

THE CANADIAN GROCER

VOL. X

TORONTO AND MONTREAL, JANUARY 31, 1896.

No. 5

COLMAN'S MUSTARD



BEST ON EARTH

To Grocers

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

"CROWN"

BRAND

Marshall's Scotch Herrings

FROM THE FAMED ABERDEEN FISHERIES

In Kegs
Firkins
Half Barrels
Barrels

FULLS and
MEDIUMS

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

SOLE AGENTS :

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

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

139 MEDALS AND HIGHEST AWARDS FROM THE WORLD'S EXHIBITIONS.

*Purveyors by special appointment
to Her Majesty*

THE QUEEN
Empress of India.



*Purveyors by special appointment
to H.R.H. the*

PRINCE OF WALES
K.G., K.T., K.P.

MACONOCHIE BROTHERS

131 Leadenhall Street
LONDON, ENG.

First Quality 

Potted Meats and Fish Delicacies



Fresh Herrings
Kippered Herrings
Bloaters and Bloater Paste
Scotch Findon Haddocks
Herrings in Shrimp Sauce
Herrings a la Sardine



All Herrings prepared by us are preserved at Fraserburgh, Scotland, which is the largest fishing station in the world, and the quality of the Fraserburgh Herrings is superior to all others.



All particulars from agents:—

SEETON & MITCHELL, Halifax, N.S.
LIGHTBOUND, RALSTON & CO., Montreal

Agents for British Columbia:

MESSRS. MARTIN & ROBERTSON,
Vancouver and Victoria

Standard Goods ^{THE} Best to Handle



Pure Concentrated Cocoa.

+++

Pure Chocolate.

+++

Vanilla and de Sante Chocolate.

+++

Caracas Chocolate.



Homeopathic Cocoa.

+++

Diamond Chocolate.

+++

Monogram Chocolate.

+++

Gold Medal Sweet Chocolate.



MONTREAL and TORONTO

A. P. TIPPET & CO.

ST. JOHN, N.B.

F. H. TIPPET & CO.

The Value of Strength . . .



In Wrapping Paper is known and appreciated by every wholesale and retail grocer.

We have special brands for this use—

**MANILLA,
BROWN WRAPPING
ETC., ETC.**

noted for long and strong fibre—and made to stand more than ordinary wear and tear.

ITS SUPERIORITY WILL QUICKLY ASSERT ITSELF.
WRITE FOR SAMPLES AND PRICES.

THE **E. B. Eddy Co.** LTD.
HULL, CANADA

319 St. James Street, MONTREAL

38 Front Street West, TORONTO

Agents: F. H. Andrews & Son, Quebec; A. Powis, Hamilton; J. A. Hendry, Kingston;
Schofield Bros., St. John; J. Peters & Co., Halifax; Tees & Perse, Winnipeg; James
Mitchell, Victoria.



Find their equal if you can . . .



Approved by the highest medical authorities as a Perfect Cheese, being easily digested. It is a soft, rich cheese, unexcelled for lunch or dinner in Private Houses, Clubs, Restaurants and Hotels. Put up in White Opal Pots. It is especially adapted for travelling or excursion parties. For sale by all leading Wholesale and Retail Grocers.

A. F. MacLaren & Co., Toronto

TETLEY'S Indian and **TEAS**
Ceylon . . .
"ELEPHANT BRAND"

LEAD PACKETS OF POUNDS AND HALF POUNDS

New Importation

TETLEY'S MIXED TEA

(Black and Green)

London - - -	5, 6 and 7 Fenchurch Street
Montreal - - -	14 Lemoine Street
Toronto - - -	128 Richmond Street West
Manitoba, Northwest Terri- } tories and British Columbia }	Hudson Bay Co.

Chyloongs . . . '95 Crop . . .

Preserved Ginger



Just received a consignment direct from Hong Kong, Ex "Empress of India" and C. P. R: Cases—Whole Pots, Half Pots, Quarter Pots. Also Dry Stem Ginger in 1/2 and 1-lb. Tins. Send for quotations.

ROSE & LAFLAMME — **Montreal**

The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

Laboratory of Inland Revenue,
Office of Official Analyst,
MONTREAL, April 8th, 1895.

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

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

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

Do You Sell Crockery?

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

Brantford Stoneware Mfg. Co. Ltd. - Brantford.

OTHER SPECIALTIES.

NOUGAT
RAHAT LAKUHM
ALMOND ROCK
EL MAHNA

CANADIAN SPECIALTY CO., Toronto.



WORKS: LONDON, W.C.

MEDALS AND DIPLOMAS.

PARIS
SYDNEY
MELBOURNE

ROSE & LAFLAMME, Montreal.

Open Pan Salt

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

OPEN PAN SALT . . .

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

WE HAVE IT.

**The Canada
Salt Association**

CLINTON, ONTARIO

BROOMS . . .

BROOMS

OUR BRANDS :

Imperial	Gold Medal	Victoria
Bamboo Carpet	Standard	Leader

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

CHAS. BOECKH & SONS
Manufacturers. TORONTO, ONT.

CONFIDENCE

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

JOHNSTON'S FLUID BEEF

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

THE JOHNSTON FLUID BEEF CO. MONTREAL.

A GOOD THING



To suit every taste.

4 GRADES MANUFACTURED

- No. 1. Pure Mocha and Java
- " 2. Pure Java
- " 3. Pure Jamaica
- " 4. Pure West Indian Coffees with a small proportion of chicory.

**BUY IN SMALL LOTS
AND OFTEN**

WE DON'T WANT YOU

To take for granted all we say regarding Teas; we simply ask a fair, intelligent test of the lines we bring before you from week to week. You know a good Tea when you see one, and we leave the result with you.

NOW OUR EYES are open for all the good things the market affords, and this week we wish to direct your attention to some really splendid values we have secured in



Japan Teas

To retail at 25c. You have our statement that they are above the average in point of style and liquor. We await your judgment.

Drop us a card for samples and quotations, or examine standards in the hands of our travellers.

W. H. GILLARD & CO.

Wholesalers
Only

HAMILTON

JOHN MOUAT, Northwest Representative, WINNIPEG.

**WE HAVE DEVoured
ALL COMPETITION.**



KEEP
YOUR
EYE

ON THIS SPACE
LATER ON

WE WON THOUSANDS OVER
IN 1895
JUST WATCH US
III 1896.

**BOULTERS' GOODS SELL
THEY'RE NOT SLEEPY STUFF.**

WETHEY'S

CONDENSED



Mince Meat

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

J. H. WETHEY, Manufacturer,
ST. CATHARINES

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

THE CANADIAN GROCER

Vol. X. (Published Weekly)

TORONTO AND MONTREAL, JANUARY 31, 1896

(\$2.00 per Year) No. 5

DROPS FROM THE EDITOR'S PEN.

Meanness is Old Nick in essence.

—
Quite as much needed as hands and feet is a head in business.

—
A business is no more capable of navigating itself than is an Atlantic liner.

—
Attention to business should not allow inattention to the other duties of life.

—
When thou art weighing give justice to thyself as well as to thy customer.

—
There is one thing burglars cannot steal, and that is the merchant's good name.

—
Leisure hours spent in judicious study often result in years of affluence and ease.

—
Many a man who takes off his coat to work keeps his ideas encased in a straight jacket.

—
He who keepeth his store open at night should at least see that it is not night in his store.

—
While a merchant should be gentle in his manner it is stiff he should be in his backbone.

—
"Push" and "honesty" will not rhyme, but they are the basis of the poetry of success.

—
The cash system that has not a good backbone running through it is a miserable failure.

—
Pork is higher, and yet the hogs are squealing. But, then, it is just like us human hogs—always squealing.

—
Where and how a clerk spends his evenings determines where and how he shall spend his latter years.

—
A contemporary declares that sugar made from corn cobs equals maple sugar. The producer of the former may say or think so, but what is the opinion of the consumer? I

prefer maple syrup—and the syrup that cometh from the Canadian maple—on my pancakes.

—
It is not because they cannot find a market that farmers are holding their wheat; it is for better prices they wheat.

—
A dirty face is no more an indication of uncleanly habits than is a dirty window display an indication of an unclean store.

—
If the Almighty Dollar is the business man's god it has taught him one good thing, and that is to set his face against war.

—
A smile is a good thing, but its goodness depends on whether you give it from behind your counter or take it in front of the bar.

—
A young man should consider well whether he will fit the business before he jumps into it; if it is too big for him, ten to one he will drop through it.

—
A merchant may wish till the crack of doom to do a good business, but he will never secure the desideratum till his wish is backed up by works.

—
All things come to him who waits; but it is pretty hard sometimes for the merchant with inadequate capital to wait for business to develop to the paying stage.

—
Better any day is it to have a small business than a large inflated one. The one will stand a little depression, but to the other a little depression means collapse.

—
The retail grocers and meat dealers of Zanesville, O., have jointly established a union. Between the two the union ought to be able to carve its way to success.

—
The manager of the Kootenay mines reports that there are good prospects of gold from the quartz at Skeena River, Hudson's Bay.

—
The above, from a London, Eng., correspondent, appeared in a South African paper. Between the Skeena River and Hudson's Bay stretch the Rocky Mountains and 1,000 miles of country. But, of course, that is nothing to a newspaper man with scan-

knowledge of geography and wide breadth of imagination.

—
The youth starting out in life who does not first of all essay to be a Man will in the world be, like chips in broth, a nonentity. Manliness is the first essential in man.

—
Speaking the other day of Canada, Chauncey Depew said: "Political union will follow whenever we desire to extend the invitation." Now, Chauncey, talk sense.

—
Ideas have to be frequently rubbed against other ideas before they possess value, just as a knife requires to be rubbed against a grindstone before it possesses an edge.

—
The cereal crops in Australia are being ruined by drought. This continent might spare the Antipodies a few carloads of its superfluous snow for the purpose of melting down into water.

—
As white as was the snow which fell in Toronto on Friday last, the day of the big storm, no one was heard to call it beautiful. It just shows how a good name can be spoiled by being too obtrusive.

—
Wanamaker, the big departmental store man in Philadelphia, has discontinued the sale of groceries after a brief experiment. Like a good many others, he has probably learned that in practice the grocery trade is not at all the same thing it is in theory.

—
Prate as we may about the injustice meted out in this world, it is the exception and not the rule when a man does not at least ultimately receive justice in even this world. Half the time we are getting our deserts when we are ready to take oath and swear we are not.

—
Merchants should be as attentive to the wants of the "lower five" as to those of their customers numbered among the "upper ten." The hen is not one whit prouder when she is laying eggs for the millionaire than she is while doing so for the mendicant.

HOW PRUNES ARE CURED.

CONSUMERS of the useful prune, the simple fruit that takes the place of richer preserves, says a contemporary, may not know how the French growers prepare the fruit for market, and what a process of the most primitive kind it goes through before packed for exportation. As soon as the prunes are harvested they are taken to a building called the fruiterie, where they remain a few days to complete maturity. The fruit is then subjected to not less than three and frequently four distinct cookings before being pronounced fit for the market. The first two preliminary cookings have for object evaporation of water contained in the fruit; the final cooking, which dries the fruit, imparts a certain brilliancy much sought by buyers. You know that rich gloss? The sun-dried prunes are most delicious to the taste, but the exigencies of the trade do not permit of such long preparation. In several districts of France the most primitive means are practised in curing the fruit. In Provence it is plunged in pots of boiling water, then placed in baskets and gently shaken until cool, when it is put upon long trays exposed to the sun's heat to complete the disciccation.

At Digne the prunes are not gathered until ripe. Women feel the fruit with their nails to avoid injury to the soft pulp. The fruit is strung on small twigs in such fashion as not to touch. These sticks of prunes are stuck into straw frames, which are suspended in the sun until the prunes easily detach from the stick. The pit is then removed and the same process of sun-drying is gone through, and, when thoroughly desiccated, packed for market. The trays used in rural districts are quaint affairs, varying in form, dimensions and construction according to locality. The peasants make them during the winter months, and they are clumsy and cumbersome, and the only excuse is the peasant cannot afford to buy and is not skillful enough to make better ones.

COFFEE STATISTICS.

The total sales of coffee of all kinds in the United States during 1895 were 272,506 tons, against 263,274 tons in 1894, and 247,717 tons in 1893. The receipts of Brazilians were 3,311,604 bags, and the distribution from the seaports 3,230,660 bags, comparing with 3,169,028 in 1894, and 3,208,042 in 1893.

"These figures," remarks N. Y. Journal of Commerce, "are significant in showing good full average consumption, but in their application to present position must be taken in conjunction with the fact that on January 1st the world's visible supply of coffee was much in excess of last year; the quantity available for this country was then and has since shown an amount very much in excess of January, 1895, and the absence of

any hints of damage to the growing bean is strong evidence that previous liberal estimates of next crop are not now assailable."

WINNIPEG CITY TRAVELERS.

The City Travelers of Winnipeg met Thursday evening of last week to elect officers for the ensuing year and to arrange for their annual "At Home." Mr. D. M. Horne was appointed chairman, Mr. John Horne, secretary, and J. M. Scott, treasurer. A committee was formed to make all necessary arrangements. After other business of a routine character, a vote of thanks was moved to the retiring officers: A. Pratt, chairman; J. M. Scott, secretary, and K. J. Johnstone, treasurer. From the interest manifested the coming event is sure to be as successful as the previous one. The meeting then adjourned until next week.

UNITED STATES CORN PACK.

THE corn crop of 1895 was the largest on record. The yield per acre averaged unusually large. In Maine it was returned at forty-two bushels; in Vermont it was over forty-five; in New York, over thirty-five; in Iowa, over thirty-five; in Missouri, thirty-six; in Illinois, over thirty-seven; in Indiana, over thirty-two; while in Delaware it was only twenty-one, and in Maryland less than twenty-seven. In Maine and New York the packing season was unusually favorable, and while the acreage for canners' use was reduced in both States, the yield turned out so large, and the weather was so favorable during canning operations, that the total output was but little behind that of 1894. It is stated that in Maine not a single day was lost during the packing season on account of rain. These remarks are necessary in order to understand fully why the corn pack of 1895 was so little behind that of 1894. The total for this year is 3,121,164 cases, against 3,414,808 cases in 1894, showing a reduction of only 293,664 cases, or about 8½ per cent.

There was a general disposition on the part of the packers to reduce the output, and they worked to this end in their conventions and among themselves. There was also a general conclusion arrived at, that the use of chemicals should be avoided, and many of the packers who formerly used chloride of sodium as a bleacher abandoned the practice. Many of them, however, continue to use an artificial sweetener. We entertain very decided opinions that any chemical agent used in the packing of corn tends to discredit the article with the consumer. Thirty years ago, when Winslow's old yellow label corn was the favorite in this and other markets, there were no such troubles encountered in its distribution as are now met with by almost every distributor. We do not believe that corn-packing will become a profitable industry for the majority of pack-

ers until they make quality the first and only consideration as against quantity. The pack compares with the previous year as follows:

	Cases 2 dz.	tins each.
	1894.	1895.
Maine	603,116	543,233
Vermont	12,000	17,000
Maryland and Virginia....	450,315	281,475
New York	961,276	850,002
Illinois	519,600	453,668
Indiana	123,950	63,610
Iowa	121,639	369,535
Ohio	344,040	274,400
Nebraska	36,800	33,800
Kansas	20,700	29,000
Missouri	15,444	22,700
Michigan	100	6,000
Pennsylvania	30,900	25,719
Delaware	7,042	.....
Other States	30,821	22,022
Total United States,	3,277,743	2,992,164

The pack of corn in 1895 compares with the output of previous years as follows:

Year—	Cases 2 dz.	Year—	Cases 2 dz.
	tins each		tins each.
1895	3,121,164	1890	1,588,860
1894	3,414,808	1889	1,760,300
1893	4,301,451	1888	3,491,474
1892	3,351,079	1887	2,311,424
1891	2,889,153	1886	1,704,735
Total ten years.....	.....	.....	27,934,448
Average per year.....	.....	.....	2,793,445
Average per year 1893-95 .....	.....	.....	3,612,474

In addition to the above supply there was an enormous carry-over at all points. It is evident that our previous estimate of 3,500,000 cases as being the limit of annual requirements was too large, because if that amount were correct there would not be such heavy supplies constantly pressed upon the market with an average pack for three years of a little over 3,600,000 cases.—American Grocer.

WINNIPEG RETAILERS.

The first regular meeting in the new year of the Retailers' Association of Winnipeg was held on the evening of the 22nd inst. in Sloan's Delmonico hall. There was a large attendance of the retail merchants. The annual reports show the affairs of the association to be in a very healthy state. The result of the election was as follows.

President—Gilbert Fowler.
Vice-President—William Wellband.
Secretary—J. M. Teichman.
Treasurer—J. K. Wright.

A permanent committee to which to refer all important subjects for consideration and report was also selected, composed of the officers-elect and Messrs. William Grundy, Geo. Ryan, R. H. Nunn, T. D. Deegan and Ald. Geo. Craig.

A great deal of discussion was occasioned by a motion dealing with the business tax, and which will come up at next meeting.

After adjournment, Mr. Geo. Ryan, the retiring president, entertained the members to a supper in Delmonico dining hall, and a most enjoyable time was spent in social conviviality, speech making and singing.

The association showed its appreciation of Mr. Sloan's kindness in granting it the use of his parlors free and passed a unanimous vote of thanks, accompanied by a tangible token of their appreciation.

YOU CAN DEPEND UPON THEM

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



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

LUCAS, STEELE & BRISTOL, AGENTS Hamilton

If you want to be in the swim
If you want to sell the best goods in the market
If you want to make money, and we know you do,



SELL THE FOLLOWING BRANDS ONLY, WHICH WE CONTROL

- Ram Lal's Pure Indian Package Tea*
- Rannugger Tea, Bulk Blend*
- Mascott Tea, Bulk Blend*
- Mecca Coffee*
- Damascus Coffee*
- Bensdorp's Royal Dutch Cocoa*

JAMES TURNER & CO. - Hamilton

TEAS

We will offer during January exceptional values to clear out short lines. See our samples before buying.

BALFOUR & CO. Wholesale Grocers Hamilton, Ont.

CALIFORNIA FRUITS

**RUBY PRUNES
FRENCH PRUNES
SILVER PRUNES
EGG PLUMS**

PEACHES—Fancy, Ex. Choice, Choice, 25-lb. boxes.
APRICOTS—Fancy, Ex. Choice, Choice, 25-lb. boxes.
PEARS—In 40-lb. boxes.
PEACHES and APRICOTS—In 80-lb. bags.

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

WHY FOLKS READ BUSINESS PAPERS.

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

Business people read business papers.

He who can't get business out of the business paper has no business to be in business and generally isn't.

The daily paper has its business department.

The religious paper recognizes business.

The business paper is all business, for it can contain nothing excepting that directly pertaining to the business it represents.

The business paper is the distributor of hard business literature.

The business paper is the periodical clearing house in which is made the balance of trade.

The business paper increases trade; regulates competition; protects industries.

It is a protective organ, as well as a medium for the distribution of unpolitical free trade.

I do not mean to say that all poor business men do not read trade papers, but there never was a good business man who did not depend upon the paper of his trade.

Perhaps the trade paper editor may not have been drilled in the business he represents.

Perhaps he may have been a failure as a business man.

It is not the business of the business editor to be a success in business.

It is his business to act in the capacity of the absorber of business information; that he may the better present, with or without argument, the data of business.

Into the trade paper goes the theory and practice of business manipulation.

It is a mirror of business.

It reflects trade directly.

It does not allow the rays of business to diverge from the straight line of trade.

The business man may read an hundred daily papers, or he may read a dozen magazines, and from them all he may obtain gen-

eral information of positive value in the conduct of his business; but from a good trade paper he receives definite, practical information of as much importance to him as the counter in his store, or the record book in his office.

Folks read business papers because they want to.

Folks read business papers because they have to.

The first indication of intelligent progression in the clerk is when he turns from his desk at opportune moments to absorb the paper of his trade.

The intelligent man of business reads his trade paper from beginning to end; advertisements and all.

He may not always read it intelligently, but he gives to every page at least an eye glance.

The advertisements to him are of the same importance as the reading matter.

In the combination of the two he derives information of pertinent necessity to the management and development of his business.

The trade paper is a necessity, and so long as it occupies that position it will be read conscientiously and intelligently by every business man who has proven his right to do business.

THE GROCER ABROAD.

Tees & Persse, wholesale brokerage and commission warehousemen, Winnipeg, in renewing their subscription to THE CANADIAN GROCER, say:

"The writer, (James Tees), spent a few weeks recently in London, Eng., and was greatly gratified to see how highly THE CANADIAN GROCER was thought of among the best people there."

The statements in Mr. Tees' very kind letter are further proven by Mr. Wm. Mackenzie, of Ceylon, who has been in London and America for some time in the interests of the Ceylon Tea Planters' Association, when he says, "he finds THE GROCER everywhere in London."

A WHOLESALE FISH FAILURE.

THE long established and well-known wholesale fish firm of Hunt, Barnes & Co., Montreal, assigned last week on the demand of W. A. Robertson & Co., St. Andrews, N.B.

The firm has an existence of over fifteen years, the two senior partners retiring some years ago. Since that time the remaining partner, N. W. Smith, has carried on the business under the old title.

The liabilities are about \$11,000 and the assets consist of stock-in-trade, fixtures, book debts, horses, sleighs, express wagons, etc.

At this writing nothing can be said definitely of how the estate will stand until a complete investigation has been made.

The principal creditors are: Nuttal Bros., Rossport, \$261; Rossport Fish Co., Port Arthur, \$504; Caleb Haley & Co., New York, \$233; J. W. Trefethen, Portland, \$265; A. Alexander, Nepigon, \$850; C. D. Paramellee, Fair Haven, Conn., \$261; H. F. Hemmingway & Co., Norfolk, \$235; Reggin Bros., Crisfeld, Md., \$281; W. A. Robertson & Co., St. Andrews, \$554; Bellman, Chisholm & Co., Halifax, \$750; Behring Sea Co., New Whatcomb, \$240; George Tanguay, Quebec, \$210; Joseph H. Snow, Digby, \$260; J. T. Brock, city, \$245; John Magor & Son, city, \$343; Bank of Nova Scotia, \$200; T. S. Vipond & Son, city, \$650; W. Weir & Sons, \$1,500; Jesse Joseph, rent to 1st May, 1896, \$350, and Dame Nellie Cherry Smith (under marriage contract), \$1,500.

HALIFAX BOARD OF TRADE.

The annual meeting of the Halifax Board of Trade was held on the 21st inst. James Morrow was elected president, and A. M. Payne and George Mitchell vice-presidents.

The retiring president, M. Dwyer, in his address, pointed out that it was useless for Halifax to expect the Dominion Government to do justice to Halifax in the matter of a fast line of steamers, and he recommended appealing direct to the Imperial Government.

THE TEA OF TEAS

FOUR QUALITIES:
Retails at 30, 40, 50 and 60c.
.. Per Pound. . .

“Kurma”

IN LEAD PACKETS ONLY

DAVIDSON & HAY, WHOLESALE AGENTS Toronto, Ont.

If You Don't Like It Send It Back

THAT'S THE WAY WE SELL OUR

What more can we say for it?

What can you say against it?

Buckwheat Flour

THE TILLSON COMPANY, Ltd. Tilsonburg, Ont.

We could write a book

about Salmon and Salmon Packing, but if we did you might not have time to read it. Our knowledge takes form in our goods. The best evidence of our ability to pack a first-class article is the article itself—**Flag-Ship Salmon.** Have you got it?

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

Canadian Pacific Packing Co.

LULU ISLAND, B.C.

HINTS TO BUYERS

W. H. GILLARD & CO. have at the present time a large stock of "Levierge" and "Shell" brand white castile soap, and report active sales in same.

Davidson & Hay are selling "Ivory" liquid blacking.

W. H. Gillard & Co. say: "Our blends are going out faster than ever."

Davidson & Hay are offering exceptional value in a fine broken Ceylon Pekoe.

The Port Fish Co. are still receiving large shipments of Lake Winnipeg white fish.

A large shipment of "Atlas" prunes arrived this week for Davidson & Hay.

The Eby, Blain Co., Ltd., report a large shipment of new Sultana raisins just arrived.

Sack dried pears are selling rapidly with James Turner & Co., who are offering them cheap.

Clemes Bros. have two carloads of fancy bananas and two carloads of lemons arriving this week.

French prunes and plums are scarce. James Turner & Co. are showing nice goods at catching prices.

W. H. Gillard & Co. have secured the agency for Hamilton of a novelty in the shape of a display case for groceries, which is a boon to the retail merchant, tending

as it does to increase the sale of the goods shown therein.

Another shipment of "Orient" tea, for which the Eby, Blain Co., Ltd., are wholesale agents, arrived this week.

The Eby, Blain Co., Ltd., report large sales of their Swiss cough drops, which they have been pushing this season.

The Eby, Blain Co., Ltd., are in receipt of several shipments of cheap Ceylons, which they claim cannot be beaten in value.

The Eby, Blain Co., Ltd., advertise a special drive in California evaporated egg plums this week. See their ad. for prices.

Rutherford, Marshall & Co. are in receipt of large shipments of choice honey in 5, 10, and 60-lb. tins, which they are offering at 10c. per lb.

Finest selected Valencias are wanted, and will be more so as spring comes along. James Turner & Co. report carrying a fine stock of $\frac{1}{4}$ and $\frac{1}{2}$ barrels.

HOW A GROCER WAS "FOOLED."

I saw one of these "smart" salesmen work a poor little grocer in great shape the other day, writes "Stroller" in Grocery World. It was really the grocer's own fault, for he ought to have known more about his own business. He didn't take any trade paper, I found that out. "Didn't need none," he said, and on that salesman's

visit alone that fellow lost enough, simply through ignorance, to pay for almost any trade paper several years.

The salesman wanted to sell the grocer a big order of flour—more, probably, than he'd sell in a year.

"My dear sir, said the salesman impressively, "flour is certain to go up inside of a week, probably 50c. a barrel. By buying now you'll get the benefit of the low price, and can increase your profits when the jump comes."

The grocer didn't know that there was no immediate prospect of an advance in flour, and that if it came it wouldn't mean over 10 or 15 cents per barrel. He took no trade paper, he had no source of information but the salesmen who came into his store, and in consequence there he was. If he had been informed on the markets, he'd have turned that salesman down on the spot. But he wasn't, and I didn't feel called on to interfere, so he booked a big order of flour. As the salesman went out he looked at me as if he wanted to wink, but he didn't do it, possibly thinking it not safe.

I calculate that before that flour is gone, that grocer will be in more approachable shape in regard to the value of a trade paper.

J. Y. Griffin & Co. shipped the other day to England 750 tubs of butter via the Canadian Pacific.—Free Press, Winnipeg.



Why not investigate for yourself?

DON'T LET OTHERS INFLUENCE YOU

We have the greatest commercial discovery of the Nineteenth Century. It will keep eggs fresh all the year round—absolutely safe to use it—cost so little we do not even figure down enough. It has been tried and proved of real actual value to everyone who wants to put away eggs.

KNOX'S EGG PRESERVER

When used on *strictly fresh eggs* will keep them as good as the day they were laid down for one year. We guarantee this or money refunded.

ASK YOUR WHOLESALE GROCER FOR IT.

A. E. Richards & Co.,

Sole Agents
for Canada,

Caledonia, Ont.

Also Agents for KNOX'S SPARKLING CALVES FOOT GELATINE.

ADD to your POPULARITY and PROSPERITY by handling only STRAIGHT GOODS
IN THE FRONT RANK ARE



CARR & CO.'S English Biscuits

Are exported to all parts of the world.

Established 1831.

The original manufacturers of
Fancy Biscuits by Machinery.

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

CARR & CO. Ltd.

CARLISLE, ENGLAND.

Agents for Canada

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

Rowntree's Elect Cocoa A combination of Purity, Strength
and Flavor.

Craven's English Confectionery Fruit Drops, Cachous, Lozenges, for
fine Drug and Confectionery Trade.

McKay's Kola-Cafe A delicious blending of Kola, Coffee
and Chicory.

Union Produce Co.

BRANDS :
NEUFCHATEL BEAVER
ROYAL ARMS MANITOBA
FANCY CREAM

FINE CREAM CHEESE



CROWN BRAND EXTRACTS

Strength and Quality considered are the cheapest.

ROBERT GREIG & CO.

456 St. Paul Street

... MONTREAL



Manufacturers and Sole
Agents for Canada.

All the difference
in the world . . .
between a . . .

MIXTURE AND A BLEND



The old style formula of mixing half a dozen teas together and attempting to disguise their dissimilar qualities with a liberal dose of Scented Orange Pekoe, only resulted at best in a nauseating mixture seldom twice alike in varying degrees of disappointment.

HOW DIFFERENT THE RESULTS
IN THE USE OF OUR

PURE BLENDED TEAS

Ningpori
Balikanda
Coolipur

Blended to infinitesimal niceties by Experts on the estate where grown! The absolutely unvarying high standard excellence of these goods is the basis on which they have not only won but kept their reputation as the most satisfactory goods on the market.

SOLE WHOLESALE SELLING AGENTS

Turner, Mackeand & Co. WHOLESALE GROCERS Winnipeg



WHO URGES YOU TO SELL

Snow Drift Baking Powder ?

The public. By giving you always an article that is exactly as represented we have made all your customers want only our goods.

The Snow Drift Co. - Brantford.

No Sulphur Match on Earth

... CAN BEAT OUR ...

SOVEREIGN BRAND

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

H. A. NELSON & SONS - - TORONTO

THE CANADIAN GROCER

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

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PREFERENTIAL TRADE WITH BRITAIN.

JUDGING from the tenor of the political press, preferential trade with Great Britain will be the most prominent question at the next general election.

The question is one regarding which political lines are not so sharply drawn as between Protection and Free Trade: Liberal as well as Conservative desires trade extension with the Motherland. Differences of opinion only arise when ways and means of securing the desideratum are discussed.

Canada has made marked development in a commercial sense during the past couple of decades. But our manufacturing and mercantile industries have developed relatively much more rapidly than has our population. And to-day we are face to face with the fact that we must either quickly enlarge our population or expand our outside trade—we want to do both. Neither can be accomplished in a day. But it is possible to develop the latter much quicker than the former.

It is an axiom that all will subscribe to, that the freer trade is the better. But unfortunately this axiom has not always been followed in practice. Some nations, actuated by false economic tenets or selfishness, have wrapped themselves up within themselves, practically saying to other countries, "You shall not trade with us." Others, in obedience to the law of self-preservation, have been compelled to imitate these exclusive countries. Canada is one of them, but even in her tariff there are many vulnerable points.

It is all very well to plead that two wrongs do not make a right. But there is a war in commerce as well as a war in which guns and bayonets figure; and self-protection is as natural in one as in the other instance.

On the principle that the less carriage that is entailed the better, the expansion of trade with the United States is something

much to be desired. But the high tariff policy of that country is in some instances specially designed to injure the Dominion. That our trade would be benefitted by the lowering of the tariff barrier in the United States is clearly demonstrated by the increase of our exports to that country under the Wilson law, which dealt more kindly with Canadian products than did the law fathered by McKinley. But the tendency appears to be rather an undoing than the extension of the Wilson law. There does not, therefore, at the moment appear to be much prospect of extending trade in that direction, much as we may desire it.

But what seems at the moment impossible with the United States is possible with the United Kingdom. That country has no tariff against our products; and, furthermore, it is a consumer of our natural products. Under the existing conditions it is our natural market. Although our exports to the United States last year were valued at about four million dollars more than in 1894, they were nearly a million dollars less than in 1873. Our exports to Great Britain, on the other hand, were 37.70 per cent. greater in 1895 than in 1873, notwithstanding that the exports of last year were nearly seven millions less than in 1894. In other words, while our export trade to the United Kingdom has steadily developed that with the United States has practically remained stationary.

Although last year we sent less to the United Kingdom and more to the United States than we did in 1894, still in spite of this our exports to the former country exceeded those to the latter by some twenty and a-half millions.

The relative importance of our export trade to the two countries may be gathered from the fact that in 1895 our exports to the United Kingdom were 54 per cent. and that to the United States 35.39 per cent. of the total exports to all countries.

With fewer barriers in the way results would undoubtedly be different; indeed, the very fact that nearly 40 per cent. of our total exports now go to the United States in the face of a hostile tariff forces us to no other conclusion. But we are dealing with conditions as they are, not as they might or should be.

In the matter of imports from these two countries, however, quite a different tale is to be told: Those from the United Kingdom have steadily decreased, while those from the United States have just as steadily increased. Last year our imports from the United States were the second largest on record, being exceeded in 1893, when the Americans were so badly in need of money that they were glad to unload their merchandise upon us at any price.

While our aggregate trade (imports and exports) decreased with the United King-

dom and increased with the United States, it is learned by grouping the past five years and comparing them with the preceding similar period that the results are favorable to our trade with the former country. For instance, the aggregate trade of the Dominion with the Motherland for the five years ending 1890 was valued at \$423,228,062, and with the United States in the same period it was \$442,182,613. The figures for the five years ending 1895 were \$505,057,124 and \$473,871,174 respectively.

In other words, an increase of 16 per cent. with the United Kingdom and 6.55 per cent. with the United States.

It is natural we should turn our face to the door which promises to give us the best welcome.

THE PROPOSED DUTY ON TEA.

THE agitation in the United States for a duty on tea has become a live one.

The trade and financial press, as far as THE CANADIAN GROCER can gather, are unanimously in favor of the innovation, and there are apparently but few dissentients among the tea dealers. Someone, in fact, has said that the men who opposed the duty were crockery men who handled tea for the purpose of working off their crockery.

The proposition is to place a specific duty of 10c. per pound, and it is held that by this means the Government will not only be able to materially increase its receipts, but that the poorest grades of tea will be kept out of the country, and that, as a further corollary, the tendency would be to rebuke the pedlar nuisance.

The inference is that a duty will be levied on tea, and particularly in view of the fact that the United States is sadly in need of an additional revenue producing factor.

It is some twenty years since the United States removed the duty on tea; and the duty on coffee went out with it.

The latest figures we have to hand regarding the imports of tea into the United States are for the year 1894, and they give the imports at nearly 92,000,000 pounds, the average price of which was 15.1 cents. As the imports of tea are not likely to decrease, it is safe to estimate that a revenue of at least \$9,000,000 would be raised by the proposed duty.

Much interest is being taken by the tea men of Canada in the movement, and, as far as THE CANADIAN GROCER can gather, they look upon it with favor, for there is a corresponding feeling among importers in this country that the Canadian Government would soon follow suit.

At the same time, however, this must not be forgotten: Canada has of late years been exporting an increasing quantity of tea to the United States, and as a goodly portion of that which is sent there is of low and medium grades, our trade in this respect

would in all probability feel the effects of a specific duty. The exports of tea from Canada to the United States from 1890 down to the end of the last fiscal year are as follows :

	lbs.	Value.
1890	189,323	\$ 34,990
1891	207,291	40,856
1892	1,103,810	202,203
1893	461,260	71,586
1894	355,946	94,194
1895	882,057	120,566

The countries which impose a duty on tea are as follows : Great Britain, 8c. per pound ; Germany, 11c. per pound ; Austria-Hungary, 20c. per pound ; Portugal, 48c. per pound ; Norway, 24c. per pound. Canada imposes a duty of 10c. per pound on teas not imported direct from country of production, or that have not been purchased in bond in a country which does not impose a duty.

SCARCITY OF COCOANUTS.

Toronto is at the moment practically without a bag of really good cocoanuts.

On account of the cold weather it has not been possible to bring them in.

As a result an improved enquiry is heard, but, so far, it has not affected quotations, our figures being as before, namely \$3.50 to \$4 per sack.

AN EXPLANATION.

AN article appeared in THE CANADIAN GROCER of October 18th, 1895, under the heading of "A Computing Scale and a Dishonest Grocer." At first sight this may be misleading to those who are interested and who use scales. The fact is that the Computing Scale Co., of Dayton, Ohio, who have been for a long time exporting their scales into Canada, have arranged with the Inland Revenue Department to make a special scale for the Canadian merchant to use, and the statement in the article above referred to, that the scales sent into Canada were practically in a maimed condition, is entirely incorrect and erroneous.

The special scale prepared for the Canadian Government is in every respect equal to the scales prepared for the dealers and merchants in their own country, but it is prepared to conform fully to the laws of the Dominion, and, in reality, costs the manufacturers more to make than the scales they make for their own country.

Those inspectors who have examined them think they are very far in advance of the scales made for use in the United States by the above named firm. Anyone interested, who has hesitated to look into the computing scale business, on account of the publication of the article above referred to, may be set right by writing to the Hon. E. Miall, Commissioner of Inland Revenue, Ottawa, Ont., enclosing stamped envelope for reply, and we have no doubt he will write them, giving the facts as above stated, which facts were obtained from the manufacturers themselves.

EXPORTERS BUYING BUTTER AND CHEESE.

EXPORTERS in Montreal have commenced a regular hunt this week for both creamery butter and cheese. They have advanced their bids on both products within the past eight days over three-quarters of a cent. Ten days ago they laughed at the idea of paying more than 20c. for creamery butter.

On Monday two of the big shippers were foraging the market and offering 21c. This demand, and the fact that the local consumptive demand for butter is almost equal to the supply, points to still higher prices on butter.

Local jobbers are always prepared to pay from $\frac{1}{2}$ to 1c. per pound more than exporters, and, as they evidently want supplies, the competition between them and the exporters is almost certain to send up the price above where it is at present.

With regard to cheese, THE CANADIAN GROCER has all along this fall taken a strong position on the article. The course of events at present goes to prove that its advice to holders not to be in a hurry to sell meant bigger profits to such as followed it.

To-day in Montreal exporters are bidding $9\frac{1}{2}$ to $9\frac{3}{4}$ c. for finest fall makes, against 9c. ten days ago.

This change of opinion has come about since the clearance off the market of the large block of 23,000 P.E.I. cheese held in Montreal on factorymen's account.

The reasons for a stronger cheese market have been pointed out so frequently in these columns that it would be tedious to repeat them. Suffice it to say, that it will not be surprising if we see 10c. cheese shortly.

SUGAR BOOMING.

"I was not far out," said a Montreal broker, "when I predicted 5c. granulated sugar in the near future."

The advance of fully one half cent per pound in the manufacturers' price of the refined article inside of a fortnight goes to bear out this assertion, coupled, as it is, with the exceptionally strong position of the raw article in outside markets.

On Monday last the Montreal refiners advanced their prices another $\frac{1}{8}$ c. per pound, their range now being : Granulated, 250-bbl. lots and over, $4\frac{3}{8}$ c.; 100-bbl. lots 4 11-16c., and smaller quantities, $4\frac{3}{4}$ c.; yellows, $3\frac{3}{4}$ to $4\frac{1}{4}$ c., as to quality.

The second jump led to an increased demand from jobbers, who are by no means plentifully supplied with the staple.

Refiners, however, refuse to book orders ahead for any large quantity, and as their stock of refined immediately available is light, the volume of trade has not been materially increased by the better enquiry induced by the advance. At this writing the

combination jobbing prices on granulated in Montreal is $4\frac{1}{8}$ c., and we do not hear of as much cutting on sugar as usual, while jobbers will not sell low grade yellows under $3\frac{3}{4}$ c. at the very inside, and prices range from that up to $4\frac{3}{8}$ c.

SALMON EXPORTS TO BRITAIN.

Another vessel of the salmon fleet destined for Great Britain sailed for Liverpool on the 18th inst, from Victoria, B.C. Her cargo consisted of 26,785 cases. The vessel in question was the sixth for the season ; and the total number of cases comprising six cargoes were 290,152, valued at \$1,484,734.

As the total pack last season was 600,000 cases, it will be seen that over 48 per cent. of it has been exported by sailing vessels to the British market. And there is still another vessel to load.

The exports to Great Britain, in pounds and value during the last five years, were as follows :

	Pounds.	Value.
1891	13,576,108	\$1,520,536
1892	11,325,165	1,156,062
1893	7,985,652	847,449
1894	23,359,484	2,327,002
1895	19,771,686	1,934,642

The above table it must be remembered, includes shipments from Atlantic ports as well as by vessels direct from British Columbia, and as the value of what has already gone by the six steamers alone aggregates nearly \$1,500,000, it is quite likely that the exports to Great Britain for the fiscal year of 1895-6 will be at least equal to those of last year.

ORANGES WILL BE DEARER.

If present indications are any criterion, the orange market promises to be interesting ere long. The situation in California is the factor which conduces to this. And the situation in California is due in turn to a variety of circumstances.

Since the 1st of January the fruit sections of that State have been visited in turn with severe frosts, two weeks of rain and terrible wind storms, which have caused the orange trees to shed their fruit in showers.

A private letter received in Toronto this week declares that at least 50 per cent. of the crop is ruined.

The market at the moment contains fairly good stocks, but when these are exhausted it is a foregone conclusion that prices will be higher, and, in all likelihood, materially so.

A BRIGHT GUELPH GROCERY.

Scott & Millman, of Guelph, have one of the most attractive and convenient grocery stores in Western Ontario. This firm some months ago bought out Fielding & McLaren, and they were not long in possession till they began to transform what was already an attractive store. Inside and outside the place has been repainted and deco-

rated. The inside of the store has been painted a bright carmonette. Besides the decorations, ingenuity has been exercised in calling into use modern conveniences, whereby increased facilities may be obtained for expediting business, Scott & Millman doing one of the largest trades west of Toronto. And as it is a high-class trade, a large stock of fancy groceries are carried; also fancy china and glassware. The store is 90 by 25 feet, with a 16-foot ceiling, and is well lighted both day and night.

BOARD OF TRADE MEETINGS.

TORONTO.

THE annual meeting of the Toronto Board of Trade was held on Tuesday. The retiring president, Mr. Stapleton Caldecott, occupied the chair. As the president, first vice-president, and treasurer had been elected by acclamation, the elections were confined to second vice-president, and the various committees, etc. The officers for the ensuing year are:

President—Mr. E. B. Osler.

First Vice-president—Mr. Edward Gurney.

Second Vice-president—Mr. James Carruthers.

Treasurer—Mr. D. W. Alexander.

Secretary—Mr. Edgar A. Wills.

Council (in order of election)—Messrs. D. R. Wilkie, William Christie, W. D. Matthews, H. N. Baird, Stapleton Caldecott, W. G. Gooderham, Edward W. Cox, M. C. Ellis, J. L. Spink, F. L. Phillips, John Macdonald, Elias Rogers, J. H. G. Hagarty, W. D. Beardmore and J. Herbert Mason.

Board of Arbitration (in order of election)—Messrs. John Carrick, Thos. Flynn, Wm. Badenach, R. S. Baird, Thomas McLaughlin, J. H. Sproule, C. W. Band, Wm. Galbraith, Noel Marshall, John Keith, Thos. Davies and C. S. Boon.

Representatives on the Harbor Commission—Capt. Hall and Mr. W. A. Geddes.

Representatives on the Industrial Exhibition—Messrs. D. Gunn, W. B. Hamilton and Joseph Oliver.

Mr. Secretary Wills presented his annual report, which was solely of a statistical nature, and showed that the present membership of the board was 909, viz., 709 resident members and 200 non-resident; of these 849 were subscribers to the gratuity fund, and 93 were life members. Forty-five members had been elected during the year, and eleven had been removed by death.

In presenting his annual report the treasurer, Mr. D. W. Alexander, stated that while the balance to the credit of the board was not, perhaps, as large as they would like to see, still it was satisfactory considering the hard times. Rentals lately had fallen very much, and the Board of Trade had suffered in this. Some steps, Mr. Alexander thought, would have to be taken to offset this loss of revenue. The council thought that this must be met by an increase in the membership, and they looked to the members to accomplish this. Mr. Alexander's statement showed a revenue of \$40,393.25, and a contra account of \$39,298.27, leaving a balance of \$1,094.98. Annual subscriptions were \$15,521; rents for 1895, \$24,831.25, and transfer fees, \$41, this making up the revenue account. The re-

ceipts from all sources were \$55,755.21, and the expenditure amounted to \$63,784.19, leaving a deficit of \$6,828.98, which was met by an overdraft on the bank.

The reports were adopted.

President Caldecott's report was a voluminous and interesting document. In his opening remarks he said:

"In harmony with the traditions of the past, in returning into your hands the important trust with which you honored me a year ago, I beg permission to lay before you a short notice of some of the questions which have occupied the attention of the council, and of other subjects which to-day are of deep interest to the welfare and progress of the country. The year 1895 has been for the most part a year of quiet recovery from the depression of 1893 and 1894. The restoration of trade has not been quick, but it has evidently been gradually getting better. Raw materials, which had fallen during 1894 to the lowest point known for many years, have risen considerably. Manufacturers in most branches of trade are fairly well occupied with orders, and bank returns indicate that the country is slowly, yet surely, getting over the long depression that for the last few years has overshadowed every commercial interest. What is particularly wanted now is confidence in the future of our country, a belief in its naturally great resources, and a determination to develop every legitimate industry to the fullest extent."

Referring to the question of a bankruptcy law he said:

"Through a judicial decision which showed that under the Ontario Act for the equitable distribution of insolvent debtors' estates it was possible for a debtor to assign a portion only of his estate, a deputation waited upon the Hon. Attorney-General to point out the mischief that might thus be caused, and it is gratifying to know that immediately Sir Oliver Mowat's attention was called to the point he promised to make the needful amendment, which has since been carried into effect, and is now working very satisfactorily. But though the Ontario Act for the equitable distribution of insolvent debtors' estates is much better than nothing, it is far from meeting the wants of the commercial community. What is required and what this board has been incessantly calling for year by year, since 1882, is an equitable Dominion Bankruptcy Act for the whole Confederation of Canada, which, while giving the creditors the full control of an estate that is evidently insolvent, will prevent fraudulent preferences, punish reckless selling, compel proper bookkeeping and yet give a discharge to the man who has honestly given up his estate to his creditors, and not been guilty of either reckless selling, fraudulent buying, or extravagant living. Such a bill as this was drafted by a united committee of the Boards of Trade of Canada, and brought before the notice of the late lamented Sir John Thompson, who promised to give this important subject his early attention, but unfortunately for Canada, the angel of death cruelly and suddenly snatched him away from what promised to be a long career of usefulness. The present Premier, however, consented to take up the matter, but it is to be regretted that, so far, though a bill has been prepared that largely fills the wants of the trading community, this much-needed legislation has not been presented to the notice of the House of Commons.

"Meantime the need of a sound bank-

ruptcy bill is deeply felt. The passing of such a bill will greatly advance that inter-provincial trade which every patriotic Canadian desires to promote, will reduce to a minimum fraudulent and reckless trading, and will powerfully help forward the commercial progress of the country. May I not ask, how much longer shall the commerce of the country call before this needed bill shall become the law of the land?"

MONTREAL.

At the annual meeting of the Montreal Board of Trade, held on Wednesday, Mr. Robert Bickerdike was elected president over the late president, Mr. Jas. A. Canthie, by 102 majority. The number of votes cast was 867 more than ever before.

Other officers are:

First vice-president—Mr. John Torrance, shipping, by acclamation.

Second vice-president—Mr. John McKerrow, dairy produce, by acclamation.

Treasurer—Mr. Charles F. Smith, boots and shoes, by acclamation.

Members of the council—Messrs. Charles Chaput, groceries, 504; James Crathern, hardware, 734; Henry Miles, importer, 527; David MacFarlane, paper, 633; Robert McKay, dry goods, 553; Charles McLean, shipping, 479; William McNally, cements and builders' supplies, 516; William Niven, dairy produce, 592; J. E. Rendell, Newfoundland trade, 535; G. F. C. Smith, fire insurance, 492; F. Wolferstan Thomas, general manager of Molsons Bank, 679; David G. Thomson, grain forwarder, 640.

Mr. Robert Meighen declared that the board did not do itself nor the city justice. If they would turn their attention and energy to the great Northwest it would be worthy of the board and its mission in Canada. What was needed was enterprise and the development of the port of Montreal, and the best way that the exports of the Northwest could be deflected to this port. With the notable exception of the Ogilvies, Montreal had no firms which figured in the crop product of the Northwest. The trade now went from that section to the American ports, and it was from these ports that it was shipped to Europe. The business which should be done by Canada was under a foreign flag and going to a foreign port. The fact that this great grain product was in the hands of a syndicate was more important than bars and one cent postage.

Mr. McFee followed. He said that it was owing to the inadequate water facilities and to railway discrimination that the grain business of Canada was "nil." As a board they could make the railways come to time, but as individuals they were powerless. The Canadian fleet in the great lakes could not compete with that of the Americans. The tonnage of the different boats was less, and as a consequence the grain could not be carried at so cheap a rate. What was wanted was as good a waterway from Midland to Montreal, as their neighbors had between Buffalo and New York. Deeper waterways were an absolute necessity. He closed by stating that they would lose the entire grain trade if the waterways were not deepened between Montreal and Lake Ontario.

It was decided that after the termination of the lease of the bar and restaurant in May, 1897, it be turned into offices, and hereafter the building should have no bar.

HE MADE HIMSELF A MAN.

WHEN Garfield was asked as a young boy, "what he meant to be," he answered: "First of all, I must make myself a man; if I do not succeed in that, I can succeed in nothing."

Montaigne says our work is not to train a soul by itself alone, nor a body by itself alone, but to train a man.

One great need of the world to-day is for men and women who are good animals. To endure the strain of our concentrated civilization, the coming man and woman must have an excess of animal spirits. They must have a robustness of health. Mere absence of disease is not health. It is the overflowing fountain, not the one half full, that gives life and beauty to the valley below. Only he is healthy who exults in mere animal existence; whose very life is a luxury; who feels a bounding pulse throughout his body; who feels life in every limb, as dogs do when scouring over the field, or as boys do when gliding over fields of ice.

Pope, the poet, was with Sir Godfrey Kneller, the artist, one day, when the latter's nephew, a Guinea slave-trader, came into the room. "Nephew," said Sir Godfrey, "you have the honor of seeing the two greatest men in the world." "I don't know how great men you may be," said the Guinea man, "but I don't like your looks. I have

often bought a much better man than either of you, all muscles and bones, for ten guineas."

Sydney Smith said, "I am convinced that digestion is the great secret of life, and that character, virtue and talents and qualities are powerfully affected by beef, mutton, pie crust and rich soups. I have often thought I could feed or starve men into virtues or vices, and affect them more powerfully with my instruments of torture than Timotheus could do formerly with his lyre."

What more glorious than a magnificent manhood, animated with the bounding spirits of overflowing health?

It is a sad sight to see thousands of students graduated every year from our grand institutions, whose object is to make stalwart, independent, self-supporting men, turned out into the world saplings instead of stalwart oaks, "memory-glands" instead of brainy men, helpless instead of self-supporting, sickly instead of robust, weak instead of strong, leaning instead of erect. "So many promising youths, and never a finished man!"

The character sympathises with and unconsciously takes on the nature of the body. A peevish, snarling, ailing man cannot develop the vigor and strength of character which is possible to a healthy, robust, jolly man. There is an inherent love in the human mind for wholeness, a demand that shall come up to the highest standard; and there is an inherent protest or contempt for preventable deficiency. Nature, too, demands that man be ever at the top of his condition. The giant's strength with the imbecile's brain

will not be characteristic of the coming man. The first requisite of all education and discipline should be man-timber. Tough timber must come from well grown, sturdy trees. Such wood can be turned into a mast, can be fashioned into a piano or an exquisite carving. But it must become timber first. Time and patience develop the sapling into the tree. So through discipline, education, experience, the sapling child is developed into hardy mental, moral, physical timber.

What an aid to character building would be the determination of the young man in starting out in life to consider himself his own bank; that his notes will be accepted as good or bad, and will pass current everywhere or be worthless, according to his individual reputation for honor and veracity; that if he lets a note go to protest, his bank of character will be suspected; if he lets two or three go to protest, public confidence will be seriously shaken; that if they continue to go to protest, his reputation will be lost and confidence in him ruined.

If the youth should start out with the fixed determination that every statement he makes shall be the exact truth; that every promise he makes shall be redeemed to the letter; that every appointment shall be kept with the strictest faithfulness and with regard for other men's time; if he should hold his reputation as a priceless treasure, feel that the eyes of the world are upon him, that he must not deviate a hair's breadth from the truth and right; if he should take such a stand at the outset, he would, like George Peabody, come to have almost unlimited credit and the confidence of all, and would have developed into noble man-timber.—Architects of Fate.



WE HAVE THEM
FINE QUALITY
TEMPTING PRICES

CURRENTS
RAISINS
PRUNES



STICK TO US
AND YOU'LL
WEAR DIAMONDS

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

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

GROCERIES.

SUGAR continues to monopolize attention on the local market, another advance of $\frac{1}{8}$ c. having taken place since our last issue. The advance has checked the demand slightly, but the market is strong, and the general opinion is that a further appreciation in values is probable. Some increased interest has been awakened in foreign dried fruits from the fact that currants and Sultana raisins are dearer in the primary markets, the latter having advanced 2s. in Smyrna. Prunes are advised very firm. Molasses continue in good demand and firm. Pekoe Souchongs are strong in England, but otherwise the tea market remains much as before. Payments are fair.

CANNED GOODS.

There is no change in the canned goods situation, except it be that confidence in canned tomatoes is gradually gaining strength. The demand for tomatoes and peas is good for the season, but in other lines there is very little doing. We quote: Tomatoes, 77½ to 85c.; corn, 75 to 85c.; peas, 90 to 95c. for ordinary; sifted select, \$1.10; extra sifted, \$1.45 to \$1.50; peaches, \$2.90 to \$3 for 3's, \$1.90 to \$2 for 2's; raspberries, \$1.40 to \$2.00; strawberries, \$1.80 to \$2.45, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 85 to 90c.; gallons, \$1.90 to 2.25; salmon, "Horseshoe," \$1.35 to \$1.40; "Maple Leaf," \$1.35; "Lion," \$1.35 to \$1.40; Lowe Inlet, \$1.27 to \$1.30, in tall tins; cohoes, \$1.10 to \$1.20; canned mackerel, \$1.10 to \$1.20; lobsters, \$1.80 to \$2.10, for tall tins; flats, \$2.35 to \$2.65; half tins, \$1.45 to \$1.50; Canadian canned beef, 1's, \$1.35 to \$1.45; 2's, \$2.25 to \$2.35; 6's, 7.50 to \$8; 14's, \$15 to \$16.50.

COFFEE.

There is just an ordinary demand, and prices are as before. We quote green in bags: Rio, 19 to 21c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 33 to 35c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 25c.

SYRUPS.

Trade is quiet and prices steady. We quote: Dark, 30 to 32c.; medium, 33 to 35c.; bright, 40 to 42c.

MOLASSES.

The demand is fair, but nothing extra. Prices continue firm. We quote: New Orleans, barrels, 28 to 35c.; half-barrels, 30 to 35c.; Barbadoes, barrels, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

Another eighth of a cent per pound has been placed on the price of sugar by the refiners. Refiners' price on granulated is now about 5¼c. net, laid down in Toronto. The refiners do not appear to have anything in the way of dark sugars under 3¼c.; 3¼c. was bid for a round lot, but it was not entertained. The refiners will not date orders

even one day ahead. The demand continues fair, but it is not as heavy as it was. Proportionally there are more carloads moving than small lots. The ruling idea for granulated is now 4¼c., and yellows run from 3¼c. for dark to 4¼c. for very bright.

SPICES.

There is nothing special to note regarding either the home or foreign market. We quote: Pure black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; ditto, best, 28 to 30c. per lb.; allspice, 14 to 18c.

NUTS.

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

TEAS.

The market is in much the same position as a week ago, beyond the fact that Pekoe Souchongs are stronger in London, Eng., on account of the season drawing to a close, and the package-tea men buying for their future wants. Locally, the demand for teas, especially Indian and Ceylon growths, is moderate. We quote ruling prices to retailers as follows: Young Hysons, 12 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

DRIED FRUITS.

Currants are cabled higher in Patras, but these is no change here and the demand is light. We quote: Provincials, 3¼ to 4c. in bbls.; fine Filatras, in bbls., 4¼ to 4½c.; ditto, half-bbls., 4¼ to 4½c.; ditto, half-cases, 4¼ to 5c.; Casalinas, cases, 5 to 5¼c.; Vostizzas, cases, 6 to 6½c.; ditto, half-cases, 6½ to 6¾c.; ditto, extra fine, 6¾ to 7¼c.; ditto, half-cases, 7¼ to 7½c.; Panaretas, in cases, 9c.

Valencia raisins are in small demand with price steady. We quote: Off-stalk, 4½ to 4¾c.; fine off-stalk, 5 to 5¼c.; selected, 6 to 6¼c.; layers, 6½c.

The prune market continues firm at unchanged prices. The demand locally has hardly yet began. We quote prunes: Bosnias, "Sphinx" brand, "A," 65 to lb. 9c.; "B," 75 to lb. 7¼c., "U," 102 to lb., 6½ to 6¾c.; California prunes, 40-50, 10 to 10½c. per lb.; 50-60, 9½c. per lb.; 60-70, 9c.; 70-80, 8½c. per lb.; French, 5 to 6c.

California fruits continue quiet and unchanged. We quote: Apricots, 15 to 16c.; peaches, 8c., in bags, and 10 to 15c. in boxes; pears, 10½ to 12½c.; plums, 6½c. for unpitted, and 12½c. for pitted; nectarines, 11 to 13c.; loose muscatels, 5½ to 6½c. per lb.

Sultana raisins are advised 2s. higher in Smyrna. On the spot they are quiet and unchanged at 5½ to 6c.

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

GREEN FRUIT.

The demand for oranges is still light. The market contains some good stock at the moment, but there is a great deal of frozen fruit in existence, especially in oranges of California growth, and higher prices are looked for shortly. As noted in our editorial columns, it is estimated that 50 per cent. of the California crop is ruined. We quote: Lemons—Messina, \$2.50 to \$3.50 for 360's and 300's respectively per box; Oranges—Jamaicas, \$3.50 to \$4; fancy, \$4.25 to \$4.75; California navels, \$4 to \$4.75; Valencias, 420's, \$3.75 to \$4.25; Jumbo's, 420's, \$5 to \$5.50; ditto, 714's, \$4.75 to \$5; Mexicans, \$3.50 to \$4 per box. Bananas, \$1.25 to \$1.75; cocoanuts, \$3.50 to \$4 a sack; apples, \$1.50 to \$3 a barrel; Malaga grapes, \$5 to \$7 per keg; domestic onions, 60 to 65c. per bag; Spanish onions, 40 to 50c. per small crate; sweet potatoes, \$3 to \$3.25 per bbl.; cranberries, \$9.50 to \$10 per bbl. for first class, and \$7 to \$8 for ordinary, and \$3 to \$3.75 per case; hickory nuts, \$1.50 to \$1.75 per bush.

BUTTER AND CHEESE.

BUTTER—All the good butter that is coming forward sells freely, but the greater part arriving is poor to medium, and that class is accumulating. The deliveries are chiefly large rolls, for choice baskets of which as high as 15c. is obtainable. We quote: Early summer dairy store packed, 7 to 8c.; good to choice fresh packed, 15 to 16c.; large rolls, fresh, 13 to 15c.; dairy pound prints, 14 to 16c. Fresh creamery—Tubs, 19 to 20c.; do., pound prints, 20 to 22c. Creamery butter is coming forward rather faster than desirable, and dealers are therefore willing to shade prices for large lots.

"IMITATIONS"

Packet Teas come in flocks.

Unfortunately the grocer loads himself with them and makes the loss. . . .

"SALADA"

CEYLON TEA

Stands out pre-eminent.

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WINNIPEG: E. W. Ashley.

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

CHEESE—The market keeps firm and business fair. We quote: Summer make, 9c.; Sept. and Oct., 9½ to 10c.

COUNTRY PRODUCE.

BEANS—Are still a drug on the market, and prices are much as before at \$1 to \$1.10 per bushel.

DRIED APPLES—There is scarcely anything doing, and quotations are almost nominal at 4c. per lb.

EVAPORATED APPLES—Business is still quiet and prices unchanged at 6½ to 7c.

EGGS—Receipts of new laid continue to increase, and the tendency of prices is rather downward. We quote: New laid, 19 to 20c.; pickled, 14 to 14½c.; held fresh and cold stored, No. 2, 12 to 14c.; ditto, No. 1, 16 to 17c.

HONEY—There is a great deal of white honey coming forward, and the feeling is easier in consequence. The local demand is light, but there are still a few inquiries from the western part of the province. We quote: Strained, clover, 10 to 10½c.; dark, 5c.; comb, clover, \$1.80 per dozen; dark, 80c. per dozen.

POTATOES—Are still tending downward. Carloads on track are now quoted at 19c., although we hear of one sale at even less than that figure; out of store, 25 to 30c. is the idea. There is very little doing.

POULTRY—Is coming in a little better, but the demand has improved and stocks are kept well cleaned up. There are no ducks on the market and quotations are nominal. We quote: Geese, 5 to 6c. per lb.; turkeys, 7 to 8c. per lb.; chickens, 35 to 50c. per pair; ducks, 60 to 80c. per pair.

PROVISIONS AND DRESSED HOGS.

There is a firmer feeling in provisions, and although quotations are not higher, packers will not shade figures as they did a week or two ago. Dressed hogs are firmer at \$4.90 to \$5. Lard is slightly dearer.

DRY SALTED MEATS—Long clear bacon, 6¼c. for carload lots, and 6½ to 6¾c. for small lots; backs, 7½c.

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

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

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

FISH AND OYSTERS.

Trade in fish and oysters continues quiet, and no improvement is anticipated till Lent, which opens in another week. Prices are much as before. We quote oysters: Standards at \$1.30 to \$1.35, and selects \$1.60. Fish are quoted as follows: Skinned and boned codfish, 6½c.; boneless fish, 3½ to 4c.; haddock, 5 to 6c.; Labrador herring, \$3.25 to \$3.50 half barrel and \$5.50 to \$5.75 per barrel; Newfoundland herring, \$2.50 per half barrel, and \$4.50 to \$4.75 per barrel; fresh water salt herring, \$3 per barrel; blue-back herring, 4c.; pike, 6 to 7c. per lb.; fitched cod, 5c.; finnan haddies, 6½c.; Digby herring, in bundles of 5 boxes, 11c.; ditto, lengthwise, 10c.; large halibut, 12 to 15c.; Restigouche salmon, 20 to 25c.;

British Columbia salmon, 13 to 14c.; mackerel, 20 to 25c.; steak cod, 6½ to 7c.; haddock, 5c.; black bass, 9 to 10½c.; white fish, 8 to 9c.; salmon trout, 7½ to 8c.; Lake Superior whitefish, 8c.; Lake Winnipeg whitefish, 7½ to 8c.

FLOUR AND FEED, HAY, ETC.

WHEAT—Prices are higher, at 80c. for white, 72c. for red, and 59½c. for goose.

BARLEY—Unchanged, at 40 to 44½c.

PEAS—Steady, at 53 to 54c.

OATS—Steady, at 27 to 27½c.

BALED HAY—Receipts are still large, and prices are easier. Car lots on the track are quoted at \$15 to \$15.25 for No. 1 and \$13 to \$14.25 for No. 2.

BALED STRAW—Business is quiet, and prices easy at \$8.50 to \$9 for car lots.

FLOUR—Business continues quiet. We quote both for job and car lots as follows: Straight roller, \$3.50 to \$3.60; Manitoba bakers', \$3.50 to \$3.60; Manitoba patents, \$3.90 to \$4; Ontario patents, \$3.75 to \$3.90.

BREAKFAST FOODS—Business is much as before. We quote: Oatmeal, cornmeal and pot barley from 10 to 15c. lower; Standard oatmeal and rolled oats, \$3; rolled wheat, \$2.10 in 100 lb. barrels; cornmeal, \$2.75; split peas, \$3.25; pot barley, \$3.25.

SALT.

Demand continues fair, although not as active as a week ago, some of the packers not cutting as much meat. Prices unchanged. We quote at Toronto: In carload lots, \$1 per barrel, and 60c. per sack; in less than carload lots, \$1.05 per barrel and 65c. per sack. At the wells we quote: F.O.B.

The Toronto Cold Storage Co.

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

Address **W. H. LECKIE, Manager**

THE TORONTO COLD STORAGE CO.,
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CANADIAN TOMATO CHUTNEE

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

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Butter Lard Cheese
Eggs Apples Etc.

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

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FISH..

We have now in stock the following fresh frozen fish.

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

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

LEONARD BROTHERS
MONTREAL.

JUST RECEIVED

Evaporated Peaches
Evaporated Apricots
Evaporated Apples

PRICES LOW. STOCK FANCY.

Write us for Quotations.

GLEMES BROS., TORONTO

barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

HIDES, SKINS, WOOL AND TALLOW.

The market continues dull all round, and there is very little movement in any line. Quotations of hides, skins and wool in the local market are as follows:

HIDES—No. 1 green, 5c. per lb.; No. 2, 4c.; No. 3, 3c.; No. 1 cured 6 to 6½c.

SKINS—Calfskins, No. 1 green, 6c.; No. 2, 5c.; No. 1 cured, each, 75c. to \$1. Sheepskins, fresh, 80c., and early, 40 to 60c.

DEERSKINS—Green, 8c. per lb.; dried, 20c. per lb.

WOOL—Fleece, combing, 24c.; tub-washed fleece, 22c.; rejections, 17 to 18c. Pulled—Supers, 21 to 23c.; extras, 22 to 23c.; combing, 22 to 23c.

TALLOW—Prime rendered, in barrels, 4½c.; do., in cakes, 4¼c. Dealers re-sell barrel tallow at 5c. and cakes at 5½c.

PETROLEUM.

Trade is brisk for this time of the year. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 16c.; carbon safety, 18c.; Canadian water white, 18c.; American water white, 21c.; Pratt's Astral, 22c.

MARKET NOTES.

Sugar has advanced another ½c per pound.

Sultana raisins are 2s. higher in Smyrna.

Eggs and butter are easier on account of freer deliveries.

Potatoes are down to 19c. per bag on the track at Toronto.

Oranges are expected to advance shortly.

QUEBEC MARKETS.

MONTREAL, Jan. 30, 1896.

GROCERIES.

BUSINESS has not shown much increase in volume, but the week has furnished many interesting features. The most prominent point was the continued strength of sugar, which jumped another ½c. per lb. at the refineries. These frequent advances recently have made jobbers more nervous about supplies, and they are free operators, business being moderate, simply because refiners will not agree to book ahead at current rates, while the stock of refined immediately available in first hands is smaller than usual at this time of the year. The possibility of some development from Ottawa in regard to tea duties has also imparted more life to the wholesale tea market here, jobbers enquiring more

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Produce Commission Merchants
77 Golborne St. TORONTO.

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FARM AND DAIRY PRODUCE

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

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—New York

WM. H. DUNN, - Representative
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Wholesale Produce and Commission Merchants

62 FRONT ST. EAST, - TORONTO.

Correspondence Invited.
Consignments Solicited.

EGG CASES SUPPLIED

Liberal advances made on consignments.

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Refrigerating and Ice Machines.
Complete Plants Installed for all Purposes.
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The Finest Shoulders and Hams . . .

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SOMETHING
DELICIOUS**PEACH JELLY WAFERS**Have a tin included in your next
biscuit order.**JAS. M^cLAUHLAN & SONS** Biscuit Manufacturers **OWEN SOUND**

freely. Strength continues to be shown by molasses, while dried fruit and other lines of staple groceries furnish no striking feature.

SUGAR.

The prediction made last week that granulated sugar was going to 5c. seems in a fair way of being verified, for refiners gave their prices another jump of $\frac{1}{8}$ c. per lb. all round last Monday, and the market is strong at the advance. Demand is brisk, for jobbers have now made up their minds that if they don't book now it is going to cost them more money later on. As a result a large volume of business has been transacted, which possibly would be much larger were it not for the fact that refiners' stocks are not large, while they refuse to accept orders for the forward delivery of any large quantity at ruling rates. The jobbing price is now $\frac{1}{8}$ to $\frac{1}{4}$ c. per lb. above what it was last week, granulated being held firm at $\frac{4}{8}$ c. per lb. and yellows from $\frac{3}{8}$ to $\frac{4}{8}$ c. per lb., as to grade.

SYRUPS.

The syrup market continues firm, in tone, as stocks are light in first hands. Business, however, is quiet, but with sugar and molasses firm it is possible that an advance in prices may brighten up the demand. At this writing values are held firm at $\frac{1}{4}$ c. for ordinary and $\frac{2}{8}$ to 3c. for bright stock.

MOLASSES.

The molasses market is firm, as noted last week, and demand is fair. Stocks of Barbadoes are much reduced, and this fact, with the firmness in Porto Rico and New Orleans outside, tends to stiffen sellers' ideas, though no actual quotable change is to note this week. Porto Rico and Cuba stock, of which there is a small quantity on the market, have sold in jobbing lots at 35c., and sales of New Orleans have ranged from $25\frac{1}{2}$ to 35c., as to grade. Barbadoes are nominal, the only business noted being in single puncheons, which changed hands at 37c.

RICE.

There has been little change in the rice market, millers noting a fairly satisfactory demand for the season. 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 fairly active business in spices, and values are strong, especially on cream of tartar. In a round way sales of black pepper have been made at 9c., and nutmegs at 60c. We quote: Pure black pep-

per, 10 to 12c.; pure white, 15 to 22c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; ditto, best, 28 to 30c. per lb.; allspice, 12 to 15c.

COFFEE.

Jobbers and roasters have been operating with more freedom during the past week, but otherwise the situation is unchanged. We quote bean coffee as follows: Maracaibo, 20 to 21c.; Rio, 19 to 20c.; Java, 28c.; Jamaica, 20c., and Mocha, 31 to 32c.

TEAS.

The tea market is strong, and latterly has given signs of more activity. Low grade and medium Japans have sold at advances of 1 to $1\frac{1}{2}$ c., and are now unobtainable on the market aside from what jobbers have in stock and require for their own customers. In fact, supplies generally in jobbers' hands are lighter than usual, and the fact accounts for the better enquiry that tea brokers and importing agents have experienced during the past ten days. In addition to sales of Japans at 15 to $17\frac{1}{2}$ c. to jobbers, the latter have been buyers of gunpowders at 18 to 21c., and have also placed some fair-sized cable orders for Ceylons. In a distributive way, the market is quiet.

DRIED FRUIT.

There is a quiet, steady enquiry for Valencia raisins at unchanged prices. We quote: Ordinary off-stalk, 4 to $4\frac{1}{4}$ c.; fine, $4\frac{1}{2}$ to $4\frac{3}{4}$ c.; selected, 5 to $5\frac{1}{4}$ c., and layers, $6\frac{1}{2}$ to 7c.

The firm feeling on California fruit, especially 3-crown, is fully maintained, and we quote 3-crown $5\frac{3}{4}$ to 6c. and 4-crown $6\frac{3}{4}$ to 7c.

Sultanas are enquired for in a moderate way, prices ruling steady at $6\frac{1}{4}$ c.

There is a good jobbing demand for currants, and prices are steady at $3\frac{3}{4}$ c. in barrels, 4 to $4\frac{1}{4}$ c. in half-barrels, and $4\frac{1}{2}$ to $4\frac{3}{4}$ c. in cases.

There is no change in prunes, which are held firm on the whole, with the exception of some small sizes of French. We quote: French, $4\frac{1}{2}$ to 5c.; Bosnia, 6c., and California $7\frac{1}{2}$ to 15c., as to grade. Demand for the latter is showing a steady expansion, as the offerings are exceptionally good value, as compared with the European fruit.

Figs continue quiet and steady as follows: Bags, 4c.; boxes, ordinary, $8\frac{1}{2}$ to 9c., and fancy, 12 to 14c.

Dates continue quiet and steady at $4\frac{1}{2}$ to 5c.

NUTS.

There is a moderate trade in nuts at firm prices. We quote: Grenoble walnuts, $11\frac{1}{2}$ to $12\frac{1}{4}$ c.; filberts, $7\frac{1}{2}$ to 8c.; Tarragona almonds, $11\frac{1}{2}$ to $12\frac{1}{4}$ c.; pecans, 9 to 12c., and shelled walnuts, 18 to 20c.

CANNED GOODS.

Market entirely without new feature. We quote: Lobsters, talls, \$8 per case; flats, \$9 to \$9.50; sardines, ordinary brands, \$7 to \$8.50; best brands, \$9.50 to \$10.50; salmon, \$1.25 to \$1.30 per doz.; tomatoes, 75 to 80c.; peaches, \$2 to \$2.25; corn, 85 to 90c.; marrowfat peas, 95c. to \$1; strawberries, \$2 to \$2.25; raspberries, \$1.75 to \$2; green gages, \$1.75 to \$2; blue plums or damsons, \$1.50 to \$1.75; pineapples, \$2 to \$2.25 and 3-lb. apples, 80 to 85c.

WINES AND SPIRITS.

A fair sorting demand is noted for Scotch and Irish whiskies, with an occasional small import order. No great activity is looked for until the beginning of February.

GREEN FRUIT.

It has been another quiet week in the green fruit trade, business ruling dull on the whole, and prices about the same. We quote: Oranges—Jamaicas, \$8 to \$9 per barrel, and \$4 to \$4.50 per box; Valencias, 420's, \$3.75 to \$4, and 714's, \$4.50 to \$5. Lemons, \$2.50 to \$3. Grapes, \$5 to \$6 per keg; grape fruit, \$5 to \$6 per box. Cranberries, \$8.50 to \$10 per barrel. Apples, \$2 to \$3.50 per barrel. Dried do. 4 to $4\frac{1}{2}$ c. Evaporated do. 6 to $6\frac{1}{2}$ c. Spanish onions, 40c. per crate.

FISH.

The cold, sharp weather of the past six days has had a beneficial effect on the trade in fresh fish, such as tommy cods, haddock and cod, etc., supplies of which are kept well cleaned up. We quote: Fresh haddock, 3 to 4c. per lb.; cod, $3\frac{1}{2}$; steak cod, $4\frac{1}{2}$ c.; smelts, 5 to 6c.; fresh frozen B. C. salmon, 10c.; Manitoba whitefish, 7c.; pickerel, $6\frac{1}{2}$ c.; dore, $6\frac{1}{2}$ c.; pike, 4 to $4\frac{1}{2}$ c.; trout, 7c.; tommycods, \$1.50 per barrel. Choice pickled Labrador herrings, \$5.25; No. 1 N.S. \$3.50 to \$4; No. 1 green cod, \$4.10 to \$4.50; No. 2, \$2.75; No. 1 haddock, \$3; No. 1 large codfish, \$5; No. 1 lake trout, \$4 to \$4.25; B. C. salmon, \$10.50; No. 2 Labrador salmon, \$12.50 to \$13; No. 1 mackerel, \$19.50; Lock Fyne herrings, 85c. per keg, and \$11 per barrel; tongues and sounds, \$9; No. 1 sardines, \$4.50; No. 1 dried cod, \$4.25 to \$4.50; boneless cod, 6c. per lb.; boneless fish, $3\frac{1}{4}$ c.; boneless haddock, 5c.; shredded, 11c.; haddies, $6\frac{1}{2}$ to 7c. per lb.; bloaters, 90c. per box, and smoked herrings, 8 to 10c. per box.

**WE ARE
PAYING
CASH
FOR**

DRIED-APPLES-


W. B. BAYLEY & CO.
EXPORT BROKERS
42 FRONT ST. E. Toronto

Special Drives

FOR THIS WEEK

PLUMS—California Egg Plums, unpitted (good sample), in bags, 4 $\frac{1}{4}$ c.

RAISINS—California 4 Crown Loose Muscatels (good sound 1894 fruit), 50-lb. boxes, 4c.

CANNED GOODS—Sugar Pears—2's, cases 2 doz., \$1.30 doz.

TEAS—Good Sweet-Drawing Oolong in half-chests, 8c.
Young Hyson Points, half-chests, exceptional value, 23c.
Special Ceylon Blend, in chests (something choice), 18c.

BATGER'S

LONDON, ENG.

“Nonpareil” Table Jellies

ARE THE FINEST IN THE WORLD

They retain all the nutritious qualities of the finest Bottled Jellies.

Price, - - pints, \$1.20 doz.

THE EBY, BLAIN COMPANY LTD.

WHOLESALE IMPORTING AND MANUFACTURING GROCERS

TORONTO - - ONTARIO

PROVISIONS.

There has been a fair business in provisions, there being a good demand for small lots. We quote: Canadian short cut, clear, \$14; Canadian short cut, mess, \$14.50; hams, city cured, per lb., 9 to 10c.; lard, Canadian, in pails, 8c.; bacon, per lb., 9; lard, com. refined, per lb., 6¼c.

A good demand is noted for dressed hogs, and the market is active and firm. We quote: Car lots, \$5.20 to \$5.30, and jobbing lots at \$5.50 per 100 lbs.

COUNTRY PRODUCE.

EGGS—The egg market continues steady and prices show no change. The demand to-day was fair for small lots and a fairly active trade was done. We quote: Boiling stock, 18 to 20c.; Montreal limed, 14 to 15c.; western limed, 13½ to 14c., and held fresh, 13½ to 14c. per dozen.

BEANS—In beans business is quiet and of a small jobbing character at steady prices. We quote: Car lots of choice hand-picked at \$1 to \$1.05, and small quantities at \$1.10 to \$1.20.

POULTRY—There was a good demand for poultry to-day, and as offerings were not large a fairly active trade was done at firm prices. We quote: Turkeys, 7½ to 8½c.; chickens, 7 to 7½c.; ducks, 7 to 7½c., and geese at 5 to 5½c. per lb.

POTATOES—The market for potatoes was quiet, sales being chiefly in small lots at 40 to 45c. per bag, while car lots are offering at 35c. on track.

ONIONS—Are unchanged at \$2.50 per bbl. for red, and \$2 to \$2.25 for yellow.

FLOUR, FEED AND MEAL.

The flour market has adopted a firmer tone since our last report, and prices both on Manitoba and Ontario grades have been advanced sharply. In fact, enquiry for the latter has been checked to a certain extent by the rise in price. On the other hand Manitoba millers report the demand good at the recent advance, with a large business doing. Cable enquiries were received Monday from Copenhagen and Glasgow, but millers state that, as long as the present demand continues on spot, they have no flour to offer. We quote: Winter wheat, \$4 to \$4.25; spring wheat, patents, \$4; straight roller, \$3.75 to \$4; straight roller, bags, \$1.80 to \$1.85; extra, bags, \$1.60 to \$1.70; Manitoba strong bakers', \$3.55 to \$3.80.

The demand for oatmeal was slow and the market continues quiet and steady. We quote: Standard barrels, \$2.85 to \$2.95; granulated, barrels, \$2.90 to \$3; rolled oats, barrels, \$2.90 to \$3.

There was no change in feed, business being quiet. We quote: Bran, \$14 to \$15; shorts, \$15 to \$16; mouillie, \$19 to \$20.

CHEESE AND BUTTER.

There has been an active week's trade in cheese, among the large transactions being the disposal of the 23,000 P.E.I. cheese at 8¼c. for the lot. This has brightened up the market materially, and holders are now disposed to ask an advance of ½c., 9¼c. being the inside figure for finest fall, and 8¾c. for summer makes.

Creamery butter is also higher than it was a week ago, shippers being active buyers at an advance of ½c. over what they were offering a week ago. As the local jobbers are paying 21c. and over this week, the former are not getting much butter.

HAY.

The hay market is quiet at the recent decline, sales of No. 1 being noted at \$14 and No. 2 at \$13.

ASHES.

There is no change in ashes. We quote: Pots, firsts, \$3.60; and seconds, \$3.40 per 100 lbs.

MONTREAL NOTES.

Offers of shelled walnuts were made this week at 15 to 16c. per lb. This is a decline of 2c.

The first receipts of bitter oranges are expected here this week. They are offering to arrive at \$3 to \$3.50.

Receipts of Pecan nuts to hand this week have lowered the range on these goods a trifle, sales being noted at 8c.

Rose & Laflamme had a cable from Bordeaux this week quoting an advance of 8s. per 100 kilos on prunes, nearly 1c. per lb. advance.

Refiners advanced their prices on sugar here on Monday an eighth of a cent all round. The Wholesale Guild price has been marked up in proportion.

Rose & Laflamme have removed from their old premises at the corner of Lemoine and McGill streets, to 400 St. Paul street, at the corner of Custom House square.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., Jan. 30, 1896.

DURING the past week business has been rather more active, the strong tendency of the market, together with an almost general advance, being the cause. Country orders, however, continue light, but with a little more snow a better business is looked for during the coming month. In fish, the market is rather dull; frozen fish, for which there is a demand, is in very light supply. During the week there has been an easier feeling in molasses owing to quite a quantity of cheaper grades being on the market. Dairy products shows no improvement. Honey is tight. And although paper is reported well met in the banks, collecting open accounts is hard work, particularly around the city. Candy manufacturers here have made a combination price on staple lines; during the past few months these goods have been cut till no profit remains.

SALT—There is no change in price and but light demand. We quote: Coarse, 50 to 55c.; fine factory-filled, 95c. to \$1.10; 5-lb. bags, \$3.25 per bbl.; 10-lb. bags, \$3 per bbl.; 20-lb. boxes, 20c.; 10-lb. boxes, 12c.; cartoons, \$1.90 to \$2 per doz.; dairy, bulk, \$2.80 per bbl.; cheese, bulk, \$2.70 per bbl.

OIL—As season advances sales of burning tend to fall off in quantity. Market shows no change. A rather better business is noted in lubricating, but largely for future delivery. Prices are easy. We quote: Best American, 23¼c.; best Canadian, 21½c.; prime, 19c. No charge for barrels.

CANNED GOODS—A somewhat better feeling is noted, but business is still very light. In canned meat some American packs are up 10 cents in two-pound size. There are now two Canadian houses selling, their prices being well under those of the

A. T. CLEGHORN

General
Commission Agent

Correspondence
solicited.

LONDON, CAN.

**GRAND
MOGUL
TEA
COMPETITION**

BY REQUEST

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

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

Excellence, Purity and Healthfulness

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

FIVE PRIZES

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

T. B. ESCOTT & CO.

Sole Agents, London

PEASE MEAL

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

JAS. WILSON

Manufacturer of
Celebrated brands of

Monkland Mills

ROLLED
STANDARD and
GRANULATED OATMEAL

Fergus,
Ont.

BEARDSLEY'S SHREDDED CODFISH

TRADE MARK

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

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

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



WIDE-AWAKE grocers know well that as a Bird Food, and the most profitable to handle,

COTTAM'S POPULAR BIRD SEED

"beats them all." The people will have it, from one store or another. No stock is complete without it. Every packet contains BIRD BREAD, of which we are INVENTORS, PATENTÉES and sole MANUFACTURERS.

BART. COTTAM & CO. - London, Ont.

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 SOLICITED. Ample Storage.

All orders will receive our best attention.

FOR

SMOKED MEATS

LONG CLEARS
MESS PORK
SHORT CUT PORK
PURE LARD
COMPOUND LARD

Write for Prices. Send your ORDERS by mail.

Careful Attention. Prompt Shipment.

F. W. FEARMAN

HAMILTON

Americans. Quite a demand of late has been noticed for clams, and as these goods become better known the sale is bound to increase. With our haddies there is a large market to the west, where the fresh are not as easy to get as here. We quote as follows: Corn, 85 to 90c.; peas, 90 to 95c.; tomatoes, 90 to 95c.; corned beef, 2-lb. tins, \$2.50 to \$2.65; 1-lb. tins, \$1.50 to \$1.60; oysters, 2's, \$2 to \$2.25; 1's, \$1.60 to \$1.65; peaches, 3's, \$2.85 to \$2.90; 2's, \$1.90; lobsters, \$1.75 to \$2; haddies, \$1.40; salmon, \$1.35 to \$1.50; flat, \$1.75; clams, \$5.50 for 4 doz.; chowder, \$3 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1; pineapples, \$2 to \$2.35; kippered herring, \$1.10; American peaches, \$2.40.

DRIED FRUIT—There is still but little business. There is some demand for California evaporated fruit, as peaches, apricots, and prunes, and some nice goods are shown, but sale is not large. Onions are rather higher, peanuts are also up 1/8c. in first hands. Large quantities of Nova Scotia dried continue to be offered here, but at present prices holders are not inclined to sell. Quality is rather better than usual, though they are not yet put up in a way to command the best price. In loose muscatels a better feeling is noted. Currants are very firm at advance; cleaned continue to grow in demand, though at present, as in other lines, movement is light. We quote: New Valencias, 5 to 6c.; new figs, 10 to 12c.; new 4-crown Cal. L. M. raisins, 6 to 7c.; new 3-crown Cal. L. M. raisins, 5 1/2 to 6c.; keg prunes, 4c.; boxes, 4 1/4 to 6c.; new Cal. L. L. raisins, \$1.50 to \$1.75; new currants, bbls., 4 to 4 1/2c.; half-cases, 4 1/4 to 4 3/4c.; new evaporated apples, 7 to 7 1/2c.; dried apples, 5 to 6c.; dates, 4 1/4 to 5c.; California evaporated peaches, 12 to 13c.; do. apricots, 12 to 14c.; do. pears, 12 to 13c.; clean currants, bulk 5 1/2 to 6 1/2c.; 1-lb. cartons, 7 to 7 1/2c.; Canadian onions, \$2.25 to \$2.55 per bbl.; cocoanuts, \$4 to \$4.50 per 100; citron, 15 to 16c.; orange, 13 to 14c.; lemon, 12 to 13c.; Valencia layers, 6 to 6 1/2c.

GREEN FRUIT—There is a fair city business, but during the cold weather country business is light. Lemons are marked down 50c. from last week's price, and are freely offered; quality good. In oranges a few very nice Jamaica are on the market. West India fruit are but light stock, and California and Valencias are supplying the market. A few Floridas are seen in the retail stores. Prices are quoted rather easier, while quality improves from week to week. In grapes there are none offering in a wholesale way. Apples are held firm, but stock is large enough for demand. We quote: Lemons, \$2.50 to \$3; West India oranges, \$5 to \$6 per bbl.; Valencia oranges, \$3.50 to \$4.00; Pippins and winter fruit, \$1.50 to \$3; native cranberries, \$8 per bbl.; Cape Cod do., \$11 to \$12 per bbl.; California oranges, \$3 to \$3.50.

ONIONS

Just received a carload of

Send for quotations. "Yellow Danvers"

H. F. PRICE 102 Foundling Street MONTREAL

"The low, sweet singing of a bird" (as the poet says) is what is wanted by all your customers; they can have it by using

BROCK'S BIRD SEED

In each 1-lb. packet there is a cake of Bird Treat, much appreciated by the Bird-Loving Public.

NICHOLSON & BROCK - TORONTO

W. M. RYAN

PORK PACKER, WHOLESALE PRODUCE AND COMMISSION MERCHANT

70 and 72 Front St. East, Toronto

Liberal Advances made on Consignments.

Egg Cases Supplied.

S. K. MOYER,

COMMISSION MERCHANT

Wholesale Dealer in . . .

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

76 COLBORNE ST., TORONTO, ONT.

... USE ...

"Maple Leaf" Brand

Pure Lard
Hams, Backs
Breakfast Bacon

D. Gunn, Flavelle & Co.

Pork Packers and Commission Merchants Toronto

We have in stock

FANCY

Sweet Jamaica Oranges
Valencia Oranges
Messina Lemons

All Much Lower in Prices. Send Us Your Orders.

HUGH WALKER & SON
Guelph, Ont.

DAIRY PRODUCE—While cheese seems to gain some firmness there is but little change in local markets, owing to light demand. In butter, while good is hard to get and brings fair price, the general market appears to get worse. There is a large quantity of medium, and it is hard to move at any price. Eggs are quiet with no change in price. We quote: Cheese, 9 to 9½c.; butter, 17 to 18c.; eggs, 17 to 19c.; fresh creamery prints, 23 to 24c.; tubs, 21 to 22c.

MOLASSES—During the season there has been a considerable stock of but fair quality goods upon the market, and as the season advances holders are more anxious to sell, and this tends to keep the market easy. The best molasses here is some Porto Rico, which is held firm, stock being light. New Orleans in barrels continues to gain in favor. Market is advancing. Syrups also show good demand. We quote: Barbadoes, 30 to 33c.; St. Croix, 28 to 30c.; Porto Rico, 34 to 36c.; syrup, 35 to 38c.; New Orleans, bbls., 35 to 36c.

SUGAR—Market during the past week has gained in strength, and an advance is noted. There is rather better local demand. Our merchants are well supplied. Total stocks said to be about 16,000 barrels. We quote: Granulated, 4¾ to 5c.; yellow, 4¼ to 4½c.; Paris lump, 5¼ to 5½c.; powdered, 5¼ to 5½c.

FISH—There is no change in price. The particular feature of the market is the small quantity of frozen to hand, and dealers cannot supply demand. But few dried are arriving, but stocks are ample. Smoked remain very dull. Large quantities of smelt (frozen) continue to be shipped west from the north shore. This is a very large business, and brings in a great deal of money. The fishermen get 1½ to 2c. per lb. cash right on the ice when caught. A few lobsters are coming in; they are small. We quote as follows: Lobsters, 4c. each; frozen herring, 60 to 70c. per 100; frozen cod and haddock, 2¼ to 2½c.; bloaters, 60c.; haddies, 4½c.; Medium cod, \$3.35 to \$3.50; large, \$3.65 to \$3.75; small, \$2.25 to \$2.50; pollock, \$1.50; bay herring, \$1.25 to \$1.30; Grand Manan, \$1.30 to \$1.40; rippings, \$1.65 to \$1.70; wolves, \$1.90 to \$2; Quoddy River, \$2.75 to \$3; smoked, 5 to 5½c.; shad, half-bbl., pickled, \$4.50 to \$5; Canso, \$5; halves, \$2.75; Shelburne, \$2.75 to \$3 per bbl.

PROVISIONS—Movement is not large, and market is well supplied in pork and lard at low price. Prices are firm. It is surprising how much less smoked meat is handled by our wholesale grocers from year to year. They say loss in weight and trouble about quality is too much for the profit. We quote: Domestic mess pork, \$14 to \$14.25; American, \$14 to \$14.50; clear pork, \$15.50 to \$16; beef, \$13 to \$14; pure lard, 8¾ to 9c.; compound lard, 8c.; rolls, 8c.; hams, 10½ to 12c.

FLOUR, MEAL AND FEED—In flour market is very active. The chief advance is still in Ontario brands. Our merchants have bought freely, and are selling at mill prices. Oats are quoted higher with fair demand. Oatmeal is also up; there is always a steady demand here. In cornmeal though prices have ruled so low they are again marked off this week. Beans do not advance as was expected, but market is firm. There continues to be but light movement here in hay, but prices are very firm, and higher prices are looked for. Buckwheat meals show light demand. We quote: Manitoba, \$4.60 to \$4.75; best Ontario, \$4.25 to \$4.50; medium, \$4.25 to \$4.50;

oatmeal, \$3.60 to \$3.70; cornmeal, \$2.25 to \$2.30; hand picked beans, \$1.20 to \$1.25; prime, \$1.10 to \$1.15; split peas, \$3.70; pot barley, \$4.10 to \$4.25; hay, \$12 to \$13; oats, 34 to 36c.; middlings, \$19 to \$20 on track; bran, \$18; buckwheat meal, domestic, \$1.25 to \$1.30; western, \$1.75 to \$2.

ST. JOHN NOTES.

A direct steamer to New York is to be put on this spring.

Cream of tartar shows a steady advance during the month, the advance being upwards of 4c.

Quite a quantity of Ontario fresh beef is being received here, three cars coming in during the week. A car has about 40 carcasses. The beef is being sold at about 7c.

The following company is being formed to carry on a wholesale grocery and coal business at St. Stephen: Almond J. Teed, Frank Todd, David N. Bates, Charles W. Young and Geo. Murray. It is to be known as the A. J. Teed Co. Capital stock, \$100,000; shares, \$100 each.

C. H. Peters, of Baird & Peters, and G. Wetmore Merritt, of Merritt Bros. & Co., are again at their desks, after a short holiday. Not only were their trips much enjoyed, but the fact that large stocks at home were daily becoming more valuable, added much to their pleasure.

As noted in a late number of THE CANADIAN GROCER, St. John is to have a direct steamer to Porto Rico. She will call at San Juan, Ponce and Mayaguez. The first steamer, the Spero, 5,091 tons register, will be here on February 3. Upper Canadian shippers and importers would do well to note the date. Monthly trips will be made.

THE CANADIAN GROCER regrets to have to report the death of Hon. James Fellows, Agent-General for New Brunswick in London. He was well known and greatly respected here. This city was for many years his home, he carrying on a drug business here. He was closely connected with its public interests at that time.

The present mail service across the bay is a matter of much dissatisfaction to our merchants. There is a daily steamer going over and back, but from a false idea of economy she carries a mail but twice a week, Tuesday and Saturday. A large business is done by our merchants through the Annapolis Valley, and where a letter should only take one day in coming from Valley points here, it now takes two or even more.

WOODSTOCK, N.B., MARKETS.

Business is dull owing to lack of snow—but at time of writing there seems a good prospect of this cause being removed. Price of produce is low, and many farmers are holding goods back. Hay is bringing a fair price, and shows more movement than other lines. Oats are in but fair demand, the quality being the drawback. People are importing Ontario oats. Butter is plentiful and

E. T. STURDEE

Mercantile Broker,
Manufacturers' Agent,

ST. JOHN, N.B. Etc., Etc.

Wholesale trade only.

Cleaver's Toilet Soaps.
Bensdorp's Royal Dutch Cocoa.
Pyle's Pearlina.

C. & E. MACMICHAEL,

40 DOCK ST., ST. JOHN, N.B.

EPPS'S COCOA

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

Special Agent for the Dominion

C. E. COLSON - MONTREAL

"Always a Best"
... In Everything

We have the BEST in the canned fish line.

GOLDEN FINNAN HADDIES

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

Every can guaranteed or money refunded.

NORTHROP & CO.

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

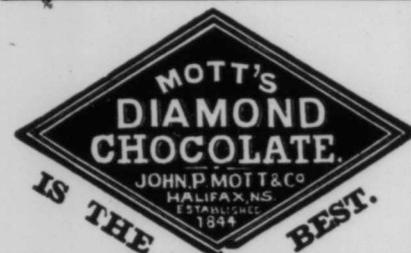
FISH * WITHOUT A BONE.

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

WITHOUT A BONE.

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

JOHN SEALY - St. John, N.B.



ASK FOR

MOTT'S

You Can Make Things Lively

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

Dalley's Royal Hygienic Self-Rising Flour

Sells at sight and always pleases.

Tea, Pancake
Graham and
Buckwheat Flour



Manufactured by

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

For sale by all wholesale grocers.

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

CLARK'S ENGLISH MINGE MEAT

An Article fit for a King's Table.

Every package guaranteed to be as represented.

W. CLARK - MONTREAL

PURE

Maple Syrup

Finest quality. Write for quotations.

T. A. LYTLE & CO.

Vinegar Manufacturers,
TORONTO

Our Reputation

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

"KENT"

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

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

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



150 Years' Record



MARTIN & ROBERTSON,
Victoria and Vancouver,
for British Columbia

Liquid and Paste Blacking

Black and White Cream for Patent Leather.

Russet Cream

For Brown Boots, Saddlery, Etc.

DAY & MARTIN LTD. London and
Liverpool

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

CHAS. GYDE, Montreal, for Ontario and Quebec.

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

Fast and furious



Is the race for business, but the right goods and honest dealing invariably win in the long run. Cheap and inferior goods must find their place some time or other, and finally drop out altogether. **Maple Leaf Brand** has won its laurels honestly and is always in the front.

Delhi Canning Co.

DELHI.

low. The following company is asking for incorporation: H. Paxton Baird, Sperry L. Shea, Chipman Hartlay, Charles A. Munroe, Edward W. Mair. The company is to be known as the Baird Co., Ltd., and it is to do a wholesale and retail drug business, as well as control a number of proprietary medicines owned by H. Paxton Baird. Capital stock, \$80,000, in shares of \$50. Produce is quoted as follows: Hay, \$8 to \$9; oats, 26 to 28c.; butter, 16 to 17c.; eggs, 18 to 20c.; pork, 5 to 5½c.; hard wood, \$3; green, \$2.50.

HALIFAX TRADE GOSSIP.

OUTSIDE the general routine of the markets there is very little to note just now. The leading confectioners of the Maritime Provinces assembled here last week and formed an association, the object of which is to secure a reduction in the duties imposed on glucose and other raw materials which are used in the manufacture of confectionery. With a reduction of the duty the manufacturers hope to be able

to successfully compete with the Americans. St. John, St. Stephen and Halifax are interested.

We hear of rapid and marked advances in flour elsewhere, but the advance here is not in sympathy. In fact, dealers advertise to sell at old figures. It is thought, however, that we have seen the lowest prices for this year's crop.

Corn and oats are also stiffening, which will have a tendency to advance the price of feeds somewhat.

Beans and peas remain low.

Hay is firm at \$12 and \$12.50. Sales were made this week by the carload at \$12.50.

There is a general boom in fishstuffs, in almost every branch of the business. The United States markets are fully \$1.50 to \$2 per bbl. stronger in both mackerel and salmon, and the effect here is decidedly pleasing. Herrings are moving lively. Two cargoes of frozen herrings arrived this week, and are meeting with ready sales. Grocery cod is scarce. Smoked herrings are plentiful. The market is bare of green cod, and boneless fish is in demand.

There does not appear to be anything wrong with sugar. The tendency seems to be up, up, up. There is another advance this week of ¼c. and the Halifax market is decidedly firm. Prices at the refinery for lots are: Granulated, 4¼c.; yellows, 3¾ to 4¼c. The refineries' advices are that the Cuban crop will not be more than 100,000 tons.

The provision market is dull, with no change of prices.

There is very little doing in poultry. There is no call for chickens or ducks, and turkeys and geese are selling low, retailing as low as 8c. per lb.

P. E. Island potatoes are selling from store at 20c. per bushel, which is about half the price realized this time last year.

The green fruit trade is fairly good this week, and supplies are plentiful. Valencia oranges arriving show very nice, sweet fruit, and sell at \$4 per crate. Lemons are low, although of splendid quality, the quotations being \$2.50 to \$3.50 per box. Good apples are scarce.

There is little or nothing doing in cheese. Antigonish September is quoted at 10½c.

Butter is fairly brisk. Dairy tubs sell at

Package Goods Trade — **With us beats all previous years. Never had such a demand for fine goods before.**
All varieties selling with the most gratifying success. Can't we make you up an order out of the following choice assortment?

DESICCATED ROLLED OATS
DESICCATED ROLLED WHEAT
DESICCATED ROLLED BARLEY
BREAKFAST HOMINY
BUCKWHEAT FLOUR (Self-Raising)

Write us for
Price List.

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

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

Toronto, Canada.

Dinna ye hear the Slogan?

If you drink Whisky, drink

JOHN DEWAR'S SCOTCH

HONORS AWARDED

Purveyors by Royal Appointment to Her Majesty Queen Victoria. Under competition the only Scotch drawn at the Bars of the largest Caterers in the World, viz.: Spiers & Pond, Ltd. Diploma of Honor and Gold Medal, Edinburgh, 1890 (Highest Award).

MEDALS

Edinburgh	1886	Edinburgh	1890
Antwerp	1887	London	1890
Anglo-Danish	1888	Jamaica	1891
Cookery	1888	Food	1891
Brussels	1888	Tasmania	1892
London	1889	Dublin	1892
Melbourne	1889	Brussels	1893
Food (London)	1889	Chicago	1893
Sportsman	1889	Fisheries	1893
Paris	1889	Manchester	1893
Dunedin	1889	Brewers' Show, Manchester	1894
Military	1890	National Trades and Industrial Exhibition, 1894, etc., etc.	

Better Whisky cannot be had

TRADE CHAT.

MRS. CARTHER, general store-keeper, Lambton Mills, who has recently been married to a Mr. Palmer, has given up the business and left that place.

The Birr cheese factory was burned to the ground on the 25th inst.

The Whyte Packing Co., of Mitchell, shipped 30 tons of pork to the lumber camps a few days ago.

The fall cheese of the Mayfair cheese factory was shipped from the factory last week. Price realized 9c per lb.

The Vienna factory made more than 48½ tons of cheese last year, an increase of 8¼ tons over the previous year's make.

Thompson's joint stock cheese factory, Warwick, shipped 500 boxes of cheese last week; 35,182 pounds sold for 9c. a pound.

The death is announced of William G. Hay, grain merchant, Listowel, Ont., on the 27th inst. Deceased was for forty-four years a resident of that town.

The Newtonville cheese factory has been closed for good, J. G. Honey having bought out the stockholders. The patronage of the factory will be transferred to the Kendall factory.

The damage to the storehouse of Monkland mills, Fergus, is more serious than first

estimated. There were about 80,000 bushels of oats in the storehouse, and the collapse of the end of the building resulted in about 30,000 bushels pouring out on to the ground and into the river.

A \$300 note was offered for sale on the Toronto market, a few days ago, by Auctioneer George Nunn. Five dollars was bid, and the note was withdrawn until next Saturday.

H. E. Wilson, of St. Mary's, traveler of Warren Bros. & Boomer, grocers, Toronto, while in town last night, received a telegram announcing the death of his eleven-year-old daughter from consumption.—Sentinel-Review, Woodstock.

A number of the members of the Toronto Board of Trade will interview the Ontario Cabinet on Thursday next, and propose that some amendments be made in the law of libel and slander. A number of the business men have been troubled by lawyers who bring actions against them, merely to obtain costs. An effort will be made to have restrictions placed on this system of blackmail action.

D. Chalmers, of Poole, Ont., writes to The Woodstock Sentinel-Review of what he calls an important discovery in the dairy industry. The discovery is, that butter fit for table use has been made from whey which has hitherto been going to waste, and

if properly handled should be worth millions to the country. The butter is churned from the drippings of the curd sinks, which is gathered from the time the curd is cut till it is salted.

In the House, on Friday, Mr. Prior, in answer to Mr. Jeannotte, said 12,422,326 pounds of raw leaf tobacco entered Canada in 1895, and 178,167 pounds of manufactured tobacco, which included cigars, cigarettes, snuff, etc. Excise duty amounting to \$2,974,025 had been collected from foreign leaf manufactured in Canada for the year 1894-5. The Government had collected duty on the manufactured product to the amount of 544,244 pounds, the amount of duty being \$28,896.

GROWING ORANGES IN MANITOBA.

On such a day as this, when even the most ardent temperance man will confess that the thermometer has taken a drop too much, it is pleasing to think that such a thing as an orange can be grown in Manitoba. The shivering reporter would not have believed such a statement had it not been for the production of a fully developed orange with bona fide leaf attachment which made any doubt impossible. The fruit was grown by Mrs. J. G. Hendry, of Portage la Prairie. It was grown in a dining room and is still flourishing. The orange is on exhibition at the M. & N. W. Railway offices.—Free Press, Winnipeg.

S. & H. HARRIS'S HOUSEHOLD REQUISITES.



Ebonite Blacking

(WATERPROOF.)

FOR BOOTS AND SHOES.

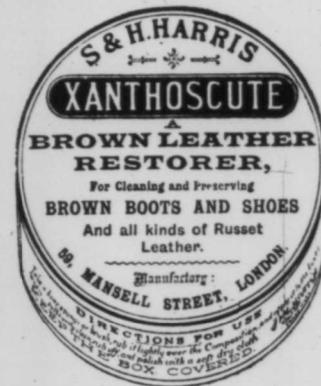
Does not Injure the Leather



Trade Mark.

Requires No .. Brushing

..ASK FOR IT..



SOLD EVERYWHERE.

MANUFACTORY: LONDON, E., ENGLAND.

Unexcelled
for
Quality
Flavor
Purity and
Strength



JERSEY CREAM BAKING POWDER

Manufactured by

Lumsden Bros.
HAMILTON, ONT.

EWING, HERRON & CO.
**Have Tons
OF CARRAWAYS**

Recleaned and double sifted. Samples
and quotations sent on enquiry.

Trade Mills - - Montreal

WESTERN Incorporated
1851.
ASSURANCE COMPANY

Fire and Marine

Capital - - - \$2,000,000.00
Assets, over - - - 2,375,000.00
Annual Income - - - 2,200,000.00

Head Office: **TORONTO, ONT.**

GEO. A. COX, President. J. J. KENNY, Vice-President
C. C. FOSTER, Secretary.

TEAS

New Ceylons and Assams
in store and arriving. Also
good values in Japans, Young
Hysons and Congous.

JOHN SLOAN & CO.

Wholesale Grocers **TORONTO**

BEE BRAND CEYLON

Awarded Two Gold Medals
Grown on Virgin Soil

Packed and shipped direct from the
Gardens.

Warren Bros. & Boomer

WHOLESALE GROCERS

35 and 37 Front St. East, Toronto.

NOW IN STORE

Excelsior Vostizza Currants
Cases and Half-cases.

Perfecto Vostizza Currants
Cases and Half-cases.

London Layers. Black Baskets.

A full and complete stock of Christmas Fruits.

T. KINNEAR & CO.

49 Front St. E., TORONTO.

J. W. Lang & Co.

Have in stock . . .

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

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

Curtice Bros.' "Monroe Brand"
Strawberries.

Shredded Codfish, "pkges."
Very fine.

J. W. Lang & Co.

59, 61 and 63 Front
Street East **Toronto.**

We are offering this week some
excellent values in . . .

Sultana Raisins

Vostizza Currants

and **Sphinx Prunes**

SMITH & KEIGHLEY

9 Front St. E. TORONTO.

**LAWRASON'S
WONDERFUL and
SUPREME
SOAPS**

And the very best household soaps made.
They sell and you make

40% Profit

P. M. LAWRASON
London, Ont.

Currants

"Crescent" Brand
Casalina Patras

A shipment of above just to hand.

PERKINS, INCE & Co.

TORONTO.

TRAVELERS FEAST THEIR FRIENDS.

THE members of the City Travelers' Association, Toronto, entertained their friends on Friday night at their rooms in St. George's Hall, Elm street. And a right royal entertainment it was. It was a sort of "At Home," smoking concert, oyster supper and good fellowship meeting all combined. Into the lodge room were crowded a score or more of tables, and at these tables sat card players, checker players, and other kinds of players, while a substantial cloud of smoke from the good cigars that had been provided encircled all.

About 10 o'clock supper was announced, and about seventy-five sat down to this. And here again the host had well provided for the guests, "substantials" and delicacies being present in abundance.

After the feasting came the speech-making, singing and recitations. The new president of the association, R (Muat) Corrie, sat at the head of the table with a smile so broad that the large epergne in front of him was not large enough to cover it.

There was no prepared toast list, those present speaking as the spirit moved them, or as the chairman commanded them. Like an experience meeting, everybody spoke briefly and to the point.

F. S. Roberts, ex-president of the Retail Grocers' Association, said he did not begin to speak early enough in life to be a speaker, but all the same I noticed he was speaker enough to animadvert upon the mutual benefits to be derived from such gatherings.

James Owen tried to advance the same excuse as Mr. Roberts, but like Noah's dove it did not find a resting place. He had to say something, and so he became congratulatory, the new president coming in for the lion's share.

J. G. Gibson said the trouble with him was that he talked too much. "I hope," he said, addressing the travelers, "that you will go on in the good work, and call upon me often."

Robert Maxwell was greeted with "He's a jolly good fellow," when he arose. He congratulated and pointed out that the chairman was trying to avoid making a speech.

"It is a good thing for us to be here" remarked Frank Gallow, "and I would like to see us here at least once a year. It is a good thing to meet, in this way, those who we are calling upon all the time" (Hear, hear.)

"He's a daisy" and "See him smiling," were the salutations that met D. W. Clark when he got on his feet. He too was in a congratulatory mood, and, as a member of the Grocers' Association, would favor the grocers getting up a similar entertainment.

T. Holman (jocularly)—"I am like most people; I can say something when I speak.

Speaking is good for the stomach if it is not for the ears."

Frank Johnston favored the grocers reciprocating.

President Corrie was at last persuaded to speak. He thanked his fellow members for the honor they had conferred upon him. He said he was very poor at making promises. He would, however, like the worthy men who had preceded him in the chair, endeavor to do his best.

C. M. Webb expressed himself in favor of these mutual entertainments between travelers and merchants.

A. G. Marmion ventured the remark that if merchants and travelers did not work together, who should? Some travelers may think that because this and that merchant did not buy from him that it was because of some dislike. Such was not the case, and social hours spent together would prove that it was not.

Vice-President Bond, of the Grocers' Association, said he was glad to be present and meet so many travelers that he did not know.

A voice: And some you don't want to know. (Laughter).

Mr. Bond: If they are as good as the ones I know, I want to know them.

During the evening recitations were given by Mr. Howitt and Mr. McGraw, and songs by Messrs. Young, Padget, Owen, Campbell, Muldrew, Panter, etc.

CONCERNING RETAILERS.

W. H. Benson, of Picton, has sold out to A. Harrison.

T. H. Harding, grocer, Picton, is ill with fever. At latest accounts he was doing nicely.

Marr & Ostic, of Walkerton, have added very much to the appearance of their store by putting in a new plate-glass window.

George Hausenflug, of Waterloo, has added much to the appearance of his store by interior decorations.

James Whitehead, Walkerton, is experiencing a good trade, and finds that business compares well with former years.

James Philip, known as "The Grocer," Fergus, has recovered from his recent short illness.

Robertson & Son, grocers, of Drayton, have been experimenting with the cash system, and they pronounce it a success.

Thos. Selh & Co., grocers, etc., Harriston, adopted the cash system about eight months ago, and now they never will from it depart.

Andrew Davey, jr., has started a grocery store in Quebec street, Guelph.

A meeting of confectionery manufacturers was held in the city on Wednesday. Representatives from St. John and also of a big St. Stephen (N.B.) house, together with some city manufacturers, met, and it is understood the object of the meeting was to form a combine.—Chronicle, Halifax.

A ST. STEPHEN GROCER'S DEATH.

Robert Johnson, grocer, St. Stephen, N.B., was found in an unconscious condition in his store on the 15th inst, the victim of a fit of apoplexy, and passed away a week later at the age of 67. He was in his young days "one of the boys," and was prominent in many stirring adventures at that time, being one of the 49 gold hunters who left for California gold fields in a body. He also played a prominent part at the time of the Fenian scare. Of late years he has been a victim of rheumatism and has been a great sufferer. His nearest relatives are resident in Chicago and California, and the news of his illness did not reach them until it was too late for their assistance to be of any avail. Messrs. C. N. Vroom, L. A. Mills, and David Simpson are executors.

BUSINESS CHANCES

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

FOR SALE—GROCERY WITH LEASE OF PREMISES, live business, long established, best stand in town, good family trade in fine staple and fancy groceries, stock full and in first-class condition, good reasons given for selling. Personal inspection invited, or references given Montreal or Toronto. D. E. Scott, Port Hope, Ont. (5)

AGENTS WANTED.

FARROW'S MUSTARD, MUSHROOM KETCHUP and Sauces. Wanted in the States, purchasing agents for these goods, which are of the highest quality. Mustard packed in every description of package, including fancy tins, all sizes from ¼-lb.; also with customers' names on labels or with firm's labels. Firms of undoubted respectability who would take up the agency of these goods would be liberally treated. Goods f.o.b. London. For samples and particulars apply to FARROW & Co., Boston, England. (6)

WANT ADVERTISEMENTS

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

The Canadian Grocer, Toronto

THE NEW WOMAN

WON'T HAVE OLD TAPIOCAS

SHE WANTS INSTANTANEOUS

JUST OUT

Book on

WINDOW DRESSING FOR GROCERS

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

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

HARRY HARMAN
125 S. Clark St. CHICAGO

Delicious Coffee

IT SETS THE PEOPLE TALKING



JAPAN TEAS "New Season's"

FROM 13½ CTS. UP.

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

J. F. RAMSAY & CO.

WHOLESALE TEA IMPORTERS

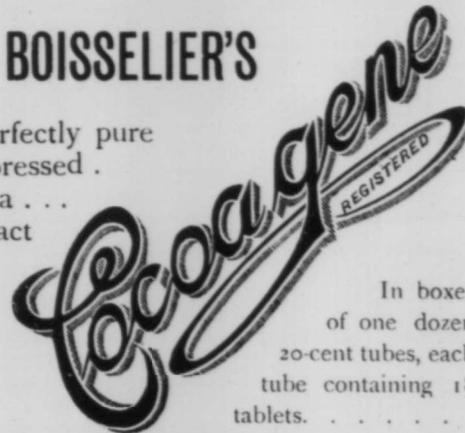
14 and 16 Mincing Lane

Toronto.



BOISSELIER'S

A perfectly pure compressed Cocoa . . . Extract



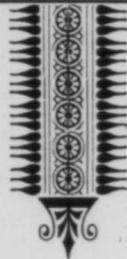
In boxes of one dozen 20-cent tubes, each tube containing 18 tablets.

One Tablet makes an excellent Cup of Cocoa.

ALL LEADING GROCERS KEEP IT.



HAVE YOU TRIED THEM ?



... THE ...

"Victoria" Matches

Are warranted equal in quality to any other brands on the market.

Write for prices to

LAPORTE, MARTIN & GIE.

Wholesale Grocers

MONTREAL

Appleton's India & Ceylon Teas

THE "TAPIR" BRAND.
SOLD IN LEAD PACKETS

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



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

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

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

PUREST & BEST

Windsor Fine Salt

In Barrels, 200lb. Sacks and 50lb. Sacks is shipped in car lots to all parts of Canada. The Salt is the finest made and the best for general farm use. Our barrels are machinery made and one end carries a neat paper label. The sacks are made of superior bleached Jute, and will stand more handling than the ordinary salt sacks. A glance at the cut will convince you that the appearance of our barrels and sacks is a great help in selling the salt. Write us or our agents for prices or samples.



The WINDSOR SALT WORKS, WINDSOR, ONT.

“CEYLON”

Every Wide-Awake Grocer

is buying The Wonderful Teas of
CEYLON

The Purest
Cleanest
Healthiest
Most Delicious

TEAS

**ARE
YOU?**

HOW TWO CLERKS LIVED.

A power over a man's substance amounts to a power over his will.—Alex. Hamilton.
To him that wills ways are not wanting.

ASINGULAR and, we might say, exceptional illustration of Hamilton's statement came to our observation recently in connection with the daily life of two city clerks, the one receiving nine dollars per week the other six. The former has in London a wife and two children, and sends them every week five dollars of his earnings; the other has a wife to whom he sends two dollars per week. The two live together, not far from Washington square, within short walking distance of their place of employment, and each has four dollars per week for maintenance. Both have good shelter, spend fifty dollars per year for clothing, and both put away money, and thus belong to the capitalists of New York.

They hire a room at a price which includes light and fuel, and, noting our interest in their plan of life, kindly consented to keep an account and give the writer a statement of their subsistence per week for one week, in demonstration of how cheaply one may live in a great city on a small sum and save money. Their account for one week is as follows:

Room rent, including gas, fuel and light.....	\$2 50
Bread and rolls.....	43
Oatmeal.....	8
Tea.....	15
Sugar.....	5
Butter.....	15
Steak.....	15
Soup and Meat.....	20
Eggs.....	5
Condensed Milk.....	10
Cabbage.....	5
Total expense for two.....	\$3 91
Rent.....	2 50
Cost of food per week for two.....	1 41
Expense of each per week for food.....	70½
Expense of each for rent and subsistence.....	1 95½
Margin for clothing and saving.....	2 04½

The menu and expenses for each day for one week were as follows:

SUNDAY	Breakfast—Tea, rolls, bread, butter, porridge.	
	Dinner—Soup, soupmeat, bread, butter.	
	Supper—Tea, bread, butter.	
	Cost for day.....	27
MONDAY	Breakfast—Bread, butter, porridge, tea.	
	Dinner—Rolls, tea.	
	Supper—Meat left from Sunday and balance of soup, bread, butter, tea.	
	Cost for day.....	26
TUESDAY	Breakfast—Tea, Bread, butter.	
	Dinner—Porridge, tea, bread, butter.	
	Supper—Steak, bread, butter.	
	Cost for day.....	18
WEDNESDAY	Breakfast—Oatmeal gruel, tea, bread, butter.	
	Dinner—Rolls, tea.	
	Supper—Balance of steak from Tuesday, bread, butter.	
	Cost for day.....	18
THURSDAY	Breakfast—Bread, butter, tea.	
	Dinner—Rolls, egg dumplings.	
	Supper—Oatmeal pudding, tea, bread, butter.	
	Cost for day.....	19
FRIDAY	Breakfast—Bread, butter, tea.	
	Dinner—Rolls, tea.	
	Supper—Oatmeal gruel, tea, bread, butter.	
	Cost for day.....	14
SATURDAY	Breakfast—Rolls, tea.	
	Dinner—Bread, butter, tea.	
	Supper—Bread pudding.	
	Cost for day.....	19
Total (seven days) for two.....	\$1 41	
Total (seven days) for one.....	70½	

We believe that the amount allotted for food admits of a more generous diet than that recorded above. There is an absence of food rich in nutritive material and inex-

pensive, as beans, lentils, buckwheat flour, corn meal and rice. Mrs. Abel, in her prize essay, presented a bill of fare for a family of six, at an average price of 78c. per day, or 13c. per person, which is but 7½c. per day more than the cost of subsistence to the two clerks mentioned. Evidently our young friends have yet to learn the art of living well on a small sum. The childless clerk puts away \$2 per week. It is apparent from the above that each may clothe himself neatly and well, and both may, if they choose, enjoy some of the amusements of city life. An all-wool suit of clothes may be bought for \$7.50 to \$12.50, so that either of the clerks may have two new suits annually, sufficient underclothing, boots and shoes, and have money left for books and amusement, in addition to something for the savings bank. These two hard-working men meet all expenses on \$4 per week, and save money. Probably there are many who manage to support a family on as small or smaller sum. A boot-black with wife and three children states that he can get along very nicely on five dollars per week. Such economy does not preclude intellectual or spiritual development and growth, for the church has open doors; the libraries are many and free; entertainments of a high order are to be had free, while picture galleries and museums are open to all without cost. The street windows and the intercourse of men with men are educational, so that life to its fulness may be enjoyed on small income, provided the individual has power over his will.

We would impress upon aspiring youth—the boys who are getting from \$4 to \$12 per week, and who incessantly grumble that their salary is too small—the incident narrated, for therein lies the secret of wealth and power. When there's a will, there's a way.—American Grocer.

BRITISH TEA IN NORTH AMERICA.

The consumption of Indian and Ceylon tea on the continent of North America, says a London letter, appears to be making satisfactory progress. The figures given below show the increase which has taken place in the re-export of Indian and Ceylon tea direct from the United Kingdom. A large quantity of Indian tea has been transhipped which does not appear in these figures; in addition to which, exports direct both from India and Ceylon during 1895 were considerably in excess of those in 1894.

Everything points to a steady development of this important market, and shows the wisdom exhibited by Indian and Ceylon tea planters in providing a fund for the promotion of the use of British grown tea in the Colonies and abroad.

	INDIAN TEA.			
	1895.	1894.	1893.	1892.
U. S. A.....	898,619	701,643	818,356	600,216
Canada.....	821,195	698,479	681,407	789,065
	CEYLON TEA.			
	1895.	1894.	1893.	1892.
U. S. A.....	1,420,262	803,708	705,567	710,365
Canada.....	1,113,165	949,175	731,760	613,817

A GOOD THING TO HAVE.

Molasses appears to be a good thing to have in stock, and even at the advance in cost not a bad purchase where anything in way of strictly straight and attractive goods can be reached. Everything of that kind has been taken up at New Orleans, and is now held above a parity of what a majority of buyers appear willing to bid, although a little custom has been found appreciative enough to undertake some investment, and a few very good-sized sales have been made here this week. The top grade of centrifugal has received considerable attention from mixers, who expect to have plenty of custom before the season is over. Some parcels of sugar syrups came upon sale, but found very prompt custom, in some cases at 1 to 2c. per gallon over what could have been obtained for similar goods one month ago. Glucose is better managed and turns steadily upward in price.—N.Y. Journal of Commerce.

A TOO CLEAN GROCER.

We knew a grocer once, says Brains, in a recent issue, out in Ohio who killed himself by being too cleanly. He had a bad habit of staying out a trifle too late with the boys, and a worse habit of taking a cold bath when he got home. He thought that the colder the bath the better; so he used to take it out in the creek behind his store, even going so far as to break a hole in the ice in the winter in order to get the nice cold bath which he thought he needed. As we said, it killed him.

We know another grocer, swarms of him, who thinks that he cannot properly conduct his business without about a sixteenth of an inch of dust on the brim of his hat and a full line of samples of his meats and over-ripe vegetables displayed on his apron. We cannot fully indorse either the former grocer or the latter swarm. Neither do we wish to suggest any startling innovations in the grocery business. But we do want to suggest a happy medium of cleanliness in grocers, their clerks and their stores that will make a man think more of the things he would like to eat and less of the things he wishes he had not eaten.

A man may have to eat a peck of dirt before he dies, but he doesn't want to think, every time he goes to the grocery, that at the present rate his time will come within the next few weeks.

As the grocer deals in things to eat, of course these remarks apply especially to him, but there are others. Stores in every line need, in many instances, to remember what it is that lives next door to godliness. Many merchants seem to think that clean, newly-dressed windows are something in the nature of a luxury, and that scrupulous neatness inside the store isn't needed in order to sell goods. Isn't it? Think it over again.

The M
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MARINE INSURANCE

The Mannheim Insurance Company

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

Further particulars obtainable by applying to Local Agent, or to

JAMES J. RILEY & SONS
Managers for Canada Montreal

RICE FROM

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

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

D. W. Ross Co., Montreal, Agents

Notice

TO THE WHOLESALE TRADE ONLY . . .

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

CIGARETTES

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

CIGARS

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

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

J. M. FORTIER

MANUFACTURER

141 to 151 St. Maurice Street **Montreal**

NOVA SCOTIA FIBRED CODFISH

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

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

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

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

NORTHERN ASSURANCE COMPANY

Established 1836. OF LONDON.

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

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

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

A GOOD Paying Investment.

\$34.00 per annum invested at 4 per cent. compound interest for twenty-five years, yields \$1,475.00, while the same sum applied to an insurance policy yields, with estimated profits, about \$1,775.00 in the same time. The gain, therefore, would be \$300.00, besides the protection given during the period, one premium securing payment of the sum assured, even if death takes place the day the holder receives his policy. Write for information in regard to the Unconditional Accumulative Policy to

Confederation Life Association.

INSTANTANEOUS

TAPIOCA

PLEASES! SELLS!

PILKINGTON'S POWDERED PERFUMED LYE

"BELL BRAND" in 1-lb. tins.

Dillon & Co.'s Baking Soda

"BELL BRAND" in 1-lb. packages.

Ask your wholesale grocer for them.

New York Fancy Brand. Have a good light. Use



Every Oil known to trade and industry—wholesale.

WITCHKLOTH

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

Sole Agency for Canada

TEMPLE BUILDING, 113a, MONTREAL



Champion Fire and Burglar-Proof Safes . .

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

S. S. KIMBALL

577 Craig St., Montreal, P.Q.



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

DO YOU?

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

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.

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

B. L. MOOREHOUSE, general merchant, Newbury, is offering to compromise at 60c. on the dollar.

J. B. Dickson, general merchant, Castleford, has assigned.

Nathaniel Martel, grocer, North Sydney, N.S., has assigned.

R. R. Cranfield, general merchant, Wallace, N.S. has assigned.

J. Rheault, general merchant, Stanfold, has assigned to A. Quesnel.

A. C. Bowrassa, grocer, Montreal, is to meet his creditors on Feb. 4.

James Daly, general store, Chinguacousy, has assigned to R. Crawford.

Thos. Wilkinson, general merchant, Alberton, is asking an extension.

Mrs. Hunter, grocer, Chalk River, has compromised with her creditors.

C. C. Lee, general store, Alliston, has called a meeting of his creditors.

John Casey, grocer, Ottawa, is offering to compromise at 25c. on the dollar.

Geo. Lambert, grocer, Bienville, Que., has compromised at 20c. on the dollar.

The stock of Galipeau Bros., grocers, Montreal, has been seized for rent.

A. Daveluy, general merchant, Maddington, Que., is financially embarrassed.

G. H. Larivee, shoe dealer, Arnprior, is offering his creditors 60c. on the dollar.

A. J. Pinard, general merchant, St. Monique, has assigned to A. Lamarche.

L. Price & Co. and Louis Rosseau, both Montreal grocery firms, have assigned.

The Independent Match Co., Louiseville, Que., have compromised at 65c. on the dollar.

Moore & Moore, wholesale teas, Halifax, have assigned their book debts valued at \$2,396.

P. P. Tachereau, grocer, St. Marie, is offering to compromise at 25c. on the dollar.

Oswald, Murdoff & Co., wholesale boots and shoes, Toronto, have assigned to E. R. C. Clarkson.

J. B. Montanbeau, general merchant, Batiscan, Que., is offering to compromise at 30c. on the dollar.

John Cunningham, general merchant, Pembroke, is trying to settle with his creditors at 45c. on the dollar.

Albert Bigaoutte, groceries, Montreal, having failed to compromise at 30c. on the dollar, cash, has assigned.

F. Patrie, grocer, Quebec, has assigned. Another Quebec grocery firm, P. St. Michel & Co., have been compelled to do the same thing.

James Irwin, general dealer, at Brussels, has assigned to E. R. C. Clarkson, Toronto.

The liabilities are \$2,400, with assets nominally the same.

Bonnar & Co., general merchants, at Meritton, have assigned to E. R. C. Clarkson. The business is a small one, the liabilities aggregating \$1,500.

Mowat Brothers & Baxter, grocers and ranchers, at Regina, are offering to compromise with their creditors. The firm is rated at between \$5,000 and \$10,000.

CHANGES.

M. C. Davidson, grocer, Vernon, B.C., has sold out.

L. A. Brule, grocer, Montreal, has sold out to G. H. Schneider.

John Scuitto, a Vancouver grocer, is reported to have left town.

Mrs. G. Grenier is starting a grocery store at Buckingham, Que.

James S. Hill, teas and crockery, St. John, N.B., has sold out to A. P. Torrens.

Napoleon Paquette, has started into business at Terrebonne, Que., as a grocer.

H. R. Shaw, grocer, Bridgetown, N.S., has been succeeded by Crowe & Parker.

Wm. Tilden, general merchant, Blytheswood, is advertising his business for sale.

Irwin & Co., general merchants, Brussels, have assigned to E. R. C. Clarkson, Toronto.

The stock of C. Turgeon, general merchant, St. David, Que., has been sold at 37½c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Blairs & Fleming, grocers, Vancouver, have dissolved. R. Fleming continues.

Gardner & Brown, general merchants, Arnprior, are dissolving. W. A. Brown continues.

Pierre Carriere & Son, general merchants, St. Phillippe (Argenteuil Co.), are dissolving. A. Carriere continues.

Janet Robertson, wife of F. E. Wand, has been registered proprietress of the grocery business of J. Robertson.

J. B. Bourcier and Marie Perrault have registered a partnership to carry on business as grocers, under the style of J. B. Bourcier & Cie., at St. Cunegonde, Que.

Mongenais, Boivin & Co., wholesale wines, Montreal, have dissolved. J. B. A. Mongenais and J. M. Dufresne have retired. L. J. Boivin and J. M. Wilson will continue under style of Boivin, Wilson & Co.

SALES MADE AND PENDING.

The assets of Wm. Johnston, general merchant, Westplain, Ont., have been sold.

The grocery stock of F. H. Martellock, Ottawa, has been sold at 57c. on the dollar.

The stock of Malcolm MacDonald, grocer, Montreal, has been sold at 52c. on the dollar.

The general stock of Mott & Robson, Athens, Ont., has been sold at 66c. on the dollar.

The assets of J. J. M. Marchand, grocer, Pont de Maskinonge, are to be sold February 4.

The assets of J. W. Baker, general merchant, Lake Edward, Que., are to be sold February 5.

The stock of Remi Racicot, general merchant, Windsor Mills, Que., has been sold at 71c. on the dollar.

The grocery stock of the estate of John Armstrong & Co., Peterboro', is advertised to be sold by auction on the 4th prox.

These stocks were last week sold at Suckling's: The general stock of John Burke, of Thornton, amounting to \$4,348, was sold to E. C. Ardill for 69 cents on the dollar. The gents' furnishing stock of W. M. Codrington, of Woodstock, amounting to \$4,179, was bought by W. J. Waugh for 56 cents on the dollar. The grocery stock of William Hutcheson, Gerrard street east, Toronto, invoiced at \$1,936, was sold to A. Ballantyne for 47¼ cents on the dollar. Drug stock of S. M. Green, Toronto, amounting to \$1,169, was sold at 15 cents on the dollar to G. S. Riches, and a drug stock in Aurora, amounting to \$1,810, was sold at 15½ cents on the dollar to J. L. Fenn, of Bracebridge. The grocery stock of C. Schmidt, Toronto, invoiced at \$2,036, was sold to E. R. B. Hayward, of Whitby, at 37 cents on the dollar.

FIRES.

H. Robertson & Co., general merchant, Strathclair Station, Man., has been burned out; insurance, \$2,800.

DEATHS.

Richard Bennett, grocer, Spring Hill, N.S., is dead.

DEPARTMENT STORE IN BRANDON.

Departmental stores are growing in the Northwest. On February 1, one of these establishments will be started in Brandon by I. R. Srome, dry goods merchant, and White Bros., general merchants. It will be the largest departmental establishment in the west, carrying groceries, crockery, dry goods, house furnishings, gents' furnishings, clothing, boots and shoes. The business will be done on a cash basis.

"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.

BLAIKLOCK BROTHERS

Customs Brokers
Forwarders
Warehousemen

41 Common St. - Montreal

Correspondence Solicited.

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



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

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

WRITE FOR PRICE LIST

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

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

HARDWARE AND METAL, Toronto

Union Mutual Life Insurance Co.
OF PORTLAND, MAINE

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

MAINE NON-FORFEITURE LAW

WALTER I. JOSEPH, Manager

Room 2, 162 St. James Street, Montreal

It's Natural

to suppose, when we are making satisfactory shipments to our present customers, that we can do the same for you; isn't it? It's also natural that we should wish to increase our business, and would like to have your trade. We sell Salt in car lots. When you want anything in salt write US.

The Toronto Salt Works

128 Adelaide Street East
TORONTO, ONT.

Toronto Agents for the Windsor Salt Works.

THE . . .

Sydenham Glass Co. of Wallaceburg

Limited

WALLACEBURG, ONT.

Manufacturers of

Prescription Ware
Flasks and Liquor Bottles
Celebrated Beaver
Fruit Jars, Jelly Jars

PRIVATE MOULDS A SPECIALTY



OILS
OVALS
SALADS
SAUCE

BOTTLES

PICKLES
PANELS
BEER and
MINERAL

We make bottles of extra weight to order. We invite inquiry relative to lettered ware and bottles from private moulds. Prompt attention to orders and inquiries. Mention this journal.

Toronto Representative: **G. A. McCANN, 208 Dundas St.**

Tees & Persse, Winnipeg,
Agents for Manitoba and Northwest Territories.

Martin & Robertson, Vancouver and Victoria.
Agents for British Columbia.

Fine Fruit Tablets



ENGLISH FORMULA TABLETS

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

G. J. HAMILTON & SONS

PICTOU, N.S.



Canada
Prepared
Corn.
Silver Gloss.
Satin Starch.
Rice Starch.

When you buy

STARCH

See that you get the right thing. You can't go wrong if you have any of our lines.

EDWARDSBURG STARCH CO.

Cardinal, Ont

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

CANNED MEATS.

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

CHEWING GUM.

ADAMS & SONS CO.		per box
Tutti Frutti, 36 5c bars	\$1 20	
Pepsin Tutti Frutti, 23 5c packages	0 75	
Pepsin Tutti Frutti, in glass-covered boxes, 23 5c packages	0 80	
Homebound Tutti Frutti, glass tops, 36 5c packages	1 20	
Cash Register, 300 5c bars and pkgs	15 00	
Tutti Frutti Show Case, 180 5c bars and packages	5 50	
Glass Jar with Pepsin Tutti Frutti, 115 5c packages	3 75	
Tutti Frutti Girl Sign Box, 160 5c bars and packages	6 00	
Tutti Frutti Cash Box, 160 5c bars and packages	6 00	
Variety Gum (new), 150 1c pieces	1 00	
Orange Blossom, 150 1c pieces	1 00	
Flirtation Gum, 150 1c pieces	0 65	
Monte Cristo, 180 1c pieces	1 30	
Mexican Fruit, 36 5c bars	1 20	
Sappota, 150 1c pieces	0 90	
Orange Sappota, 160 1c pieces	0 75	
Black Jack, 115 1c pieces	0 75	
Red Rose, 115 1c pieces	0 75	
Magic Trick, 115 1c pieces	0 75	
Red Spruce Chico, 200 1c pieces	1 00	

CHOCOLATES & COCOAS.

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

FRY'S.		per lb.
(A. P. Tippet & Co., Agents.)		
Chocolate—		
Caracas, 1/4 s, 6-lb. boxes	0 42	
Vanilla, 1/4 s	0 42	
" Gold Medal" Sweet, 6 lb. bxs.	0 29	
Pure, unsweetened, 1/2 s, 6 lb. bxs.	0 42	
Fry's "Diamond", 1/4 s, 6 lb. bxs.	0 24	
Fry's "Monogram", 1/4 s, 6 lb. bxs.	0 24	
Cocoa—	per doz.	
Concentrated, 1/4 s, 1 doz. in box	2 40	
" " 1 lbs.	0 33	
Homeopathic, 1/4 s, 14 lb. boxes	0 33	
" " 1/2 lbs, 12 lb. boxes	0 33	

JOHN P. MOTT & CO.'S.		per lb.
(R. S. McIndoe, Agent, Toronto.)		
Mott's Broma	0 30	
Mott's Prepared Cocoa	0 28	
Mott's Homeopathic Cocoa (1/4 s)	0 32	
Mott's Breakfast Cocoa (in tins)	0 45	
Mott's No. 1 Chocolate	0 30	
Mott's Breakfast Chocolate	0 25	
Mott's Caracas Chocolate	0 40	
Mott's Diamond Chocolate	0 22	
Mott's French-Can Chocolate	0 18	
Mott's Navy or Cooking Chocolate	0 27	
Mott's Cocoa Nibs	0 35	
Mott's Cocoa Shells	0 05	
Vanilla Sticks, per gross	0 90	
Mott's Confectionery Chocolate	0 21	
Mott's Sweet Chocolate Liquors	0 19	

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

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

COFFEE.

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

DRUGS AND CHEMICALS.

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

EXTRACTS.

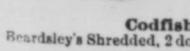
Dalley's Fine Gold, No. 8, per doz.	\$0 75
" " " " " 1, 1 1/2 oz.	1 25
" " " " " 2, 2 oz.	1 75
" " " " " 3, 3 oz.	2 00



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



Beardley's Boneless Herring. per doz. 1 4



Codfish. per doz. Beardley's Shredded, 2 doz. pkgs. 0 90

RECKITT'S Blue and Black Lead

ALWAYS GIVE YOUR CUSTOMERS SATISFACTION.

BUY LIPTON'S TEAS

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



Over 1,000,000 Packages sold weekly

LIPTON'S Delicious Teas

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

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

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

LIPTON TEA PLANTER CEYLON

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

Batty's



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

ALL WHOLESALERS HAVE THEM.

... EIGHT PRIZE MEDALS

Canadian Agents

J. A. GORDON & CO.

... Montreal

Siamese Twins



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

MANUFACTURERS' LIFE INSURANCE COMPANY

HEAD OFFICE, Toronto, Can.

The Gulf of Georgia Cannery

MALCOLM & WINDSOR, Ltd.

Sole Proprietors, and Agents for

"Ice Castle Brand" Canned Salmon

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

FACTORY, Steveston, B.C.

OFFICE, Vancouver, B.C.



A Crystal Pitcher

... **Free**

with

TUTTI FRUTTI

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

ADAMS & SONS CO.

11 & 13 Jarvis Street, Toronto

F
Th
Crown Br
4 oz. 4
Paris
Ketil
Pepp
Fluid Be
Stamina
Fluid Be
Milk Gra
Milk Gra
4 d
Currant
Panarel
Dates, 1
Figs—E
Prunes
Raisins
M
Lemon
Orange
Apple
Split I
Pot Ba
Pearl
Patent
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50
40
0

FANCY BUTTER

Something new in Crackers. Cheap and rapid seller. Don't forget that we make the nicest Marshmallow Wafer in Canada. Will not get hard.

TRY THEM.

The Toronto Biscuit & Confectionery Co.

Henry C. Fortier.

7 FRONT STREET EAST, TORONTO.

Charles J. Peter.

Crown Brand (Greig & Co.)—

1 oz. London	gross	6 00
2 " " Anchor	"	12 00
1 " " Flat Crown	"	10 80
2 " " " "	"	18 00
2 " " Square	"	21 00
2 " " Round	"	24 00
4 oz. Glass Stopper	doz.	3 50
5 " " "	"	7 00
Parisian Essence	gross	21 00
Ketchup, Fluted Bottles	gross	12 00
" " Screw Top	"	21 00
" " S. & L. "High Grade"	"	21 00
" " "	per doz.	3 50
Pepper Sauce, per gross	"	15 00

FLUID BEEF.

JOHNSTON'S, MONTREAL.

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

FRUITS.

FOREIGN.

Currants Provincials, bbls	per lb.	0 04	0 04 1/2
" " " "	"	0 04 1/2	0 04 3/4
" " " "	"	0 04 3/4	0 04 1/2
" " " "	"	0 04 1/2	0 04 3/4
" " " "	"	0 04 3/4	0 05 1/2
" " " "	"	0 05 1/2	0 05 3/4
" " " "	"	0 05 3/4	0 06 1/2
" " " "	"	0 06 1/2	0 06 3/4
" " " "	"	0 06 3/4	0 07 1/2
" " " "	"	0 07 1/2	0 07 3/4
" " " "	"	0 07 3/4	0 08 1/2
" " " "	"	0 08 1/2	0 08 3/4
" " " "	"	0 08 3/4	0 09 1/2
" " " "	"	0 09 1/2	0 09 3/4
" " " "	"	0 09 3/4	0 10 1/2
" " " "	"	0 10 1/2	0 10 3/4
" " " "	"	0 10 3/4	0 11 1/2
" " " "	"	0 11 1/2	0 11 3/4
" " " "	"	0 11 3/4	0 12 1/2
" " " "	"	0 12 1/2	0 12 3/4
" " " "	"	0 12 3/4	0 13 1/2
" " " "	"	0 13 1/2	0 13 3/4
" " " "	"	0 13 3/4	0 14 1/2
" " " "	"	0 14 1/2	0 14 3/4
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" " " "	"	0 15 3/4	0 16 1/2
" " " "	"	0 16 1/2	0 16 3/4
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" " " "	"	0 18 1/2	0 18 3/4
" " " "	"	0 18 3/4	0 19 1/2
" " " "	"	0 19 1/2	0 19 3/4
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