

THE CANADIAN GROCER

VOL. X

MONTREAL AND TORONTO, MARCH 27, 1896.

No. 13

COLMAN'S MUSTARD



BEST ON EARTH

Kippered Herrings

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



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

SALT HERRINGS IN KEGS. "CROWN" BRAND.

All Selected Fish from the famed Aberdeen Fisheries.

For Sale by all Leading Grocers.

MARSHALL & CO.

Spring Garden Works, ABERDEEN, SCOTLAND.

Walter R. Wonham & Sons

Sole Agents for Canada, MONTREAL.

VARSAITY CIGAR 5c. THE BEST IN THE MARKET

HOLD YOUR TRADE BY SELLING THESE FAMOUS BRANDS

THE ONLY TEN CENT CIGAR

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

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Success with Canned Meats

It is not a matter of chance. The full and habitual satisfaction of your customer; furnishing goods of unvarying excellence; goods that are certain to please to-day, to-morrow, every day—that is the way to win success. Grocers the world over know that canned meats bearing the "Helmet" trade mark are certain to please. They can be depended on for uniformity day in and day out, and they are prized best by customers who use them most. There is a world of satisfaction in selling them, and a good profit for the grocer, of course.

If your jobber does not sell you the "Helmet" brand, write to

J. L. WATT & SCOTT, Montreal
JAMES HAYWOOD, Toronto
J. HUNTER WHITE, St. John, N.B.

Manufacturers' Agents.
Or address . . .
Armour Packing Co., Kansas City, U.S.A.



NOW MY FRIEND

I am pleased to see that you are delighted with

Yucan

Everybody is that tries it. It gives the Leather a Jet Black Polish that will not rub off, and a feeling like velvet.

YUCAN Oil Blacking

Will cause the shoe to last as long again, as it contains no acids or anything that will injure the leather, and will preserve it, as it contains 55 per cent. of oil.

Can be procured from any wholesale or from the manufacturers.

The F. F. DALLEY CO., Ltd.

Hamilton

Manufacturers by appointment to Her Majesty the Queen,
H.R.H. The Prince of Wales and the Army and Navy.



150 Years' Record



MARTIN & ROBERTSON,
Victoria and Vancouver,
for British Columbia

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

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

Liquid and Paste Blacking

Black and White Cream for Patent Leather.

Russet Cream

For Brown Boots, Saddlery, Etc.

DAY & MARTIN LTD. London and
Liverpool

CHAS. GYDE, Montreal, for Ontario and Quebec.

Standard Goods THE Best to Handle

FOR
PURITY

Bi-Carbonate OF **Soda**

FOR
STRENGTH



TRADE MARK

This brand is always reliable.

Highest test 98.50% pure.

Made only by **The UNITED ALKALI CO., Ltd., Liverpool.**

"New Process" Soda, finest on the market.



"Thistle .. Haddies"

The Reliable Standard Brand.

The Finest Flavored Canned Haddies Put Up.

Far Superior to Salmon from a dietetic standpoint, being much more easily digested.

FOR SALE BY THE WHOLESALE GROCERS THROUGHOUT THE DOMINION.

MONTREAL and TORONTO

A. P. TIPPET & CO.

ST. JOHN, N.B.

F. H. TIPPET & CO.

The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

Laboratory of Inland Revenue,
Office of Official Analyst,

MONTREAL, April 8th, 1895.

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

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

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

The only Magic . .

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

Send for Our List.

Brantford Stoneware Mfg. Co.

BRANTFORD, ONT.

OTHER SPECIALTIES.
NOUGAT
RAHAT LAKUHM
ALMOND ROCK
EL MAHNA

CANADIAN SPECIALTY CO., Toronto.



WORKS : LONDON, W.C.

MEDALS AND DIPLOMAS.
PARIS
SYDNEY
MELBOURNE

ROSE & LAFLAMME, Montreal.

We didn't fish for this!

Mr. Grigg (late of the Grigg House, London) is well able to judge the quality of cheese, having sampled every variety the market affords.

LONDON, March 11, 1896.

MESSRS. A. F. MACLAREN & Co.,
TORONTO

DEAR SIRS,—Seeing your cheese on sale to-day I purchased a small pot, and although I cannot help remembering the satisfaction it gave us, at the Hotel Manitoba (Chicago) during the World's Fair, I feel that not only have you kept up the standard, but you have made it a more perfect cheese, if possible, than that with which you served us at that time. I just wish to compliment you upon your success, unsolicited. I am, yours truly,

(Signed) S. GRIGG.

P.S.—I might say that I have tried some hundreds of different kinds of cheese, but your cheese which I had at dinner to-day is by far the finest I have ever eaten. S. G.

MACLAREN'S IMPERIAL CHEESE SURPASSES ALL OTHERS

A Great Trio



Agents **ROSE & LAFLAMME**

400 St. Paul St., MONTREAL

From time to time new brands of matches are boomed and advertised till the public discovers their worthlessness. Then they disappear and are heard of no more for awhile---till they make their appearance again under another name.

Various names are used as brands that signify Royalty.

Eddy has been the King of Match-Makers for 45 years. Without doubt householders are generally willing to pay a cent or two extra per box to ensure getting E. B. Eddy's.

We don't claim that Eddy's are the cheapest, but Eddy's are the best. The "just as good" match is NOT as good as Eddy's.

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

HULL

318 St. James St. - MONTREAL

38 Front St. West - TORONTO

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

"Rose Brand"
Breakfast Bacon is **Unequaled**

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

The GEORGE MATTHEWS CO., Ltd. Packing Houses Ottawa and Peterborough

*No Sulphur Match
on Earth*

... CAN BEAT OUR ...

SOVEREIGN BRAND

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

H. A. NELSON & SONS - - TORONTO

Asked for

can have **is the best recommendation any goods**

"REINDEER BRAND"

CONDENSED MILK

is in constant demand from all parts
of the country, and is steadily gaining **Public Favor.**

BUY SMALL LOTS, OFTEN.



Stop Drinking

10 CENTS...

... TRASH

Is not much for a pound of Tea, and with an article at this price you are not liable to tickle the throats of your customers with its quality and richness of liquor. Pure water would be better and cost less. If you want Tea that you can bank on, Tea that brings trade, Tea that cheers and refreshes, Tea that increases your bank account by handling and gets you talked about, drop us a card for sample of

The Globe Blend Black Tea

(In bulk. Metal-lined Cases)

We want you to do us the kindness to try it.

W. H. GILLARD & CO. Wholesale Teas **Hamilton, Ont.**

John Mouat, Northwest Representative, Winnipeg.



Looking into things

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

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

Boulders' **PEERLESS** Lion Brand Canned Goods.

Not cheap, but good.

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

THE CANADIAN GROCER

Vol. X. (Published Weekly)

MONTREAL AND TORONTO, MARCH 27, 1896

(\$2.00 per Year) No. 13

DROPS FROM THE EDITOR'S PEN.

Few dimes is the result of bad times.

The evil of speculation is that it sometimes induces speculation.

Dear at any price is the clerk who sets no value upon the little things.

More property has been drowned in drink than was ever carried up in smoke.

Canada is not a hog, but she desires to push her bacon on the English market.

Unsatisfactory surprises in business are frequently the fruit of immature surmises.

We have no particular antipathy to winter, but it is to be hoped we have seen its dying kick.

Unnecessary expense in the store, like a moldering branch on a tree, retards development.

Window dressing in its essence is to make people buy something which they did not know they wanted.

It is good to have fresh goods in the store, but it is bad to have "fresh" clerks therein: they spoil custom.

An expert salesman is one who can gauge the taste of a customer without looking at his or her tongue.

When a merchant courts trade it is with a view to making it his own for "richer" and not for "poorer."

Fate, like Old Lucifer, is often erroneously blamed for failures, when inaptitude for business is the cause.

He who is "crooked" in business is steering a straight course for the penitentiary or perdition. Perhaps both.

Now that the Dominion Parliament has a little spare time on its hands it is to be

hoped that it will utilize it in doing something for the business interests of the country.

A merchant should be as ready to advertise his goods as is the common barn-yard fowl to cackle over her products.

The pedlar may be an itinerant merchant, but he appears to be a permanent thorn in the side of the average merchant.

The Fiji Islanders are beginning to buy Canadian flour. What better evidence could we have of their advancing civilization?

Merchants who refuse to give clerks latitude for the exercise of their brains are sadly wanting in common sense themselves.

A sign should not be allowed to indicate decay more strongly than it does the character of the business and the name of the proprietor.

The current of trade as well as the current of rivers changes, and merchants who are not always on the alert may find their trade carried away from them.

If spring courts the disapprobation of the business world she had better linger a little longer in the lap of a winter that has already passed its allotted age.

If the same energy was displayed in collecting accounts as there is in selling goods business men would be fatter and dead beats thinner than they are to-day.

Raising money on a mortgage is one thing and raising money to raise a mortgage is another. A fool can do the one, but it takes a wise man to do the other.

The Oregon canned horse factory, which started up about a year ago, has been shut down for the want of business. Driven out of the street car business and his use being ignored for vehicular traffic generally, what, with the canning business shut against him,

is going to become of the horse anyhow? This is an unsympathetic as well as a horseless age.

A sleepy town is often the result of possessing sleepy merchants.

Care should be taken that the advertisement does not cast reflection on the goods it is designed to sell.

A little leak in business is sometimes more dangerous than a large one: because of its smallness it is unobserved, and being unobserved it flaws uninterruptedly.

In these days of ample facilities the merchant has no more excuse for slovenly windows than has a tramp, in these days of cheap soap, an excuse for a dirty face.

In the rush and turmoil of to-day business men have got to advertise, if for no other purpose than advising the public that they are still doing business at the same old stand.

The country will one of these days become so sick of rule by professional politicians that it will suddenly arise some general election morn and spew them out of its mouth.

A young man cannot learn the art of selling goods by devoting his time to loafing any more than can a tree be trained to grow straight by being planted where the north wind will strike it.

Whether he be good-looking or bad-looking, a merchant should always be able to create a good impression by his bills and business letters. As the art of doing this can be acquired, it should be studied.

There is one good thing the bad parliamentarians at Ottawa are doing: they are compelling business men to turn from the professional politician to the practical business man as a fit and proper person to devise and make the laws of the country.

THE HOG AND ITS PRODUCTS.

IMPROVED quality can be reported in this Canadian export trade during the past year. Indeed the improvement has been such that the trade now recognises the superiority of the Canadian over the United States product, and the Canadian Wiltshire cut bacon has quite driven out of the London market the United States Wiltshire cut bacon, in which a large trade was formerly done. The Canadian Wiltshire cut bacon now enters into competition with the Irish and Danish Wiltshire bacon, but at a lower range of prices. If Canadian farmers would make their hogs less fat they would secure the premium which buyers are always willing to pay for lean bacon. Another point which is held to account in a measure for the lower price for Canadian bacon relates to the cure. The Englishman likes a mild-cured bacon, and the Irish and Danish bacons are often to his taste in this respect. Does the distance of the Canadian farmer from the place of killing to the place of consumption make it impossible to secure as light a curing for Canadian bacon? The improvements of the past should stimulate Canadian packers to renewed exertions. During the past twelve months there has been a marked change for the better in the cut, cure and quality of the meat. It should now be the aim of Canadian packers to maintain and even improve on this standard. Regularity in packing is one essential—lean meat being packed by itself and distinct from stout stuff. Packers may then expect the best returns, and the market here will gain confidence in them.—Canadian Gazette, London.

EGGS vs. EGGS.

Somehow it seems to be extremely difficult to get away from the idea that an egg is an egg and so long as the market will accept, there is no reason for such difference in value. Looking over the large supply in the hands of a well-known Boston firm, the question of grade came up, and we confess to not a little surprise as case after case was opened for inspection. One lot would be uniform in size and color, clean and attractive, while the next, although marked by the shipper "first quality," would be of all sizes, colors, and in every stage of decay. One case of ducks' eggs was marked 36c., while alongside was another marked 12c., the difference being in size, want of cleanliness and uncertainty about age.

It is just this easy-going, happy-go-lucky way which ruins so many poultry men. Eggs sell on quality, and this means not only cleanliness, uniform size and color, but unmistakable evidence of freshness. Why a man should allow an egg in the case which in either respect mars, is a mystery, because that one egg will be taken as evidence of the possible condition of the whole, and away goes the price. Commission dealers do not repack for their customers, and the case of eggs is rated by the poorer, not the better samples. To get the top price, every egg must be what it purports to be, and a single soiled or inferior one will knock the price of the whole. This question of grading has often been urged, and each year it



THE GOLF HABIT.

Servant—"Goodness, sir, haven't you forgotten something?"
Jones—"Of course not, Susan. Oh, by jove, yes, my trousers."

becomes more and more necessary. Maine produces enough eggs to have a recognized place in the market, but loses that, and the profit possible by reason of it, solely through lack of systematic grading of the stock sent to market. In other countries eggs are graded according to weight. In France and Italy the firsts are seven to the pound, seconds, eight, and thirds, nine. Danish eggs are divided into six grades, 12 to 17 lbs. per long hundred (120). To some such system must the business be brought here, in order that out of greater care in grading more may be secured.—Maine Farmer.

The Customs collector at Niagara, Ont., taxes parrots as poultry.

NO SELLING TO RETAILERS THIS SEASON.

It has not yet been officially announced, but it is generally understood, that the manufacturers of prints in Canada will not sell to retailers this fall. It will be remembered that while the proposition to sell at fixed prices was generally approved of, there was a decided objection to a number of retailers being permitted to buy, subject to the same discounts as wholesale houses. This fall there will be no retailers on the list. In some cities there are firms which do a wholesale and retail business. For the protection of the other retail houses in the town who have to compete with them, the mills should make such an arrangement that these houses shall not take advantage of their extra discounts by cutting the retail prices. The experiment has been a success. The wholesale houses have made a better profit on prints and they have sold more of them. The mills say the output has been 20 per cent. ahead of last year, and they are running on full time.

It is among the probabilities that the same system of fixing prices will be applied to cottons and several other lines in the near future.
—Canadian Dry Goods Review.

N. Z.'S MEAT EXPORTS.

The following is a statement of the quantity of frozen meat exported from New Zealand, twelve ports of which colony are engaged in the trade, Lyttelton enjoying the largest share. The exports for the last two years may be thus summarized:

	Mutton. Lbs.	Lamb. Lbs.	Beef. Lbs.
1895	99,838,929	26,619,737	1,680,856
1894	98,716,617	17,819,885	192,602

The trade is the growth of the last dozen years, and the export for 1896 was more than double that for 1888, as will be seen from the following statement of exports of frozen meat in each year since 1882:

	Lbs.	Lbs.	
1882	1,707,328	1889	73,564,064
1883	9,853,200	1890	100,934,756
1884	28,445,228	1891	110,199,082
1885	33,204,976	1892	97,636,557
1886	38,758,160	1893	100,262,453
1887	45,035,984	1894	116,729,104
1888	61,857,376	1895	128,039,522

Early on Saturday fire broke out and almost destroyed the Chandler block, Newcastle, causing a loss of \$25,000. Ten business places are burned out. This is the second disastrous fire for this town inside of two months. Insurance light.

Quick Shippers

Is the unanimous verdict
of customers of

LUCAS, STEELE & BRISTOL

A trial will convince you we
live up to our motto.

HAMILTON, ONT.

Merchants are respectfully invited to visit our warehouse and inspect our
various lines during their stay in the **AMBITIOUS CITY**.

HAVE YOU TRIED

American Flaked Oats?

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

ASK OUR TRAVELLERS ABOUT IT OR WRITE US DIRECT.

JAMES TURNER & CO.  Hamilton

Just Received in Store

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

BALFOUR & CO. Wholesale Grocers Hamilton, Ont.

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LOW PRICE TEAS

We have on hand a quantity of fine values in low-priced Japans, Young Hysons, Congous and Gunpowders, which are worthy the attention of buyers with a trade for this class of tea. Japans at 12c., Young Hysons at 10c., Congous at 10c., Gunpowders at 15c. Samples on application.

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

24TH ANNUAL REPORT OF THE CONFEDERATION LIFE ASSOCIATION

A PROSPEROUS YEAR.

AN INCREASED VOLUME OF NEW BUSINESS WRITTEN—A VERY FAVORABLE DEATH RATE—A REDUCED EXPENSE RATE—INCREASES IN ASSETS, INCOME AND SURPLUS.

THE annual meeting of the Confederation Life Association was held at the Head Office of the Company, Yonge, Richmond and Victoria streets, Toronto, on Tuesday, the 17th inst., at the hour of 3 p.m. There was a good attendance of policyholders, shareholders and members of the agency staff.

On motion, the Hon. Sir W. P. Howland, C.B., K.C.M.G., was called to the chair, and Mr. J. K. Macdonald, Managing Director, appointed secretary of the meeting.

The Report and Financial Statements relating to the business of the company for the year 1895 were submitted as follows:

REPORT.

During the past year the Directors have had under consideration 2,540 applications for insurance to the amount of \$3,736,150. This includes five applications for \$8,000, which were deferred at the close of 1894. 2,389 for \$3,474,150 were approved, while 134

for \$233,000 were declined, not being up to the standard; and 17 for \$32,000 were incomplete at the close of the register and were deferred. Adding to the above issue the revived policies of previous years, which had been written off, and the bonus additions, the total issue for 1895 was 2,421 policies for \$3,544,920. The total business on the books at the close of the year was \$26,611,718, under 17,590 policies on 15,413 lives. From this it will be seen that, though the year was quite unfavorable for the life insurance business and many companies fell behind in the volume of new business as compared with the previous year, and while the total insurance written by all the companies for the year is a good deal less, we have been able to maintain an equal volume with a lesser expenditure by several thousand dollars than in 1894.

The claims by death were 107, calling for \$171,847 under 121 policies. In view of the amount at risk, it will be observed that the death-rate was very favorable, a fact which bears continued strong testimony to the care exercised in the admission of only good, healthy lives.

The Financial Statements which form part of the report will be found to furnish full information regarding the position of the Association.

The past year, on account of the continued and intensified commercial depression,

called for more than usual care in conducting a business such as ours, combining insurance and investment; it cannot, therefore, fail to be a source of gratification to our policyholders and shareholders to observe the very substantial advances made in all those features which indicate real progress and careful management. Some of these are:

1st—Maintaining an equal volume of new business and carrying on the old with a total expenditure over four thousand dollars less than in 1894.

2nd—Increased income.

3rd—Increased assets.

4th—Increased surplus, notwithstanding the payment to policyholders during the year of over \$87,000 in profits.

These facts will prove the wisdom of the policy pursued by your Directors and Management to secure a fair volume of business at a fair cost. The business has been sought for on strictly business principles, and means unfortunately too frequently used to procure applications, such as rebates, are strictly prohibited.

The report of the Auditors, who have continued to give regular and careful attention to their duties, will be found appended to the report.

It is a source of deep regret that we have to announce the death, since the completion of the audit for the past year, of Mr. William

MINCE PIES FOR EASTER

Nothing better can be had than

Wethey's Condensed Mince Meat

It is wholesome and delicious, easily and quickly prepared.



J. H. WETHEY

ST. CATHARINES, ONT.

Japan Teas

We are offering exceptional values in choice "May Pickings" to retail at a quarter.

Good Style

Superb Liquor

SEE OUR TRAVELLERS' SAMPLES

DAVIDSON & HAY, WHOLESALE GROCERS Toronto, Ont.

If You Have Trouble with your flour—if what you are selling is from any cause not quite the thing—write us for a sample and the price of

OBELISK FLOUR

REGISTERED

Our flour is good enough for anybody. It's a white, strong, winter wheat patent.

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

When a Man . . .

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

FLAG-SHIP SALMON

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

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

Canadian Pacific Packing Co.

LULU ISLAND, B.C.

E. Watson, F.C.A., who has intelligently and faithfully discharged the duties of joint auditor for a period of six years.

Your Directors are pleased to report that the office and field staff continue to discharge their respective duties in a zealous and efficient manner.

All the Directors retire, but are eligible for re-election.

W. P. HOWLAND, President.

J. K. MACDONALD, Man. Director.

FINANCIAL STATEMENT.

Receipts.....\$1,062,642 02

DISBURSEMENTS.

To Policyholders.

Death Claims.....\$165,879 17
 Endowment Claims..... 75,444 00
 Annuities..... 4,905 40
 Surrendered Policies..... 63,650 11
 Dividends..... 87,195 19
 Expenses, Commissions, etc..... 397,073 07
 Dividends to Stockholders..... 196,281 30
 Dividends to Stockholders..... 15,138 00
 Balance..... 454,148 85

\$1,062,642 02

BALANCE SHEET.

Total Assets.....\$5,324,438 89
 Total Liabilities..... 4,990,184 86
 Cash surplus above all Liabilities..... 334,254 03
 Capital Stock..... 1,000,000 00

Total surplus security for Policyholders.....\$1,334,254 03
 J. K. MACDONALD,
 Managing Director.

AUDITORS' REPORT.

We beg to report that we have completed the audit of the books of the Association for the year ending December 31st, 1895, and have examined the vouchers connected therewith, and certify that the financial statements agree with the books and are correct.

The securities represented in the assets (with the exception of those lodged with the Dominion Government, amounting to \$84,500, and those deposited with the Government of Newfoundland, amounting to \$25,000) have been examined and compared with the books of the Association and are correct and correspond with the schedules and ledgers.

The bank balances and cash are certified as correct.

W. R. HARRIS,

WM. E. WATSON, F.C.A.,

Auditors.

Toronto, February 27th, 1896.

The retiring Board of Directors were all re-elected, and a meeting of the new Board was held immediately after the annual meeting adjourned. Sir W. P. Howland, C.B., K.C.M.G., was re-elected President, and Messrs. Edward Hooper and W. H. Beatty, Vice-Presidents.

CANADIAN VS. ENGLISH SALT.

Ten years ago Mr. C. R. Cooper established the Toronto Salt Works, with the intention of bringing the value of Canadian salt, for meat curing purposes, more forcibly before the packers of Toronto and vicinity, and to exclude the English salt almost entirely used at that time. Then the amount of Canadian salt used in Toronto packing houses was about 1,000 sacks per season, while of the imported salt about 20,000 sacks were used. The persistency and success with which Mr. Cooper upheld his faith in the Canadian salt is shown by the fact that, during the season of 1895-6, the entire supply of packers' salt in Toronto has been supplied by the Toronto Salt Works, and has given such satisfaction that, within the past week, they have closed contracts with two Toronto firms for their next season's supply, of about 15,000 sacks of salt. The Toronto Salt Works evidently believes in "Canada for Canadians."

The Boston Board of Police Commissioners has decided to raise the price of liquor licenses for the coming year. The increase comes on the innholders of class A, who will be taxed \$2,000, instead of \$1,900; on the retail dealers of the first class (those who sell over the bar), who will be taxed \$1,900 instead of \$1,000, and on the grocers, whose licenses will be assessed at \$600 instead of \$300.

"There Are Others" —

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



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

KNOX'S EGG PRESERVER

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

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

Also Agents for KNOX'S SPARKLING CALVES FOOT GELATINE.

IT'S ONLY A MATTER OF OPINION

Of course, about your own personal likes and dislikes, but universal opinion comes very near being positive proof. It's only a matter of universal opinion on which we base our statement that the quality of both our foreign and domestic goods is unexcelled—that the advantages to the trade of dealing with us has always been proven by a trial—that the consumer in asking for these goods will get only the best for home and table use. One trial by the trade—one trial by the consumer, can only result in permanent use of these articles.

A Home Record

Has been made with our own products. We stake our reputation on the purity and strength of our

CROWN BRAND FLAVORING EXTRACTS

in all flavors. Forty different fruits and spices, in all sizes from 1-oz. to demijohns. The marvelous increase in the demand for these extracts is a positive proof of their superior quality.

Used throughout Canada.

A Canadian Record

Has been established by the great increase in the demand throughout Canada for

Carr & Co.'s Biscuits

Only a year ago these goods were hardly known in Canada—now they are well and favorably known from Halifax to Vancouver. Especially choice is the "Cafe Noir." We make prices right to the trade which makes right prices to the consumer.

A World's Record

Has been made in match making, match selling and match quality by

Bryant & May's Matches

The name stands for superiority—the immense sale proves that. "Safety" and "Tiger" for household use, Wax Vestas for smokers. There is no delay in filling orders—large stock on hand—can ship them promptly.

Sole Agents for Canada

ROBERT GREIG & Co.

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Fancy Groceries

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

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

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



◆◆◆

Turner, Mackeand & Co.

Wholesale Grocers,
WINNIPEG



ALWAYS UNIFORM

THOROUGHLY TESTED IN EVERY WAY

Snow Drift Baking Powder

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

The Snow Drift Co., Brantford, Ont.



Office and Works: **Wallaceburg, Ont.**

The Sydenham Glass Co. Ltd.

Manufacturers of **WALLACEBURG, ONT.**

FRUIT JARS

BRANDS: The Winner, The Best, The Beaver

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

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THE DRIED APPLE SITUATION.

MARKETS often go by the rule of contrary: If everybody looks for them to go in this direction they frequently go in that. This has been about the case with the market for dried apples.

Last summer and fall, when people were counting on a greatly diminished crop of apples in Canada, there was a great conserving of apples for drying purposes, it being anticipated that good prices would rule for both dried and green apples. In pursuance of this belief, holders of dried apples got big in their ideas as to price; and many sales that might have been made for export were precluded on account thereof. Five and a half cents per pound f.o.b. point of shipment was commonly asked, and in many instances it was paid by wholesalers.

But the crop of apples in Canada was not nearly so small as expected, while other influences contributed to destroy the hopes of those who were looking for big prices for dried apples.

In the first place, the export demand did not materialize as well as formerly. More than one cause contributed to that. Europe for instance, had a large crop of apples. But probably the greatest factor was the enormous yield of apples in the United States.

Dried apples, the product of the United States, are, as a rule, inferior in quality to the Canadian article, and consequently, the price obtaining for them on the European market lower.

What has hitherto been the rule is this year the exception: The quality of the United States product has been generally better than the Canadian. The reason for this change is that the apples produced in the latter country last year were better in quality as well as larger in quantity than in previous years, and this fact was reflected in the dried article.

The reason why the average quality of dried apples in Canada was not up to the

standard of other years is this: Under normal conditions, the greater and the better proportion of the stock comes from Western Ontario. One exporter in Toronto informs THE CANADIAN GROCER that where formerly he obtained 90 per cent. of his fruit in Western Ontario, he this season received only about 10 per cent. therefrom, the 90 per cent. being secured from Eastern Ontario. This explains the depreciation in the average quality: The quality of that produced from the west was about as good as usual. And, although the fruit obtained from the east was sweet and even in color superior to the average United States product, it lacked uniformity in size, an evil indeed in the sight of the consumer in Europe. The preponderance of small cuts in the samples obtained from the east is most marked. And exporters ascribe to this the chief cause of the diminished export trade. The quality is all right for local consumption, but there is other trade to cater for besides that. The export trade in dried apples has grown wonderfully during the last few years, as this table shows:

	Lbs.	Value.
1891	800,650	\$ 49,029
1892	256,729	14,392
1893	3,476,837	199,699
1894	1,429,846	68,924
1895	4,176,950	250,320

This represents an increase of over 400 per cent. for the five years. The chief consumers of our dried apples are Germany, the United States and Great Britain, these countries last year taking 2,120,267 pounds, 1,063,962 pounds and 568,347 pounds respectively. In 1891 Great Britain took but 67,168 pounds, Germany 47,716 pounds and the United States 611,475 pounds.

It has been asserted by some that one of the causes of the present lack of demand for dried apples is the competition of California dried and evaporated fruit. The assertion no doubt applies to domestic evaporated apples, but scarcely to the dried article.

The great bulk of the home demand for dried apples is on lumber trade account. And the reason is that this fruit acts as a corrective upon the pork that is the staple article of every lumber camp. Now in the first place the California fruits do not contain acid properties to the extent that do apples. Consequently they are not as desirable as a corrective, while the cheapest of them is about 50 per cent. dearer than dried apples, which, in itself, would effectually preclude the possibility of taking the place of the latter in the lumber camps in Canada.

A NEW TEA FIRM.

G. F. & J. Galt have opened a new tea warehouse at No. 42 Scott street, Toronto, one door south of the late Samson, Kennedy & Co.'s premises. The Messrs. Galt will carry a full line of Indian and Ceylon teas, and intend to pack tea for the trade. The warerooms are spacious and well-lighted.

THAT SYRUP TARIFF.

IN spite of the high duty on syrups, several lots of American syrup have been arriving on the Toronto market during the last few weeks.

The greater part of them appear to have been syrups that cost about 15c. per gallon in New York. As the duty on syrups is 10½c. per gallon, the amount the importers had to pay into the Customs was about 67 per cent. Besides this there is the freight, which is 3c. per gallon more, making in all an increase of over 86 per cent. on the first cost. Yet in spite of this fact the cost was slightly lower than would have been the case had the same quality of syrup been bought in Canada.

But the rate of duty is all the more grievous because, notwithstanding the excessive protection they enjoy, the Canadian refineries cannot or will not make these lower grade of syrups, the consumptive demand for which in this country is large, especially for the lumber camps and the poorer class of citizens.

Being a staple article, the trade must of necessity supply the demand for it which usually develops about this time of the year. And as they could not get the syrup in Canada they had no other alternative but to go where they could get it.

The refineries have said that it is altogether a question as to price whether or no they could supply the dark syrups demanded. "Pay the price," is in effect what they say, "and we will make the dark syrups." Surely this is an untenable argument. What figure indeed would they stipulate in order that they could be induced to make the desired dark syrups?

The addition to the price of the New York article by the time it reaches Toronto is over 86 per cent. to the f.o.b. price, and yet the domestic refineries do not come upon the market. On some of the still lower grades, and grades suitable for this market, the duty is still higher. When prices were lower than they are now the duty sometimes nearly touched the 100 per cent mark.

If this means anything, it means that the price which would induce the Canadian refineries to make and supply dark syrups would be past all reason. The fact of the matter is, they do not intend to make dark syrups. And because of this fact the importers are compelled to pay an unreasonable rate of duty for something which is not produced in the country.

THE CANADIAN GROCER has yet to hear one word of objection against the duty as it bears upon bright syrups. In the first place, bright syrups are made in Canada, and in the second place, the duty on the bright syrups is not so heavy as on the dark, being specific. We may take it for granted, then, that the duty on bright

syrups is satisfactory. But that is no extenuation for the duty on the dark article, which is so generally used in the lumber camp, on the farm, and by a large mass of people in other avocations.

The Government ought not to let the present session pass before devising some measure of relief.

THE DUTY ON WINE PACKAGES.

The 20 per cent. duty on wine packages again occupied the attention of the Montreal Chamber of Commerce on Friday last. A letter to Sir Charles Tupper from one of the largest wine importers was read, and it was shown by the records of the Council that the Honorable Minister of Commerce had been petitioned on the 6th November last to ask the Government to remove such duty, it being deemed very detrimental to the importers. It was resolved to again lay the matter before the Government, and to ask one of the members of the House of Commons to put a straight question in Parliament about the matter, if it should prove necessary; the Council thinking that this matter should have received the Government's attention long before this.

MEDITERRANEAN FRUIT.

The indications at present point to a large turnover of Mediterranean fruit, direct shipment, at Montreal this spring.

Advices received on Friday last, stated that 103,000 boxes of lemons alone had been contracted at Messina, and that 40,000 of these had been purchased in advance, laid down Montreal.

The three steamers in question, the Flambrò, Fremona, and Bellona, have to call at several other ports in Italy and Spain for oranges, etc., so the presumption is for heavy sales of fruit this spring.

AN ARBITRATION PROPOSITION.

Secretary Hadrill, of the Montreal Board of Trade, has received a communication from the London, Eng., Chamber of Arbitration that will be interesting to importers and exporters generally throughout the Dominion.

Owing to the good understanding that exists between traders in Canada and those in Great Britain the necessity for arbitration does not often arise. Still it is a necessity at times, and the London Chamber wishes to be useful in this connection.

After citing some of the cases which it has adjudicated, it suggests that the Board, if it is satisfied that matters are all right, advise its members that in the case of all contracts a clause be inserted providing that business difficulties which may arise shall be dealt with by the London Chamber of Arbitration.

CANADA ACCORDS TARIFF FAVORS TO SPAIN.

AN Order-in-Council was passed by the Dominion Government on Tuesday admitting Spain to the advantages conceded to France under the French Treaty.

The treaty, which, it will be remembered, went into force in October last by proclamation of the Governor-General, provided that French goods entering Canada should enjoy the following advantages:

1. Non-sparkling wines gauging 15 deg. by the centesimal alcoholometer or less; or, according to the Canadian system of testing, containing 26 per cent. or less of alcohol; and all sparkling wines shall be exempted from the surtaxe or ad valorem duty of 30 per cent.
2. The present duty charged on common soaps, savons de Marseille (Castile soap), shall be reduced by one-half.
3. The present duty charged on nuts, almonds, prunes and plums shall be reduced by one-third.

It will be furthermore remembered that, at the solicitation of Great Britain, who had refused her assent to the bill until such had been done, the Dominion Parliament passed a bill extending to Great Britain and her colonies; and all foreign countries having favored nation treaties with her the same advantages as accorded to France.

The countries at that time, outside of Great Britain and her several colonies and dependencies, which, with France, were entitled to share in the lower tariff were: Argentine, Austria-Hungary, Belgium, Bolivia, Chili, Columbia, Costa Rica, German Zollverein, Muscat, Russia, Salvador, Sweden and Norway, Uruguay. There were others whose right was not so clearly defined. Now Spain has been added to the list.

Spain is not in the position of some of the favored-treaty nations that already have the privilege of the lower Canadian tariff, but which cannot, or do not, do business with us in the particular articles specified in the French treaty: She already supplies us with goods in these particular lines.

Wines, testing less than 26 per cent., she last year sold us to the extent of 97,343 gallons, valued at \$33,618. All the champagne we took was only valued at \$56. Our imports of nuts from Spain were 271,434 pounds, valued at \$24,305. We also took a few prunes—5,720 pounds, valued at \$140. The total value of all goods taken from Spain, which will now have the advantage of the lower tariff, was \$58,119.

With the provisions of the French treaty extended to Spain we may naturally look for an increase in the importation of such articles as are affected by it. Wines, for instance, not above the stipulated test, will come in on payment of 25c. per gallon, instead of 25c. per gallon and 30 per cent. The ad valorem of 30 per cent. is also removed from champagne and sparkling wines. Then prunes will pay 3/4c. per lb., instead of 1c. as formerly. Tarragona almonds and peccans will contribute 2c. per lb. to the Do-

minion Treasury instead of 3c., and shelled almonds 3 1/2c. per lb. instead of 5c.

The total duty paid last year by Spanish goods which will now be entitled to the lower tariff was \$9,313 28, of which \$3,950 70 was in shelled almonds and \$4,298.79 on unshelled almonds.

THE APPLE TRADE.

The apple market in England has ruled a little better during the past week, but there are not many going forward just now.

For the week ending Wednesday, 18th inst., the shipments from Canadian and United States ports were: Portland to Liverpool, 3,882 barrels; New York to Liverpool, 203 barrels; Halifax to Liverpool, 1,588 barrels; Halifax to London, 8,055 barrels; New York to London, 519 barrels; New York to Glasgow, 552 barrels. On Thursday, the 19th, there were shipped from Portland to Liverpool 2,638 barrels, and from Boston to Liverpool 126 barrels.

The Toronto market has during the past week experienced a good demand for apples, and, as receipts have been almost nil on account of the snow blockade, there is a firmer feeling in regard to prices. A liberal supply is, however, anticipated in the course of a few days.

A ST. JOHN DELEGATION.

St. John, N. B., is not going to be behind Halifax in the matter of securing attention to her merits as a winter port. On Tuesday last Montreal was visited by a large delegation from the lumber city who came up to confer with the Executive of the two big railway companies and make representations to them.

Mayor Geo. Robinson headed the delegation, which was composed of Aldermen Wm. Christie, Thos. Mudge, J. M. McRobie, Jno. McGoldrick, S. E. Blizard and D. J. M. Campbell, also H. P. Timmerman, and J. A. Christie and J. Douglas Hagen, M. P.'s.

Besides waiting on the railway people the gentlemen paid a visit to the Board of Trade.

LOOKS AFTER THE CHILDREN.

I make it my business, said a grocer to a representative of Retail Grocers' Advocate, to wrap all the change (if a child is sent to my store) in a piece of paper, thereby avoiding losses of pennies, or small or large pieces of silver coin. I have the goodwill of the parents, as they are certain of receiving the right change, and they will prefer to send their children to my store.

A store to which children have been accustomed to go will be patronized by them when they grow older, get married and have a family, providing they remain in the neighborhood.

THE CHEESE OUTLOOK.

THE unusual depression in the price of cheese this spring is becoming a serious problem as the period approaches for the opening of the new season.

Never in the recollection of the oldest members of the export trade in Montreal has cheese previously exhibited the depression prevailing at present. Their disappointment is all the greater, inasmuch as they confidently expected an entirely different result.

When the year opened it was believed that there would be a healthy brisk wind-up for the output of 1895. The price was considered cheap, being fully 2c. below that for the same period last year, the stocks declared in Great Britain on the first of the year much lighter than in 1895, and the stock in Canada comparatively moderate. Despite all these influences, however, prices stubbornly refused to mend. On the contrary, they have sagged off until they are now 3c. below the level usual to this time of the year.

A variety of causes have contributed to this result. Large importations of provisions, beef, mutton, and other articles into Great Britain during the last six months have been a strong influence, the drought in Australia necessitating the slaughter and shipment of sheep from that colony for anything that they would fetch. The competition of New Zealand in cheese itself has been another potent factor, for it sent to the London market since the opening of the year 13,440 crates of cheese, against 11,230 in 1895; and that it will send more every spring the figures of previous years clearly show, its exports in 1892 being only 2,426 crates for the spring months, there being a steady increase each successive spring since then. This, added to our exports and the stock carried over from last season, overstocked the market. Besides, the absence of demand led to holders on this side consigning largely, fully 80,000 boxes having been sent from Montreal on this account during the last month.

This flood of goods places the British buyer in an independent mood. He has enough to supply him for the time being, and, with the heavy consignments from this side in mind, believes that more goods will be sent forward and that he will get them at his own price.

This glut in the chief consuming market has led the trade in Montreal to a serious consideration of the advisability of restricting or totally preventing the manufacture of fodder cheese this spring. There is a natural distaste to spring fodder cheese in England. It also competes at this time of the year with the best Australian cheese, and just at the time when the Canadian dairymen are about commencing to market their grass make.

The production of a quantity of undesirable fodder cheese this spring is certain,

with conditions as they are, to result in an abnormally low price for Canadian cheese.

To speak plainly, the dairymen, if they do make it, will have to take 5c. or less, and it is a question whether it would not pay them better to leave fodder goods alone and manufacture butter. At present ruling prices in London, the latter would certainly pay them best.

PRODUCE RECEIPTS.

The other week the Grand Trunk Railway ceased posting the receipts of produce daily at the Montreal Board of Trade. The officials did not give any explanation for this action, and as the figures are valuable to jobbers and provision and produce dealers, the Board of Trade Council were asked to take up the matter. They have accordingly written to General Manager Hays asking if the posting of the figures cannot be continued as heretofore.

FILLED CHEESE.

A Washington despatch says: The subcommittee of the House Ways and Means Committee, having in charge the many bills relating to "filled cheese," have agreed on a substitute bill therefor, "defining cheese and imposing a tax upon and regulating the manufacture, sale and exportation of filled cheese." It defines "cheese" as the food product known as cheese, which is made from milk or cream and without the addition of oils, fats, vegetable or other foreign matter. Substitutes for this article are to be known as "filled cheese," upon which special taxes are imposed as follows:

Manufacturers to pay \$400 per annum for each factory operated; wholesale dealers, \$250 per annum, and retail dealers, \$50 per annum.

"Filled cheese" is to be branded as such, and failure to do so is made punishable by a fine of \$500 and imprisonment for one year. This is the first attempt at national legislation on the subject, and the bill is broader than the oleomargarine law, in that it imposes a tax of one cent per pound on all filled cheese exported. This tax is to be paid by the manufacturer. The passage of the bill has been urged by dairymen from all sections of the country, especially those in the north and west, who claim that the "filled cheese" business is ruining the legitimate dairy business.

HAS ONE OF THE BEST STORES.

J. G. Reiner, of Wellesley Village, the old and reliable general storekeeper of Waterloo County, has just repainted and renovated his store and offices, and with his genial clerks, has one of the most attractive stores in the county to-day.

"REMINDERS" FOR DEBTORS.

SOME time since The Grocery World recommended the sending out of monthly statements to debtors. Very often grocers will allow the purchases of several months to accumulate before even one bill is sent. In many cases money could be collected much earlier if the debtor was apprised through the medium of a monthly statement how the amount was growing.

A retail dealer of Scottdale, Pa., testifies that the idea of sending out periodical statements is a valuable plan. With every bill he sends out is included a "reminder," and these, continually rubbed in, usually secure the payment of the account much earlier than would have otherwise been the case.

Following is the method used by the merchant named: First comes the statement, then the "reminders" in their order:

STATEMENT OF ACCOUNT.

In case of error return this bill for correction.

Of all the sad and doleful words
That mankind ever writ,
There are no sadder ones to write
Than these two—Please remit.

First Reminder.—An early settlement of this account, with your further esteemed orders, will greatly oblige.

Second Reminder.—This account has apparently escaped your personal attention.

Kindly oblige by an early settlement.

Third Reminder.—This account being much overdue, a prompt remittance for same is requested.

Fourth Reminder.—The large percentage of charge which repeated applications for small sums entails will, we trust, be sufficient reason for our respectful request for prompt remittance on receipt of annexed account.—Grocery World.

COSTA RICA DEPARTMENT STORE.

Mr. Delgado, the Consul at this port from Costa Rica, informed a representative of this journal yesterday that a company, the Sociedad Mercantil, had been formed in San Jose, the capital, for the purpose of erecting a large department store. The concern has a capital of \$300,000. There will be separate departments for men and women, which will be in charge of male and female clerks respectively. The employment of women in stores at that place, he said, was a new departure.

The Consul also said that he doubted the report of the burning of the Custom House at San Jose, as it was a fire-proof building. He thought it more likely that only some of the merchandise in the building was destroyed.—N.Y. Journal of Commerce.

TICKETS FOR TRAVELERS.

The Scientific Varnish Co., of Toronto, are offering any traveler who sells twenty-five gross of Scientific Stove Enamel before August 1, a family ticket for the Niagara boats or a ticket for the Hamilton boats if fifteen gross are sold.

DISSATISFIED APPLE SHIPPERS.

SOME of our apple shippers are complaining bitterly, and with just cause, of the treatment they have received of late from certain steamship people. On one steamer alone shippers lost \$10,000, owing mainly to the condition in which the fruit was landed. The state of the market was fairly good, and the apples were in first-class condition when shipped at Halifax. But the boat was overloaded, had little or no ventilation, and sank so deeply in the water that the hatches had to be battened down to prevent the waves, which broke over her, from getting in. Then she was nearly three weeks in making the voyage, and as a result of such conditions the apples were partly cooked on the way, and did not sell for much more than enough to pay the freight. On a good part of the cargo shippers lost about two dollars a barrel, and on none of it less than one dollar per barrel. The same steamer, we are informed, spoiled a cargo of oranges the last trip she made previous to this one. There surely ought to be some remedy against the owners of such a boat. They assuredly know she is not fit to carry fruit, and it is little short of fraudulent to represent her as being suitable for that trade.

Again, a good many of our shippers are beginning to become a little suspicious of the treatment they receive from certain

commission houses in London, and a project is now on foot to send a trustworthy man to the other side next season to superintend, or at least to be present at, all auction sales. These commission houses profess to ask but five per cent. commission as their remuneration, while they give back to the shipping agent a return commission of one per cent. in all cases, and in some as high as two and a half per cent. In addition to this several houses employ general agents in this province to whom they pay a straight salary of from \$1,000 to \$1,200 a year. What our shippers are asking is this: Are all these expenses paid out of the five per cent. commission which these houses profess to charge?

It is more than probable, we learn, that some different arrangement will be made before another season's crop is shipped. The conditions could not be much more unsatisfactory than they have been to our shippers this year.—Bridgetown (N.S.) Monitor.

SALTED ALMONDS.

To prepare salted almonds, blanch them by pouring boiling water over them and rubbing the brown skin off with a rough cloth. When they are blanched and quite dry measure them, and over each cupful of nuts pour a table-spoonful of the best olive oil. Let them stand for an hour, and then sprinkle a table-spoonful of salt over each cupful, mixing it thoroughly. Spread them out on a flat tin pan, and put them in a not-too-hot oven until they have become a delicate brown.

THE CANADIAN HORSE SHOW.

The second annual Canadian Horse Show will be held in the Toronto Armories on Wednesday, Thursday, Friday and Saturday, April 15th, 16th, 17th and 18th. Last year, when the Show was first inaugurated, its success was so pronounced that this season the interest and enthusiasm which the event is arousing throughout the country is well warranted. The Horse Show appeals to all classes, from the wealthy merchant prince, with a superlative pair of carriage horses, to the small farmer who possesses a likely colt, the product of a thoroughbred and one of his farm mares. In Dublin and New York, Horse Show week is now the greatest week of the whole season, and these annual gatherings are great incentives to business. Such the gentlemen who founded it hope the Canadian Horse Show will become to Toronto and Canada, and Horse Show week this year promises to be an active period for the city's business men and their friends and customers from the country. It is enterprises of this kind that the business community should encourage, as the experience of the Industrial Exhibition proves. Intending exhibitors are reminded that entries close on Saturday, April 4th, and should be addressed to Henry Wade, Parliament Buildings, Toronto. Boxes will be sold by auction at Hyslop's Bicycle Emporium, 14 King street east, on Tuesday, April 7th. The chairman of the committee is Mr. Robert Davies, and the secretaries are Stewart Houston, 18 Toronto street, and Henry Wade.

**Quality—Not Quantity**

Is the important point in building up health and a successful business. . . .

IT'S NOT HOW CHEAP BUT HOW GOOD

That is the reason we prefer to direct your attention to goods of undoubted merit.

"Butler's" 3-Crown California Loose Muscatels, 50-lb. Boxes
 "Dufour" Imperial Plums, 25-lb. Boxes
 Unicorn Austrian Prunes, 56-lb. Boxes
 Choicest Patras Currants in Cases
 Choice California Yellow Peaches in Bags and Boxes
 Extra California Yellow Peaches in Bags

These are lines that will please your customers and show you a profit.

W. H. GILLARD & CO., WHOLESALERS ONLY, **HAMILTON, ONT.**

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

GROCERIES.

THE snow storm of last week knocked business endways. Some of the houses did not see one of their travelers on Saturday, they being corralled in a snow bank or some out-of-the-way railway station or backwoods village. During the last few days there has been a slight recovery, but trade still lacks life. A little better business is being done in sugar, some carload lots of which have changed hands on country account. The usual spring demand for foreign dried fruits shows some signs of developing. Canned goods are still in moderate demand only. Syrups of low grade are in demand, but there are practically none on the market. Demand for molasses is also fair. Teas are quiet and without special feature. Further improvement is to be noted in the demand for foreign green fruit. Payments show little or no improvement.

CANNED GOODS.

The situation is much the same as a week ago, scarcely any business passing outside tomatoes and peas. Canned fruits are neglected. Prices remain much as before. We hear of a few offerings of tomatoes by packers at 80c. We quote as follows: Tomatoes, 80 to 90c.; corn, 70 to 80c.; peas, 95c. for ordinary; sifted select, \$1.10; extra sifted, \$1.45 to \$1.50; peaches, \$2.90 to \$3 for 3's, \$1.90 to \$2 for 2's; raspberries, \$1.40 to \$2.00; strawberries, \$1.80 to \$2.45, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 85 to 90c.; gallons, \$1.90 to 2.25; salmon, "Horseshoe," \$1.35 to \$1.40; "Maple Leaf," \$1.35; "Lion," \$1.35 to \$1.40; Lowe Inlet, \$1.27 to \$1.30, in tall tins; cohoes, \$1.10 to \$1.20; canned mackerel, \$1.10 to \$1.20; lobsters, \$1.80 to \$2.10, for tall tins; flats, \$2.35 to \$2.65; half tins, \$1.45 to \$1.50; Canadian canned beef, 1's, \$1.35 to \$1.45; 2's, \$2.25 to \$2.35; 6's, 7.50 to \$8; 14's, \$15 to \$16.50.

COFFEE.

Business continues to be moderate and devoid of special feature. We quote: green in bags: Rio, 18c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 25c.

SYRUPS.

There is a fair demand for low-grade syrups at a price, but there are practically none of these to be had. Several lots of American bright and medium syrups are arriving in spite of the high duty. We quote: Dark, 30 to 32c.; medium, 33 to 35c.; light, 40 to 42c.

MOLASSES.

The demand is fair. The primary markets are firm. We quote: New Orleans, barrels, 28 to 35c.; half-barrels, 30 to 35c.; Barbadoes, barrels, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

Both the refineries and the wholesalers report a slightly improved trade, a few more

orders for carload lots having been received from the country. The raw markets are strong and the receipts from Cuba continue very small compared with previous seasons. As soon as the country roads in Canada open up and the demand for sugar improves, a further appreciation in the price of domestic sugar is looked for by both refiners and wholesalers. The refiners will not shade prices under any consideration. Wholesalers' quotations are: Granulated, 4¾ to 4¾c.; yellows, 3¾c. up.

SPICES.

Trade remains much about the same as a week ago. We quote: Pure black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; ditto, best, 28 to 30c. per lb.; allspice, 14 to 18c.

RICE.

Business is quiet, with 3½ to 3¾c. still the ruling price.

NUTS.

Business is quiet and the market featureless. We quote as follows: Brazil nuts, 14 to 15c.; Sicily shelled almonds, 25 to 26c.; Tarragona almonds, 14 to 14½c.; peanuts, 10 to 12c. for roasted, and 7 to 10c. for green; coconuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12 to 12½c. Marbot walnuts, 11 to 12c.; Bordeaux walnuts, 9c.; Sicily filberts, 8 to 10c. for sacks and 10½ to 11c. for small lots; pecans, 10½ to 11c.

TEAS.

The tea trade has ruled quiet. The only movement has been in Indian and Ceylon growths, and a few parcels of Young Hysons for price. Japan teas are unsought for. We quote ruling prices to retailers: Young Hyson, 12 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

DRIED FRUITS.

The consumption of currants is increasing every day, and the demand is now fair. We quote as follows: Provincials, 3¾ to 4c. in bbls.; fine Filatras, in bbls., 4¾ to 4¾c.; do, half-bbls., 4¾ to 4¾c.; ditto, half-cases, 4¾ to 5c.; Casalinas, cases, 5 to 5¼c.; Vostizzas, cases, 6 to 6½c.; ditto, half-cases, 6½ to 6¾c.; ditto, extra fine, 6¾ to 7¼c.; ditto, half-cases, 7¼ to 7½c.; Panaretas, in cases, 9c.

Valencia raisins are quiet, but an improvement will soon be in order. We quote: Off-stalk 4½ to 4¾c.; fine off-stalk, 5 to 5¼c.; selected, 6 to 6¼c., and layers, 6¼c.

The past week has witnessed a much better demand for California dried and evaporated fruits, particularly in prunes and peaches. The latter have advanced about ¼c. on the Coast on the lower grades, recent heavy frosts having materially injured the prospect of the coming crop. Stocks in the hands of growers are light. It is said that but seven carloads of Chinese peaches are in the hands

of growers to-day. Three-crown loose muscatel raisins are getting firmer, and some of the large shippers on the Coast have not been able to keep up with their orders. Egg plums are also getting exhausted. The wholesale trade reports an increasing demand for California goods. We quote: Apricots, 8 to 14c.; peaches, 6½ to 8½c., in bags, and ½c. per lb. more in boxes; pears, 8 to 10c.; plums, 6½c. for unpitted, and 9½ to 10½c. pitted; nectarines, 9½ to 10½c.; loose muscatels, 4½ to 6½c. per lb.

Prunes are in fairly good demand, especially the lower and medium grades, at from 3½c. per lb. in barrels and 5½ to 6c. in cases. Those of Californian growth are receiving nearly all the attention, although quite a few cheap Bohemia prunes are going out. We quote: Bosnias, "Sphinx" brand, "A," 65 to lb. 9c.; "B," 75 to lb. 7¾c., "U," 102 to lb., 6½ to 6¾c.; California prunes, 40-50, 9 to 10c. per lb.; 50-60, 8½ to 9½c. per lb.; 60-70, 8 to 9c.; 70-80, 8 to 8½c. per lb.; 80-90, 7¾ to 7½c.; 90-100, 6½ to 7c.; 110-120, 5½ to 6c.; Bohemian, 3½ to 4c.; French, 5½ to 6½c.

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

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

Dates still rule quiet at 4½ to 5½c.

GREEN FRUIT.

A still stronger feeling has developed in oranges of all kinds. Valencias have advanced in Liverpool, and in Boston and New York there has been an appreciation of 25 to 50c. per box. The demand here is steady, more particularly for Valencias and Mesinas. Lemons are in good demand, and with the advent of warm weather higher prices are looked for. The spring trade in bananas is showing signs of developing, there having been quite an improvement during the week. Prices are steady and unchanged. Spanish onions on the local market are pretty well cleaned out.

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There has been a good demand for apples on the local market during the past week, and prices are firmer on account of lighter receipts; the snow-storm having almost cut off supplies. The English market is a little better, but there are not many going forward. We quote: Lemons—Messina, \$2.50 to \$3.50 for 360's and 300's per box. Oranges—California navels, 350 to \$4.75, according to size; ditto seedlings, \$3.25 to \$3.50; Valencias, 420's, \$6 to \$6.25; Jumbo's, 420's, \$6.75 to \$7; ditto, 714's, \$6.75 to \$7; Seville's, \$2.75 to \$3 per box; Messinas, half-boxes, \$2 to \$2.50; ditto, boxes, \$3.75 to \$4.25. Bananas, \$1.25 to \$1.75; cocoanuts, \$3.50 to \$4 a sack; apples, Spies, \$3 to \$3.50, Baldwin's, \$2.50 to \$2.75, greenings, \$2.25 to \$2.50 a barrel; Russets, \$1.75 to \$2.50; Malaga grapes, \$5 to \$7 per keg; domestic onions, 60 to 65c. per bag; Spanish onions, 75c. per small crate; pineapples, 25 to 35c.; sweet potatoes, \$3 to \$3.25 per bbl.; cranberries, \$5 to \$8 per bbl., and \$2.50 to \$3 per case, according to quality.

BUTTER AND CHEESE.

BUTTER—The storm last week practically shut off Toronto receipts of butter, and as the demand was good there was not enough to supply the demand. Receipts are better this week, but still there is not enough good butter to supply the demand. Prices are as a rule higher all round. In creamery butter, the demand is chiefly for pounds prints. There is a shortage of creamery tubs. We quote: Early summer dairy store packed, 8 to 10c.; good to choice fresh packed, 15 to 16c.; large rolls, fresh, 16½ to 17½c.; dairy pound prints, 18 to 19c. Fresh creamery—Tubs, 21 to 22c.; do., pound prints, 23 to 24c.

CHEESE—The market is quiet at 9 to 9½c.

for late makes, and 8½c. for early makes. The export demand is nil.

COUNTRY PRODUCE.

BEANS—Business is light, with 90c. to \$1 still the ruling prices.

DRIED APPLES—There have been some offerings at 3¼c. f.o.b. outside points, and we hear of a carload changing hands at that figure. The jobbing price is nominal at 3¼ to 4c. per lb.

EVAPORATED APPLES—The market is still dull, with the jobbing price still 6½ to 7c.

EGGS—In the absence of receipts on Saturday last the market was cleaned up, and prices advanced ¼c. or more. Tuesday, however, brought in liberal supplies, and the market is now easy at 13 to 13½c. for new laid.

HONEY—The market is bare of comb honey. There is not much demand for any kind however. We quote: Strained, clover, 9 to 10c.; dark, 4½ to 5c.; comb, clover, \$1.80 per dozen; dark, 80c. per dozen.

POULTRY—There is a good demand for light turkeys, but heavy are not much wanted. Receipts continue light. We quote: Turkeys, 9 to 12c.; geese, 7 to 8c.; chickens, 40 to 60c.; ducks, 60 to 90c.

POTATOES—Are a little scarce, and in consequence prices are a little higher; 20c. is now the idea for carload lots on the track and 25 to 30c. per bag out of store.

MAPLE SYRUP—There is not much doing. We quote old as before: Syrup, small packages, 90c. to \$1; ditto, 5 gallon tins, 80c.; sugar, 10c. per lb.

PROVISIONS AND DRESSED HOGS.

The home demand for provisions is good at unchanged prices. Deliveries of dressed hogs have been light, and prices are higher. For choice weights of 110 to 150 lbs., \$4.65 to \$4.75 is being paid, and for anything above, 25c. less.

DRY SALTED MEATS—Long clear bacon, 6½c. for carload lots, and 6¼ to 7c. for small lots; backs, 8c.

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

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

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

FISH AND OYSTERS.

Business is still limited, and prices are unchanged. We quote oysters: Standards at \$1.30 to \$1.35, and selects \$1.70. Fish are quoted as follows: Skinned and boned codfish, 6½c.; boneless fish, 3½ to 4c.; haddock, 5 to 6c.; Labrador herring, \$3.25 to \$3.50 half barrel and \$5.50 to \$5.75 per barrel; Newfoundland herring, \$2.50 per half barrel, and \$4.50 to \$4.75 per barrel; fresh water salt herring, \$3 per barrel; blue-back herring, 4c.; pike, 6 to 7c. per lb.; flitched cod, 5c.; finnan haddies, 7c.; Digby herring, in bundles of 5 boxes, 11c.; ditto, lengthwise, 10c.; large halibut, 12 to 15c.; Restigouche salmon, 20 to 25c.; British Columbia salmon, 14 to 15c.; mack-

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

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FROZEN SEA HERRING
" **CODFISH**
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Also full line pure Boneless Cod, Finnan Haddies, etc. Write us for prices.

LEONARD BROTHERS
MONTREAL.

Fresh Arrivals

FANCY NAVEL ORANGES
FANCY MESSINA ORANGES

SPECIAL

We can suit you in

Bananas

CLEMES BROS., TORONTO

erel, 20 to 25c.; steak cod, 6½ to 7c.; haddock, 5c.; black bass, 9 to 10½c.; white fish, 7c.; salmon trout, 7c.; Lake Superior whitefish, 7½c.; Lake Winnipeg whitefish, 7 to 7½c.

SALT.

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

SEEDS.

The snow blockade, together with the general backward condition of the country, which has interfered with seeding, has caused business to be of a limited character indeed. Present values at outside points range from \$4.65 to \$4.80 for red clover, and \$3 to \$4.25 for alsike. Timothy, which is only being offered in limited quantities, is quoted at \$1.50 to \$2 at outside points. Jobbing prices for clean stock out of store range from \$4.95 to \$5.25 for red clover, \$1.95 to \$2.25 for timothy, and \$3.50 to \$5 for alsike.

HIDES, SKINS AND WOOL.

HIDES — Unchanged, with limited demand. Dealers pay 5c. for No. 1, 4c. for No. 2, 3c. for No. 3. Cured hides unchanged at 6c.

CALFSKINS—6c. for No. 1 and 5c. for No. 2. Sheepskins are firm at 90c. to \$1.

WOOL—Trade dull and prices unchanged. Fleece quoted at 21 to 22c., and rejections 17 to 18c. Pulled supers are 20 to 21c., and extras 22½ to 23c.

WHEAT, FLOUR, FEED, ETC.

WHEAT—Receipts are light. White is quoted at 81c., red at 79c., and goose at 61c.

BARLEY—There is very little coming forward, and the idea as to price is 38 to 41c.

OATS—Are easier at 27½ to 28c.

PEAS—Peas are nominally 56c.

FLOUR—The market is quiet and easier. We quote: Straight roller, \$3.60 to \$3.65, carload lots, Toronto freights, and \$3.75 to \$3.90 in job lots; Manitoba patents, \$4 to \$4.10 per bbl.; Ontario patents, \$3.80 to \$3.90 per bbl.; Manitoba strong bakers', \$3.75 to \$3.90.

BREAKFAST FOODS—Trade is quiet. We quote: Oatmeal, cornmeal and pot barley from 10 to 15c. lower; Standard oatmeal and rolled oats, \$3; rolled wheat, \$2.30 to \$2.4c in 100-lb. barrels; cornmeal, \$2.60 to \$2.75; split peas, \$3.25 to \$3.50; pot barley, \$3.25 to \$3.50.

BALED HAY—The market is dull. For car lots on the track here we quote: No. 1, \$14 to \$14.50; No. 2, \$13 to \$13.50.

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

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PETROLEUM.

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

MARKET NOTES.

Oranges are dearer.

Butter is slightly higher than it was a week ago.

Eggs are down to 13c.

The Toronto agent of a California dried fruit firm is now handling his eighteenth carload for the season.

The spring banana trade is beginning to open up.

The Toronto Salt Works has during the past week closed contracts with two Toronto firms for their next season's supply of about 15,000 sacks of salt.

QUEBEC MARKETS.

MONTREAL, March 26, 1896.

GROCERIES.

THE week has not developed any striking change in any of the leading staples, which, so far as spot values go, with few exceptions, stand precisely where they were a week ago. In sugar the fluctuations outside have not caused the slightest variation in local prices. Syrups are unchanged, but stocks of low grades are almost all cleaned up. Molasses continues unchanged, and importers still decline to show any hurry about contracting for spring supplies. The same disposition animates them with regard to May tea shipments, about which they manifest little anxiety. Coffee and spices continue unchanged, as do dried fruit and nuts, with the exception of dates, which rule rather firm. In green fruit oranges are scarce and higher, while canned goods are featureless. Fresh fish are inclined to heaviness under increasing receipts, and there is no important change to record either in produce or provisions.

SUGAR.

The refined sugar market continues quiet, and notwithstanding the firmness outside, the local market presents no change. Demand

both at the refineries and from jobbers' hands is quiet, as buyers don't appear to be at all anxious. In fact, the only appreciable change that refiners have noted during the week has been rather more enquiry for yellow sugars. In a jobbing way we quote granulated 4¾c., and yellows 3¾c to 4¾c.

SYRUPS.

Demand for syrup has been slow, but the market is very firm in its tone. Indeed, it would be difficult to get anything but ordinary low grade stock at present if a round lot was wanted, and we quote prices firm at 2¼ to 3c.

MOLASSES.

There has been no change in molasses, which we quote as before, while advices from primary markets fail to show anything new. We quote: Barbadoes, 36 to 37c.; Porto Rico, 34 to 35c., and New Orleans, 25c.

RICE.

There has been a limited demand for rice, and prices are quiet and firm. We quote: Japan standard, \$4.25 to \$4.40; crystal Japan, \$4.75 to \$5; standard B., \$3.45; English style, \$3.30; Patna, \$4.25 to \$5, and Carolina, \$6.50 to \$7.50.

SPICES.

There has been a fair enquiry for spices of all sorts, but no quotable change is to note; advices, however, from abroad on pepper are very strong both from Singapore and Holland. We quote: Pure black pepper, 10 to 12c.; pure white, 15 to 22c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; ditto, best, 28 to 30c. per lb.; allspice, 12 to 15c.

COFFEE.

There are few signs of an improving tone to the coffee market, demand for it being restricted to small lots of bag stock for actual wants. We quote: Maracibo, 19 to 21c.; Rio, 16½ to 20c.; Java, 28c.; Jamaica, 20c., and Mocha, 29 to 32c.

TEAS.

There is very little business reported in the tea market apart from a small distributing trade, while prices furnish no change of consequence. Japan dust is a scarce line here and seems to be wanted pretty badly at 5½ to 6c. We quote: Young Hysons, 10 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45 for high grades; China Congous, 11½ to 18c. for mediums, and 25 to 55c. for high grades; Japans, 12 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums and 30 to 65c. for high grades.

DRIED FRUIT.

The California raisin market furnishes some irregularity as to values. On the one hand, some jobbers assert that they are sellers of 4-crown at 6½c. and 3-crown 4¾c., but on the other it is remarked that prices are steady on the Coast. We quote: 4-crown, 6¼ to 6¾c.; 3-crown, 5¼ to 5½c., and 2-crown, 4½ to 5c.

Valencia raisins are getting into smaller compass every week, but the fact does not seem to affect the market which is essentially unchanged. We quote: Ordinary, 3¾ to 4¼c.; fine, 4½ to 5c., and selected, 5 to 5¾c., with layers 6 to 7c.

Sultanas are quiet in a jobbing way at 5¾ to 6c.

The currant market is steady with no new feature. We quote: Barrels, 4c.; half-barrels, 4¼c., and cases, 4½ to 5½c., as to grade.

Prunes are in moderate request at steady prices. We quote: French, 4 to 5½c.; Bosnia, 6 to 6½c., and California, 8 to 12c., as to grade.

The fig market is quiet, but steady, as follows: Bags, 4c.; ordinary boxes, 8½ to 9c., and fancy, 12 to 17c., as to brand.

Dates are not plentiful. We quote 4½ to 5c., as to grade, for new stock with other stock ranging down to 4c. and even below that figure.

NUTS.

The nut market is featureless and business dull. We quote: Grenoble walnuts, 11½ to 12½c.; fiberts, 7½ to 8c.; Tarragona almonds, 11½ to 12c.; pecans, 8 to 12c., and shelled walnuts, 15 to 19c.

CANNED GOODS.

Business in canned goods has been of moderate dimensions, and confined chiefly to fish and vegetables. Prices all round are steady. We quote as follows: Tomatoes, 75 to 85c.; corn, 75 to 85c.; peas, 95c. to \$1 for ordinary; sifted select, \$1.10; extra sifted, \$1.45 to \$1.50; peaches, \$2.90 to \$3 for 3's, \$1.90 to \$2 for 2's; raspberries, \$1.40 to \$2; strawberries, \$2 to \$2.45, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 80 to 90c.; gallins, \$1.90 to \$2.25; salmon, "Horseshoe," \$1.35 to \$1.40; "Maple Leaf," \$1.25; "Lion," \$1.25 to \$1.40; Lowe Inlet, \$1.25 to \$1.30, in tall tins; cohoes, \$1.05 to \$1.15; canned mackerel, \$1.10 to \$1.20; lobsters, \$1.80 to \$2.10, for tall tins; flats, \$2.35 to \$2.65; half tins, \$1.45 to \$1.50; Canadian canned beef, 1's, \$1.35 to \$1.45; 2's, \$2.25 to \$2.35; 6's, \$7.50 to \$8; 14's, \$15 to \$16.50.

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the most thoroughly satisfying
and profitable package tea on
the market.

NOTE---If the consumer be not thoroughly
satisfied we authorize the retailer
to refund the price at our expense.

PACKED IN AIR-TIGHT 1-2 LB. AND 1 LB.
LEAD PACKAGES

IT HAS NO EQUAL

CHASE & SANBORN'S

“SEAL” Brand Coffee

A perfect blend of Plantation Ceylon and Arabian
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Pure Boneless Codfish

Boneless Fish

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Fresh Water Herrings (heads off)

½ Quintals Codfish

Scaled Herrings

NOTE---We have about 100 kegs Herrings (heads off) which **MUST BE SOLD.**

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WHOLESALE IMPORTING AND MANUFACTURING GROCERS

TORONTO - - ONTARIO

GREEN FRUIT.

Business has been fairly active in green fruit, and prices either steady or firm. The strength noted last week in oranges continues, and prices are higher on Valencia oranges. Apples are steady, and evaporated are firmer at 5¼ to 6c., though a car lot could still be had at 5½c. Receipts of bananas will increase next week, but at present are only offering in a small way at \$3 to \$3.20. Next week to arrive, however, \$2.25 is being asked. We quote: Oranges—California navels, \$3.50 to \$4.50; Valencias, 420's, \$4.75, and 714's, \$6. Lemons, \$2 to \$3. Grapes, \$5 to \$6 per keg. Cranberries, \$5.50 to \$10 per barrel. Apples, \$2 to \$4 per barrel. Dried do. 3½c. Evaporated do., 5¼ to 6c. Spanish onions, 30 to 40c. per crate. Pine-apples, 25 to 40c. as to size; bananas, \$3.

FISH.

The continued cold weather has arrested the fish trade. Demand for all lines has been steady in a small way. Large arrivals of fresh fish, especially haddock and herrings, have lowered the price on these, and they have a lower tendency. New haddock, in case lots, have sold at 2½ to 3¼c., and in small quantities at 3½c. Smelts are about out of the market. Green cod has ruled decidedly weak, prices breaking 50c. to \$1 per bbl. Other lines of dried and smoked are featureless. We quote as follows: Fresh haddock, 2½c. per lb.; fresh frozen B. C. salmon, 7 to 8c.; Manitoba whitefish, 7c.; dore, 7c.; trout, 7c.; tommycods, 50 to 75c. Choice pickled Labrador herrings, \$5.25; No. 1 N.S., \$3 to \$4; No. 1 green cod, \$3.50 to \$4; No. 2, \$1.75 to \$2; No. 1 haddock, \$3; No. 1 large codfish, \$6; No. 1 lake trout, \$4 to \$4.25; B. C. salmon, \$10.50; No. 2 Labrador salmon, \$13; No. 1 mackerel, \$18.50; Loch Fyne herrings, 85c. per keg, and \$11 per bbl.; No. 1 sardines, \$4.50; No. 1 dried cod, \$4 to \$4.25; boneless cod, 6c. per lb.; boneless fish, 3¼c.; boneless haddock, 5c.; shredded, 11c.; haddies, 6½ to 7½c. per lb.; bloaters, 90c. per box, and smoked herrings, 8 to 9c. per lb.

PROVISIONS.

There has been little change in provisions since last report, and prices are much as they were a week ago. Demand was quiet throughout. We quote: Canadian short cut, clear, \$13.50 to \$14; Canadian short cut, mess, \$14 to \$14.50; hams, city cured, per lb., 9 to 10c.; lard, Canadian, in pails, 8c.; bacon, per lb., 9 to 10c.; lard, com. refined, per lb., 6¼c.

COUNTRY PRODUCE.

EGGS—The egg market has taken another decline on fresh stock 1½ to 2c. since last report. Receipts continue liberal, but at this writing demand is brisk and keeps the market well cleaned up. We quote: Fresh, 14½ to 15½c.; Montreal limed, 10 to 11c.; Western limed, 9½ to 10c. per dozen.

BEANS—There is no change in beans, the market being dull and steady. We quote: Carlots at \$1 to \$1.05, and small quantities, \$1.10 to \$1.20.

POTATOES—The demand for potatoes continues slow, sales being principally in small lots to fill actual wants. We quote: Car lots, on track, 30 to 32c. per bag, and small quantities, 35 to 40c.

ONIONS—Continue steady as quoted last week: Yellow, \$1.60 to \$2 per bbl. and red, \$2.50.

HAY.

The demand for hay continues slow and prices are lower than a week ago at \$13 for

No. 1 and \$12 for No. 2 on track here in car lots. Smaller lots necessitate 50c. per ton advance on these figures.

FLOUR AND MEAL.

There has been no important change in flour, demand being strictly of a jobbing character, while prices here are precisely the same. We quote: Winter wheat, \$4.35 to \$4.40; spring wheat, patents, \$4.25; straight roller, \$4 to \$4.10; straight roller, bags, \$1.95 to \$2; extra, bags, \$1.75 to \$1.85; Manitoba strong bakers', \$4.

There was no improvement in the demand for oatmeal and the market continues to rule quiet and about steady. Standard, barrels, \$3 to \$3.10; granulated, barrels, \$3.10 to \$3.20; rolled oats, barrels, \$2.90; rolled wheat, per 100 lbs., \$2.40 to \$2.50.

A fairly active trade was reported in feed, the demand being fair at quotations: Bran, \$14 to \$15; shorts, \$15 to \$16; mouillie, \$19 to \$20.

CHEESE AND BUTTER.

Cheese does not show any pronounced change, but holders refuse to let go finest at 8½c., and demand more money. In fact, it is not improbable that more has been made for finest fall makes, as a result of the enquiry noted towards the close of last week. To be plain, 8¾c. represents holders' inside views to-day, and some want more than that for their western fall makes. White goods still are at a premium over colored. The butter market is quiet and steady, with no change. Creamery meets a steady jobbing enquiry, sufficient to keep prices at the old range of 21 to 22c., while Townships dairy, when choice, easily finds buyers at 18 to 19c.

ASHES.

There was no change in the ashes market. We quote: First pots, \$3.50; seconds, \$3.75, and pearls, \$5.

MONTREAL NOTES.

Robert Greig & Co. are ready to quote on olive oils for spring trade. Their prices are close.

A. P. Tippet, of A. P. Tippet & Co., is away from town on a short business trip in Ontario and the western district.

Laporte, Martin & Cie., owing to the approaching end of Lent, are making a great drive on fish. They are offering full lines at a sensible reduction to close out stock. Prices gladly given on application.

D. H. Rennoldson has now near at hand a full assortment of Batger's jams and new marmalades arriving ex British Empire via Boston. They will be on hand here by the end of the week.

Rose & Lafimme have just put into stock a consignment of Snowflake salt in 2 and 4-lb. packages. This salt is guaranteed not to cake under any circumstances whatever.

Marshall's Farola and Semella have a immense sale in Great Britain. Robert Greig & Co. have just landed a consignment.

Advices from Barbadoes on molasses continue in much the same tenor. Best offers so far made for importation have been equivalent to 33c. laid down. These offers, however, are not fair criterions to go by. To

A. T. CLEGHORN

General
Commission Agent

Correspondence
solicited.

LONDON, CAN.

**GRAND
MOGUL
TEA
COMPETITION**

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

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

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

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

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

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

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

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

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

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

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

**DON'T BUY A
refrigerator until you
have seen the**

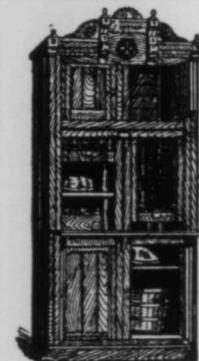
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It is built on scientific
principles, and of best ma-
terials.

A catalogue will give
you all details.

ADDRESS:

Eureka Refrigerator Co.
54 Noble Street,
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BEARDSLEY'S SHREDDED CODFISH

TRADE MARK

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

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

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

HEALTHFUL—COMFORTING
"The only safe luxury for canaries"

BIRD BREAD

PATENTED
1891-1896
REGIS'D 1895.

Most effective as a song restorer and general tonic. A large block in every packet of Cottams Bird Seed, 10c. per lb. All grocers.

See that the words "Bird Bread" and "Bart. Cottam" are on every packet.

Dawson & Co.

FRUIT PRODUCE
and **COMMISSION MERCHANTS**

32 WEST MARKET STREET

Consignments Solicited **TORONTO.**

GEORGE McWILLIAM. FRANK EVERIST.
TELEPHONE 645.

McWILLIAM & EVERIST
GENERAL... **FRUIT**
Commission Merchants

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

Consignments of **FRUIT** and **PRODUCE** SOLICITED. Ample Storage.

All orders will receive our best attention.

Easter Meats

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

**HAMS, BACON,
LARD.**

F. W. FEARMAN
HAMILTON

be plain, not a single contract has been put through yet this spring.

Grocers handling quantities of Bryant & May's English wax vestas can have their name lithographed on each box. Robert Greig & Co. are sole Canadian agents.

Rose & Lafamme have just received this week their third consignment for the month of Quaker oats put up in two-pound packages for the consumer. These are one of the best oat preparations on the market.

Robert Greig & Co. have just booked some large orders for "Crown" brand extracts. The popularity of this brand is increasing every day.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., March 26, 1896.

DURING the week business has improved. The packets which carry freight to Nova Scotia points are beginning to arrive. This is a sure sign spring trade is opening up. It makes a look of business about the wharves. Another sign that the busy season is again to hand is that the lumber mills are starting their season's work. A good summer is looked forward to. There is no particular feature in the market. Some nutmegs are reported bought at very low prices. Apples are coming in more freely, and the warmer weather tends to cause a much larger movement in all lines of green fruit. The cargo of Porto Rico molasses which was expected here, but which got into trouble owing to heavy weather and put into Bermuda, has been shipped from there, and is expected shortly. There is another small cargo reported on the way. Though there is as yet little change, cream of tarta tends easier. Collections continue to come in slowly.

OIL—Market continues as quoted last week. There is little of interest. The quiet season for burning oil is beginning, though the spring trade opening helps it a little. There is rather better demand for lubricating, as the mills are beginning to start work. Cod oil continues scarce. We quote: American, 23 1/2c.; best Canadian, 21 1/2c.; prime, 19c.; no charge for barrel.

SALT—There is no change to note. A small quantity continues to arrive weekly by steamer, and, as noted, there are two cargoes bought to come forward by sailer. There is, however, as yet but light demand, and a fairly large stock is held here. Coarse in quantities could be bought rather below quotation. We quote as follows: Coarse, 50 to 55c.; fine factory-filled, 95c. to

Consignments of _____

BUTTER, EGGS and all kinds of Produce

handled to the best advantage.
Prompt returns.

H. F. PRICE 102 Foundling Street
MONTREAL

Brock's Bird Seed



It pays to sell it, because people are pleased with it. Each 1-lb. packet contains a cake of BIRD TREAT.
Orders filled willingly by all first-class Wholesale Grocers.

NICHOLSON & BROCK - TORONTO

**LONG CLEAR BACON
MESS PORK
SHORT CUT PORK**

Write _____
Quality the Choicest. Prices the Lowest.

WM. RYAN
70 and 72 Front St., East,
TORONTO

S. K. MOYER,

COMMISSION MERCHANT

Wholesale Dealer in . . .

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

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

Order Now _____

**Fine Cheese
Evaporated
Apples**

PRICES RIGHT

D. Gunn, Flavelle & Co.

Pork Packers and Commission Merchants Toronto

Fancy California Washington Navel and Seedling

ORANGES

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

Arriving Weekly _____

HUGH WALKER & SON, Guelph, Ont.

\$1.10; 5-lb. bags, \$3.25 per bbl.; 10-lb. bags, \$3 per bbl.; 20-lb. boxes, 20c.; 10-lb. boxes, 12c.; cartoons, \$1.90 to \$2 per case; dairy, bulk, \$2.80 per bbl.; cheese, bulk, \$2.70 per bbl.

CANNED GOODS—There continues to be a fairly steady demand with a continued improvement expected. Peas are getting in small compass, and quite a few have been sold by factories represented here. Most sellers will only quote peas with corn. A number of the factories are sold out. Some new goods were lately sold in this market, being 2-oz. tins of potted meat and fish. They are put up in England, and it is expected they will retail at 5c. a tin. Canned beef is held firm. We quote as follows: Corn, 85 to 90c.; peas, 90 to 95c.; tomatoes, 90 to 95c.; corned beef, 2-lb. tins, \$2.50 to \$2.65; 1-lb. tins, \$1.50 to \$1.60; oysters, 2's, \$2 to \$2.25; 1's, \$1.60 to \$1.65; peaches, 3's, \$2.85 to \$2.90; 2's, \$1.90; lobsters, \$1.75 to \$2; haddies, \$1.40; salmon, \$1.35 to \$1.50; flat, \$1.75; clams, \$5 for 4 doz.; chowder, \$3 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1; pineapples, \$2 to \$2.35; kippered herring, \$1.10; American peaches, \$2.40.

GREEN FRUIT—There is a good demand, though rather less active than last week, owing somewhat to the higher price of Valencia oranges, as well as to the fact that the market is becoming well supplied with apples, which for a few weeks were scarce; values are rather easier. In California there is but quiet demand. Cranberries are in but light demand, and are being sold in bushel boxes. Bananas, though moving more freely, will not be in full swing for another month. A few Blood oranges are to hand. In apples a good demand is noted for Spies and Baldwins. There is a fair stock held here, largely Nonpariels; there is, as noted, a rather easier feeling. We quote: Valencia oranges, \$5 to \$5.50; lemons, \$2.75 to \$3.50; pippins and winter fruit, \$2 to \$3.50; Cape Cod ditto., \$3.22 per box; California oranges, \$3.50 to \$4.50; pineapples, \$2 to \$3 per doz.; bananas, \$2 to \$2.50 per bunch.

DRIED FRUIT—There is little, if anything, new to report. There is a fair movement in onions, principally American, which at this season give better satisfaction than Canadian. Holders of Nova Scotia dried are looking for buyers. If they would learn to pack them right a better business could be done. This season, however, all grades of dried are low. Evaporated continue easy, with a quiet demand. Good stocks are held. About the only raisins in the market are California, but there is small movement. Currants are also small movement. Dates show good demand. In prunes, California continue to move freely; being packed in a very dry climate, they tend to turn grey in this more moist one. This is thought by some to result from the fact that they are old goods sugaring, but this is not so. Evaporated apricots and peaches continue to have good demand. We quote: Valencias, 4½ to 5c.; figs, 10 to 12c.; 4-crown Cal. L. M. raisins, 6 to 7c.; 3-crown Cal. L. M. raisins, 5 to 6c.; keg prunes, 4c.; boxes, 4¼ to 6c.; Cal. L. L. raisins, \$1.50 to \$1.75; currants, bbls., 4 to 4½c.; half-cases, 4¼ to 4¾c.; evaporated apples, 7 to 7½c.; dried apples, 5 to 6c.; dates, 4½ to 5c.; California evaporated peaches, 12 to 13c.; do. apricots, 12 to 14c.; do. pears, 12 to 13c.; California prunes, 6½ to 10c.; clean currants, bulk 5½ to 6½c.; 1-lb. cartoons, 7 to 7½c.; onions, \$2.25 to \$2.50 per bbl.; coconuts, \$4 to \$4.50 per 100.; Valencia layers, 5½ to 6c.

DAIRY PRODUCE—Makers of cheese who shipped to England are fairly well pleased with results, though price obtained was under that they would take here last fall. The last season was a bad one, and those merchants who bought early at a price extending through the season found it a mistake. There is a rather better local demand. No change in price. Eggs are lower with prices easy. Some were offered during the week from Toronto, but found no buyers. In butter there is still a dull market, though best will sell at a price. Stocks are not large. We quote: Cheese, 9 to 9½c.; butter, 16 to 18c.; eggs, 15 to 16c.; fresh creamery prints, 22 to 24c.; tubs, 20 to 22c.

MOLASSES—There is but light demand. The new, so far to hand, is of but fair quality, particularly as regards color. It was expected there would be a cargo of Porto Rico to hand before this, but it met bad weather, and is at Bermuda. Another small cargo is reported on the way. There were quite a few small packages of Antigua by the last steamer. They were fair flavor but dark. New Orleans is held very firm. Syrup demand is about over. We quote: Barbadoes, 33 to 35c.; St. Croix, 28 to 30c.; Porto Rico, 34 to 36c.; syrup, 35 to 38c.; New Orleans, bbls., 35 to 36c.; Antigua, small package, 28 to 30c.

SUGAR—Demand continues regular, with market held firm. There are fair stocks here. We quote: Granulated, 4¼ to 4½c.; yellow, 4 to 4¼c.; Paris lump, 5¼ to 5½c.; powdered, 5¼ to 5½c.

FISH—The season for frozen fish is over. There has been a good demand, but owing to small supply the season has been a most unsatisfactory one. There were large quantities of smelt caught in the north of the province; in fact, toward the close of the season more than the American market would take, as weather was getting warmer and there was quite a falling off in price. Very little of this business is done at St. John. Smoked herring continue dull, returns from those shipped by first steamer to Porto Rico not being satisfactory. Expenses were very high. A fair trade is moving in bloaters and smoked haddies. Fresh haddies have been brought from Boston to supply the trade. Quite a quantity of dry fish are arriving caught late last fall. There is fair demand. In boneless a good season's business has been done. Supply of pickled bay herring is light. Shelburne and Canso continue at low price. There is quite a quantity of shad held, with but light demand. We quote: Bloaters, 60c.; haddies, 5½c.; Medium cod, \$3.45 to \$3.50; large, \$3.60 to \$3.75; small, \$2.35 to \$2.50; pollock, \$1.45 to \$1.50; bay herring, \$1.35 to \$1.50; Grand Manan, \$1.35 to \$1.50; rippings, \$1.65 to \$1.70; Quoddy River, \$2.75 to \$3; smoked, 5 to 5½c.; shad, half-bbl., pickle, \$4.50 to \$5; Canso, \$4; halves, \$2.25; Shelburne, \$2.75 to \$3 per bbl.; do. No. 2, \$2.35.

PROVISIONS—Pork continues easy. There are good stocks held and prices quoted are only about what it would cost to import. Lard is held firm. Beef shows no change. In smoked meat a fair business is doing. In hams, Ontario smokers offered a great difference in price. The lowest secured the business. We quote: Domestic mess pork, \$14 to \$14.25; American, \$14 to \$14.50; clear pork, \$15 to \$16; beef, \$13 to \$14; pure lard, 9 to 9¼c.; compound lard, 8c.; rolls, 8 to 8½c.; hams, 10 to 12c.

FLOUR FEED AND MEAL—After a steady advance the flour market has, for the last few weeks, remained steady and the feeling

DILLON & CO.'S Baking Soda

"BELL BRAND" In 1-lb. packages, packed ¼ gross boxes. Ask your wholesaler for it.

BUTTER . . .

Is scarce now, therefore it is a good time for holders to sell. We are open for consignments and can guarantee good prices for choice lots.

H. P. Gould & Co.

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

ALBERT PAIN . . .

36 Merrick St.,
HAMILTON, ONT.

PRODUCE AND COMMISSION MERCHANT

Wholesale dealer in

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

E. T. STURDEE

Mercantile Broker,
Manufacturers' Agent,

ST. JOHN, N.B. Etc., Etc.
Wholesale trade only.

EPPS'S COCOA

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

Special Agent for the Dominion

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THEY STAND . . . BEFORE THE WORLD

on their own reputation, built up by themselves, and
vouched for by the

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CANNED

Golden Finnan Haddies

Every WIDE AWAKE HUSTLING merchant
ought to HANDLE THEM. . . .

NORTHRUP & CO.
Selling Agents. ST. JOHN, N.B.



50 Casks
Best
Imported
Chicory

EWING, HERRON & CO.

Coffee and Spices

. . . MONTREAL

**Ordinary
Coffee**

MAY BE GOOD ENOUGH
UNTIL YOU HAVE TRIED



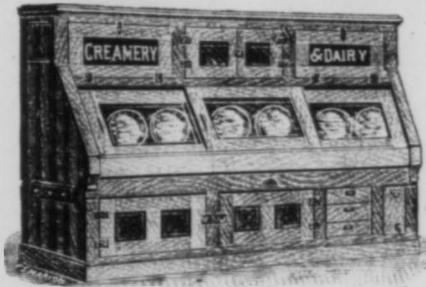
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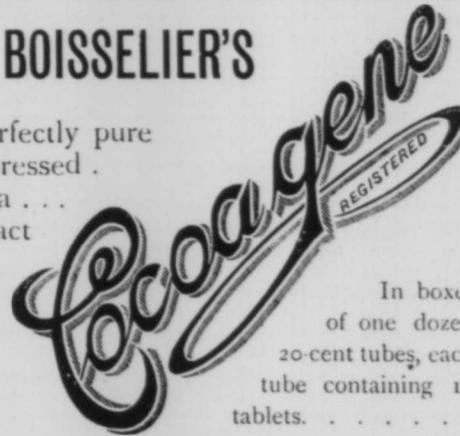
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BOISSELIER'S

A perfectly pure
compressed
Cocoa . . .
Extract



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

One Tablet makes an excellent Cup of Cocoa.

ALL LEADING GROCERS KEEP IT.

THE BEGINNING OF THE END

ONLY ONE MORE week of Lent remains. We know there will be a great drop in the demand for fish, and we are making a special drop in price to clear our stock. We offer the very lowest price to the trade—the very finest goods to the consumer.

NO MORE advantageous time to job fish than at the prices we are offering this week—the beginning of the end of Lent. The larger the lot the lower the price, but the quality of any particular grade is always the same—the best on the market. Here are a few of our specialties this week:

Green Cod . . .

- No. 1 Draft in Hogsheads, 450-lbs.
- No. 1 Large in barrels, 200-lbs.
- No. 1 Medium in barrels, 200-lbs.
- No. 2 Medium in barrels, 200-lbs.

Salmon Trout . . .

In kegs, 100-lbs.

British Columbia Salmon

- In barrels, 200-lbs.
- In ½-barrels, 100-lbs.

Labrador Salmon

In barrels, 200 lbs.

Labrador Herrings

In barrels and ½-barrels.

EXTRA CHOICE LINE OF EELS.

A large assortment of Canned Fresh Fish, the best known brands, hence, the best sellers. It will pay the trade to compare our goods and prices.

Laporte, Martin & Cie.

72 St. Peter
Street

Montreal

is strong. Very large quantities of Manitoba have been moving. Oats are fair sale. In oatmeal there is no change. Cornmeal is in demand, and at the very low price effects the sale of all other lines of feed. Peas are easier, market being well stocked at rather higher prices. The demand for buckwheat meal is about over. The first car of American timothy seed is to hand. We quote: Manitoba, \$4.70 to \$4.80; best Ontario, \$4.60 to \$4.65; medium, \$4.45 to \$4.50; oatmeal, \$3.40 to \$3.50; cornmeal, \$2.20 to \$2.30; hand-picked beans, \$1.20 to \$1.25; prime, \$1.10 to \$1.15; split peas, \$3.70; pot barley, \$4.10 to \$4.25; hay, \$12 to \$13; oats, 35 to 36c.; middlings, \$19 to \$20 on track; bran, \$18.; buckwheat meal, domestic, \$1.25 to \$1.30; western, \$1.75 to \$2; Yellow-Eye beans, \$1.75 to \$1.85.

ST. JOHN NOTES.

THE GROCER regrets to have to report the death of Mr. Benjamin Rattenbury, of Charlottetown. He was very widely known through the provinces, being for many years in the pork packing business. The pork, lard, and smoked meats turned out by his firm have a large sale in this city, and it was with deep regret his many friends heard of his death. He was but 38 years old.

The export business passing through St. John continues very large. Among the goods passing through last week were eight cars of tallow from Chicago for Hamburg.

J. Hunter White received a car of choice Nonpareils from Nova Scotia this week, which he offers low to the trade. He expects a quantity of No. 1 Baldwins this week.

At Charlottetown pork continues low, selling at $4\frac{1}{2}$ to $4\frac{3}{4}$ c.; oats, 32c.; eggs, 14 to 16c.

Large lobsters are scarce. The catch is being much interfered with by the high winds. The American Government not allowing lobsters to be packed that are under 10 inches has caused a number of Americans to remove their factories to this side. Large quantities of small lobsters are being caught, so many, in fact, that if something is not done lobster-fishing is in danger of being destroyed.

Large quantities of hay are being received at Fredericton. It amounts to upwards of 30 tons per day. Shipments were made from St. John to Boston this week, but prices at that market are not very tempting.

Taylor, Dockrill & Co., of this city, have been appointed New Brunswick agents for the Havelock Mineral Springs product.

Frank Spicuzza, the Italian fruit dealer of Hamilton, has begun an action against Joseph & M. E. Livernois for damages for the alleged illegal seizure of his goods.

Your most fastidious trade will thank you for offering

"LA DELICATESSE"

The New "Confection in Cheese."

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

HALIFAX TRADE GOSSIP.

LAST week I reported trade very quiet. This week shows no improvement, and wholesale men tell us the month has been the dullest March on record. There is, however, a prospect of a good spring trade after all. Everything points that way, and I should be surprised if the end of the month does not show a decided improvement.

The sugar market remains unchanged.

Dried fruits are in good demand, especially prunes, which are quoted at $5\frac{1}{4}$ c. for French and 6c. for Bosnian. Dates are also in good demand at $4\frac{3}{4}$ to 5c. New evaporated apples are worth 7 to $7\frac{1}{2}$ c. and old $5\frac{1}{2}$ c. Off-stalk Valencias are selling at $4\frac{1}{4}$ c and best $4\frac{3}{4}$ to 5c.

There is no change in green fruits. The market is well supplied. Bananas are coming in freely and are of a superior quality. Cranberries, one bushel boxes, are worth \$3. Canadian onions sell at $1\frac{3}{4}$ c.

There is very little doing in fishstuffs. The Lenten trade has been a disappointment. Live lobsters are being shipped to Boston in large quantities, and command a good price.

There is a fairly good demand for molasses. Jobbing prices are: Fancy Demerara, 38c.; fancy Porto Rico, 35c.; ordinary, 33 to 34c.; Trinidad, 30c.; low grades, 28c.

The provision market is dull, and no improvement is looked for before Easter.

Butter and cheese remain quiet and unchanged.

Eggs are coming in freely, and are consequently coming down in price, the quotation being 17 to 18c. by the case.

A company has been organized in Charlottetown for the purpose of canning butter, principally for the southern market.

A ton of butter was received last week by Hutchison & Power from the Central Creamery, Charlottetown.

A merchant at Digby says there is enough flour stored in that town to last them all summer.

Our winter port delegation has arrived home from Ottawa and reports that Sir Charles Tupper has promised to consider their prayer.

GAINED A POUND.

I watched a woman weighing herself in a grocery store the other day. She had just purchased a pound of saleratus and had it in her hand when she stepped on the scales. "Why, I've gained a pound," she remarked

to herself when she had finished manipulating the weights. Then, remembering her saleratus, she exclaimed: "Oh, gracious! I forgot I had this," and hastily popped the package into her pocket. Then she began to work the weights and wondered why she could get no different result. When she left the store, with knitted brow, she was still evidently trying to fathom the mystery. —Roxbury Gazette.

Central Business College

TORONTO AND STRATFORD.

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

SHAW & ELLIOTT, Principals.

No Fad

Instantaneous Tapioca is no fad, but a DAILY NECESSITY in the sick room, in the nursery, and on the best tables in our land. It is in daily use in the Montreal General Hospital, where they would not be without it, now that they know its convenience and value. Send us the address of your wholesale dealer if he has none in stock.

Agents—

HOWE, M^CINTYRE CO.
Montreal



It . . .
is only a small
Article
but when it is not
Right
there is a good deal
of temper shown.

It is Your place to obviate that, and you can do so by advising your customers to use

**"SCIENTIFIC"
STOVE ENAMEL**

It is the BLACKEST, BRIGHTEST, QUICKEST, BEST. Order from your grocery traveller or direct.

Scientific Varnish Mfg. Co., Toronto

A. E. RICHARDS & COMPANY

122 King St. East

Agents for Canada.

HAMILTON

Spring is Here . . .

Appetites are Cranky

HERE IS A REMEDY

**MADE FROM
RIPE GARDEN
TOMATOES**

SEE OUR
AGENTS
WRITE US OR
THE
WHOLESALE
TRADE
.. IN ..

**NONE BUT
SELECTED
FRUIT USED**

Toronto Quebec St. John Vancouver
Montreal Halifax Winnipeg Victoria



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

MACARONI.

IN the manufacture of macaroni, explains a contemporary, the hardest and flintiest varieties of wheat are selected, first washed and then thoroughly dried in the sun. This wheat is then coarsely ground and run through an immense revolving sieve to separate the starch from the bran and flinty portions. It is then successively passed through a series of six hand sieves, each a little finer than the preceding, for the purpose of separating the flinty portions from the bran. This apparently simple process requires considerable skill and a certain knack which it takes time to acquire. The motion which is given to the sieves by the sifters is half rotary and half up and down, with an indescribable side motion which can only be characterized as a "boom-erang," for it throws the mass which is being sifted in an opposite direction to that taken by the sieve. Every few minutes each sifter pauses and skims off the bran which has worked to the top and centre of the sieve, and after these various manipulations there remains a clean, flinty farina, known as semolina. This is then mixed with warm water into a stiff dough, and this dough is thoroughly kneaded by means of a long, prism-like, hardwood lever, so adjusted that the spring of the timber may be utilized in alternately raising and depressing it upon the mass of dough, which is then pressed and

kneaded into the required consistency. It is rather amusing to see two or three men sitting on the end of this lever and bobbing up and down, so as to throw their weight at one instant on the lever, bringing it down into the dough and then allowing it to spring up again in order that it may be brought down in a new place.

After it has been thus mixed and kneaded for about an hour the dough is put into presses with perforated bottoms, and pressure being applied, it comes out through these holes in the shape known to us as macaroni. At this stage of the process it is, of course, soft and flexible, and in order to keep the various little strings of dough from sticking together it is constantly fanned by a boy in order that the current of air thus made may slightly dry the outside of the strings and prevent them from adhering. It is then cut off and hung on racks or frames made of bamboo to dry. As it hangs on the frames the different pieces are of unequal length, and a boy passes over them, wringing off the longer ends to make them uniform. The drying has to be done in the shade, and in a place not exposed to the wind; for if dried too quickly, or if the slender pieces were blown against one another they would be apt to break. When sufficiently dry it is removed from the frames and packed in boxes, such as are familiar to all grocers.

The different sizes are made by changing

the movable bottoms of the press and employing different sized perforations. Each of these perforated holes has a core or centre, around which the dough has to pass, and this produces the hollow, which is a characteristic of the macaroni. The reason of this arrangement is, if the macaroni is made solid it would take very long to dry when hung upon racks, and also when dried it would be very difficult to cook it without a great deal of boiling, and impossible to do so uniformly. So important is this considered and so defective do the Italians regard the product if not thus perforated, that a proverb has arisen in Italy to the effect that "A foolish person is like macaroni without any hole in it."

Vermicelli is made from the same material and in the same way as macaroni, except that it is not hollow, it being so small that it is neither practicable nor necessary to make it so.

PERSONAL MENTION.

Mr. W. A. Bradshaw, late of Toronto Soap Co., returned Monday from a three-months' trip in the east. He happened to be in Naples when the report of the defeat of the Italians reached there.

J. McCrae, of the Snowdrift Co., Brantford, Ont., was in town this week. Mr. McCrae says that business prospects are improving.

Remember

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

This Buckwheat Flour Sells

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

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

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

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

Toronto, Can.

TRADE CHAT.

THE following tenders were received for the supply of groceries for the Hamilton Asylum for the year: T. Small & Son, \$5,114.85; J. L. Carpenter, \$5,155.60; C. H. Peebles, \$5,227.55, and Peacock Bros., \$5,264.15. The first-mentioned tender was accepted.

In the House of Commons, Mr. Wood answering Mr. Choquette, said the quantity of rice meal exported from Montreal by the Mount Royal Milling Co. for the last calendar year was 261,240 pounds, the duty upon which was \$4,665. The amount of drawback allowed was \$775.

The wholesale grocery interests of St. Louis feel the necessity of effecting some sort of a combination to reduce the expenses of doing business. For several years there has been general dissatisfaction among these jobbers over the conditions surrounding their business. During that time St. Louis has been forced to meet the keen com-

petition of surrounding markets by granting great concessions. There are nearly forty houses in the wholesale grocery trade there.—Ex.

Lobsters shipped from Yarmouth to Boston on Saturday sold for \$25 a crate averaging 140 pounds. There were two hundred packages shipped on Saturday, of which about 70 were of small lobsters for New York, and would probably bring \$10 a crate. The whole of Saturday's lobster shipment must have brought nearly \$4,000.—Times.

David Stock, deputy collector of Customs at Dundas, has resigned his position owing to irregularities in his accounts. The shortage involves a deficit of about \$400, which dates back several years, the books being strictly correct for the past two years. Stock has acknowledged his responsibility of the shortage, and his sureties will make good the amount of the debt.

Recently a pedlar, of New London, Conn., was convicted of violating a city ordinance

in not procuring a license for peddling. On an appeal the Supreme Court of the State held that the ordinance was in the nature of a tax for revenue, and as such was unconstitutional because of its unequal application. Many other cities of Connecticut had similar ordinances which were aimed mainly at transient vendors of alleged bankrupt or fire-damaged stocks of clothing.

The big suit of Swift & Co., the big pork packers, against the Grand Trunk Railway Co., which has been pending in the Circuit Courts since 1892, has been dismissed by stipulation. The terms of the settlement did not appear in the stipulation. Swift & Co. sued for \$800,000, which, it was claimed, was due them on account of excessive charges for freight on shipments east from 1887 to 1889. It was charged that the railroad company gave rebates to other packers, and charged Swift & Co. regular rates. The case was tried in 1894, but the jury disagreed.



There's a tendency . .

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

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

Delhi Canning Co., Delhi, Ont.



IF YOU CANNOT SATISFY

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

Lumsden Bros., Hamilton, Ontario

Our Reputation

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

"KENT"

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

THE . . .

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

Marmalade

made of genuine Seville Oranges from a favorite "Scotch Recipe."

CONSUMERS. . . .

are pleased with it because of the absence of "bitter taste" common to cheap marmalade.

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

WRITE FOR PRICES.

T. A. Lytle & Co.

Vinegar Manufacturers,
TORONTO

Basket Dried Japan . .

A small line of this rare variety in stock. Extra fine cup quality.

JOHN SLOAN & CO.

Wholesale Grocers TORONTO

SYRUPS . .

HONEY DEW and RUBY

Extra Clarified
Pure Sugar Goods

Warren Bros. & Boomer

WHOLESALE GROCERS

35 and 37 Front St. East, Toronto.

California Fruit

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

AT ROCK BOTTOM PRICES

T. KINNEAR & CO.

Wholesale Grocers

49 Front St. E., TORONTO.

NOW IN STOCK

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

J. W. Lang & Co.

59, 61 and 63 Front Street East Toronto.

CLARK'S CANNED MEATS

GUARANTEED "THE BEST"

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

W. CLARK - Montreal

RICE . . JAPAN

Another shipment of our celebrated No. 1 Polished arriving in a few days.

PERKINS, INCE & Co.

TORONTO.

New Shipments

of Sphinx Prunes, Dates
and Grenoble Walnuts

JUST ARRIVED

SMITH & KEIGHLEY

9 Front St. E. TORONTO.

TETLEY'S

Has now become a household word. If any grocer has not a full line of these Teas in stock, please write for samples to retail at 50, 60, 70c., \$1.00 per lb.

ADDRESSES

14 Lemoine St., MONTREAL. 128 Richmond St. W., TORONTO.
HUDSON BAY CO., WINNIPEG.

HINTS TO BUYERS.

SMITH & KEIGHLEY have received a new lot of Grenoble walnuts. Their advices show that prices are a little higher than in December last.

Owing to the scarcity of butter top prices are now being paid. H. P. Gould & Co. are open for lots, large or small.

Gunn, Flavell & Co. are offering special value in cheese of late make.

Rutherford, Marshall & Co. report they are open to buy tub and roll butter in any quantity.

H. P. Eckardt & Co. are having big success with their "Ludella" tea, which retails at 25c. per lb. lead packet.

W. H. Gillard & Co. are in receipt of 500 cases of the choicest Patras currants, packed in Greece. The firm make a specialty of currants.

Dawson & Co. have this week received two carloads of Messina and Palermo lemons, and a car and a half of Valencia oranges.

The new "Globe" blend Congou lately introduced by W. H. Gillard & Co. is making friends quickly. The firm have received orders for over 12,000 pounds in the past month.

Hugh Walker & Son, Guelph, report the arrival of one car Valencia oranges, one car

fancy California navel and seedling oranges, car extra fancy Palermo lemons, also car extra fine bananas, all in prime condition.

H. P. Eckardt & Co. are offering white fish at \$4, salmon trout \$3.50, and fresh water herrings \$1.50 per half-barrel.

W. Boulter & Sons are very low in their stock of canned goods. All they have left are gal. apples, 3-lb. apples, and a little raspberry and pumpkin.

Marshall & Co.'s Scotch fish delicacies are largely in demand at this season, the agents receiving good round orders.

F. W. Fearman, of Hamilton, has as usual made special preparations for the Easter demand, and is prepared to supply careful selections in hams and bacon, etc., of attractive appearance.

W. H. Gillard & Co. have sold over 700 boxes of Imperial plums since the first of the year, and have only a few of them left. "Consumers say they prefer the flavor to California goods," advise the firm.

Walter H. Wigham & Sons, Montreal, agents for Marshall & Co.'s (Aberdeen) Scotch fish delicacies, are just in receipt of large spring orders from Halifax, St. John, N.B., Winnipeg, London, Hamilton, Toronto.

Jams and jellies have become a staple article in the grocers' stock. T. A. Lytle & Co. are booking orders for this season's delivery that lead us to think household preserving must be going out of fashion.

ADDITIONAL MONTREAL NOTES.

C. H. Anderson, Toronto, is in Montreal arranging to extend the tea business for his India, Ceylon, and China houses from the Lower Provinces to the Coast. He handles Bathgate, Pim & Co.'s teas in Canada. They have offices in Colombo, Calcutta, and Foochow.

Frank Magor & Co. report the arrival of a round lot of new season's orange marmalade, (Southwell's). This brand is rapidly gaining friends from the Atlantic to the Pacific.

"During the recent cold spell we have had quite a run on our stock of Robinson's patent barley and patent groats," say Frank Magor & Co. These popular foods are just what people want during and after an attack of the gripe.

The manufacturers of Keen's mustard have recently sent out a new show card, which is very prettily designed. A monkey, after being teased by a fox terrier, retaliates by feeding the dog with a liberal allowance of Keen's mustard taken from his master's table. A large supply of these show cards will be at once sent out to the trade by the agents, Frank Magor & Co., Montreal.

JUST OUT

Book on

WINDOW DRESSING FOR GROCERS

Price 57 ILLUSTRATIONS
Post-paid, \$1.00 80 PAGES

Arranged by Harry Harman, publisher of The Journal of Window Dressing. Each illustration fully explained, and how to make the fixtures.

HARRY HARMAN
125 S. Clark St. CHICAGO

S. & H. HARRIS'S HOUSEHOLD REQUISITES.



SOLD EVERYWHERE.

Ebonite Blacking

(WATERPROOF.)

FOR BOOTS AND SHOES.

Does not
Injure the
Leather



Trade Mark.

Requires
No . . .
Brushing

..ASK FOR IT..

MANUFACTORY: LONDON, E., ENGLAND.



Have you tried . . .

JOHN DEWAR & SONS'

(Purveyors by appointment to Her Majesty Queen Victoria)

. . . SCOTCH WHISKY?

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

HURRAH FOR PIERRE CURLE.

A Canadian Legend of Curling.

Why for dose Scotch man be so proud
An' promenade de town?
An mak' big hoorah on de hice
De sam' she's hall ee's hown?

What for she's wear Tom Shanty, ha
Flourish de broom de sam'
If he can swip dees country too
For play Pierre Curle his game?

Dey put de picture on de press
An mak' hup plenty yarn,
An' say heverybody on dat club
'S come from John Tomson ee's barn.

Ha! dass tout blag—juss foolishness,
Before dose Scotch fellah
Was civilize for wear some pants
We have curl on Canada.

On Canada dey's learn for play,
Halso what for call de game
For, Pierre—das stone, and for Pierre Curle,
Curling stone, das d' Hinglish name.

Dere's one grand history—romance also,
Attendez! I'm told you hall;
Who's start de game? Dass hole Pierre Curle,
Across from Montreal.

Long time ago, before de bridge,
Before the steamboat, too,
Pierre run the Longueuil ferry boat
Hee's bring the mail also.

Bimeby she's froze up on de fall
An' mak' 'em smoothe an' nice.
But hit's can't pass de mail wagon,
He's not yet strong, de hice.

Marie's live cross de hudder side,
Pierre write 'em hevery day,
De ferry's froze, the mail she's block—
But love ee's find de way.

An' love ee's plenty smaat also,
She's not wait pretty long;
An' p'raps Pierre Curle ee's strong man, too,
But love mak' tree time strong.

Marie, ee's hungry wait for lettre,
She's swip de house an' cry,
B meby she's pass on d'water bank
An' waive de broom hup high.

One sheet of hice join dis two soul,
Also kip dem apart;
Den Pierre on ee's place write "my love,"
An Marie's put "sweetheart."

When Pierre see dat ee's write de lettre,
An' pass close to de shore;
He's tak' one stone—bout hundred poun'—
De love mak' one poun' more.

She's fast de lettre wit' true love knot,
She's swing de harm, once, twice,
An' de message go on hee's sweetheart
Across tree mile of hice.

Sometime de stone turn hin—turn hout—
For pass sum lump, mebbe—
Den cross de ridge—hog back, ye call—
An' stop where ee's mark de T.

Marie she says, "Dass strong love sure!"
She go on de store right straight,
An' buy 'leven yard red c lico
For mak' de dress tout suite.

Now dass de sam' hole game dis day,
Since Pierre Curle mak' de start,
De message win de prize for sure
Dat come mos' close on de heart.

Now, hole an' young—some crank also—
De sam' lak broders come,
On school question ee's drown de hax,
Troubl's fly before the broom.

Hole Pierre hee's gone—but, in hour heart—
She's live so long de worl';
An' hevery nation mak' tree cheer
For Canada, also Pierre Curle.

J. ST. L. MCGINN.

HOW TO LIGHT STORE WINDOWS.

In lighting store windows the aim should be to throw the light on the goods, says an exchange. The old way of having a chandelier with one or two lights in the centre of the window did not meet this requirement. Two lamps, if lamps are used, placed in the corner of the window with reflectors behind them, will produce much better results. Gas can also be arranged in the same position. Of course, by far the best results can be secured from incandescent lights.

The business men of Madison, Wis., have formed an independent telephone company, and have taken as a basis of their new phones the principles of the Bell telephone, on which the patents have actually expired. This service is given to the city at \$15 per annum, and it pays the company a very good profit at that. The Bell Company, attempting to crush out this new company, has offered its 'phones at \$9 per annum.

SILVER DUST WASHING POWDER

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

SILVER DUST MFG. CO. - HAMILTON, ONT.

Appleton's India & Ceylon Teas

THE "TAPIR" BRAND.
SOLD IN LEAD PACKETS

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



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

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

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

PUREST & BEST

Windsor Salt

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

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

You can order Windsor Table Salt from any wholesale house.

The WINDSOR SALT WORKS, WINDSOR, ONT.

We Can't
All
Spend
Easter
Holidays



in **CEYLON**

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

Easter Dinner

(The Poetry of it)

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

(The Prose of it)

THERE'S MONEY IN IT FOR YOU.

CONTINUOUS BUSINESS-PAPER ADVERTISING.

AN ARGUMENT TO PROVE THE ADVANTAGE
OF CONTINUOUS ADVERTISING.

BY NATH'L C. FOWLER, JR., DOCTOR OF PUBLICITY.

In continuity is strength.

In disconnection is failure.

The builder of the Universe did not build something, Monday; and build nothing, Tuesday; and rebuild, Wednesday; and rest, Thursday.

He built something every day of the week, and only rested when He was through.

The forces of nature are continuous.

The fundamental principle of motion is everlasting.

The brook which runs on forever is the brook the fish live in.

The brook which dries up this month, and is a torrent next month, is the brook folks try to get rid of.

The man who feeds his horse on Monday, and gives him nothing to eat on Tuesday, has a weak horse on Wednesday, and a dead horse on Thursday.

The child who goes to school on Monday, and skips Tuesday, and attempts to connect the end of Monday's lesson with the beginning of Wednesday's lesson, is handicapped by conditions diametrically opposed to progressive education.

All things being equal, the store which has been the longest time in some one

place is the store which does the greatest business.

Change of base, and especially change of business base, is only allowable excepting under conditions which make moving essential.

Money is made in specialties and bargains, but the fortunes of trade have been made, and always will be made, along the regular line of regularity; by handling business to-day as it was yesterday, and by handling business to-morrow as it was handled to-day, subject to the changes of the times, and to the recognition of the conditions of progress.

Continuous good is far better, and more negotiable, than transient good, however good transient good may be.

The most progressive advertisers of the world have advertised continuously.

They advertised not for the fun of it.

They figure business on the hardest slate with the hardest pencil.

All that they do, they do for profit only.

Ninety-nine per cent. of successful advertisers are continuous advertisers.

The man who advertises in January, and discontinues his advertising in February, must advertise more extensively in March, in order to cover the gap his foolishness has created.

It takes more advertising in March to bridge the break of February than it does to advertise in January, February and March altogether.

There are lines of goods which can't be advantageously extensively advertised during certain months of the year, but advertis-

ing of those goods should never be completely annihilated.

It can be reduced in size, for any object, but it should be continuous, that there may be no need when extensive advertising again begins of connecting the two advertising periods.

The continuity which regulates all good business should be used in the regulation of advertising.

Advertising is no longer a luxury or a side issue.

It is a commodity.

It never will be successful unless it is handled the same way as are handled other commodities.

In the continuity of advertising is the good of it.

To break the advertising connection is to break trade connection.

Trade connection can be broken, advertising connection can be broken, and the house still remain successful, but the shrewd business man is not satisfied with the minimum of success. He is everlastingly striving for the maximum of success.

When he cuts expenses he cuts proportionately everywhere.

He does not stop advertising.

He advertises a little less, perhaps, but he advertises.

He never allows the medium he uses to go to press without the mention of his name and of his business.

He advertises in off-season, in order that the people may be better prepared to appreciate his efforts in season.

He keeps everlastingly at advertising, and wins.

Open Pan Salt

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

OPEN PAN SALT . . .

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

WE HAVE IT.

The Canada
Salt Association

CLINTON, ONTARIO

Brushes, Brooms Woodenware

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

Chas. Boeckh & Sons Manufacturers Toronto
80 York Street

MONTREAL BRANCH: - 301 St. Paul Street.

Every Hotel and Restaurant needs

JOHNSTON'S Fluid Beef Cordial

IN 20-oz. BOTTLES

Have you got some to supply the demand?

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

THE JOHNSTON FLUID BEEF CO.

MONTREAL

TENDERS
INDIAN SUPPLIES

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

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

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

HAYTER REED,
Deputy Superintendent-General
of Indian Affairs.

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

There is a "best" in everything.

BUY-CYCLES

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

THE STEARNS 

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

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

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

DO YOU?

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



**WANT
ADVERTISEMENTS**

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

The Canadian Grocer, Toronto

COWAN'S
HYGIENIC COCOA
ROYAL NAVY CHOCOLATE
and
FAMOUS BLEND COFFEE

Are the finest goods in the market.

THE COWAN CO., Ltd.
470 King St. West,
Toronto, Canada.

Siamese Twins



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

**MANUFACTURERS' LIFE
INSURANCE COMPANY**
HEAD OFFICE, Toronto, Can.

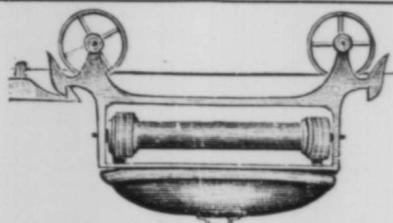
**NORTHERN
ASSURANCE COMPANY**

Established 1836. OF LONDON.

Capital and Funds, \$36,465,000.
Revenue, \$5,545,000.
Dominion Deposit, \$200,000.

Canadian Branch Office, 1724 Notre Dame St., Montreal.

ROBERT W. TYRE - Manager.
G. E. MOBERLEY, Inspector.



CHAMPION CASH RAILWAYS

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

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

DELICIOUS

That's the only way
to rightly describe the

Ram-Say Tea

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

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

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

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.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

THOS. H. SHAW, grocer, 191 Davenport road, Toronto, has placed his affairs in the hands of Assignee May for the benefit of his creditors. The estate is a small one.

Ross & Watson, general storekeepers, of Harwood, have assigned.

E. Rayner & Co., grocers, Winnipeg, have been closed out by the bailiff.

Mowat Bros. & Baxter, grocers, Regina, have assigned to George Wilson.

Blair Bros., teas and groceries, Galt, have assigned to C. S. Scott, Hamilton.

Cordano and A. Frumento, general merchants, Cowichan, B.C., have assigned.

P. S. Campbell, hotel, Waubaushene, is offering to compromise at 35c. on the dollar.

John McMullen, baker, Carleton Place, is offering to compromise at 10c. on the dollar.

G. M. Crawford, general store, Alliston, is offering to compromise at 50c. on the dollar.

McPhail & Co., general store, Thornbury, are offering their creditors 65c. on the dollar.

Anthony Walker, wholesale and retail confectionery, Montreal, is asking an extension.

J. E. Marcil, general merchant, Acton, is offering to compromise at 35c. on the dollar.

John Cunningham, general storekeeper, of Pembroke, has compromised at 45c. on the dollar.

G. Caron, general merchant, Cap Ste. Ignace, Que., has compromised at 65c. on the dollar.

T. C. Savage, general merchant, Cape Cove, Que., is offering to compromise at 50c. on the dollar.

McPhail & Co., general merchants of Thornbury, are offering to compromise at 65c. on the dollar.

J. B. E. Danjou & Co., general merchants, St. Lucé Station, Que., have compromised at 50c. on the dollar.

P. Grace & Co., wholesale grocers, Montreal, have compromised with their creditors at 40c. on the dollar, secured.

J. B. Lalonde, of Vidreuil, and L. A. Charon, of Windsor Mills, Que., both general merchants, have assigned.

J. C. Hemond & Co., manufacturers of boots and shoes, Montreal, are offering to compromise with their creditors at 25c. on the dollar, cash.

Toronto creditors of the estate of W. T. Wickham, grocer, of Brantford, received a first and final dividend on the estate, amounting to two cents on the dollar. The assets realized \$2,750.50, and the preferred

claims of rent and wages amounted to \$1,252.32. After law costs, advertising and assignee's fee, there was a balance of \$634.47 to pay off liabilities amounting to \$31,873.83.

SALES MADE AND PENDING.

The stock of E. A. German, grocer, Quebec, has been sold.

The assets of Casselman & Co., grocers, Cardinal, are advertised for sale by tender.

The general stock of Chas. Brillard, St. Sebastien, Que., has been sold at 46c. on the dollar.

The business of the late W. Moore, grocer, boots and shoes, Berlin, is advertised for sale.

The stock of Bertrand & Co., grocers, Montreal, has been sold at 65c. on the dollar.

The stock of Wm. Geen, general storekeeper, Thornbury, has been sold for 60c. on the dollar.

The book debts of N. Martell, grocer, North Sydney, N.S., have been sold to J. X. McDonald for \$500.

The stock, etc., of the estate of H. E. Thornton, general merchant, Tamworth, are to be sold by auction 1st prox.

The bankrupt stock of the estate of P. A. Nason, general merchant, Fredericton Junction, N.B., has been sold to A. W. Hay, Woodstock.

The stock of J. D. Trottier, general merchant, St. Casimer, Que., has been sold at 46c. on the dollar, and the book debts at 26c. on the dollar.

The stock of A. Dufour & Fils, general merchants, Murray Bay, has been sold at 50c. on the dollar. A Larouche, of the same place, was the purchaser.

CHANGES.

Sophia Morrish, grocer, Galt, has sold out to David Roy.

F. X. Martel, grocer, Montreal, is retiring from business.

Casselman Bros., grocers, Montreal, are succeeding A. Dumont.

K. C. McDonald, liquors, Mattawa, has been succeeded by S. Payette.

L. Beaudoin & Co. have started a general store at East Broughton, Que.

J. A. Cole, general merchant, Wardsville, has been succeeded by John Tristain.

W. H. Eaton & Co., general merchants, Selkirk, have sold out to Moses Finklestine.

James E. Taylor, general merchant, Georgeville, has sold out to P. A. Somerville.

E. G. Hoskins, general merchant, Lansdowne, has been succeeded by Herbert Horton.

PARTNERSHIPS FORMED AND DISSOLVED.

John Cunningham, general merchant, Pembroke, has admitted P. J. Ryan as

partner under the style of Cunningham & Ryan.

Cockburn & Frankish, general merchants, Moose Creek, have dissolved. G. A. Cockburn continues.

John K. and B. J. Leonard have registered a partnership in Quebec to carry on business as general merchants under the style of Leonard Bros.

F. X. O. Turcotte and R. Lepage have registered a partnership to carry on business as grocers, in Montreal, under the style of A. Turcotte & Co.

L. G. Lemyre and W. Lafremiere have registered a partnership to carry on business in Maskinonge, Que., as general merchants under the style of Lemyre & Lafremiere.

A partnership has been registered in Montreal by A. W. Grant, J. Lunham Grant and W. D. Grant to carry on business under the style of the Meadow Sweet Cheese Manufacturing Co.

DEATHS.

John Coughlan, fruits, Montreal, is dead. M. O'Donnell, grocer, St. Stephen, N.B., is dead.

E. Paradis, general merchant, St. Damien, Que., is dead.

B. Rattenbury, of B. & M. Rattenbury, pork packers, Charlottetown, P.E.I., is dead.

FIRES.

The premises of H. Rochon & Co., grocers, Montreal, have been damaged by smoke and water; insured.

Robert Barfett, general merchant, Newcastle, has been partially burned out. R. Lee, grocer, of the same place, has been burned out.

HOW WOMEN SHOULD SIGN.

Now that women are coming into public life and holding official positions, it is desirable to understand what constitutes a woman's business signature, says an exchange. A married woman signs her name just as a single woman signs hers—that is, with her Christian name, and the surname that belongs to her. This is her only proper signature. When Frances Folsom marries Grover Cleveland she signs herself thereafter as Frances Cleveland, or if she prefers to retain her family name, as most women do, she signs herself Frances Folsom Cleveland. Her address is distinctly different from her signature. A woman's social and business standing is usually conditioned by her husband's. Hence, for social and business convenience, she is known as Mrs. Grover Cleveland. But this is merely a distinguishing title, not her name, and therefore cannot be used as a signature.

Consignments Stored in Bond

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

BLAIKLOOK BROTHERS, MONTREAL

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



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

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

WRITE FOR PRICE LIST

"NEVER TURN A WHEEL" WITHOUT IT

CAN'T YOU SELL?
PEERLESS MACHINE OIL

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

SAMUEL ROGERS & CO.
Sole proprietors, Toronto, Ont.



ASK FOR
MOTT'S

The Profits on "Windsor" Salt . . .

Put up in fine white cotton bags, and packed in paper lined barrels, amount to more per cent. than anything else you handle. Here are the figures:—

	Cost.	Sell for.	Profit.
100-lbs.	\$2 75	\$5 00	81 per cent.
42-7s.	2 55	4 20	65 "
50-lbs. & 21-7s.	2 75	4 60	67 "
30-lbs.	2 50	4 50	80 "
15-20s.	2 47	3 75	60 "

Is there any reason why you should handle common salts when the very best pays such profits? You can order at these figures from any wholesale grocer in Toronto. How about a car of Land Salt?

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

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

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

25 cents

HARDWARE AND METAL, Toronto

Union Mutual Life Insurance Co.
OF PORTLAND, MAINE

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

MAINE NON-FORFEITURE LAW

WALTER I. JOSEPH, Manager

Room 2, 162 St. James Street, Montreal

NOVA SCOTIA FIBRED CODFISH

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

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

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

EVERY particle of skin and bone being removed and the water evaporated, there is absolutely no waste. The contents of each package, therefore, is worth to the house-keeper about three times its weight in Codfish as ordinarily sold.

PUT UP in half-pound cartons, 3 doz. cartons to the case, and sold by the wholesale and retail grocers throughout Canada.

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

Fine Fruit Tablets



ENGLISH FORMULA TABLETS

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

G. J. HAMILTON & SONS

PICTOU, N.S.



Out of every Ten Grocers

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

EDWARDSBURG STARCH CO. Cardinal, Ont.

Sardines, Amer., 1/4 s	0 04 1/2	0 09
" Mustard, 1/2 size, cases	0 09	0 11
50 tins, per 100	10 00	11 00
MARSHALL & CO., SPOTLAND.		
Fresh Herring, 1-lb.	1 10	1 15
Kipperd Herring, 1-lb.	1 65	1 90
Herrings in Tomato Sauce	1 70	1 90
Herrings in Shrimp Sauce	2 00	
Herrings in Anchovy Sauce	2 00	
Herrings a la Sardine	2 40	
Preserved Bloaters	1 85	1 90
Real Findon Haddock	1 85	1 90

CANNED MEATS.

(CANADIAN.)		
Comp Corn Beef, 1-lb. cans	\$1 40	\$1 50
" " " 2	2 40	2 55
" " " 4	4 80	5 10
" " " 6	7 20	8 25
" " " 14	16 00	18 00
Mixed Callops	2 00	2 60
" " " 2	2 60	2 65
Lunch Tongue	3 40	3 50
" " " 2	6 00	6 00
English Brawn	2 75	2 80
Camb Sausage	2 50	2 50
" " " 1	4 00	4 00
Soups, assorted	2 25	2 25
" " " 2	1 80	1 80
Soups and Boull.	4 50	4 50



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



Beardsley's Boneless Herring. per doz. 1 4



Beardsley's Shredded Codfish. per doz. 0 90

CHEWING GUM.

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

CHOCOLATES & COCOAS.

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

FRY'S.		per lb.
(A. P. Tippet & Co., Agents.)		
Chocolate	per lb.	
Caracas, 1/4's, 6-lb. boxes	0 42	
Vanilla, 1/4's	0 42	
"Gold Medal" Sweet, 6 lb. bxs.	0 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-		
Concentrated, 1/4's, 1 doz. in box	2 40	
" " 1 lbs.		
Homeopathic, 1/4's, 14 lb. boxes	0 33	
" " 1/2 lbs. 12 lb. boxes	0 33	

JOHN P. MOTT & CO.'S.		per lb.
(R. S. McIndoe, Agent, Toronto.)		
Mott's Brouna	0 30	
Mott's Prepared Cocoa	0 28	
Mott's Homeopathic Cocoa (1/4's)	0 32	
Mott's Breakfast Cocoa (in tins)	0 45	
Mott's No. 1 Chocolate	0 30	
Mott's Breakfast Chocolate	0 28	
Mott's Caracas Chocolate	0 40	
Mott's Diamond Chocolate	0 22	
Mott's French-Can Chocolate	0 18	
Mott's Navy or Cooking Chocolate	0 27	
Mott's Cocoa Nibs	0 35	
Mott's Cocoa Shells	0 05	
Vanilla Sticks, per gross	0 90	
Mott's Confectionery Chocolate	0 21	
Mott's Sweet Chocolate Liquors	0 19	

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

WALTER BAKER & CO.'S.		per lb.
Chocolate-		
Premium No. 1, boxes, 12 lbs. each	0 42	
Baker's Vanilla in boxes, 12 lbs. each	0 50	
Caracas Sweet, in boxes, 6 lbs. each	0 37	
Vanilla Tablets, 416 in box, 24 boxes in case, per box, net.	4 20	
German Sweet Chocolate		
Grocers' Style, in boxes, 12 lbs. each	0 25	
Grocers' Style, in boxes, 6 lbs. each	0 25	
Eight cakes to the lb., in box, 6 lbs. e.	0 25	
Soluble Chocolate-		
In canisters, 1 lb., 4 lb. and 10 lb.	0 50	
Breakfast Cocoa-		
n bxs, nd 12 lbs. each, 1/2 lb., tins.	0 49	

COFFEE.

Green.		per lb.
Mocha	0 28	0 30
Old Government Java	0 30	0 33
Rio	0 20	0 21 1/2
Plantation Ceylon	0 29	0 31
Porto Rico	0 24	0 28
Guatemala	0 24	0 26
Jamaica	0 21	0 22
Maracaibo	0 21	0 23

TODD HUNTER, MITCHELL & CO.'S.

Excelsior Blend	0 34	
Our Own	0 32	
Jersey	0 30	
Laguaya	0 28	
Mocha and Java	0 35	
Old Government Java	0 30	0 32
Arabian Mocha	0 36	
Maracaibo	0 28	0 30
Santos	0 25	0 27

DRUGS AND CHEMICALS.

Alum	\$0 02	\$0 03
Blue Vitriol	0 06	0 07
Brimstone	0 03	0 03 1/2
Borax	0 10	0 12
Camphor	0 80	0 85
Carbolic Acid	0 25	0 50
Castor Oil, 1 oz. bottle, p. gross	4 20	
" " 2 " " "	6 00	
" " 3 " " "	8 40	
" " 4 " " "	10 00	
" " 1/2 pint " "	12 00	
Olive Oil, 1/2 pts., 2 doz. to case, per case	1 25	
" " pints, 2 doz. to case, per case	2 50	
Epsom Salts	0 02	0 02 1/2
Extract Logwood, bulk	0 13	0 14
" " boxes	0 15	0 17
Gentian	0 10	0 13
Glycerine, per lb.	0 17	0 18
Hellebore	0 16	0 17
Iodine	5 50	6 00
Insect Powder	0 26	0 30
Saltpetre	0 08 1/2	0 09
Soda, Bicarb., per keg	2 75	2 90
Sal Soda	1 00	1 25
Madder	0 12 1/2	

EXTRACTS.

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

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

BUY LIPTON'S TEAS

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



Over 1,000,000
Packages sold weekly

**LIPTON'S
Delicious Teas**

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

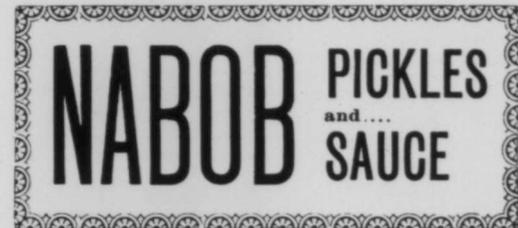
They are put up in one-
pound and half-pound air-
tight packages, and retail-
ed at 30, 40, and 50c. per
pound. Reasons why you
should sell Lipton's Teas:
Because everybody likes
them. They have the lar-
gest sale in the world.
They will increase your
trade. You can buy from the
following wholesale agents:

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

**LIPTON TEA PLANTER
CEYLON**

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

Batty's —



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

ALL WHOLESALERS
HAVE THEM.

... EIGHT PRIZE MEDALS

Canadian Agents

J. A. GORDON & CO.

... Montreal

MARINE INSURANCE

The Mannheim Insurance Company

Grant Open Policies to Wholesale Gro-
cers and Importers at specially favor-
able rates.

Further particulars obtainable by applyin-
to Local Agent, or to

JAMES J. RILEY & SONS
Managers for Canada — Montreal

Notice

TO THE WHOLESALE
TRADE ONLY . . .

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

CIGARETTES

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

CIGARS

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

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

J. M. FORTIER

MANUFACTURER

141 to 151
St. Maurice Street

Montreal

The Gulf of Georgia Cannery

MALCOLM & WINDSOR, Ltd.

Sole Proprietors, and Agents for

"Ice Castle Brand" Canned Salmon

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

FACTORY, Steveston, B.C.

OFFICE, Vancouver, B.C.

A PRIZE..

Certificate in each box of



**ADAMS' "BANNER"
CHEWING GUM**

ADAMS & SONS CO.

Send for Free Sample.

11 & 13 Jarvis Street, Toronto, Ont.

FOR SAIL

Was the sign on a building. The owner was asked when his house would SAIL, and replied, "Just as soon as the man comes along who can raise the wind."

The above is only put here to catch your eye, as it were. When you see the joke and repeat it to your customers, please say a word for "Cream Sodas" and see you sell the original brand, put up in blue-labelled three-pound tin boxes. They are trade winners. A woman will go blocks out of her way to get a second tin. Drop us a line and we will send you a sample tin at once.

The Toronto Biscuit & Confectionery Co.

Henry C. Fortier.

7 FRONT STREET EAST, TORONTO.

Charles J. Peter.

Crown Brand (Greig & Co.)—

1 oz. London.....gross	6 00
2 " Anchor.....	12 00
1 " Flat Crown.....	10 80
2 " ".....	18 00
2 " Square.....	21 00
2 1/2 " Round.....	24 00
4 oz. Glass Stopper.....doz.	3 50
8 ".....	7 00
Parisian Essence.....gross	21 00
Ketchup, Fluted Bottles.....gross	12 00
" Screw Top.....	21 00
" S. & L. "High Grade".....	
per doz.....	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 75

FRUITS.

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

FOOD.

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

HARDWARE, PAINTS AND OILS.

CUT NAILS—From Toronto—	
50 to 60 dy basis.....	2 60
40 dy.....	2 65
0 dy.....	2 70

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

HORSE NAILS—	
Canadian, dis. 55 per cent.....	
HORSE SHOES—	
From Toronto, per keg.....	3 60

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

WINDOW GLASS. [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches, which shows it to be a first-break glass, i. e. not over 25 inches in the sum of its length and breadth.]	
1st break (25 in. and under).....	1 30
2nd " (30 to 40 inches).....	1 45
3rd " (50 to 60 inches).....	3 10
4th " (51 to 60 inches).....	3 40
5th " (61 to 70 inches).....	3 80

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

AXES—	
Per box.....	6 00 12 00
SHOT—	
Canadian, dis. 17 1/2 per cent.....	

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

WHITE LEAD—Pure Association guarantee, ground in oil.....	
25 lb. irons.....	per lb.
No. 1.....	0 04 1/2
No. 2.....	0 04 1/2
No. 3.....	0 04

TURPENTINE—	
Selected packages, per gal.....	0 45 0 46
LINSEED OIL—	
Raw, per gal.....	0 54 0 55
Boiled, ".....	0 57 0 58

GLUE—	
Common per lb.....	0 07 1/2 0 08

INDURATED FIBRE WARE.

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

JAMS AND JELLIES.

SOUTHWELL'S GOODS.	
Orange Marmalade.....	per doz.
Clear Jelly Marmalade.....	1 60
Strawberry W. F. Jam.....	2 30
Raspberry ".....	2 20
Apricot ".....	2 00
Black Currant ".....	2 00
Other Jams.....	1 55 1 90
Red Currant Jelly.....	3 10

KNOX'S GELATINE.

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

LICORICE.

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

MINCE MEAT.

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

COLMAN'S OR KEEN'S.	
Square Tins.....	per lb.
D. S. F. 1 lb. tins.....	\$0 40
" " 1/2 lb. tins.....	0 42
" " 1/4 lb. tins.....	0 45
Round Tins.....	
F. D. 1/2 lb. tins.....	0 25
" " 1/4 lb. tins.....	0 27 1/2
" " 1/2 lb. jars, per jar.....	0 75
" " 1 lb. ".....	0 25
" " 4 lb. tins, decorated, p.t.....	0 80

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

RICE, ETC.

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

STARCH.

EDWARDSBURG STARCH CO., LTD.	
Laundry Starches—	
No. 1 White or Blue, cartons.....	0 05 1/2
Canada Laundry.....	0 04 1/2
Silver Gloss, 6-lb. draw-lid boxes and fancy packages.....	0 07
Silver Gloss, 6-lb. tin c'nnisters.....	0 07
Edwardsburg Silver Gloss, 1-lb. chromo package.....	0 07
Silver Gloss, large crystals.....	0 06 1/2
No. 1 White, bbls and kegs.....	0 04 1/2
Benson's Enamel, per box.....	3 00

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

Rice Starch—	
Edwardsburg No. 1 White, 1-lb. cartons.....	0 09
Edwardsburg No. 1 White or Blue, 4-lb. humps.....	0 07 1/2

THE BRANTFORD STARCH CO., LTD.	
Laundry Starches—	
Canada Laundry, boxes of 40 lbs.....	0 04 1/2
Finest Quality White Laundry—	
3 lb. cartons, cases 36 lbs.....	0 05 1/2
Bbls., 175 lbs.....	0 04 1/2
Kegs, 100 lbs.....	0 04 1/2
Lily White Gloss—	
Kegs, extra large crystals, 100 lbs.....	0 06 1/2
1 lb. fancy cartons, cases 36 lbs.....	0 07
6 lb. draw-lid boxes, 8 in crate 48 lbs.....	0 07
6 lb. tin enameled 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 28 lbs.....	0 09
Canadian Electric Starch—	
40 packages in case.....	3 00

Culinary Starch—	
Challenge Prepared Corn—	
1 lb. pkgs., boxes 40 lbs.....	0 06 3/4
No. 1 Pure Prepared Corn—	
1 lb. pkgs., boxes 40 lbs.....	0 07 1/2
KINGSFORD'S OSWEGO STARCH.	



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

SUGAR.

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

SYRUPS AND MOLASSES.

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

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

SOAP.

Babbitt's "1776" Soap Powder.....	\$3 50
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1 Box Lot.....	4 20
5 Box Lot.....	4 10
Freight prepaid on 5 box lots.	

P. M. LAWSON'S SOAPS.

per box	
Wonderful, 100 bars.....	\$4 00
Supreme, 100 bars.....	3 50
Our Own Electric, 100 bars.....	2 00
Sunflower, 100 bars.....	2 00

BRANTFORD SOAP WORKS CO.

IVORY BAR.	
per box.	
3 lbs. and 2 6-16 lbs., 60 bars in box.....	\$3 30
13 1/2 oz. and 1 lb., 60 bars in box.....	3 30
12 oz. cakes, 100 cakes in box.....	4 00

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25 cents

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HANDLING OF TEA**

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

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DURABLE PAILS AND TUBS.



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OF NEWMARKET, ONT.,

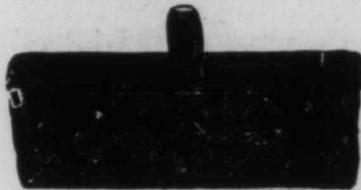
The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. BEST GOODS MADE.

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Oakville Basket Co.,**

MANUFACTURERS OF



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

For sale by all Woodenware Dealers

Oakville, Ont.

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

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

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- HIGH CLASS - - GREAT NOVELTY - - GOOD PROFIT -

ODART'S PICKLE - AND - ODART'S SAUCE

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

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Dorchester, Mass., U. S. A.

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PURE, HIGH GRADE

COCOAS

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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

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