather higher, but are

PILKINGTON'S POWDERED PERFUMED LYE

"BELL BRAND" in 1-lb. tins.

Dillon & Co.'s Baking Soda

"BELL BRAND" in 1-lb. packages.

Ask your wholesale grocer for them.

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

"Always a Best"

. . . In Everything

We have the BEST in the canned fish line.

GOLDEN FINNAN HADDIES

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

Every can guaranteed or money refunded.

NORTHRUP & CO.

Packers' Agents. ST. JOHN, N.B.

FISH

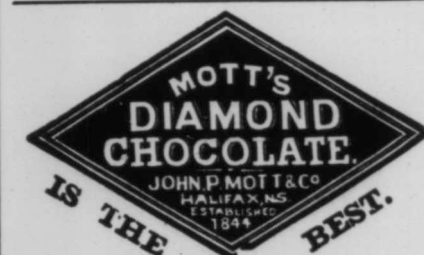
WITHOUT A BONE.

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

WITHOUT A BONE.

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

JOHN SEALY - St. John, N.B.



ASK FOR

MOTT'S

Lightbound, Ralston & Co.

IMPORTERS AND COMMISSION MERCHANTS

13 St. John St., Montreal. 30 Church St., Toronto.

Agents for . . .

Smith, Baker & Co., Japan

YOKOHAMA and HIOGO

To the Retail Grocers and Tea Merchants of Canada:

DEAR SIRS,—Within the next few weeks most of the orders for importation of Japan Teas will be given by the various firms of Wholesale Grocers and Tea Merchants to the representatives of Yokohama and Hiogo firms, and with this fact in mind we ask those of our readers who are old friends, and all who are desirous of getting

THE VERY BEST TEAS

to notify the salesmen who solicit their orders, that in 1896 you will ask for, and insist upon getting, Teas fired, prepared and shipped by the firm of

SMITH, BAKER & CO.

Speaking from our own past experience as Wholesale Grocers, we can conscientiously say that we never either bought on the market, or imported from Japan, Teas which gave our customers more general satisfaction, the Teas invariably being of excellent cup quality, the leaf perfectly manipulated, and of all colors we recommend sun-dried or brown leaf.

A few orders have already been given, in some cases for Teas fired and prepared by other Japan firms. Will you therefore in, we think your own, certainly in our, interest, emphasize the fact upon every occasion which presents itself, that you are going to ask for, and be satisfied with, nothing less than the best, that you want and will have Teas prepared by **SMITH, BAKER & CO.**

We furnish standard samples to the Wholesale Trade for the purpose of showing to you. We shall be happy to furnish you with the names of such firms as import Smith, Baker & Co.'s Teas. We intend these Teas to be known and appreciated from Halifax to Vancouver and Victoria.

Relying upon your kindness in this matter, we are,

Yours respectfully,

Lightbound, Ralston & Co.

not very active. Oatmeal, though strong, shows no change during the week. Hay is still light movement, though a strong market. Cornmeal is moving fairly at the low prices. A new city mill is offering, but is not yet a factor in the market. Brans show no change. We quote: Manitoba, \$4.80 to \$4.90; best Ontario, \$4.60 to \$4.70; medium, \$4.35 to \$4.50; oatmeal, \$3.50 to \$3.60; cornmeal, \$2.25 to \$2.30; hand picked beans, \$1.20 to \$1.25; prime, \$1.10 to \$1.15; split peas, \$3.70; pot barley, \$4.10 to \$4.25; hay, \$12 to \$13; oats, 34 to 36c.; middlings, \$19 to \$20 on track; bran, \$18.; buckwheat meal, domestic, \$1.25 to \$1.30; western, \$1.75 to \$2.

ST. JOHN NOTES.

The Canadian Drug Co., our new wholesale drug house, are in their new and handsome quarters. They have placed an order for Maconochie's pickles.

S. S. Oregon, which sailed this week, will return here with cement and glass from Antwerp.

A. L. Goodwin received this week some evaporated peaches, which he offers low. He has also a full stock of California prunes.

F. N. Beatty, grocer, Charlotte street, has closed up his stock, having been seized for rent.

The Fredericton City Council, having been petitioned to have the city clock reset to local time, have decided to take a plebescite.

Owing to small arrivals of frozen fish some fresh fish were this week imported from Boston.

The Board of Trade has been asked to aid in getting a subsidy for the Dominion Atlantic steamer Prince Rupert. This is far the best steamer running between St. John and Digby. She will make daily trips all the year, while, during the summer, she makes two trips a day. It is hoped the effort will be successful.

Winter port business continues to increase. A new feature is the shipping of American cattle, 230 arriving this week. This is the only Canadian port through which such business can be done. The shipments of American flour have been very large. At present there are 36,000 sacks either here or to arrive.

Our exports for January, 1896, are about 400,000 ahead of January, 1895 or 1894. This does not include goods for export entered outward at other ports in Canada. The deposits in our Savings Bank show an increase for the month over withdrawals of \$9,000.

J. Hunter White has been appointed agent for Brock's bird seed, representing Nicholson & Brock, of Toronto.

Mr. James Gillespie, the local representative for G. J. Hamilton & Sons, reports a growing demand from the drug trade for their English formula tablets, while, to supply their customers with biscuits and confectionery, they have found it necessary to put on a team for city delivery. This is outside of a large trade which is supplied direct from the factory.

MONTREAL CITY TRAVELERS.

THE Montreal Wholesale Grocery Travelers' Association had an enjoyable smoking concert on Tuesday evening, which was largely attended by the members of the association and their friends. Representatives of all the wholesale houses, and specialty manufacturers, were present, as well as many of the leading commission men and brokers interested in different lines of groceries. President Massicotte, who sees that the interests of N. Quintal & Sons are not neglected by the city's retailers, welcomed the guests in that genial manner for which he is famed, and the other members ably assisted him in seeing that everyone enjoyed themselves. The entertainment was the first of a series that the association proposes to give this spring, and the large attendance was a pleasing surprise, showing the good feeling that exists between the city salesmen and the city retailers.

Among the gentlemen present were the following: S. D. Vallieres, president Retail Grocers' Association; J. P. Beauvais, president Retail Grocery Clerks' Association; W. Sadler, St. Lawrence Sugar Co.; W. H. Dann, representing B. P. Babbitt, New York; J. B. Raby, of the Canada Brewing Co.; A. Brunet, American Dressing Co.; J. Rowan, of Chas. Gurd; J. T. Bryson, of Rose & Laflamme; Edward Cavanagh, of the Edward Cavanagh Co.; J. Bell, of the Laing Manufacturing Co.; Chas. A. Corrigan, of D. H. Rennoldson; W. F. Smorden, of Surprise Soap; Geo. Brown, of C. N. D. Osgoode, and the following well known retailers: V. Raby, Thomas O'Hara, S. Bremner, Thomas Gauthier, J. O. Levesque, P. Lemieux, M. Richot, C. J. Spenard, J. A. Vaillancourt, A. D. Paquette, P. Bruneau, E. Upton, M. Bluteau, A. Hudon.

The members of the association who had charge of the entertainment were: President Massicotte (N. Quintal & Sons), Wm. Duckworth (Caverhill, Hughes & Co.), A. W. Childs (Geo. Childs & Co.), D. Lapointe (L. Chaput, Sons & Co.), E. A. Cardinal (Hudon, Hebert & Co.), and P. Gannon.

The following letter of regret was read:

E. Massicotte, Esq., President Montreal Wholesale Grocery Travelers' Association, City:

DEAR SIR,—Accept my most sincere thanks for your kind invitation. Unfortunately, I regret to state, I cannot attend. I trust, however, that the spirit of good-will and the feeling of comradeship which has ever been recognized between the wholesale grocery travelers of Montreal will never die out.

Wishing you all a real good, comfortable time, I remain,

Very respectfully yours,

O. S. PERRAULT,
Secretary,
American Tobacco Co.

Among the gentlemen who helped entertain were Messrs. Paquette, at the piano, Hague and W. Duckworth, songs.

P. Bruneau, in response to a call, made a neat speech on behalf of the French retail

grocers, and E. Upton on behalf of the English grocers.

Messrs. Cardinal, Massicotte, Duckworth and Dunn, replied on behalf of the association, expressing their pleasure at meeting their friends in a social way.

President Vallieres, of the Retail Grocers' Association, and who was given a big reception, and Secretary Levesque, in a few remarks pointed out the benefits of the association and congratulated the city travelers on the harmony and good feeling that existed between them.

J. Doherty followed in a couple of rattling comic songs, and then refreshments were served and cigars passed around.

PERSONAL MENTION.

FROM latest advices received from Mr. E. B. Eddy, president of the E. B. Eddy Co., Hull, he is at present in Rome, and will shortly proceed to Naples, thence to Egypt and the Holy Land. Upon the return of the warmer months Mr. Eddy will make an extensive tour of Germany sight-seeing, and will also visit the largest paper mills in that country.

Mr. Harry N. Gross, who has resided in Toronto for the past eight years, and was up to a short time ago city traveler for Rutherford, Marshall & Co., has accepted a position as manager and buyer for the grocery department of J. T. Petrie's American Bazaar, St. Catharines.

Mr. George McWilliam, of McWilliam & Everist, Toronto, is very low with brain fever at his home, 213 Seaton street. The brain fever was superinduced by a severe cold which Mr. McWilliam contracted at Montreal.

Mr. John C. Oswald, of Bathgate Pim & Co., Calcutta and Colombo, and Bathgate & Co., Foochow, China, has recently visited Toronto, and appointed Mr. C. H. Anderson, 50 Front street, as their agent for Toronto, Montreal and Hamilton. Canadian buyers will, therefore, be in a position to buy by wire through his agency direct from the producing markets.

Mr. T. A. Rowat, grocer, London, is at present confined to his home with hemorrhage of the lungs. THE CANADIAN GROCER hopes to hear of his recovery at an early date. Mr. Rowat is one of London's most prominent grocers.

Mr. J. Butcher, the well-known retail grocer, of Toronto, accompanied by his son and daughter, left for New York on Wednesday en route for England. The party sails ex ss. Majestic of the White Star Line.

New York Fancy Brand. Have a good light. Use



Every Oil known to trade and industry—wholesale.



THE "RAINBOW"

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

HALIFAX TRADE GOSSIP.

TRADE in Halifax this week is particularly quiet. Reports from other parts of the province are that business is fairly good.

Refined sugar at the refinery in unchanged in price. The lowest prices for granulated are $4\frac{3}{4}$ c., and for yellows, $3\frac{3}{4}$ to $4\frac{1}{2}$ c. in lots.

There is very little doing in breadstuffs. The market does not seem to sympathize with the west, and flour can be purchased here to-day lower than in Montreal or Toronto. This discrepancy in price is likely to continue for some time. There is considerable flour in Halifax at the present time. All other lines in breadstuffs are featureless.

Green fruit remains cheap—oranges and lemons particularly. No new stocks arrived this week, but there is a sufficient supply on hand to meet all demands.

The provision market remains dull, with no change in price.

Poultry is not in demand. What few are offering are poor and bring low prices. Chickens are worth from 40 to 60c. per pair, and turkeys retail at 8c.

Newfoundland cod is coming into this market very freely, St. John's merchants being desirous of realizing. A cargo of

7,000 quintals was received this week and will be put through the patent fish drier for the Brazil and Mediterranean markets. Bank, bay and Labrador cod are considerably easier in price. Prime hard cured, small, medium and large merchantable, are in good demand, particularly large, and an advance may be looked for. Herrings for grocery trade are in good demand, but poor, fall, West Indian fish are unsalable, owing to over-supply. Salmon and alewives are firm and advancing.

All other lines remain without change.

Eggs are getting cheaper. A good article can be had for 15c. Warranted fresh stock retails at 20c.

The retail grocers, at this writing, have not organized their association. A meeting was held last Tuesday evening in the Board of Trade rooms, with J. E. Crowe in the chair. A set of by-laws were submitted, and another meeting will be called to finally organize. The meeting was not largely attended—not as largely as it should be. The retail grocers of Halifax should be on the same footing as other trades in the city.

Why allow your customers to take bottle after bottle of vile cough mixture from a druggist when you can sell them B. F. P. Cough Drops and make good money?

OUTLOOK FOR CHINA TEAS.

MR. JOHN C. OSWALD, of Bathgate, Pim & Co., Calcutta and Columbo, and Bathgate & Co., Foochow, China, was in Toronto this week, direct from China.

"It is too early," he said in reply to a query of mine, "to say much about the future crop; but I think China teas will be cheaper this season."

"Are the Chinese tea growers making any new departures: inaugurating improved methods?"

"O, no," he replied with a laugh and a shake of the head; "they are employing the same old methods and using the same old junks as they did a thousand years ago, and a thousand years hence they will be doing the same thing."

"The war with Japan is not likely, then, to lead to much enlightenment?" I ventured.

"No. The fact of the matter is, the people are quite unconcerned regarding the war and its effects. When that large indemnity was paid over to the Japanese Government, in London recently, I asked one of the large wealthy tea planters how much he would have to contribute to the sum. 'Oh, it's nothing to do with me; that is the business of the mandarins.' In other words, the Government," concluded Mr. Oswald.

Mr. Oswald while in Toronto was under the pilorage of Mr. C. H. Anderson, who has been appointed the firm's representative for Toronto, Montreal and Hamilton.

People call

In on you asking for a good, reliable, prepared flour. We have been making such an article for many years, and it has always given satisfaction. Its sales are constantly increasing. In ordering just specify

The Ireland Co.'s Buckwheat Flour (Self-Rising)

It is put up in a very attractive package and sells at sight.

The IRELAND NATIONAL FOOD CO. Ltd.

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

Toronto, Canada.

TRADE CHAT.

NINE times out of ten the purchaser buys of the merchant who advertises for his trade.

Mildmay is agitating for a Board of Trade.

Bakers of London, Ont., talk of another rise in bread.

Essex County Council will petition the Legislature for appointment of fruit inspectors.

The directors of Cedar Grove cheese factory are canvassing for stock to build a new cheese factory.

W. H. Odell has purchased the remainder of the season's cheese at the Westminster cheese factory at 8¼c. per pound. He shipped it to Liverpool.

A trial shipment of 200 barrels of potatoes was made on the steamship Lake Ontario, to Liverpool. There are 20,000 barrels in Victoria County, N.B., that can be placed

on the cars there at 45c. per barrel, and the railway and steamship people have made a low through rate to test the English market.

Fifteen thousand glass fruit jars are to be turned out at the Wallaceburg Glass Co.'s factory during the next ten days to fill an order for Vancouver, B.C.

The Dairymen's Association of Western Ontario will hold four local conventions to supplement the work of the annual convention, as follows: Dunnville, Feb. 25; Forest, Feb. 26; Listowel, Feb. 27; Elmira, Feb. 28.

The annual report of the Wyandotte cheese factory shows receipts for the past year, \$10,475.68; expenditure, \$10,255.77; balance, \$219.91. The total amount of milk received was 1,406,593 pounds, of which 119,513 pounds were sold for shipment, and 6,168 pounds to patrons. Total cash received for cheese, \$10,338.90; average

price received per pound of cheese, 8.23 cents; average price paid for drawing 1,000 pounds of milk, 66.73 cents; cost per pound for manufacturing cheese, 1.87 cents; average amount of milk to make one pound of cheese, 11.19 pounds.

The people in the neighborhood of Ingoldsby, Ont., held a meeting last week to take into consideration the building of a cheese factory, and have come to the conclusion to put up a building at what is known as Austin's Narrows. They expect to have it in full blast next summer.

A proposed change in the system of taxation has stirred up a big war between Winnipeg's wholesalers and retailers. The latter desire that taxes be imposed according to the valuation of stocks, but the wholesalers want it according to floor space. The floor space tax is at present in vogue.

The collections at the London Custom House for the year ending Dec. 31, 1895,

THIS IS
OUR
TRADE MARK



DELHI CANNING CO.

HAVE YOU
TRIED
OUR GOODS

Delhi

Unexcelled
for
Quality
Flavor
Purity and
Strength



JERSEY CREAM
BAKING
POWDER

Manufactured by
Lumsden Bros.
HAMILTON, ONT.

**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.

PURE

Maple Syrup

Finest quality. Write for quotations.

T. A. LYTTLE & CO.
Vinegar Manufacturers,
TORONTO

AYLMER...

Chicken Soup

A very strengthening and
nutritious article which sells
rapidly at this season

JOHN SLOAN & CO.

Wholesale Grocers TORONTO

**RIO . . .
COFFEES**

To arrive ex SS. Catania.

EXTRA CHOICE SELECTION

Warren Bros. & Boomer

WHOLESALE GROCERS
35 and 37 Front St. East, Toronto.

NOW IN STORE

Excelsior Vostizza Currants
Cases and Half-cases.

Perfecto Vostizza Currants
Cases and Half-cases.

London Layers. Black Baskets.
A full and complete stock of Christmas Fruits.

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

J. W. Lang & Co.

Have in stock . . .

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

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

Curtice Bros.' "Monroe Brand"
Strawberries.

Shredded Codfish, "pkges."
Very fine.

J. W. Lang & Co.

59, 61 and 63 Front
Street East Toronto.

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

**CLARK'S
ENGLISH MINGE MEAT**

An Article fit for a
King's Table.

Every package guaranteed to be as
represented.

W. CLARK - MONTREAL

MOLASSES
BARBADOES
AND
NEW ORLEANS

PUNCHEONS, BARRELS AND HALF-BARRELS.

SYRUPS

An exceptional assortment
now in stock. . . .

PERKINS, INCE & Co.
TORONTO.

ASK OUR TRAVELERS TO SHOW
YOU OUR

**NEW
CEYLON
TEAS**

SMITH & KEIGHLEY
9 Front St. E. TORONTO.

Have you tried . . .

JOHN DEWAR & SONS'

(Purveyors by appointment to Her Majesty Queen Victoria)

. . . SCOTCH WHISKY?

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

were \$507,547.26, the amount collected for the first six months being \$258,930.68, and for the six months ending Dec. 31, \$248,616.58. The collections for 1894 were \$442,281.86, showing an increase for 1895 of \$65,265.40. A considerable portion is due to the increased tax on sugar.

For the week ending Feb. 7 the C.P.R. traffic receipts were \$353,000, an increase of \$122,000 over the corresponding week of last year. The company has a surplus of \$1,374,385 for 1895, and out of this declares a dividend of 2 per cent. on the preference stock for the half year, and 1½ per cent. on the common stock for the year 1895.

The exports from St. John during January were \$545,000, compared with \$162,000 in January, 1895, and \$116,000 in January, 1894. The figures do not include any of the American flour or other foreign goods, or any Canadian goods entered at Montreal or other Custom houses before being forwarded to this port for export.

The Pond Mills Cheese Company's work for the season shows: Amount of cheese manufactured, 144,015 pounds; number of pounds of milk to make one pound of cheese, 11.03; average price received for cheese, 7.93 cents; rate due the patrons for ten pounds of milk, 5.59 cents; cost to manufacture 100 pounds of cheese, \$1.75. A majority of those present at the annual meeting favored selling the factory. The directors

elected were: R. Nicholl, president; A. Beattie, W. Rae, F. Elliot and A. Copeland; J. Elliott, secretary.

There was a good turnout to the Springfield cheese factory meeting on Saturday. They are contemplating having a creamery in connection with the factory. Mr. Dickinson was engaged for another year, and the following were appointed directors: H. Chambers, W. J. Lindsay, J. Yoder, I. B. Haney and S. Charlton, and R. D. Stirton, salesman.

A number of the retail grocers of Halifax met at the Board of Trade rooms the other evening to consider the advisability of organizing a retail grocers' association. W. E. Crowe occupied the chair. A code of by-laws was submitted and a copy of the same will be sent to every member of the trade. They met again on Tuesday evening and organized.

The employes of the McCormick Manufacturing Company, confectioners, London, Ont., spent a very pleasant evening at the residence of Mr. McCormick, South London, the other night, it being their 30th annual supper. On two previous occasions Mr. McCormick divided a large sum of money to the employes of the company, and again after a lapse of three years he shows his appreciation of their diligent services and interest in the welfare of the business by giving each employe, who has been in ser-

vice for the three years, (without regard to position, competency or sex) a cheque for \$50. All other employes engaged subsequently were given cheques in proportion to their time of service.

Potatoes were selling for two cents a sack in San Francisco a week or ten days ago, and sold slowly even at that price. The potato crop all over the country last season was enormous, and most growers lost money on a considerable part of their crop. In some regions the potatoes were not taken out of the ground, the price got down so low.

The cheese manufactured last season by the Lyons factory amounted to 109,000 lbs.; average price, 7½¢ per lb.; pounds of milk required for a pound of cheese, 11.18. Mr. C. O. Luton was engaged as cheese maker at \$1.05 per cwt. Officers for the ensuing year: D. Taylor, secretary; James Mitchell, salesman and treasurer; Thos. Winder, auditor; James Mitchell, J. J. Roberts, Fred. Orris, Colin Blake and W. E. Martin, directors.

The Richmond, Que., Board of Trade have elected these officers for the ensuing year: W. L. Ball, president; A. J. Hudon, vice-president; E. F. Cleveland, secretary-treasurer; Council, Jas. Alexander, E. S. Bernard, J. A. Charron, Wm. Davis, W. E. Jones, R. F. McKee, J. C. Sutherland, H. P. Wales, W. J. Woodburn, S. McMorine; Board of Arbitration, E. H. Armitage, E. S. Bernard, C. Campbell, W. Davis, L. Jutras, S. McMorine, R. F. McKee, T. D. Newell, F. Smith, R. Sullivan, A. J. Taylor, W. J. Woodburn.

You Can Make Things Lively

Around your store if you go the best way about it. We have something that will draw crowds to your counters, who will come again and again and tell all their neighbors. Pure, Clean, Strong and Healthy.

**Dalley's Royal Hygienic
Self-Rising Flour**

Sells at sight and always pleases.

Tea, Pancake
Graham and
Buckwheat Flour



Manufactured by

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

For sale by all wholesale
grocers.

Delicious Coffee

IT SETS THE PEOPLE TALKING



JAPAN TEAS "New Season's"

FROM 13½ CTS. UP.

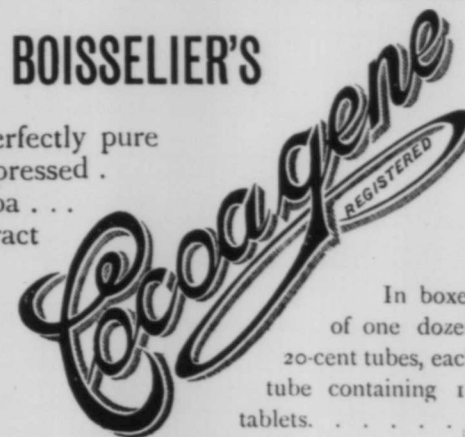
Best value in Canada to-day. See our travellers or write for samples.

J. F. RAMSAY & CO.

WHOLESALE TEA IMPORTERS

14 and 16 Mincing Lane

Toronto.



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.

A Royal Pair

Two superior articles rightly called the "Victoria Brand." Their quality gives them their name—their prices urge you to give them a trial—the trial will convince you of their excellence.

The Victoria Match

Is not superior because of its name—is not inferior because it's cheap. It's simply a good reliable match of the finest quality, which we sell at \$2.40 a case; less by lots.

The Victoria Japan Tea

Direct from Japan—one of the finest teas imported—put up in handy packages for family use—5, 10, 20, 30, 40 and 80-lbs. The aroma is pleasant, the effect is nourishing, not nerve-destroying

LAPORTE, MARTIN & GIE.

72 St. Paul Street,

MONTREAL

Appleton's India & Ceylon Teas

THE "TAPIR" BRAND.

SOLD IN LEAD PACKETS

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



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

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

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

PUREST & BEST

Windsor Salt

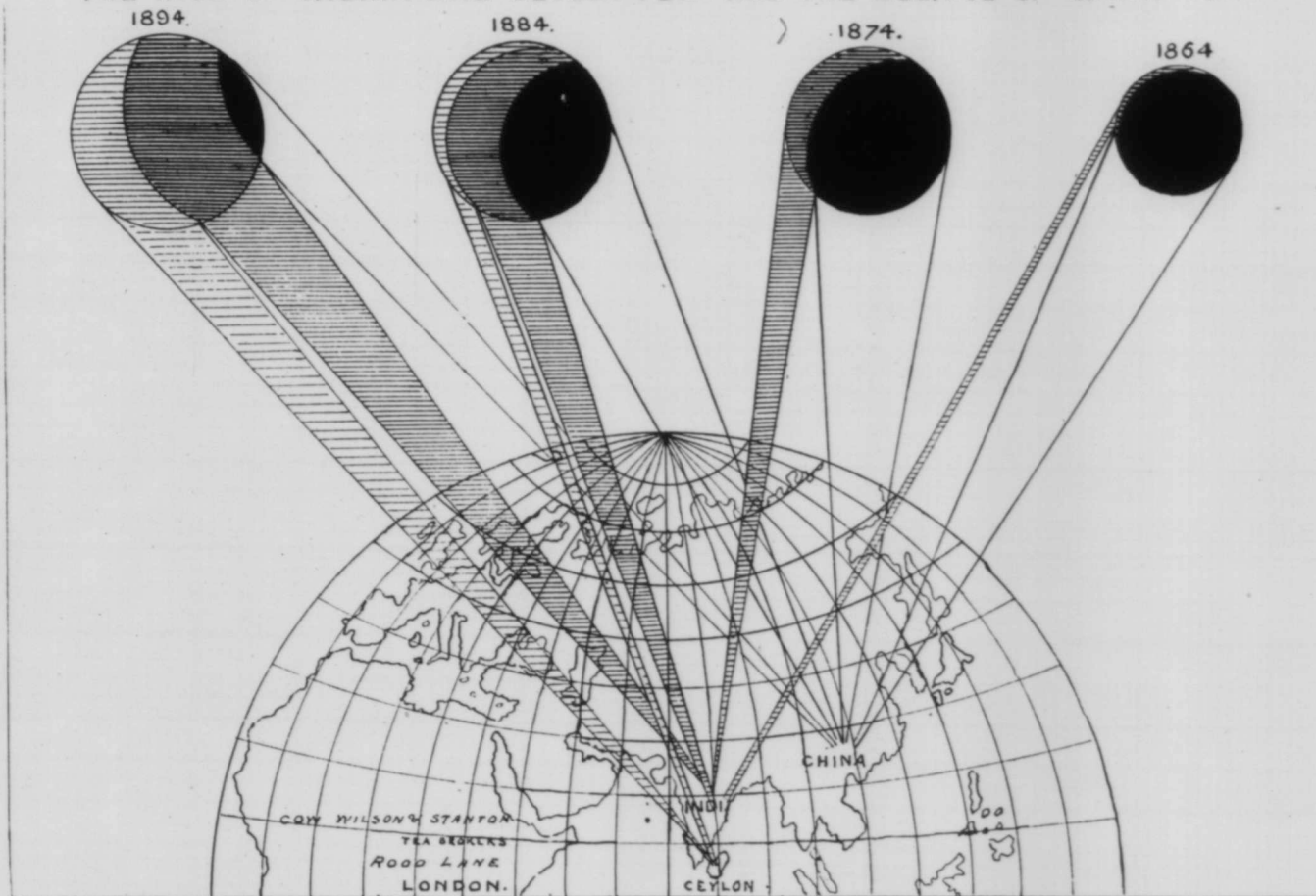
Is manufactured by the "Vacuum" Process, the most modern and the best system known to the Salt industry. We use this process in order to be able to make the best Salt.

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.

THE RISE OF INDIAN AND GEYLON TEA AND THE ECLIPSE OF CHINA TEA



THE AREA IN EACH CIRCLE REPRESENTS THE QUANTITY OF TEA CONSUMED IN GREAT BRITAIN IN THE YEAR NAMED

▨ REPRESENTS INDIAN TEA. ▤ REPRESENTS GEYLON TEA. ■ REPRESENTS CHINA TEA

Ceylon
Ceylon
Ceylon
Ceylon

TEA

You will not **get tired** of seeing **Ceylon Teas** advertised—because the more they are pushed the **More Money You Will Make.**

They are coming to the front with giant strides as sure as fate. Don't put off buying pure, clean, wholesome **Ceylon Teas.**

MEXICAN COFFEE.

A CORRESPONDENT of The Texas Farm and Ranch writes entertainingly of a recent visit to the coffee lands of Mexico. He says in part:

"The second day we began to get down into the coffee country, although the first that we saw upon the highest elevations showed the effect of the unusually cold winter of last season, which extended even down below the 20th degree of latitude. While the coffee plant seems to be very hardy and tenacious of life under ordinary circumstances, it cannot stand the least frost. The coffee tree, or shrub, is an evergreen with an oblong, smooth and shining leaf five or six inches long and about two and a half inches wide. It presents a beautiful appearance, either with its clusters of snow-white flowers or with its scarlet ripe berries. The fruit is a fleshy berry, having the appearance of a cherry or small plum. Each one of these berries contains two seeds, each grain of coffee that we use being a perfect seed. The seeds lie against each other in the pulp which encloses them, and are covered by a thin covering or parchment. This is the chaffy substance that comes off during the roasting process, the coffee having been imperfectly cleaned. There are two processes employed in preparing the coffee for market. That which is commonly adopted by the natives and by some of the smaller growers among the Americans, is to gather the berry as soon as it assumes a dark red color, and dry it in the sun. When thoroughly dried it is flailed or pounded until the covering has been well broken, after which it is fanned out just as we used to do grain before the advent of the thresher. The method, however, which is employed by the larger growers, especially Americans, is to run the berries through a pulping machine just as soon as gathered, thus removing the necessity of drying so much waste material.

"The coffee 'tree' is really not a tree, but is more of a shrub, its average height being only about seven feet. Regarding the necessity of shade for the plant, there is a great diversity of opinion. Some of the most successful planters maintain that shading the trees produces only detrimental results. Probably this is so when the soil is shallow, but in the Tuxpan valley, where the soil is very rich and deep, we found the planters unanimous in the opinion that shade is necessary. In clearing the land there, only the underbrush and a part of the trees are removed, leaving enough shade to break the direct rays of the sun. The plants are then taken from the nursery and planted six or eight feet each way, using the mountain or hillside in preference to more level ground. Land is thus used for coffee which would not be available for cultivated crops. It is not considered necessary to plough or in any way stir the soil, the only cultivation being to cut down the sprouts two or three times a

year. The expense is thus reduced to a minimum, as the native laborers are only paid from 37 to 50c. Mexican money, or 20 to 27c. in our money, per day. The trees are thus cared for without any returns until the third year from planting, when a light crop is gathered, and by the fifth year the trees are in full bearing. They are then expected to produce from one to three pounds of marketable coffee per tree."

SUGAR FACTORIES IN GERMANY.

According to German official statistics as to the production and taxation of sugar in the German Customs district, there were in operation, in 1894-95, 467 sugar manufactories, 405 of which were beetroot sugar factories, 56 were sugar refineries and 6 were for extracting sugar from molasses. These factories, says Handel's Museum, used altogether 14,521,030 tons (metric tons of 2,204 lbs.) of beets, and produced 1,692,011 tons of raw sugar, as well as 992,136 tons of sugar of all kinds ready for consumption; the figures for the 1893-94 campaign being 1,270,508 tons of raw sugar and 819,629 tons of sugar ready for consumption. The quantity of beetroots worked up last season was the largest ever known in Germany; the 1893-94 figures were 10,644,372 tons. The importation of sugar into Germany was insignificant, and remained at about the same level as in the previous year. On the other hand, considerably larger quantities of sugar were exported in 1894-95 than in the previous year, although the export of molasses has fallen off. In 1894-95, 609,663 tons of raw sugar and 392,857 tons of sugar ready for consumption were exported, as compared with 436,674 tons and 262,610 tons respectively in 1893-94. The consumption of sugar in Germany in the year 1894-95 was computed at 552,695 tons of refined sugar, i.e. 10.7 kilogs (23½ lbs.) per head of the population, which compares with 10.01 kilogs in 1893-94, and 9.1 kilogs the average of the last nine working years.

LEARNING A BUSINESS.

As a rule the best business men are those who commenced their mercantile career in a very subordinate position, and, by steady application and attention to the duties that devolved upon them, worked their way upward into a place of prominence, says an exchange. A close inquiry into the careers of many business men reveals the fact that the most of them began business as poor boys, and by energy, industry and economy, acquired wealth and influence. Instances are rare in which a young man has begun business at the top and has made a grand success of it. Such instances sometimes occur, but not with great frequency. The quickest way in the world in which a young man can get rid of a fortune is to embark in a business of which he knows nothing and attempts to run it on a large scale.

GOOD BUSINESS RULES.

Lloyd's Commercial Guide gives the following advice to its readers:

"Never sign a paper without reading it; and if, after reading, you do not understand it, have it thoroughly explained before you put a signature on it. It is best to get some third person, who is not interested in the matter at all, to explain the meaning of what is not clear, or to point out words that may have two meanings in the document.

"Always make a memorandum in your little book of any contract you undertake for money, or any agreement to work. It saves much trouble to keep a memorandum book and put down the date when you either pay or receive money. Whenever money passes on account, set it down. If any money or thing of value goes through your hands, give a receipt for it and make a memorandum. Your receipt settles the amount that passes, and that cannot be disputed. When you pass it to a third party, get a receipt and keep it. This form is as important in the transfer of income, trust money, or valuables among your own family as with other persons.

"Never allow a person to do any service for you without first agreeing upon the cost to you. This rule, strictly adhered to, will save you many annoyances."

SALMON TRADE IN OTHER LANDS.

Mail advices from Liverpool say: "There is a very firm tone in the market for Alaska salmon and supplies of this fish are absorbed at full prices as fast as they come forward. There are a few ovals in the market, but these are held at good figures. Prices for Fraser River and Columbia River talls and flats are firm and holders are not anxious to dispose of these even at limits fixed."

Melbourne advices state that the hot weather has stimulated the demand, and very fair business has been done. Considerable sales have been made of several brands of salmon at 6s. 9d. to 7s. 4½d. and one parcel of flat tins at a price not stated has been moved. Salt salmon is quoted at 3¾d. to 3⅞d. according to package and quality.

Moderate trade is reported in the leading lines of tinned fish; at Wellington, New Zealand, salmon at 9s. 3d. to 9s. 6d. for Cocktail, 8s. for Skeena River and 7s. to 7s. 6d. for Red Alaska.—B. C. Commercial Journal.

"Selling the goose that laid the golden egg" might well be applied to the fellow who offers his best customers an inferior cough drop. B. F. P. Cough Drops cure.

It is upon he who robs himself of an hour's time for the purpose of applying it to the task he has in hand that the sun of prosperity smiles most beneficently.

SITUATION WANTED.

WANTED IN A COUNTRY STORE A SITUATION by man (married) who has a thorough knowledge of the grocery business. First-class references. Apply to C. A. Willison, 96 Prince Arthur St., Montreal. (8)

BUSINESS CHANCES

FOR SALE—A FIRST-CLASS CONFECTIONERY and Ice Cream Parlor. Store fixtures, including Soda Fountain, first-class. Good residence attached. A fortune in this for right man. Box 868 Manitou, Man. (7)

SITUATIONS VACANT.

WANTED.—FIRST-CLASS GROCERY TRAVELLER, with good connection on Grand Trunk, west of Toronto. Reply promptly. Address CANADIAN GROCER, Toronto.

WANTED.—TORONTO HOUSE WANTS GROCERY traveller for Lake Shore District, west of Hamilton. Must have good connection. To right man, good salary. Address Box 46 CANADIAN GROCER.

TRAVELLER WANTED.—FIRST-CLASS TEA traveller for territory east and north of Belleville, on commission. No objections to carrying side-lines. Good opportunity for active salesman. Address "Business," CANADIAN GROCER, Toronto.

SALESMAN WANTED FOR RETAIL BUSINESS in British Columbia, must thoroughly understand groceries, buying and selling, be good stock and bookkeeper. Address or apply to Drawer M, GROCER, Toronto.

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion. **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

The Canadian Grocer, Toronto



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

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

When in want of

Salt

write us.

VERRET, STEWART & Co.

MONTREAL



THE
Eureka Refrigerator,

PATENT.

Manufactured by the
**Eureka Refrigerator
Co., of Toronto.**
54 Noble St.

Wilbert Hooey
Manager

This cut shows our grocer
refrigerator in three sizes.

We also keep in stock a
large assortment for family
use.

Send for Catalogue.



**Champion Fire and
Burglar-Proof Safes . .**

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

S. S. KIMBALL

577 Craig St., Montreal, P.Q.

WITCHKLOTH

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

Sole Agency for Canada

TEMPLE BUILDING, 113a, MONTREAL

NOVA SCOTIA FIBRED CODFISH

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

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

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

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

**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

Siamese Twins



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

No medical examination is required
for our pension.

Bond policy and rates are away down.

**MANUFACTURERS' LIFE
INSURANCE COMPANY**

HEAD OFFICE, Toronto, Can.

is Honest Goods and just
the Thing on Which to
make or Extend a Busi-
ness.



The Best Grocers Make
a point of Keeping it al-
ways in Stock.

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

GEORGE SPENCE, general merchant, Uffington, has assigned to C. L. Peniston, Toronto.

Desire Chaput, general merchant, Egypte, Que., has assigned.

T. S. Vipond & Son, wholesale fruits, Montreal, have assigned.

G. L. Lemire, general merchant, Drummondville, Que., has assigned.

Geo. W. Lea, fruit dealer, Simcoe, has called a meeting of his creditors.

R. R. Harris, crockery dealer of Brantford, has assigned to A. K. Burnell.

Chas. Brillard, general merchant, St. Sebastien de Bruce, Que., has assigned.

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

W. H. Davis, fruits, Napanee, is offering to compromise at 20c. on the dollar, cash.

Mrs. Joseph Boutel, St. Severin, Que., is offering to compromise at 40c. on the dollar.

Israel Rheault, general merchant, Stanfold, Que., has compromised at 50c. on the dollar.

John A. McDonald, general store, Baddeck, N. S., has assigned to Alex. McDonald.

Margaret Woods, groceries and liquors, Charlottetown, P.E.I., has assigned to John Connolly.

J. N. Turcotte, general merchant, Drummondville, Que., has compromised at 65c. on the dollar.

John Cunningham, general storekeeper, Pembroke, is offering to compromise with his creditors.

Louis Perrault, manufacturer shoe tops, Montreal, is offering to compromise at 25c. on the dollar.

J. C. Lilois, general merchant, Montmagny, Que., is offering to compromise at 65c. on the dollar.

Albert Vipond, general merchant, Hudson, Que., who has assigned, will meet his creditors on the 18th inst.

L. Rothschild & Co, general merchants, Ottawa and Baie des Peres, are offering to compromise at 60c. on the dollar.

The liabilities of Wm. Gailbraith, the Toronto commission merchant, who is offering to compromise at 15c. on the dollar, are said to be in the neighborhood of \$20,000.

The creditors of Messrs. Graham & Cathcart, general store, Stittsville, met in Assignee Tew's office Monday, when a statement was presented showing assets of \$3,000 and liabilities of about \$5,000.

CHANGES.

Geo. Davis, grocer, Brockville, has sold out.

J. A. Miller has started a grocery store at Brockville.

A. Beaupre, grocer, Montreal, has sold out.

E. Rochon is commencing business in Montreal as a grocer.

A. Dufresne, grocer, Pointe du Lac, Que., is giving up business.

John Butler, grocer, Woodstock, has sold out to J. H. Richards.

Charles Kramer, general merchant, Blyth, has removed to Owen Sound.

F. A. Brady, liquors, Ingersoll, has been succeeded by Daniel O'Neill.

J. Hallett, liquors and produce, Guelph, has sold out to W. H. Harding.

Bright & Co. are opening up business as tea commissioners in Winnipeg.

Dionne & Dionne are starting in the grocery business at Westmount, Que.

Wm. Welch, general merchant, Listowel, has been succeeded by August Greve.

A. Turner, groceries and grain, St. Boniface, Man., has sold out grocery branch.

Mrs. Joseph Chaurette, general merchant, Ste. Elizabeth, Que., is going out of business.

G. J. Vaughan, general store and lumber, Pointe Wolfe, N.B., has sold out to C. T. White.

T. W. Tate, general merchant, Embro, has sold hardware stock to W. J. & R. Geddes.

Mahaffy & Chuskill, general merchants, Battleford, N. W. T., are selling out Lethbridge branch to the A. Macdonald Co.

SALES MADE AND PENDING.

The immovable assets of T. Jarry, grocer, Montreal, are to be sold March 2.

The general stock of Walter Nutt, Eaton, Que., has been sold at 61c. on the dollar.

The stock of L. Rousseau, grocer, Montreal, has been sold at 40c. on the dollar.

The assets of A. C. Bourassa, grocer, Montreal, are to be sold by auction to-day.

J. B. Bourcier & Co., groceries, St. Cune-gonde, Que., are offering their business for sale.

The stock of the estate of R. S. Dunlop, grocer, Chatham, is to be sold by auction to-day.

The stock of Laird & Chiput, general merchants, Joliette, Que., has been sold at 62c. on the dollar.

The assets of F. X. Labranch, general merchant, Thetford Mines, Que., have been sold at 56c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Vanier & Montpetit, grocers, Montreal, have dissolved.

Ross & Moret, general merchants, Fort Saskatchewan, N. W. T., have dissolved.

P. A. Millette & Co., grocers, Montreal, have dissolved. P. A. Mallette continues.

W. Muir & Son, wholesale grocers and ship chandlers, Halifax, have admitted J.

A. Calder as partner, under style of W. Muir, Son & Co.

FIRES.

Plumeridge's grocery store, Chatham, was damaged by fire to the extent of \$200 on Sunday night.

John G. Clark, general merchant, Berwick, N.S., has been burned out; insurance on stock, \$800, and on building, \$400.

DEATHS.

J. C. Keegan, general merchant, Richmond, Que., is dead.

Henri P. ante, general merchant, St. Narcisse, Que., is dead.

EXPOSING FOOD PRODUCTS.

A recent writer, who is apparently sane as well as sanitary, says of exposing food products, etc., in the front of the stores in the open air, a system which is very common among retail grocery men: "From the time of the opening of these stores to the time of closing them, their food supplies are displayed on the sidewalks and dusted throughout the day with horse manure and every other kind of disease dust afloat in the air, from scabies to tubercle bacillus. At closing time these supplies are piled into the store without regard to cleanliness or order, as they are to be tumbled out again the first thing in the morning; and, needless to add, the air within the store is quite sufficient for the like dusting of everything sold over the counters. The dark recesses, closets, stow-holes and cellars of such stores are thus loaded with disease-bearing dust, more or less putrescible, according to the conditions of darkness, moisture and temperature, tainting everything that is served therefrom."

RIO COFFEE SITUATION.

The Rio News of January 7 says: "There has been some talk of a supply in Rio of 1,000,000 bags for the first half of the current year, against the 600,000 bags the estimates would furnish, and the increase is expected to result from early entries of new crop coffees. The St. Paulo journals have been publishing alarming accounts of the drouth in that state. That there has been a want of rain in the interior seems certain, and this probably means a deterioration in the quality of the coming crops both in the Rio and St. Paulo zones; but the St. Paulo people were at one time seriously exercised as to the destination of the 'bumper' crops expected, and the present reduced estimates are at least open to some suspicion."

SAVE DOUBLE FREIGHTS

Shipments to Western firms which have then to be reshipped North, South, or East, can be economically handled by us.

Write for Particulars

BLAIKLOCK 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

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of **25 cents**

HARDWARE AND METAL, Toronto

Union Mutual Life Insurance Co.
OF PORTLAND, MAINE

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

MAINE NON-FORFEITURE LAW

WALTER I. JOSEPH, Manager

Room 2, 162 St. James Street, Montreal

The Sydenham Glass Co., Ltd.

WALLACEBURG, ONT.

Manufacturers of

FRUIT JARS

BRANDS: The Winner.
 The Best.
 The Beaver.

All kinds of . . .

BOTTLES, FLASKS and INSULATORS

IN AMBER, GREEN AND FLINT



Write for Prices. Prompt Attention to Orders and Inquiries

REPRESENTATIVES:

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

OFFICE AND WORKS:

WALLACEBURG, ONT.

In Dec. '95

We sold more Salt than any other firm, outside the manufacturers, in Canada. It has taken us ten years to accomplish this, and we want to increase our business by having your Salt trade, not only for the next carload you want but for just as long as we can make our shipments satisfactory to you, and the price will be the lowest possible figure at which Salt can be had. When you want anything in Salt, write US.

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

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.



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 St., New York.

Batty's

NABOB PICKLES and... SAUCE

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

ALL WHOLESALERS HAVE THEM.

... EIGHT PRIZE MEDALS

Canadian Agents

J. A. GORDON & CO.

... Montreal

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 Crystal Pitcher

... **Free**

with

TUTTI FRUTTI

Get one from your wholesaler. Send postal card for beautiful signs to decorate your window.

ADAMS & SONS CO.

11 & 13 Jarvis Street, Toronto

WHY IS Brantford Starch

selling better every day?

Because it is always uniformly reliable, and its packages are the most attractive in the trade. . . .

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. Quotations of lower grades of all kinds of soap furnished on application.

TEAS.

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

TELEF'S TEAS.
No. 1. Retailed 70c.; cost 50c.
No. 2. " 50c.; " 35c.
Mixed. " 40c.; " 30c.

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

TOBACCO AND CIGARS.

British Consols, 4's: Twin Gold		
Bar, 8's	0 59	
Ingots, rough and ready, 8's . . .	0 57	
Laurel, 3's	0 49	
Brier, 7's	0 47	
Index, 7's	0 44	
Honeysuckle, 8's	0 56	
Napoleon, 8's	0 47	
Victoria, 12's	0 44	
Brunette, 12's	0 48	
Prince of Wales, in caddies . . .	0 48	
in 40-lb. boxes	0 48	
Bright Smoking Plug Myrtle, T. & B.,		
3's	0 60	
Lily, 7's	0 47	
Diamond Solace, 12's	0 50	
Myrtle Cut Smoking, 1 lb. tins . .	0 70	
1/4-lb. plug, 6-lb. boxes	0 70	
oz. plug, 5-lb. boxes	0 70	

AMERICAN TOBACCO CO. OF CANADA.

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 47	
1 lb. tin	0 50	
Cigarettes—		
Richmond Straight Cut No. 1, in cardboard boxes of 10	10 50	
Hyde Park, cardboard boxes of 10 and 20	10 50	
Sweet Caporal, slide boxes of 10 .	7 20	
Athlete, foil-wrapped boxes of 10 .	7 20	
Old Judge, slide boxes of 10	7 50	
Derby, packages of 10	3 80	
Prince and Gloria, slide boxes of 10 .	3 80	
Sweet Sixteen, slide boxes or packages of 10	3 30	
White Caps, slide boxes of 10	3 30	
Old Virginia, slide boxes of 10 . . .	3 30	
Parisienne, slide boxes of 10, (mouth-pieces)	3 60	
Holder, packages of 10	3 30	
Sultana, slide boxes of 10	3 30	
Majestics, slide boxes of 20	6 60	
Plug tobaccos (sweet chewing)—		
Navy, in caddies	0 35	
Navy, plug mark	0 33	

Honey, boxes and caddies	0 43	
Span 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	
Crema de la Crema Reina Victoria Extra, 1-20	55 00	
Crema de la Crema Reina Victoria Special, 1-20	50 00	
Honeymoon, Regalia Comme il Fait, 1-40	55 00	
El Caza Culebras, 1-40	55 00	
La Fayette Reina Victoria, 1-20	32 50	
Noisy Boys, Blue Line, 1-20	25 00	
Princess of Wales, Princess, 1-10	25 00	
Ditto, low grades	13 50	

S. DAVIS SONS, MONTREAL.		Per M
Sizes.		
Madre E Hijo, Lord Lansdowne . . .	\$60 00	
" " Panctelas	60 00	
" " Bonquet	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	
DOMINION CUT TOBACCO WORKS, MONTREAL.		
Cigarettes—		Per M.
Athlete	\$7 50	
Puritan	6 25	
Sultana	5 75	
Derby	4 25	
B. C. No. 1	4 00	
Sweet Sixteen	3 75	
The Holder	3 85	
Hyde Park	10 50	
Cut Tobaccos—	per lb.	
Puritan, 10ths, 5-lb. boxes	0 70	

Old Chum, 9ths, 5-lb. boxes	0 75
Old Virginia, 1-10 lb. pkg., 10-lb. boxes	0 62
Gold Block, 9ths, 5-lb. boxes	0 73
Cigarette Tobacco—	
B. C. N. 1, 1-10, 5-lb. boxes	0 83
Puritan, 1-10 5-lb. boxes	0 83
Athlete, per lb.	1 15
Plug Tobaccos—	
Old Chum, plug, 4s, Solace, 16 lbs. .	0 68
" " " 8s, " 16	0 68
" " " 8s, R. & R. 13 1/2	0 68
" " " chew 7s, R. & R. 14 1/2	0 58
" " " 7s, Solace, 14 1/2	0 58
" " " 8s, R. & R. 16	0 58
" " " 8s, Solace, 15	0 58
O. V. " plug 8s, Twist, 16	0 58
O. V. " " 3s, Solace, 16	0 58
O. V. " " 1s, " 17	0 55 1/2
Derby " 12s, " 17 1/2	0 51
Derby " 7s, " 17	0 51
Athlete " 5s, Twist 9	0 74

WOODENWARE.

Pails, 2 hoop, clear, No. 1	per doz.	\$ 1 60
" " " " " 2		1 65
" " " " " 3		1 40
" " " " " 2		1
" " " painted " 2		1
Tubs, No. 0	9	
" " 1	7 50	
" " 2	6 50	
" " 3	5 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 Boxes, crates assort d.	3 60	

THE E. E. EDDY CO.		
Washboards, Planet	1 60	
" " Waverly	1 50	
" " XX	1 40	
" " Electric Duplex	1 25	
" " Special Globe	1 50	
Matches—		
5-Case Lots, Single Case		
Telegraph	\$3 30	\$3 50
Telephone	3 10	3 30
Tiger	2 60	2 80
Parlor	1 70	1 75
Red Parlor	1 70	1 75
Safety	4 00	4 20
Favorite	2 25	2 35
Flamers	2 20	2 40

Licorice Goods

SOME OF OUR LEADERS ARE:

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

YOUNG & SMYLIE, - Brooklyn, N.Y.

For

25 cents

We will mail you a valuable little book on

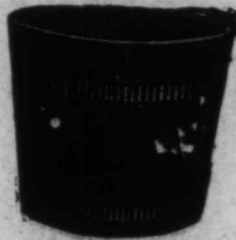
**BUYING
SELLING AND
HANDLING OF TEA**

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

The MacLean Publishing Co.

26 Front St. West, Toronto.

DURABLE PAILS AND TUBS.



TRY THEM

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

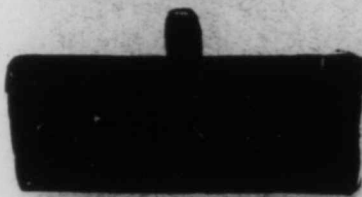
The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. **BEST GOODS MADE.**

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



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

EVERY CAN WARRANTED.

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

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