

THE CANADIAN GROCER

VOL. IX

TORONTO, JANUARY 25, 1895.

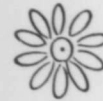
No. 4

IF YOU KNOW

COLMAN'S MUSTARD

IS

A most delicate preparation;
 Made from the choicest stock;
 Appetising;
 Conveniently packed;
 Economical;
 Used at home, in camp, and upon
 the yacht;
 The highest grade Mustard known;



AND HAVE NOT ORDERED "COLMAN'S"

YOU HAVE LOST

THE ADVANTAGE OF YOUR KNOWLEDGE

HUNTLEY & PALMERS

English Biscuits

UNRIVALLED FOR EXCELLENCE OF QUALITY.



MANUFACTURERS TO HER MAJESTY THE QUEEN, etc.

KNOWN THROUGHOUT

THE WORLD

READING AND LONDON, ENGLAND

Representative: **MR. EDWARD VALPY, 28 Reade Street, NEW YORK**

LA CADENA—CREAM OF THE HAVANA CROP.

LA FLORA, 10c.

EL PADRE, 10c.

ALL THE LEADING WHOLESALE TRADE HANDLE OLD CHUM PLUG AND CUT AND DERBY STOKING TOBACCOS.
PRIZE MEDALS IN COMPETITION WITH THE WORLD.

Infringement of Patent Notice.

HULL, Canada, Jan. 2nd, 1895.

To the **WHOLESALE GROCERY
AND JOBBING TRADE:**

As the public are doubtless aware, we have been packing our Matches lately in very ingeniously constructed Paper Boxes, the invention of our Mr. Millen, and covered by Canadian Letters Patent of the 12th of May, 1892 (No. 38,938), and of 29th July, 1892 (No. 39,528), of which we are the sole proprietors. The value of these Boxes for packing matches was recognized as soon as we adopted them. Since then, some of our competitors in Canada, desiring to profit by our labor and experience, have seen fit to sell other than our matches packed in boxes of the same construction substantially as those of ours, which are protected by the above Letters Patent.

This clearly is an infringement of our Patent Rights, and, if continued, will be stopped by process of law. As a word of advice to our friends, and as a warning to our competitors, who are thus infringing upon our Patent Rights, we have decided to give this notice to all parties not to buy, sell, handle, trade in or barter with any goods that infringe the rights of

The E. B. EDDY CO.,
LIMITED

Standard Goods THE Best to Handle



THEY STAND AT THE HEAD

No Verdigris in these goods
They are made in Silver Lined Pans

And are

FOR SALE BY LEADING
HOUSES EVERYWHERE.

FOR
PURITY



FOR
STRENGTH

This brand is always reliable.

Highest test 98.50% pure.

Made only
by

The UNITED ALKALI CO., Ltd., Liverpool.

Fry's

≡ 80 Medals ≡

Highest honors at Chicago

It pays to sell them.



Always reliable.



Purveyors of chocolate to Her Majesty the Queen

BY ROYAL APPOINTMENT

AGENTS FOR CANADA

ARTHUR P. TIPPET & Co.

MONTREAL, P.Q.

TORONTO, ONT.

ST. JOHN, N.B.



The Live Merchant

Views with pleasure every improvement made in the appearance of a package.

Grand Mogul Tea

Is now the most beautiful package in the market. The sample tins given with each chest are the handsomest sample tins ever placed on the market. The high quality of the tea, the package, the rich sample tins, all combine to make Grand Mogul the leading tea in Canada to-day. And the merchant who does not keep it may close his eyes to the fact that he is driving away his trade, but will see it when too late. Moral—Be the first in your town to have it.

Sole Agents

T. B. ESCOTT & CO., London.

Our Goods...

YOUNG & SMYLLIE'S
PURE Spanish

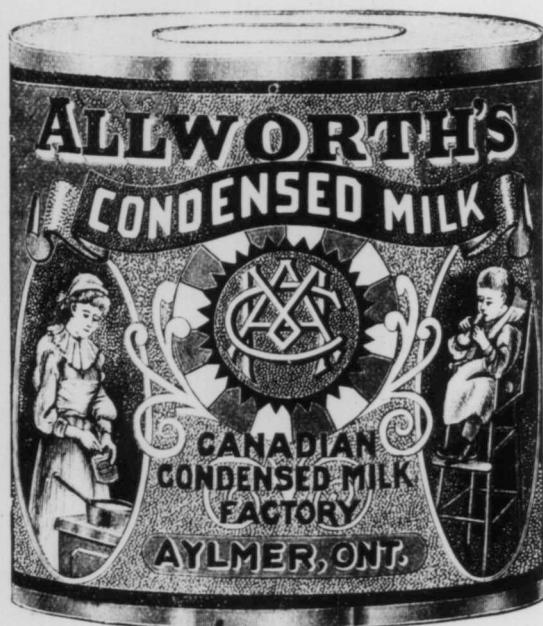
ACME
LICORICE
PELLETS

STICK LICORICE

Can be relied upon for quality. They are absolutely pure and are always first-class. Any of the leading houses can supply you.

YOUNG & SMYLLIE,

Brooklyn, N.Y.



When a Customer

Asks you for "a can of good Condensed Milk" she usually leaves it to your judgment to give her what is best. In such a case you will always be sure of gaining her approval by supplying "Allworth's." It is absolutely perfect.

ORDER from any wholesaler, or direct.

AGENTS:

HALIFAX, N.S. — E. EBB & Co.
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VANCOUVER — G. J. WORDER & Co.

The Canadian Condensed Milk Factory

D. MARSHALL & ALLWORTH
Proprietors.

AYLMER, ONT.



Pointers



Write us for particulars how to increase your tea trade.



ROSE & LAFLAMME

MONTREAL



KOFF NO MORE

WATSON'S COUGH DROPS

Will give positive and instant relief to those suffering from Colds, Hoarseness, Sore Throat, etc., and are invaluable to orators and vocalists.

R. & T. W. STAMPED ON EACH DROP.



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.

WALTER R. WONHAM & SONS,
Sole Agents for Canada, MONTREAL.

Marshall & Co.,

Spring Garden Works, ABERDEEN, SCOTLAND.

An Old Story

Others will offer you a coffee guaranteed just as good as our Pure High Grade

Excelsior Blend Coffee

BUT,

You can depend on it, the result will be disappointment and loss of trade.

There is a peculiar richness of aroma about this coffee which cannot be matched or imitated.

Customers using it for over fifteen years will have no other.

This may remind you that you are wanting just such a coffee, and that it would be well to order on a shipment as a special leader for your Holiday Trade.

Todhunter, Mitchell & Co.

Coffee Importers and Manufacturers
Sole Patentees of the Improved Process of Roasting
TORONTO

BATTY & CO., LONDON, ENGLAND

Batty's
Nabob
Pickles
Crown
Pickles



Batty's
Nabob
Sauce
Batty's
Worcester
Sauce

For Sale by leading Wholesale Grocers.

BRUNNER, MOND & CO. Limited, Northwich, England

Bicarbonate Of Soda...

Refined and Recrystallized

The Purest and Cheapest
in the Market



Soda Crystals

Of the Finest Quality.
In Barrels and Drums.

Orders for direct importation
from the Wholesale
Trade only.

WINN & HOLLAND, MONTREAL

Sole Agents for the Dominion
of Canada.

OTHER SPECIALTIES.
NOUGAT
RAHAT LAKUHM
ALMOND ROCK
EL MAHNA



MEDALS AND DIPLOMAS.
PARIS
SYDNEY
MELBOURNE

CANADIAN SPECIALTY CO., Toronto. | LONDON, W. C. | ROSE & LAFLAMME, Montreal.

THE ST. LAWRENCE SUGAR REFINING CO.'S

GRANULATED YELLOWS SYRUPS

ARE PURE

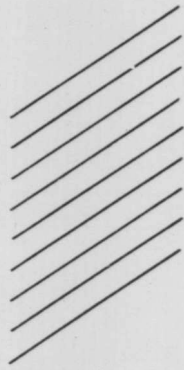
NO BLUEING Material whatever is used in the manufacture of **OUR GRANULATED**

If You Have Used It, You Will Know
That "REINDEER BRAND"



Is
a
really
good
article

The Old Reliable "THE DIAMOND"



THIS Baking Powder has stood the most critical tests of Canada's best cooks for years, and to-day stands the acknowledged peer of its class. Its high standard of quality, never-varying effectiveness, absolute purity and economy, have given it prestige over others and won for it the encomiums of the people,

AND

there is money in it for you. Write us.

W. H. Gillard & Co., WHOLESALE ONLY **Hamilton, Ont.**

JOHN MOUAT, Northwest Representative, WINNIPEG.

PATERSON AND SONS
ARE THE FINEST SODA BISCUITS MADE, **S**
TRY ONE OF THEIR RED BOXES **AND**
END THE PREJUDICE THAT CANAD **A**
RECEIVES FINE GOODS ONLY THROUGH IMPORT **S**
SINCE OUR OWN GREAT MANITOB **A**
SOFFERS THE WORLD'S FINEST FLOU **R**
NEED WE FEAR COMPETITION ANYWHER **E**
AND THE DOMINION FOR A MARKE **T**
NOT A SMALL TERRITORY? WIT **H**
DEMANDS FOR MORE THAN ALL CAN MAK **E**
SEE OUR SAMPLES. SEND YOUR ORDER. NA **B**
SOUR TRAVELERS, THEY WILL SHOW YOU LINES **S**
NOVEL, NEW AND NICE. YOU WILL EASILY BELIEVE HI **S**
SODAS ARE THE BOSS

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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. IX. (Published Weekly)

TORONTO AND MONTREAL, JANUARY 25, 1895

(\$2.00 per Year) No. 4

MUSTARD AND CRESS.

Customer—"Is this good soap?" Dealer—"Well, mum, the man who writes poetry about that soap gets \$10,000 a year." Customer—"My sakes! Gimme a dozen bars."

A Kingston man was the other day fined \$10 and costs for throwing a loaf of bread in a woman's face who was selling him tobacco. Some anti-tobacco man may probably remark that returning good for evil does not receive much encouragement at Kingston.

Content thyself in early life to consume less than thou dost produce, lest in old age thine unappeased appetite turn and gnaw thee to thine anguish. Moreover, contentment is better than satiety, and "godliness with contentment is great gain."—Solomon Levi.

Some one has said: "Behold, the fool saith, put not all thine eggs in one basket, lest it fall and they be broken; but the wise man saith, put all thine eggs in one basket, and watch that basket." A good ad in one paper is worth a poor one in a dozen papers, adds Printer's Ink.

The drummer, explains an exchange, is a person so full of news respecting the lines he carries, and he drops it in conversation so unreservedly when received cordially, that it will pay all retail merchants to always treat the drummer well, even though no purchase is intended. You cannot ignore such an important source of trade information.

A crusade has been inaugurated in Windsor, Ont., against the saloons and hotels there; and it is beginning to wax hot. The by-law passed by the City Council regulating the hours for closing bars having been pronounced void, the only law under which they can be convicted for keeping open during prohibited hours is the provincial statute, which declares that bars must be kept closed from seven on Saturday night till six on Monday morning. It is for

violation of this enactment, therefore, that liquor sellers are being summoned. Several convictions have already been recorded.

Great Britain imported 342,084 cases of canned beef from Australia last year, against 262,447 cases in 1893 and 229,535 cases in 1892. The quantity imported from the United States is shown to have fallen off from 855,037 cases in 1892 to 609,833 cases last year. Another of John Bull's children is making things hot for Uncle Sam, evidently.

The Canadian Pacific Packing Co., Vancouver, B.C., know a good thing when they see it. In paying their subscription they say: "We are much obliged for your reminder (see, they thank us for asking them for money), and can say that your paper is very much appreciated by us." Why, of course it is! Every live business man says the same thing.

We have always noticed, during the number of years we have been in business, that not one of five hundred retailers, subscribers to this journal, fail in business. We do not claim that this is directly because they read THE GROCER. We are two modest for that. But this we do claim: Among THE GROCER'S readers are to be found the most live, energetic, and successful of the country's business men.

Tonal—"Tam Tuncan McSpeerit! She'll be ta one penefactor that will do ta createst injury to our clen. She'll pe co an' get her whusky license deprived from her; so noo, her nainsel cannot get ta trop to wet her craig without trampin' ten miles for ta stuff!"

Tugal—"Tuncan McSpeerit pe ta plack-guard, whateffer! For lettin' ta license slip she ought not to be forgiven in this world, nor ta world to come previously, moreofer!"

It is said that a ton of macaroni is made in Boston every day. Someth'ng like 500 miles of solidified flour and water, in size from a telegraph wire to a lead pencil, is cut

into appropriate lengths every twenty-four hours and hung up to dry. Such is the product of three factories. Two of them are in the north end and the other in East Boston. Macaroni is divided into thirteen classes. Each of these is the product of the same batch of flour and the same kneading, but vary in size, shape and general appearance.

The directors of the Winnipeg Industrial Exhibition Association have resolved to get an expression of opinion from the country as regards the best season of the year for holding the exhibition. A circular will be issued, asking opinions from the people as to the advisability of holding a summer or a fall fair. The directors personally are in favor of a summer fair. It will be interesting to know how much wiser they will be after they have duly sounded public opinion.

Your work is what you are. It cannot help but carry with it the moral atmosphere in which you live. Tell me what manner of man you are, and I'll tell you what the moral effect of your work will be. Strip it of all moralizings, all aphorisms, all texts, all moral platitudes, but don't imagine that you are therefore stripping it of all moral effect. . . . Imagination is a chemical which, let a man pour it on any plate whatsoever, it is sure to develop the features of his own face.—Hall Caine.

One very evident feature in the markets of former years has been utterly absent during the latter half of the present one, namely, speculation, says American Packer. In other days, he it was, and not the jobber, who primarily made the market and set prices. Then, canned goods always found a ready sale at some price, and, unless the offerings were unusually large, the price was a fair one, for the speculator, being always a large borrower, necessarily must protect his holdings. The speculator has often been roundly denounced, but there are few who would have been sorry had he been in evidence last fall.

DEATH OF A. M. SMITH.

IN the death of A. M. Smith, at his residence, 128 Pembroke street, on Saturday last, Toronto lost one of her leading citizens, one of her foremost business men. Having come to this country during the first half of the century, Mr. Smith has ever since been identified with the steadily growing commercial interests of Canada.

The deceased gentleman was born at Moneymusk, Aberdeenshire, Scotland, in the year 1818. At the age of 18 he enlisted with the 93rd Highlanders, and came to Canada when his regiment was ordered out to aid in quelling the rebellion of 1837. When quiet had been restored and the regiment was ordered to another part of the empire, Mr. Smith, then 21 years old, was among a number who bought their discharge, and, at the earnest request of his friends, gave up a military career, and went into business.

He forthwith entered the employ of a grocer named W. C. Ross, who at that time kept a store on Yonge street, south of Queen. Here he remained until 1842, when he resigned his position to start in business for himself. The success which Mr. Smith achieved showed that he had not missed his vocation. After a time he joined John Smith, father of C. J. Smith, of Cooper & Smith, and the two conducted a wholesale trade. The partnership did not last long, however, and Mr. Smith next engaged in the lumber business, having purchased for that purpose the Spanish River mills. This he carried on until about 25 years since, when he entered partnership with Mr. Keighley, the connection having lasted up to the present time.

At the time of the reorganization of the militia in 1855-6, Mr. Smith again showed his liking for military life by raising the Highland Rifle Company, which he commanded until its amalgamation with the Queen's Own Rifles. That he was an excellent soldier as well as business man is demonstrated by the fact of Sir Edmund Head offering him a commission in the 100th Royal Canadian Regiment when it was raised in 1858. Mr. Smith was, however, obliged to decline, although the offer was not unpleasing.

For 40 years past, Mr. Smith's name has

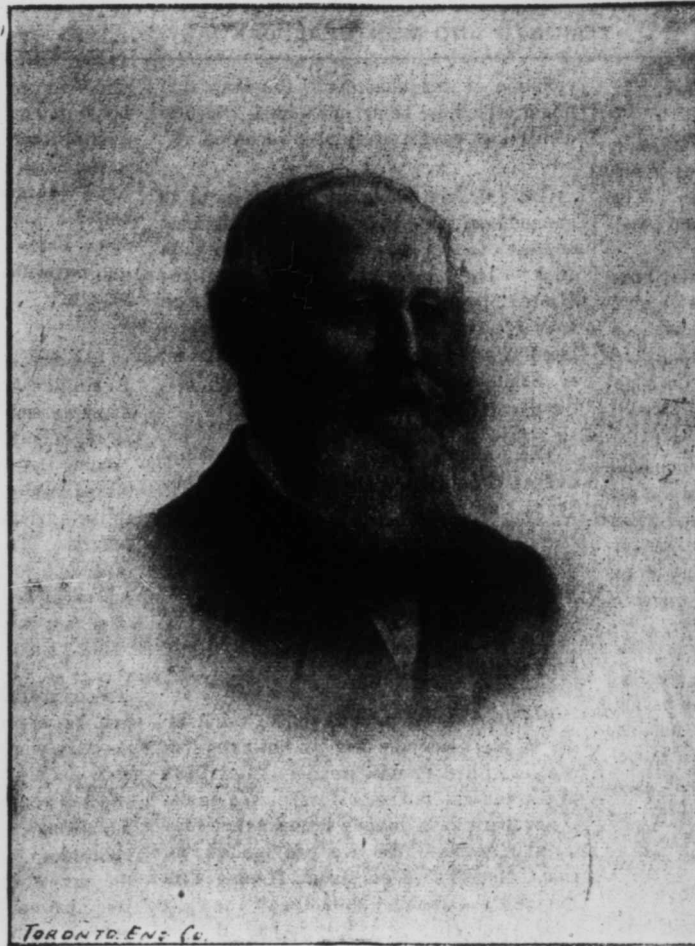
been more or less connected with the public affairs of Toronto. He was a member of the City Council for three years, representing St. James' Ward. In early life he was a Liberal in politics, but later became a Conservative. From 1863 to 1867 he represented East Toronto in the Parliament of Canada.

Mr. Smith's activity was shown by the numerous concerns and institutions with which he was identified. He was the first president of the Caledonian Society, and at other periods filled the offices of executive

The late Mr. Smith was a devout Presbyterian, and for many years worshipped at old St. Andrew's Church. He was an intimate friend of the late Senator John Macdonald, the two having been thrown together when starting in life. The deceased gentleman was of a most philanthropic disposition, and gave largely to charities. He was much interested in the progress of the Sick Children's Hospital, and was one of the trustees of that institution. He will long be remembered as a splendid type of an honorable and straightforward business man.

Mr. Smith's illness really dates back some four years ago, when he had a severe attack of la grippe, although it was not until within the last year or two that his condition was considered serious. During the past year, particularly, his condition gave his friends much concern. But, with the exception of a few weeks when he was confined to his bed, he did not miss making his daily round of the Ontario Bank, the Western Assurance, the Canada Permanent, with all of which institutions he was connected, and his own business. It was on Friday last that the attack came on which ended in his death. He was making his usual visit to the Ontario Bank when he was taken with a sudden weakness. He was partially rallied by the aid of stimulants, and was sent home, from which he was destined not to leave again until carried to his last resting place.

The funeral took place from the residence of deceased, on Pembroke street, and was largely attended. The services were conducted by Revs. Dr. Parsons, Dr. Fletcher, of Hamilton,



THE LATE A. M. SMITH.

head of the Board of Trade and St. Andrew's Society. Mr. Smith was also president of the Western Assurance Company, president of the Canada Lake Superior Transit Company, vice president of the Ontario Bank, a director of the British America Assurance Company, and director of the Canada Permanent Loan and Savings Company. To show the esteem in which he was held by his conferees on the directorate of the Western Assurance Company, it might be mentioned that the latter had decided to present him with an oil painting of himself. The task was given to J. W. L. Forster, but death came before the completion of the painting.

JOB LOTS

We have finished stock-taking, and will clear out this week all the odd lines in

**Tea Ware
Dinner Ware
Chamber Ware**

At so much per Piece, or in Lump.

JAMES A. SKINNER & CO.
Toronto, Ont. Vancouver, B.C.

How to Increase Business.

WITH PROFIT. THAT'S THE PROBLEM.

One solution is to buy your Teas of

LUCAS, STEELE & BRISTOL, - HAMILTON

Write for Samples and Prove it.

JAMES TURNER & CO.

Wholesale Agents for

HAMILTON

Bensdorp's

Dutch

Royal

Cocoa



1845
1837

Have pleasure in advising they have arranged with manufacturers to sell this well known brand at old prices in spite of heavy advance in duty.

...IMITATED BY MANY...



Excelled

.. by ..

None



FOR SALE BY ALL LEADING WHOLESALE GROCERS.

WRIGHT & COPP - Dominion Agents - TORONTO.

Sugars

We are in an exceptionally favorable position for selling Sugars in car lots from Refineries, and also less quantities from Toronto and Montreal.

See our samples and get our quotations before buying.

H. P. Eckardt & Co.

WHOLESALE GROCERS.

..... TORONTO, ONT.

and J. H. White, of Deer Park. The pallbearers were: Col. John I. Davidson, Messrs. G. A. Cox, J. J. Kenny, G. R. R. Cockburn, M. P., J. Herbert Mason and James Scott.

The business of Smith & Keighley, will for the time being at least, be carried on as heretofore.

TRIBUTE FROM HIS PARTNER.

When approached by THE GROCER for an opinion regarding his late partner, Mr. Wm. W. Keighley said: "He was a most genial man. To put him out was a hard thing, but, like most Scotchmen, when his temper was ruffled he was ready for the fray. I have been nearly twenty three years in partnership with him, and during the whole of that time we never had a serious disagreement. We both had opinions of our own, and when they clashed we agreed to disagree. Mr. Smith's geniality and good sound common sense and fair dealing with all men I do not think is to-day excelled. In business affairs he was always disposed to do what was right. I never knew him to take advantage of any one, either in mercantile or private life. He was very fond of business. It was his life. He could have retired many years ago, but he used to say to me: 'Keighley, the day I give up business will see the end of me.' Mr. Smith was not a sport; he loved a good horse, and was fond of driving. Social life he liked

only to a limited extent. His business was his hobby—his pleasure. It was his delight up to within a few days of his death to come down every day to the Ontario Bank, the Western Assurance, the Canada Permanent and other financial institutions with which he was connected, ending up by visiting the warehouse. He was always ready and willing to give advice to anyone seeking it. During the years he represented Toronto in the old Parliament of Canada, he was brought into contact with a good many people of different occupations, sects and politics, and he was in consequence continually beset with a stream of people seeking his counsel. He was during his life trustee for many families, and in little family difficulties he was often called in to adjudicate matters. During the last two or three years we have often tried to get him to seek a change of climate, but without success. He always maintained that the best place for a sick man was in his own home. True, we did once get him away to South America, but he only remained away a month. Although he had none of his own, Mr. Smith was very fond of children, and parties for the young people were frequent at his home. There was one there only a few days before his death."

A FELLOW MERCHANT'S TRIBUTE.

Mr. Wm. Ince, sr., of the wholesale grocery house of Perkins, Ince & Co., said,

when questioned by THE GROCER: "I have known him ever since he entered the employ of a grocer named Ross. As a man his integrity was high, and as a merchant he displayed a great deal of ability. My experience with him has shown me that. He was pleasant and genial. I have had numerous transactions with him, spreading over a period of nearly 50 years, and throughout the whole of it there was never any unpleasantness or the slightest jarring between us. I have always felt a warm feeling of friendship towards him, and though he was only about 10 years my senior, he looked upon me as being much younger and frequently gave me advice. I would have trusted Mr. Smith to any extent," concluded Mr. Ince. "His word was as good as his bond."

WHO DEALS IN ASHES?

ST. STEPHEN, N.B., Jan. 14, 1895.

GENTLEMEN,—Please send me address of parties dealing in ashes and oblige, Yours truly,

J. A. BOYD.

REMARKS: The demand for ashes is not as large as it was a few years ago, and we know of only a few firms who are buyers. H. Dobell & Co. or J. C. Sinton, are in the business. They are both on St. Sacrament street, Montreal. Any of our readers who can recommend other firms will kindly do so.—EDITOR GROCER.

LOOK OUT!

Our travelers will be on the road in a few days with a full range of samples of

Brooms	Woodenware	Cordage	Mirrors
Whisks	Matches	Baskets	Cigars
Brushes	Twines	Mats	Tobaccos

And General Grocers' Sundries.

Our Prices and Terms
Will be Found Right.

H. A. NELSON & SONS

Toronto and Montreal.

Asparagus

In Key-Opening Cans.
Cooked for Immediate Use.

Evaporated Apples

"Extra Choice," in 25 and 50 lb. cases.

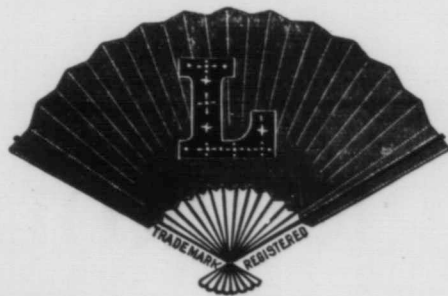
New Prunes

DAVIDSON & HAY

TORONTO, ONT.

TEAS

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BRAND

EDWARD ADAMS & CO. - London, Ont.

Arctic Cough Drops

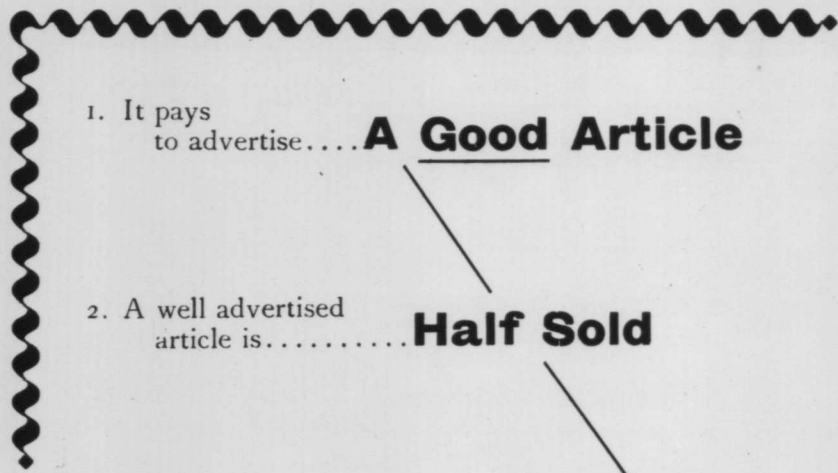
**THERE ARE
NO BETTER
COUGH DROPS
MADE.**

The demand has been large and continuous
for the last five years.

Packed in

Elegant Glass Jars, 4 lbs. each.
Handsome Tins, 5 lbs. each.
And in 5c. Packages.

G. J. HAMILTON & SONS - - Pictou, N. S.



1. It pays to advertise.... **A Good Article**

2. A well advertised article is..... **Half Sold**

3. Every business man recognizes this and knows it..... **Means Quick Profits**

To every retailer selling

HEAD OFFICE : LONDON, ENG.

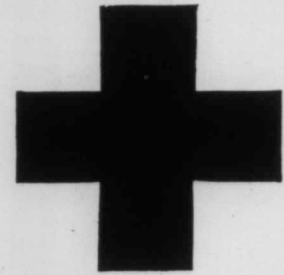
AGENTS

MONTREAL
Hudon, Hebert & Co.
Caverhill, Hughes & Co.

ST. JOHN, N.B.
G. W. S. De Forest & Sons
HALIFAX, N.S.
Bauld, Gibson & Co.

KINGSTON, ONT.
Fenwick, Hendry & Co.
HAMILTON, ONT.
Lumsden Bros.

"A Perfect Blend"



**Blue
Cross
Ceylon Tea**

WE ARE PROUD . . .



B. F. P. Cough Drops

Give immediate and lasting relief in all cases of Coughs, Sore Throats, Cold in the Head, etc., etc.

Of our record for this season. The sales of **B.F.P. Cough Drops** up to date have been most gratifying and show that they (the Cough Drops) are appreciated by the trade and public generally.

Don't you want that last order of yours duplicated?

Toronto Biscuit and Confectionery Co.

TORONTO.



J. B. McLEA
Pres

The McLEA

FINE

TRADE

HEAD OFFICE

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J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

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SELECT BUSINESS MEN.

BOTH parties are now selecting candidates to run in the coming Dominion election contest. It is of the utmost importance that successful business men should be selected.

There has been too much truckling of late to Patrons of Industry, Trades' Unions and such like. Both have many excellent features to commend them. If the really good men in these organizations were the leaders they would be deserving of support, but in most instances they are simply professional politicians who are in politics for what they can make out of it.

Take the leaders of the large deputations of alleged starving men in Montreal, Ottawa and Toronto at different times in the past few years. They carried a black flag and demanded work or bread. Many of them were offered work but refused to take it.

The other day a similar starving deputation was raising a riot in St. John's, Newfoundland. It was found that the leader had a house well filled with provisions and was living more comfortably than many a well-to-do citizen.

If this toadying to such organizations continues, our politicians will get us into the same position as Newfoundland is in to-day.

There the political parties vied with each other in doing favors for the fishermen, farmers and laborers, as against the business men. The latter were heavily taxed, and the money freely spent in bribing, directly and indirectly. The country has been brought to a state of bankruptcy.

It is in this direction our politicians are carrying us to-day. Let us go to our conventions and pull the wires and secure the nominations of business men of ability and integrity.

Some of us may be in a constituency where it is policy for the party to support a

Patron, or one of the various other third parties. In such a case we must compel them to give us a voice in the selection of a candidate as the price of our support. We should see that such candidate is a man who has made a success of the particular work on which he depends for a livelihood; that he can afford the time and money to go into politics; that his character is above reproach. A man like that may make a good representative, though from his lack of knowledge of business affairs he will be less useful.

THE COMMISSIONER OF CUSTOMS.

COMPLAINTS regarding rulings of the Customs Department are still being heard. And as long as the present acting commissioner continues to act there is very little probability that they will cease.

A square spile is ill-adapted for stopping a round hole. And Mr. Watters is scarcely more adapted for the position he now fills as acting commissioner of Customs.

As an accountant he stands high; as a commissioner of Customs he stands low. In consequence of which the department in which he wields so much power has become the laughing stock of the business men of the country. Even the Hon. Clarke Wallace, the Controller of Customs, than whom none in the Ministry is probably held in higher esteem by mercantile men, is losing in prestige because of the absurd rulings of his commissioner.

All the onus for the present unsatisfactory condition of affairs must not, however, be allowed to rest wholly on the shoulders of Mr. Watters.

A merchant who would take his expert accountant and place him in the position of, say, the expert buyer, for which he had had neither training nor adaptability, could scarcely escape responsibility for the results which would assuredly follow.

Neither can the Government altogether escape responsibility for the mistake of transforming Accountant Watters into Commissioner Watters.

And its duty is to put the acting commissioner where he can do the most good, and not keep him where he appears to be doing the most harm—to the Government as well as to the trade of the country.

PUT TRAVELERS ON COMMISSION.

THE close competition among wholesale merchants and manufacturers, and more cautious buying on the part of retailers, have cut the margin of profit to a finer point than ever.

Jobbers and manufacturers are therefore looking about them for ways of reducing expenses.

In some instances the number of travelers has been reduced, while in others travelers

have been put on commission or on part salary and part commission. That is, they go on the principle of payment by results, not on the quantity of goods sold, but on the profits made.

In the past, commission or increase in salary was based on a percentage of the goods sold, not on the profits made. This to some extent led to the cutting which has been so ruinous to the trade everywhere. The system of paying by profits will be much more satisfactory to both the firm and its salesman. The latter will take a greater interest in his work and his customers. He will not only aim to sell goods, but to get a profit and to see that they are paid for.

THE GROCER knows of one house that has followed this system for some years. It pays salary, but bases it on profits on that particular salesman's territory.

It has often been remarked that this particular house very seldom appeared on a list of creditors of an insolvent firm. This is the secret.

The head of the firm remarked a few days ago that his senior traveler had not lost a cent in bad debts on his route in seven years.

HOW TO RETURN GOODS.

JOBBERS and manufacturers occasionally complain that retailers return goods which they have ordered with the simple explanation, "Don't want."

Sometimes the cases are not opened; at other times they are, and the goods displayed for a few days; then, fearing they cannot sell, they repack them—carelessly, very often—and ship back. The jobber writes for an explanation, but can get none.

If the jobber is a man of some backbone, he will either insist on the buyer accepting the goods or instruct his men never to sell that house again.

Too often he meekly submits, but he remembers the man and watches for him in future, and makes him suffer eventually.

There is another class of business men who buy more than they really want, often under the influence of good salesmen. When the season comes round, and before they unpack and handle the goods, they figure that they have over-bought, and write at once to the house, explaining the circumstances, and asking them to be good enough to take back a portion of their purchases.

A house which will not then endeavor to help a customer out does not deserve the trade in the future.

There are some houses that will be only too glad to put themselves out for such a customer.

Sometimes the return freight, or in case of United States shipments, the duty as well, would mean a heavy loss to the ship-

per. Then it is only fair that the buyer should bear the loss like a man and say nothing about it.

The men who return goods without explanation, and who will not answer letters, are not business men. They should join the Patrons of Industry—many of them do, and soon disappear from business circles. The second class get any favors that are going, and they have the respect of the jobbers and manufacturers.

HOW TEAS SHOULD BE INSPECTED

IT must be admitted now, even by thick headed Government officials, that the analytical test for tea is a useless one.

Under this system a really good tea—a first picking—may fail to come up to the Government standard of strength, while a very inferior grade full of sand and dirt, a very coarse grade, may give a much higher test of strength. This has been the actual result of the present inspections in Canada.

Another result has been that a tea has been seized at one port, while part of the same shipment has passed at another.

The situation is really more serious than is generally imagined in the trade. Teas are shipped to the credit of, and are practically the property of, the bank, which makes 50 to 80 per cent. advances on them. If banks begin to fear the confiscation of their shipments they will be very chary in advancing money on any teas.

It is admitted that teas have been coming to this market which would be better excluded, but an analytical test will not discover these. This was tried in New York and failed. The only intelligent test is such as a practical tea man can give by drawing the teas. He can at once detect spurious leaves and foreign matter, and decide whether the tea should be admitted for consumption or not. This the analyst to whom the teas are now referred is unable to do.

The Government, therefore, should amend the system of inspection and appoint an experienced man, one in whom the entire trade has confidence. There are several of them available in different parts of Canada. To prevent any but the right man being appointed, applicants should be required to pass an examination before a committee appointed for the purpose by the representative organizations of the tea importers and dealers of the Dominion.

They should first decide whether an applicant's character and ability are such that he would command the confidence of the trade; and, secondly, by practical tests, learn whether he has the experience necessary.

This plan would relieve the Government of much worry from numerous applicants, and there would be no danger of an incapable man being appointed.

Such a system is now being carried out in the grain, flour, hides and skins, and other

departments of trade, and it has been found to work satisfactorily.

Some of these inspectorships are good berths. THE GROCER knows of one who makes over \$6,000 a year in fees. In the tea trade, however, in order to make the inspector perfectly independent of the importers, he should be paid by salary and by the Government. To meet this extra expenditure an inspection fee should be paid by importers to the Collector of Customs.

In case importers are not satisfied with the inspector's decision, an appeal can be made to the committee, as is done in the grain and other trades. If we were always sure of having such a man as the present Controller of Customs, Hon. Mr. Wallace, who is himself an experienced grocer, importers would willingly let an appeal rest with him.

Another feature that should be changed is that which compels the Government to confiscate teas which do not pass inspection. This is very unfair to the importer and entails great loss upon him. In the States he is allowed to export such goods. There are other countries where the people are not so fastidious as we are in Canada. If the

THIS JOURNAL
Is mailed every
Thursday without
fail. If you do not
receive your copy
regularly something
is wrong.

teas are poisonous and thus dangerous to human life, they should be confiscated, but not otherwise.

ALLEGED "SHADY" FAILURE.

IF all that is alleged be true regarding the failure of W. H. Osborne, the Bowmanville general merchant, who recently assigned, it is somewhere else than into business he ought to go.

A merchant who was one of the victims asserts that a few weeks before the assignment took place, Osborne, when purchasing some goods from him on credit claimed that his business was in a good condition; that he owed nothing for wages, and that he had a \$1,500 farm upon which there was only an encumbrance of \$500.

When he assigned, however, and the statement was presented, the estate was shown to be in anything but a healthy condition. The farm was evidently a myth. At any rate, it did not figure among the assets.

On the other hand, two of his sons ranked among the preferred claims for wages to the extent of \$58.50 and \$78 respectively, while these same two boys, together with three other Osbornes, included in whom was the insolvent's wife, were among the general creditors for an aggregate of \$1,884.72. The wife's claim was \$1,047, and was for money advanced.

All the assets that were forthcoming were, stock \$500 and book debts \$1,000, and all these were sold to the wife of the insolvent for \$500. Of this amount, after the preferred claims and the expenses were paid, there was left the sum of \$196, which, distributed among the creditors, netted them just 5c. on the dollar. Excellent compensation, indeed, for a healthy estate!

Naturally, there is a great deal of indignation among the general creditors, and proceedings have been taken by at least one of the creditors to set some of the preferred claims aside.

LUMBER TRADE PROSPECTS.

One of the Canadian industries which at the moment augurs the best for a revival is that relating to lumber.

As far as THE GROCER can learn, stocks in the United States are low, and in Canada there does not appear to be as much held as was at first supposed, while those that have got them are holding for higher prices.

By no means the least of the good signs is the resuscitation of many of the old mills and the starting up of new ones in Canada.

And as a result of the revival of this particular industry, partial as it yet is, more groceries, more pork, and more hardware has been going to the lumber camps.

Products of the forest exported by Canada during the fiscal year 1893, the latest official figures to hand, aggregated in value nearly six millions of dollars. The possibilities for increasing this are great. Canada has the lumber storehouse—if the expression be permissible—of the continent, wherein there is a supply unlimited, while near and far are to be found customers whose purchases are capable of being enlarged, particularly those of our nearest neighbor, the United States.

IT IS NOT OUR FAULT.

We receive complaints now and again that subscribers do not receive THE GROCER regularly. This is not our fault. Your copy is mailed, without fail, every Thursday evening. It is almost impossible for us to miss you, and the mistake must be in your post-office or your own office. In investigating complaints of this kind we almost invariably found that the paper was captured and laid aside by the one first receiving it from the postoffice, usually a clerk. An investigation usually resulted in the proprietor subscribing for additional copies for his clerks. We will gladly send extra copies.



"Crushed" Coffee

Have you received a sample of our "Crushed" Java and Mocha Coffee mixture?

If not, drop us a post card, we will forward you sample. This Coffee is a trade-bringer. **It costs** you

only **22 cts.** per lb. Put up in 25 and 50 lb. tins.

Grocers having no Mill, we will supply it at $\frac{1}{2}$ cent per lb. advance on above price. It is the

BEST value on the market and pays you a **BIG PROFIT** and will please your customers.

We guarantee it, and if not satisfactory you may return at our expense. That's fair, isn't it? Send for trial tin.

Fish Fresh Water HERRING, No. 1 Fish. Kegs.

Heads on, at \$2.85, less than 5 Kegs
 " " \$2.75, 5 Kegs and over
 Heads off, at \$3.00, less than 5 Kegs
 " " \$2.90, 5 Kegs and over

(Only a limited quantity of Heads Off. Orders filled as received, subject to being unsold.)

THE EBY, BLAIN COMPANY LTD.

Wholesale Grocers

TORONTO - - ONTARIO

MONEY AND STOCKS.

THE feature of the Toronto stock market during the week has been the fluctuations in Toronto Street Railway. First the stock touched 75, then it fell back to 68, and on Tuesday it sold up to 72. Most, if not all, the sound old-time brokers aver that the stock is much above its value, 55 being considered nearer its worth than the figures now obtaining. In the annual statement presented last week no provision was made for the payment of the mileage to the city. Had this been done there would not have been the 4 per cent. net earnings. Toronto Railway stock is good property—but not at the present figures.

It is to be noted that the Ontario Bank stock has again resumed the even tenor of its way, and is once more numbered among the steady stocks on the market.

The Bank of British North America has brought an action against W. P. Howland & Co., the milling firm now in liquidation, for the recovery of the sum of \$71,000 odd. This was one of the banks that gave the Howland Co. accommodation when its own bank, the Ontario, proposed to curtail in this particular. I was told some weeks ago that the paper held by the bank as security was only valued at about 60 per cent., and

that the Bank of British North America felt that it was not treated as well as it might have been.

The insurance of the United Fire Insurance Company, which has decided to give up business in Canada, has been taken over by the Western Assurance Company.

The decrease in bank clearings in the Montreal clearing house last year was 4 per cent. The decrease in the leading cities of the United States during the same period was 16 per cent.

The deposits in the Government savings banks for December amount to \$271,976 and the withdrawals to \$300,877. The deposits at Toronto reached \$15,972 and the withdrawals \$15,597.

The Canadian Gazette, London, Eng., of the issue of January 10, notes that the alterations in Canadian securities on the London market were unusually few the preceding week. "Dominion Government 3 per cents. moved up $\frac{1}{2}$, and are now quoted at par, ex the half-year's interest paid on the 1st inst. Provincial loans are exactly as they were, and in municipal securities the only changes have been in a couple of Montreal loans, which have risen. In regard to railways, the principal feature has been the

weakness of Canadian Pacific shares, which were at one time down to $57\frac{1}{4}$, but are now $58\frac{1}{4}$, a net decline of $1\frac{1}{4}$."

The shipments of gold from New York last week aggregated \$5,550,000. The mid-week shipments of gold were \$1,500,000, \$850,000 going to London, and the balance to Germany. The export to London was the first of the kind for several months, and fears were expressed that it might prove the beginning of a regular movement, to continue for some weeks. The Bank of England is paying 76s. 4d. per ounce for American gold coin. Taking the weight of coin available for export at 5,370 pennyweights per bag of \$5,000, the specie point for sterling is 4 8884.

ARGUROS.

PETROLEUM GOES UP.

Coal oils have within the past few days gone up in the United States markets, and there has been a sympathetic advance among Canadian dealers. On the Toronto market a general increase of about one cent per gallon all round on all brands has been noticed. It is said that local wholesale dealers are pleased at being able to advance their prices, for they claim that for some time past they have been handling Canadian petroleum almost without profit.

"A PAYING INVESTMENT"



Is the opinion of Grocers on the subject of handling **BREAKFAST CEREAL FOODS**. But

ESPECIALLY PROFITABLE

Has their **CEREAL FOOD** trade been for those Grocers who have persistently handled **NOTHING BUT THE IRELAND CO.'S** superior grade of goods.

Staple and reliable Cereal Foods like our

Desiccated Rolled Wheat

Should be in your store.

We have been selling it for the last ten years, and we are **SELLING MORE TO-DAY THAN EVER.**

If you have **DESICCATED ROLLED WHEAT** on hand send us an order for **DESICCATED ROLLED OATS**. You will like them equally as well.

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This is
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MARKETS AND MARKET NOTES

TORONTO MARKETS.

TORONTO, Jan. 24, 1895.

GROCERIES.

THE feature in trade this week has been the excitement in sugar consequent upon the advances in beet and raw sugars in outside markets. At the time of writing, however, no change has taken place in prices on the Canadian market, although the feeling is much firmer. Canned vegetables are in fair demand, with prices firm on tomatoes, peas and corn. The lines receiving most attention at the moment are teas and sugars. In other lines business is, as a rule, quiet. An unsatisfactory feature of the situation at the moment is the slowness of payments.

CANNED GOODS.

Tomatoes, peas and corn are decidedly firm with the packers at the moment, and higher prices are looked for as the sales of the different packs reach a certain percentage. THE GROCER understands that the question of advancing the price of peas within the next week or so is being seriously discussed by the selling committee of the Packers' Association. We quote: Tomatoes and corn, 85 to 90c.; peas, 80 to 85c.; peaches, \$2.75 to \$3 for 3's, \$1.75 to \$1.90 for 2's; raspberries, \$1.65 to \$1.80; strawberries, \$1 to \$2.10; apples, 3's, \$1 to \$1.10, gallons \$2.10 to \$2.25, and preserved fancy quarters at \$1.35 to \$1.40; salmon, \$1.30 to \$1.35 for good red fish in tall tins, and \$1.50 to \$1.60 in flat tins; do., second quality, \$1.10 to \$1.25; canned mackerel, \$1

to \$1.10; lobsters, \$1.70 to \$2 for tall tins, and \$2.25 to \$2.75 for flat tins. Australian mutton, boiled, 2 lb. cans, \$3.40; ditto, corned and roast, \$3.75.

COFFEES.

There was an advance of about 1c. in Rio coffees in the primary markets. Stocks of these coffees are still light on the local market, with the enquiry good. We quote green, in bags, as follows: Rio, 20½ to 22c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 21½ to 22½c.; Java, 30 to 32c.; Mocha, 27 to 28c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 22c.

N. Y. Journal of Commerce, Jan. 22: "The market for Brazil grades continues somewhat uncertain. There is more or less doing on country orders and the houses with a carefully selected assortment of stock are getting a pretty good run of trade, but the demand does not appear to broaden out into general quick form and the attitude of buyers is not in itself particularly stimulating. Holders, however, maintain a comparatively firm position over both second and first-hand stocks, and there is no evidence of any special anxiety to realize. Firm offers are here, but only at very full figures, and, indeed, some of the floating parcels can be obtained on better terms than direct tenders from primal points."

RICE.

There is no change to note either in regard to prices or volume of business. We quote: "B," 3¼ to 3¾c.; extra Japan, 5¼ to 5¾c.; imported Japan, 5¼ to 6¼c.; tapioca, pearl, 4½ to 5c.

SPICES.

Trade is quiet and featureless. We quote: Pure black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 25 to 27c.; cloves, 25 to 30c.; pure mixed spice, 25 to 30c.; cream of tartar, 20 to 25c. per lb.

NUTS.

There is just the quiet trade doing that is usual at this season. We quote as before: Brazil nuts, 11 to 11½c.; Sicily shelled almonds, 25 to 26c.; Tarragona almonds, 14 to 14½c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 15 to 16c.; Marbot walnuts, 12½ to 14c.; Bordeaux walnuts, 12 to 13c.; Sicily filberts, 9 to 10 for sacks and 10½ to 11c. for small lots; pecans, 10½ to 11c.

SUGAR.

Although the market was somewhat weaker the latter part of last week, and our quotations on granulated lower, yet there is a stronger feeling this week in sympathy with the advances in the primary markets. On Tuesday last the cables announced an advance of 3 to 4½d. in beets, making a gain of about 9d. on the lowest point of a couple of weeks ago. Raws were also cabled decidedly dearer. Buying on the local market is freer than it was a week ago, particularly for granulated. A peculiar feature of the situation is the fact that wholesalers are getting as high a figure for extra bright refined than they are for No. 1 domestic granulated sugar. This, of course, is owing to the fact that there has been no competition from the outside on this sugar. We quote: Granulated, domestic, 3¾ to 3¼c.;

WILSON'S
PURE MALT
VINEGAR

BAY ST., TORONTO

This is the only licensed malt vinegar works in Canada.

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Windsor Patent Brush Co., Ltd.
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Solicits your order for Brushes, Whisks, and Brooms.

Send in your order direct.

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WHY SHUT YOUR EYES

To the merits of an article like

"SALADA"

CEYLON TEA ?

Ask yourself how it could possibly, without EXTRAORDINARY QUALITY, in four years, become the tea of one of every four persons in the city of Toronto ?

Many men's curse is blind, unreasoning prejudice.

Yet the world moves.

Will you stand still ?

P. C. LARKIN & CO.

WHOLESALE AGENTS,

25 Front St. East.

TORONTO

MARKETS.—Continued

do., No. 2 grade, 3½c.; German granulated, 3½c.; yellows, 2½ to 3½c. Raws—Demerara, 2½ to 3c.; Muscovado, in 115-lb. bags, 3c.

N. Y. Journal of Commerce, Jan. 22 : "The feeling in regard to market for raw sugars remains fairly confident. There seems to be no doubt that with any important addition to distribution of refined goods, melting conditions will assume such form as to compel a call for assortment material, and holders of the supply here, as well as the few who appear to have anything to offer to arrive, keep their limitation on value quite full. The day's developments are encouraging, more attention being given to spot and to arrive parcels and business accomplished."

SYRUPS.

There is a good movement in all grades of syrups, especially in bright up to 35c. per gallon. We quote : Dark, 25c.; medium, 28 to 30c.; bright, 35 to 40c.; very bright, 45 to 50c.

MOLASSES.

Demand is steady for molasses, but without any special change worthy of note. We quote as follows : New Orleans, barrels, 26 to 28c.; half-barrels, 30½ to 32c.; Barbadoes, barrels, 28 to 32c.; half-barrels, 30 to 34c.

TEAS.

A feature of the local trade during the week has been an active enquiry from both New York and Baltimore for China green teas—low grade Gunpowders and Young Hysons—and some shipments have been made from here to these points. Indian and Ceylon teas are 1d. dearer in London within the last few days, and there is a better feeling in China black teas, particularly Pekoes and Panyongs, probably on account of the high prices and light stocks of Indian and Ceylon teas. Japans are in fair demand and firm. We quote ruling prices on the Toronto market as follows : 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 35 to 55c. for high grades ; Japans, 16 to 20c. for mediums, 28 to 35c. for high grades ; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 45c. for high grades.

DRIED FRUIT.

Valencia raisins are quiet, unchanged, and without special feature. We quote good fruit as before : Off-stalk, 4 to 4¼c.; fine off-stalk, 4½ to 5c.; selected, 5½ to 6c.; layers, 6 to 6½c. We quote California loose muscatels at 5½ to 6½c.

Malaga raisins are, as before, dull. We quote : London layers, \$2 to \$2.25 ; black baskets, \$2.90 to \$3 ; blue baskets, \$4 to \$4.75 ; extra dessert clusters, \$4 ; connoisseur clusters, \$2.65 to \$2.90 ; quarter flat connoisseur clusters, 90c. to \$1.15 ; Royal Buckingham, \$4.50 to \$5.

Sultana raisins are quiet and steady. Quotations are : Ordinary, 4¾ to 5¼c.; good, 5½ to 6c.; fine, 6½ to 7c.; finest, 6 to 9c.

Prunes are not much wanted yet, and we quote as before. We quote : "Sphinx"—"U," 110 to 115 to half kilo, 5 to 5½c. per lb.; "C," 85 to 90 to half kilo, 6½c. per lb.; "B," 80 to 85 to half kilo, 7 to 7½c. per lb. "Atlas,"—"D," 110 to 115 to half kilo, 4¾ to 5c. per lb. For Bordeaux prunes, 4 to 4½c. is the idea.

Currants are quiet, and the quotations on the Toronto market are still as follows : Filatras, half-barrels, 4 to 4½c., barrels, 4½c.; fine Filatras, half-barrels, 4¾c., barrels, 4¾c.; Patras, 5½c., in cases; Casalinas, 5½ to 6c.; Vostizzas, 6½ to 7c. in cases and half cases ; Panartes, 8 to 8½c.

Figs are dull and nominally unchanged. We quote : 14 oz., 8 to 9c.; 10 lb., 8 to 10c.; 18 lb., 12c.; 28 lb., 15c.; taps, 4¼ to 4½c.; naturals, 6 to 7c.

BUTTER AND CHEESE.

Really choice butter is still in demand, and prices remain unchanged. We quote jobbing prices : Dairy—Choice tubs, selections, 15 to 16c. low grade, 8 to 12c.; fresh pound rolls, 15 to 16c.; large rolls, 13 to 14c. Creamery—Tubs, summer makes, nominally 14 to 15c.; winter makes, 21 to 22c.; pound prints, 21 to 23c.

August and September makes of cheese are quoted at 10½ to 10¾c., and half sizes at 11 to 11¼c. Small Stiltons are quoted at 12 to 12½c.

GREEN FRUIT.

The market is generally a good deal firmer. Oranges remain high, and lemons are a little easier. Cranberries have gone up again. We quote : Lemons—Floridas, 150's to 176's, \$3 to \$3.50 per box ;

Messinas, \$2.25 to \$3.50. Oranges—Floridas, \$3 to \$4 ; Valencias, \$4.25 to \$4.50 ; mandarins, \$2.50 to \$2.75 per half box ; tangerines, \$2.25 to \$2.50 per half box ; grape fruit, \$4 to \$4.50 per box. Bananas, \$1 to \$1.50 for firsts and seconds. Apples, winter fruit, \$2.50 to \$3.50 per bbl.; fall fruit, \$1.75 to \$2. Grapes—Malagas, \$5.50 to \$6.50 per keg. Cranberries, Jerseys, \$14 to \$14.50 per bbl. and \$5 per box. California dried fruit—Apricots, 12½c.; peaches, 12½ to 13c.

COUNTRY PRODUCE.

BEANS—Are quiet at \$1.50 for choice hand-picked, and \$1.15 to \$1.40 for medium.

DRIED APPLES—Market dull. Prices stationary, jobbers getting 4¾ to 5¼c.

EVAPORATED APPLES—Quoted at 7½c.

ONIONS—Very dull. We quote : Domestic, 60 to 65c. per bag ; Spanish, 75 to 85c. per small crate, \$2 per large crate ; Valencia, \$2.50 to \$2.75 per case.

HONEY—Dull. We quote : Strained, in bulk, 7 to 9c.; comb, 14c. for clover and 10c. for buckwheat.

POTATOES—Are firmer, 47c. being quoted on track and 53 to 55c. out of store.

POULTRY—Is firmer and rather scarce. The chicken supply is especially small. We quote : Turkeys, 8c.; geese, 6 to 6½c.; chickens, 40 to 60c.; ducks, 40 to 70c.

EGGS—New laid are more plentiful, but remain firm. The supply of held and cold storage eggs is getting pretty well cleared up, and dealers are looking for an advance in pickled eggs. Held and cold storage stock is quoted as low as 10 to 12c.; strictly fresh new-laid at 20 to 22c., and pickled at 12c.

FISH AND OYSTERS.

Oysters remain still a little scarce, and the rather high price is maintained. Ciscoes are about out of the market, as a result of the rough weather on the fishing grounds. We quote : Salmon trout (frozen), 6½ to 7c.; white fish (frozen), 5 to 7c.; skinned and boned codfish, 6½c.; boneless fish, 3½ to 4c.; market cod, 3 to 5c.; tommy cod, \$1.50 ; steak cod, 5½ to 6½c.; haddock, 4 to 5c.; Labrador herring, \$2.50 per half keg and \$5.50 to \$5.75 per barrel ; ditto, split, \$2.75 ; fresh water salt herring, \$3 per bbl.; blue-back herring, 4c.; sea herring (frozen), \$1 to \$1.25 per 100 fish ; blue pickerel, 4 to 5c. lb.; yellow ditto, 6 to 7c. per lb.; mackerel, 14c. each ; pike, 5c. lb.; cod, 6c. per lb.; finnan haddies, 5½ to 7c.; Digby herring, in bundles of 5 boxes, 12½c.; ditto, lengthwise, 12c.; large halibut, 10 to 13c.; ciscoes, \$1.35 to \$1.40. Oysters, \$1.25 per gallon for standards and \$1.65 for selects.

CASH PAID FOR DRIED AND EVAPORATED APPLES

W. B. BAYLEY & CO., 42 Front Street East TORONTO

Telephone 2

JOHN

Provision

Butter
Eggs

Raspberry

88 Front

JAMES

Wholesale

THE ECorrespondence
Solicited.**WHIT**

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Telephone No. 471. Established 1870.

JOHN HAWLEY

Provision and Commission Merchant

Butter Eggs Lard Apples Cheese Etc.

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

88 Front Street East, TORONTO

JAMES A. HENDRY

Wholesale Agent for... KINGSTON, ONT.

THE E. B. EDDY CO.

Limited.

Correspondence Solicited. HULL, CANADA.

WHITE & CO.

HAVE A CAR OF

FLORIDA ORANGES

IN BULK AT

\$10 PER THOUSAND

The best bargain in the market.

70 COLBORNE ST., TORONTO.

HUGH WALKER & SON,

FRUIT AND COMMISSION MERCHANTS,
GUELPH.

SEA HERRING,

HADDIES,

WHITE FISH,

TROUT.

Also all Other Kinds of Fish in Season.



Aikenhead & Sloan

13 Church Street TORONTO

Buy Now

Fancy Florida Oranges
Fancy Messina Lemons
Fancy Grape Fruit
Fancy Mandarines

CLEMES BROS. - TORONTO

FLOUR AND FEED.

WHEAT—Prices are unchanged, but firmer. We quote: White wheat, 62c.; red wheat 62c.; goose, 60c.

OATS—We quote: 33 to 34c.

BARLEY—Unchanged prices and dull market. We quote: 46 to 47½c.

FLOUR—No change; market quiet; prices steady and firm. We quote: Ontario straight roller, \$2.65 to \$2.75; Manitoba, \$3.60 to \$3.65; patents, \$3.75 to \$3.90.

BREAKFAST FOODS—Market quiet and prices unchanged. We quote: Standard oatmeal, \$3.80, and granulated, \$3.85; rolled oats, \$3.75 to \$3.80; rolled wheat, \$2.10 in 100 lb. barrels; cornmeal, \$3.50; split peas and pot barley, \$3.75 per barrel.

SALT.

A good business is being done in job lots, and large lots are moving freely in view of anticipated rise in price owing to the action of the producers. We quote: Barrels, 90c.; coarse sacks, 56c.; fine sacks, 60c.; dairy, \$1.50; rock, \$9.

SEEDS.

The offerings of red clover are comparatively light, but prices are likely to be affected by the fact that in the United States market prices have declined 27½c. since the first of the year, and are still on the down grade. Reports from Detroit say that seeds are being thrown on the market regardless of the figure they will bring. We quote \$6 to \$6.25 for red clover.

Large quantities of alsike continue to offer, and the market is exceedingly dull. Prime to choice qualities bring \$4.50 to \$5, and a little higher price is paid for fancy lots, while inferior and medium lots sell as low as \$3.

In timothy the offerings are light, and the market is firm. Prime to choice qualities bring \$2.50 to \$2.75. Extra choice to fancy lines will command 15 to 25c. more, while medium and low grade machine-threshed lots do not bring more than \$1.50 to \$2.

PROVISIONS AND DRESSED HOGS.

There is a good demand from the lumber camps for long clear and barrel pork. Practically no change in prices. We quote:

BACON—Long clear, 6¾c. for carload lots, 7 to 7¼c. for ton lots and 7¼c. for small lots; breakfast bacon, 10 to 10½c.; rolls, 7½ to 8c.

HAMS—Large, 22 lbs. and over, 9c.; medium, 15 to 20 lbs., 10c.; small hams, 10½c.; pickled, 9 to 9½c.

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

BARREL PORK—Canadian heavy mess, \$14.50 to \$14.75; Canadian short-cut, \$14.75 to \$15; shoulder mess, \$12.25 to \$13.75; clear mess, \$12.75 to \$13.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—There is little change in the market. The demand is good and receipts are easily got rid of. Prices have gone up another point. Local dealers quote 5 to 5½c. for cured, and 4c. for green.

SHEEPSKINS—Although there is a good quantity coming in, prices for choice skins have gone up a little. We quote 70c. for choice skins. In calfskins nothing is being done and prices are nominal, 6c. for No. 1, and 4c. for No. 2.

TALLOW—The supply is more than equal to the demand, and the market has a downward tendency. Local dealers are paying 5½c. and selling at 5¾c.

WOOL—Nominal prices rule on a quiet market. Local dealers are offering 18 to

W. S. COLLINS & CO.

Produce Commission Merchants,

31 Church St. (Cor. Colborne St.) TORONTO, ONT.

Consignments solicited of Butter, Eggs, Lard, Cheese Poultry, Dressed Hogs, Dried and Green Apples, Potatoes, Beans, Onions, Grain and Hay. Will receive our best attention, with prompt returns.

Graham, McLean & Co.

Produce and Commission Merchants

77 Colborne St. TORONTO.

Butter and Eggs specialties. Egg carriers supplied; returns made weekly; consignments of all kinds of produce solicited.

**COWAN'S
COCOAS
OFFEES
CHOCOLATES
AND ICINGS**

are absolutely pure.

All orders promptly attended to.

THE COWAN CO., Ltd.

470 King St. West,

Toronto, Canada.

RUTHERFORD & HARRISON

Wholesale Produce and Commission Merchants

76 FRONT ST. EAST, - - - TORONTO.

Demand is brisk for Choice Roll and Tub Butter. Medium and low grades are neglected.

The cold weather has stimulated the poultry market and good prices are again being realized. Always send invoice when shipping produce, and mark your name on outside of package.

Correspondence invited. Consignments solicited. Egg Carriers supplied.

Liberal Advances Made on Consignments

JAS. H. FALCONER

Manufacturer

Jams, Jellies, Marmalades,
Vinegars, Pickles,
Ciders, Sauces,

Ketchups, Mince Meats,
Apple Butter, and
Flavoring Extracts.

126 and 128 FORT ST.,

Telephone 478.

VICTORIA, B.C



ASK FOR

MOTT'S

MARKETS—Continued

18½c. and selling at from 19 to 21c. The market is dull in pulled wool. Supers are quoted at 18 to 19c., and extras at 21c.

PETROLEUM.

Oils have gone up in the United States during the past few days, and as a result prices in Canada have advanced considerably. Judging from the present outlook, oils in both countries may advance still further in the near future. The present advance, Canadian dealers claim, is a great relief to them, as for some time past they have been handling Canadian oils almost without profit. The first point in Canada at which petroleum went up was Petrolea. Orders are coming in well. We quote in 5 to 10 bbl. lots, imperial gallon Toronto: Canadian, 12 to 12½c.; carbon safety, 16 to 17c.; Canadian water white, 16 to 17c.; American water white, 18c.; photogene, 20c.

MARKET NOTES.

Valencia oranges have advanced another 1s.

Write Wm. Paterson & Son for 1895 catalogue.

W. H. Gillard & Co. report an active demand in teas.

Davidson & Hay are said to be offering good value in prunes, both French and Austrian.

Wm. Paterson & Son advertise their soda biscuits on page 6. The ad. is novel in construction.

H. P. Eckardt & Co. are said to have a fine line of Atlas prunes that they are offering at a low figure.

England imported last year 180,353 cases of canned lobster, against 145,054 cases in 1893 and 140,826 cases in 1892.

W. H. Gillard & Co., of Hamilton, report a most successful sale of their "Diamond" baking powder in the Northwest Territories and Manitoba.

Lumsden Bros., of Hamilton, will have on the market a new style of cocoanut next week, samples of which will be sent to any one writing for them.

W. H. Gillard & Co., of Hamilton, are said to be selling large quantities of prunes. "Splendid fruit, and selling them cheap, too," writes the firm.

The stock of currants in London at the close of the year 1894 was 21,930 tons, against 17,790 tons a year previous, and 19,580 tons at the end of 1892.

A shipment of "Epicure" tomato catsup, in pint tins, is just to hand with Davidson & Hay; also "Aunt Sally's" pancake flour and "Aunt Abby's" rolled oats.

The Eby, Blain Co. is expecting a shipment of scented orange caper tea in a few days; also shipment of Moyune Young Hyson, said to be an exceptionally fine tea.

M. Carton, Peterboro', has secured the commodious four-storey premises at 206 Simcoe street, in that town, formerly occupied by Reid & Gilmour's wholesale biscuit

works, where he has opened out a wholesale grocery house. The entire four storeys of the warehouses are filled with a complete stock, varied to meet all the requirements of the grocery trade.

D. Gunn, Flavell & Co. report free sales of fresh roll butter, which have had the effect of clearing out their surplus stock. They are now in a position to handle large quantities.

Clemes Bros. received during the week two special carloads of Messina lemons, which they are selling at a very low figure. They also have just in stock a fancy lot of Jersey cranberries in barrels.

D. Gunn, Flavell & Co. report a scarcity of strictly new laid eggs, which, they say, will sell readily at 20 to 22 cents a dozen. However, they mean what they say when they speak of the strictly fresh new laid article.

The Acadia Sugar Refinery Co., Ltd., are issuing a souvenir in the shape of a nicely framed view of their three refineries, namely, the Moncton, the Richmond and the Woodside.

A shipment of "Unicorn" brand Bosnia prunes in cases has been received this week by the Eby, Blain Co. This firm is also offering California apricots in bags of 60 to 70 lbs. each.

Beardsley's sliced smoked beef, in 1-lb. tins, is recommended as being a first-class article. It is for sale by H. P. Eckardt & Co. Also, shredded codfish, 2 doz in case; it is handy, being all ready for use.

Exports of dried apples from the United States in November amounted to 1,124,379 pounds, making a total of 3,675,645 pounds for the first eleven months of 1894. In the corresponding period last year 4,798,520 pounds were exported.

Judge Wheeler, of the United States Circuit Court, has decided that the tariff law takes effect from August 1st, 1894, instead of August 28th, 1894. This decision, if sustained, may cause re-appraisal of the sugar entries in August, amounting to 47,000 tons sugar, and \$1,250,000 in additional duties to be paid by importers.

Everyone knows how stiff and tight the covers of fruit jars become after having been packed away a few months. A useful little holder or wrench for removing such covers is now being offered by James A. Skinner & Co. It will remove the most obstinate cover at a single turn, and as it can be retailed at five cents, the wrench should be in big demand.

The total amount of evaporated apples imported into Great Britain in the year 1894 was 34,897 pkgs., against 16,428 pkgs. in 1893, and 36,081 pkgs. in 1892. The imports there of canned apples increased from less than 13,000 pkgs. in 1892 and 1893, to 35,246 pkgs. in 1894. Of evaporated apricots 17,798 pkgs. were landed, against 1,887

pkgs. in 1893, while the imports of apricot pulp increased from 8,641 pkgs to 15,343 pkgs.

Attention is called to the advertisement of the Eby, Blain Co. in another column. It deals with the Java-Mocha crushed coffee mixture, of which the firm has had such a large sale lately. The firm has been sampling the trade with this coffee the past week or so.

MONTREAL MARKETS.

MONTREAL, Jan. 24, 1895.
GROCERIES.

THE week has witnessed a fair movement in the grocery market, and the jobbing demand is, if anything, picking up a trifle as compared with the previous week. The leading occurrence since our last has been further cutting in the price of standard granulated sugar on round lots, but in a jobbing sense the range is unchanged. The spurt noted last week in tea is about over, but the tone of that market continues firm. Firmness noted in molasses last week is well maintained, but the combine price remains the same. Coffee and spices remain much the same as they were, and the canned goods market is quiet, a leading feature, however, being the very light stock of salmon held here. Fish continues much the same, and other lines are unchanged.

SUGAR.

The leading feature in sugar since our last was the shading by refiners of another ½c. per lb. on the price of their standard granulated sugar. Demand for sugar in a distributive way exhibits decided improvement, which may be attributed to the low prices now ruling. In straight wholesale lots of 500 to 1,000 bbls. each we quote 3½c. on standard granulated and 3¾c. on No. 2. Yellows have been moving freely at 2½ to 3¼c. as to quality at the factory. In a jobbing way we quote: Granulated No. 1, 3¾c.; No. 2, 3¼c.; yellows, 3 to 3¾c., as to quality. In German beet sugar there is stock selling as low as 3¼c., but we quote 3¾c. for extra granulated and 3¾c. for lower grades, with prices on Berthier stock the same.

SYRUPS.

There has been a moderately active and steady syrup market. Demand, however, is

R. G. LEVESCONTE

Late of

Millar, Riddell & LeVesconte

BARRISTER, SOLICITOR, NOTARY,
Etc.

The Janes Buildings

75 YONGE ST., TORONTO

Ready for the
No Soaking.

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Consignmen
Solicited

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CITED.

All orders

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Pork

LOAN

BEARDSLEY'S SHREDDED CODFISH
TRADE MARK

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

SELLING (J. Harley Brown, London; J. A. Taylor, Montreal; J. E. Huxley, Winnipeg;
AGENTS: W. M. P. McLaughlin, St. John, N.B.

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

Dawson & Co.
FRUIT
PRODUCE
and COMMISSION MERCHANTS

32 WEST MARKET STREET
TORONTO.

Consignments
Solicited

GEORGE McWILLIAM. FRANK EVERIST
TELEPHONE 645.

McWILLIAM & EVERIST
GENERAL... FRUIT
Commission Merchants

25 and 27 Church street,
TORONTO, ONT.

Consignments of FRUIT and PRODUCE SOLI-
CITED. Ample Storage.

All orders will receive our best attention.

Short Rolls

This line of Bacon is sugar cured exactly as the celebrated "Star Brand" Hams are cured. They are boneless and as easy to cut as a roll of butter.

F. W. FEARMAN

Pork Packer

HAMILTON



\$1.00 PER BOX OF 36 PACKAGES

FOAM YEAST CO., Ltd.

79 Esplanade East, Toronto.

confined to small lots, sales transpiring at 1½ to 2½c. in a wholesale way. We quote for ordinary business: 2¼c. for bright grades and 1¾ to 1½c. for dark domestics, and American 20 to 21c.

MOLASSES.

The firm tone noted in molasses last week is strongly maintained. Demand continues good, and an active trade has been transacted at 30c. for Barbadoes, 26c. for Porto Rico, and 25c. for Trinidad. Jobbing quotations are unchanged.

RICE.

The market for rice still rules quiet, and there is no important change to note. 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 volume of business transacted in spices, and the market is moderately active and steady. We quote: Penang black pepper, 6½ to 7½c.; white pepper, 10 to 12½c.; cloves, 7½ to 9c.; cassia, 8½ to 9½c.; nutmegs, 60 to 90c.; and Jamaica ginger, 15½ to 18½c.

COFFEES.

The coffee market is unchanged as to its situation, the demand being chiefly for small lots for actual requirements. We quote: Maracaibo, 20½ to 22.; Rio, 20 to 22c.; Java, 24 to 30c.; Mocha, 28 to 30c., and Jamaica, 19 to 24c.

TEA.

After the spurt, the tea market has settled down to a fair degree of quietness. Low grade Japans continue as scarce and firm as ever, and there is a good jobbing enquiry at 15 to 17c. We quote: Japans, low grades, 12½ to 14c.; medium, 15½ to 17c.; fine, 18½ to 24c.; and choice, 25 to 31c.

DRIED FRUIT.

There is little change in the dried raisin market, and, what movement there is, is confined to a small jobbing demand. We quote: Off-stalk Valencias, ordinary, 4 to 4½c.; selected, 5 to 5½c.; layers, 5½ to 6c.; sultanas, 5½ to 7½c.; California, 3-crown loose muscatels, 5½ to 6c.; 4-crown ditto, 7½c. Second crop Californias ½c. less than first crop.

The currant market is utterly without any new feature. Business is restricted to a few small sales on local jobbing account, and we quote as before: Filiatras and Provincials, 3½ to 3¾c. in barrels, and 4 to 4½c. in cases; Patras, 5 to 5½c., and Vostizzas, 7 to 7½c.

WILLIAM RYAN,
PORK PACKER

—AND—

COMMISSION MERCHANT

Consignments of BUTTER, EGGS and COUNTRY PRODUCE Solicited.

70 and 72 Front St. East,
Toronto, Ont.

S. K. MOYER,

Fruit and Commission Merchant

76 COLBORNE ST.,
TORONTO, ONT.

DEALER IN

Oysters, Oyster Carriers, Fresh, Salt and Smoked Fish, Florida and Valencia Oranges, Lemons, Dates, Almeria Grapes, etc.
Orders Solicited.

BUY MAPLE LEAF BRAND

Hams, Backs, Rolls,
Breakfast Bacon, Shoulders.

..PURE LARD..

Low Prices.

Satisfaction Guaranteed.

D. GUNN, FLAVELLE & CO.

Pork Packers and Com. Merchants,

76-80 Front St. E.

TORONTO.

JAMES E. PATMORE

Commission Merchant,

London, Ont.

MANUFACTURER OF

Pure Refined Cider

White Wine and Cider

VINEGARS

Write or Wire
for Quotations.

Finest English
Creamery Salt.

MONTREAL MARKETS.—Continued.

There is no change in prunes, which we quote as before: 4½ to 5c. on Bosnia and 4c. on Bordeaux.

Figs meet a quiet distributive demand at 5 to 6c. in bags and 8 to 16c. in boxes, as to quality.

There is no change in dates, which rule steady at 4½ to 5c.

NUTS.

There is a fair distributive demand for nuts at steady prices. We quote: Tarragona almonds, 12½ to 13c.; filberts, 7½ to 8½c.; Brazil nuts, 11c.; pecans, small, 10c.; medium, 13c., and extra, 15c.; Grenoble walnuts, 13½ to 14c., and Naples do., 13½c.; peanut, 7 to 9c. for roasted and 6 to 8c. for raw.

CANNED GOODS.

There is little or nothing to report in the canned goods market. Stocks on spot are fairly ample, except in the case of salmon, and both jobbers and retailers appear to be very careful buyers just at present. Prices are steady as follows: Lobsters, \$6 to \$6.50 per case; sardines, \$8.50 to \$9.50; salmon, \$1.10 to \$1.40 per doz; tomatoes, 85 to 90c. per doz; peaches, \$2 to \$2.10 per doz.; corn, 95c. to \$1 per doz., and marrowfat peas, 85 to 90c. per doz.

FISH.

The supplies of most kinds of fish at present are large, and prices generally rule easy in consequence. The extremely changeable weather also conduces to a slow demand. Fresh haddock and cod continue to sell at 3 to 3½c. per lb.; fresh herrings have declined to 85c. to \$1 per barrel; smelts, 5c. per lb.; fresh salmon, 13 to 13½c.; tommy cods, 90c. to \$1 per barrel; halibut, 8 to 10c. per lb.; whitefish, 6c.; pike, 4½c.; mackerel, 10c.; shad, 10c.; No. 1 Nova Scotia herrings are unchanged at \$4 to \$4.50 per barrel, and \$2.75 to \$2.90 per half-barrel in a jobbing way. Some small lots of green cod have been moving at a reduction of 25c. per barrel, No. 1 being placed at \$4, No. 2 do. at \$3, and No. 1 green haddock at \$3. No. 1 sea trout have sold at \$9 to \$10; B.C. salmon at \$11.50; Labrador at \$13.50 to \$14; Lake trout at \$4 to \$4.25; No. 2 mackerel at \$12. Smoked fish are quiet and steady. Finnan haddies, 6½ to 7c. per lb.; bloaters, \$1 to \$1.20 per box; smoked herrings, 10 to 12c., and boneless cod at 6c. per lb.

GREEN FRUIT.

APPLES—The market is dull and depressed. Medium stock sells from \$1 to \$2 per bbl., and A fruit \$3 to \$4, the latter ruling higher under scarcity.

ORANGES—There is not much change in oranges, which continue to meet a good demand. We quote: Floridas, \$4 to \$4.50; Valencias, \$3.75 to \$4.50; Messinas, \$2 to \$2.50.

LEMONS—There is a quiet but steady demand for these at \$2 to \$3 per box.

PINEAPPLES—These are almost exhausted and sell at 15 to 25c.

CRANBERRIES—Firmness in these is fully retained under moderate supplies and a fair demand. We quote: \$15 to \$16 for good, and \$9 to \$10 for frozen.

GRAPES—The stock of Almeria grapes continues light and prices rule firmer at \$6 \$6.50 per bbl.

SPANISH ONIONS—There is no change in these, prices ruling steady under a good demand at \$1 per crate.

COUNTRY PRODUCE.

EGGS—The demand for eggs continues slow, and the market rules quiet and easy at 10 to 11½c. for western limed, and 13 to 14c. per dozen for Montreal limed.

POULTRY—A fair business is transacted in poultry, there being a good demand for choice lots at steady prices. We quote: Turkeys, 8 to 9c.; chickens, 6 to 7c.; geese, 5 to 6c., and ducks, 7 to 8c. per lb.

GAME—The receipts of partridge of late have been light, for which there is little enquiry, and the market is dull at 40 to 45c. per brace for No. 1, and 25 to 30c. for No. 2.

DRESSED HOGS—There was no change in the market for dressed hogs, prices being about steady at \$5.25 to \$5.35 for car lots, and \$5.40 to \$5.50 in a jobbing way per 100 lbs.

HONEY—The honey market is quiet; extracted, 4½ to 5½c. per lb. for old, and 7 to 9c. for new. Comb honey is steady at 10 to 13c.

BEANS—The market is slow at \$1.30 to \$1.45 for choice hand picked, and \$1.10 to \$1.20 for poor to fair.

HOPS—Demand slow and prices largely nominal at 6½ to 8c. per lb.

PROVISIONS.

The demand for provisions continues slow and the market is quiet, business being only of a jobbing character at about steady prices. Canadian short cut, heavy, \$15.50 to \$16; Canadian short cut, light, \$14.50 to \$15; hams, city cured, per lb., 9 to 11½c.; lard, Canadian, in pails, 9½ to 10½c.; bacon, per lb., 9 to 11½c.; lard, com. refined, per lb., 7 to 8c.

CHEESE AND BUTTER.

The cheese market moves along on much the same lines, and has exhibited no special change since the beginning of the week. The tone is fairly steady, though there is still more or less difference of opinion between buyers and sellers. We quote: Western makes 10 to 10½c.; Eastern, 9½ to 9¾c.

The butter market remains dull and unimproved. There is only a small jobbing business doing in creamery and Western rolls at 20 to 20½c and 15 to 15½c respectively. Held stock is utterly neglected, and no values can be quoted.

ASHES.

In ashes business continues quiet, and prices are about steady. We quote first pots at \$4.10; seconds at \$3.70 to \$3.75, and pearls at about \$6.40 per 100 lbs.

FLOUR AND MEAL.

There is a fair enquiry for Manitoba patent flour from abroad. A fair business was done on spot, and the market on the whole is moderately active and steady. We quote: Winter wheat, \$3.50 to \$3.75; spring wheat, patents, \$3.50 to \$3.65; straight roller, \$2.85 to \$3; extra, \$2.65 to \$2.70; superfine, \$2.50 to \$2.60; Manitoba strong bakers', \$3.40 to \$3.75.

The demand for feed is good, and the market rules active and steady. We quote: Ontario bran, \$15 to \$15.50; Manitoba bran, \$16; shorts, \$17; mouillie, \$20 to \$22.

The tone of the market for oatmeal is steady, and values show no change. Business is quiet. Standard, bbls., \$3.70 to \$3.75;

granulated, bbls., \$3.80 to \$3.85; rolled oats, bbls., \$3.90 to \$3.95.

MONTREAL TRADE NOTES.

Refiners have cut their prices on 500 and 1,000 package lots of sugar another ¼c.

The stock of Jamaica oranges is practically exhausted for the present on this market.

Unless stocks of Almeria grapes are soon replenished, there will be none to supply the demand.

Bets are now being made here that prices are near bottom on sugar, but this remains to be seen.

Further round lots of Barbadoes molasses have changed hands at 30c., but there are,

The "Globe" Fire

TORONTO, Jan 18th, 1895.

MESSRS. J. & J. TAYLOR,
TORONTO:

Gentlemen,—I received papers from last safe, opened yesterday, and find them in a very satisfactory state. In fact, all papers, books and documents taken from your two safes and vault in our late premises are in excellent condition.

Yours faithful y,
(Signed) C. W. TAYLOR,
Business Manager
The Globe.

Get a Taylor Safe

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strange to say, jobbers who are willing to sell at the same figure.

A decided scarcity of canned salmon is one of the features of the canned goods situation at present.

There is practically no stock of raisins in first hands here, and stock on the way will take some time to arrive.

Further offers of raw sugars have been made to refiners here, but our local refiners are very indifferent buyers.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER,

ST. JOHN, N.B., Jan. 24, 1895.

DURING the past week there has been some improvement in business, there being a rather better demand for goods from both city and country dealers. Then travelers being again on the road adds to the general stir. Around the wharves the handling of frozen fish, of which large quantities are arriving, makes a busy scene. The steamship Boston City arrived during the week, and the merchants here were pleasantly surprised to find her cargo in much better condition than was expected. Some sugar, tea, ginger, and a little cream of tartar were damaged. Those who had goods aboard have been looking into their insurance, and in many cases have been much surprised to find they were not insured, though charged full rates. In future they will be more careful. Coffee is rather firmer abroad, but not enough to cause any change in price here.

SALT—Prices remain firm. We quote: Coarse, 58 to 60c.; factory filled, fine, 90c. to \$1; Canadian, 5 lb. bags, \$2.80 per bbl.; 3 lb. bags, \$3 per bbl.; wood boxes, 20 lbs. each, 20c.; 10 lbs. each, 12c.

CANNED GOODS—Stocks in the city are small, but at present there is small demand, and so this is hardly noticeable. There is, however, no difficulty in replacing goods, though in some cases prices would be higher than earlier in the season, so that prices are firm. As people have still their own preserves the demand for fruit is not large. Some salmon are being offered from the Coast. Though stocks here are small none are being sold, as at present weather is too cold for immediate delivery, and people do not care to buy futures. Prices are: Peas, 90c.; corn, 95c.; tomatoes, \$1 to \$1.05; new

gallon apples, \$2.40; peaches, 3's, \$2.65 to \$2.75; 2's, \$2; oysters, 2's, \$2.15 to \$2.20; 1's, \$1.50 to \$1.60; salmon, \$1.35 to \$1.40; lobsters, \$1.75 to \$2; haddies, \$1.40; clams, \$5 50 per case of 4 doz.; chowder, \$3.50 per case of 2 doz.; scallops, \$5.50 per case of 4 doz.

DRIED FRUIT—Quite a quantity of prunes and dates arrived via the steamer Boston City, there being 500 boxes of dates for one merchant. Demand is light. Although considerable effort has been made in this market to sell California dried fruit, except in raisins very little headway has been made.

**Embro
Oatmeal
Mills**

D. R. ROSS,
EMBRO, ONT

A CHOICE QUALITY OF

Rolled,
Standard and
Granulated **OATMEAL**

IN BARRELS, HALF BARRELS OR BAGS.

Selected WHITE OATS only used. For prices of Oatmeal or Oathulls in carloads or less quantities, write or wire, and will reply promptly. Can ship via Canadian Pacific or Grand Trunk Railways

Books for Retailers

Published for the good of the trade.

Ideas for Hardware Merchants

As its name implies it is full of ideas for the retail hardware merchant.

PRICE, 50 CENTS (Half Price).

Buying, Handling and Selling of Tea

Being the experience of the most prominent and successful merchants.

PRICE, 25 CENTS.

Pitfalls of the Dry Goods Trade

This is another batch of Prize Essays full of valuable information.

PRICE, 10 CENTS

Sent, postpaid, on receipt of price

THE CANADIAN GROCER
TORONTO.

**The
Busy
Bee**



Makes honey. We make **Cereal Foods**. Like the bee, we are particular about the material we collect, and by buying none but the finest selected grain, we turn out only pure and perfect goods. Here are some of our perfect lines.

**FLAKE BARLEY
WHEAT FARINA**

**MOLINA ROLLED WHEAT
PAN DRIED ROLLED OATS**

WHAT WILL YOU HAVE ?

E. D. Tilson,

Tilsonburg, Ont.

If You Want Genuine

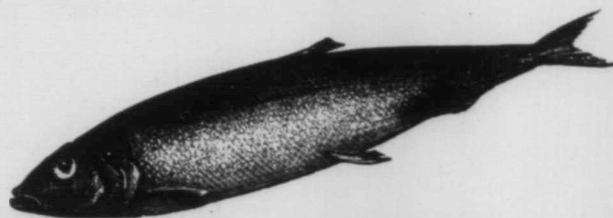
LABRADOR HERRING

Large, Fat, and Bright, send to

STEWART MUNN & CO.

J. F. RAMSAY
Toronto Agent

Board of Trade Building, MONTREAL



Munn, Baine, Johnstone and Rorke
Brands Just Arrived.

ST. JOHN MARKETS—Continued.

This is also true of the evaporated fruits. They are to be found in all retail stores, but though on the market for some time, they are working up but little demand for themselves. Dried and evaporated apples are rather easier. Nova Scotia dried can be landed here in almost any quantity for 5c., and it is reported even lower. Currants continue firm, with a higher tendency. There is quite a demand for the cleaned in 1-lb. cartoons. The old Valencias spoken of have been placed with a wholesale house here and are being offered at 60c. per box. We quote: Sultana raisins, 6 to 6½c.; Valencia, 4¼ to 4½c.; Valencia layers, 5¼ to 5½c.; London layers, \$2.25; California loose muscals, 5½ to 6c.; currants, bb's., 3½ to 3¾c., cases, 3¾ to 4c.; evaporated apples, 8 to 8½c.; dried apples, 5½ to 6c.; dates, 4 to 4¼c.; prunes, 5 to 5½c.; figs, 11 to 18c.; cleaned currants, 1-lb. cartoons, 6¾ to 7c.

GREEN FRUIT—It is now given out that there have been no frosts in California, but that goods are in splendid condition. The sale of California here has not been large. A car was consigned here last winter, but money was lost on it, the reason being that there were a large number of either large or small oranges, while the orange to sell here is the medium size. It may be that the high price of Floridas may help the sale this season. A few California pears were here this week as a supply, but demand was such that there will not likely be many more for some time. Valencia oranges are rather lower abroad, and are rather easier here in consequence. Apples are in rather better demand, though still slow. Prices are rather firmer, and for those who have fruit that will keep the outlook is good. Malaga grapes are scarce. We quote: Messina lemons, \$3.50 to \$4; Valencia oranges, \$4.25 to \$4.50; West Indies repacked, \$4 per bbl.; Florida, \$4 to \$4.25; apples, \$1.50 to \$3 for soft fruit; hard fruit, \$2.50 to \$2.75.

DAIRY PRODUCE—In this line the market is quiet. There are large quantities of Canadian butter arriving, but sale is slow, particularly in large rolls. Some fresh made creamery prints from Woodstock, Ontario, are on sale, and show good value. They cost the retailer about 23½c. Some Canadian preserved eggs are being offered low here, but grocers prefer to pay more for fresher stock. Demand light all round. In cheese there is rather better inquiry. Stocks are small, and holders not pushing sales. Demand, however, is light, owing to cold weather. We quote: Cheese, 10½ to 11c.; eggs, 16 to 18c.; dairy butter, 16 to 18c.; creamery, 21 to 22c.; prints, 24 to 25c.

MOLASSES—There is quite a movement for this season. Stocks continue to grow smaller. An advance of ½c. is reported in Montreal, and holders here are very firm. Crops are reported late, and, with usual demand, there appear to be good chances for money to be made by holders. We quote: Barbadoes, 32c.; Porto Rico, 31 to 32c.; bbls., 32 to 33c.; fancy, 43 to 44c.; Antigua, 30c.; syrup, 32 to 35c.

SUGAR—Some samples of Dutch granulated are being shown here. It should be remembered that they differ from the German, which is the product of beetroot, while the Dutch is the product of Java cane. The sales of all sugars are light. Although price is so very low, dealers are not buying large stock, feeling that the low price has come to stay for a time, at least. As the season advances, there is no doubt that the low price will very much increase the consumption.

We quote: Yellows, 3½ to 3¾c.; granulated, \$3.75 to \$3.85; German, \$3.60 to \$3.65; Paris lump, 6c.; powdered, 6c.

FISH—Stock of dry cod is low. Mediums are firmer, and show somewhat of an advance. For pickled fish there is a rather better demand. Smoked are quiet. Frozen fish is the active part of the market. Fairly large quantities are arriving. Demand is light, and some lots are being consigned away. Round lots could be bought under quotations: Large cod, \$4; medium, \$3.75; small, \$3.25; pollock, \$1.65 to \$1.75; shad, half-bbls., \$5 to \$5.50; bay herring, \$1.50; Shelburne, No. 1, bbls., \$4 to \$4.35; half-bbls., \$2.40 to \$2.50; Canso, \$5.25; smoked herring, 7 to 7½c.; frozen cod, 2¼ to 2½c.; pollock, 2c.; herring, 60 to 65c.

PROVISIONS—Demand continues light with no change in prices from last week. We quote: Clear pork, \$18.50 to \$19; mess, \$16.50 to \$17; plate beef, \$12.75 to \$13; pure lard, 9½ to 10c.; compound, 8½ to 9c.

FLOUR AND FEED.

In flour, demand continues light, with firm prices, Manitoba being rather firmer than Ontario. Middlings are in good demand, but hard to get, and are high. Beans are also firmer, with slightly advanced prices. As reported last week, the oat market is showing improvement. We quote: Manitoba, \$4.40 to \$4.50; best Ontario, \$3.55 to \$3.65; medium, \$3.35 to \$3.40; oatmeal, \$3.90 to \$4; cornmeal, \$3; granulated, \$3.50 to \$3.60; middlings, on track, \$20 to \$20.50; bran, \$17.50 to \$18; oats, local, 37 to 38c.; Ontario, 41 to 42c.; hay, on track, \$9.50 to \$10; beans, \$1.55 to \$1.65; prime, \$1.45 to \$1.50; split peas, \$3.65 to \$3.85; round, \$3.65 to \$3.75; pot barley, \$4.

ST. JOHN MARKET NOTES.

Mr. John Sealy is at present shipping large quantities of fresh fish west, both to American and Canadian cities.

Both American and Canadian oils have been marked up 1c. per gallon for best grades, American water white being now 19c., and Canadian 18c.

The large quantity of old raisins spoken of last week as arriving here from New York have been handed over to Merritt Bros. & Co., who are offering them at 60c. per box.

A new shredded cocoonut is being offered in this market. It is named "Snow Flake," and is handsomely put up. Your correspondent is informed by retailers handling it that its quality gives good satisfaction. It is manufactured in this city by W. M. P. McLaughlin.

Speaking of cocoonut reminds me that a very short time ago these nuts were all brought here from the States. They are now imported direct by Theo. H. Estabrook, who is able to supply the trade at much lower figures than they were before able to buy at.

The firm of White, Colwell & Co., candy manufacturers, has been dissolved. Mr. Colwell retires. The business will be continued as a limited liability company under the old name, with Mr. William Wheeler as president, S. B. Bustin, secretary, C. H. Smith, treasurer, and Thos. White, Jr., manager.

Large quantities of apples have been shipped of late to England from the An-

napolis Valley, N. S., one steamer carrying 11,000 barrels, another 13,000, and still another 10,000. Those who are supposed to know state there are some 50,000 yet to go forward.

The goods damaged by water in the steamship Boston City were sold by underwriters' sales. The ginger brought 5½ to 6c. Some 500-half chests of tea brought rather more than half price. Ten tons of granulated sugar in barrels brought 1¼c. in bond, and two casks cream of tartar 4½c.

**Beardsley's Shredded Codfish,
Pettijohn's Breakfast Food,
Condensed Mince Meat.**

**C. & E. MACMICHAEL,
40 DOCK ST., ST. JOHN, N.B.**

Cocoonuts

Imported direct, saving \$5 per M. in duty.
Fresh stock every month.
Write for prices.

THEODORE H. ESTABROOKS, ST. JOHN, N.B.

The Bell Cigar

Is the leading 5 cent, and

Spanish Doubloon

The leading 10 cent smoke.

Manufactured by **THE BELL CIGAR CO.**
St. John, New Brunswick

Fish Fish Fish

Retailers can with confidence
handle my packing of

**BONELESS FISH,
DRY GODFISH,
SMOKED HERRING,
Etc., Etc., Etc.**

With the exception of Bloaters and Finnan Haddies, I will Guarantee all Salt fish to keep good until 1st April, 1895. When buying ask your Wholesale Grocer for Sealy's Guaranteed Fish.

JOHN SEALY

25 and 26 South Wharf, ST. JOHN, N.B.

Boneless Fish

25-lb. Boxes.

Smoked Finnan Haddies

30-lb. Boxes.

Genuine Digby Chickens

Write us for Prices...

NORTHROP & CO.

ST. JOHN, N.B.

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**STRATHROY CANNING
AND PRESERVING CO.**

Packers of all kinds of

(LIMITED.)

**Fruits . . .
Vegetables and Meats**

All goods guaranteed first-class.

Office and Factory:

STRATHROY, ONTARIO.

**From the Atlantic
To the Pacific . . .**

The fame of "KENT" Canned
Goods is spreading.

"KENT" Tomatoes are the acknow-
ledged standard, and the words
"as good as Kent" are often heard when a comparison
of qualities is made. No progressive retailer can afford
to be without these goods on his shelves. Their fine
flavor, uniformity of quality and solid packing recom-
mend them to the consumer, who, having once had
them, will be sure to ask for them again.

**The Kent Canning
& Pickling Co.**

CHATHAM, ONT.

WHY IS IT

The quality of Boulter's Canned
Goods is never questioned?

Purely because

The consumer receives absolutely
the best the land can produce,
coupled with our choicest process
of canning same.

Moral: Try Boulter's and you will
be delighted.

FACTORIES:

Picton, Toronto and Demorestville.

ALWAYS THE BEST.

CIDER AND WHITE WINE VINEGARS

Of the purest and best description, manufac-
tured from the celebrated Norfolk County
apples—the finest flavored fruit in Canada.

Prices very low. Send for quotations to

THE DOVER APPLE CO.
PORT DOVER, ONT.

JAMS AND JELLIES

Raspberry,
Strawberry,
Peach,
Plum,
Gooseberry,
Apricot,
Red Currant,
Black Currant.

Red Currant,
Pineapple,
Peach,
Raspberry,
Strawberry,
Plum,
Grape.

For sale by all leading Wholesale Grocers

—OR SEND DIRECT TO—

GARDEN CITY CANNING CO.

ST. CATHARINES, ONT.



Robt. Ralston & Co.
HAMILTON, ONT.

**The Half
Has Never Been Told**

We'd like to tell it, but you haven't got the time to
read, and we can't afford the space. . . .

The best way to find out all about it is
to send for a sample case. . . .

Delhi Canning Co.

Delhi,

Ont.

**Epicure
Tomato
Catsup**

NOVA SCOTIA MARKETS.

OFFICE OF THE CANADIAN GROCER,
HALIFAX, Jan. 24, 1895.

A SLIGHT advance in molasses, an advance of 1c. per gallon in American and Canadian water white oils, and an advance in the price of Florida oranges are the noticeable features in the market this week.

Trade, however, is generally quiet. The first week of the new year was a fairly active one, but continued open weather has had a quieting effect.

BREADSTUFFS—While the price of flour is ranging steady, and millers say that the stocks of wheat are not large, prices are held firm and there is no prospect of a decline; still, in consequence of a very light trade the market is somewhat draggy, and the demand is very light. The advance in Manitobas is well maintained, though the demand for that article, like other flours, is very limited at present. Cornmeals are slightly easier, with slack demand. Oatmeals are firm; also oats, with only a small jobbing trade being done. Bran, middlings and mill feeds are firm at \$1 a ton higher, 50c. of which is due to the advance in freights. We quote: Manitoba patents, \$4.30; Ontario patents, \$3.25 to \$3.40; straight grades, \$3.10 to \$3.20; middlings, \$2.10 to \$2.2, including sacks; bran, \$1.75 to \$2.0; oatmeal and rolled oats, \$3.80; cornmeal, \$3 to \$3.05. Jobbers' prices are considerably higher.

FISH STUFFS—This line remains dull. Frozen herrings remain at the low price of 45 and 50c. per 100. Some Newfoundland fish has been put on the market, but not enough to affect the already low prices. Quotations are: Dry cod from vessel: Shore, prime, \$3.25 to \$3.75; bank cod, \$3 to \$3.25; large bank cod, \$4; Bay of Islands, No. 1 split herrings, \$2.25; salmon, No. 1, \$12; No. 2, \$10; No. 3, \$8.

PROVISIONS—There is very little change in the provision and poultry market. Prime beef is quoted at \$7.50 to \$8. Canadian stocks are offered for \$6.30. This helps to keep the market flat. Some Manitoba beef of a poor quality has been offered at \$5.50. Mutton is scarce at 7½c. Well dressed lambs are worth 8½c., and frozen stocks 1c. less. Veal is in demand at 5c. Turkeys are worth 12 to 13c.; chickens and fowls, 50 to 60c. per pair. There are no ducks or geese on the market. Hogs are low at 6c.; Canadian stocks have been landed here at 5½c.

GREEN FRUIT—The green fruit market remains steady. Florida oranges are still on the advance. Jobbers' quotations are: Oranges—Floridas, \$3.75 to \$4; Valencias, \$4 to \$4.50; Jamaicas, \$7 per bbl., repacked. Lemons are quoted at \$3 to \$3.50 per 100 count. Apples are still plentiful, and good stocks can be had for \$2 and \$2.25. Almeria grapes are worth \$5.50 to \$6. per keg.

DRIED FRUIT AND NUTS—Dried fruit and nuts remain quiet, with fair demand. We quote: Dates, 5 to 5½c.; prunes, 6c.; figs, in 5 and 10 lb. boxes, 10c.; do., in bags, 6c.; currants, casks, 3½ to 3¾c.; ditto, cases, 3¾ to 4c.; raisins, Valencia layers, finest, 5½ to 7c.; Valencias, 4½ to 4¾c.; Sultanas, 6½c.; California, \$2.25; London layers, \$2.50; Connoisseur clusters, \$3.25; dried apples, 6c.; evaporated ditto,

8½c. In nuts the quotations are: Filberts, 10c.; walnuts, 10c.; Brazils, 11c.; peanuts, 12c.; almonds, 14 to 15c.

CANNED GOODS—Move slowly, the demand not having set in. Tomatoes, pears, corn and beans are quoted at \$1 per dozen; strawberries and raspberries, \$2.25; sardines, \$1.50 to \$1.75; 2-lb. corn beef, \$2.75; 1-lb. ditto, \$1.60; salmon, \$1.50; lobsters, \$1.75; clams, \$1.

BUTTER AND CHEESE—The bottom is out of the butter market. Prices rule very low and the demand is slack. Choice Canadian dairy, rolls and tubs, is offered at 15c. The supply is large. Cheese remains stationary. September is quoted at 11½c., and early at 10½ to 11c.

EGGS—The soft weather has been against the market in eggs, and prices rule low with heavy stocks. Fresh stocks are quoted at 18c., and stored stocks at 14 and 15c.

PRODUCE—There is little or nothing doing in produce. Potatoes remain at the fall price of 34 to 36c.

SUGAR—Sugar quotations to day are: Porto Rico, in hogsheads, 3c.; refined cut loaf, 5½c.; granulated, 4c.; standard "A," 3¾c.; extra white "C," 3¾c.; standard yellow "C," 3¾c.; extra "C," 3¾c.; yellow extra "C," 3¾c.

MOLASSES—Quotations are: Antigua, 29c.; Porto Rico, 33 to 35c.; Trinidad, 28c.; Barbadoes, 32c.; Demerara, "M R" brand, 38c.; ditto (B) "D" brand, 45c.

HALIFAX MARKET NOTES.

The employes of the Star Bakery have gone out on strike on account of a reduction in wages. This is a direct result of the cut in bakers' bread.

The annual meeting of the Truro Condensed Milk and Canning Co. was held this week. The old board of directors was re-elected.

PERSONAL MENTION.

MR. R. C. STEELE, of Steele Bros., seedmen, has been elected chairman of the Toronto Business Men's Association, the object of which is to build a big hotel and generally improve Toronto.

A. J. Williams has been appointed agent in Montreal for Hunt & Co., Japan teas, vice Mr. Trew, who goes to Chicago in the interest of that firm.

Mr. George H. Lennon, of Sudbury, while in Toronto this week arranged to represent the Pure Gold Manufacturing Co. in the North Shore district. His sample room and headquarters will be at Sudbury.

Mr. Flynn, of the Garden City Canning Co., St. Catharines, was in Toronto for a few days this week looking up business. He reports business pretty good with his firm, and anticipates higher prices before long for staple goods.

Mr. C. R. Cooper, of the Toronto Salt Works, attended the meetings of the Ontario Creameries' Association at Chesley and the Western Dairymen's Association held at Stratford. He says the meetings were unusually well attended. He says he had the field to himself this year, the representatives

of the imported salts, who are usually to be found there, having failed to put in an appearance. This he takes to be an acknowledgment of the superiority of Windsor salt.

Mr. H. L. Elliott, of Melita, Man., was in Toronto this week in the interests of his firm. "Business," said Mr. Elliott, "is quiet at present, and trade in general is nearly killed on account of the low price of wheat." Mr. Elliott says he cannot see how a man in the grocery business can get along without THE CANADIAN GROCER. "It is without exception the most up-to-date paper published," was his parting remark.

REPORT ON TEA INSPECTION.

The committee appointed by the Montreal Board of Trade, composed of Messrs. Chas. Chaput, S. J. Carter and George Childs, together with Edward Chaplin and J. Alex. Gordon, experts in teas, will report to the Board this week.

They endorse and ask the Council to recommend the system of inspection as proposed by THE GROCER and published in another column.

Speaking to THE GROCER, one of the committee said the trade was quite in accord with the recent legislation to prevent injurious and adulterated tea coming into Canada. No fault was to be found with that portion of the Act which reads: "Tea adulterated with spurious or with exhausted leaves, or containing so great a mixture of chemical or other deleterious substances as to make it unfit for use," shall not be admitted. It is to the method of deciding what kinds should not be admitted that they object, as well as to the confiscation clause, which does not give them the chance to export.

As soon as it receives the report the council should bring the recommendations to the attention of the Hon. Mr. Wallace, Controller of Customs. Mr. Wallace is a thoroughly practical man, and he will see that the recommendation is carried out.

CALDECOTT IS PRESIDENT.

A special general meeting of the Toronto Board of Trade was held Wednesday afternoon for the nomination of officers. Mr. Hugh Blain occupied the chair.

Mr. Stapleton Caldecott was elected president by acclamation. Mr. E. B. Osler was elected first vice-president, and Mr. Edward Gurney second vice, also by acclamation. Mr. D. W. Alexander was elected treasurer by acclamation.

At Suckling's auction rooms Wednesday the general dry goods stock of Devaney Bros., Toronto, amounting to \$22,130, was sold to W. Butler at 48½c. on the dollar. The stock of A. Foster, hatter, St. Catharines, amounting to \$3,120, was sold to James Foster.

Mr. Theo. O. Leonard, of Detroit, the well-known representative of Kingsford's Oswego Starch Co., was in Toronto this week. He is in course of making one of his regular periodical visits to the Canadian trade.

Owing to

Having been decided to present. In line of

Pakling Con Ping Suey Y Ping Suey G Japan,

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It will pay

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Owing to Enormous Pressure

Having been brought to bear upon us, we have decided to leave spices as they were for the present. Instead we offer you good, sweet line of

	Net Cash
Peking Congou, in Caddies, at 11c.	
Ping Suey Y. Hyson, " " 11c.	
Ping Suey Gunpowder, " " 11c.	
Japan, - - Half " " 11c.	

ALL GOOD 20c. TEAS

For Retail Trade.

LUMSDEN BROS.
HAMILTON, ONT.

New Table Raisins

BLACK BASKETS
LONDON LAYERS

—ALSO—

VALENCIA SHELLED ALMONDS

It will pay you to get our prices before you buy.

T. KINNEAR & CO.

WHOLESALE GROCERS

49 Front St. E. TORONTO.

BEE BRAND PURE CEYLON

Just received direct from the Gardens.

580 Pkgs.

All orders now shipped promptly.

Warren Bros. & Boomer

35 and 37 Front St. East,

TORONTO

ONE CUSTOMER

WRITES US AS FOLLOWS:

"Please send me three half-chests of 'SAILOR BOY' TEA at once. Will decide this week whether I sell out or not. If I sell out, my successor will want it. Cannot do without 'Sailor Boy.'"

PERKINS, INCE & Co.

TORONTO.

THE BONDING OF CHEESE.

The annual meeting of the Butter and Cheese Association of the Montreal Board of Trade was held last week, when the following officers were elected: President, Wm. Nivin; vice-president, George Wait; treasurer, Frank Duckett; directors, A. J. Brice, P. W. McLagan, D. A. McPherson, H. Hodgson; Arbitration Committee, Geo. Hodge, Arthur Hodgson, John McKergow, J. A. Vaillancourt and W. T. Ware; Transportation Committee, A. A. Ayer, James Alexander, A. J. Brice, George Wait, Arthur Hodgson, D. A. McPherson, J. A. Vaillancourt, W. M. Campbell, W. T. Ware, J. C. Warrington.

The cheese branding question was discussed, and the following committee was appointed to take charge of the matter and watch any legislation which might be proposed in reference to it: Arthur Hodgson, John McKergow, D. A. McPherson, J. C. Warrington and W. T. Ware. Wm. Nivin was unanimously chosen to represent the association in the council of the Board of Trade.

Though the meeting was private, THE GROCER learns that when the question of branding cheese was discussed, the meeting was strongly in favor of the adoption, and decided to suggest some practical scheme for carrying it out. The cavalier manner in which their communications had been treated by the London Produce Exchange Committee occasioned some comment, and it was concluded that if the Londoners were as anxious to ferret out the evil doers as they claimed to be, they have not shown any great desire to assist the trade on this side in doing so. Perhaps—as we noted at the time all the talk was going on—the fact that London importers owned a good jag of the early cheese held in Canada had a good deal to do with this indifference. The Canadian shippers were convenient scapegoats to shelve the blame upon.

IMPORTANT CHANGE IN SOAP.

An important reduction has just been announced in the price of Sunlight soap. In a circular to the retail trade announcing the fact, the proprietors, Lever Bros., Ltd., say: "Owing to the low price of soap-making materials we find it possible, by slightly reducing the weight of the bar, to make a most important reduction in price, which will enable you to sell Sunlight soap at 6c. per twin bar." Sunlight will also in future be packed 100 twin bars in a case, instead of 51 bars as heretofore, and the price will be as follows: 1 case (100 twin bars), \$5, net cash 30 days; 5 cases, \$5, net cash 30 days, freight prepaid. Hereafter also a bonus, beginning with 5c. per case on all purchases over 20 cases per year and ending at 15c. per case on purchases of 100 cases during the year, will be given. These bonuses are payable in February, 1896, with 12 months' interest at 5 per cent. added.

McAlpin .. Tobacco Co.

Manufacturers

TORONTO, ONT.

See Prices Current . . .

Lytle's



JAMS
JELLIES
SAUCES
CATSUPS
ETC.

Best goods in the market.
Write for quotations.

T. A. LYTLE & CO.

Vinegar Manufacturers

TORONTO.

J. W. Lang & Co.

WHOLESALE GROCERS

TEAS.

Ceylon, Assam,
Congou, Hyson,
Japan.

59, 61, 63 Front Street East Toronto.

WE ARE OFFERING:

New Sphinx Prunes,
New California Prunes,
New California Apricots,
Choice New Dates.

SMITH & KEIGHLEY

9 Front St. E., TORONTO.

THE SALT SITUATION.

THE proposed revival, or resuscitation, whichever it may be, of the old salt combination among the salt manufacturers of Canada, is not yet an accomplished fact.

As stated in last week's GROCER, the object of the combine is to restrict the output and advance the prices.

Several meetings have been held, but it is given out that no definite agreement has yet been come to.

On the 7th inst. a meeting was held at London, at which there were present: Messrs. E. G. Henderson, representing the C.P.R. salt works at Windsor; R. O. Kinney and H. C. Sanborne, of Detroit, owners of the Kincardine salt plant; Rev. Dr. Armstrong and son, of Mooretown; R. M. Logan and Geo. Kidd, of Goderich; John Ransford and John McGarvey, of Clinton; C. Coleman and W. M. Gray, of Seaforth; R. S. Hodgins and John Fox, of Lucan; T. H. Carter, of Courtright; and John Tolmie, of Kincardine. This meeting adjourned without reaching any decision, and another meeting with a similar result was held last week.

The situation which rendered these meetings necessary to many of the producers is this: The annual consumption of salt in Canada is about 300,000 barrels per annum. The Canadian Pacific wells at Windsor are turning out 700 barrels a day at present, and with the new machinery with which they are to be equipped will produce 1,000 barrels a day. This will enable them to supply the whole Canadian market at a price that will entirely shut out the individual producer. The latter are trying to prevail upon the C. P. R. people to join them, and between them control the situation.

Now, the product of the Windsor wells is of such a fine quality that it has heretofore commanded a price in the market 10c. a barrel in advance of other brands. At the London meeting the individual producers stated that they wanted to advance the price of their own salt 10c., and at the same time demanded that the Windsor product be advanced 10c. on its present price. This advance the C. P. R. well people refused to agree to. They stated, however, that if the individual producers would fix their own advance, they would not undersell them.

At the adjourned meeting last Saturday an advance of 5c. a barrel was agreed upon by those present, but final decision was postponed until Tuesday, January 29, when another meeting will be held. Meantime, a committee representing the combining firms is to consult with some other interested houses.

The effect of the proposal to raise the prices has been to set large lots of salt freely in motion in different parts of the country.

TORONTO'S LONG FELT WANT.

ONE of Toronto's needs for a long time has been a new modern-sized big hotel. The prospect for securing such desideratum is at the moment better than it has yet been since the movement in favor of such a scheme was started. Those who have been actively interesting themselves in the matter have decided to form a joint stock company with a capital of half a million dollars. Of this sum the public will be asked to subscribe \$200,000, and this amount must be subscribed before operations are begun. The remaining \$300,000 it is proposed to retain for the purpose of providing capital for future extensions, etc., if required. The Board of Trustees of the Toronto University have decided to recommend the Government to grant for the proposed hotel a site free of cost on the north-west corner of King and Simcoe streets, comprising a frontage of 225 feet on King street, by a full depth of the property to Adelaide, with a street 66 feet wide on the west of the hotel site. Among the projectors are such well-known citizens as Edward Gurney, W. Christie, D. R. Wilkie, W. D. Matthews, Elias Rogers, J. Herbert Mason, John I. Davidson, B. E. Walker, Hugh Blain, Joseph F. Eby, E. Samuel, Stapleton Caldecott, Smith & Keigh'ey, Perkins, Ince & Co., J. K. Macdonald, A. B. Lee.

A VISITOR FROM "NICKEL" LAND.

G. H. LENNON, of Sudbury, was in Toronto this week. Mr. Lennon went to Sudbury about nine years ago. He was sent there by the Hudson's Bay Co., and has grown up with the place. After conducting the company's branch there he went into the wholesale business. This he has now severed himself from to carry on agencies for lumbermen's and miners' supplies; and it is for completing arrangements for so doing that he is now in the east.

Without saying anything whatever regarding Mr. Lennon's good looks, it might be remarked that he is a man of fine physique. And it is no wonder. For twenty years he was in the employ of the Hudson's Bay Co., and during that time he had charge of different posts in the wilds of the Canadian Northwest, several years being spent on the coasts of Labrador.

On Tuesday last THE GROCER had a pleasant chat for a few minutes with Mr. Lennon. The conversation naturally turned upon Sudbury and the outlook thereabouts. In answer to a question, he said:

"The outlook is good. Lumbering operations are looking up, and I believe there are more men in the camps than there were last year. Our lumber supply is good for another ten or fifteen years at any rate."

"What about mining operations?" he was asked.

"The owners of the gold mine discovered in Wahnapiatae township about two years ago are now beginning to develop it, and it is showing some valuable deposits. They are stocking it for over three millions of dollars. The gold is in decayed rock and quartz. When samples were first brought in from the mine there you could see the gold in the shape of nuggets. If the mine holds out it will be great property."

"How about the nickel mines?"

"The furnaces there are running on full time. Of course, the surface mining is shut down for the winter. The prospects for this year's operations are bright. At least, that is the way people are talking. The mines are very rich in nickel, and as the process of separating the copper and the nickel becomes more perfected and cheaper the development must rapidly increase. There is a terrible lot of nickel there. No one down here can realize what there is. What we want is a market for the nickel as fast as it is turned out."

"How many smelters are there at work?"

"Three; one at the Canada Copper Co.'s mine, one at the H. H. Vivian mine, and another at the Dominion Mineral Co.'s mine. The Canada Copper Co. has also a refiner in operation."

Mr. Lennon stated that a gold mine was also being worked in Creighton township, eighteen miles from Sudbury, and another was being prospected at Markstay, twenty-four miles from the latter place.

HOW TO PAY BROKERS.

"I WISH you would draw the attention of your numerous European friends to a class of agent who 'does them up,' so to speak," said a Montreal broker on Saturday morning.

"Their scheme seems to have originated in New York, but some Canadians have picked it up. They go to England, or to some European country, and call upon leading firms. They represent the immense importance of the American and Canadian trade, and express surprise that the firm has not been doing an enormous business there. The people would have their goods if they were only properly placed before them. They, the brokers, explain they have the best connection with the trade in the country, visit every part of it, and would not mind taking one more agency if the European firm were willing to pay them to do the work. The innocent European manufacturer always felt that he should do a profitable business in America, but never before had he found the right man to do it. He willingly agrees to pay \$2,000 to \$5,000 a year and expenses for 3, 5, or 10 years. A contract is prepared and duly signed. The American returns to his native shores.

"The European soon begins to receive orders, not large but numerous, and he feels quite pleased with his agent's work. Time



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As We Were Saying Last Week

Our packages and brands are being so closely imitated by other firms that we are forced (in order to protect you as well as ourselves) to put up our Pure Gold Baking Powder in tins only. We have reduced the price considerably. For particulars see our travelers, or drop a card for price sheet.

PURE GOLD MFG. CO.

TORONTO

runs on and orders increase, and goods are shipped, but when the day of reckoning comes it is found that the expenses have eaten up the entire proceeds of the sales. The manufacturer has to pay salary in cash.

"One English firm which is doing a good business in Canada had to pay on a five years' contract about \$25,000 expenses to an American firm. Another firm is paying a Canadian broker \$2,500 a year, and I am told his total sales do not amount to that. It is no wonder, therefore, that many European firms are disgusted with business on this side.

"The only safe way is to pay by commission. There are now any number of reputable firms who are ready to take good agencies on a commission, expecting the manufacturer to pay advertising expenses only. If they cannot sell the goods the manufacturer loses nothing."

THE GROCER agrees with the Montreal broker. Any good broker is only too glad to get an agency on commission. There are circumstances, however, in which it may be advisable to pay salary and expenses, but no manufacturer should close a contract of this sort until he has made careful inquiry as to the ability and standing of the firm he proposes to engage.

Lives of advertisers all remind us
We can "get there" if we try;
And success will crown our efforts
If we catch the public eye.

SIGNS AND PRICE TICKETS.

J. A. H. "Can you give me an idea of where I will be able to get a nice sign printed and what the newest style of sign is like? I also want to know where these city stores get those large figures printed, or do the clerks print them off hand? They are a nice large round hand."

REMARKS: The best thing we have seen for some time was a 22 feet long by 4 feet deep sign made for a Montreal laundry at a cost of \$50. The letters were carved instead of being sawn out, and just fancy enough to be noticed without detracting from the effectiveness of each letter. They were painted in gold, and mounted on wood, painted black. Such a one can be got in most large cities. For a cheap but effective sign a blue wooden background with white lettering can be made by a good local painter, but to an enterprising business the golden letters glittering in the sun may and do attract new customers, and it is worth our correspondent's consideration whether the best would not pay in the long run. A sign painter gives us the probable cost of a plain but substantial gold-lettered sign.

One, of the dimensions noticed above with a moderate amount of lettering, would cost about \$35. Signs of smaller size would cost a proportionately small sum, and a sign 22 ft. by 4 ft. with blue background and white lettering can be gotten for \$25, and smaller ones for smaller prices.

As to price tickets, the best of these are made by professional ticket painters. There are several men in Montreal and Toronto

who do nothing else but paint these tickets, and similar lettering. They work mostly to order for the city trade. In many houses one of the firm, or an employe, does this work. We know of one firm which bought several sets of different styles of letters. These were carefully cut out. They were laid on Bristol board, and the outline traced in pencil and filled in with India ink, or painted the desired color. This is probably the cheapest way of all. The cardboard may be improved by adding a plain or fancy border, but not too fancy to detract from the strength of the figures. A Montreal ticket painter is sending our correspondent a few samples and prices.—EDITOR GROCER.

INCREASED PEPPER SHIPMENTS.

The following is a statement of shipments of black Singapore and Penang pepper from the Straits, January 1 to January 15:

	1895.	1894.
America, tons.....	200	30
Continent, tons.....	250	70
England, tons.....	10	20
Total.....	460	120

Mamma—"What was the sermon about this morning, Willie?"

Willie—"Well, I guess it was tellin' about cash boys."

Mamma—"What did the minister say about them?"

Willie—"Nothin', but his text was: 'All the days of my appointed time will I wait, till my change comes.'"

WE MAKE AND SELL -

Soap



. . SURPRISE SOAP . .

BRANCHES—

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

The St. Croix Soap Mfg. Co.,
 St. Stephen, N.B.

A GOVERNMENT RULING.

THE Canadian Government have had under consideration the application of certain Toronto grain handlers for permission to return to Canada, duty free, a quantity of Manitoba wheat now in elevators at Buffalo. The question has been fully considered, and it has been decided that under the law the Government are precluded from assenting to the wishes of the dealers.

Clause 14 of the Customs Act specifies how certain Canadian exports may be admitted free on reimportation. The clause reads as follows:

Any goods or packages being the growth, produce, or manufacture of Canada, and having been exported therefrom and intended to be returned, may be admitted free of duty on being reimported into Canada, provided such goods or packages were entered for exportation and branded or marked by a collector or proper officer of Customs, and are fully identified by the collector or proper officer at the port or place where they are so reimported; and provided, further, that the property in such goods or packages has continued in the person by whom they were exported, and that such reimportation takes place within one year of the exportation thereof.

As there is no Canadian Customs officer at Buffalo, the Government holds that it is legally impossible to allow the grain to be reimported under this clause. Had Buffalo been in the same category as Duluth, the circumstances might have been different. At the latter point large quantities of Manitoba wheat are annually stored. It is placed in sealed bins

or compartments under the supervision of a Canadian Customs officer, who holds the keys of the bins, checks the exact amount of grain elevated into the building, and superintends the discharge of the wheat when it is to be removed from Duluth to Canada.

It is also claimed by the Government that to allow the re-importation of this wheat would be to tacitly sanction an infraction of the coasting laws by permitting American boats to convey Canadian produce from one Canadian port to another.

The decision of the Government has caused no change in the price of wheat in Toronto, but it has the effect of rendering the market firmer.

POOR BUTTER NOT WANTED.

Country merchants who have for years been compelled by local circumstances to take inferior butter, at choice butter prices, in exchange for goods, will be glad to know that the day is rapidly approaching when it will be impossible to sell such butter.

The tastes of the consumers are improving, and they will not take inferior quality.

Merchants will, therefore, have to refuse the butter or buy it at its actual worth.

President Andrew Pattullo, in his annual address to the Dairymen, says:

"It is gratifying to note that the improved taste of the Canadian people has recently given a great impetus to the production of

good butter, either home dairy or creamery, for local markets. The demands of the home trade are a clear intimation to makers that the days for poor butter at a profit are past."

FRAUDULENT FRUIT-PACKING.

A special meeting of the Toronto Retail Fruit Dealers' Association was held on Monday night in Richmond Hall, in order to complete all arrangements with regard to the petition to be presented to the new City Council concerning the fraudulent packing of fruit. It is intended to insist on each packer placing his name on every package, and refraining from placing the finest specimens of fruit on the top. The question of peddling was fully discussed, the general consensus of opinion being that it would be more in the interests, both of purchaser and retailer, if peddling were interdicted. Mr. J. Hull, vice-president, occupied the chair.

THE ESTATE OF H. J. BRAY, Jr.

The affairs of H. J. Bray, jr., who is said, since his recent failure as a fish and fruit dealer in Toronto, to have taken up his residence in a sunnier clime, have not yet been straightened out. Assignee G. H. May, who has the estate in hand, says he will wind it up—that is to say, what there is left of it, which is not much.

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FRENCH VS. TURKISH PRUNES.

THE unusual difference of over 1c. between the price of Turkish and French prunes that has ruled recently is causing some comment in Montreal this week.

Last week lots of Bosnia prunes sold at 1c. advance, there being turnovers at 5c., whereas French prunes were inclined to be easy in feeling.

This difference is hard to understand in view of some facts which came under the notice of THE GROCER during the week.

These facts tended to show unmistakably that in very many instances the French fruit was far better value at the money than the Bosnia stock.

Some of the lots of the latter, though in appearance they were much finer than the French article, were not by any means pleasant to the olfactory organ. After an application of hot water also the appearance of the latter was far the best.

The fact remains, however, that the Bosnia fruit secured the advance, and most people attribute the circumstance to their being larger fruit than the French, though the latter when cooked are quite as palatable, if not more so, than the former.

When the new French treaty comes into force, however, it may mean a change in the conditions of the prune trade, as the larger and choicer descriptions of French prunes can then be laid down cheaper than lower grades of their Turkish competitors.

LATE TRADE NOTES.

Burt & Co., grocers, Bracebridge, Ont., have dissolved partnership.

Henry Wilson, grocer, Oakville, Ont., is offering to compromise with his creditors.

W. J. Relyea, dealer in bankrupt stocks, Perth and Brockville, Ont., has assigned to W. A. Campbell, Toronto, with assets amounting to \$20,000 and liabilities totalling \$15,000.

In the matter of R. Hutchinson, insolvent, a final dividend of 18½c. on the dollar has been declared. The liabilities totalled \$4,325.15, while the proceeds from the sale of stock, book accounts, etc., amounted to \$1,109.63.

SUCCESSFUL COLD STORAGE.

Aikenhead & Sloan, Toronto, are meeting with great success in connection with their cold storage warehouse. Following is a copy of a letter recently received by them from the Toronto Coffee House Association:

MESSRS. AIKENHEAD & SLOAN,
Church street, Toronto.

GENTLEMEN,—The poultry placed in your cold storage is turning out very well. The geese are both in appearance and condition as good as fresh. The turkeys, though

slightly discolored, are in good condition. When being got ready for the oven there is no sign of decomposition about the inside. When cooked they are juicy and retain their flavor. Yours truly,

LEE WILLIAMS.

SUGAR STILL LOWER.

Another decline in refiners' prices of ¼c. on 500 and 1,000 barrel lots of No. 1 standard granulated was another surprise to the grocery trade in Montreal last week. It caused jobbers a lot of annoyance also, it is claimed, for since the decline was made public they have been asked by customers why they did not get the benefit of the decline.

Of course, this request is ridiculous, for on goods sold early in the week before the decline was established it would be hard to expect jobbers to give their patrons the benefit.

WHY SCOTCHMEN DO NOT GO.

A SCOTCH friend of a contemporary in overhauling his papers recently, found the annexed scrap, which he sends to that paper for publication:

Long years ago, in times so remote that history does not fix the epoch, a dreadful war was waged by the King of Scotland. Scottish valor prevailed, and the King of Scotland, elated by his success, sent for his Prime Minister, Lord Alexander.

"Weel, Sandy," said he, "is there ne'er a King we canna conquer noo?"

"An' it please your majesty, I ken o' a King that your majesty canna vanquish."

"An' who is he, Sandy?"

Lord Alexander, reverently looking up, said: "The King o' Heaven."

"The King of whaur, Sandy?"

"The King of Heaven."

The Scottish King did not understand, but was exceedingly unwilling to exhibit any ignorance.

"Just gang your ways, Sandy, and tell the King o' Heaven to gi'e oop hi' dominions or I'll come mysel' and ding him oot of them; an' mind, Sandy, ye dinna coom back tae us until ye hae dune oor biddin'."

Lord Alexander retired much perplexed, but met a priest, and, reassured, returned and presented himself.

"Weel, Sandy," said the King, "has ye seen the King o' Heaven, an' what sae He tae oor biddin'?"

"An' it please your majesty, I hae seen ane o' his accredited ministers."

"Weel, an' what sae He?"

"He says your majesty may even hae His Kingdom for the asking o' it."

"Was He soo civil?" said the King, warming to magnanimity. "Joost gang your ways back, Sandy, an' tell the King o' Heaven that for His civility the de'il a Scotchman shall set foot on His Kingdom."

Grocers and General Dealers should
not be without

Silver Star Soap

Best value in 5 cent cake on the market.

Manufactured by

GUELPH SOAP CO., Guelph, Ont.

MUSTARD - - THAT'S - - MUSTARD

Dunn's Mustard

MADE ABSOLUTELY PURE from Rich Flavored English Seed. Sold in 5c. and 10c. tins. Dunn's Pure Mustard pays a fair profit and gives honest value to the consumer. To be obtained of all wholesale houses, or direct from W. G. Dunn & Co., Mustard Manufacturers, Hamilton. Send for Price List.

We want you
to try our
brands.

Wines

Write us
for Prices.

The Ontario Grape Growing
and Wine Mfg. Co.

Box 72. ST. CATHARINES, ONT.



45c. each from your
wholesale house.

Why

were imported Dairy Salts not represented at the Creameries Convention at Chesley, or the Western Dairymen's Association at Stratford? They always were at previous meetings.

Why stay
away now?

Speakers at these meetings said that

IT
RECOMMENDS
ITSELF.

**"WINDSOR
DAIRY SALT"**

is superior to any Salt that can be imported for butter-making. Remember this in ordering your spring supply of Dairy Salt.

Toronto Salt Works

128 Adelaide St. E., Toronto.

City Agents for Windsor Salt Works.

THE WINDOW-DRESSER'S CORNER.

WINDOW dressing is the twin brother of advertising, going together hand-in-hand as they do for the soliciting of business. THE GROCER proposes to make this more a feature of its columns than it has hitherto. The members of the trade can assist us in the premises by forwarding to us from time to time anything of interest that may come in their way bearing on the subject. For instance, should any of them have a particularly well displayed window, let them send a photograph of it to the publishers who will reproduce it in a subsequent issue of THE GROCER.

DIDN'T LIKE SIDEWALK DISPLAYS.

We have frequently commented on the attitude of most magistrates who have persons brought before them charged with stealing goods from shop doors, says British Warehouseman. The Mayor of Stratford-on-Avon has, however, taken a new line in dealing with such cases — one which we do not expect will be generally followed. The culprit was caught red-handed stealing a pair of boots. He pleaded guilty, and excused himself that his own boots were worn out. The Mayor gave the tradesman the usual lecture for putting his goods out so as to tempt people. He then fined the prisoner 5s., and, instead of committing him to prison for default, paid the fine himself and dismissed the man with a caution.

THE VALUE OF WINDOWS.

THERE are but few firms in existence to-day who do not recognize the value of their windows as a direct advertising medium, says Dry Goods Economist.

The art of window-dressing—for it is an art—has reached such proportions that it is to-day one of the leading features of all wide-awake stores.

Having reached its present proportions it should be dignified by the name of a department and receive the treatment due to a department of such importance.

As a department is of little practical value without an experienced head, so should this be given a head—a man fully up to the necessities of the position and fully aware of the possibilities as well.

It is false economy, but an economy (?) that too many merchants are practising, that leads to the employment of a man inexperienced, inartistic and entirely unfit for this position.

Related so closely to the advertising account as this department is, the same general principles should apply to both. Many a merchant who gives attention to his advertising, placing it where he gets the best returns from the outlay, knows that this is not

accomplished through the cheapest mediums.

So in window dressing; and it would be far better to leave it to the department clerks, who at least are acquainted with the goods they handle, than to create this department and place it under the management of some inexperienced, unfit man, simply on account of price. A good window dresser has become a necessity, and the staff of no up-to-date store can be considered as complete without one.

Another great mistake made by many houses in connection with their window dressing is the way they hamper their trimmer by neglecting to provide him with the necessary fixtures on the score of expense. It is not meant by this that a costly set of new fixtures is necessary for good displays, although they may be desirable, but that, at least, common fixtures be provided for the use of the trimmer, and he be not left or expected to make them out of barrel-hoops, packing cases and rolling boards, as is too frequently the case.

Complete sets of up-to-date window fixtures can now be obtained at comparatively slight expense, and the durability of such fixtures and the time they save in the making of a display, as well as the attractiveness they add to the completed trim, more than counterbalance the slight outlay required.

This indisposition to spend money on windows noted in many cases is traced back to a professed inability to see direct results, which a keen business man always claims should follow any outlay. If a merchant, running his windows on the slipshod, shortsighted policy of dirty, ill-trimmed windows would make the necessary outlay and place a competent man in charge of this department, he would quickly perceive such direct results as would forever insure that manager's receiving whatever he asked for in the form of new fixtures, stands or figures. As a department cannot sell goods unless the right goods are provided, so a window-trimmer should not be expected to turn out artistic displays unless provided with suitable fixtures and given the goods wherewith to work.

This question of stock is another important one, as there is much needless friction existing between the window trimmer and department managers, especially those of dress goods and silks.

Although these departments receive the greatest benefits from well-dressed windows, in many cases their buyers always make a vigorous kick over the displays of their lines, claiming that it damages the goods, overlooking the fact that the direct results of such displays would cover any slight loss due to damage received in the display four

times over, to say nothing of the indirect results, such as customers attracted to the store, comments of passers-by, etc.

Give, therefore, to your windows during the new year, first, a competent trimmer; next, provide suitable fixtures for his use, and, lastly, allow him full swing of the store for the selection of goods for his displays, guiding him, of course, in the same by your knowledge of what is desirable and seasonable.

“SILICO”

THE UP-TO-DATE
CLEANING SOAP.

Cleans quickly and . . .

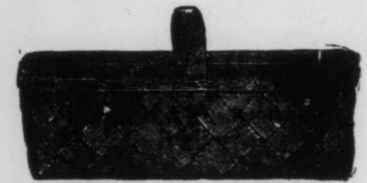
DOES NOT SCRATCH

Try a Three-Dozen Case for \$2.25.

For Sale by Grocers and Druggists.

THE Oakville Basket Co.,

MANUFACTURERS OF



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

For sale by all Woodenware Dealers

Oakville, Ont.

DURABLE PAILS AND TUBS.



TRY

THEM

The Wm. Cane & Sons Manufacturing Co
OF NEWMARKET, ONT.,

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

Represented by
Chas. Boeckh & Sons, Toronto,

H. A. Nelson & Sons, Montreal.

Richards' Pure Soap

It now being used in all the leading Hospitals and Public Institutions.

It being 99% Pure and

.. SUPERIOR TO ALL OTHERS

PAYS THE DEALER 30% PROFIT.



FOR SALE BY ALL WHOLESALE GROCERS.

To the Wholesale Grocery and Provision Trade

A TRAVELER doing business in British Columbia in grocer's specialties and provisions desires a change on account of health. Have been engaged with the present firm about four years. Can supply first-class references. At present receiving a salary of \$125 per month and all traveling expenses. Will be open for engagement Feb. 1st, 1895. All communications treated confidentially. Address reply to X. Y. Z., Box 391, Vancouver, B.C., (Member of North-West Travelers' Association.) (4)

DALLEY'S PURE FRUIT

FLAVORING EXTRACTS



Have not a single peer in Canada for Strength, Purity, and Flavor.

Are 50 per cent better value than any other extract for same money.

Try them and be convinced.

The F. F. Dalley Co., Ltd.,
HAMILTON

Sole Manufacturers.



British Columbia Salmon

"BALMORAL" BRAND
Turner, Beeton & Co.
VICTORIA, B.C.

AGENTS

WATT & SCOTT
Montreal

WATT & SCOTT
Toronto

GRANT, OXLEY & CO.
Halifax

ARTHUR P. TIPPET
St. John, N.B.

NEW YEAR! NEW YEAR!!

NOW READY AND FOR SALE

Diamond H Hams, 10 to 16 lbs.
Breakfast Bacon, Etc. . . .

Pure leaf, kettle rendered lard, in 5 and 10 lb. tins (2 doz. and 1½ doz. in case). Nice for the holidays.
Fresh Pork Sausages put up in 20 lb. baskets. Try a sample basket. Write for Quotations.

W. A. McCLEAN & CO.
Pork Packers - Owen Sound

Teas! Teas!! Teas!!!

of all grades and prices. We recommend specially

OUR "VICTORIA" AND "PRINCESS LOUISE" JAPAN TEAS

Quality Unsurpassed for Price.
Write for Samples.

Black Teas, Japan Teas
Gunpowder Teas
in 5, 10, 20, 30, 40, 50 and 60 lb. Packages.

LAPORTE, MARTIN & CIE - Wholesale Grocers - MONTREAL.

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

A DEMAND of assignment has been made in the case of Francois Porcheron, trader, St. Henri de Montreal Que.

Thomas Hicks, grocer, Essex, Ont., has assigned to W. D. Beuman.

W. G. Taylor, grocer, Toronto, Ont., has assigned to Henry Barber & Co.

James Collins, general store, Sydenham, Ont., has assigned to M. Tovell.

D. Lavery, general store, Kirkfield, Ont., has assigned to J. W. Lawrence, Toronto.

G. Tremblay, miller, Ancienne Lorette, Que., has compromised at 50c. on the dollar.

H. J. Bray, jr., wholesale fruit and fish, Toronto, has assigned to Geo. H. May, Toronto.

Octave Vezina, grocer, Quebec, Que., has assigned. The creditors will meet on January 28.

Daniel McGregor, general store, Morewood, Ont., has compromised at 50c. on the dollar.

Chas. Desmarteau has been appointed curator of the grocery stock of L. G. Thouin, Montreal.

The affairs of Lemieux & Co., general store, Chicoutimi, Que., are reported embarrassed.

A meeting of the creditors of Gustav Joly, general store, St. David, Que., has been called.

O. De Lisle, general store, St. Casimir, Que., is offering to compromise at 60 cents on the dollar.

The stock of P. Therien, Jr. & Cie., general merchants, Ste. Antoine Abbe, Que., is under seizure.

There is a demand of assignment in the case of E. Bourgouin & Co., general store, St. Flavie Station, Que.

Jas. F. Desjardins, fruit, Montreal, Que., has assigned. N. W. Smith has been appointed provisional guardian of the estate, and the creditors will meet on January 25.

PARTNERSHIPS FORMED AND DISSOLVED.

H. Barcelo & Co., grocers, Montreal, Que., have dissolved.

The Foam Yeast Co., of Toronto (Ltd.), has obtained a charter.

The Natural Gas and Oil Co., Toronto, is applying for a charter.

Louis Regnier and Charles Regnier have been registered proprietors of Regnier & Frere, grocers, Iberville, Que.

Daniel S. Hislop and James H. Hunter have been registered proprietors of Hislop & Hunter, produce, Montreal.

Loiseau & Co., biscuit manufacturers, Montreal, Que., have dissolved partnership. They have been succeeded by Wasson & St. Germain.

SALES MADE AND PENDING.

E. Robillard, grocer, Montreal, Que., has sold out to E. Lacroix.

H. Barcelo, grocer, Montreal, has sold out to Morin & Lamelin.

The general stock of Miss M. B. Lang, Golden, B. C., is advertised for sale.

The business of A. Moyer, general store, Mildmay, Ont., is advertised for sale.

The general stock of Reid & Co., Port Dover, Ont., has been advertised for sale.

J. K. McLennan, general store, Holland, Man., has sold out to J. M. McLachlan

The bailiff is advertising for sale the stock of Mary A. P. Meeking, groceries, Toronto.

The stock of F. E. McCormack, grocer, St. Thomas, Ont., has been advertised for sale by auction.

CHANGES.

C. O'Neil, Ingersoll, Ont., is starting business as a grocer.

Robert Hamilton, confectioner, Atwood, Ont., has been succeeded by M. J. McCoy.

H. B. Denike, grocer, Campbellford, Ont., has been succeeded by G. W. Thomas & Co.

FIRES.

The warehouse and grain elevator of R. S. Hodgins, at Lucan, Ont., have been destroyed by fire.

The premises of Johnston, Ballantyne & Co., grocers, Sherbrooke, Ont., have been damaged by smoke and water. Insured.

DEATHS.

Denis McCarthy, of D. McCarthy & Co., fruits, Montreal, is dead.

A. M. Smith, of Smith & Keighley, wholesale grocers, Toronto, is dead.

AN ATTRACTIVE CALENDAR.

Laporte, Martin & Co.'s (Montreal) calendar for 1895 is one of the best of the year. It contains a large, delicately colored figure of a charming girl in yachting costume, taking an afternoon cup of tea, no doubt one of their popular Japan brands, "Victoria" or "Princess Louise." The picture, which is copyrighted, was lithographed in England, and will make an attractive addition to the decorations of any store. Copies will be sent to subscribers of THE GROCER, who have not yet got one, on receipt of a postal card.

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

.. ODART'S SPECIALTIES ..

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

ODART'S PICKLE - AND - ODART'S SAUCE

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

Any Grocer

Who has not yet had a trial box of our

Gold Medal Baking Powder

Should send at once for one.
Orders are being repeated daily.

¼ lb. Paper Packages. ½ lb. Paper Packages.
5 and 10 lb. Boxes.

Our Spices and Coffees are giving best satisfaction.

G. F. MARTER & SON

Manufacturers of

BARTON'S BAKING POWDER.

**PHOENIX
MILLS**

1--3 Jarvis St.,

TORONTO

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SOME CAUSE FOR SATISFACTION.

While the finally revised Dominion trade returns for the fiscal year of 1894 show an aggregate falling off in the total trade of over \$6,500,000, yet it is by no means like drawing blood from a stone to extract from these returns some amount of satisfaction.

And that is, that exports which were the produce of Canada showed but a small decline; only, in fact, a little more than one per cent.

The cause of the decrease of nearly 8 per cent. in the goods entered for home consumption is not far to seek. Retailers, departing from the old system of reckless buying, have been curtailing their purchases. The wholesalers, if they wished to avoid having their warehouses stocked with goods that would be left over till the next season and depreciate in value, had, of course, to follow suit. Such a course must necessarily be reflected in the trade returns of the country.

Had this course not been taken, the trade returns of the country would have been swelled at the expense of the financial standing of the business men of the country.

THE C. T. BENEFIT SOCIETY.

The annual meeting of the Commercial Travelers' Benefit Society was held in the rooms of the association, Toronto, Saturday evening, Thomas Dunnet, the president, in the chair. The report of the Board of Management was most satisfactory in every respect. It showed an increase in the membership of the society, and also that after paying all death claims the sum of \$2,500 had been added to the reserve fund, which now amounts to \$25,000. The Board of Management, elected by acclamation last December, is as follows: Thomas Dunnet, president; Mayor Kennedy, treasurer; Mr. R. H. Cream, vice-president; trustees, Messrs. R. L. Patterson, Joseph Bonnick, S. R. Wickett, Joseph Taylor, H. Goodman, John A. Ross, T. M. Bayne, W. B. Dack and H. Lamont.

ROYAL DANDELION COFFEE

We find it necessary to state that the great celebrity our Royal Dandelion Coffee has attained has induced various imitations. We therefore caution the public against allowing themselves to be supplied with a spurious article, that only being genuine which is put up by us. **THE ROYAL DANDELION COFFEE CO.**

Henry J. Keighley, Manager,
468 King st West. Telephone 1610.

**ORDER
IVORY BAR
SOAP**

**Decorate
Your Window**

... WITH ADAMS'

Tutti Frutti Beautiful Hanger Signs

Ask your wholesale man for them
or send postal card to

ADAMS & SONS CO.,

11 and 13 Jarvis St., TORONTO, ONT.

CONDENSED MINGE MEAT

Delicious Mince Pies
every day in the
year.

Handled by retailer
as shelf or counter
goods. No waste.
Gives general satisfaction.

Sells at all Seasons.

Will not ferment in
warm weather.



The best and
Cheapest Mince
Meat on Earth.

Price reduced to
\$12.00 per gross,
net.

J. H. WETHEY,
St. Catharines
Ont.

BRUSHES...**R
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S**

ALL GOODS BRANDED

"BOECKH"

Send for
Price List.

Are strictly as represented and will
give satisfaction to your customers.

CHAS. BOECKH & SONS
Manufacturers.

TORONTO, ONT.

**The Great Muscle-Former**

The NUTRITIOUS ELEMENTS of BEEF that
make MUSCLE, SINEW, and give STRENGTH
are supplied by

Johnston's Fluid Beef

LARGELY USED BY ATHLETES WHEN TRAINING.

ALWAYS RELIABLE



Keen's Oxford Blue



SOLD EVERYWHERE
IN CANADA.

Is the Standard
Laundry Blue

N.B.—Try a few boxes of the new package Three X one ounce squares. To retail at 5 cents.

Wholesale Agents :

FRANK MAGOR & CO.

16 St. John Street, MONTREAL.

CURRENT MARKET QUOTATIONS

TORONTO, Jan. 21, 1895
This list is corrected every Thursday. The prices are solicited for publication, and are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit.

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

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

BAKING POWDER.

PURE GOLD.	per doz
5 lb. cans, 1 doz. in case.	19 80
4 lb. cans, 1 doz. in case.	16 00
3 1/2 lb. cans, 1 and 2 doz. in case.	10 50
16 oz. cans, 1, 2 and 4 doz. in case.	4 60
12 oz. cans, 2 and 4 doz. in case.	3 70
8 oz. cans, 2 and 4 doz. in case.	2 40
6 oz. cans, 2 and 4 doz. in case.	



doz in case	1 90
4 oz. cans, 4 and 6 doz in case	1 25
Dunn's No. 1, in tins	2 00
" " 2 " "	"
" " 2 " "	"
Cook's Friend—	
Size 1, in 2 and 4 doz boxes	\$2 40
" 10, in 4 doz boxes	2 10
" 2, in 6 " "	80
" 12, in 6 " "	70
" 3, in 4 " "	45
2 doz tins, 3 doz. in case	3 00
12 oz tins, 3 doz. in case	2 40
9 oz tins, 4 " "	1 10
3 lb tins, 1/2 doz. in case	14 00
Ocean Wave—	
No 10— doz cases	\$0 75
4 lb. 3 doz. cases	1 20
No 1 (14oz) 2 doz. cases	1 80
1-lb. 2 doz. in case	2 00
3-lb. 1/2 doz. in cases	5 75
5-lb. 1/4 " "	9 00
5-lb. 1/4 " "	9 60

G. F. MARTER & SON.

Barton's Baking Powder—	p doz.
1 lb. sealer jars, 2 doz. in case.	2 25
1 1/2 lb. jelly jars, 2 " "	2 25
1/2 lb. " " 2 " "	1 25
2 lb. fancy enameled tins, 2 doz	2 75
1 lb. tins, 2 doz. in case	2 00
1 lb. " 3 " "	1 80
1 lb. " 4 " "	0 75

Gold Medal	per lb.
1 lb. paper package, 10 lb in box.	C 12
1 lb. " " " " "	0 12
1 lb. " " " " "	0 12
W. H. GILLARD & CO., PROPRIETORS	
Diamond—	
1 lb. tins, 4 doz. cases	0 67 1/2
1/2 lb. tins, 3 doz. cases	1 17
1 lb. tins, 2 doz. cases	1 96

BISCUITS.

TORONTO BISCUIT & CONFECTIONERY COMPANY.	
Abernethy	8
Arrowroot	10
Butter	6
" 3 lb pks 20	20
Cottage	8
Cocoanut	11
Garibaldi	8 1/2
Gingerbread	10
Ginger Nuts	9
Graham Wafer	9
" 2 lb. pks 20	20
Jam Jams	11 1/2
Jumbles	11
Lemon	9 1/2
Lunch	9
Molasses Snaps	5 1/2
Moss Wafers	11 1/2
Napoleon	12

BLACKING.

DAY & MARTIN'S BLACKING.	
Liquid.	per doz.
Pints, A (6 doz. per bbl)	\$3 80
1/2 " B 9 " "	2 25
1/2 " C 15 " "	1 25
Kussett Cream (12 doz. per case)	2 19
Paste.	
(Boxes of 3 doz. each) per gross	
No. 2 size (- gross to a case)	\$2 40
No. 3 size 6 " "	3 65
No. 4 size 3 " "	5 50
No. 5 size 4 " "	6 80
No. 7 size 4 " "	9 00

Waterproof Dubbin.

In tins, large (6 doz. in a case)	12 50
P. G. FRENCH BLACKING.	per gross
No. 4	\$4 00
No. 6	4 50
No. 8	7 25
No. 10	25
P. G. FRENCH DRESSING	per doz
No. 7, 1 or 2 doz. in doz.	\$2 00
No. 4, " "	1 75

RALSTON'S FRENCH

No. 1	\$9 00
" 2	4 50
" 3	3 20
" 4	4 50

McLAREN'S

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



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

Silver Gloss
STARCH

ASK FOR
BENSON'S
CANADA PREPARED
CORN

Satin Starch

Pure Rice Starch

Pulverized Starch



SOLELY MANUFACTURED BY

THE EDWARDSBURG STARCH CO.
LIMITED
CARDINAL, ONT.

Beware of Imitations

Every package bears
our name

Prices Current Continued—

BLACK LEAD

Reckitt's Black Lead, per box. 1 15
Each box contains either 1 gro., 1
2. 1/2 gro., 2 oz., or 1/2 gro., 4 oz.
Per gross 9 00
Silver Star Stove Paste 24 00
Matchless silver polish 24 00

MATCHLESS STOVE PASTE POLISH

No. 1 9 00
" 2 7 20
" 3 4 80

BLUE.

KEEN'S OXFORD, per lb

1 lb packets 0 17
1/2 lb " 0 17
Reckitt's Square Blue, 12-lb.
box 0 17
Reckitt's Square Blue, 6 box
lots 0 16

CORN BROOMS.

CHAS. BORCKH & SONS, per doz

Carpet Brooms— net.
"Imperial," ex. fine, 8, 4 strings. \$3 65
Do. do. 7, 4 strings. 3 45
Do. do. 6, 3 strings. 3 25
"Victoria," fine, No. 8, 4 strings. 3 30
Do. do. 7, 4 strings. 3 10
Do. do. 6, 3 strings. 2 90
"Standard," select, 8, 4 strings. 2 90
Do. do. 7, 4 strings. 2 75
Do. do. 6, 3 strings. 2 60
Do. do. 5, 3 strings. 2 40

CANNED GOODS.

Beans, 2's	0 85	0 95
Corn, 2's	0 85	0 95
Cherries, red pitted, 2's	2 00	2 25
Peas, 2's	0 85	0 95
" Sifted select	1 45	
Pears, Bartlett, 2's	1 75	
" Sugar, 2's	1 50	
Pineapple, 2's	1 75	2 00
" 3's	2 40	2 50
Peaches, 2's	2 00	2 25
" 3's	3 00	3 25
Plums, Gr Gages, 2's	1 85	2 00
" Lombard	1 50	1 60
" Damson Blue	1 50	1 60
Pumpkins, 2's	0 85	0 95
" gallons	2 10	2 25
Raspberries, 2's	1 75	1 85
Strawberries, choice 2's	1 90	2 10
Succotash, 2's	1 40	
Tomatoes, 2's	0 85	0 90
" Golden" Finnan Haddies	1 30	1 40
" Thistle" Finnan Haddies	1 30	1 40
Lobster, tails	2 25	2 35
" flats	2 30	2 35
" impr'l Crown flat	2 40	
Mackerel	1 00	1 10
Salmon, Sockeye, tails	1 30	1 35
" flats	1 55	
" Cohoes	1 10	1 20
Sardines Albert, 1/2's tins	11	13
" 1/4's " "	11	13
Sportsmen, 1/2 genn		
ine French high grade, key	12	12 1/2
opener		10 1/2
Sardines, key opener, 1/2		11 1/2
" Exq. fine Frch, Kop. 1/2		10 1/2
" " " " " "		11 1/2
" " " " " "		11 1/2
Sardines, Other brands, 1/2	11	15 1/2
Sardines P & C, 1/2's tins	23	25
" 1/4's " "	33	36
Sardines Amer, 1/2's	6 1/2	8
" 1/4's " "	9 1/2	11
" Mustard, 1/2 size, cases		
50 tins, per 100	11	00

MARSHALL & CO., SCOTLAND.

Apples, 3's	\$1 00	\$1 10
" gallons	2 65	2 80
Blackberries, 2's	1 75	2 00
Blueberries, 2's	1 00	1 10
Fresh Herring, 1-lb.	1 10	1 15
Kipperd Herring, 1-lb.	1 85	1 90
Herrings in Tomato Sauce	1 85	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 Finndon Haddock	1 85	1 90

CANNED MEATS.

(CANADIAN)

Comp Corn Beef 1b cans	\$1 50	\$1 60
" " 2 "	2 60	2 65
" " 4 "	4 80	5 00
" " 6 "	7 50	7 75
" " 14 "	17 25	17 50
Minced Collops, 2 "	2 60	2 65
" " 2 "	3 40	3 50
Lunch Tongue 1 "	2 75	2 80
" " 2 "	2 75	2 80
English Brawn 2 "	2 75	2 80
Camb Sausage 1 "	4 00	4 00
" " 2 "	4 00	4 00
Soups, assorted 1 "	1 50	1 50
" " 2 "	2 25	2 25
Soups and Boull 2 "	1 80	1 80
" " 6 "	4 50	4 50



ACME SLICED BEEF.

No. 1 tins,
key, 2 doz.,
per doz., \$3.00



COLFISH.

BEARDSLEY'S
SHREDDED.

2 doz. pkgs.
per doz., 30c.

CHEWING GUM.

ADAMS & SONS CO.

To Retailers

Tutti Frutti, 36 7c bars	\$1 20
Pepsin Tutti Frutti, 23 5c p'k'ts	0 75
Nerve Food Tablet, 56 5c bars	1 20
Orange Blossom	150 piece 1 00
(Each box contains a bottle of high class perfume. Guaranteed first class)	
Flirtation Gum (115 pieces)	0 65
Monte Cristo (180 pieces)	1 30
(with brilliant stone ring)	
Mexican Fruit, 36 5c bars	1 20
Sappota	150 pieces 0 90
Sweet Fern	230 " 0 75
Black Jack	115 " 0 75
Red Rose	115 " 0 75
Magic Trick	115 " 0 75
Oolah	115 " 0 75
Puzzle Gum	115 " 0 75
Bo-Kay	150 " 0 90
Red Spruce Chico	200 " 1 00
Automatic	
Tutti Frutti Girl	500 pieces 6 00
Sign Box (new)	
Tutti Frutti cash box 200 "	6 00
Glass Jar with Pepsin Tutti Frutti, 115-5c pkgs, per jar	3 70

CHOCOLATES & COCOAS

CADBURY'S.

Cocoa essence, 3 oz. pkgs.	\$1 65
per lb	
Mexican chocolate 1 1/2 lb pkgs	0 40
Rock chocolate, loose	0 37 1/2
" " 1-lb tins	0 40
Cocoa nibs, 11 lb tins	0 30

TODHUNTER, MITCHELL & CO'S

Chocolate—	Per lb
French, 1/4's	6 and 12 lbs... 0 30
Caraccas, 1/4's	" " " " 0 35
Premium, 1/4's	" " " " 0 30
Sante, 1/4's	" " " " 0 25
Diamond, 1/4's	" " " " 0 22
Sticks, gross boxes, each	" " " "

CHAS. SOUTHWELL & CO.'S High-class **Jams**
Jellies and
Marmalades

MANY NEW CUSTOMERS

Are writing for quotations of

SOUTHWELL'S GOODS

And our sales for 1894 were more than double 1893.

If you are not handling them please drop us a line.



Something New

NELSON'S CONCENTRATED JELLIES
NELSON'S BRILLIANT GELATINE

Always Reliable

CADBURY'S COCOA ESSENCE
CADBURY'S MEXICAN CHOCOLATE

Prices, etc., of the Agents :

FRANK MAGOR & CO.,

16 St. John Street, MONTREAL.

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



150 Years' Record

97

Liquid and Paste Blacking

Black and White Cream for Patent Leather.

Russet Cream

For Brown Boots, Saddlery, Etc.

DAY & MARTIN LTD. London and Liverpool

Prices current, continued—

SOUTHWELL'S GOODS

Orange Marmalade	per doz.	\$1 50
Clear Jelly Marmalade		1 30
Strawberry W. F. Jam		2 30
Raspberry		2 10
Apricot		1 90
Black Currant		1 90
Other Jams	1 55 to 1 87	
Red Currant Jelly		3 00
All the above in 1 lb. clear glass pots		

LICORICE.

YOUNG & SMYLLIE'S LIST.

5 lb boxes, wood or paper, per lb	0 40
Fancy bxs. (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 (30s) per box	1 50
" Acme" Pellets, Fancy paper boxes, per box (40s)	1 25
Tar Licorice and Tolu Wafers, 5 lb cans per can	2 00
Licorice Lozenges, 5 lb glass jars	1 75
Licorice Lozenges 5 lb cans	1 50
Purity Licorice, 200 sticks	1 45
Imitation Calabria, 5 lb bxs per lb	0 20

MINCE MEAT.

Condensed, per gross, net	\$12 00
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MUSTARD.

KEEN'S.

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

COLMAN'S.

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

NUTS.

Almonds, Tarragona	12 1/2	14
" Formigetta		
Almonds, Shelled Valencias	25	30
" " Jordan	40	45
" " Canary	20	23
Brazil	11	11 1/2
Cocoanuts, per 100	\$4 50	\$5 50
Filberts, Sicily	9 1/2	10 1/2
Pecans	10 1/2	11
Peanuts, roasted	10	12
" green	7	10
Walnuts, Grenoble	13	14
" Naples, cases		
" Marbots	11	12
" Bordeaux	8	10

RICE, ETC.

Rice, Aracan	3 1/2	3 3/4
" Patna	4 1/2	4 3/4
" Japan	5	5 1/2
" Imperial Secta	3 1/2	3 3/4
" extra Burmah	3 1/2	3 3/4
" Java extra	6 1/2	6 3/4
" Genuine Carolina	9 1/2	10
Grand Duke	6 1/2	6 3/4
Sago	4 1/2	4 3/4
Tapioca	4 1/2	4 3/4
Goathead (finest imported)	6 1/2	6 3/4

SPICES.

Pepper, black, pure	\$0 12	\$0 14
Pepper, white, pure	20	28
" fine to superior	10	5
Ginger, Jamaica, pure	25	27
" African	16	18
Jassia, fine to pure	20	25
Cloves	18	25
Allspice, choice to pure	12	15
Cayenne	30	35
Nutmegs	75	120
Mace	1 00	1 25
Mixed Spice, choice to pure	30	35
Cream of Tartar, fine to pure	25	30

STARCH.

ST. LAWRENCE STARCH CO.'S

Culinary Starches—	
St. Lawrence corn starch	7 1/2
Durham corn starch	6 1/2
Laundry Starches—	
No. 1, White, 4 lb. Cartons	5 1/2
" " " " Bbls	4 1/2
" " " " Kegs	4 1/2
Canada Laundry	4 1/2
Ivory Gloss, six 6 lb. boxes, sliding covers	7
Ivory Gloss, fancy picture, 1 lb packs	7
Patent Starch, fancy picture, 1 lb. cartons	7 1/2

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—	
No. 1 White or Blue, cartons	5 1/2
Canada Laundry	4 1/2
Silver Gloss, 6-lb. draw-lid bxs	7
Edwardsburg Silver Gloss, 1-lb. chromo package	7 1/2
Silver Gloss large crystals	6 1/2
Beeson's Satin, 1-lb. cartons	7 1/2
No. 1 White	4 1/2
Culinary Starch—	
W. T. Benson & Co.'s Prepared Corn	7 1/2
Canada Pure Corn	6 1/2
Rice Starch—	
Edwardsburg No. 1 White, 1-lb. cartons	7 1/2
Edwardsburg No. 1 White or Blue, 4-lb. lumps	7 1/2

KINGSFORD'S OSWEGO STARCH.

40-lb. bxs., 1-lb. pkgs., new wrappers	8 1/2
SILVER GLOSS (12 bxs. each crate)	9
PURE (36-lb. bxs., 12 3-lb. bxs.)	7 1/2
OSWEGO (40-lb. bxs., 1-lb. CORN STARCH) pkgs.	8
For puddings, custards etc.	
ONTARIO (36-lb. to 45-lb. bxs., STARCH) 6 bundles	6 1/2
STARCH IN Silver Gloss	8
BARRELS / Pure	7

SUGAR.

Granulated	3 1/2	3 3/4
Paris Lump, bbls and 100 lb. bxs	5	5 1/2
Extra Ground, bbls Iceing	5 1/2	5 3/4
Powdered, bbls	4 1/2	5 1/2
Extra bright refined	3 1/2	3 3/4
Bright Yellow	3 1/2	3 3/4
Medium	3 1/2	3 3/4
Dark yellow	3 1/2	3 3/4
Raw Demarara	2 1/2	3

SYRUPS AND MOLASSES.

Dark	25	30
Medium	30	35
Bright	35	40
Very Bright	50	60
Redpath's Honey	40	45
" " 2 gal. pails	1 25	1 50
" " 3 "	1 50	1 75
MOLASSES. Per gal		
Trinidad, in puncheons	0 32	0 35
" " bbls	0 36	0 37
" " 1/2 bbls	0 40	0 40
New Orleans, in bbls	0 25	0 30
Porto Rico, hdds.	0 38	0 40
" " barrels	0 42	0 44
" " 1/2 barrels	0 44	0 46

SOAP.

Ivory Bar, 1 lb. bars	per lb	6
Do. 2, 6-16 and 3 lb bars		5 1/2
Primrose, 12 oz. cks, per doz		8
MORSE'S MOTTLED		
Per box—in 5 box lots		
100 bars		\$4 75



Eclipse, 3 lbs	3 30
Everyday, 12 oz.	\$4 50
Morse's Best, 12 oz.	4 50



1 Box Lot	5 00
5 Box Lot	4 90
Freight prepaid on 5 Box lots.	



RICHARDS' SOAPS.

Richards' Pure Soap, 100 bars	Per Box	\$5 00
Telephone, 100 bars		4 00
White Star, 20 bars, 3 lbs		3 30
Gold Dust, 20 bars, 3 lbs		2 70
Jubilee, 12 bars, 5 lbs		2 40
Family, 25 bars, 2 1/2 lbs		2 25
Russian Electric, 60 bars		2 00
1892 Electric, 60 bars		1 30

Per Doz.

White Castile Bars, 2 doz., wood	75
Oatmeal, 2 doz., wood	75
Venus, 1 doz., paper	75
Water Queen, 1 doz., paper	40
Ocean Foam, 1 doz., paper	75
Pure Coco, 1 doz., paper	25
French Mottled Castile, 1 doz., paper	25
French White Oatmeal, 1 doz., paper	50
Trans. Glycerine, 1 doz., paper	40
Trans. Bar, 2 doz., wood	75
33 1/2 per cent. Glycerine, 1 doz., paper	1 50
Carbolic Glycerine, 1 doz., paper	1 00
Sulphur, 1 doz., paper	75
Rose Trans., 1 doz., paper	1 25
Peach Blossom Comp., 1 doz., paper (Milled)	1 00
All Healing Tar, 1 doz., paper (Milled)	25
Oatmeal Bouquet, 1 doz., paper (Milled)	75
Glycerine	40
Mottled Castile, 1 doz., paper	40
White Oatmeal, 1 doz., paper	40
Apple Bloom, 1 dozen, paper (Milled)	75

GUELPH SOAP CO.

Pure, 60 bars, 12 oz., per box	\$3 00
Silver Star, 100 bars, 12 oz. p box	4 00
Royal City, 3 lb. bar, per lb.	0 05
Peerless, 2 1/2 lb. bar, "	0 43
Genuine Electric, 72 bars, per bx	2 50

TOBACCO AND CIGARS

British Consols, 4's; Twin Gold Bar, 8's	59c
Ingots, rough and ready, 8's	57
Laurel, 3's	49
Brier, 7's	47
Index, 7's	44
Honeysuckle, 8's	56
Napoleon, 8's	50
Victoria, 12's	47
Brunette, 12's	44
Prince of Wales, in caddies, 15 lb in 40 lb boxes	48
Bright Smoking Plug Myrtle, T & B, 3's	60
Lily, 7's	47
Diamond Solace, 12's	50
Myrtle Cut Smoking, 1 lb tins	70
1 lb pg, 6 lb boxes	70
os pg, 6 lb boxes	70

MCALPIN TOBACCO CO.

White Burley Chewing—	
Duty paid per lb	
Beaver, 12 oz., smooth, 3x12, 5c and 10c cuts, 12 lb butts	61c.
Do. 8 oz., R & R 2x12, 5 and 10c cuts, 12 lb butts	61
Do. 16 oz., R & R, 10c cuts, 2x12, 15 lb butts	61
Jubilee, 7 1/2 to 1 lb, chocolate, 15 lb butts	58
Prince George, 8s 1 lb caddies	47
Tecumseh, 9 to 1 lb (fancy chew'g)	85
Extra Black Chewing—	
Gold Shield, 16 oz., 7 to 1 lb, 20 lb butts	47
Black Chewing—	
Standard, 3rds, 4ths, 7s and 12s, 20 lb. pkgs.	45
Plug Smoking—	
Woodcock, 18 lb caddies, 7s	50
3rds	50

Sunny South, 6s and 7s, 18 lb caddies	48
Solid Comfort, 6s, 18 lb butts	44
Special, 7 to 1 lb, 18 lb caddies	42
Cut Tobaccos, Smoking—	
Silver Ash, 1-8ths, 5 lb boxes	62
Puck, mixture, 1-8ths, 5 lb boxes	70
Cut Cavendish, 1-8ths, 5 lb boxes	65
Fine Cut Chewing—	
Standard Kentucky, bright, 5 lb. pails	80
Apricot, dark sweet, 5 lb pails	55
Terms, 30 days, less 3 per cent.	

CIGARS—S. DAVIS & SONS Montreal

Size	Per M
Madre E' Hijo, Lord Landsdown	\$0 00
" Panetelas	50 00
" Bouquet	60 00
" Perfectos	85 00
" Longfellow	85 00
" Reina Victoria	80 00
" Pins	65 00
El Padre, Reina Victoria	55 00
" Reina Vict., Especial	60 00
" Conchas de Regalia	50 00
" Bouques	55 00
" Pins	60 00
" Longfellow	80 00
" Perfectos	80 00
Mungo, Nine	80 00
Cable, Conchas	30 00
Queens	29 00
Cigarettes, all Tobacco—	
Cable	24 lbs
El Padre	1 00
Mauricio	15 00

DOMINION CUT TOBACCO WORKS MONTREAL.

CIGARETTES.	Per M.
Athlete	\$7 50
Puritan	6 25
Sultana	6 75
Derby	4 25
B. C. No. 1	4 00
Sweet Sixteen	3 75
The Holder	3 85
Hyde Park	10 50

CUT TOBACCOS.

Puritan, tenths, 5 lb. boxes	70
Old Chum, ninths, 5 lb box	76
Old Virgin, 1-10 lbpg, 10 lb bxs	62
Gold Block, ninths, 5 lb boxes	78

CIGARETTE TOBACCO.

B. C. N. 1, 1-10, 5 lb boxes	83
Puritan, 1-10, 5 lb boxes	83
Athlete, per lb.	1 15

PLUG TOBACCO'S.

Old Chum, plug 4s. Solace 16 lbs	68
" " " 8s. " 16	68
" " " 8s. R. & R. 12 1/2	68
" " " 7s. R. & R. 14 1/2	68
" " " 7s. Solace 14 1/2	58
" " " 8s. R. & R. 16	58
" " " 8s. Solace 16	58
O. V. - plug 8s. Twist 16	58
O. V. - " 8s. Solace 17 1/2	55 1/2
Derby, - " 12s. " 17 1/2	51
Derby, - " 7s. " 17	51
Athlete, - " 5s. Twist 9	74

WOODENWARE. per doz

Pails, 2 hoop, clear	No. 1	\$1 50
" " " "	" 2	1 70
Pails, 2 hoops, clear	No. 2	1 40
" " " "	" 3	1 60
" " " painted	" "	1 60
Tubs, No. 0		8 50
" " " "		7 00
" " " "		8 00
" " " "		5 00

On sales amounting in value as per above list to less than \$20 there shall be an advance of 10c. per doz on pails and lard tubs, and of 50c. per dozen on wash tubs.

Washboards, Globe	\$1 90	2 00
" Water Witch	1 40	
" Northern Queen	2 25	
" Planet	1 70	
" Waverly	1 60	
" X X	1 50	
" X	1 30	
" Single Crescent	1 65	
" Double	2 75	
" Jubilee	2 25	
" Globe Improved	2 00	
" Quick and Easy	1 60	
" World	1 75	
" Battler	1 30	

per case

No Dinner Table is perfect without one or two delicious jellies and no Grocer's Stock complete without

GOODALL'S JELLY SQUARES

Which make delicious and nutritious Jellies in a few minutes and at little expense. The Squares are complete in themselves for making Lemon, Orange, Raspberry, Strawberry, Cherry, Vanilla, Aspic, Pineapple, Black Currant, Red Currant, Almond, Plain, Champagne, Noyeau, Sherry and Port Wine Jellies, and are sold in boxes containing half-pints, pints and quarts.

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LEEDS, ENGLAND.

C. H. BINKS & CO., Montreal, Agents for Canada.

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Every chimney is wrapped and labeled.

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