

THE CANADIAN GROCER

VOL. XI

MONTREAL AND TORONTO, JANUARY 1, 1897.

No. 1

SELL ONLY THE BEST!

In Competition with the World we have received the
HIGHEST AWARDS MADE.

These
...substantiate
...our claim that

COLMAN'S MUSTARD

IS THE BEST IN THE WORLD.

THE ONLY TEN CENT CIGAR

PEEK FREAN & C^{O'S}

BISCUITS AND CAKES.

Have obtained great Celebrity for their
→ PURITY & EXCELLENCE ←

VARSITY CIGAR 5c. THE BEST IN THE MARKET

Armour's White Label Soups

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

H. P. ECKARDT & CO.
TORONTO

Batty's



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

ALL WHOLESALERS HAVE THEM.

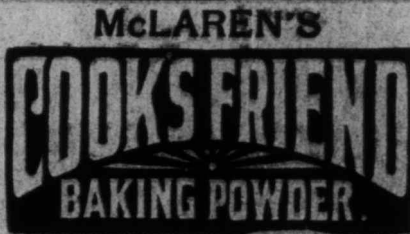
... EIGHT PRIZE MEDALS

Canadian Agents

J. A. GORDON & CO.

... Montreal

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



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

Fresh Herrings



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

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

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

All Selected Fish from the famed Aberdeen Fisheries.

For Sale by all Leading Grocers

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

Standard Goods THE Best to Handle



DON'T FORGET TO
ORDER

..SOME OF..



FRY'S CHOCOLATE AND COCOA

For Your New Year's Trade.

FOR

PURITY



FOR

STRENGTH

This brand is always reliable.

Highest test 98.50% pure.

Made only
by

The UNITED ALKALI CO., Ltd., Liverpool.

"New Process" Soda, finest on the market.

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

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

AGENTS

A. P. TIPPET & CO.

MONTREAL and TORONTO

F. H. TIPPET & CO.

ST. JOHN, N.B.

The 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

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

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

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

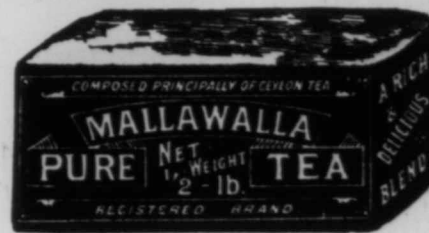
SNOW .. BLACKING

The only perfect waterproof and polishing Blacking sold.

YUCAN OIL BLACKING

Is a perfect shine, a perfect waterproof, good for rubbers and overshoes.

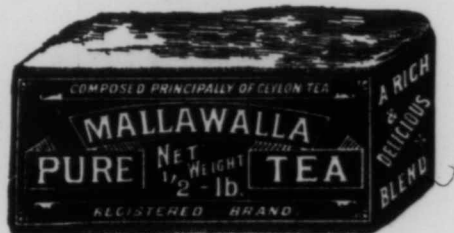
The F. F. Dalley Co. Ltd. - *Hamilton, Can.*



“THERE ARE OTHERS”

. . . But none so good as . . .

MALLAWALLA



SPECIAL SCOTCH WHISKY.

Cockburn & Co.

ESTABLISHED 1796.

Leith & London.

8 LIME STREET E.C.

Try—

COCKBURN'S SCOTCH WHISKY

Nothing Finer in the Market

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

J. & R. McLEA, Montreal

AGENTS FOR THE DOMINION



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

RETURNED
To their Toronto Office
Jan. 16. 1897.

* The OLD WOODEN BUCKET MUST GO *
Indurated Fibre Ware.



NO HOOPS,
NO JOINTS, LEAK,
CANNOT LEAK, OR
SWELL, OR
WATER SOAK.

The E. B. Eddy Co.
MAMMOTH WORKS
HULL, CANADA.

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

Grand Mogul Tea

The most beautiful picture ever offered free. A **Magnificent picture** of **Othello and Desdemona**, representing a scene in one of Shakespeare's most celebrated plays. This beautiful picture (a copy of the celebrated oil painting in the possession of Mr. Alfred Cooke, Leeds, England) in handsome gilt frame given free to every purchaser of one case of **Grand Mogul Tea**.

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

BROOMS

Three most reliable lines :

ROSE, PANSY, THISTLE

Do you sell them? If not, why not?

MATCHES

Sovereign Brand

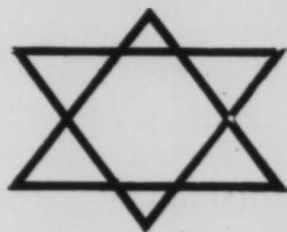
GUARANTEED equal to any match made.
Freight allowed on 5 case lots.

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

..DID YOU EVER..

BATGER'S

TRY



PEELS

ALWAYS RELIABLE.

All Right

"REINDEER" BRAND

Condensed Milk; Coffee; Cocoa. Evaporated Cream.

OUR STANDARD BLACKS



The 400 Select
Morning Luxury
The Globe
Imperial Congou
Russian Congou

Teas of rare merit ; Rich, heavy-bodied, healthful, satisfying ; The high standard of quality always uniform ; Packed in our air-tight, metal-lined cases ; Winners of the best trade.

A Good Profit for the Seller

W. H. GILLARD & CO. - Hamilton

WHOLESALE ONLY

JOHN MOUAT, North-west Representative, Winnipeg

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

THE CANADIAN GROCER

Vol. XI. (Published Weekly)

MONTREAL AND TORONTO, JANUARY 1, 1897

(\$2.00 per Year) No. 1

INTERVIEW WITH OLD NINETY-SIX.

BY W. L. E.

THE Old Year is dead; the New is born. I stood beside the Old Year as he departed and listened to his words of counsel, of admonition and of encouragement.

While there is life there is hope, we are told. But from the moment that Old Ninety-Six was born there was no hope that he would live more than twelve months. When on Thursday night the clock indicated half an hour to midnight all who were watching beside his couch realized he had but thirty minutes to live.

Having been deputed to interview Old Ninety-Six in his last moments, I leaned over and whispered in his ear:

"Only twelve months old, and yet dying."

With a look of resignation upon his face the Old Year turned to me with the remark: "Thou art measuring by the span of man's life. I am living my allotted time; men seldom do that. I live twelve months. There are insects whose course is in a day run. I have performed my task. I cannot do more. The arrow, when it has struck its destined mark, has completed its errand. I have been speeding through the world for a twelvemonth; I have completed my mission."

"But, say," I persisted, "are you satisfied?"

"With myself, yes; with the world, no."

"Why not with the world?"

"Why? Ha! ha! Ask my predecessors. They, like me, have done their best. But mankind,—ah, there's the rub. Mankind has not done its worst, but it has left undone many things which it should have done and done many things which it should not have done."

"Do you mean in a spiritual sense or otherwise?" I persisted.

"Both. But you newspaper men, I fear,

are not so much concerned in the spiritual sense. And therefore, when I referred to the things mankind had and things it had not done I meant particularly otherwise: matters commercial, to be more explicit."

"Enumerate," I ventured.

"I will. But Time demands that I be brief. Although I came into existence a year ago amid the clang of bells and the sound of music and invocation, trouble was staring me in the face the moment I opened my eyes. Time would fail me to tell you all I saw. But one of the things I did see was the terrible effects of that foolish message of the President of the United States on the Venezuela question. It had worked its way into the wheels of commerce, clogging them up and throwing the machinery out of gear and working more havoc than would a two-years' war. Tangled up or buried beneath the wreck were capitalist and borrower, master and man, parent and child. It was awful. And it will be awful for some time. You cannot repair commerce when it is shattered as readily as you can replace a shattered pane of glass by a whole one. Uncle Sam will have to quit throwing boomerangs if he is going to get on his feet again. And he'll have to set his house in better order."

"But tell me something about Canada and her business men," I interposed. "Time is short."

"I'm coming to that. Canada is a great country; or rather, she has the possibilities of being great. The seed is in the ground. The seed is good and so is the soil. Water it and you will get the fruit by-and-by. But, remember, if you kill the seed you will get no fruit. The trouble I see about the people of Canada is that they are not as proud of their country as they ought to be. If the Mother Country does not give you preferential advantages in her market do not be concerned; if the United States

builds up a tariff wall so high that you cannot get your goods over it, do not sit down in sackcloth and ashes. Keep your courage up and swim. If you sit on your eggs you'll hatch them. If you don't you won't. Do you understand? There is no nook or corner in the world where I have not been the the past twelve months, and let me tell you this for your edification: No country under the sun has taken such a big step forward during my lifetime as has the Dominion of Canada."

"What have you to say in regard to the merchants of Canada?" I further questioned.

"They are on the whole as shrewd and as competent a class of business men as you will see in any other country. I could name some countries whose merchants are more proficient in sharp practices. But sharp practices is not business. Business is business, as you know. But, oh dear me, I see lots of room for improvement."

"In what respect?"

"Well, to be brief, I would first of all say, it is a pity so many go into a business for which they are either unsuited or have not qualified themselves for. You cannot spell aright until you have mastered the alphabet. Neither can you successfully manage a business until you have learned its "A B C.'s". Then there is too much carelessness in bookkeeping. Bookkeeping in its essence is not merely a making a note of goods sold on credit or of making a record when they are paid for. It is a chart whereby the merchant, on examination, can ascertain his whereabouts financially. Then there is too much indiscriminate credit-giving. A man who would loan money to every man who sought it, without enquiring as to his antecedents and ability to pay, would be accounted anything but a wise man. I'd say he was a fool. Well, can you tell me how much wiser he is who has not the courage to refuse to give goods on credit to people without first trying to ascertain their finan-

THE RISING SUN STOVE POLISH

AND

THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.



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

cial standing? Such men should take heed lest they fall. Then, courage is a most essential thing to possess. Business is pulling against the stream. When a man's courage fails his strength wanes; and backward he drifts to financial de—

The sentence was not completed. The big clock in St. James' Cathedral was striking the hour of twelve—the hour that was to take out the Old Year and bring in the New Year. While the first stroke was vibrating the Old Year grasped my hand, at the same time saying: "Good-bye; good-bye for ever."

When the last stroke—the stroke that finally ushered out the Old Year, had been given I still held a hand. But it was not the hand of the Old Year, it was the hand of a chubby infant: It was the hand of the New Year, while borne to me over the midnight air was the ringing of joyous bells, and from the church across the street I heard:

Come, let us anew our journey pursue
Roll round with the world
And never stand still till the Master appear.

COFFEE IN EUROPE.

During November the imports into Europe have exceeded the deliveries by 4,600 tons, making the total stock now 86,700 tons, against 92,050 tons on December 1st, 1895. The world's visible supply in the same period has also increased 4,130 tons, and now amounts to 233,020 tons, being the largest stock at any period for the last ten years. This month the deliveries in Europe and the United States are almost sure to be on a small scale, so that the world's visible supply on the 1st January will very likely amount to 250,000 tons. Such an amount must have a depressing effect on those who would attempt to force prices up, but if then the estimates of the next Brazil crop, which by that time will be more reliable, are put at a small or even moderate figure, any further reduction may be checked. The terminal market was at the beginning of the week slightly dearer, owing to a decided falling off in the re-

ceipts, but the best prices have not been maintained, and the market closes about 6d. dearer than a week ago. At the auctions there has been a better supply of New Grenada, and colony parcels have sold well, but with some irregularity. Fine Santos has fetched its full value, but in other sorts little has been done, and quotations are hardly altered.—Produce Markets' Review.

SITUATION IN CALIFORNIA ORANGES.

THE crop of California oranges this year will, it is stated on good authority, fall considerably below that of 1895, but the quality of the fruit is said to be much better, as is apt to be the case with a small crop, and reached maturity three or four weeks sooner. The fancy stock sent out thus far is said to be of as good color and flavor as the fruit of similar grade received here last February. The anxiety of some of the growers to get their goods into the eastern markets in time for the holiday trade has induced some of them to ship immature fruit, with the result that it has arrived here in poor condition and it can be sold only at unprofitable prices. As to the statement that the oranges have in some cases been shipped too soon there can be no doubt, as that has been amply proved by the condition of some of the stock that has been rushed forward and offered here within a day or two. On the other hand, the receipts, though comparatively small so far, have consisted chiefly of fruit that for color and flavor is not usually seen in this market until much later in the season.

Up to the last mail advices from California the total shipments of navel oranges had amounted to about 600 cars. The bulk of this stock was taken by buyers in the west, a portion went to the southern markets and only about 25 cars have come here. These have found a fairly ready market, but owing to the competition of Jamaica oranges, the receipts of which to the present time are some 20,000 barrels heavier than for same

time a year ago, the prices thus far obtained for California navels have been comparatively low. In a letter dated from Redlands, Dec. 10th, H. S. Westfall, of Westfall Bros., of this city, writes to The Fruit Trade Journal relative to the shipments this season: "At the present time the crop has moved on fairly well. A good many oranges have gone forward that should never have been shipped, as they reach the markets quite green, and for so early in the season create a prejudice in some of the larger cities, making consumers believe that theirs is the flavor of the really ripe California orange. However, a good deal of the fruit that has gone forward has realized for the shipper very fair results, and prices may be considered on the average as very fair."—N. Y. Journal of Commerce.

A STORY OF ENTERPRISE.

An interesting account has been told about the origin of Bovril, and we give it for what it is worth. It appears that the business was commenced some 30 years ago by an Edinburgh butcher. This canny Scot observed that his customers ordered enormous quantities of gravy beef, and on reflection came to the conclusion that a large trade might be done in the sale of beef extract. He accordingly left the butchering business, and came to London. The new business prospered, and he opened up connections with Chicago, from which place he got his supply for some years. At this time the capital of the concern was some £30,000. Later he discovered that beef was cheaper in the Argentine than in the Northern States of America, and so he again moved the scene of his operations. At the present time the Bovril extract is prepared in its initial stages on the Uruguay River, and the sale forms the staple part of the business of the company, which has recently been floated with a capital of two and a half millions. To complete the story it should be added that the Edinburgh butcher is now said to be a millionaire.—Grocers' Journal.

OUR TRAVELLERS

Will start out on Monday on their respective trips. Please note they will have attractive samples.

TEA



LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton.

The Scarcest Article in the Tea Market to-day

Japan Tea Dust

We have it in 1-lb packages and loose.

As our supply is limited, let us have your order at once.



James Turner & Co., - Hamilton

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

CEYLON AND
YOUNG HYSON

TEAS

SPLENDID VALUES.

AGENTS IN CANADA FOR ENGLISH BREAKFAST HOP TEA.

Pounds and Half Pounds. ∴ Once Tried Always Used.

BALFOUR & CO., = HAMILTON.

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

Special Brands Package Tea

Victoria Blend	}	at 35c., 1's and ½'s		Crown Blend	}	at 18c.
		Black and Mixed				1's and ½'s
		at 28c., 1's and ½'s				
		Black and Mixed				

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

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

A RESULT OF HARD TIMES.

FOR some time past, however, various circumstances have conspired to impress upon me certain results of the panic which I have not seen discussed, or presented in any form in any paper that I have read. I am not alone in the opinion which I have formed, for it is frequently outlined in conversation by those with whom I come in contact. The central thought is that not only in a financial sense have business enterprises been shaken up and readjusted upon the basis of new estimates of values, and reduced schedules in general, but that also they have been shaken up with respect to the men in charge, for example, the heads of departments—in fact, as concerns the personnel from one end to the other.

An elderly gentleman engaged in a line of business which he has followed for some twenty years past in New York and vicinity, and which requires him to visit various lines of trade in a manner resembling and yet not exactly the same as a salesman, said to me the other day, "I find in the last few months that I am obliged to begin all over again. I go into a concern with which I have had pleasant business dealings for years, and am surprised to find that the man with whom I have been transacting my business no longer sits at the familiar desk. I ask for my old friend and am told he is no longer with the concern. Another, and a different sort of man, and, in many cases, a younger man, is there instead. Accordingly I have to begin at the bottom. It is almost like presenting my business anew. There is a perceptible interruption to business relations, and there is an immense amount of new foundation work to be done before I can get back to the same position that I occupied under the old management. Not only do I find this in occasional instances, but I meet it almost universally. Some establishments have seized upon the present opportunity to rid themselves of dead wood. Others have been compelled to content themselves with

cheaper help. Others have seen the opportunity of pensioning men long in their employ and superseding their eminently satisfactory but somewhat old-fogey management by that of younger men and men altogether up to date. Were I to tell you," he continued, "the number of cases in which these circumstances come to light, you would be astonished. The firm name is not changed and yet, in many cases, there has been a shifting within the firm that amounts to a new concern. New men have been admitted and in many instances new capital has come in. It is not to changes of this latter kind, however, that I particularly refer, as to the changes in the staff, in the active management."

Another man with whom I conversed on this point a short time since, confirmed all that this gentleman had said, and advanced a number of instances more than corroborating what I had first heard. My own point of view is different from that of either of the gentlemen referred to, and a thought that I expressed in conversation, perhaps as long as a year ago, fully describes the situation as I see it at present, and therefore I venture to submit it in this connection. The shake-up in business that we have had, both in a financial sense and with respect to persons in the direction and management of affairs, is comparable to a great storm or freshet which does terrible damage to a given section of the country. All my readers who have visited the scene of a disaster of this kind, for example, in the valley of some western river, will perhaps recognize the comparison. After the storm is over, after the flood has subsided, and after the sun has come beaming through the clouds, the bewildered and stricken inhabitants sally forth to estimate their loss and to begin to repair the damage. They appear almost paralyzed by the destruction around them. Fences are finally propped up, sheds are built in place of barns that were washed away, houses are partially repaired. As the work progresses, neighbors occasionally

meet, and upon such occasions anxiously inquire, "How bad off are you?" "How much did you lose?" "How much of your stock has been recovered?" "Were any lives sacrificed?" Just so in the business world, men of late have been comparing notes. "What were your losses?" "Where do you find yourself now after the trouble is past?" "What are your plans for the future?" "Are you able to go forward, or must you drop where you are?" These questions may apply to the financial condition of a man, or they may apply in the sense of ability to hold his own in the general struggle and agitation of the business world.—"Vannaut" in N. Y. Business.

TO REMOVE MILDEW.

If you have mildew on any white goods dissolve a small amount of chloride of lime in cold water, stir until entirely dissolved, strain through a fine cloth, and pour over the mildewed articles. Lift occasionally to watch the process of bleaching, and soon as the stain disappears rinse the goods thoroughly and dry. The lime will destroy the fibre of the goods if too strong, or if left in very long. It is said mildew can be removed by wetting the spots, applying powdered chalk and bleaching on the grass.

APPLE STORING IN CHICAGO.

It is reported that in Chicago one million barrels of apples are being stored away this season for winter and spring use. This is the estimate of the best posted dealers in the city. The total is nearly quadruple of that of the ordinary year, and is due to the enormous crop and the consequent low prices. Chicago storehouses usually contain from 200,000 to 300,000 barrels, but have run as high as 350,000. At present every inch of available room is full to overflowing, and there are thousands of barrels waiting a chance to go into winter quarters.

Table Jellies

We have in stock a full assortment of **Ebenr. Roberts'** Invalid and Table Jellies, all flavors—Quarts, Pints and Half-Pints

UNEQUALLED FOR PURITY, EXCELLENCE AND FLAVOR.

The **DAVIDSON & HAY, Ltd.**

WHOLESALE GROCERS, - - - TORONTO.

Telephones 399 and 1399.

Now—more than ever before, your customers are looking closely into quality. And that is why—now, the time is ripe to satisfy them, even on the little things that cold weather creates a demand for. There is nothing to be gained by waiting. Your profit is to be just as large on every pound of Tillson's Roller Process Buckweat Flour—just as large as the flours that, unbeknown to you, are daily weakening the confidence of your customers in the quality of the other goods you sell.

PURE
BUCKWHEAT
FLOUR

That's all

Nothing but pure Buckwheat Flour in Tillson's. But that is saying a great deal, as flours go now-a-days. There is no better Buckwheat-producing country known than that from which the Buckwheat comes that makes Tillson's. It is natural that progressive farmers should come to Tillson first, year after year. They where they are paid the most for highest quality.

THE TILLSON CO. Ltd.

Tilsonburg, Ont.

Our Table Delicacies



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

Our **JAMS**

JELLIES

PRESERVES, etc., etc.

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

DELHI CANNING CO., DELHI, ONT.

PRACTICAL PUBLICITY.

BY NATH'L C. FOWLER, JR.

CARPETS AND UPHOLSTERY

We have been in business since 1817.

Our facilities for low buying (and consequently for low selling) are unsurpassed.

We stand behind our goods and our agreements.

JOHN W. POOL & SONS CO.

Carpets and Upholstery

745 WHITE STREET

A reproduction of the announcement of one of the largest and best known carpet sellers in the United States. A strong advertisement; it makes three distinct and very pointed points; and is typographically and otherwise much in advance of the average business announcement. I criticise it for the following reasons: It speaks of carpets and upholstery and does not specify any particular kind of carpet or article of upholstery. It is too general. The paragraph reading, "Our facilities for low buying and consequently for low selling are unsurpassed," is admirably written and makes a fairly strong point. I object to the word "unsurpassed," because it is over-used by unreliable dealers. The paragraph reading, "We stand behind our goods and our agreements," is the strongest one of the three, and deserves to stand by itself in a good advertisement by itself, unhandicapped by other strong expressions. There is enough in this one paragraph to make an entire advertisement. I do not see the necessity of repeating "carpets and upholstery" after the firm name, as they are in the heading. The following advertisement is liable to assist the housewife in realizing that her stair carpet is shabby and that she needs a new one. A parlor, dining-room or any other carpet can be used instead of the stair carpet if desired.

She Stared at the Stairs

'Cause your carpet looked so—
and the handsomest, longest-
wear stair carpet, only 75 cents
a yard.

JOHN W. POOL & SONS CO.

745 WHITE STREET.

THE TARIFF COMMISSION.

THE Tariff Commission resumed their sitting in Montreal on Tuesday and devoted their time to hearing various depositions, among which came up the following affecting the grocery and allied trades:

GROCERS' SUNDRIES.

Mr. A. P. Tippet, of A. P. Tippet & Co., said he represented a business which covered the whole Dominion. He represented English firms of grocery sundries and also the fruit trade. He thought that the duty on dried fruits, such as apricots, peaches, pears, should be changed from an ad valorem to a specific duty of one cent a pound, with no duty on packages. Few if any of the goods were produced in Canada, and it was a distinct advantage to have them used liberally, and the lower the price they could be sold at the greater the distribution. The present duty was 25 per cent. ad valorem, and while the difference in duty would be but small, it would avoid all possibility of under-valuation and would help to increase the consumption considerably. In the case of California raisins he would like to see these goods included in any reciprocity treaty with the United States, as the excessive freight on them now, which amounted to nearly five times that on Spanish fruit, largely handicapped the development of a trade for these goods, which were in many respects much superior to goods imported from the Mediterranean. Anything that would increase the trade and reduce the cost in them was as much to the advantage of retailers and consumers as to the producers. The same applied to Californian or American prunes, which were now handicapped by the excessive freight from the Coast, but a higher duty compared with French prunes. He thought that a larger trade in pickles and sauces would result if the duty were reduced to an amount of not over 25 per cent. He thought as Canadian chocolate manufacturers were able to supply the home market at a price varying from 10 to 15 per cent. below English goods of the same relative value, it was evident that the present rate of duty was not necessary, and he thought that all chocolates and cocoas should be reduced to a rate not exceeding 10 per cent. ad valorem. The duty on package was objectionable, especially as their value was taken into account in almost every instance in the price of goods. He thought that it would be far better to make up whatever would be lost, if this duty was abolished, by a possible additional duty on some other articles. The present duty was a source of irritation and confusion. Anything that tended towards the simplification of the tariff, and the labor involved in making up entries, he would

be strongly in favor of. The present duty on jams and jellies of $\frac{3}{4}$ c. appeared to be excessive, and he would like to see this reduced to either ad valorem duty of 20 per cent. or a specific duty of $2\frac{1}{2}$ c. per lb. The present duty of 35 per cent. on chocolate, confectionery and candied peels he thought was excessive and strongly advocated a reduction to an amount not exceeding 25 per cent. ad valorem, without any specific duty whatever. The chocolate that was sold here was not produced to any extent in this country, and, as this class of goods was esteemed as a wholesome article of the kind in England, the more that was used of it the better. He thought that the duty of 25 per cent. was sufficient, in view of the fact that the raw material came in entirely free.


SHOE DRESSING.

Mr. Daignault, of the American Dressing Co., Montreal, said that they manufactured leather dressing used by boot and shoe manufacturers, curriers, etc. The duty on that was now 25 per cent. ad valorem, and this was just sufficient to enable them to compete with American manufacturers, and was not high enough to debar them from the Canadian market owing to their manufacturing for a much larger market, and being able to buy bottles, corks, paper boxes, sponges and labels, which were practically the raw material, at a less figure than they could, owing to the above goods being highly protected here. The American manufacturers were invoicing their goods shipped to Canada at 25 per cent. less than they got in the home market. He would ask, therefore, that there be no reduction made in the present duty of 25 per cent. unless they were able to obtain their raw materials free, and that the duty be collected on the selling price in United States instead of special prices invoiced.

PRICE CUTTING.

H. J. Heinz Co. write as follows: "Realizing that nothing is so demoralizing and harmful to the retail grocery trade as price cutting, we wish to assure our patrons in Toronto and vicinity that we shall use our best efforts to maintain our goods at such prices as will yield the retailer a fair profit, and, at the same time, be reasonable to the consumer. We believe the retail grocers to be our best friends, and rely upon them to push the sale of our goods, and shall consider their interests our interests. We shall discourage and prevent such practices to the full extent of our power, and have no doubt we shall be able to find a remedy."

An enormous quantity of the "Rising Sun" stove polish is now being exported to Great Britain. Sixty-five thousand cases were sold through their agency in London last year.

A 
**HAPPY
NEW YEAR**
TO ALL.

May 1897 prove a "bumper" for you. Watch our "ads." in THE CANADIAN GROCER during the year. Be guided by them. They will help you, and swell your bank account.

Yours very truly,

Hudon, Hebert & Cie.

Wholesale Grocers and
Wine Importers...

 MONTREAL.

A Happy and Prosperous New Year

We beg to extend to the trade in general our wishes that they may have a Happy and Prosperous New Year, and at the same time thank our friends for their generous patronage during the past year, which we hope to merit to an even greater extent for the future. We are now ready for business and when you are thinking of buying teas, remember that we are in the **TEA BUSINESS**, and have been quietly picking up all the good values which have been put before us for some time back, and can confidently say that in this line we are well equipped for any demand which may come.

. . . . Samples on Application.

H. P. Eckardt & Co.

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Try the "ROSE BRAND"—High-class Goods.

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Sugar and Spice

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

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GOVERNMENT OWNERSHIP, OR WHAT?

THE railways of the Dominion have too much power and the Government of the country too little power, as far as control of the railways is concerned.

This fact has been patent for some years to a number of people, but probably never to the extent it is now.

Practically from one end of the Dominion to the other a voice is heard demanding the building of a railway through the Crow's Nest Pass, into the great mining district of the Kootenay country. People are joining in this demand who never expect to sell a dollar's worth of goods should such railway be created, or directly gain one iota thereby.

Those who have merchandise which the building of a railway through the pass in question would enable them to find a market for are naturally the most anxious for the existence of that which would enable them to realize their desires. But they are supplemented by a great army of Canadians who see in such a road as that proposed a means to an end. And that end is the up-building of the Dominion.

That part of British Columbia known as the Kootenay country may not be a land overflowing with milk and honey; but it is a country rich beyond all question in gold and other valuable metals. The more the country is investigated the more evident does this become.

Canada is rich in everything which is necessary to form the foundations for a great nation. Reference to our agricultural and mineral possibilities; to our fisheries and forests; to our natural and artificial inland waterways, is sufficient to prove this.

Our nearest approach to poverty is in re-

gard to population. In natural resources there is no country so rich that we would deign to pay it homage. But when it comes to considering population one can sometimes scarcely resist the temptation to sit under the willow trees and refuse to sing the songs in praise of the Dominion's possibilities.

No part of the Dominion is so likely to receive an augmentation of population as the southern portion of British Columbia. The population there is undoubtedly growing rapidly, but it would grow a great deal more rapidly with the existence of a railway through the Crow's Nest Pass, for the railway would afford a means of bringing coal to the smelters and open up a way to mining properties, rich in minerals, but practically worthless because of inaccessibility to them.

It is the unanimous opinion of residents of the country, and of those competent to judge who have visited it, that with a railway through the Kootenay Pass mining camps equal in proportion to that of Rossland would soon spring up at various points along its route.

But, badly as the railway is needed, people are fearful of being controlled by it instead of they, through the Government, being the controllers. And how to prevent this undesirable state of things is what is bothering the public mind.

All are free to acknowledge the necessity of Government control. The only difference is in regard to the measure or manner of that control. Generally speaking, one party would have the road built and operated by the Government. Another would have the road built by the C. P. R., the Government retaining such control as would ensure equitable, just freight rates to all.

Under the conditions obtaining to-day it is obvious that the whip handle is held by the railways. And we have in mind other lines as well as the C. P. R. In this particular instance as far as the Crow's Nest Pass railway is concerned the C. P. R. has the whip handle. If that line were to be operated by the Government it is obvious the great transcontinental road could make it very unpleasant for it, and also for shippers who used it, for to some extent the line would be a competitor with the C. P. R.

On the principle that the railway systems of the country should be owned and operated by the Government, THE CANADIAN GROCER is inclined to favor the idea of Government ownership of the projected line; but whether it is the best or wisest course to pursue in the present instance is another question. If the line was dependent upon no other line for a through route we would say, "Go ahead and construct it as a Government work." But the fact that it is dependent demands caution.

The whole question resolves itself into

this: What is best (1) for the mining interests and the people of British Columbia, and (2) for the people of Canada? The right answer to this question will solve the problem.

May your New Year be happy, your bad debts few, your profits ample and your new customers many.

FEATURES OF THE LUMBER TRADE.

LUMBER trade conditions in the northern part of Ontario are not at the moment in what might be termed a satisfactory state.

During the past two years it is estimated that the cut in that part of the country has diminished something like 50 per cent.

In and around Wahnapiatae, Nipissing county, where the production used to be in the neighborhood of 300,000,000 feet, this season the output will be but 10,000,000 feet, a decrease of 96 per cent. in one centre alone. But in spite of this falling off in the cut of lumber it is stated that 110,000,000 feet of boards are piled up in the yards between Midland and Waubaushene.

It is not all the conditions in the lumber trade that are unfavorable, however. A few weeks ago THE CANADIAN GROCER had occasion to note the increased demand that was being experienced for Canadian lumber on foreign account. And this demand appears to have, on the whole, increased rather than decreased.

From both the United States and Great Britain there is really a good demand being experienced for the better grades of Canadian lumber. Large quantities of deals have lately been shipped to the latter country, and to the former some good shipments of shingles have been sent in addition to lumber within the last couple of weeks, stocks over there having become much reduced.

The price of lumber has appreciated lately in the United States, and a large dealer from that country who was in Toronto a few days ago, stated that during the preceding five weeks he had sold more lumber than during the whole of the previous five months.

While Canadian lumbermen are experiencing a demand for their higher grades of lumber there is little or nothing doing in the medium and lower grades, which have to depend largely upon the home market for an outlet. Business in laths is also at a standstill.

With the export demand improving and production being curtailed at home, another year or two ought to see a much better condition of affairs existing in the lumber trade of Canada. At any rate, the situation is not without some crumbs of comfort.

INTERESTING PRUNE SITUATION.

THE prune market presents some highly interesting features this campaign. According to cable advices recently received in Toronto, the Bosnia product is something like 7s. per hundredweight dearer than at the opening of the market. This strength is due to the smallness of the crop.

The high price obtaining is all the more interesting on account of the fact that not as many Bosnia prunes as usual have been imported this season by the trade in Canada. A few houses appear to have bought their usual quantities early in the season, but the greater part of them did not, anticipating that lower figures would rule.

Then, as to French prunes: They are all exhausted in the primary market, and only a few French plums have made their appearance on the Canadian market this season.

California prunes also are not expected to be as much in evidence on the Canadian market as they were a year ago, and only a few have so far arrived.

A peculiarity of California prunes this season is the unusual difference in price there is in various sizes. For instance, in the lower grades the difference is only about ½c. per pound. In the 40 size, however, there is a jump of 1c. per pound, while the 30 size shows an appreciation of 2½c. per pound. This peculiarity is due to the fact that the small sizes are plentiful and cheaper than last year, while the larger are scarcer and dearer.

The abundance of dried and evaporated apples and the low prices obtaining therefor is certain to affect the consumption of prunes in Canada this season, and grocers have been more than usually careful in their purchase of the latter commodity an account thereof.

Merchants and clerks who resolve to leave undone in business those things they should not do and to do those things they should do will increase by 99 per cent. their chances of experiencing a Happy New Year.

THE OTHER SIDE TO BE HEARD.

Judging from the remarks made in some of the daily newspapers, the deputations which waited upon the Tariff Commissioners a few days ago represented the views of the Montreal business men. This is not by any means the case. The important industries, which are large employers of labor, such as cotton, sugar, iron, etc., have not yet presented their views. They intend doing so, but it is most likely they will confer with the Ministers at Ottawa early in the

new year, when the chief industries which they represent will be thoroughly discussed. It was stated by H. Laporte, late president of the Chambre de Commerce, Montreal, that, directly and indirectly, fully 10,000 people found employment in Montreal through the sugar refineries.

When you turn over a new page in life do not waste time in "thumbing" the soiled and dark page which has been passed.

STOREKEEPING IN THE NICOLA VALLEY.

A VISITOR to Hamilton and Toronto this week is J. H. Duncan, manager for A. E. Howse's extensive business in the Nicola, B.C., district. In that rich mining and stock-raising district of British Columbia Mr. Howse does an extensive trade, having, in addition to his store in the town of Nicola, depots at Granite Creek, Princeton, Scottville and the Otter Valley country.

Mr. Duncan, who is a son of Mr. Duncan, of Duncan Bros., Hamilton, is a bright Canadian who went west when a lad several years ago, and by his industry, talent and integrity has shown how well a steady-going Canadian can get along in his own country. Mr. Duncan speaks in approving terms of British Columbia, its resources, climate, present opportunities and future prospects. "No one," he said, in his quiet, business-like way, to THE CANADIAN GROCER, "who knows the country doubts that a very large mining population will soon be thriving in the province. In five years it is likely that there will be three or four mining camps as promising as Rossland, and even Cariboo will be restored to its old prosperity. The whole province is full of the richest deposits. In the Nicola country hydraulic gold mining has hitherto prevailed, but quartz mining is now being developed. The silver deposits are rich, too. There is coal, also, and the blacksmiths at the various points use coal which can be easily mined near at hand, though wood, being cheaper, is the usual fuel.

"The Crow's Nest Pass Railway is desired because it would develop the country, and its projected extension to the Coast would go through the Nicola country 50 miles or so from the town."

Mr. Howse buys his goods in Canada mostly, groceries at Vancouver, owing to the railway rates, but dry goods, boots, etc., from Toronto, Montreal, etc. Spence's Bridge is Nicola's nearest station on the C.P.R., which is north of the town. In dry goods some lines are imported from England, but the majority is supplied by Canadian houses.

"British Columbia," said Mr. Duncan,

in answer to a question, "wants a population, but persons who want to be clerks and get work at similar occupations are not needed. Prospectors and men who will do mining work are the class desired, and when mining properties, which at present are only being placed on the market, begin to be practically developed, then the increase in the actual mining population must be very great."

Mr. Duncan is on a business trip, as well as spending a few holidays at his home in Hamilton. Years ago when he first went west his health was not particularly robust, but he has returned the picture of vigor and energy.

A great many merchants who died financially during the past year would have been alive to-day had they twelve months ago been alive to their business.

DID YOU GET ONE?

A few years ago Hiram Walker & Sons began the popular practice of presenting their friends souvenirs at this holiday season. They never do things by halves, and consequently these reminders have been of a very substantial and useful character. Last year everyone received a box of the finest imported cigars. This year's memento is one that will be much sought after, because it is so useful. It is a very neat, real morocco folding purse for bills or paper money. It is made in the latest style, and is in every way the most convenient we have ever seen. To make it still more valuable they are putting the name and address of the one to whom they send it in gold letters on the flap. We presume they are intended for general distribution, and any reader who sends a postal card to the head office at Walkerville, Ont., or to their agents, W. R. Wonham & Sons, Montreal, mentioning THE CANADIAN GROCER, to show that they are in business, will no doubt receive one.

FURTHER ADVANCE IN CURRANTS

The currant market appears to be gathering fresh strength.

From Patras comes a cable announcing a further advance of 3d. per cwt. on account of activity in the demand.

In New York prices are below the import basis, and while stocks there are estimated to be 10,000 barrels, yet the quantity on the way only aggregates 3,000 barrels. The opinion in New York, judging from the tone of our exchanges, is that prices should be advanced.

Stocks in England are light, the supply being 5,000 barrels less than a year ago at the same time. The supply of fruit in the primary market is also light.



APOSTLES OF COMMERCE DINE.

ON Tuesday night of last week the Windsor Hotel was full up with commercial travelers. The occasion was the annual dinner of the association. It was a fitting close to a year's work on the road. The drummer has to put up with many discomforts which the business man at home has no idea of. Business is so keen nowadays that the men on the road are the smartest of any class of businessmen. However, the business they transacted on Tuesday night was quite of a different character from the usual. The order had been booked for some time and about 200 sat down to a splendid repast purveyed in the usual manner of the Windsor Hotel management. The arrangements were carried out admirably. This was, in no small measure, due to the secretary, Mr. Wadsworth, and the Executive Committee. The large dining room was handsomely decorated with flags and bunting. Above the president's chair were the flags of England and Canada, with the letters D.C.T.A.

Altogether, a most enjoyable evening was spent. There were a number of politicians from the Dominion and Provincial Houses. The speeches were of a bright, cheery nature; no long-winded orations, which very often mar such gatherings, were delivered.

Among those present were: Hon. J. D. Rolland, president; Hon. Wm. Paterson, Hon. W. Flynn, R. Wilson Smith, Robert Mackay, G. W. Robinson, C. J. Smith, T. Crockett, Lieut.-Col. Stevenson, F. D. Monk, D. Watson, Chas. Gurd, R. Bicker-

dike (pres. Board of Trade, Montreal), Mr. Quinn, M.P., Mr. Penny, M.P., Mr. Atwater, M.P., Mr. Rolland, St. Jerome; Ald. Prefontaine, Mr. O. Desmarais, Mr. Madore, R. J. Wilson, Gus. Piche, Mr. Noran, Lieut.-Col. Massey, Fred. Hughes, James Croil, Thomas Harries, E. H. Copland, Jack Rose, D. R. McLennan, J. Herbert, B. Christie, A. M. Thompson, Wm. A. Gondle, Geo. A. Childs, S. J. Martin, L. O. Demers, Alex. Filion, Geo. Brown, E. A. Cardinal, D. M. Lefebvre, J. A. Milette, T. B. H. Mongenais, J. E. Auger, Gustave Labelle, Hector Moreau, J. H. Toupin, J. H. Cross, Octave Genereux, Camille Theoret, L. G. A. Cresse, Peter Wm. Lesperance, J. A. L'Henrencey, Wm. J. Wight, J. H. Palmer, F. Percy Smith, R. Armand Chaput, A. Milton Smith, J. A. Jaubert, J. P. Jackson, R. J. Cooke, M.P., J. B. Caverhill, F. D. Shallow (proprietor of Le Moniteur du Commerce), J. J. Lanigan, W. H. Smardon (agent St. Croix Soap Co.), J. A. Bauden (of Laporte, Martin & Cie.), E. W. Villeneuve, A. H. Bentley, George Hannah, J. M. McConnell, Ludger Gravel (of Balmoral Oil), Remus Laurendeau and S. D. Joubert (of Hector Lamontagne & Co.), J. Laperle, H. G. Frost (Kyle, Cheesbrough & Co.), C. E. Felch, Edward Barry, W. B. Mathews, Henry Munderloh, Wm. C. Finley, W. McK. Barlow, Wm. Mills, Frank Caverhill, James R. Kinghorn, Arthur Fournier, Walter C. Wonham, Thomas L. Paton, George W. Sadler, James L. Gardner, George R. Locker, W. R. Samuel, H. B. Muir, A. W. Gardner, Harry L. Shaw, R. V. Woods, E. W. Barlow, Geo. N. S. Henderson, T. R. Cowan, M.P., F. P. Horan, O. W. G. Dettmers, J. C. Paterson, W. R. O. Bowie, Percy Barnard, A. H. Macartney, Chas. C. Gurd, A. A. Hodgson, T. de G. Stewart, H. Davis, James R. Adam, Frank M. Barnard, A. S. Campbell, Max Murdock, Robert C. Wilkins, Albert J. Meharg, Wm. H. Simpson, C. C. Ballantyne, Jos. Venables, E. Duquette, D. Hy. Herron, Oc-

tavien Rolland, E. A. Prevost, T. S. Cote, Geo. O. Bourgoin, J. H. Bedard, L.

J. Codere (Sherbrooke), F. Burton, James Arnold, J. McArthur, J. Johnston, John T. Dwyer, Wm. Duckworth, John Black, Ernest Linton, George H. Bishop, Alexander Thomson, Alphonse Delorme (of Delorme & Boudrias), Jas. S. Parkes, R. J. Lockhart, Fred Bruneau, N. C. Robillard, A. Gordon Macpherson, J. MacKay Rose, W. J. Kerr, J. H. Kerr, O. Letourneau, Alex. Strachan, Walter Irwin, Graham L. Dobbin, Alf. Thompson, Chas. M. Cameron, A. W. Adams, Geo. H. Cornell, C. H. Dougall, S. J. Carter, J. Hardie, Alex. B. J. Moore, B. Reed, Major J. Rogers, Capt. W. H. Stanley, R. Irwin, Wm. F. Irwin, E. A. Fuller, Robert H. Bullen, A. S. Rogers, W. J. Egan, S. A. Agnew, J. P. O'Neill, W. J. Agnew, J. B. Patrick, James Hill, W. E. Cushing, R. Langlois, E. Massicotte (president of the Wholesale Grocery Travelers' Association of Montreal), J. H. Clement (of Waldron, Drouin & Co., hats and furs), E. Labreque (of A. Labreque & Son, Montreal), Joseph Saucier (pianist), Edouard LeBel (tenor), C. St. Louis, E. E. Guilbault, Lieut. Gelinas, Capt. E. Desnoyers, George Hamel, T. Yates Foster.

The president, Mr. Rolland, in rising to propose "The Queen and the Royal Family," was received with an outburst of applause. He said: "The Dominion Travelers' Association, which had generously elected a French-Canadian as its president, signified that the sober-minded, enlightened business men of this province were not to be disturbed by race prejudices. (Hear, hear, and applause). This showed the broad views which they entertained while coming in contact with the different nationalities. It was by working in this united manner that the commercial interests of the Dominion would be advanced." (Applause). He need not describe the attributes of a commercial traveler, because they knew them as well as he did, but for the sake of the politicians and others present, he might say that the commercial traveler was looked upon a prince of good fellows. Generous, courteous and enlightened by reason of his long experience with men, he was also familiar with the main topics of the day. (Applause). Many of the merchants whom

he saw there that night were commercial travelers in the past, and as they all knew that the trade of to-day was transacted by the commercial travelers, it was only natural to suppose that the commercial travelers of to-day would largely comprise the merchants of our city. (Hear, hear and applause).

WHEN ORGANIZED.

The Dominion Travelers' Association was organized in February, 1875, and its first president was Mr. Andrew Robertson. At the end of the first year there was a membership of 251, with a cash balance of \$529.29. He would take this opportunity of reading the names of the past presidents of the association, and who had worked very materially towards the success of the association: Andrew Robertson, J. A. Cantlie, Alex. Gowdey, Geo. Sumner, Geo. Boulter, R. B. Hutchison, D. L. Lockerby, Fred. Birks, Gus. Piche, Fred. Hughes, George L. Cains, David Watson, Lieut.-Col. Fred. Massey, Hon. J. D. Roland.

Since the inauguration of the Dominion Travelers' Association it had increased greatly, and it was the largest commercial association in the province. It now had a membership of 2,700, of which 500 were merchants and manufacturers, and the balance commercial travelers. Since the existence of the society it had distributed to members or their families the following benefits: For death claims, \$148,480; for sickness, \$4,200; for accident claims, \$8,588, a total of \$161,268. Notwithstanding all this expense, there was a surplus of \$149,595 deposited in bonds, etc. (Appl.)

He would like to draw the attention of the commercial travelers to the fact that in 1886 a mutual benefit society was established for the benefit of the families or heirs of deceased members. These benefits were raised by means of assessment made on the members of the society, and \$1,000 was given in the event of death. He would urge upon those who had not already done so, to join. (Applause.)

He would make a recommendation to the commercial travelers, which he thought might also apply to the citizens of Montreal. They were always in the habit of finding fault with their aldermen and everything pertaining to this good city, but they never took into account their good intentions. He did not think that they were any worse than others. (Hear, hear.) They should follow the good example of a city not 400 miles from Montreal, where they were always booming their municipalities and everything they had. He would ask them to compare the situation of the two cities, and he was sure Montreal would have no better advocate than the commercial travelers. (Ap-

plause.) Before he became president of the Commercial Travelers' Association he was interested in building railways to facilitate the traveling of the commercial traveler in the great north, and he would invite them to take a holiday to the north of Montreal, which is the Switzerland of America. When they saw it he was sure every one of them would wish to become a settler. (Applause.) They would see in this country a summer resort which could not be beaten in America. (Applause.) He then proposed the toast of "The Queen," which was pledged enthusiastically.

The president next proposed the health of the Governor-General. In doing so he said he might mention that he had received a letter of apology for absence from His Excellency, who said that prior engagements deprived him of the pleasure of accepting the kind invitation of the D.C.T.A. He wished them every success. The toast was received with great enthusiasm, and with the singing of "For He's a Jolly Good Fellow" and "Rule Britannia."

Letters of apology were read from the following: Hon. W. Laurier, Lieut.-Governor Chapeau, Sir Oliver Mowat, Sir Richard Cartwright, Hon. Mr. Fielding, Hon. Mr. Foster, Hon. Mr. Marchand, Dr. Anderson, United States consul general; Sir Wm. Van Horne, C.P.R.; C. M. Hays, G.T.R.; J. M. Madore, M.P.; Mr. Tait, C.P.R., and Mr. Frank Gundy.

"COMMERCIAL INTERESTS OF CANADA."

Mr. Fred Hughes was next called upon to propose the toast of the "Commercial Interests of the Dominion." He said that he had not had time to prepare any lengthy remarks about the subject of trade and commerce. He had gone to Mr. Hadrill, secretary of the Board of Trade, to get some figures, but that gentleman stated, in pulling out a blue book, that he would be glad to supply him with the information, but he did not think that figures were a good thing for a social gathering. (Hear, hear.) He had taken his advice and would be as brief as possible. For the past few years Canada, as well as other countries, had been passing through trade depression, and many branches of commerce had suffered severely. At the present time he saw many indications of a change, by increased trade relations with foreign ports. Another indication of the goodness of the time was the large amount of tonnage from the port of Montreal for 1896. The president of the Harbor Board was with them, and he, no doubt, would deal better with that subject, but he, Mr. Hughes, understood it was the best on record. (Applause.) As a consequence of this increasing business their two large steamship companies were building new

freight and passenger ships to cope with the trade. (Applause.)

A quartette, composed of Messrs. Venables, Stewart, Duquette and Hodgson, gave a vocal selection, which was well received.

THE CONTROLLER OF CUSTOMS.

Hon. Mr. Paterson, in replying to the toast, said that they must first permit him to thank the officers of the association for sending him an invitation to such a magnificent banquet. He had a considerable fellow-feeling for the commercial traveler. It was some years ago, it is true, but eight years of his early business life was as a commercial traveler. (Applause.) He knew something of the pleasures, also of the difficulties, that are connected with commercial traveling. (Applause.) It may be possible that some of the difficulties which were experienced when he was on the road are not to be met with now. It was possible now that when they reached a town and went to enter the shop of the merchant that they found him there, anxiously looking for them, having received a card a day or two previous. (Laughter.) He could imagine how they would be taken by the hand and told how long the merchant had been keeping his order for them. (Laughter.) In the days when he was one of their number that state of matters did not prevail. (Laughter.) At that time it was quite possible for one to enter a place of business and be told that there was really nothing that they were in want of that day, and then they had to convince a man who knew his business that he did want something. (Laughter and applause.) He looked back with pleasure to those days. During the many years that he had been in business, when he had been waited on by a traveler, perhaps during the cares of the day and an accumulation of little worrying things, he (Mr. Paterson) always put on his kindest smile and tried to receive them in the best possible way. (Applause.)

MEN WITH BRAINS.

Referring more particularly to the commercial interests of the Dominion, he said that there were many successful business men in the city of Montreal. The heads of those houses managing a company perhaps show their excellence far above their fellows by the success which has attended their efforts. It was necessary for a successful firm that they should have brains. These men had to surround themselves with the right kind of men with brains and knowledge. (Applause.) When they spoke of these houses they could not forget the men who by their efforts brought the products of every land before the people. They could not forget that these men were feeling the

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pulse of the business world and keeping in touch with commerce throughout the Dominion. The merchant might have the goods in his store and his books well cared for, but these products must be taken out and distributed all over the country and returns made from them. (Applause.) This was done in this noble Canada of ours through the army of noble men known as commercial travelers. (Applause.) It was essential, therefore, that business men should surround themselves with these men, who do so much for the commerce of Canada. (Applause.)

The commercial interests of Canada are large. When you speak of the commercial interest of the Dominion of Canada you are speaking of a territory which is as great as the territory of the great republic to the south. You are speaking of a country that stretches from the Atlantic to the Pacific, and unless one has travelled through the country he could not realize its vastness. (Applause.) They had unknown resources within their limits. In the Maritime Provinces they had the shipping industry and a wealth in fisheries. Besides they had the lumbering and agricultural industries. (Applause.) The city in which they were then assembled was the great commercial metropolis of the Dominion. (Applause.) It sent its commerce to all parts of the Dominion. Then they had Ontario, rich in agriculture, timber, and many varied industries. The shores of Lake Superior may be a barren region, but in that very part there was being opened mineral resources, the extent of which no man knows at the present time. (Applause.) Then they had the province of Manitoba, and the fertile Northwest. They could go across those mountain chains, the grandeur of which could not be equalled on earth, and then to British Columbia, where the British flag floated over their heads. (Applause.) Therefore, the toast of the commercial interests of Canada was no light sentiment. (Applause.) They spoke of a sentiment that was grand and broad, and they, as Canadian men, whose homes are here, should see that once in a while they would awaken to the vast possibilities that are in store for the Dominion. And having their interest deepened they would use all in their power in urging others to the advancement of the country. (Applause.) In conclusion he would say that he was glad to see them gathered around the social board. They were engaged in a business in which there was much rivalry, but to-night they had laid that rivalry aside and met together as one common body. (Applause.)

PRESIDENT OF THE BOARD OF TRADE.

Mr. Robert Bickerdike, president of the Board of Trade, also replied to the toast.

After thanking them for the kind invitation, he said that he was pleased to see that Hon. Mr. Rolland had been appointed chairman. (Applause.) He had been associated with Mr. Rolland in a great many enterprises. He did not think that they could have selected a better man than Mr. Rolland for the position. (Applause.) He had watched him for a number of years, and although he marched sometimes to unpleasing strains he never turned back, and to-day he was one of the best business men in the city of Montreal. (Applause.)

Continuing, Mr. Bickerdike said that he himself had never had the honor to be a commercial traveler. He was brought up in a business that was not looked upon some years ago as it was to-day, and that was the cattle business. It was not so very long ago that no cattleman would be allowed on a jury. (Laughter.) He remembered when the steamship Irene from Boston was wrecked on the Scilly Islands, that a Boston paper came out with the announcement that there was a loss of "42 souls and 16 cattlemen." (Laughter.) He again thanked them for the kind invitation.

The president then called upon Mr. T. L. Paton to propose "The Railway and Forwarding Interests of the Dominion." Mr. Paton, in proposing the toast, said that railway and forwarding companies were closer connected with commercial travelers than other business people. Traveling had changed greatly within a very short time, and now they could travel right through to British Columbia by rail.

RAILWAY INTERESTS.

Mr. Jack Rose then sang "The Little Nipper," after which Mr. Smith, of the Ottawa and Parry Sound Railway, replied for the railway interests. He referred to the completion of the railway from Ottawa to Parry Sound. They hoped by next summer to put on boats to carry traffic from the Northwest and from the United States through the port of Montreal. (Applause.) The road with which he was connected was the shortest route from Port Arthur, Chicago and Duluth to Liverpool through the port of Montreal. (Applause.) It was shorter than Buffalo. The haul over this route was about 400 miles shorter. In conclusion, he thanked them very heartily for the invitation, and said that the company with which he was connected were pleased to think that they were in such good relationship with the commercial men of the Dominion. (Applause.)

Mr. Crockett, of the Temiscouata Railway, also spoke to the toast.

Mr. D. Watson gave the toast of "Our Guests." He said that in the past their banquet had been graced with many eminent men, and in looking around the ban-

quet table that night he was sure that it was not behind in that respect. (Applause.)

Mr. LeBel sang in French, and his number was enthusiastically received.

QUEBEC'S PREMIER.

Hon. Mr. Flynn, Premier of Quebec, in speaking to the toast, said that it always gave him a great deal of pleasure to meet commercial travelers. The world had made great progress, but in no branch had it progressed so much as in the commercial industry. (Applause.) He did not think that there was a country in the world that had progressed so much as Canada. The methods of trading within the last quarter of a century had been completely revolutionized, and this was due to the railway facilities. The various Governments had done much to foster this, but he thought he was within the mark when he said that the Government of Quebec had been more generous than any of the others. (Applause.) He said that the commercial traveler socially left a good impression upon the people with whom he came in contact. The fostering of a spirit of good fellowship in the community did much towards building up that Canadian sentiment which was irrespective of race or creed and the true indication of public spirit. (Applause.)

Hon. Mr. Atwater also spoke. He said that in early life he became near being a commercial traveler, but his course was turned to law. He was always glad to meet commercial men. They were a jolly lot of fellows, and he said that the sisterhood of provinces which forms the Canadian Confederation were brought into closer union from day to day by the commerce which the commercial traveler represented. The travelers were not only the angels of commerce but of civilization. In conclusion, he trusted that their body would increase and multiply in the future, and that the province of Quebec will show that the successful business men have been taken from its members. (Applause.)

Alderman Prefontaine also spoke. In the course of his remarks he said that he hoped the Government would see its way to have the ship channel deepened to 30 feet and widened to 500 feet, so that the port of Montreal would be able to compete with New York and Boston. (Applause.)

EARLY EXPERIENCES.

Mr. M. J. F. Quinn, gave in a jocular way his early experience in a wholesale house as a junior clerk. That was 30 years ago, and things had changed very materially. Then one of the largest houses had only two travelers, whereas a house doing the same business would now require eight or ten.

Mr. Duckworth: "Fourteen." (Laughter.)

Mr. Quinn: "I accept the amendment of

the hon. member." (Laughter.) Proceeding, he said he might well repeat the words of the song which had just been sung, "Oh Canada," etc., and say that it was these qualifications by associations such as they had that Canada would reap the benefit. Commerce has done much for the world and the commercial traveler had done much for the brightest diadem in the British Empire. (Applause.)

Mr. O. Desmarais also replied, as did Mr. Mackay, chairman of the Harbor Board. The latter said he was very pleased to see that they had appointed a French-Canadian to be their president. He could speak from experience as to what a commercial man had to put up with, having in the early days been on the road himself. They had their good times and their times of hard luck, which often dampened their spirits, but they kept at it and succeeded in the end. (Applause.) He was pleased to see so many whom he had known for so long a time. They seemed to be renewing their youth, so that their occupation did not seem to reduce them. He thanked them for extending an invitation to him and giving him an opportunity of enjoying their banquet. (Applause.)

Mr. F. D. Monk, M.P., and Ald. Penny, M.P., both followed, and, in a word, thanked them for the manner in which they had drunk the toast of "Our Guests."

Mr. Duquette sang a couple of songs, after which Major Rodgers gave "The Mayor and Corporation," which was replied to by Mayor Wilson-Smith and Ald. A. Stevenson.

SISTER ASSOCIATIONS.

Mr. John T. Dwyer gave "Sister Associations." He said: "In rising to propose the toast, 'Sister Associations,' I am sure it is the earnest desire of all members of this association that the pleasant relations existing between us and the members of our sister associations may long continue, and, as the years roll on, find us more closely bound together by the bonds of fraternal affection. We are pleased to know that our associations not only promote business, but also social intercourse, and it is the earnest hope that all members may continue to enjoy health and prosperity and live to a ripe old age, doing their duty by increasing our ranks and prosperity. During the coming year, 1897, it is the intention of the Dominion Commercial Travelers' Association to hold a convention in Montreal, and all our sister associations are most cordially invited to be present, the object being to discuss matters of great importance to commercial travelers and merchants, and to decide on the best action to be taken in obtaining better privileges for members. We want from the railways a passenger rate of

2c. a mile; 500 pounds baggage; and excess baggage rates will be looked into; consideration of express and freight rates may also be taken up. We enjoy but little consideration from hotels, and that is a matter which will also be discussed, and I trust we will receive the hearty co-operation of all the associations and be backed up by the wholesale merchants. Gentlemen, I will ask you to rise and honor the toast, 'Sister Associations.'"

Mr. Thos. Harries responded to the toast.

"The Ladies" and "Press" were duly given, after which Hon. Mr. Paterson proposed a vote of thanks to the president. "Auld Lang Syne" and "God Save the Queen" brought one of the most enjoyable gatherings of the D. C. T. A. to an end.

CULTURE OF VANILLA BEANS.

VANILLA as a flavoring for ice creams and other delicacies, from once being considered a luxury, has now come to be so generally used that it is considered a necessity, and it would be very hard to find a substitute for it. Commercial extract of vanilla, says an exchange, is obtained from the vanilla bean, which is a native of Mexico, and is probably the most valuable fruit grown, the best quality of Mexican beans often being worth nearly their weight in silver. While the vanilla is a native of Mexico, of recent years it has been transplanted to a number of different countries, and will grow in any locality where the temperature does not fall below 65 degrees. The best beans, however, still come from Mexico, and of the Mexican beans those raised in the state of Vera Cruz are the most choice.

The vanilla plant is a clinging vine, with a stem about as thick as an ordinary lead pencil, covered with dark green, spear-shaped leaves. These vines throw out small aerial roots which attach themselves to the bark of a neighboring tree and appear to obtain some nourishment from the sap of the tree. In their wild state the vines entirely cover the branches of a tree, and running from it into adjoining trees, form festoons and arbors so thick as to exclude the rays of the sun and make progress through the forest almost impossible. For a great many years no attempt whatever was made to cultivate the plants, but as the supply decreased from year to year and the demand increased some steps had to be taken to procure a more adequate supply.

The vanilla vines blossom profusely during March and April. The flower is yellow, and has a very agreeable sweet smell. By far the greater number of blossoms wither and fall off, and the ones producing beans are a very small percentage of the total number. The beans grow very rapidly for

the first two months, and by the first of July have attained their full size, and from that time on grow but little, if any. The beans, or pods, are from 6 to 12 inches long, and about 1/2 inch in diameter, and when ripe are about the color of a banana, and have very much the same appearance, except that they are a little less in diameter and somewhat longer. Each vine yields about 100 beans, and some vines have a single branch that bears 12 or 15 pods.

From the first of July, when the bean is a dark-green color, it grows but little in size, turning gradually a yellow color, until the last of December or first of January, when it is fully ripe and ready for gathering. The pods are filled with minute black seeds and a small quantity of pulp, and when prepared for market become reduced to about one-fourth their original thickness, are black in color and emit a very sweet, agreeable perfume.

Although the beans do not become thoroughly ripened until the first of January, there is such a demand for them that the growers begin to gather the crop in November. Beans gathered before they are ripe cannot be as readily cured, and the growers do not get so much for them. They are obliged to begin picking them before they are ripe, however, as if they do not some one else would save the owners the trouble of gathering them, and they would thus be deprived of the results of much hard labor and care.

One of the greatest expenses the growers are put to is in properly guarding their plantations, that their crop, in whole or in part, may not be stolen by the natives. It is impossible to make these people understand that the beans are not growing wild, and the property of any one who is willing to gather them.

The curing of the beans is a slow, tedious process, and one requiring a great amount of care and attention. For the most part the growers do not cure their own beans, but sell them in miscellaneous lots to curers, who employ experts for that purpose. The total time consumed by the curing process is about five months. The beans as soon as gathered are spread out in the sun on black blankets, and allowed to remain until they are quite hot to the touch. They are then gathered up and placed in a sweating box, which is simply a wooden box large enough to hold all the beans. This box is well warmed in the sun and its whole interior is then lined with blankets that have been out in the sun.

After the beans are in the box the ends of the blankets are folded over them, and other warmed blankets are placed over and around the box. The whole is then allowed to remain for 36 hours, by which time the

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ripest of the vanilla will begin to turn black, and the box will have lost most of its heat. The beans have now to be spread out in the sun again, after which they are again sweated, and this process continued four or five times, until the beans are the proper color.

As the ripe beans turn black the quickest, after each sweating the whole lot has to be gone over, and the ones which are black enough picked out and placed by themselves. Great care must be exercised in this process, as, if they are very little over-sweated, it is sufficient to reduce the weight about one pound per thousand beans, which would be a great loss, and, as the bean loses part of its color when overdried, there is a further loss of about \$1 per pound on account of poor color.

As soon as the beans have been sufficiently sweated and are of the proper color they are spread out on drying racks, being carefully gone over from day to day, and any that show signs of moisture or mold are taken out and put in the sun until the mold disappears, when they are again placed on the racks. When of the proper dryness, which the operator from experience can judge very accurately by the feeling of the bean, they are taken from the racks and carefully assorted into bunches of fifty, all the beans in one bunch being same length.

The bunches are then carefully tied and

placed in tin boxes, each box holding forty bunches. It is an easy matter to tie the vanilla, but it is not everyone who knows how to do it so that the bunches present a good appearance and keep their shape during frequent handlings, to which the bunches must necessarily be subjected. All the pods of irregular shape are put in the centre of the bunch, as if on the outside they will spoil its appearance. The bunches must be of the same thickness all the way down, their tops rounded and outside smooth. The vanilla bunches must fit snugly in the tin boxes, as if they are loose in the box and rub against each other they will be damaged.

After the vanilla is all in the tin boxes it is carefully weighed and put in wooden boxes made of Mexican red cedar, four or five tins in each box, according to the size; these boxes are then covered with a fibre matting made by the Mexicans, and the beans are ready for shipment. Two of the cases are strapped on the back of a mule or burro, which are then started for the coast in strings of eight or ten animals, thence the vanilla is shipped to Europe or the United States by steamer, reaching its destination about the middle of June or first of July.

The price the beans bring depends entirely on their length and color, and varies from \$8 to \$15 per pound. Each bunch of fifty beans weighs from a pound to a pound

and a half, and a tin containing forty bunches is worth, therefore, in the neighborhood of \$500.

TOMATOES IN THE STATES.

Tomatoes are expected to do better after the turn of year, as stocks are said to be very light in packers' hands, and the quantity available at the current market quotations from either packers or second hands is said to be extremely small. Most of the cheap lots have been bought up or withdrawn recently, it is reported, but there is still some stock belonging to an out-of-town house that failed some time ago, which we hear might be bought on a firm offer at less than the general quotations.—N. Y. Journal of Commerce.

INTERESTING NUT EXPERIMENT.

A Florida fruit-grower has recently conducted, according to an exchange, a singular experiment in pecan culture by grafting upon hickory trees, the result being a small supply of the nuts at the end of three years from the time of grafting. As the pecan tree grown from the seed requires from nine to twelve years to come into bearing, the result of this experiment is important. The Texas pecan crop this year is worth half a million dollars.

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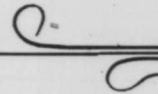
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MARKETS AND MARKET NOTES

ONTARIO MARKETS.

GROCERIES.

BUSINESS of the last week of the Old Year is as usual characterized by its old peculiarities: There is very little doing. Practically all the travelers are in the warehouses, and the orders coming in are by letter and for small sorting-up parcels. Wholesalers are also buying little as well as selling little, for they are either preparing to take stock or have already begun the task. Prices are much the same as a week ago; in fact, the only change worthy of note is an advance of 3d. in currants in the primary market. Sugar is quiet and steady. Canned goods are steady and unchanged. Teas are not as active as they were, but the demand is good for this time of the year. Foreign dried fruits are in moderate request.

CANNED GOODS.

The situation is unchanged, the demand being light and prices on tomatoes and peas steady. We quote standard brands as follows: Tomatoes, 65 to 75c.; corn, 50 to 75c.; peas, 60 to 75c. for ordinary; sifted select, 80 to 95c.; extra sifted, \$1.15 to \$1.30; beans, 65 to 95c.; peaches, \$2.50 to \$3 for 3's, \$1.65 to \$2 for 2's; raspberries, \$1.50 to \$1.80; strawberries, \$1.65 to \$1.95, according to brand and quality; blackberries, \$1.75 to \$2.00; cherries, \$2 to \$2.25; apples, 3's, 70 to 95c.; gallons, \$1.65 to \$2.25; salmon, "Horseshoe," \$1.37½ to \$1.40; "Maple Leaf," \$1.37½ to \$1.40; Lowe Inlet, \$1.30

to \$1.35, in tall tins; cohoes, \$1.10 to \$1.25; canned mackerel, \$1.20 to \$1.30; lobsters, \$2.10 to \$2.30 for tall tins; flats, \$2.75 to \$2.85; half tins, \$1.50 to \$1.55; Canadian canned beef, 1's, \$1.20 to \$1.35; 2's, \$2.30 to \$2.50; 6's, \$7.75 to \$8.25; 14's, \$15 to \$16.

COFFEES.

Good selected grades of green Rio coffee suitable for this market are still scarce, while the demand is good. We quote green in bags: Rio, 15 to 17c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 25 to 35c.; Mocha, 27½ to 35c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 25c.

SYRUPS.

Wholesalers report a demand for medium syrups, but refiners' agents are doing nothing in any kinds. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

There is a little demand for medium grades of New Orleans molasses. We quote: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

The sugar market is in a condition of rest. The Montreal refineries are all closed down for their usual annual overhauling, and they are neither seeking orders nor getting many

of them. There was a sale of a round lot of raws in New York this week at a decline of 1-16c., but it is considered to have been a forced sale, and appears to have had no material affect upon the market. At any rate, prices, both there and in London, are steady. Wholesalers' quotations for granulated are unchanged at 4 to 4.10c., and yellows range from 3.30 to 3.75c. per lb.

SPICES.

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

RICE, TAPIOCA, ETC.

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

NUTS.

A fair sorting-up trade is to be noted. We quote: Brazil nuts, 11 to 12½c.; Valencia shelled almonds, 18 to 22c.; Tarragona almonds, 9½ to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12½c.; Marbot walnuts, 9½ to 11c.; Bordeaux walnuts, 8 to 9c.; Sicily filberts, 10c. for sacks and 10½ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12½c.;

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the fact, that your customers want
"SURPRISE SOAP"



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

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

hickory nuts, \$1.50 to \$2 per bushel; Canadian walnuts, \$1 per bushel.

TEAS.

During the last couple of weeks there have been some sales of large blocks of China black teas, but during the last few days they have not been receiving as much attention. Japans are steady in price, but there is not much demand for them. Indian and Ceylon teas are in good demand, and the latter particularly. Ruling prices on the Toronto market to retailers are: Young Hyson, 12 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

A private cable received in Toronto this week reported an advance of 3d. per cwt. in the price of currants in the primary market. The local demand is steady and unchanged. We quote: Provincials, $4\frac{1}{8}$ to $4\frac{1}{4}$ c. in bbls.; fine Filiatras, in bbls., $4\frac{1}{4}$ to $4\frac{1}{2}$ c.; do, half-bbls., $4\frac{1}{4}$ to $4\frac{1}{2}$ c.; Patras, 5 to $5\frac{1}{2}$ c. in bbls., 5 to $5\frac{1}{2}$ c. in half-bbls., and 5 to $5\frac{1}{2}$ c. in cases; Vostizzas, cases, 7 to $8\frac{1}{2}$ c.

Valencia raisins are in much about the

same position as a week ago. We quote: Off-stalk, 5 to $5\frac{1}{4}$ c.; fine off-stalk, $5\frac{1}{4}$ to 6c.; selected, $6\frac{1}{4}$ to 7c.; layers, $7\frac{1}{4}$ to $7\frac{1}{2}$ c.

California loose muscatel raisins are steady and unchanged. We quote: 3-crown, $7\frac{1}{2}$ c.; 4-crown, 8 to $8\frac{1}{2}$ c.

Sultana raisins are quiet and steady at 7 to 10c., according to quality.

In Malaga raisins trade is about over. We quote: Blue baskets, \$2.25 to \$3.50; Dehesa clusters, \$3.50 to \$4; Non Plus Ultra, \$6; Imperial bunches, \$5.75 to \$6; Imperial Russian clusters, \$5 to \$5.50.

Figs are in moderate request and unchanged. Wholesale quotations are: 10 oz., $7\frac{1}{2}$ c.; 10 lb., 9 to 12c.; 18 lb., 11 to 13c.; 28 lb., 13 to 16c.; taps, $3\frac{3}{4}$ to $4\frac{1}{2}$ c.; natural, $4\frac{1}{2}$ c. in bags, and 7c. in boxes.

Dates are in fair request and unchanged. We quote 7 to $7\frac{1}{2}$ c. for Hallowee and $6\frac{1}{2}$ to $6\frac{3}{4}$ c. for cheaper grades.

The attention being given to prunes is still unimportant. We quote: Bosnias, U's (110 to 113 half kilo), 6 to $6\frac{1}{2}$ c.; C's (85 to 90 half kilo), 7 to $7\frac{1}{2}$ c. per lb. California, 90 to 100's, $6\frac{1}{2}$ c. per lb.; 30 to 40's, $11\frac{1}{2}$ c.

There is nothing new to report in regard to California evaporated fruits. We quote: Choice peaches, 25-lb. boxes, $10\frac{1}{2}$ c.;

Royal apricots (fancy), 15c.; fancy egg plums, 10c.; fancy silver prunes, 13c.

GREEN FRUIT.

Advices from the primary markets state that although the demand for Valencia oranges is not brisk, the tendency of prices is upward. Locally, the demand for oranges, especially the Valencia kind, is the feature of the green fruit market. The demand is being well maintained. Lemons are a little easier; the enquiry is fair and the supply good. There are still a few Almeria grapes on the market and the demand for them is fair. Small shipments of Canadian grapes have been received during the past week, but they did not receive much attention. The demand for bananas is limited. The sale of cranberries is being well maintained. Apples are dull and unchanged. We quote: Oranges—Jamaicas, \$3.50 to \$3.75 per box; ditto, barrels, \$7; Valencias, ordinary, 420's, \$4 to \$4.25 per case; large, 420's, \$5.50 to \$5.75; 714's, \$4.50 to \$4.75 per case; Mexicans, \$3.25 to \$3.75 per box; Floridas, \$4.50 per box; Bahamas, \$3.50 to \$3.75 per box; California navels, \$3.75 to \$4. Lemons—Messinas and Palermos, \$2.25 to \$3 per box for choice to fancy; cocoanuts, \$3.75 a sack and 60c. per doz.; apples, \$1 to \$1.25 per bbl. for red fruit or greenings, and 75c. for ordinary; onions,

BUTTER, EGGS & POULTRY

Quick Sales and Prompt Returns

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Bright & Johnston

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SALES TO JOBBING TRADE ONLY.

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

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

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Successor to W. F. HENDERSON & CO.
Wholesale Commission Merchants.

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16, 18 and 20 FRANCIS STREET TORONTO

PORK PACKER, Etc., Etc.

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English Sheeps' Casings

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American Hogs' Casings

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Kettle-rendered Lard of best quality.

..Preservatives and Seasonings a specialty..

Direct Importers

ORANGES
LEMONS
DATES
FIGS
NUTS

FRUIT

You should GET OUR PRICES before placing your orders.

Clemes Bros., Toronto

75c. per 80 lb. bag for Danvers and \$1 per crate for Spanish; cranberries, \$7 per bbl. for Jerseys; \$5 to \$5.50 for Canadians and Nova Scotians; cases, \$2 to \$2.50; bananas, \$1.50 to \$1.75; Almeria grapes, \$5 to \$7; Canadian grapes in 10-lb. baskets, 20c.

BUTTER AND CHEESE.

BUTTER—Is plentiful. Even large rolls are beginning to accumulate. Jobbers are trying to get same prices as before, but they do not hesitate to shade quotations when by so doing they can effect a sale. Large dairy tubs particularly are dull. Creamery butter is being kept fairly well cleaned up, the export demand taking the surplus stock. We quote: Dairy butter—Tubs, 12 to 13c. for good to choice; low-grade to medium, 8 to 10c.; pails and corks, 12 to 13c.; large rolls, 12 to 13c.; pound prints, 13 to 14c. Creamery—Tubs, 18 to 19c.; 1-lb., blocks, 18 to 20c., according to make.

CHEESE—A little better feeling obtains on account of an improvement in the export demand. Although local quotations are unchanged a firmer feeling prevails. We quote early makes at 10 to 10½c. and local makes at 10½ to 10¾c. per lb.

COUNTRY PRODUCE.

BEANS—The market is dull. Jobbers' quotations are 50 to 60c. for ordinary and 70c. per bushel for hand-picked.

DRIED APPLES—There is very little doing and jobbers' quotations range from 2½ to 3c. per lb.

EVAPORATED APPLES—Quiet and unchanged at 4 to 4½c. per lb.

EGGS—Trade has been quiet during the past week. Stocks, however, are light and a steady feeling rules as to price. We quote: Lined, 14 to 14½c.; September fresh held, 15 to 16c.; new-laid, 19 to 20c.

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

POTATOES—Steady at 30c. in carload lots on track, 40c. for farmers' load, and 45c. from store.

POULTRY—The day before Christmas the market was glutted with poultry, causing the strength of the previous few days to vanish and all kinds of prices to rule. The mild weather of this week has not helped matters, figures still being low and supplies plentiful. We quote: Chickens, 20 to 40c. per pair; turkeys, 7½ to 8c.; geese, 6 to 6½c.; ducks, 40 to 60c.

HONEY—Dull and unchanged. We quote: Strained, 7c. in 60-lb. tins, and 8c.

MORROW & EWING

General Commission Merchants

13 St. John St., MONTREAL

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

Rio, Santos, Maracaibo and Mocha Coffees

also have on hand full lines of

Japan, Congou, Indian, Ceylon and Gunpowder Teas

Samples and particulars on application. Wholesale supplied only.

"SNIPPERS ATTENTION"

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

Rutherford, Marshall & Co.

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

VINEGARS

Made under Government Supervision. Absolutely pure.

BADGEROW SCOTT & CO.

79 and 81 JARVIS ST. TORONTO.

Every up-to-date Grocer should keep

COWAN'S

HYGIENIC COCOA
ROYAL NAVY CHOCOLATE
and FAMOUS BLEND COFFEE

Send your orders to

THE COWAN CO., Ltd.

470 King St. East, Toronto

G.F. & J.GALT

PACKERS OF THE

BLUE RIBBON TEAS

42 SCOTT ST TORONTO. CELEBRATED

PURE CANDY FOR HOLIDAY TRADE.

BON BONS
CREAM MIXED
TOYS
LOVE DROPS

ROYAL MIXED
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FRENCH CREAMS
WALNUT " MIXED
BON BONS
CHOCOLATES

GUM DROPS
CON. LOZENGES
LOVE GEMS
BUTTER CUPS

Manufactured by

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

in 5 and 10-lb. tins; comb, \$1.50 to \$1.75 per dozen.

PROVISIONS AND DRESSED HOGS.

The abundance of poultry on the market has had a disquieting effect on the provision trade. Deliveries of dressed hogs in carload lots have been free during the past week, but street deliveries have been light. Ruling prices being paid are \$4.40 to \$4.50 for heavy weights and \$5 to \$5.10 for light weights.

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

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

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

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

SEEDS.

No material change has taken place during the past week, business still being at a standstill. We quote: Alsike, \$3 to \$3.50; timothy, \$1.20 to \$1.40; red clover, \$3 to \$4.75. All quotations are f.o.b. point of shipment.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—Receipts of grain are small and prices higher than a week ago. We quote: Wheat, 88½c. for white and 86½c. for red, and 66 to 67c. for goose; oats, 21 to 23½c.; peas, 44c.

FLOUR—More buyers are in evidence and prices are unchanged. We quote in carloads on track, Toronto: Manitoba patents, \$5.30; Manitoba strong bakers', \$4.90; Ontario patents, \$4.75 to \$5.25; straight roller, \$4.30, Toronto freights.

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

SALT.

Business keeps 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.

FISH AND OYSTERS.

Cod and sea herring are quoted lower, but oysters are 10c. dearer. Business is quiet. We quote: White fish 7½c.; trout, 7c.; Pickerel, 6c. per lb.; haddies, 6c. per lb.; Labrador herring, \$5 to \$5.50 per bbl. and \$2.25 to \$2.50 per half-bbl.; boneless cod, 3½c. per lb.; pure cod, 6½ to 6¾c. per lb.; ciscoes, \$1.10 per 100; haddock, 5c. per lb.; steak cod, 6c. per lb.; frozen herring, 4c.; frozen white fish and trout, 7c.; sea herring, \$1 to \$1.25 per 100; smelts, 7 to 10c. Oysters are quoted at \$1.25 to \$1.35 for standards, and \$1.65 for New York counts.

PETROLEUM.

The demand for illuminating oils continues brisk with prices unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15½c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19½c.; Pratt's astral, 19c. in bulk.

MARKET NOTES.

Raw sugar declined 1-16c. in New York on Monday.

A cable to Watt & Scott announces another advance of 3d. in the price of currants.

The tendency of the price of Valencia oranges on the Liverpool market is upward.

QUEBEC MARKETS.

MONTREAL, DEC. 31, 1896.

GROCERIES.

THERE has been little change in the general grocery market during the past week. Business, as a rule, is quieter than it was, and there are few new or interesting features to note. Demand has diminished for nearly everything, for the reason that traders generally are supplied, and a quiet spell is looked for until the effect of the holiday season has been dissipated. The only large wholesale business of the week has been in molasses, and Japan and Gunpowder teas, which changed hands for round lots. Both are firm.

SUGAR.

The sugar market has undergone no particular change since last report. A few small lots of low-grade yellows have been asked for on the basis of 3¼ to 3½c at the refineries, as to grade, and some granulated at 3¾ to 4c. Otherwise there is nothing to report, for the jobbing demand is small and retailers appear to have all they want to get along with at present. We quote the jobbing basis at 3¼ to 3¾c. for yellows and 4 1-16 to 4¼c. for granulated.

SYRUPS.

There has been no improvement in the syrup market, the easy feeling already noted continuing. In jobbing parcels we quote 22 to 35c. as to grade, but a large order can easily be filled at 1¾ to 1¾c., according to quality.

MOLASSES.

Strength is again the dominant factor of the molasses market this week and we hear of round lots having realized 27c., and it is inferred from this that dealers' supplies throughout the country districts are small. Lent is the season for consumption of molasses in the province of Quebec and this demand will soon commence to make itself felt. In a jobbing way we quote prices firm at 30 to 31c.

**WE ARE
PAYING
CASH
FOR**

**DRIED
APPLES**

W. B. BAYLEY & CO.
EXPORT BROKERS

46 FRONT ST. E. **Toronto**

1897

Will be a Prosperous Year for you **IF**

You will start in right. We want to make it prosperous for you in every line, and as a starter offer you the following extraordinary values in **TEAS**

10½c. For a beauty in YOUNG HYSON,

15c. Splendid value in JAPAN,

15c. and 18c. Two bargains in INDIAN,

15c. and 18c. In CEYLON,

..AND..

10c½. For a GUNPOWDER.

Will be pleased to mail you Samples. As we hold the largest and best assorted stock of Teas in Canada it will pay you to write us.

THE EBY, BLAIN COMPANY LTD.

WHOLESALE IMPORTING AND MANUFACTURING GROCERS

TORONTO - CANADA

RICE.

There has been little life in this market but the firm feeling is fully maintained as follows: Crystal Japan, \$5 to \$5.25; standard B., \$3.70; Patna, \$4.75 to \$5.25; Carolina, \$6.75 to \$7.75, and Java, \$4 to \$4.25.

SPICES.

The spice market has been rather quiet this week, but enquiry for black and white pepper continues. All prices are steady as follows: Pure black pepper, 10c.; pure white, 15c.; pure Jamaica ginger, 20c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; ditto, best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 60 to 90c.

COFFEE.

The market here has not shown any inclination as yet to be affected by the probable war across the lines between the two great New York concern. When it does commence, however, traders here figure that it will exert a material influence. We quote: Rio, 15½ to 17c.; Santos, 16½ to 17c.; Maracaibo, 18 to 20½c.; Java, 24 to 26c., and Mocha, 24 to 26c.

TEAS.

The market remains quiet, though some fair-sized transactions in Japans and Gun-powders were noted at firm prices. We quote: Young Hysons, 13 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 12 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 21c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for higher grades.

DRIED FRUIT.

The business in Valencia raisins has fallen off considerably since the date of last writing, but prices are strongly held. We quote: Ordinary off-stalk, 5¼ to 5½c.; fine, 5¾ to 6c.; selected, 6¼ to 6½c., and layers, 6¾ to 7c.

Firm advices from the Coast tend to the maintenance of firm values here on California raisins, stocks of which are exceedingly light. We quote: 2-crown, 6½c.; 3-crown, 7 to 7½c., and 4-crown, 8 to 8½c.

There is no change in Sultana raisins. Prices range from 7 to 12c., according to grade.

Sorting demand for Malaga table fruit, conspicuous last week, has decreased. Prices are steady, as last quoted, \$1.50 to \$4.50.

The strong disposition of the currant market is maintained. Demand is rather quieter this week, while prices are unchanged. We quote: Provincials, bbls., 4c.; half-bbls., 4¼c.; cases, 4¾c.; half-cases, 4½c.; Filiatras, ditto; Patras, 5½ to 6c., and Vostizzas, 6½ to 8c.

Leonard Bros.

Wholesale Fish Merchants

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

Ask your wholesale grocer for

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

We are also putting up . . .

New Haddies, Kippers and
Yarmouth Bloaters.

"Always a Best"
In Everything

We have the BEST in the canned fish line

GOLDEN FINNAN HADDIES

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

Every can guaranteed or money refunded.

NORTHROP & CO.

Packers' Agents.

St. John, N.B.

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

ENAMELLED MEASURES

In ½ pt., 1 pt., 1 qt., 2 qt. and 1 gal. sizes.

GOVERNMENT STAMPED



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

The McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER

MARSHALL'S

Saratoga Potato

CHIPS.

Grocers sell them.

Manufactured by . . .

JOHN E. MARSHALL

118 Commercial St.,

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D. H. RENNOLDSON,

Agent in Montreal.

The
World's
Best

must be good, safe, and profitable enough for every Grocer to handle, **COTTAMS BIRD SEED** occupies this unique position. Embodying the most recent and valuable discoveries for birds, covered by 6 patents, we guarantee 1-lb. packet of C. B. S. better value than 2½ packets of any other brand selling at the same price. This is why C. B. S. is so popular from one end of the Dominion to the other. All wholesalers.

BEARDSLEY'S SHREDDED CODFISH
TRADE MARK

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

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

THOMAS DOHERTY & CO.

: : Importers of : :

TEAS and COFFEES

134 MCGILL STREET, Corner ST. PAUL.

Dominion Buildings.

MONTREAL.

APPLES

FOR EXPORT.

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

DAWSON & CO.

32 WEST MARKET STREET

Correspondence Solicited. **TORONTO.**

GEORGE McWILLIAM.

FRANK EVERIST.

TELEPHONE 645.

McWILLIAM & EVERIST

GENERAL . . . **FRUIT**

Commission Merchants

25 and 27 Church street,
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Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.

All orders will receive our best attention.

A Luxury

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

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

F. W. Fearman
HAMILTON

Prunes rule quieter this week, while prices generally are steady. We quote: French 5 to 15c., as to grade; Austrian, 6 to 8c., and Californias, 10 to 11c. for 40 to 50's.; 9 to 10c. for 50 to 60's.; 8 to 9c. for 60 to 70's., and 7 to 8c. for 70 to 80's.

Figs range from 9½ to 11c., as to grade, with a moderate enquiry.

There is no change in dates, at 5 to 5½c., as to grade.

NUTS.

The enquiry for nuts is less than it was, but the feeling generally is steady. We quote: Valencia shelled almonds, 18 to 19c.; Tarragona almonds, 10 to 10½c.; filberts, 9 to 9½c.; pecans, 8 to 12c.; peanuts, 7 to 9c.; Grenoble walnuts, 11 to 12½c.; shelled walnuts, 18 to 20c.; shelled peanuts, 9 to 10c.; cocoanuts, \$5 per 100.

CANNED GOODS.

There is no change in canned goods. Business rules quiet and prices generally are firmly held. We quote: Tomatoes, 75 to 80c.; corn, 65 to 75c.; peas, 70 to 90c.; beans, 70c. up; peaches, \$2.90 to \$3 for 3's, \$1.90 to \$2 for 2's; raspberries, \$1.40 to \$2; strawberries, \$1.80 to \$2.45, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 85 to 90c.; gallons, \$1.55 to \$1.65; pumpkins, 75 to 85c.; salmon, "Horseshoe," \$1.40 to \$1.45; "Clover Leaf," \$1.35; "Lion," \$1.37½ to \$1.40; Lowe Inlet, \$1.30, in tall tins; cohoes, \$1.20; canned mackerel, \$1.25; Canadian canned beef, 1's, \$1.20 to \$1.25; 2's, \$2.15 to \$2.25; 6's, \$6.75 to \$7; 14's, \$14 to \$15; lobsters, \$10 per case; French sardines, \$10.25 to \$11 extra brands; ordinary brands, \$8 to \$9; Canadian brands, \$4.25.

FISH.

There was no particular feature to report in connection with the fish market this week. Values generally are steady as follows: Labrador herrings, \$4.75 per bbl.; No. 1 N.S., \$3.75 to \$4 per bbl., and \$2.25 to \$2.35 per half-bbl.; No. 1 draft green cod, \$5 to \$5.25; No. 1 do., \$4.50; No. 2, \$3.35 to \$3.50; No. 1 green haddock, \$3.50; No. 1 Lake trout, \$3.90 to \$4 per keg; No. 1 white fish, \$5 per barrel; small Labrador

It Has No Equal

BROCK'S BIRD SEED



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

It pays to handle such goods.

NICHOLSON & BROCK - TORONTO

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

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

SOMETHING CHOICE

HAMS

BREAKFAST BACON
ROLL BACON

FOR HOLIDAY TRADE.

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

Pork and Beef Packers.
TORONTO

S. K. MOYER,

COMMISSION MERCHANT

Wholesale Dealer in . . .

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

76 COLBORNE ST.,
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There's a Time for Everything...

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

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

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

D. GUNN, BROS. & CO.

PORK PACKERS,
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ORANGES

Special Fancy California Washington Navels. Fancy New Valencias.

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

HUGH WALKER & SON

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Heinz's Pickles

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

POPULAR SPECIALTIES

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

MEDALS--
PARIS
CHICAGO
ANTWERP
ATLANTA, Etc.

The GENUINE
always bear this
Keystone trade-mark



The Man Who Won

Who was the man?

Jamieson

What was the product?

Biscuits

How was it done?

Manufactured by

R. E. Jamieson

OTTAWA

By . . .

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

Jamieson's Biscuits

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

Sold by all Grocers

salmon, \$12.50 to \$13; No. 1 B. C., \$6 per half-bbl., and \$12 per bbl. to arrive; No. 1 halibut, \$7.50 to \$8 per bbl.; tongues and sounds, \$7.50, and salt eels, 4½ to 5c. per lb. Fresh tommycod, \$1.25 to \$1.40 per bbl.; haddock, 3¼ to 3½c.; frozen salmon, 11 to 12c.; halibut, 8c., and Manitoba pickerel, whitefish and trout, 6½c. per lb.; smoked haddies, 6 to 7c.; Yarmouth and Bay bloomers, 9c. per box; kippered herrings, \$1.30 to \$1.50; ciscoes, 75c. per basket of 100 fish, and medium smoked herring, 10 to 11c. per lb. Dried cod, \$4 per cwt.; pollock, \$1.90 to \$2 per 100 lbs.; skinless cod, \$4.50 to \$5.25 per 100 lbs.; boneless cod, 5½c. per lb., and fish, 3c. per lb. Malpeques, \$5 to \$5.50 per bbl.; Buctouche, \$4.50 to \$5; Miramachi, \$3 to \$3.50, and ordinary, \$2.50 per bbl.

GREEN FRUIT.

Though the volume of business has not been so great in green fruit, quite a few orders kept coming in until a day or so ago. All lines are steadily held and California oranges were offered this week at \$4 to \$4.50 per box. We quote: Florida oranges, \$5 to \$5.50 per box; Jamaica oranges, \$5.50 to \$6 per bbl.; Valencia oranges, \$5.25 to \$5.50 per box; lemons, \$2.50 to \$3 per box, and \$6 to \$7 per chest; pears, \$2 to \$2.50 per keg; cranberries, \$4.50 to \$5 per bbl.; Spanish onions, 70 to 75c. per

crate, and new Malaga grapes \$5 to \$7.50 per keg.

APPLES.

There has been no change in the apple market. Business moves quietly at 90c. to \$1.40 for No. 1, and 40 to 85c. for No. 2.

DRIED APPLES.

There is little or no demand for dried apples. Prices, however, are unchanged at 3 to 3½c. in small jobbing parcels. In round lots 2½ to 3c. is paid for them laid down in Montreal.

COUNTRY PRODUCE.

EGGS—The demand for eggs was slow to-day and the market was quiet with no change in prices to note. Montreal limed and choice candled stock are selling at 14 to 14½c.; western limed at 13 to 13½c., and held fresh at 12 to 12½c. per dozen.

BEANS—There was no change in beans, sales being slow at 80 to 85c. in car lots, and at 90 to 95c. in a jobbing way.

GAME—The receipts of partridge were very liberal to-day owing to the near approach of the close season, and in consequence the tone of the market was easier, but prices show no actual change, sales being made at 40 to 45c. per brace for firsts and at 25 to 30c. for seconds.

POTATOES—The demand for potatoes was limited and the market is quiet at 35 to 40c.

per bag in car lots, and at 45 to 50c. in a jobbing way.

POULTRY—A fairly active trade was done in poultry to-day, but the tone of the market on the whole was easier. Turkeys sold at 8½ to 9½c.; chickens at 6 to 7c.; ducks at 8 to 8½c., and geese at 6½ to 7c. per lb.

ONIONS—Quiet and steady at \$1.25 per bbl. for red, and \$1.30 to \$1.35 for white.

DRESSED HOGS—There has been little change in dressed hogs. We quote: Car lots, \$4.75, and small lots, \$4.75 to \$5.

PROVISIONS.

There was no change in the local market, business being quiet and principally of a jobbing character at steady prices. New packed Canadian pork is offering at \$11 to \$12, and old is selling in a small way at \$10 to \$10.50 per bbl. Pure Canadian lard, in pails, at 7 to 7½c., and compound, refined, at 5¼ to 5½c. per lb. Hams, 9 to 10c., and bacon, 8½ to 9½c. per lb.

FLOUR, MEAL AND FEED.

The feature of the flour market has been the demand from abroad for Manitoba grades. Locally business was very quiet, and values show no material change. Winter wheat patents are selling at \$4.75 to \$5; Manitoba spring wheat, patents, \$5.20 to \$5.30; strong bakers', \$4.50 to \$5; straight rollers, \$4.25 to \$4.50; and in bags, \$2.10

Do you ever tell

your customers how delicious Preserved Ginger is when purely and properly made? Get them to try ours,—it will please them and profit you.

Excellence in Flavorings

is just as necessary as in substantials. Certain customers have not yet learned this. Get them to try Pure Gold Extracts and they will be convinced.

PURE SPICES
PURE COFFEES
PURE PEPPER

PURE MUSTARD
PURE CATSUP
PURE EXTRACTS

PURE BAKING POWDER

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

to \$2.25. There was no change in the situation of the oatmeal market, business being quiet and prices steady, at \$3.40 to \$3.50 for rolled oats in wood, and at \$1.70 to \$1.75 per bag. The tone of the feed market was about steady, but business is rather quiet at present. Manitoba bran, \$10 to \$10.50 per ton, including sacks; Ontario, \$9.25 to \$9.50 in bulk; shorts, \$11 to \$12; mouillie, \$15 to \$16. The demand for hay was fair, and prices ruled steady at \$10.50 to \$11 for No. 1, and at \$9 to \$9.50 per ton for No. 2 in car lots.

CHEESE AND BUTTER.

The more active disposition noted in cheese last week has been maintained, but the appreciation in holders' views, resulting from the business put through last week, has checked the demand to a certain extent. We quote values firmly held this week at 10½ to 10¾c.

There has been little change in the butter market. Strictly finest creamery is difficult to obtain, and 18½c. is easily realized for it, but the great bulk of the offerings fail to command this figure, grading below 18c.

MONTREAL NOTES.

W. H. Dunn, the well-known grocery specialties agent, left for New York this week on a business trip.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., Dec. 31, 1896.

THERE is but little of interest to put in this the last report for the year. It is so soon after Christmas that there is little or no demand for goods. Christmas was a fine day, with but little snow. The day was one of pleasure to almost everyone in our city. We are fortunate in having no large number of the very poor among us. In markets the feeling, where there is movement enough to make feeling, tends easy. Stocks in many cases are quite large. In raising the stock is very light, and it is the one line in which prices are higher. Our lumbermen feel well satisfied with the outlook for next season. Good prices are being offered for the coming season's deal, and quite a few are accepting them.

OIL.—The demand keeps good for burning oil. St. John prices keep low, being below the general market value. In lubricating there is but light movement. The season for taking orders will soon be here. We quote: Best American burning oil, 19¾c.; Canadian, 18½c.; prime, 16¼ to 17c.

SALT.—While there continues to be quite a quantity arriving of Liverpool coarse salt, there is nothing of interest to report. At this

season demand has little life and prices keep low. In Canadian salt, at this season, there is but little movement. There is a steady demand for the wood boxes. It is very hard to keep fine salt free in this climate, the air being so damp that it cakes, though not as hard in some cases as others. For table use corn starch is sometimes mixed with the salt to keep it free. In large quantities from steamer's side coarse salt would be sold below quotations. We quote prices as follows: Coarse, 48 to 50c.; factory-filled, 90c. to \$1; 5-lb. bags, in bbls., \$3.25; 10-lb. bags, in bbls., \$3; butter and cheese salt, bulk, \$2.60 to \$2.65 per bbl.; 20-lb. wood boxes, 20c.; 10-lb. wood boxes, 12c. each; cartoons, \$2 per case of 2 doz; Canadian fine, \$1 per bag.

CANNED GOODS.—There is in peas quite a firm feeling, and best grades are held for full figures. There is but little to be said, as just at present there is but little demand, in common with other lines. In canned pineapple the Canadian is being largely sold now, where a few years ago it was all American. The demand is now for grated rather than sliced. Lobsters are about out of stock. Salmon holds easy. Oysters have but a fair sale. We quote as follows: Corn, 65 to 70c.; peas, 70 to 80c.; tomatoes, 75 to 80c.; gallon apples, \$1.80 to \$2; corned beef, Canadian, \$2.25 to \$2.35; American, 2-lb tins, \$2.40 to \$2.50; 1-lb tins, \$1.30 to \$1.50; oysters, 2's, \$2 to \$2.20; 1's, \$1.34 to \$1.45; peaches,

3's, Canadian, \$2.85 to \$3; 2's, \$1.90 to \$2; pineapple, \$2.25 to \$2.65; salmon, \$1.35 to \$1.40; lobsters, \$2.20 to \$2.25; had-dies, \$1.25 to \$1.30; clams, \$5 for 4 doz.; chowder, \$2.60 to \$2.75 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1 per doz.; kippered herring, \$1.10 per doz.

GREEN FRUIT—There is in this branch at present quiet times and will be now for some time. Holiday trade is over and cold weather is here. Valencia oranges are low, but being yet sour the sale is much smaller than otherwise it would be. There are no West India oranges now, and but few Floridas. The price of these last is high, and on this account the few that arrive are best grades for best retail trade. Lemons tend easy. Malaga grapes are firm and high where quality is good. Apples are a rather better sale. As no schooners now bring any, and as the auction sales are about over, the merchant gets a chance. Prices keep very low. Very few bananas or pineapples are sold. We quote: Messina lemons, \$3.05 to \$4; oranges, Valencia, \$3.75 to \$4.25; bananas, \$1.75 to \$2.25; apples, \$1 to \$1.50 per bbl.; keg grapes, \$6 to \$7.50; cranberries, Cape Cod, \$4 to \$6 per bbl.; bog cranberries, native, \$4.50 to \$5; pineapples, \$1.50 to \$2 per doz.

DRIED FRUIT—Except in raisins there is little life. Californias are about cleaned up and some offers have been made for direct shipment from the Coast. New York offers 3-crown that can be landed about as low as direct shipments. These have, however, hardly any 4-crown to sell. New dates are daily expected. Evaporated apples keep easy with little demand and fair stocks held. Holders of dried cannot move them at any price. With the close of the holiday season the demand for nuts has fallen off. In peanuts, while low prices rule, they tend upward. Onions are higher. In this market there is no sale for the red-skinned, even at much lower prices than the yellow. While quiet, a quantity of Malaga loose muscatels have arrived here, they are not equal to California stock. We quote as follows: Valencias, 5½ to 6c.; California L.M. 3-crown, 7½ to 7¾c.; London layers, \$1.75 to \$2; currants, cases, 4½ to 5c.; bbls., 4½ to 4¾c.; cartoons, cleaned, 6¾ to 7½c.; bulk, cleaned, 5½ to 6½c.; prunes, boxes, 5½ to 6c.; dates, 4½c.; dried apples, 3 to 3½c.; evaporated apples, 5 to 5¾c.; Canadian onions, \$2.20 to \$2.25; coconuts, \$4 to \$4.50 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, 6½ to 7c.; citron peel, 17 to 17½c.; orange and lemon, 12½ to 13c.; Valencias, layers, 6½ to 7½c.; 4-crown L. M. raisins, 8½ to 9c.

SUGAR—There is nothing of interest. Prices show no change, and there is, just at the present, little demand. Those who bought quite largely at the low prices are rather disappointed. We quote: Granulated, 4 to 4¼c.; yellows, 3¾ to 3¾c.; Paris lump, 5¾ to 6c.; powdered, 5½ to 6c.

MOLASSES—The feeling is firmer. Stocks are getting in quite small compass. There continues to be a good sale for New Orleans. In Barbadoes the price would be better if the quality was. It is thought the new crop will come in very early. Movement continues quite light in syrups. We quote: Barbadoes, 27 to 28c.; Porto Rico, 29 to 32c.; New Orleans, bbls., 26 to 28c.; An-

tigua, 25 to 26c.; syrup, 36 to 38c.; Nevis, 25 to 26c.

FISH—Until after the New Year there will be but little movement. The frozen fish business has hardly yet got under way. The receipts of smelts are rather lighter. Smoked herring are easy, and kippered in very light supply. This week one of our local houses shipped a mixed car to the Coast. Shad is scarce. Best pickled mackerel have but limited sale here owing to price. Demand for extra/dry for the West Indies is poor. We quote: Large cod, \$3.25 to \$3.50; medium, \$2.75 to \$3; pollock, \$1.15 to \$1.25; bay herring, \$1.50 to \$1.55 per half-bbl.; smoked, new, 7 to 8c.; shad, half-bbl, \$4.50 to \$5.50; boneless, 2½ to 8c.; bloaters, 60 to 70c. per box; kippered, \$1 per box; Barrington, \$3.25 per bbl.; Shelburne, \$3.50 per bbl.; frozen herring, 65 to 70 per 100; smelt, 4 to 5c.; frozen cod, 2¼ to 2½c. per lb.

PROVISIONS—The demand, as in other lines, feels the effect of the season and the movement is light. Pork keeps very low. We quote mess lower than last week. Beef still tends upwards. Large stocks of lard are held here. We quote: Clear pork, \$13.50 to \$14; mess, \$12.50 to \$13; plate beef, \$12 to \$13; hams, 11 to 12c.; rolls, 7½ to 8c.; pure lard, tubs, 7¾ to 8c.; compound, 6½ to 7½c.

FLOUR, FEED AND MEAL—Here, again, the weaker tendency is felt. Still holders of flour look for a further advance after the New Year. Trade in beans is light, shippers not pushing sales, as the market is weak. We quote prices lower. Oatmeal and oats are easy and meeting very little enquiry. Cornmeal is also quoted rather under last week. Feed is very dull. The fact that western grey buckwheat is lower than usual has very much aided the demand. We quote as follows: Manitoba flour, \$5.70 to \$5.80; best Ontario, \$5 to \$5.10; medium, \$4.70 to \$4.80; oatmeal, \$3.60 to \$3.70; cornmeal, \$1.90 to \$2; middlings, car lots, in bulk, \$14 to \$15; bran, do., \$13 to \$14; hand-picked beans, \$1; prime, 90c. to \$1; oats, 32 to 35c.; hay, \$11 to \$12; barley, \$3; round peas, \$1.15; split peas, \$3.10 to \$3.25; yellow eye beans, \$1.50; buckwheat meal, \$1.20 to \$1.25; grey, \$1.75 to \$2.00.

ST. JOHN NOTES.

In the cargo of the steamer Lake Ontario, arriving last week from Liverpool, were 3,000 boxes of oranges.

In the place of the usual calendar Hamm Bros., biscuit manufacturers, this year presented their friends with a thermometer.

There was shipped from P.E. Island this week a cargo of oats for the English market, consisting of about 110,000 bushels, valued at upward of \$30,000.

The West India steamer leaving this week had a large cargo, equal to about 4,000 barrels, made up largely of produce such as potatoes, hay, etc.; also the usual quantity of fish.

The Central Creamery, Charlottetown, is finding a ready demand for butter at 20c. During the past week some 5,000 lbs. were

made. One day the output amounted to 1,564 lbs., 1,000 lbs. of which was packed in six-lb. air-tight cans for shipment.

The White Candy Co. presented to the clerks in the long room, the surveyors', appraisers' and warehouse departments a box of choice candy as a Christmas remembrance.

The Delhi Canning Co., who are so well known here, and for whose goods there is a steady demand, have presented their customers with one of the handsomest calendars seen here this season.

At a meeting of the creditors of Joseph Grogan, general dealer, Kouchibouguac, W. H. McLeod was appointed assignee and James F. Atkinson inspector. Liabilities about \$1,200, and assets \$500.

Among the fancy goods shown by our retail grocers this season Cadbury's chocolates and Southwell's jams have had a first position. Messrs. Frank Magor & Co., Montreal, are the Canadian agents.

JUST CRULLERS AND TEA.

I have set me at banquets with nabobs,
When the land, from the east to the west,
Has been scoured for good things and rare things,
To be stored 'neath the millionaire's vest.
But no rich man's feast that I've shared in
Has seemed half so perfect to me,
As a tete-a-tete lunch of rich crullers,
With Polly a-pouring my tea.
I have sipped of the wines of all countries,
France, Italy, Hungary, Spain!
I've tasted all drinkables---mostly,
Made up from nuts, berries or grain.
Yet, among all the oceans of wet things,
One nectar alone suited me;
It was poured by my own sweetheart, Polly,
And named in one syllable---tea.
Go feast, if you will, at your banquets,
With white and red wine flowing free!
I envy you not while I've crullers
And---Polly a-pouring my tea!
---What to Eat.

CONCERNING RETAILERS.

J. M. Gill has opened a grocery store in Orillia. Mr. Gill is an old resident of Orillia and will no doubt make a success of his venture.

F. L. Fowk, general merchant, Oshawa, who has been ill some ten weeks with typhoid fever, is convalescing, and will, it is expected, be soon at business again.

J. G. Rigley, druggist, Oshawa, has sold out and removed to Toronto.

James Abbie, formerly of Sutton West, has removed to Beaverton, where he has gone into business.

The "Rising Sun" stove polish factory at Canton, Mass., takes the entire product of a large box factory located near the works. Eight hundred cords of lumber were made into "Rising Sun" stove polish boxes last year.

NEW YEAR'S TRADE

...SPECIAL OFFERS OF...

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

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

We will give Special Quotations for our

Celebrated P. Richard's Brandy GOLD LABEL.
SILVER LABEL.
WHITE LABEL.

The quality of this Brandy is unequalled for price.

WRITE FOR PRICES AND SAMPLES.

LAPORTE, MARTIN & CIE.

...Wholesale...
Grocers

Montreal



CONTINUED POPULARITY

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

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

Sole agents for Canada

Robert Greig & Co.

MONTREAL

"There are Others" . . .

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

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

RED BANANAS DISAPPEARING.

THE red banana is very seldom seen nowadays, greatly to the regret of those dealers and consumers who believe it much superior to the ordinary yellow variety. It is entirely uncertain when there will be any more of the red bananas. Their importation began to fall off several years ago. They come almost entirely from Baracoa and other Cuban ports, but since the disturbance in Cuba their importation has ceased entirely. The diminution in receipts was originally brought about partly by the immense importation of yellow bananas from the various sources of supply in the West Indies, Central America and other places, but it was caused in part by a lack of demand for them, the yellow variety being preferred.

Red bananas, when ripe, have a richer appearance than yellow ones, and there is a slight difference in the flavor of the two kinds, the red ones being somewhat sweeter than the others. The demand was regulated by the taste of the consumers. There was never any severe competition between the two kinds of fruit, and no marked difference in the prices for which they were sold. Importers regard one kind as good as the other, and there are many consumers who think that the yellow ones are the better. Some consumers also believe the red variety the better.

Red bananas will doubtless be in the

market again after the Cuban troubles have been settled, but when that will occur no one can tell. The quantity of bananas annually imported from all sources into all ports of entry in this country in the last two or three years have averaged between 14,000,000 and 15,000,000 bunches. How many of these were of the red variety is unknown, but their proportion was comparatively insignificant.—Grocery World.

PAID FOR HIS LESSON.

"Sir," said the new customer, as he looked over the change the storekeeper had just given him, "if you have no better knowledge of arithmetic than this I am afraid you won't do a very profitable business and may have to shut up shop."

"Shut up your own self, and don't stand there to sass me! I can take care of my business."

"But, my dear sir, pardon the familiarity, but your method of doing business"—

"That is all right. I know your little game. There's a quarter short, or something. You don't bamboozle me out of one cent."

"All right! I was only going to say"—

"You've said too much already. Now, you get out of here before I get mad. I gave you change for \$2 as straight as a string. Isn't that right—hey?"

"No, sir, I gave you"—

"Get right out," shouted the storekeeper,

and as he reached under the counter with a threatening air, the customer stood not on the order of going, but went at once.

Fifteen minutes later The Detroit Free Press contributor saw an excited man dancing around that store uttering war whoops of distress. It was the storekeeper, and he was having a soliloquy with himself.

"Holy smoke! There isn't a two-dollar bill in the drawer. He gave me one dollar and I took it for a two! And I wouldn't let him give me back the change. Say, it's dead easy to be a fool, and not know it! Yah! yah!"

AUSTRALIAN ORANGES IN ENGLAND.

Growers of oranges in New South Wales are highly pleased with the success of their first considerable experimental shipment of oranges, which reached London early in October. The average cost was 4s. 8d. per "gin" case, while the cases in which the fruit was shipped, containing 5 per cent. more, averaged 13s. 8d. in London, and the net profit is estimated at 3s. a case. But the shippers expect to do even better next season, as they will begin to export their fruit earlier, and will adopt the most successful of the various methods of packing tried, the best of which resulted in sales up to 23s. a case. It is intended to ship 40,000 cases next season, beginning in July, and ending in September.—Grocers' Journal.

Your Customers Want..



It has no equal.

CONDENSED MILK

and the BEST QUALITY obtainable.

The Brands of the
NEW YORK CONDENSED MILK CO.

ARE UNSURPASSED.

Send for particulars to...

F. W. HUDSON & CO.

SELLING AGENTS,

TORONTO.

ALSO.... MANUFACTURERS



—OF THE

Gold Seal Brand Condensed Milk

—AND

Borden's Peerless Brand Evaporated Cream.



It's Good Advertising

To sell the best goods. Your customers learn to rely on your judgment. They, in turn, influence others by telling of the good goods that you sell. It costs a little, of course, to sell the best goods. The good advertising it brings much more than repays you. You can increase your sales in Canned Tomatoes if you sell the "Kent" brand. The good quality of the "Kent" will help your customers' belief in all other canned goods.

Agents . . .

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

THE KENT CANNING CO.
CHATHAM, ONT.

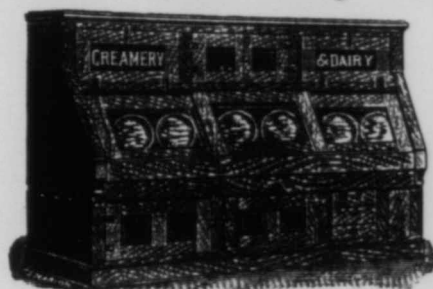


The Club Coffee

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

Ewing, Herron & Co.
Coffee and Spices
Montreal.

Aubin's Patent Refrigerator



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

For Reliable Trade-Capturing Qualities

There's no

WHITE WINE.. VINEGAR

On the market to surpass ours.

WRITE FOR PRICES

T. A. LYTTLE & CO.
Vinegar Manufacturers

TORONTO

RIO COFFEE

EXTRA CHOICE SELECTION.

Now in store Ex. SS.
Catania.

WARREN BROS. & CO.

85 and 87 Front St. East, Toronto.

KINCORA CEYLON TEA

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

JOHN SLOAN & CO.

Wholesale Agents
TORONTO

Holds the Record

"Excelsior Coffee"

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

Todhunter, Mitchell & Co.

Coffee Importers and Roasters

TORONTO

BUY

Ivory Bar Soap

THE BEST MADE

FIRST OF THE SEASON..

"Shelled" Grenoble Walnuts

NOW IN STORE.

PERKINS, INCE & Co.

TORONTO.

HINTS TO BUYERS.

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

WARREN BROS. & CO. are in receipt of a shipment of "Moss Rose" canned salmon, the sale of which they control on this market.

A fine Assam—broken or Pekoe—is arriving this week for the Davidson & Hay, Ltd.

J. F. Ramsay & Co. have arriving this week direct shipments of Indian and Ceylon teas.

Several shipments of Ceylon and Indian teas arrived for the Eby, Blain Co., Ltd., this week.

Clemes Bros. have in stock a shipment of shelled walnuts. These goods are scarce on the street.

Warren Bros. & Co. have received into stock a shipment of fancy, open kettle, New Orleans molasses.

James Turner & Co. are advertising Japan dust teas in this issue. These teas have been scarce for some time.

The attention of the trade is specially directed to the advertisement of J. F. Ramsay & Co. on page 21 this issue.

A shipment of new olives in all sizes has just been received by Robert Greig & Co. from Dandicolle & Gaudin, Bordeaux.

T. A. Lytle & Co. report a good holiday trade in mince meat, jams, jellies and catsup, with a steady demand for vinegars.

The new jelly "Tryphosa," for which Robert Greig & Co. are agents, is now in stock by most of the leading wholesale houses in Toronto.

W. H. Gillard & Co. state that during the year 1897 they will devote particular attention to their baking powder trade, a special feature of which is, putting each

customer's powder up under a brand exclusively his own.

The Canadian Coconut Co. (C.C.Co'y) are putting up their goods in a very handsome package for purposes of shelf display. They are just the thing for this purpose.

The F. F. Dalley Co. report that their sale for the Yucan oil blacking for the year closing has been phenomenally large, and they expect, during the coming year, to treble their sales.

ADVANTAGES OF FRIENDLINESS.

It was said of old that two of a trade never agree; to-day the warmest friendships are formed in every department of human effort among those in the same business; each visits the other's counting-house, factory, warehouse, and are shown the different methods, all the improvements, new inventions, and freely adapt them to their own business. Affairs are now too great to breed petty jealousies, and there is now allied with the desire for gain the desire for progress, invention, improved methods, scientific development and pride of success in these important matters; so that the dividend which the business man seeks and receives to-day is not only dollars. He receives with the dollar something better, a dividend in the shape of satisfaction in being instrumental in carrying forward to higher stages of development the business which he makes his lifework.—Andrew Carnegie.

REDUCTION IN MATCHES.

A reduction of from 20 to 30c. per case in the price of certain kinds of matches made by the E. B. Eddy Co., of Hull has been made. The cause of the reduction is understood to be the competition of matches of United States make. The new prices are: Telegraph, 1-case lots, \$3.30; ditto, 5-case lots, \$3.10; Telephone, 1-case lots, \$3.10; ditto, 5-case lots, \$2.90; Parlor, 1-case lots, \$1.45; ditto, 5-case lots, \$1.40.

SCARCITY OF SALT CODFISH.

THE low prices on salt codfish that have prevailed in the primary and distributing markets during the past season were discouraging from the point of view of the fishermen, and the latter have heretofore made little effort to bring into the market new supplies of fish. The result of this has been, it is stated, to leave the market with smaller stocks than have been known for a number of years at this season, and to cause a strong feeling among holders in spite of the absence of important consuming demand. According to reliable authorities, the stock of medium Bank salt codfish in Gloucester, available for immediate delivery, does not exceed a third of the quantity usually held at this date, one of the largest dealers in Gloucester having, we are informed, not more than 350 quintals, and this stock is held at very full prices. In fact, the views of the holders are considerably above those of buyers as a rule, we understand.

The scarcity of Bank fish has induced owners of vessels engaged in Georges Bank fishing to make extra efforts to increase the supply. A Gloucester correspondent informs us that the largest fleet of vessels ever sent out at this time of the year has assembled on the Georges Banks, the owners being stimulated by the prospect of getting high prices for their fish in consequence of their scarcity and the extreme figures quoted on spot stocks. Vessels that usually lay up for the winter at this time, according to our correspondent, have gone out, and will remain on the fishing grounds all winter if necessary. Generally at this season of the year there is a considerable quantity of cod offered by the fresh fishermen to be split for salting, but this year we are informed such offerings have been extremely limited. The scarcity of cheap fish that is substituted for cod has given a firmer tone to the market for the latter than it might have otherwise possessed.—N.Y. Journal of Commerce.

MAY this New Year be a Happy and Prosperous
one, is our wish to all.

L. CHAPUT, FILS & CIE. - Montreal

SEE US IN NEXT WEEK'S NUMBER

LATE ADVERTISEMENTS.

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

W H. GILLARD & CO. report that they are offering special values to the trade in natural figs in 56-lb. bags.

Choicest cleaned currants in 1-lb. and 3-lb. packages are selling well with the Davidson & Hay, Ltd.

The Eby, Blain Co. report an increasing popularity of the English "Club" pickle, which they claim is a most delicious relish.

Keopff's family gelatine—red and white—in ounce packets, is proving a steady favorite. Robert Greig & Co. are Canadian agents.

The Eby, Blain Co., Ltd., have exceptional values in Ceylon and Japan tea, which they are offering at special prices to buyers.

Robert Greig & Co.'s sales for "Crown" brand flavoring extracts have multiplied many times this year over any previous season.

The Eby, Blain Co., Ltd., report that their Canister coffee mill is meeting with universal favor. It retains the strength and aroma of the coffee.

The Davidson & Hay, Ltd., offer special value in a New Orleans molasses in bbls. and half-bbls. Buyers should see this sample before placing their order.

"We are having a good demand for our extra sifted select peas—which are without doubt superior in flavor to any imported French peas," say the Davidson & Hay, Ltd.

W. H. Gillard & Co. report that their standard black teas are finding favor with the trade generally, and that during the year just closing their sales in this particular department have been about doubled.

WEST INDIES SUGAR YIELD.

A freight report just received from G. Lamb & Co., St. Thomas, W.I., bearing date of December 15, says:

"As the dull season will be over when we pass the Christmas holidays we expect to have animation in general trade and in freighting of vessels from January. Everything indicates that the sugar crop will commence early, and in the adjacent islands will be large, as the canes are very forward and the seasonable rains have done and are doing much good to the growing cultivation, which, of course, will stimulate business, but we fear that the prices for sugar in the consuming 'centres' will be very low for all sugar products in 1897, as the American Sugar Trust manipulate the value, we may

assert, very capriciously, and never openly indicate that they want stock or are short.

"The demand for vessels will start in January, and we look for a good to an active enquiry for small wooden vessels of good classification, from 150 to 400 tons, for moving sugar and molasses to United States. Rates of freight will open at \$2 to \$2.25 for molasses per 110 gallons G.G. and at about 12 to 13c. for sugar in bags and about 17c. for sugar in hogsheads per 100 pounds delivered, and will probably work up in sympathy with the competition for suitable vessels whenever the market at home shows strength or firmness in cane produce from the West Indies.

"We have no recent charter transactions to report by this mail, but can mention that the harbor is almost bare of seeking tonnage at present. The American barkentine Hancock sailed on the 11th inst., with the cargo ex German barque Marie Spatz, for South Amboy, N.J."

ASBESTOS DINING-TABLE COVER.

Table mats, on which to place hot dishes, are no longer used, as the heavy felt under-cloth is intended to be sufficient protection for the table; but many housewives have found the top of their handsomely-polished tables defaced by the marks made by hot dishes, says an exchange. If a sheet of asbestos paper is put under the felt cloth the table will not be injured in the least from this cause. At teas or luncheons, when the polished table is used with doylies instead of cloth, asbestos mats may be covered with prettily embroidered doylies for the hot dishes. One of these mats covered with a doylie, which should be larger than the mat, is much prettier to use than any teapot stand that can be purchased.

MORE TEA ADVERTISING.

The Japs are wise in their generation and know the value of newspaper advertising. The Japan Mail announces that the Japanese Tea Guild has decided to spend 2,000 yen on advertisements in American newspapers, so as to counteract the growing influence of Ceylon tea, which, owing to the skilful way in which it is pushed, is becoming more and more popular in this country.—Cleveland World.

PERSONAL MENTION.

Mr. W. A. Hungerford, the Eby, Blain Co.'s representative in the east, was waited upon by a deputation a few days ago with a request to be placed in nomination for mayoralty of Belleville. Mr. Hungerford declined the proposition on account of the demands of business.

J. F. Ramsay & Co. report an increasing demand for their "Club House" tea.

IN THE YEAR 1816.

Advertising at this period, and for fully fifty years after, was practised on a very different basis from that of the present time. Merchants, packet agents, etc., then advertised by the year for \$40, and they could have as many advertisements as they thought proper. They did not occupy the space that is required by many at this time, as they did not resort to ad captandum and displayed headings and matter.—Haswell's Reminiscences of N.Y.

TOMATOES-ADVANCING.

Canned tomatoes continue to advance, and it was reported this afternoon that there was nothing left in the country that could be bought below 70c. Spot Jersey also advanced 2½ to 5c. per dozen. Numerous sales were made to-day for consumption, but there seemed to be no large speculative demand.—N.Y. Journal of Commerce.

HANBURY A. BUDDEN
ATTORNEY AND SOLICITOR

OFFICE FOR

Patents Trade Marks
Etc. **MONTREAL**

IS THE BEST.
ASK FOR
MOTT'S
GROCERS!



Has it ever occurred to you that we are the largest manufacturers of Shoe Dressings, Inks and Shoe Blackings in Canada? Write for Price Lists.

BERLIN, 1 ONT.



THESE TEAS

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



Appleton's India & Ceylon Teas

THE "TAPIR" BRAND.
SOLD IN LEAD PACKETS



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

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

Experience is a Good Teacher.



are larger, therefore better handle **GRAHAM'S PEPSIN CREAM CHEESE.**

Look out for our **JELLIES** and **JAMS**. I have secured the process man of the Donald Manufacturing Co., whose reputation was unsurpassed for Jellies and Jams. I will have these goods on the market after Xmas.

Our **EVAPORATED APPLES**, delivered anywhere in Ontario for 4 cents per pound in any quantity, two cases or over.

PURE CIDER VINEGAR, 5 years old, 10c. per gallon, F.O.B. Packages \$1.00 each.

R. J. GRAHAM,

Also at BELLEVILLE, ONT.

519 KING ST. W., TORONTO.

For the Whitest, Lightest and Sweetest Cakes

USE

Ocean Wave Baking Powder

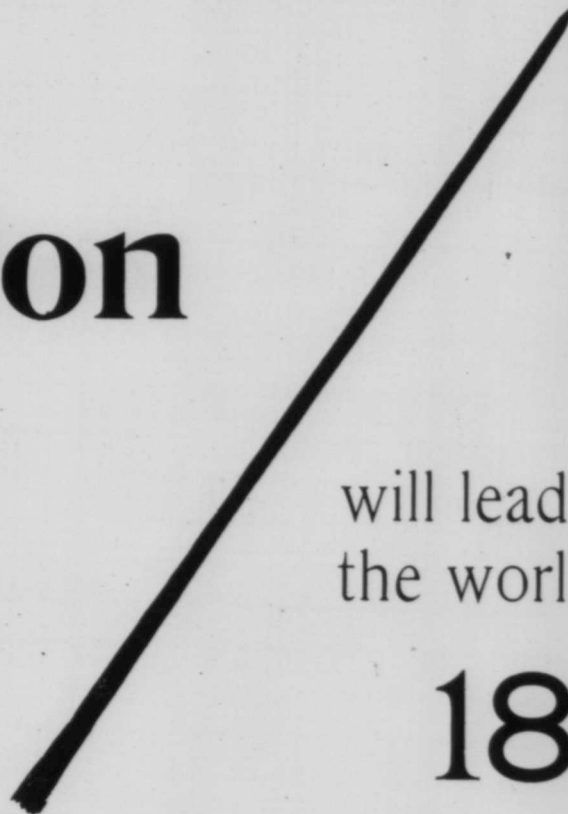


Manufactured by the

HAMILTON COFFEE AND SPICE CO.

HAMILTON, ONT.

Ceylon



will lead
the world in

1897

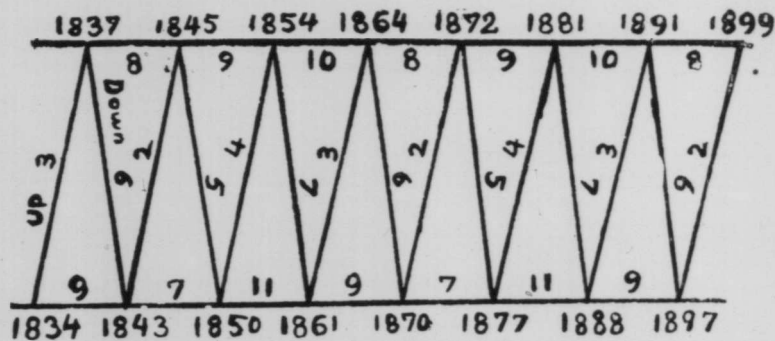
for best, healthiest;
most economical Teas---
for most profitable Teas for you to handle

Buy Ceylon Teas in 1897

CHART OF GOOD AND BAD TIMES.

THE accompanying cut is an illustration of Samuel Benner's chart of good and bad times since 1834.

Benner is an Ohio student of trade conditions. He predicted the panic which is just over five years before it began. He declares that good and bad times are independent of everything except the law of supply and demand. The chart, beginning



in 1834 and running down to the close of the century, shows how good times and bad times have followed each other in regular order so far in this century and how we may reasonably expect good times from now to the close of the century.

We are, therefore, preparing for good times. We advise retail merchants to do the same. The first step is to make the necessary provision for taking better care of all transactions between clerks and customers in your store, etc., large and small.

ADULTERATED PEPPER.

THE recent case of a Halifax grocer being fined for selling adulterated pepper is one that perhaps calls for some comment. We quite agree that there should be a law against the sophistication of food products, in order to protect the consumer, but it seems rather unreasonable that the retailer should have to stand the brunt and publicity of a prosecution under the Act; while the manufacturer, who is really the guilty person, should escape. In the case in question we are assured, and we accept the statement of the retailer, that he bought the pepper in the usual way of trade as a pure commercial article, and in accepting the manufacturer's word for it, he felt he was doing all that could be reasonably expected of him. It would be utterly out of the question for a grocer to maintain a system of analysis or tests as to the purity of the goods he is daily buying, even if he were willing to do so. The expense of doing so would be such as to make it easier to give up the sale of this or similar articles. If the law regarding the adulteration of goods is to be carried out in a just manner, it should

provide for fining the man who makes and sells to the distributing trade an article below the legal standard of quality. This is the practical way of preventing fraud of that kind. As to what constitutes adulteration, there is considerable room for debate. Coffee, for instance, is rarely, if ever, sold in its pure state, because there is no demand for it in that condition, as the tastes of most consumers of this beverage require a greater or less proportion of chicory to be added,

and this fact is familiar to most buyers who have given even but slight attention to the subject. We have to express our regret that the retailer should be made to suffer for the sins of others, and can only suggest some more practical way of enforcing the law.—Maritime Merchant.

A DESERVED REBUKE.

A WEALTHY merchant of a mining town in Nevada comes to this city once a year to do a little trading and see the men from whom he buys. A few months ago he was partially paralyzed, and on his last trip had to use an invalid's chair. He wheeled into one of the largest cigar houses in town, and, with a stock of memorandums in his hand, asked for, we'll call him Mr. Blank, the senior partner. As the account was a comparatively new one, the firm thought their visitor was a beggar, and in frigid manner Mr. Blank informed him that Mr. Blank was out of town.

"When will he be back?"
 "Oh, I don't know."
 "Can I see his partner?"
 "He's out of town, too."
 "Any member of the firm in?"
 "No'p."
 "When can I see some one?"
 "Don't know, I'm sure," was the answer, as Mr. Blank coolly walked away, leaving his insulted customer paralyzed with astonishment and wrath. He wheeled out, but in an hour or so came back.
 "Is any member of the firm in now?" he asked.
 "Didn't I tell you they were out of town?"
 "Well, then, have somebody sent to me

that I can talk business to. Here's a cheque for \$645.70 that will settle my account. You can tell your salesman that Mr. — of — says that, while he likes him very much, he needn't call any more, and you may add that I placed an order for \$500 worth of cigars a few minutes ago with the firm across the street, where the proprietor attends to business and the clerks are polite to customers. Good-day."

The moral is obvious.—San Francisco Grocer.



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

EVERY CAN WARRANTED.

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

ALL LIVE GROCERS KEEP THEM.

J. H. TODD & SON,
 Victoria, B.C., Owners.

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

Established 1780.
WALTER BAKER & CO., LIMITED,

Dorchester, Mass., U. S. A.
 The Oldest and
 Largest Manufacturers of
**PURE, HIGH GRADE
 COCOAS
 AND
 CHOCOLATES**

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

Walter Baker & Co.'s
 goods, made at
 Dorchester, Mass., U. S. A.

CANADIAN HOUSE,
 5 Hospital Street, - - Montreal.

COCOANUT?

Yes,
It's all right!
SCHEPP'S

Improved Shredded and Edelweiss Brand Thin Strip have no equal.

They are the Standard goods with first-class trade.

Factory, 6 and 8 Bay St. TORONTO

DRINK :: :

:: Chocolate for Breakfast

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



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

VANILLA . . .
CHOCOLATES

CHOCOLAT MENIER

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

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

The "Vacuum" System

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

Toronto Salt Works

128 Adelaide Street East

TORONTO, ONT.

Toronto agents for the Windsor Salt Co.

FIVE MONTHS' TRADE.

Canada's foreign trade for the five months of the fiscal year ending November 30 amounted to \$119,610,000, an increase over 1895 of \$7,350,000. The exports amounted to \$68,942,000 and for 1895 to 63,381,000, or an increase of \$5,561,000. The value of imports entered for home consumption was \$50,668,000 compared with \$48,883,000 in 1895, or an increase of \$1,785,000. The duty collected was \$8,210,000 against \$8,503,000 in 1895, a decrease of about \$300,000. The figures for November month show an increase in exports, but a decrease of imports and duty collected. The imports for November, 1895, were \$9,070,000, with a duty of \$1,598,000, against \$8,692,000 with duty of \$1,421,000 in 1896. There is a decline of dutiable goods imported and an increase of free goods. Nevertheless, the November imports are nearly a million and a half greater in value than those of November, 1894. The dutiable goods in November amounted to \$4,609,000 and the free to \$3,854,000,000.

A BET AND A TRADE.

"Reckon I couldn't drive a trade with you to-day, squire?" said a genuine specimen of the Yankee peddler, as he stood at the Merchant's in St. Louis.

"I reckon you calculate about right, for you can't noways."

"Wall, I guess you needn't yet huffy 'bout it. Now, here's a dozen ginooing razor strops—wuth two dollars and a half; you may hev 'em for two dollars."

"I tell you I don't wan't any of your traps, so you may as well be going along."

"Wall, now, look here, squire, I'll bet you five dollars that if you make me an offer for them 'ere strops, we'll hev a trade yet."

"Done," said the merchant, and he staked the money.

"Now," said he, chaffingly, "I'll give you a sixpence for the strops."

"They're your'n!" said the Yankee, as he quickly pocketed the stakes; "but," continued he, after a little reflection, and with a burst of frankness, "I calculate a joke's a joke; and, if you don't want them strops, I'll trade back."

The merchant looked brighter.

"Here are your strops—give me the money."

"There it is," said the Yankee, as he took the strops and handed back the sixpence. "A trade is a trade, and a bet is a bet. Next time you trade with that 'ere sixpence, don't you buy razor strops."—Exchange.

GENERAL MERCHANTS

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

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

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

MacLean Publishing Co.

Montreal : : Toronto



Here
It
Is

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

Chard, Jackson & Co.

Agents for the Dominion
10 Lemoine St.
MONTREAL

SOAP AND WATER

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

SILVER DUST WASHING POWDER

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A MEETING of the creditors of Belanger & Neven, general merchants, Lachine, has been called for the 4th inst.

J. C. Oppenheiser, evaporator, Walkerton, has assigned to Robt. Millons,

T. Bernard & Co., general merchants, Boucherville, Que., have assigned to Lamarque & Benoit.

Daniel A. McDonald, grocer, Montreal, has filed consent of assignment, and a meeting of creditors will be held on the 4th inst.

SALES MADE AND PENDING

The stock of A. Bienvenu, grocer, Montreal, has been sold.

The stock of Pierre Parent, grocer, Quebec, has been sold at 55c. on the dollar.

The stock of A. C. Dionne, grocer, Montreal, has been sold at 51c. on the dollar.

Thos. Wilkinson, general merchant, Alberton, P.E.I.; stock, etc., advertised for sale.

Herbert & Co., general merchants, St. Charles, have had their stock sold at 60c. on the dollar.

The property, stock and plant of J. Wallace & Co., bakers and confectioners, Belleville, are to be sold.

The stock of J. B. Cellard, general merchant, St. Jean L'Evangeliste, Que., has been sold at 31c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Gilker & Wells, general merchants, Revelstoke, have dissolved.

Bentley & Layton, commission produce; A. C. Layton is admitted partner.

Haig & McMaster, produce dealers, Ottawa, have dissolved; Mark Haig continues.

CHANGES.

Alice M. Storey has opened a grocery store in Warren.

Henderson Minner has opened a general store in Dunham, Que.

The Sinclair Canning Co., New Westminster, have been incorporated.

F. X. Labranche, general merchant, Thetford Mines, is commencing business.

Murton & Co., groceries, flour and feed, Fergus, have been succeeded by J. M. Wilson.

Otto Wile, general store, Bridgewater, N.S., is closing up branch store at New Germany.

Helvise Casgrain has been registered proprietress of the grocery business of A. C. Dionne, Montreal.

F. Donaghy, grocer, Fordwich, Ont., has



CLARK'S Potted Meats

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

removed to Moorefield, where, with a Mr. Bell, he has opened a general store under the style of Bell & Donaghy.

Hugh Ross is opening a general store in East Earlton.

Justinien Bussiere is opening a grocery store in Montreal.

W. A. Robertson is opening a general store at North Sydney, N.S.

Peter Duffie, general merchant, Hibernia, N.S., has sold out to Thos. Palmer.

A general store is being opened in Gainsboro, N.W.T., by Burke & Lockerby.

W. S. Calvert, general merchant, Napier, has sold out to T. and G. Field, who take possession January 4.

G. B. McDermot & Co., general merchants, Golden, B.C., have sold Windermere business to C. C. McKay.

DEATHS.

Joseph Hilliard, grocer, Victoria, is dead.

James Atkinson, general merchant, Inwood, Ont., is dead.

THE PROFIT IN COURTESY.

"It is worth the while of any young man," says a writer in a Minneapolis paper, "to cultivate himself for a gentleman. A good many young men try it and make a failure of it. This is because they begin on the outside and never get more than skin deep. Some go no further than the clothes. I know of nothing except a roach in a short-cake that looks more repulsive than a rowdy in good clothes. The cultivation of the gentleman begins from within. A man will dig a sewer better, he will hoe potatoes better, he will sell goods better for being a gentleman. And, thank the Lord, any poor or busy man has both the means and the time to do the cultivating. Another thing to be thankful for is the fact that the gentleman can make both worldly and heavenly gain of this quality. I never heard of a gentleman clerk being fired from any good position, nor of a gentlemanly merchant losing any trade by his courtesy. On the other hand, you know yourself that you have gone the second time to trade at a store because a clerk took interest in you; because he behaved courteously toward you, and acted as though he wanted you to get the good end of the bargain. That is gentlemanliness

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

behind the counter. But it isn't gentlemanliness if it is tacked on with big brass-headed tacks. Gentlemanliness is like modesty. It comes out on the sides, as it were, and is never thrust out into your face. Neither can it be thrust into a man by any short cut or patent process."

QUEER WAGON SIGNS.

In many of the eastern cities, says Printer's Ink, the tradesmen's wagons have peculiar painted advertisements thereon, in addition to the name and address of the tradesman. Even some of the push-carts of peddling tradesmen have these odd signs, which are usually both attractive and effective. They generally take the form of happy and appropriate sentences, something directly pertaining to the business represented. For instance, an itinerant butcher has this couplet:

With beef, mutton, pork and lamb,
Every morning here I am.

And a greengrocer has this painted on his wagon:

Wait for me and I'll treat you well,
The very best green goods I sell.

A piece of good moral advice to spinners of fish yarns is given on the wagon of a traveling fish dealer as follows:

"Save your cash and your conscience by buying from me—don't go fishing!"

A milk vendor has this pleasant little couplet on his wagon:

Carry the news to Mary—my milk is fresh and sweet,
From Sloping Meadow Dairy, to drink it is a treat!

And an itinerant fruit-seller has his push-cart inscribed:

"By their fruits ye shall know them—
mine are the best!"

SULTANA RAISIN SHIPMENTS.

The arrivals of Sultana raisins in Liverpool from the beginning of the season to December 10 amounted to 469,476 packages, compared with 532,196 packages for the same time last year, a decrease of 62,720 packages. Late mail advices from Liverpool report a firmer feeling there, partly a reflection of an improvement in the Smyrna market and partly as a result of the relatively small amount in bond in London.

The Hillia
The
Strictly
Parties.

EPPS

The
1-4

EPP

O

A H
1-4

Special Agent,

Smok

UNSURP
SAMPLE

PARK,



A.

The Hilliard House, Rat Portage

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

EPPS'S COCOA

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

EPPS'S COCOAINE

or COCOA-NIB EXTRACT.

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

Special Agent, **O. E. COLSON, MONTREAL**

Smoked Hams

Smoked Rolls

Pure Lard

UNSURPASSED IN QUALITY
SAMPLE ORDER SOLICITED

PARK, BLACKWELL & CO., Ltd.

Wholesale Pork Packers
TORONTO

Salt

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

VERRET, STEWART & CO.
Montreal



THE "GENUINE"

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



HEAT WILL NOT
BREAK IT.

EVERY CHIMNEY
NICELY WRAPPED
AND LABELLED.



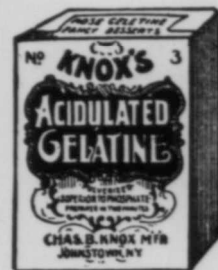
There are a number of so-called Pure Lead Glass Chimneys on the market, and we would warn dealers to beware of imitations of our "Genuine" Lead Glass Chimney.



GOWANS, KENT & CO., - TORONTO



**KNOX'S . . .
GELATINES**



make the finest Jellies.

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

REMEMBER OUR BICYCLE OFFER.

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

SELLING AGENTS

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

MANUFACTURER



First and Foremost



EAST INDIA PICKLES

None Finer ever offered to the Trade...

A High-Grade Pickle at Moderate Cost

A. E. Richards & Co. Selling Agents Hamilton.



We have long ago passed the introductory stage with

Southwell's . . . Orange Marmalade

None finer ever offered to the Trade.

Frank Magor & Co., Agents, Montreal.

CURRENT MARKET QUOTATIONS

Toronto, Dec. 31, 1896.

This list is corrected every Thursday. The prices are solicited for publication, and are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations in this department are under the direct control of the Editor and are not paid for or doctored by any manufacturing or jobbing house unless given under their name, the right being reserved to exclude such firms as do not furnish reliable information.

BAKING POWDER.

Snow Drift—	
1/4 lb. tins, 4 doz. in case.....	per doz. \$ 0 75
1/2 " " 3 " " " " " " " " " "	" " " " " " " " " " " "
1 " " 2 " " " " " " " " " "	" " " " " " " " " " " "
3 " " 1 " " " " " " " " " "	" " " " " " " " " " " "
5 " " 1/2 " " " " " " " " " "	" " " " " " " " " " " "
10 lb. boxes.....	per lb. 16
30 lb. pails.....	" " 16

PURE GOLD.

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

Ocean Wave—

No. 10 (5 oz.) 4 doz. cases, round or square.....	0 75
1/2 lb., 3 doz. cases, round.....	1 20
No. 1 (14 oz.), 2 doz. cases, round.....	1 80
1 lb., 2 doz. cases, round.....	2 00
3 lb., 1/2 " " " " " " " " " " " "	5 75
5 lb., 1/2 " " " " " " " " " " " "	9 00

Prices of cheaper goods or special brands on application.

Cook's Friend—	
Size 1, in 2 and 4 doz. boxes.....	\$ 2 40
" 10 in 4 doz. boxes.....	2 10
" 2, in 6 " " " " " " " " " "	89
" 12, in 6 " " " " " " " " " "	70
" 3, in 4 " " " " " " " " " "	45
Pound tins, 3 doz. in case.....	3 60
oz. tins, 3 " " " " " " " " " "	2 40
oz. tins, 4 " " " " " " " " " "	1 10
lb. tins, 1/2 " " " " " " " " " "	14 00

W. H. GILLARD & CO., PROPRIETORS.	
Diamond—	
1 lb. tins, 2 doz. in case.....	per doz. 1 20
1/2 lb. tins, 3 " " " " " " " " " "	" " " " " " " " " " " "
1/4 lb. tins, 4 " " " " " " " " " "	" " " " " " " " " " " "

MAPLE LEAF BAKING POWDER.	
1/2 lb. glass jars.....	\$1 25
1 lb. glass jars.....	2 60
1 lb. sealer jars.....	2 25

THE F. F. DALLEY CO.	
Silver Cream, 1/4 lb. tins, 4 to 6 doz. cases.....	\$0 75
English Cream, 1/2 lb. tins, 4 to 6 doz. cases.....	1 25
1 lb. tins, 2 to 4 doz. cases.....	2 00
Kitchen Queen, 1/4 lb. tins, 4 to 6 doz. cases.....	0 35
1/2 lb. tins, 4 to 6 doz. cases.....	0 80
1 lb. tins, 2 to 4 doz. cases.....	1 15
English Cream, glass tumblers.....	0 75
1/2 lb. jellies.....	1 25
1 1/2 lb. jellies.....	2 25
1/2 lb. Crown sealers.....	2 25

BLACKING.	
P. G. FRENCH BLACKING. per gross	
1/4 No. 4.....	\$4 00
1/4 No. 6.....	4 50
1/4 No. 8.....	7 25
1/4 No. 10.....	8 25

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

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

BLACK LEAD.

Reckitt's Black Lead, per box..... \$1 5

Each box contains either 1 gross, 1 oz., 1/2 gro. 2 oz. or 1/4 gro. 4 oz.

Dixon's Carburet of Iron Stove Polish 7oz doz..... Per r. 7 25

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

THE F. F. DALLEY CO.

Gem Stove Polish, 1/4 gross cases \$9 00

per doz

Stove pipe Varnish, 4 oz. bottles 1 00

6 oz. bottles..... 1 25

Boston Brunswick Black, 8 oz. bottles..... 1 75

BIRD SEEDS	
BART. COTTAM & CO.	
"Cottams" Bird Seed.....	0 07
Warblers Bird Seed.....	0 06 1/2
Belgian Bird Seed.....	0 06
International Bird Seed.....	0 05 1/2
German X Bird Seed.....	0 05
German Bird Seed.....	0 04 1/2
London Bird Seed, bulk 25 lb. cases.....	0 05
Bird Gravel, 10c. pkts., 24 in case.....	0 06
Bird Gravel, 5c. pkts., 48 in case.....	0 03

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

CORN BROOMS	
CHAS. BOECKH & SONS. per doz.	
Carpet Brooms—	net.
"Imperial," extra fine, 8, 4 strings.....	\$3 65
" " " " " " " " " " " " " " " "	3 45
" " " " " " " " " " " " " " " "	3 25
" " " " " " " " " " " " " " " "	3 30
" " " " " " " " " " " " " " " "	3 10
" " " " " " " " " " " " " " " "	2 90
" " " " " " " " " " " " " " " "	2 90
" " " " " " " " " " " " " " " "	2 75
" " " " " " " " " " " " " " " "	2 60
" " " " " " " " " " " " " " " "	2 40

1 lb. packets
1/4 lb.
Reckitt's Squ
Reckitt's Squ
G.
Apples, 3's
" gallo
Blackberries
Blueberries
Beans, 2's
Corn, 2's
Cherries, red
Pears, 2's
" Sifted
" Extra
Pears, Bart
Pineapple,
Peaches, 2's
" 3's
Plums, Gr
" Lot
" Da
Pumpkins,
Raspberries
Strawberri
Succotash
Tomatoes,
Lobster, ti
" fl
Mackerel,
Salmon, S
" C
Sardines,
" "
" ine Fre
opener
Sardines,
Sardines,
" "
Sardines,
" "
Sardines,
" 1
50 tins
" M
Fresh H
Kippers
RE

Tastes Differ

in regard to the degree of stiffness required in certain articles, but when it comes to a question of what starch gives the best results, popular sentiment goes strongly in favor of

EDWARDSBURG STARCH

EDWARDSBURG STARCH CO.
Cardinal, Ont.

BLUE.

KEEN'S OXFORD. per lb.

1 lb. packets	\$0 17
1/4 lb. "	0 17
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16

CANNED GOODS. per doz.

Apples, 3's	\$0 70	\$0 95
" gallons	1 65	2 25
Blackberries, 2	1 75	2 00
Blueberries, 2	0 75	0 85
Beans, 2	0 65	0 95
Corn, 2's	0 50	0 75
Cherries, red pitted, 2's	2 00	2 25
Peas, 2's	0 60	0 75
" Sifted select	0 80	0 95
" Extra sifted	1 15	1 30
Pears, Bartlett, 2's	1 65	1 75
" " 3's	2 40	2 40
Pineapple, 2's	1 75	2 40
" 3's	2 40	2 50
Peaches, 2's	1 65	2 00
" 3's	2 50	3 00
Plums, Green Gages, 2's	1 60	1 80
" Lombard	1 50	1 70
" Damson Blue	1 15	1 40
Pumpkins, 3's	0 70	0 90
" gallons	2 10	2 25
Raspberries, 2's	1 50	1 80
Strawberries, 2's	1 65	1 95
Succotash, 2's	1 15	1 15
Tomatoes, 3's	0 65	0 75
Lobster, tails	2 10	2 30
" flats	2 75	2 85
Mackerel	1 20	1 30
Salmon, Sockeye, tails	1 35	1 45
" " flats	1 40	1 75
" Cohoes	1 15	1 20
Sardines, Albert, 1/2's tins	0 20	0 21
" " 1/2's tins	0 20	0 21
" Sportsmen, 1/2's genu- ine French high grade, key opener	0 12 1/2	0 21
Sardines, Sportsmen, 1/2's	0 16	0 18 1/2
Sardines, key opener, 1/2's	0 10 1/2	0 11
" " " " 1/2's	0 18 1/2	0 19
Sardines, other brands 9 1/2	0 16	0 17
" P. & O., 1/2's tins	0 23	0 25
" " " " 1/2's	0 33	0 34
Sardines, Amer., 1/2's	0 04 1/2	0 09
" " " " 1/2's	0 09	0 11
" Mustard, 1/2 size, cases	10 00	11 00
50 tins per 100	1 10	1 15
MARSHALL & CO., SCOTLAND.		
Fresh Herring, 1-lb.	1 10	1 15
Kipper Herring, 1-lb.	1 6	1 90

Herrings in Tomato Sauce	1 70	1 90
Herrings in Shrimp Sauce	2 00	2 00
Herrings in Anchovy Sauce	2 00	2 00
Herrings a la Sardine	2 40	2 40
Preserved Bloaters	1 85	1 90
Real Findon Haddock	1 85	1 90

CANNED MEATS.

(CANADIAN.)

Comp Corn Beef, 1-lb. cans	\$1 20	\$1 35
" " 2	2 30	2 50
Comp Corn Beef 4-lb. can	7 75	8 25
" " " 14	15 00	16 00
Minced Callops	2	2 60
" " 2	2 60	2 65
Lunch Tongue	1	3 40
" " 2	3 40	3 50
English Brawn	2	2 75
Camb Sausage	1	2 50
" " 2	4 00	4 00
Soups, assorted	1	1 50
" " 2	2 25	2 25
Soups and Boull.	2	1 80
" " 6	4 50	4 50



Acme Sliced Beef.
No. 1 tins,
key, 2 doz. \$2.60.



Beardley's Boneless Herring. per doz.
2 doz. \$1.40

ARMOUR PACKING CO.—HELMET BRAND

Corned Beef, 1 lb.	1 40	1 50
" 2 lb.	2 60	2 75
" 4 lb.	5 50	5 80
" 6 lb.	8 50	8 80
" 14 lb.	17 50	18 00
Roast Beef, 1 lb.	1 40	1 50
" 2 lb.	2 60	2 75

Luncheon Beef, 1 lb.	1 60	1 70
" 2 lb.	2 75	2 85
Brawn 1 lb.	1 30	1 40
" 2 lb.	2 35	2 50
" 6 lb.	6 60	6 80
" 14 lb.	14 50	15 00
Ox Tongue, 1 1/2 lb.	7 00	7 20
" 2 lb.	8 50	8 80
" " 2 1/2 lb.	10 75	11 00
Lunch Tongue, 1 lb.	3 35	3 50
" 2 lb.	6 50	6 80
Chipped Beef, 1/2 lb.	1 60	1 70
" 1 lb.	2 65	2 80
Pigs' Feet, 1 lb.	1 65	1 75
" 2 lb.	2 45	2 60
Potted Meats, Tongue or Ham		
1/2 lb.	70	75
1 lb.	1 20	1 25
Potted Deviled Ham or Tongue, 1/2 lb.	70	75
1 lb.	1 20	1 25

WHITE LABEL.

Soups Assorted, 1 qt.	3 00	3 15
" " 1 pt.	2 00	2 10
Braised Beef with Vegetables, Piquant Sauce, Gumbo, Tomato and Rice, 2 lb.	3 00	3 10
Plover Roast	5 00	5 00
Sliced Gold Band Bacon	3 00	3 00

Codfish. per doz.

Beardley's Shredded, 2 doz. pkgs.	0 90
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CHEWING GUM.

ADAMS & SONS CO. per box

Tutti Frutti, 36 5c bars	\$1 20
" " (in cream pitcher) 36 5c bars	1 20
" " (in sugar bowl) 36 5c bars	1 25
" " (in glass jar) 115 5c pkgs.	3 75
Pepsin Tutti Frutti (in glass jar) 115 5c packages	3 75
Pepsin Tutti Frutti, 23 5c packages	0 75
Round Pepsin, 30 5c packages	1 00
Cash Register, 390 5c bars and pkgs	15 00
Cash Box, 160 5c bars	6 00
Tutti Frutti Show Case, 180 5c bars and packages	5 50
Variety Gum (with book in each box) 150 lc pieces	1 00
Banner Gum (English or French wrappers) 115 lc pieces	0 75
Filtration Gum (English or French wrappers) 115 lc pieces	0 65
Mexican Fruit, 36 5c bars	1 20
Sappota, 150 lc pieces	0 90
Orange Sappota, 150 lc pieces	0 75
Black Jack, 115 lc pieces	0 75

Red Rose, 115 lc pieces	0 75
Magic Trick, (English or French wrappers) 115 lc pieces	0 75

CHOCOLATES & COCOAS.

Cocoa—EPPS'S. per lb.

Case of 14 lbs. each	0 35
Smaller quantities	0 37 1/2

CADBURY'S. per doz

Frank Magor & Co., Agents	per doz
Cocoa essence, 3 oz. packages	\$1 65

per lb.

Mexican chocolate, 1/4 and 1/2 lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" " 1-lb. tins	0 42 1/2
Cocoa Nibs, 11-lb. tins	0 35

TODD HUNTER, MITCHELL & CO.'S. per lb.

Chocolate—	
French, 1/4's—6 and 12 lbs.	0 30
Caracas, 1/4's—6 and 12 lbs.	0 35
Premium, 1/2's—6 and 12 lbs.	0 30
Sante, 1/4's—6 and 12 lbs.	0 26
Diamond, 1/4's—6 and 12 lbs.	0 22
Sticks, gross boxes, each	1 00

Cocoa—

Homeopathic, 1/4's, 8 and 14 lbs.	0 30
Pearl,	0 25
London Pearl, 12 and 18	0 22
Rock	0 30
Bulk, in boxes	0 18

per doz.

Royal Cocoa Essence, packages	1 40
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CHOCOLAT MENTHE.

Vanilla—	
Yellow wrapper, p. lb.	8 0 34
Triple Vanilla—	
White	0 73
Unsweetened	0 38
Blue Premium	0 42

Cases of Less than 54 lbs. case

Pastilles	0 19
1/2 lb. boxes	0 20

(A. P. Tippet & Co., Agents.)

Chocolate— per lb.

Caracas, 1/4's, 6-lb. boxes	0 42
Vanilla, 1/4's	0 42
" Gold Medal Sweet, 6 lb. bxs.	0 29
Pure, unsweetened, 1/2's, 6 lb. bxs.	0 42
Fry's "Diamond," 1/4's, 6 lb. bxs.	0 24
Fry's "Monogram," 1/4's, 6 lb. bxs.	0 24

Cocoa— per doz

Concentrated, 1/2's, 1 doz. in box.	2 40
" " " " " "	"
" " " " " "	"
Homeopathic, 1/4's, 14lb. boxes	0 33
" " 1/2 lbs. 12 lb. boxes	33

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

The old year and the new

1896

1897

unite in their praises of

MacLAREN'S IMPERIAL CHEESE.

EXTRACTS. per doz

Dailey's Pure Fruit Extracts, 2 1/2 oz. bottles, all flavors	\$2 00
Dailey's Tropical Extracts, 2 oz. bottles all flavors	0 75
Dailey's Fine Gold Extracts, 2 oz. bottles, all flavors	1 25
Crown Brand (Robert Greig & Co.)—	
1 oz. Bottle, per doz.	0 90
2 " " " "	1 30
2 1/2 " " " "	2 00
3 " " " "	3 00
4 " " " "	6 90
4 " " Glass Stop'r "	3 50
8 " " " "	7 00
Parisian Essence, per gross	21 00
Ketchup, Fluted Bottles—gross	12 00
Ketchup, Screw Top—gross	12 00
S. & L. "High Grade" "	3 50
Pepper Sauce, per gross	15 00

FLUID BEEF.

JOHNSTON'S, MONTREAL.

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

FRUITS.

FOREIGN.

Currants—Provincials, bbis	0 04 1/2	0 04 1/2
" " " "	0 04 1/2	0 04 1/2
Filiatras, bbis	0 04 1/2	0 04 1/2
" " " "	0 04 1/2	0 04 1/2
Patras, bbis	0 05	0 05 1/2
" " " "	0 05	0 05 1/2
cases	0 05	0 05 1/2
Vostizas, cases	0 07	0 08 1/2
Blue Pearls	0 08	0 08 1/2
Dates, Hallowee—boxes (new)	0 06 1/2	0 06 1/2
Figs—Eleme, 10 oz.	0 07 1/2	0 08
" " " "	0 09	0 12
" " " "	0 11	0 13
" " " "	0 13	0 16
" " " "	0 03 1/2	0 04 1/2
" " " "	0 07	0 04 1/2
Prunes—Boasia, cases	0 06	0 07
Bordeaux	0 04 1/2	0 06 1/2
Raisins—Valencia, off stalk	0 05	0 05 1/2
" " " "	0 05 1/2	0 06
Selected	0 06 1/2	0 07
Layers	0 07 1/2	0 07 1/2
Sultanas	0 07	0 10
Cal. Loose Muscatels		
50 lb. bxs., 3 & 4 cr.	0 07 1/2	0 08 1/2
Maaga		
London Layers	1 60	1 80
Black Baskets	2 20	2 65
Blue Baskets	2 25	3 50
Choice Clusters	2 25	2 75
Dehesa Clusters	3 50	4 00
Non Plus Ultra		6 00
Imperial Bunches	5 75	6 00
" " " "	5 00	5 50

DOMESTIC.

Apples, dried, per lb.	0 02 1/2	0 03
" " evaporated	0 33	0 04

FOOD. per brl.

Split Peas	3 25	\$3 50
Pot Barley	3 25	3 50
Pearl Barley, XXX, 49-lb. pkt.		2 00

ROBINSON'S BARLEY AND GROATS.

Patent Barley, 1/2 lb. tins	1 25
" " " "	2 25
" " " "	1 25
" " " "	2 25

DALLEY'S ROYAL HYGIENIC SELF-RISING FLOURS. per doz.

Buckwheat Flour, 2 1/2 lb. packages, 3 doz. in case	1 20
Pancake Flour, 2 lb. packages, 3 doz. in case	1 20

Tea Biscuit Flour, 2 lb. packages, 3 doz. in case 1 20 |

Graham Flour, 2 lb. packages, 3 doz. in case 20 |

Bread and Pastry Flour, 2 lb. packages, 3 doz. cases 1 20 |

GELATINES.

KNOX'S

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

(Sold by all wholesale grocers.)

KEOPFF'S FAMILY GELATINE.

Robert Greig & Co., Agents.

1 oz. Packages, White, per doz.	85	90
1 " " " Red, " "	90	95
1 " " " Cox's		

1 Quart size, per doz 1 15 |

2 Quart size, " " 2 30 |

HARDWARE, PAINTS AND OILS.

OUT NAILS—From Toronto—

50 to 60 dy basis	2 30
40 dy	2 35
30 dy	2 40
20 16 and 12 dy	2 45
10 dy	2 50
8 and 9 dy	2 55
6 and 7 dy	2 70
5 dy	2 90
4 dy A P	2 90
3 dy A P	3 30
4 dy C P	2 70
3 dy C P	3 90

HORSE NAILS. Canadian, dis. 50 per cent.

HORSE SHOES— From Toronto, per keg 3 60 |

SCREWS—Wood—

Flat-head iron, 80, 10 and 5 p. c. dis.	
Round-head iron, 75, 10 and 5 p. c. dis.	
Flat-head brass, 77 1/2, 10 and 5 p. c. dis.	
Round-head brass, 72 1/2, 10 and 5 p. c. dis.	

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

1st break (25 in. and under)	1 20	1 30
ROPE—Manilla	0 09	0 09 1/2
Sisal	0 05 1/2	0 07 1/2
AXES—Per box	6 00	12 00
SHOT—Canadian, dis. 17 1/2 per cent.		

HINGES—

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

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

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

TURPENTINE. Selected packages, per gal. 0 40 | 0 41 |

2c. extra outside points.

LINSEED OIL—

Raw, per gal	0 45	0 46
Boiled	0 48	0 49
2c. extra outside points.		

GLUE—Common per lb. 0 07 1/2 | 0 08 |

INDICATED FIBRE WARE.

THE S. E. EDDY CO.

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

JAMS AND JELLIES.

SOUTHWELL'S GOODS. per doz.

Frank Magor & Co., Agents.

Orange Marmalade	1 50	
Clear Jelly Marmalade	1 80	
Strawberry W. F. Jam	2 00	
Raspberry " "	1 75	
Black Currant " "	1 85	
Other Jams " "	1 55	1 90
Red Currant Jelly	2 75	

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

LICORICE.

YOUNG & SMYLIE'S LIST.

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

MINCE MEAT.

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

WINES, LIQUORS AND MINERAL WATERS.

CHARD, JACKSON & CO., MONTREAL, AGENTS.

Watson's Scotch—		
1 Star Glenlivet, in cases	\$8 50	\$9 00
3 " " " "	9 50	10 00
Old Liqueur " "	15 00	15 50
Old Glenlivet, in wood, p. gal.	4 25	6 00
Watson's Irish—		
Old Irish	7 50	8 00
Banagher	9 50	10 00
" " " " " "	4 25	5 25
Geo. Sayer & Co. Cognac—		
1 Star, in cases	11 50	12 00
V. S. O. P. " "	16 50	17 00
In wood, per gal	4 50	6 50
Warter & May, Oporto—		
Ports	2 10	6 50
Wisdom & Warter—		
Sherris	2 00	6 00

J. & R. M'LEA, MONTREAL.

Cockburn very old Highland	\$ 75	9 25
" " Special Liqueur	9 50	10 00
" " " "	15 50	16 50
d—Fine old Scotch	4 40	
Special old Scotch	5 00	

MUSTARD.

COLMAN'S OR KEEN'S.

Square Tins—		
D. S. F., 1 lb. tins	\$0 40	
" " 1/2 lb. tins	0 42	
" " 3/4 lb. tins	0 45	
Round Tins—		
F. D., 1/2 lb. tins	0 25	
" " 1/4 lb. tins	0 27 1/2	
" " 4 lb. jars, per jar	0 75	
" " 1 lb.	0 25	
" " 4 lb. tins, decorated, pt.	0 80	

FRENCH MUSTARD

Crown Brand—(Robert Greig & Co.) per gross.

Pony size, \$ 7 50	Beer Mug	16 20
Small Med. 7 50	Tumbler	11 50
Medium	Cream Jug	21 00
Large	Sugar Bowl	22 00
Spoon	Caddy	28 00

THE F. F. DALLEY CO.

Dalley's Mustard, bulk, pure, per lb.	0 25
Dalley's Mustard, 1/2 lb. tins, 2 doz. in case, per doz.	2 00
Dalley's Mustard, 1/4 lb. tins, 4 doz. in case, per doz.	1 00
Dalley's Superfine Durham Mustard, bulk, per lb.	0 12
1/4 lb. tins, 4 doz. in case, per doz.	0 65
1/2 lb. tins, 2 " " "	1 20
1 lb. jars, per doz	2 40
4 lb. " " "	7 80
1/4 lb. glass tumblers	0 75
Jersey Butter Color, 2 oz. bottles, per doz	1 25
1 gallon tins, per gal.	2 00

Celery Salt, 2 oz. bottles, silver tops 1 25 |

Curry Powder, 2 oz. bottles, silver tops, per doz. 1 75 |

RICE, ETC.

Rice—		
Standard "B"	0 03 1/2	0 03 1/2
Patna	0 04	0 04
Japan	0 05	0 05
Imperial Seta	0 03 1/2	0 04
Extra Burmah	0 03 1/2	0 04
Java Extra	0 06 1/2	0 06 1/2
Genuine Carolina	0 09 1/2	0 10
Grand Duke	0 06 1/2	0 06 1/2
Sago	0 03 1/2	0 05
Tapioca	0 03 1/2	0 05 1/2

STARCH.

EDWARDSBURG STARCH CO., LTD.

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

KINGSFORD'S OSWEGO STARCH.



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

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—		
Canada Laundry, boxes of 40 lbs.	0 04 1/2	
Finest Quality White Laundry—		
3 lb. cartons, cases 36 lbs.	0 05 1/2	
Bbls., 175 lbs.	0 04 1/2	
Kegs, 100 lbs.	0 04 1/2	
Lily White Gloss—		
Kegs, extra large crystals, 100 lbs.	0 06 1/2	
1 lb. fancy cartons, cases 36 lbs.	0 07	
6 lb. draw-lid bx. 8 in crate, 48 lbs.	0 07	
6 lb. tin enamelled cannisters, 8 in crate 48 lbs	0 07	
Brantford Gloss—		
1 lb. fancy boxes, cases 36 lbs.	0 07 1/2	
Brantford Cold Water Rice Starch—		
1 lb. fancy boxes, cases 25 lbs.	0 09	
Canadian Electric Starch—		
40 packages in case	3 00	
Culinary Starch—Challenge Prep. Corn—		
1 lb. pkgs., boxes 40 lbs.	0 05 1/2	
No. 1 Pure Prepared Corn—		
1 lb. pkgs., boxes 40 lbs.	0 06 1/2	

SUGAR. per lb.

Granulated	0 04	0 4 10
Paris Lump, bbis. and 100-lb. boxes	0 05 1/2	0 25 1/2
" " " " " " " "	0 05 1/2	0 05 1/2
Extra Ground, bbis. Icing	0 05 1/2	0 05 1/2
Powdered, bbis.	0 05	0 05 1/2
Very bright refined	0 03 1/2	0 03 1/2
Bright Yellow	0 03 1/2	0 03 1/2
Dark Yellow	3 30	3 35
Demerara	3 50	5 00



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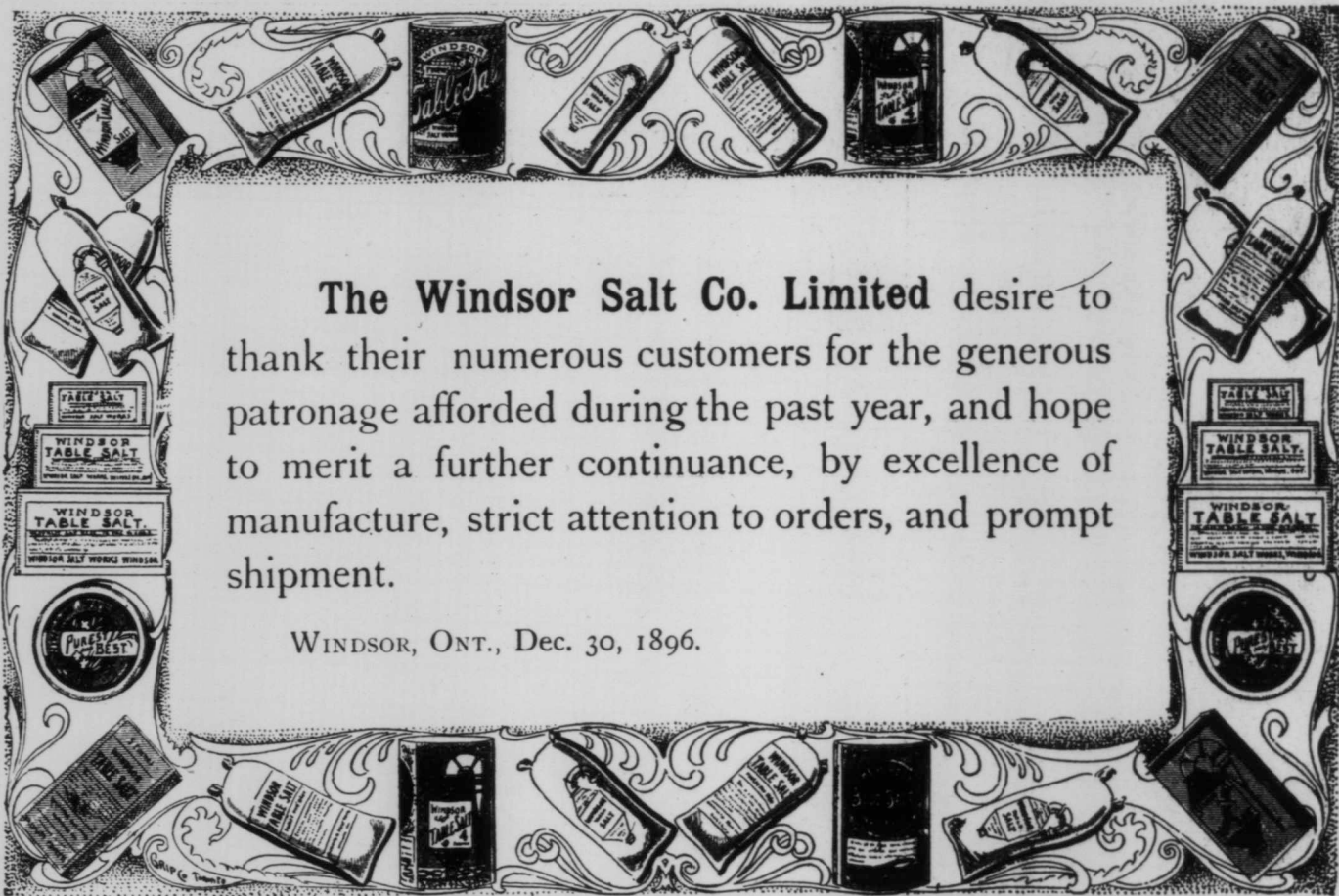
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