

THE CANADIAN GROCER

VOL. XI

MONTREAL AND TORONTO, FEBRUARY 26, 1897.

No. 9

COLMAN'S MUSTARD



BEST ON EARTH

THE ONLY TEN CENT CIGAR

HOLD YOUR TRADE BY SELLING THESE FAMOUS BRANDS

Fresh Herrings



MARSHALL & CO.

Spring Garden Works, ABERDEEN, SCOTLAND.

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

Kipped Herrings

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

SALT HERRINGS IN KECS. "CROWN" BRAND.

All Selected Fish from the famed Aberdeen Fisheries.

For Sale by all Leading Grocers.

Walter R. Wonham & Sons

Sole Agents for Canada, MONTREAL.

VARSIY CIGAR 5c. THE BEST IN THE MARKET

SOUPS

Why not handle the best? Your customers will gladly pay a few cents more for a tin of soup if you can assure them that "It is the best." You can safely say this of

**Armour's
White Label
Brand**

H. P. ECKARDT & CO.
TORONTO

Batty's



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

ALL WHOLESALERS
HAVE THEM.

... EIGHT PRIZE MEDALS

Canadian Agents

J. A. GORDON & CO.

... Montreal

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



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

DON'T FORGET

That in selling Silver Dust Washing Powder you

MAKE MORE MONEY

than by selling any other. It gives the greatest satisfaction. Don't wait for the spring rush. Order now.

The Silver Dust Mfg. Co.
Hamilton, Ont.

Crete Pride of Asia Tea

Does not produce

It is grown in

CEYLON

Packed in iron chests of 100-lbs. each.

We will advertise it among your customers and do all we can to win back from the pedlar and department store your legitimate Tea trade. If any tea in the world will do it, **Pride of Asia** is the tea.

WRITE FOR A CHEST.

T. B. Escott & Co., London, Ont.

Wholesale Grocers.

Standard Goods THE Best to Handle

**FOR
PURITY**

This brand is
always reliable.



**FOR
STRENGTH**

Highest test
98⁰⁰ pure.

"NEW PROCESS" SODA, FINEST ON THE MARKET.

Lazenby's Jelly Tablets

These are **ABSOLUTELY PURE** and
made with Choicest Flavorings only.

THEY STAND AT THE HEAD as the Finest Quality made.

FLAVORS

LEMON,
ORANGE,
CHERRY,

PUNCH,
COGNAC,
RASPBERRY,

VANILLA,
CHAMPAGNE,
MADEIRA,

CALVES' FOOT,
STRAWBERRY,
PINE APPLE.

BOXES CONTAIN : 2-doz. 1/2-pint, 1-doz. pint, or 1-doz. quart packets.



A RELIABLE

Castile Soap

IS

"LE LION ROUGE"

AGENTS

A. P. TIPPET & CO.
MONTREAL and TORONTO

F. H. TIPPET & CO.
ST. JOHN, N.B.

The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

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

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

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

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

Do You Sell Crockery?

Then we want
your business

We manufacture all kinds of

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

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

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

WHY NOT HANDLE THE BEST

When it will Sell at Sight ?

ENGLISH ARMY BLACKING

We do not offer pianos, bicycles or cutters to induce merchants to handle this blacking. The quality and style of the article does the business.



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

THE . . .

E. B.

EDDY

CO.'S

Matches

HULL
MONTREAL
TORONTO
QUEBEC
ST. JOHN, N.B.
HAMILTON

That's why
so many
people
use
them

Every-
thing
that is
Good in
Matches is
contained in

HALIFAX
VANCOUVER
VICTORIA
KINGSTON
WINNIPEG
ST. JOHNS, N.F.

The E. B. EDDY CO., Ltd.

HULL, QUE.

38 Front St. West - - TORONTO
 318 St. James St. - - MONTREAL

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



AWAY UP IN QUALITY

Our Standard Blacks

The 400 Select
Morning Luxury
The Globe
Imperial Congou
Russian Congou

Teas of rare merit --- Rich, Heavy-bodied, Healthful, Satisfying. The high standard of quality always maintained.

Packed in air-tight, metal-lined cases. A source of continual profit to the retailer and satisfaction to the consumer.

In a JAPAN or YOUNG HYSON to retail at 25 cts.
we have some special bargains.



Have you considered the probability of a duty being imposed on tea?

JOHN MOUAT, Northwest Rep., Winnipeg

W. H. GILLARD & CO.

Wholesalers
Only

HAMILTON

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

THE CANADIAN GROCER

Vol. XI. (Published Weekly)

MONTREAL AND TORONTO, FEBRUARY 26, 1897

(\$2.00 per Year) No. 9

ORANGE GROWING IN JAFFA.

By Reinhold Palmer, Jerusalem, in Chambers' Journal.

THAT much-prized fruit, the Jaffa orange, is now so well known and appreciated in England that it may interest readers of this journal to learn some details of the method of its cultivation.

The name by which this variety of orange is known in England is derived from the place where it is cultivated, the growing and prosperous little town of Jaffa on the coast of Syria, so well known to those who have visited Jerusalem, for which it is the port. In the vernacular the name for orange is 'Portugan,' doubtless a corruption of the word Portugal, and is an indication that the orange was probably in the first instance introduced into Palestine from Portugal; but as it is not recorded when or by whom this tree was thus introduced, the origin of the name can only be a matter of surmise. Although not a native of Syria, it thrives on the sandy coast of that country better probably than anywhere else in the world, the climatic conditions—the rainless summer, accompanied by heavy night-dews, and the winter without frost—being well suited to the growth and development of the fruit. But the culture must of course be supported throughout the long summer by artificial irrigation. Were it not that water to any amount can be procured in every garden and at a moderate depth, it would be impossible to grow oranges in Jaffa. The whole neighborhood seems to cover a river of vast breadth, percolating through the sand en route to the sea. Hundreds of Persian wheels working night and day produce no sensible diminution in the supply of life-giving water.

Several varieties of the orange, such as the round Beladi, the Blood orange, the Mandarin, etc., thrive along the coast of Syria, but the oval and almost pipless kind known as the Jaffa orange is only produced in Jaffa itself and its vicinity; and this peculiarity, according to the native gardeners,

must be attributed to the quality of the brackish water used in its irrigation. Until about thirty years ago this oval form was quite unknown, when a native gardener, quite by chance, through careful attention to his trees, succeeded, much to his own astonishment no doubt, in improving his Beladi or Spanish variety of orange into the Shamuti, by which name the Jaffa kind is known in the vernacular. By selling grafts from his improved variety to other garden proprietors he was instrumental in substituting the Shamuti for the Beladi orange throughout Jaffa. It is a remarkable fact that all attempts hitherto made at growing the oval orange elsewhere than at Jaffa have not been successful; even at Sidon and Tripoli on the Syrian coast, where the climate and soil seem precisely of the same nature as at Jaffa, all experiments in this direction have failed.

The method of laying out a garden in Jaffa is as follows: The land having been carefully selected and purchased—preference being always given to a red sandy soil—the owner will get in his workmen and start them on levelling and working up the ground. This is very thoroughly done; the levelling of the earth being important with a view to the future irrigating of the orange trees. The ground is, in the first instance, well ploughed, and then, with the object of effectually removing every particle of weed, the workmen use their hoes to turn up the soil to a depth of fully three feet. This expensive process is very necessary, as the presence of even the smallest root of a weed will prove injurious to the trees and be difficult to remove later on. While this work is going on the proprietor will have fixed upon the spot where the well is to be sunk, and have commenced operations. The depth at which water is found varies materially in different gardens, and ranges from about twelve to sixty feet

below the surface; consequently the cost of sinking his well is always more or less a matter of speculation to the proprietor. The deeper wells are, however, the exception and not the rule. The system of irrigating is by Persian wheels, simple in construction, cheap, quickly made and repaired; and experience has shown that they are much better adapted for the purpose intended than the steam pump. The whole of this simple machinery is quickly specified and described. A wide cog-wheel is kept going horizontally by a mule with a sweep; this turns a larger one perpendicularly, which is directly above the mouth of the well. Over this revolve two thick ropes, and upon these are fastened small wooden buckets; one side descends while the other rises, carrying the buckets with them, these descending empty, those ascending full; and as they pass over the top they discharge the water into a trough which conveys it into an adjoining tank. The quantity of water discharged within the 24 hours depends on the speed at which the mule is kept going, and also, of course, on the depth of the well. An average-sized garden requires the constant labor of three to four mules to provide the necessary amount of water, the animals being relieved about every three hours.

The ground prepared and manured, the Persian wheel fixed, and accommodation—of the simplest kind, of course—being provided for the gardener and the mules, the proprietor now proceeds to buy young lemon trees about a year old. These are meant to be used as stocks upon which the orange slips are later on grafted; and of them there is always a fair supply available in the nurseries of the older gardens. These lemon trees are now planted, under the supervision of the head gardener, at a distance of four yards apart, and the most suitable time for this operation is during the months of March and April, before the great heat has set in. A hedge of cactus or prickly pear is planted at the same time round the garden, which in a few years' time grows into an impene-

THE RISING SUN STOVE POLISH

AND

THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.



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

trable mass, preventing the intrusion of man or beast.

The young lemon trees will now thrive without much further attention, except that they must be carefully irrigated; this is done by a system of small masonry troughs running in all directions through the garden, and fed from the tank adjoining the well. The garden is generally divided into four equal parts, each part being irrigated within the course of two days, so that every tree receives its share of water every eighth day in rotation; and this is considered ample. A small trench is dug round each tree sufficiently large to hold its requirement of water, and as the tree grows and needs a larger supply, the trench is enlarged; the amount of water that will eventually be required must therefore be calculated on the basis of the irrigation necessary when the trees are six years old, and may be said to have reached maturity. If the garden is a full-sized one and contains about six thousand trees, it will be necessary to sink either two wells or one well sufficiently wide to admit a double set of buckets, thus raising double the quantity of a single set in the same space of time.

During the winter months the garden is left to itself, the gardener employing his time in taking the mules to graze, thus saving the cost of feed. The winter (or rather rains) over, the garden is weeded, manure is worked into the soil, and the trenches round the trees are re-made and enlarged. Irrigating commences about the end of June, and lasts till the end of October or middle of November.

In order to recoup himself for his outlay while the trees are growing, the proprietor will sometimes arrange with his gardener to grow vegetables in the empty spaces between the young trees, giving him the seed and one-third to one-half the produce of the vegetables in lieu of wages. This system is, however, not considered economical in the long run, as the trees, which are purposely grown in close proximity to each other, really require the whole of the soil; and

their development and productiveness is retarded by the growing of vegetables.

The young lemon trees are allowed to grow for two summers before the orange slip is grafted upon them; this operation is performed in the autumn by the head-gardener, who is an adept at this work. After the fourth summer, calculating from the time the lemon stock was planted, a few oranges may appear on the trees; and during the following two years the whole of the expenses of a garden will, as a general rule, be covered by the sale of the orange crops.

It is generally assumed that after the fourth year a garden becomes self-supporting; but it will require two years longer before a return in capital outlay can be expected. After the sixth year, however, a garden that has been well attended to will not only pay all expenses, but give a handsome return as well. The fortunate proprietor will now also have the further satisfaction of knowing that the marketable value of his property represents probably more than double the whole of his outlay. This will give an idea how profitable orange-growing in Jaffa really is, to those who can afford to wait a few years for a return on capital. To the native of Jaffa only one form of investment has a charm—the height of his ambition is to own a "Biarah," the technical term for an orange garden; unfortunately for him, however, he as frequently as not launches upon the enterprise without having sufficient capital to see it through successfully, with the result that he is compelled to borrow money at a ruinous rate of interest in order to meet his current expenses, and finally has to part with his property before he has seen any of its fruit. This explains why most of the garden property is in the hands of the money-lending class, who have had very little trouble in growing the trees.

Once the garden is in full bearing, the proprietor, apart from an occasional visit of supervision, has little to do beyond selling

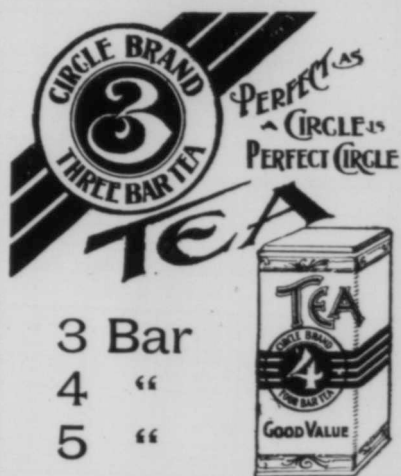
his crop of oranges, paying the expenses, and pocketing the balance.

The gardener in charge receives a fixed wage of from two to two pounds ten shillings per measure only as long as the trees do not bear; once they are in full bearing he is no longer paid by a fixed wage, but receives a share of the produce, generally one-twelfth to one-tenth of the crop. It is also understood that the gardener's wife and family, who live on the premises, assist in the garden work without extra remuneration, hence the size of his gardener's family is a matter of some consideration with the owner. This system of making the gardener a partner in the produce of the garden works very well, as he thereby acquires an interest in the general up-keep of the property.

It is difficult to calculate the exact cost of laying down a garden. The price of the land varies, of course, according to position and quality; then the depth of the water below the surface and consequent cost of sinking the well cannot be estimated to a nicety. As a general rule, however, a garden containing 6,000 young trees will cost from £1,100 to £1,200 to lay down complete, with live stock. To this sum will have to be added five years' expenditure (during which period the garden is assumed to be unproductive) at the rate of £120 per annum, making £600. We have, therefore, a total of £1,800, representing the capital outlay on the garden up to the time the trees are in full bearing. From now onwards the crop of oranges will have an annual value of from £400 to £500; and this will leave the proprietor, after deducting all expenses for wages, feed of live stock, taxes, repairs, etc., a clear revenue of 10 to 15 per cent on his total capital outlay of £1,800.

The risks which the Jaffa orange-grower runs, as compared with those which the grower in Florida has to face, are infinitesimal. The storms that visit the Syrian coast, although of frequent occurrence during the winter months, are not of such force as to damage the trees; in fact, it is

**LUCAS
STEELE &
BRISTOL**



**GROCCERS
WHOLESALE
(ONLY)**

Hamilton

Lent is Coming!

To supply the wants of the season we offer :

Pure Boneless Fish 1-lb. bricks

Pure Cod Steak 1 or 2-lb. bricks

Medium Scaled Herring (Choice Goods)

Beardsley's Smoked Boneless Herring

Labrador Herring, barrels

Labrador Herring, half-barrels

No. 1 Split N. S. Herring, barrels

Loch Fyne Herring, Kegs

Trout, Whitefish

Lake Huron Herring

Mackerel, 20-lb. kits

Mackerel, 5-lb. pails

JAMES TURNER & CO., - HAMILTON

Jams and Jellies

I have them now ready for prompt shipment at the following prices f.o.b. Kingsville, Ont.:-

Raspberry, Peach, Apricot, Plum and Crabapple Jam, in 7 and 14 lb. pails, 7c. per lb. in any quantity.

Raspberry, Strawberry, Currant, Peach, Lemon and Apple Jelly, refined and sweetened, in 7 and 14 lb. pails, 5c. per lb. in any quantity.

Raw Apple Jelly, pure and unsweetened, 4c. per lb., in 7 and 14 lb. pails.

**SPECIAL PRICE IN
TON AND CAR LOTS**

R. J. GRAHAM, BELLEVILLE, ONT.

ELEME FIGS COMADRA FIGS

We have still a few boxes Eleme Figs, 10 lb. Also a small lot Comadra Figs in mats, at very low prices. See our Travellers or write for prices.

THOS. KINNEAR & CO.

WHOLESALE GROCERS

TORONTO

remarkable how very small is the proportion of ripe fruit even which falls to the ground after a storm. This is no doubt due to the fact that the Jaffa orange tree is not allowed to grow larger than a good-sized shrub; and as the trees are placed only four yards apart they afford each other very considerable protection from the force of the wind. The cactus shrubs also forming the hedge of the garden, grow very thick and high and give additional protection from the storms. Blizzards and frosts, which have proved so ruinous in Florida, are quite unknown in Jaffa.

Owing to the good keeping qualities of Jaffa oranges, which enables them to be shipped to distant parts, there is always a brisk demand for them, and the grower has hitherto had very little difficulty in disposing of his crops at good prices. If not exorbitant in his demands, he can almost invariably sell his fruit for a lump sum while the fruit is still green, and before the winter, with its risks of hail, etc., has set in. The shipper who purchases the fruit in this way takes over the whole of the risk of any damage that may happen to it, and he cuts the oranges from the trees whenever it suits him to do so; the contract only stipulating that the garden is to be cleared by the middle of March, as the proprietor likes to see his trees free of fruit before the new blossoms appear.

The whole of the crop of Jaffa oranges does not at the present time exceed 300,000 boxes of about 160 oranges each, which is a mere trifle compared with Spanish or American crops, and about four-fifths of this quantity is at present shipped to England.

The orange-growing industry is almost entirely in the hands of natives; a few of the newer gardens are, however, owned by Germans and Frenchmen.

REDUCTION IN TANGLEFOOT.

The manufacturers of "Tanglefoot" write as follows: "The large output of 1896, favorable contracts made, improved facilities, and

the anticipation of a still greater output for 1897, enable us to announce another reduction in the price of 'Tanglefoot,' which, we trust, will prove acceptable to our retailer friends. The prices in Canada will be: Less than 1 case, 45c. per box; 1 to 5 cases, \$3.80 per case; 5 cases and over, \$3.60 per case."

POSITION OF THE RETAIL MERCHANT.

THE retail merchant stands between the manufacturer and the consumer. He represents the largest class of business men in existence and makes up the backbone of every community.

During panics and hard times the retail merchant is called on to give credit to the laborer and mechanic; he is expected to carry on his shoulders, until prosperity comes, half of the population of most cities. When suffering exists the retail merchant is the first man appealed to for charity. In times of public festivity he, above all others, is expected to contribute liberally.

A city is known by the reputation of its merchants. They keep up its credit; they give employment to a large number of people; they keep money in constant circulation; they supply the necessities and luxuries of its people.

The retail merchant should, therefore, be the most enterprising of all business men. He should be a good advertiser. He should understand human nature. He should have tact.

Every year the retail merchant meets with keener and more bitter competition; every year the margin of his profits is cut down; every year more and larger demands are made on him.

The retail merchant, therefore, more than any other class of business men, needs the most perfect system in conducting his business. If he wishes to be successful he must employ the latest labor and money-saving devices. He must be ready when

good times come to reap the long-delayed harvest.

Everything points to the coming of good times in the near future. There is an abundance of crops in this country and a failure of crops abroad. There is a certainty of a stable financial policy for years to come. There is renewed activity in the iron and steel industry, which lies close to the bottom of all commercial prosperity. There is a feeling of confidence which more than anything else tends to make business good.

We wish to interest everyone of the enterprising retail merchants of this country in our new 1897 model registers and systems for taking of transactions between clerks and customers in their stores. We invite correspondence and we stand ready to demonstrate that the merchant who adopts one of our systems is certain to make more money in 1897 than if he refuses to adopt it.

Address: DEPARTMENT "P," the National Cash Register Co., Dayton, O.

THE POWER OF PRICE.

General advertising operates on a community in a general way; but the feature that directs the steps of the purchaser straight to your store is the fact of the published price and description of the goods, says Dry Goods Chronicle. Time was when the great conservative stores of New York ignored this power of the printed price; they sternly refused to yield to such a degenerating tendency; the traditions of these establishments were against it, and so it was frowned down; although, unfortunately for them, it refused to be frowned down to any great extent; the practice grew, and its friends to-day are legion. One by one the great stores have fallen into line. The latest convert to the idea is Tiffany, New York's greatest jeweler. Tiffany's advertisements now bristle with prices. The great American maxim, "Suit your goods to your customers' taste, and fit your price to their pockets," has worn out.

BROOMS

ROSE,
THISTLE
PANSY

Freight paid on 5-doz. lots.


MATCHES

SOVEREIGN
MATCHES

Freight paid on 5-case lots.

The H. A. NELSON & SONS CO., Ltd., Toronto and Montreal.

VERY OLD
HIGHLAND WHISKY.



Cockburn & Co.
ESTABLISHED 1796. *Leith & London.*

Try—
**COCKBURN'S
SCOTCH
WHISKY**

Nothing Finer in the Market

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

J. & R. McLEA, Montreal

AGENTS FOR
THE DOMINION



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

Freight prepaid to all Railway points in Ontario east of Port Arthur
on 5-case lots.

REINDEER BRAND CONDENSED GOODS

Milk, Coffees, Cocoa, and Evaporated Cream.
All Wholesale Grocers handle these goods.

LONDON GROCERS' AT HOME.

THE members of the London Retail Grocers' Association held an At Home in the I.O.F. Hall, on Thursday evening, 18th inst., and spent three hours in games of various kinds, talking shop and attending to choice refreshments and good cigars.

Among those present were: F. Harley, president of the association; R. A. Jones, vice-president; W. H. McCutcheon, past president; W. H. Branton, treasurer; E. Sutton, secretary; W. H. Ferguson, P. McGlade, J. C. Trebilcock, Geo. Trebilcock, A. M. Smith, of Messrs. A. M. Smith & Co., wholesale grocers; S. Scream, of Messrs. Edward Adams & Co.; W. H. Weston, W. J. McCombe, F. Harding, R. W. Rolston, W. D. Thomas, F. E. Lea, A. J. Denney, N. McLeod, T. M. Shoebottom, D. Shoebottom, F. A. Ward, R. H. Cullis, A. Connors, Geo. Loneless, Joseph Leach, Charles Marshall, George Scott, R. Atkinson, W. Harley, L. Cathcart, Chas. McCarron, John McLean, F. Robinson, Hy. McCutcheon, W. E. Jackson, J. A. Tucker, Wm. Wright, A. Smith, Thos. Pete, James Haskett, G. Buskard, F. N. J. Bell, T. Durkin, Edward Ryan, F. H. Coles.

From 7.30 till 9 o'clock the evening was spent in an informal way at cards and other games, and at 9 o'clock

Mr. F. Harley, president, called the meeting to order, and invited Major A. M. Smith, of A. M. Smith & Co., wholesale grocers, and W. H. Ferguson, lately from Detroit, and formerly of London, and a past president of the association, to the platform. In his opening remarks the president spoke of many matters of moment to the trade, and referred particularly to the dead beat list. This had been the means of curtailing the giving of credit to parties who were found to be bad pays, and had been the means of saving the members many hundreds of dollars, every member being furnished with a list of names from time to time. "We have the dead beats pretty well spotted, and if the members lose money by giving them credit it is their own fault," he said. We have also been the means of improving our market square. Formerly the market gardeners and hucksters had old waggons on the market covered with old canvas tents. Now they are placed under the shed. We also have a bylaw prohibiting buying on the market for the purpose of selling again on the market square. He was pleased to notice that the removing of the bazaar was now being strongly agitated. This will make more room on the market square, and very much improve its appearance, and make it more convenient for the marketing of farm produce, an advantage to farmers and

citizens. "We also petitioned Parliament to amend the Act exempting civil servants' salaries from attachment, and I was pleased to notice, through THE CANADIAN GROCER, that other associations were taking up this question. No doubt the majority of the Civil Service employees are just as good pay as can be desired, but a few are found to be very dilatory, and require more stringent measures being employed for collecting accounts than the law as at present will permit. The Civil Service employees' salary should be no more exempt from garnishee than any other citizens', and he hoped the influence being brought to bear on the Government would result in the Act being amended." He extended a welcome to all present, and hoped they would enjoy the evening together.

A song by Mr. J. T. Adams, entitled "Baggage Coach Ahead," followed.

Past President Mr. W. H. McCutcheon was next called on for a speech. He said his speech would be brief. He preferred listening to speaking. He heartily endorsed the opening remarks of the president. He was one of the charter members of this association and believed firmly the association was calculated to be a great benefit to the members and the trade generally. It developed a feeling of Brotherhood and kindly feeling. He was pleased to see the city press advocating a change in the market. It was unfair that hucksters should be allowed to compete with those who have high rent and taxes to pay, while they pay no taxes and very little rent. The removing of the bazaar would be a boon to both the farmers and the citizens, and he hoped all present would use their influence to have the bazaar removed and the market put in better shape for the handling of farm produce.

Mr. R. A. Jones, vice-president, remarked that he endorsed what had been said by the former speakers, and believed the association could be made of more benefit to the members if they would turn out in larger numbers at the meetings. He felt certain the dead beat list had more than repaid the members. He referred to the question of the earlier closing of stores agitated at the At Home a year ago. He was sorry to say it did not succeed as well as could be wished, but he was satisfied that good had been done, particularly respecting Saturday evening. Customers now did their shopping earlier, and he believed it was not now necessary for the grocer to keep his store open later than 10 p.m.

Mr. Peter McGlade followed with a flood of humor. He made good-natured, happy hits at several of the members, which kept the audience in continual laughter. He gave a glowing description of what this

year's picnic, their seventh, would be like. The society, he said, was strong in membership and finances. "The members now number 50, and, after to-night, we ought to add at least 10," he said.

Mr. Thomas Pete then gave a comic song, entitled "Casey's Band."

Mr. J. C. Trebilcock said that the remarks of Mr. P. McGlade, to the effect that he (Trebilcock) was likely to be married soon, had no foundation in fact. He would be on hand at the Jubilee picnic prepared to take his place as usual.

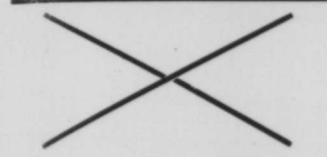
Mr. N. McLeod stated that with regard to the removal of the market bazaar he had been informed that one of the city aldermen would give notice of motion at the next sitting of the Council that the bazaar be removed, and he suggested that a committee be appointed by the association to back up the motion. It would add strength to the movement and have a good effect.

Mr. A. M. Smith, a representative wholesale dealer, was called upon. He spoke highly of the association, and said he had been pleased to notice how it had been progressing and prospering. It was useful in a business way and pleasant socially.

Mr. J. T. Adams gave a solo, "Down at the Farmyard Gate."

Mr. W. H. Ferguson—recently returned from Detroit, where he has been the past two years—had a great deal to say about the United States generally, and Detroit in particular. Canada's total indebtedness is much less than that of the United States per head. To every 10,000 people they had only 25 miles of railway and Canada had 30. Americans think this country of slow development, but the speaker would rather see it stationary than the dumping ground of the congested cities of the eastern hemisphere. He would open wide the portals to a good class of emigrants, but have rigorous laws excluding the bad. Speaking of Detroit, Mr. Ferguson said that although Detroit was a much larger city than London, there were very few grocery stores there that would compare with those of London. They were mixed up with almost everything conceivable, and apparently the grocery part of the business was a secondary consideration. The observance of the Sabbath is also very bad. You will frequently see the stores open until 2 o'clock Sunday afternoon. Then they close up and go on an excursion for the rest of the day. He did not know when they slept. They were open late at night and up at 3 or 4 o'clock in the morning during the summer months and off to the market for garden and farm produce. Groceries being a secondary consideration, the prices were cut down to a very much greater extent than here. He closed his interesting

FISH



CLOSE PRICES FOR
YOUR LENT TRADE.



XXX Dry Cod, 100-lb. cases.
 Choicest Flitched Cod, 100-lb. cases.
 "Imperial" Boneless Fish, 25-lb. boxes.
 "Quail on Toast," 1-lb. blocks.
 Pure Codfish, 1-lb. blocks.
 Shredded Codfish.
 Bbls. and Hf. Bbls. Labrador Herring.
 Bbls. and Hf. Bbls. No. 1 Split Herring.
 Kegs Fresh-water Herring, heads off,
 close prices, F.O.B. Waubaushene.

The DAVIDSON & HAY, Ltd.

WHOLESALE GROCERS, - - - TORONTO.

Telephones 399 and 1399.

remarks by saying that the United States was a very nice place to live. And one thing he observed was, that no difference what part of the country a citizen lived in over there, he would argue from morning until night with a citizen from any other place or country that where he lived was just the very best place in the universe. But London and Canada were good enough for him. He thanked the members for the invitation extended to him to spend a social evening with them, and hoped the association would continue to grow in numbers and in benefit to the trade.

Mr. Victor Colwell followed with a piano solo, after which refreshments were served in the banquet hall adjoining. The remainder of the evening was spent in sampling cigars, card playing and other games.

Victor Colwell was an efficient accompanist during the evening.

Secretary E. Sutton was an ardent worker in forwarding the pleasure of the occasion.

CODFISH EQUAL TO TERRAPIN.

UPON one occasion, when the assembled company contained such good eaters as John Chamberlin, Roscoe Conklin, John S. Wise, William J. Florence and Thomas P. Ochiltree, a discussion arose as to which was the best of all fish, and after the champions of the pompano, the salmon, the fresh mackerel, the sheephead and the red snapper had been heard, the matter was left to Mr. Chamberlin to decide. His reply amazed his hearers. He said:

"I tell you that the cod is the best fish that swims, and if he were not so common he would be prized as one of the greatest gastronomic luxuries we have. I defy any one to name any other living creature which can be put to so many edible purposes. It is amazing the number of dishes you can make from the cod, and when you have exhausted him in his fresh state you can fly to him in his salted condition and begin a new round of

delicacies. There is hardly anything you can't do with him. His tongue, either boiled or broiled, is a great delicacy, and his head is capable of treatment that places it on a par even with terrapin. I will guarantee to take a cod's head and prepare it in a manner the result of which will tax the palate of any one of you to distinguish between it and diamond-back terrapin. How do I manage it? Well, first, the cod's head should be thoroughly washed in cold water, and then placed in an iron kettle with just enough water to make steam for it—it, of course, being covered with a napkin. When it falls to pieces take out the bones only—don't remove the eyes—and place the fragments in a chafing dish. Put in plenty of pepper, some salt, the best butter and some cream—not too much cream—and a dash of good Madeira if you wish, and after the chafing dish has done its work you have before you a dish which equals terrapin and costs many pennies less."—
The Caterer.

Appearances are Deceitful

Hence we prefer to sacrifice whiteness for flavor, even though Pan-Drying is expensive. Appearances are deceitful, but flavor, never so. Increased demand and permanent trade is what we're after. We think that you are, too. We believe that flavor will bring this about rather than whiteness and flakiness. Taste counts.

From Manufacturer to
Retailer Direct.

THE TILLSON COMPANY LTD.

Tilsonburg, Ont.

A good thing will bear repeating. So we keep on harping about the flavor of our "Pan-Dried" (REGISTERED) Rolled Oats. The tendency of Dry Heat in Pan Drying is to darken the Oats. But this same Dry Heat keeps the natural flavor of the Oat intact.

Dirt Cheap

Have you realized how cheap are
2-lb. canned apples at

35c. per dozen?

This is our price for the

Log Cabin Brand.

PRUNES

FRENCH—A. Dufour & Cie., in 25-lb. Boxes - - - -	3³/₄c. lb.
BOSNIAN—Ostrich Brand, in - 55-lb. Boxes - - - -	6c. lb.

Hudon, Hebert & Cie.

MONTREAL.

This Week

Specials in

Teas

Fine Darjeeling

" Ceylon

" Japan

} @ **18** C.

Write for samples.

These are special values.

Currants

Our cleaned fruits are unsurpassed in quality and flavor.

KALAMOS }
MOREA } In
VONITSA } Cases

Once your customers buy these currants their custom is assured to you.

Write for samples and prices.

The EBY, BLAIN COMPANY Ltd.

Wholesale Importing and Manufacturing Grocers

TORONTO - CANADA**THE FOURTH OF MARCH.**

This is the date on which most of the paper falls due for the goods that have been sold during the winter. As business has not been as good as anticipated, collections by country stores have been slow. This is partly accounted for by the want of snow, which kept the farmers from being able to get to the market with a great deal of their winter produce. By produce we mean wood and grain, which farmers who live some distance from market towns do not begin to sell until there is good sleighing. But while the merchant is looking after his own collections he should not overlook the fact that the wholesale houses are looking after theirs. A great many merchants who expect to meet their paper all right in March find at the last moment that they are unable to do so. If they could only find out about the 15th of the month whether they would be able to meet that paper or not, and let the wholesale house know, they would save a great deal of unnecessary trouble. Instead of doing so, and giving the wholesaler notice in time, a few—not many, we are happy to say—leave it off until the thirteenth hour, and then send in a letter saying that they are very sorry they cannot meet their note. It would be very little trouble to act

on this suggestion, and would take a great deal of trouble off the wholesale man's mind and hands.—Canadian Dry Goods Review.

PERSONAL MENTION.

W. T. Wilkinson, representing Meadow Sweet cheese, was in Toronto last week booking orders. He booked lots of them, too.

Mr. F. Hanford, representing Jardine, Matheson & Co., paid a flying visit to Montreal last week, and called on Morrow & Ewing, the Canadian representatives of the firm.

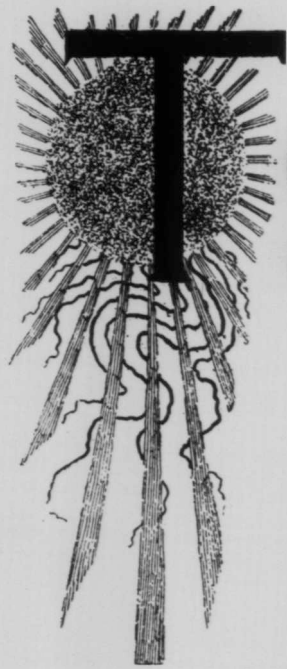
Mr. W. Miller, who traveled for the Empire Tobacco Co. for some years, has joined Lucas, Steele & Bristol's staff. Next week he will represent the firm in the city, and from his good grounding and experience in the retail grocery business, should prove an acquisition to the firm's representatives. He has always been quoted as "thoroughly straight," and he certainly comes by it honestly, as no man stood higher in the estimation of the trade than his father, the late John Miller, of Abingdon. W. Miller was with his father in business for some time, and served quite an apprenticeship with the big "Murgatroyd" store in Smithville.

PRICE-CUTTING.

The Pharmaceutical Journal of February, in alluding to the cutting of prices on patent medicines, says: "We have an instance of an article of great popularity and very large sale, "Salada" Ceylon tea, which is kept before the public in the daily papers, magazines, dead walls, and, in fact, in every style of advertising, and yet there is never any cutting in price. No article is better advertised in Canada to-day, and yet the sale is controlled, and any person handling it must sell at the price named by the proprietors. Now, here at least is a firm who control their goods; why not others? It does appear to us that the only reason is a lack of desire to do so."

The Eby, Blain Co., Ltd., report large sales of their celebrated "Crushed" Java and Mocha coffee (xtr.), which they claim is the best value in the market in a fine coffee at a reasonable figure.

Don't forget that the Eby, Blain Co., Ltd., are offering special prices in fresh water herrings and trout f.o.b. Midland and Meaford, during the next two weeks. There will be a good demand for same from now on.



To Tea Buyers

You are probably yet buying teas in the expectation that there will be a duty, which may or may not come. We would simply ask that you remember we are free sellers. You are welcome to the teas and the duty if it comes.

H. P. ECKARDT & CO., WHOLESALE GROCERS, TORONTO.

In Parchment Bags.

from real leaf. No back trimmings—no common fats in it. It is tried out in open kettles in the good old-fashioned way. It is hardly to be expected that mutton suet and starch and potato flour or the common things called "Lard" would deserve a parchment covering. They not only don't deserve it but they never get it.

This is the most attractive way of securing the trade of the very particular Lard buyer. "Rose Brand" Lard is put up in parchment bags holding one and two pounds each. We do this because it distinguishes it at once, as highest quality. It is made for particular people—for your very best trade. It is made

"Rose Brand" Lard

The GEO. MATTHEWS CO. Ltd.
Ottawa and Peterborough.



There's hardly a man

woman or child in Christendom that does not like good mince pie. The quality of the pie depends largely upon the mince meat, and the experience of years has proved the excellence of

Wethey's Condensed Mince Meat

J. H. Wethey, Mfr., St. Catharines.

THE CANADIAN GROCER

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

THE MacLEAN PUB. CO.
Limited.

Fine Magazine Printers
and
Trade Newspaper Publishers

TORONTO: 26 Front St. W. Telephone 2148.
MONTREAL: Board of Trade Building. Telephone 1255.

John Cameron, General Subscription Agent.
Major A. G. Campbell, General Subscription Agent.

A LESSON TO THE GOVERNMENT.

IT is most regrettable from a business point of view that the Dominion Government has found it necessary to defer the opening of Parliament till March 25th, two weeks later than it was called for.

With the revision of the tariff, the chief business of the House it was necessary that Parliament should meet as early as possible. Manufacturers and merchants do not think there will be many drastic changes, yet they do not know what will be done. As long as that uncertainty obtains, the business of the country must necessarily suffer. And it is suffering.

The direct cause of the postponement of the opening of the House is, no doubt, the unfortunate fire which visited the Western block at Ottawa a few days ago.

The Toronto World on Monday morning declared that the cause was not the fire but the tariff. That is nonsense. Situated in the burned block were some of the chief departments of the Government, and after such an event chaos naturally would reign for some time. Had the fire not taken place there is scarcely any doubt the House would have met March 11.

But while the direct cause of the postponement is the fire, if the Government had had the tariff ready for the meeting of the House in January, as it should have had, the work of revising it might have ere this been finished, and the trade of the country would have had an opportunity of assuming its normal condition.

THE CANADIAN GROCER urged repeatedly the appointment of an independent commis-

sion of practical business men and representatives of labor organizations to investigate the tariff question. Had this been done, instead of the work being delegated to Ministers who already had their hands full in attending to their Departmental duties, the tariff might have been constructed ere this, or at least been receiving the attention of the House, whatever delay might have been caused in other particulars by the fire.

It is said that troubles never come singly. Whether that be so or not it is the well-known experience of every business man that when, through carelessness or design, work in this or that department is allowed to lag, accidents or unforeseen circumstances often supervene and throw it back still further. The work of governing a country is a business as well as conducting a store or factory.

In a few more days the present Government will have been in power eight months. Its fault during that time is not that it has been indolent, but that it has essayed to do too much. This is evident in regard to the tariff. And now occurs this fire to put it still further behind. It should be a lesson.

LOSSES ON EVAPORATED APPLES.

DRIED and evaporated apples are a dead stock just now, there being absolutely no demand for them.

In the face of this the quantity of stock seeking a market appears to be larger than it has been for several years. This is true not only of the supplies in jobbers' hands, but of the smaller dealers' stocks throughout the country and in first hands.

According to leading traders, every mail brings in offers of stock, and they complain that unless they want to give it away it is useless to load themselves up with anymore.

The exceptionally low price and plentiful supply of apples in their natural state, is solely responsible for this position of affairs. With green apples jobbing out freely all the way from 50c. to \$2.00, as they have been for months past, it is not surprising that consumers should neglect the dried and evaporated stuff.

The outlook for the future also does not look very promising, for there is a considerable supply of green fruit yet to turn over; sufficient, many believe, to supply the demand for a long time to come. In fact, it is set down as a foregone conclusion that a

lot of dried and evaporated stock will have to be carried over until next season.

Jobbers are free sellers of evaporated apples at 4c. in Montreal and can easily buy them for 3 $\frac{1}{4}$ c.

CURTAILMENT OF THE CANNED GOODS PACK.

THE members of the Canadian Packers' Association, who met last week in Toronto to consider ways and means for curtailing the pack, concluded their labors on Friday after being in session over two days.

As stated in last week's issue, all were decided upon the necessity of curtailing the pack, but all were not decided as to how the desideratum was to be secured.

Before adjourning, however, it was decided to reduce the pack, but this conclusion was not arrived at, THE CANADIAN GROCER understands, until the larger packers had agreed to carry the heavy end.

But with this decision there was a proviso. And that was that the agreement should not go into effect unless the two or three factories not represented at the meeting subscribed to it.

It therefore depends on these two or three factories in question as to whether or not there shall be a preconcerted reduction in the pack. But while this is so, it is probable there will be less goods put up next season, for all the canners THE CANADIAN GROCER has spoken to in regard to the matter, declare this to be their individual intention, no matter what may be the outcome of the present movement on the part of the association.

One thing is certain, the pack of canned vegetables and fruits in Canada exceeds the requirements of the country.

And the natural concomitant of this is low prices, insufficient profits and ultimately ruin to some of those engaged in the industry.

A number have already gone out of existence. Some of them voluntarily, but most of them involuntarily.

The Packers' Association proposes to curtail the pack in order to secure a remedy for the present unsatisfactory condition of affairs.

This may alleviate the trouble, but it is not the remedy.

When a tree has mouldering branches the

only remedy is to lop them off. Sprinkling water upon them will not suffice. They must be removed altogether if the sound branches are to be allowed to bear fruit as nature designed they should.

There are moldering factories in the canned goods industry, and until they are curtailed, until they are cut off, no lasting good can be accomplished.

It is a hard thing to say, but it is true, nevertheless, that there is probably no manufacturing industry in Canada to-day where there are relatively so many concerns whose proprietors are so deficient in technical and business knowledge as in the canned goods trade. None know this better than the practical men who are engaged in the industry.

As long as these unpractical men are in the business the conditions must remain unsatisfactory. They do not know their business, and many of them never will.

They may be competent to produce the fruits and vegetables, but they possess not the ability to put them up in tins and sell them profitably.

They will attempt to ape others, but they cannot strike out independently for themselves. And as they are always following instead of leading, they are always behind in the race for business, always disgruntled, and always the weak link in the chain of any agreement.

Half a dozen energetic men are worth more than all the indolent men of genius Noah could have crowded into his ark.

ADVANCE IN CLOVES.

Cloves are falling into line with other spices and showing higher values, prices, according to advices just received in Toronto, having advanced equal to a quarter of a cent per pound.

The chief cause of the advance appears to be the decision of the British Government to do away with the slave trade in Zanzibar.

Stocks on spot, as well as elsewhere, are light, buyers for some time having been cautious in their purchases owing to the unsteady character of the market.

A business man can no more misrepresent goods and reap success than can a farmer sow tares and reap wheat.

THE DULLNESS IN SUGAR.

THE sugar market this year furnishes a marked contrast to that which prevailed last year at the same time.

During February and March twelve months ago there was a regular boom in sugar. Individual houses in Montreal frequently sent out from four to five carloads a day. This year they complain that if they send out that many a week they consider that they are doing well.

The jobbers are at a loss to understand this indifference of buyers in view of the general expectation of an increase in the duty on raw sugar.

With this impression prevailing, they imagine that the demand should be brisk, whereas it is almost lifeless. Lately also the market outside has shown a steady upward tendency, but Canadian prices stubbornly refused to respond until last Thursday, when Montreal refiners advanced prices $\frac{1}{8}$ c. all round.

Previous to this advance, as the trade generally know, the refiners have been more inclined to shade prices. In fact, they actually did so on several occasions for the purpose of clinching an order.

At this writing, however, the feeling is strong at the advance.

All advices from primary markets continue strong in tone, and the recent advance, both in refined and raws, at New York, has been fully sustained, granulated now being quoted there at \$4.10 per 100 lbs. net, while sales of raw crystals have taken place at $3\frac{1}{4}$ c., and further purchases of some large quantities have been made in Cuba for shipment at a slight advance over the above figure.

Private cables from London recently reported the market for cane firm, with offerings light at 9s. $1\frac{1}{2}$ d. for February and March.

LOCAL TRANSPORTATION CHARGES.

Some importers complain of charges made by the Shedden Co. for the delivery of goods from the railway freight sheds to points in Montreal, and are figuring on saving money by taking express men off the stand and sending them to carry the goods.

One importer had a shipment from England ten days ago on which the company charged him one cent per case for delivery

from the freight sheds to his warehouse. A few days later he had another shipment of exactly the same size of boxes and same weight and shipped from the same point. On this the Shedden Co. wanted slightly over two cents. In explanation they said that the shipper in England did not arrange when making his freight rate for delivery charges at this end, and he would therefore have to pay a higher rate.

As other importers may be caught in the same way the question is one which should be looked into, and shippers should be instructed to bill goods by cheapest routes. It might also be worth the while of many of the larger firms, who do not employ their own teamsters, to figure whether it would not pay them to employ private companies to deliver their goods.

A stiff back bone that is not reinforced by honest purposes, like a pugilist in the ring without seconds, has little chance of securing anything else but defeat.

BRITISH TEA IN AMERICA.

The year 1896 witnessed another remarkable growth in the shipments of British grown tea to Canada and the United States. This is evident from the figures just to hand from London.

The figures in question are for re-exports from and transshipments via the United Kingdom and direct exports via China. No account is taken of the direct shipments from India and Ceylon.

The total quantity taken, according to the figures referred to, was 9,474,019 compared with 7,792,185 lbs. in 1895, 4,723,370 lbs. in 1894, 3,981,837 lbs. in 1893, 3,075,900 lbs. in 1892 and 2,334,302 in 1891. All but about 600,000 lbs. of last year's total were either re-exports from the United Kingdom or transshipments via the United Kingdom.

This means an increase of about 21.60 per cent. for 1896 over 1895, and 306 per cent. over 1891.

Of the total quantity taken last year by Canada and the United States 5,205,405 lbs. were Indian tea and 4,268,614 lbs. Ceylon tea. Compared with the previous year this was an increase of over 28 per cent. in the former and over 14 per cent. in the latter.

Compared with 1891 there was an increase of 287 per cent. in Indian tea and of 330 per cent. in Ceylon tea.

SHOULD BE INVESTIGATED.

THE request of the Bell Telephone Co. for power to increase its rates to \$65 is naturally not looked upon with favor by the business community.

No fair-minded man, however, will say "Nay" if the sum of \$45 per annum, now being received, is not a fair price.

But it must be demonstrated beyond peradventure that that sum is not fair.

And the only way to ascertain this is by investigation. Let, for instance, an expert accountant and an expert electrician be appointed to make a thorough examination and report thereon.

The company may be losing money at \$45, and yet the loss may not be due to the price as much as to incompetent management or antiquated methods. This should be ascertained.

An increase of over 47 per cent. in the rates is a most extraordinary one, and the request to be granted power to levy them should not be conceded unless as a matter of justice.

As far as THE CANADIAN GROCER is concerned, we are free to admit that we are sceptical as to the ability of the company to show cause for increasing the rates, especially to the extent of 47 per cent.

The tenders which are now before the City Council of Toronto demonstrate that there are companies with systems claimed to be more efficient as well as more modern who are willing to accept \$36 for a business service and \$20 for a private house service, and, in addition, pay the corporation 6 per cent. of its income for the privilege of possessing the franchise.

But whatever may be the righteousness of the Bell Co.'s request, subscribers in Toronto will not be satisfied unless the company give a better service than they now do.

MOLASSES DOWN ANOTHER CENT.

The molasses market continues irregular and unsettled. The chief news this week was a cable received on Wednesday by a Montreal commission man that the first cost price at the Islands had declined another cent to 9c. This is figured to be about equivalent to 25½ to 25¼c. delivered in Montreal via New York. On the other hand, sales of 50-puncheon lots have been

made by Montreal parties at 27½c., and the jobbers stick to their range of 30 to 31c.

The optimists contend that the prices at the Islands are not going to have any effect in Canada until after the opening of navigation; and that in any event the first crushings are never of the brightest or equal to what is now offering in Canada.

THE POSITION OF CURRANTS.

The position of currants in Greece continues strong.

Stocks there, according to the latest advices, are about 22,000 tons, and it is estimated that by the end of May they will be exhausted.

Prices there continue to advance, while the demand from both England and Germany, where stocks are light, is good.

JAPAN COURTING CANADIAN TRADE.

NATIVE Japanese firms are making special efforts to get foreign business direct, instead of English firms resident in Japan. At the present time there are no less than three bright representatives from that country calling on the trade in Canada in the interests of the Japan tea grower. There are two leading native firms—the Japan Tea Firing Co., Yokohama, and the Japan Tea Exporting Co., Kobe. A third is now being organised to take over the business of an American firm which went into liquidation. They control their own plantations and think they can make better terms by selling direct to the wholesale trade in Canada than through middlemen.

Mr. Nishimura represents the first-named concern, and Mr. Komada the other. They are accompanied by Mr. Furuya, who was sent to this country to acquire a knowledge of the English language and Canadian and American manners and business customs. He is traveling through here as the official representative of the Tea Traders' Association. They made their headquarters with Morrow & Ewing, in Montreal, and at the agencies of this firm at the other cities.

Mr. Furuya is preparing a report on the tea situation in Canada, and will make suggestions to his Government as to how the influence of Ceylon advertising in this country may be counteracted.

Speaking of the tariff he said that he heard the Canadian Government would impose a duty of 5 or 7c. per pound on tea. This, he thought, would shut out low-grade teas and would encourage the importation into Canada of only the better grades.

Five cents a pound on tea would mean a tariff revenue of about one million and a quarter dollars annually.

HAMILTON PURE FOOD SHOW.

A PURE FOOD EXHIBITION, the first of its kind for Hamilton, will be held in the Drill Hall, Hamilton, from the 5th to the 10th of April. The retail grocers and the ladies of the School of Domestic Science, under whose joint auspices the affair will be held, promise a show hitherto unexcelled in the country. Those in charge of the arrangements are all natural-born hustlers, and they are hustling for all they are worth. Already some progress has been made towards settling the details, as it has been decided to have special days and special attractions for each day.

Lectures will be given every afternoon by Mrs. Sarah Tyson Rorer, the most famous lecturer on the art of cookery in America. Mrs. Rorer was engaged by the Chicago World's Fair management to take charge of the lectures and demonstrating pertaining to all branches in the art of cookery. She was also engaged in the same work at the World's Food Show, Boston, and recently at Philadelphia, and has just closed an engagement to lecture in New York. Mrs. Rorer stands head and shoulders over all other lecturers and demonstrators in this field of work. She is a highly-educated and cultured woman and her presence on the platform is most picturesque. Her style is easy and conversational.

Manufacturers of food products and of goods of interest to housekeepers should at once avail themselves of this opportunity to make their goods known by attending this show. A card addressed to Mr. F. R. Close, chairman of the committee, will secure plans of the hall and designs and estimates of booths.

The committee can supply any number of demonstrators at a very small cost to the manufacturer, and in every other way arrangements will be made to the best possible advantage of the exhibitors.

GLUCOSE AND RICE TARIFF.

At a meeting of the Tariff Commission, held in Ottawa on Tuesday the glucose interests were advanced by Messrs. J. G. Reid, J. C. Nagle, and G. F. Benson, of the Edwardsburg Starch Co. They represented that it would be absolutely impossible to carry on the business if the duty were reduced, as was proposed by the confectioners, by one-half. Mr. Paterson reminded the deputation that they enjoyed a protection of 125 per cent., but they were prepared to satisfy him that their profits were not unreasonable.

Mr. D. W. Ross, representing the Mount Royal Rice Mills, was given a private hearing by the Commission.

Does It Pay?

A VITAL QUESTION WITH EVERY
GROCER IN CANADA.

Does it pay to handle inferior goods—on which to make a larger present profit—in preference to the best goods that will bring (and keep satisfied) permanent customers? If you think so don't read any more of this ad. It won't interest you in the least. But if you are building up a good trade in high-class goods the lines we carry are just such as will interest you.

The Crown Flavoring Extracts are absolutely pure goods. Every flavor is rich and strong. Because of their excellence they command a steady sale. It will pay you to handle them—If all we claim is not borne out by fact, send for your money. You will get it by return mail.

A FEW OTHER LINES:

Mackay's Kola Cafe

5-oz. and 10-oz. bottle

Lorimier's Worcestershire Sauce

Pints and $\frac{1}{2}$ -Pints

Keopff's Family Gelatine

Red and White. 1-oz. packages

Mackay's Essence of Coffee and Chicory

5-oz and 10-oz. bottle

Bryant & May's Safety Matches

Wax Vestas and Tapers

ROBERT GREIG & CO.

456 St. Paul Street

 MONTREAL

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, Feb. 25, 1897.

GROCERIES.

THE feature of the grocery trade is the advance of $\frac{1}{8}$ c. per lb. in all grades of refined sugar which took place just after we had gone to press last week. This advance has been maintained and the demand is improving. There is still a good demand from retailers for tea, and the wholesalers continue to pick up spot goods showing good value. The position of canned tomatoes and peas is, if anything, stronger than a week ago, the packers asking higher prices, particularly for the former line. Currants continue firm in the primary market. A little more activity is to be noted in syrups. Spices continue to rule firm. The demand for oranges is beginning to pick up, with prices on the Valencia kind higher. Payments are, as a rule, slow.

CANNED GOODS.

The packers are a little higher in their views in regard to tomatoes than they were a week ago, and they, as a rule, now appear to be asking 70c. per dozen, but we hear of no transactions, however. There is undoubtedly a firmer feeling, and some of the wholesale houses have this week notified their travelers to accept nothing less than 75c. per dozen for standard goods. Salmon is in fairly active demand. Lobster is quiet. We quote standard brands as follows: Tomatoes, 70 to 75c.;

corn, 50 to 75c.; peas, 70 to 75c. for ordinary; sifted select, 80 to 95c.; extra sifted, \$1.15 to \$1.30; beans, 65 to 95c.; peaches, \$2.50 to \$3 for 3's, \$1.65 to \$2 for 2's; raspberries, \$1.50 to \$1.80; strawberries, \$1.65 to \$1.95, according to brand and quality; blackberries, \$1.70 to \$1.90; cherries, \$2 to \$2.25; apples, 3's, 70 to 95c.; gallons, \$1.65 to \$2.25; salmon, "Horseshoe," \$1.37 $\frac{1}{2}$ to \$1.40; "Maple Leaf," \$1.37 $\frac{1}{2}$ to \$1.40; Lowe Inlet, \$1.30 to \$1.35, in tall tins; cohoes, \$1.10 to \$1.25; canned mackerel, \$1.20 to \$1.30; lobsters, \$2.25 to \$2.40 for tall tins; flats, \$2.85 to \$2.90; $\frac{1}{2}$ -lb. flats, \$1.50 to \$1.55; Canadian canned beef, 1's, \$1.20 to \$1.35; 2's, \$2.30 to \$2.50; 6's, \$7.75 to \$8.25; 14's, \$15 to \$16.

COFFEES.

The primary markets are firmer on Rio coffees, but this fact does not appear to be any inducement to buyers. Wholesalers, however, report that they are experiencing a fair demand. The higher grades of Rio coffee are getting scarce. We quote green in bags: Rio, 14 to 16c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22 $\frac{1}{2}$ c.; Java, 30 to 33c.; Mocha, 27 $\frac{1}{2}$ to 30c.; Maracaibo, 18 to 20c.; Jamaica, 19 to 22c.

SYRUPS.

A little more activity is to be noted in syrups, but the volume of business is still light. Some good values are being shown this week by the refineries. We quote: Dark,

23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3 $\frac{1}{4}$ c. per lb.

MOLASSES.

There is not much doing in molasses, although business is not bad considering the general quietness of trade. We quote: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

Prices of refined sugars were advanced $\frac{1}{8}$ c. per lb. all round after we went to press last week. The advance temporarily checked the demand, but within the last few days buying has been freer, and business, while still of a hand-to-mouth character, is brisker than it was before the higher prices went into operation. The outside markets up to the time of writing rule firm. Granulated is now quoted at 4 3-16 to 4 $\frac{1}{4}$ c. for 5 barrels and over, and at 4 $\frac{1}{4}$ to 4 5-16c. for less than 5 barrels; 3 $\frac{1}{2}$ c. per lb. upwards for yellows.

SPICES.

A fair movement in black pepper is to be noted on wholesale account. Cloves are firmer, having advanced in the primary market equal to $\frac{1}{4}$ c. per lb. We quote: Pure Singapore black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do. best, 28 to 30c. per lb.; allspice, 14 to 18c.; cassia,

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Best White Spruce

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CEYLON TEA

goes on increasing in popularity with the grocer, and with the consumer. Because it is the finest of all Teas, and it is guaranteed to give you better satisfaction than any other, or you can return it.

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THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

12 to 15c. for China and 18 to 20c. for Batavia.

NUTS.

The nut market is quiet and without special feature. We quote: Brazil nuts, 11 to 12½c.; Valencia shelled almonds, 18 to 22c.; Tarragona almonds, 9½ to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; coconuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12½c.; Marbot walnuts, 9½ to 11c.; Bordeaux walnuts, 8 to 9c.; Sicily filberts, 10c. for sacks and 10½ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12½c.

RICE, TAPIOCA, ETC.

Rice keeps firm. Some transactions have taken place in tapioca since the advance noted a week or two ago, but, generally speaking, the higher prices appear to have checked the demand for the time being at least. We quote: Rice, Standard "B," 3¼ to 3½c.; imported Japan, 5¼ to 5½c.; tapioca, 3¼ to 4½c.; sago, 3½c.

TEAS.

The local market has continued steady with transactions in spot goods of all kinds where buyers have been able to secure fair values. There has been very little doing in China blacks, and there are practically no China greens offering, these teas having gone out of first hands. Mail advices from

London under date of February 12 state that at the public sales Indian and Ceylon teas had continued to meet with good support, and that privately there was still a fair demand for some of the China Congous. "The stock of blackleaf Congous," says one report, "have been picked over a good deal, until good, pure liquoring teas, which have not been plentiful at any time this season, have almost disappeared." Local wholesalers are experiencing a good demand from the retailers; rather better, in fact, than a week or two ago. The demand for tea on this account is, in fact, one of the features of the wholesale grocery trade. Ruling prices on the Toronto market to retailers are: Young Hyson, 18 to 21c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

Currants continue to occupy a strong position and advices from Patras state that stocks there have been reduced to about 22,000 tons, while prices are advancing almost daily. We quote: Provincials, 4¼ to 4¾c. in bbls.; fine Filiatras, in bbls., 4¾ to 4½c.; do., half-bbls., 4¾ to

4½c.; Patras, 5 to 5½c. in bbls., 5 to 5½c. in half-bbls., and 5 to 5½c. in cases; Vostizzas, cases, 7 to 8½c.

Valencia raisins are quiet and unchanged. We quote: Off-stalk, 5 to 5¼c.; fine off-stalk, 5¾ to 6c.; selected, 6¾ to 7c.; layers, 7 to 7½c.

California loose muscatel raisins are neglected. We quote: 3-crown, 7½c.; 4-crown, 8 to 8½c.

Malaga raisins are only receiving moderate attention. We quote: Dehesa clusters, \$3 to \$4; Non Plus Ultra, \$5 to \$5.50; Imperial bunches, \$4.50 to \$5; Imperial Russian clusters, \$4.50 to \$5.

Figs continue dull. Wholesale quotations are: 10 oz., 7½c.; 10 lb., 9 to 10c.; 18 lb., 10 to 12c.; 28 lb., 11 to 13c.; taps, 3¾ to 4½c.; natural, 4½c. in bags, and 7c. in boxes.

Dates continue quiet. We quote: 5½ to 6c. for Hallowee and 5 to 5½c. for Kadrowee.

California evaporated prunes are in light demand with prices unchanged. We quote: Peaches, 7 to 10½c. per lb., according to quality; apricots, 6½ to 15c.; pears, 5½ to 10½c.; egg plums, 5½ to 11c.; silver prunes, 8½ to 13½c.

Prunes are unchanged with a little better demand, although the volume of business is still light. We quote: Bosnias, U's (110

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Ceylons, Indians, China Blacks, Japans.
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Successor to W. F. Henderson & Co.
Wholesale Commission Merchants
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PORK PACKER, Etc., Etc.

Importer and dealer in best brands of

English Sheeps' Casings

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Kettle-rendered Lard of best quality.

Preservatives and Seasonings a specialty.

BITTER ORANGES

For Marmalade.

LEMONS

For "La Grippe"

CLEMES BROS., - Toronto

51 Front Street East.

to 113 half kilo), 6 to 6½c. ; C's (85 to 90 half kilo), 7 to 7½c. per lb. California, 90 to 100's, 6½c. per lb. ; 60 to 70's, 7½ to 8c. ; 50 to 60's, 8 to 8½c. ; 40 to 50's, 9½ to 10½c. ; 30 to 40's, 11½ to 12½c.

GREEN FRUIT.

The feature of the orange market is a quickened demand for Valencia oranges, and several orders were cabled to Liverpool on Monday. Prices in this kind of orange are firmer. While the demand for Valencias has improved, it is still California oranges which are being the most sought after. Lemons are in much the same position as oranges, the demand being better and prices firmer. There is also an increased demand for bananas at slightly higher prices. Onions are dearer. We quote : Oranges—Valencias, ordinary, 420's, \$3.50 to \$4 per case ; large 420's, \$5.50 to \$6 ; 714's, \$4 to \$4.50 per case. California navels, \$3.50 to \$4. Lemons—Messinas, \$2.25 to \$2.50 per box for fancy, and \$1.75 to \$2 for choice ; cocoanuts, \$3.75 a sack and 60c. per doz. ; apples, 75c. per bbl. for greenings and Baldwins, and \$1.25 to \$1.50 for Spies ; onions, \$1.25 per 80 lb. bag for Danvers ; cranberries, Cape Cod, \$5 to \$7 per bbl. and \$2.50 per case ; Canadian cranberries, \$4 to \$5 per bbl. ; bananas, \$1.25 to \$1.75.

BUTTER AND CHEESE.

BUTTER—The position of the butter market is much about the same as it was a week ago. There is still a great deal of inferior dairy butter coming forward, and comparatively little of first-class quality. There is a good demand for choice butter. Barrel and case lots of fairly good dairy large rolls are changing hands at 12c. We quote : Dairy butter—Tubs, 11 to 12c. for good to choice ; low-grade to medium, 7 to 8c. ; pails and crocks, 11 to 12c. ; large rolls, 12 to 13c. for good to choice, and 8 to 9c. for low-grade to medium ; pound prints, 13 to 14c. Creamery—Tubs, 19 to 20c. ; 1-lb. blocks, 20 to 21c., according to make.

CHEESE—The conditions are the same as a week ago, with quotations on late makes ranging from 11½ to 12½c.

COUNTRY PRODUCE.

BEANS—Business in this commodity appears to be getting worse rather than better. Common beans are quoted at from 40 to 50c., and hand-picked at 65 to 70c.

DRIED APPLES—The market keeps dull. Buyers' ideas for choice stock are 2½c. f.o.b. at outside points, and jobbers are

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

Rio, Santos, Maracaibo and Mocha Coffees

also have on hand full lines of

Japan, Congou, Indian, Ceylon and Gunpowder Teas

Samples and particulars on application. Wholesale supplied only.

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

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We make the **Best Biscuits**

Our output in "SODAS" last year exceeds all other years. We believe every Grocer could handle them to advantage.

Jas. McLauchlan & Sons

Biscuit Manufacturers

Owen Sound.

quoting $2\frac{1}{2}$ to $3\frac{1}{2}$ c. for choice to fancy stock.

EVAPORATED APPLES—Some enquiries have been received during the last few days from the Coast for choice fruit, and although a good many samples are offering the quality as a rule is poor and not suitable. The ruling wholesale price for choice fruits is from 4 to $4\frac{1}{2}$ c.

EGGS—While the demand is fair, supplies are heavy and prices easier. Receipts of fresh eggs, so far this month, are heavier than usual. Fresh are quoted at from $13\frac{1}{2}$ to 14c., and pickled at 9 to 10.

POULTRY—There is a demand for chickens, but turkeys are not wanted. Ducks are scarce. We quote: Chickens, 30 to 50c. per pair; turkeys, 8 to 9c.; geese, 6 to 7c.; ducks, 50 to 70c.

POTATOES—Dull and easier. The idea for carload lots on track is 20 to 21c., and out of store, 30c.

MAPLE SYRUP—A little more business is being done, an effort being made to clean up old stocks before the new syrup comes in. Jobbers quote 75c. per gallon.

HONEY—Quiet. We quote: Comb, 80 to 90c. per dozen for dark and \$1.50 to \$1.75 for light; strained, 6 to 7c. per lb.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—Receipts of grain are fair with prices lower. We quote as follows: Wheat, 76c. for white and 75c. for red, and 63c. for goose; oats, 21 to $22\frac{1}{2}$ c.; peas, $40\frac{1}{2}$ c.

FLOUR—Dull and much as before. We quote in carloads on track, Toronto: Manitoba patents, \$5.05; Manitoba strong bakers', \$4.65; Ontario patents, \$4.40 to \$4.75; straight roller, \$3.75 to \$4, Toronto freights.

BREAKFAST FOODS—Business is dull and prices easy. We quote: Standard oatmeal and rolled oats, \$2.90 in bags and \$3 in bbls.; rolled wheat,

\$2.60 in 100-lb. bbls.; cornmeal, \$2.40 to \$2.50; split peas, \$3 to \$3.25; pot barley, \$3 to \$3.25.

FISH AND OYSTERS.

There is a good deal of fish selling, but the demand is not as brisk as the trade would like to see it. We quote: White fish, 6c.; ditto in kegs, \$4.50; trout, $5\frac{1}{2}$ c.; ditto in kegs, \$4.50; pickerel, 6c. per lb.; haddies, 6c. per lb.; Labrador herring, \$4.50 to \$5 per bbl. and \$2.25 to \$2.50 per half-bbl.; split herring, \$4.50 per bbl. and \$2.50 per half-bbl.; boneless fish, $3\frac{1}{2}$ to 4c. per lb.; pure cod, $6\frac{1}{2}$ to $6\frac{3}{4}$ c. per lb.; ciscoes, \$1.25 per 100; haddock, 5c. per lb.; steak cod, 6c. per lb.; frozen herring, 4c.; sea herring, \$1 per 100; fresh water herring (heads off), \$2.50 per keg; smelts, 6 to 9c. Oysters are quoted at \$1.25 for standards, and \$1.65 for New York counts.

PROVISIONS AND DRESSED HOGS.

Packers' stocks of long clear and light meats are much lighter than they were a year ago and higher prices are looked for. The demand is improving, but business is opening up later than usual. Deliveries of dressed hogs have been light. Packers are paying \$4.50 for heavy weights and \$5 to \$5.50 for light weights.

DRY SALTED MEATS—Long clear bacon, $5\frac{1}{4}$ to $5\frac{1}{2}$ c. for carload lots, and $5\frac{3}{4}$ to 6c. for small lots; backs, 7 to $7\frac{1}{2}$ c.

SMOKED MEATS—Breakfast bacon, 10c.; rolls, 7c.; hams, large, 22 lbs. and over, 9 to $9\frac{1}{2}$ c.; medium, 15 to 20 lbs., 10c.; small hams, $10\frac{1}{2}$ c.; backs, $9\frac{1}{2}$ c.; shoulder hams, $6\frac{1}{2}$ c.; all meats out of pickle, 1c. less than above.

LARD—Pure Canadian, tierces, 6c.; tubs, $6\frac{1}{4}$ c.; pails, $6\frac{1}{2}$ c.

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

SALT.

Business is quiet and prices as before. We quote at Toronto: In carload lots,

\$1 per bbl. and 60c. per sack; in less than carload lots, \$1.05 per bbl. and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

SEEDS.

Sellers, according to the views of buyers, are holding alsike at higher prices than the condition of the market warrants. Values are nominally \$3 to \$4 per bushel f.o.b. at outside points for good to choice, while lower grades would be no temptation except at lower prices. Timothy is moving in small quantities only. Machine-threshed is quoted at \$1.25 to \$1.40 at outside points and bright unhulled at \$1.75 to \$2. Red clover is quoted at \$4.40 to \$4.80 for prime to choice. There is a great deal of inferior being offered, some of which is unmerchantable.

PETROLEUM.

Trade is fair and prices unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19c.; Pratt's astral, $18\frac{1}{2}$ c. in bulk.

HIDES, SKINS AND WOOL.

HIDES—Are unchanged, with cured quoted at $7\frac{3}{8}$ to $7\frac{1}{2}$ c. Dealers pay $6\frac{1}{2}$ c. for No. 1, $5\frac{1}{2}$ c. for No. 2, and $4\frac{1}{2}$ c. for No. 3.

CALFSKINS—Market is dull at 7 to 8c. for No. 1 and 5 to 6c. for No. 2. Sheep and lambskins, 90c. to \$1.

WOOL—The market is dull and featureless. Combing fleece nominal at 20 to 22c. and rejections 17c. Pulled supers are 20 to 21c., and extras at 22 to 23c.

MARKET NOTES.

Sugar is $\frac{1}{8}$ c. per lb. dearer.

Cloves are $\frac{1}{4}$ c. per lb. higher.

Both lemons and oranges are firmer.

Graham, McLean & Co., produce and commission merchants, 77 Colborne street,

**WE ARE
PAYING
CASH
FOR**

**DRIED
APPLES**

W. B. BAYLEY & CO.
EXPORT BROKERS

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WE ARE AT IT AGAIN !!!

LAST YEAR

we sold hundreds of our customers a Bicycle with a bill of Pure Ground Spices, and all were delighted.



THIS YEAR

we can sell you a better Wheel than ever in the same manner.

Goods and Wheel Guaranteed.

WRITE US A POSTAL FOR FULL PARTICULARS.

THE TORONTO COFFEE & SPICE CO. LTD.

H. H. SUYDAM. PRES.

J. D. ROBERTS. VICE. PRES.

J. A. WATSON. SEC.

Toronto, are dissolving. Mr. Chas. J. Graham retires and Mr. J. A. McLean will continue the business.

Two hundred bags of low-grade Rio coffee were sold this week by a Toronto house for shipment to Winnipeg.

Mail advices from Hancock & Wood, of Patras, to P. L. Mason & Co., Toronto, state the stocks of currants in Greece have been reduced to about 22,000 tons.

QUEBEC MARKETS.

MONTREAL, FEB. 25, 1897.

GROCERIES.

THE movement in groceries shows some improvement this week. In the first place sugar has picked up a trifle as a result of the advance in refiners' prices from its previous deadly dullness. Demand for tea from jobbers continues fair. They are still disposed to gather in any good lot offering, and they report that the demand from retailers this week has picked up, leading to a somewhat better distributing movement. In syrups and molasses business is quiet and values on the latter staple are rather unsettled. Canned vegetable staples, such as peas, corn and tomatoes, have been fairly well enquired for, and prices on all three are firmly held. Canned fish have also looked up a bit, while business in fresh

and pickled fish of all kinds has exhibited genuine activity.

SUGAR.

The advance in price decided upon by the refiners last Thursday has induced a rather better enquiry for sugar this week from both first and second hands, though the aggregate volume of business is still moderate. Jobbers have not materially altered their range as yet, but with granulated costing 4c. at the refinery, and the very lowest grade yellows $3\frac{1}{4}$ c., they can hardly sell for their former inside figures. Accordingly we quote: Granulated, $4\frac{1}{8}$ to $4\frac{1}{4}$ c., and yellows, $3\frac{3}{8}$ to $3\frac{3}{4}$ c., as to grade in a jobbing way. Advices continue firm from New York, and prices are strongly held there, while cable news from abroad is much of the same tenor as it was last week.

SYRUPS.

Business in syrups continues quiet, and the market is without new feature. At the factory $1\frac{3}{8}$ to $1\frac{7}{8}$ c. per pound nett is asked, but we quote in a jobbing way $1\frac{3}{8}$ to $2\frac{1}{4}$ c. as to grade and quantity.

MOLASSES.

Demand for molasses is dull, and, owing to the low offers that have been made and the decline in prices at the islands, values here are somewhat unsettled. However, holders of prime Barbadoes protest that they

are not sellers under 28c., but in a jobbing way we quote values at 30 to 31c.

RICE.

Demand for rice is limited and the market is entirely without change. We quote: Crystal Japan, \$5 to \$5.25; standard B., \$3.50; Patna, \$4.50 to \$5.25; Carolina, \$6.75 to \$7.75; choice Bermuda, \$4, and Java kinds, \$4.25.

SPICES.

The spice market continues firm in sympathy with strong primary advices. We quote as follows: Pure black pepper, 8 to 10c.; pure white, 12 to 15c.; pure Jamaica ginger, 20c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do., best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 35 to 75c.

COFFEE.

The coffee market is quiet and prices are unchanged on the few transactions passing. We quote: Rio, $15\frac{1}{2}$ to 17c.; Santos, $16\frac{1}{2}$ to 17c.; Maracaibo, 18c.; Java, 24 to 26c., and Mocha, 24 to 26c.

TEAS.

There has been a good demand for tea from first hands, jobbers being buyers of any good offerings. Demand from retailers is also picking up, more business in a distributing way being noted this week than last. We quote: Young Hysons, 13 to 18c. for low

grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 12 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 21c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 16½ to 20c. for mediums, and 30 to 65c. for higher grades.

DRIED FRUIT.

There is no change in Valencia raisins. Jobbers carry light stocks of these and are firm holders of what they have got. We quote: Ordinary off-stalk, 5¼ to 5½c.; fine, 5¾ to 6c.; and selected, 6¼ to 6½c., with layers, 6¾ to 7c.

California raisins are in moderate supply also and prices are steadily held as follows: 2-crown, 6½ to 6¾c.; 3-crown, 7 to 7½c., and 4-crown, 8 to 8½c.

There is no change in Sultana raisins, which move very quietly at 7 to 12c.

Currants are firmly held abroad, and there is no change in spot prices. We quote: Provincials, bbls., 4c.; half-bbls., 4¼c. cases, 4¾c.; half-cases, 4½c.; Filiatras, ditto; Patras, 5½ to 6c., and Vostizas, 6½ to 8c.

The prune market is unchanged. There is some speculation regarding repacked California stock and how they will turn out, several lots being on the way here. We quote: French, 5 to 15c., as to grade; Austrian, 6 to 8c., and Californias, 10 to 11c. for 40 to 50's.; 9 to 10c. for 50 to 60's.; 8 to 9c. for 60 to 70's.; 7 to 8c. for 70 to 80's., and 6½c. for 90 to 100's.

The fig market is steady and unchanged at 7 to 10c.

Dates range from 5½ to 6c., as to grade and quantity.

Evaporated fruits are unchanged. We quote: Evaporated peaches, 11 to 12c.; pears, 9½ to 12c.; apricots, 14 to 17c., and prunes, 8 to 12c., as to brand.

NUTS.

A quiet trade in nuts is reported at former prices. We quote: Valencia shelled almonds, 18 to 19c.; Tarragona almonds, 10 to 10½c.; filberts, 9 to 9½c.; pecans, 8 to 12c.; peanuts, 7 to 9c.; Grenoble walnuts, 11 to 12½c.; shelled walnuts, 18 to 20c.; shelled peanuts, 9 to 10c.; cocoanuts, \$5 per 100.

CANNED GOODS.

There has been a fair enquiry for canned tomatoes, corn and peas, and enquiry for fish is commencing to pick up a trifle also, more especially on Ontario account. We quote as follows: Tomatoes, 75 to 85c.; corn, 75 to 90c.; peas, 80 to 90c.; beans, 70c. up; peaches, \$2.75 to \$3 for 3's, \$1.75 to \$2 for 2's; raspberries, \$1.40 to \$2; strawberries, \$1.80 to \$2.45, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 85 to 90c.; gallons, \$1.55

to \$1.65; pumpkins, 75 to 85c.; salmon, "Horseshoe," \$1.40 to \$1.45; "Clover Leaf," \$1.35; "Lion," \$1.37½ to \$1.40; Lowe Inlet, \$1.30, in tall tins; cohoes, \$1.20; canned mackerel, \$1.25; Canadian canned beef, 1's, \$1.20 to \$1.25; 2's, \$2.15 to \$2.25; 6's, \$6.75 to \$7; 14's, \$14 to \$15; lobsters, \$10 per case; French sardines, \$10.25 to \$11 extra brands; ordinary brands, \$8 to \$9; Canadian brands, \$4.25.

FISH.

Seasonable weather and the near approach of Lent have given a certain stimulus to the fish trade this week and demand both from country and city buyers shows decided improvement. With good seasonable weather the trade expect to find no difficulty in working off supplies of fresh fish, although receipts are large, especially of Manitoba white fish. In pickled fish the leading feature has been the weak feeling in B. C. salmon, No. 2 green cod and No. 1 green haddock, prices declining from 25 to 50c. per bbl. On the other hand supplies of No. 1 green cod are tight and values are firmer with sales at \$5.50. We quote, in a jobbing way: Labrador salmon, small, \$12.50 to \$13; B.C. salmon, \$12; No. 1 green cod, large, \$5.50; No. 1, \$1.75 to \$5; No. 2, \$3.10 to \$3.25; No. 1 green haddock, \$3.10 to \$3.25; No. 1 N.S. herrings, \$3.75 to \$4, and No. 1 lake trout, \$3.60 to \$3.75; No. 2 mackerel, \$11.

The only change in fresh fish has been a decline of ¼c. per lb. in the price of Manitoba pike, white fish and trout, under very free receipts. We quote as follows: Haddock and cod at 3 to 3¼c.; steak cod, 3½ to 4c.; smelts, 3 to 5c.; salmon, 11 to 12c.; Manitoba pike, 3½ to 4c.; dore, 5 to 5½c.; white fish, 5½c., fresh herrings, 90c. per 100.

Business in smoked fish is moderate and prices are unchanged. We quote: Yarmouth and bay bloomers, 85c. to \$1 per box; kippered herrings \$1.00 to 1.25 and smoked herrings 10 to 12c. per box.

The new and sole feature in dried fish is a decline of 10 to 25c. per 100 lbs. in skinless cod. Demand for all lines is quiet. We

quote: Cod, \$3.75 to \$4 per cwt.; pollock, \$1.65 to \$1.75 per 100 lbs.; skinless cod, \$5 per 100 lbs.; boneless cod, 5½c. per lb., and fish, 3c. per lb.

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

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Commission Merchants
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TORONTO, ONT.

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 All orders will receive our best attention.

CHEESE.

The English markets have been advancing for some days and Cheese will be higher. We have:

- CHOICE FALL MADE
- LARGE SIZE CHEESE
- TWIN CHEESE
- STILTON CHEESE
- "STAR" CREAM CHEESE
- "PEPSIN" CREAM CHEESE
- "MEADOW SWEET" CHEESE

Write for quotations.
F. W. Fearman
 HAMILTON
 HAMS, BACON, LARD.

GREEN FRUIT.

There has been a quiet jobbing trade in green fruit. In oranges, receipts of California, Valencia and Jamaica stock have eased off prices a trifle. Otherwise there is no important change. We quote: California oranges, \$4 to \$4.25 per box; Florida oranges, \$5 to \$5.50 per box; Valencia oranges, \$3.50 to \$3.75 per box; lemons, \$1.75 to \$2.50 per box, and \$5 per chest; cranberries, \$1 to \$5 per bbl.; Spanish onions, 85c. per crate; Malaga grapes, \$7.50 to \$8; bananas, \$2 to \$2.50; pine-apples, 10 to 35c. each.

APPLES.

There is no change in apples. No. 1 stock sells at \$2 and inferior grades down to 50c.

DRIED APPLES.

The dried apple market continues much as it was last week. We quote dried 3 to 3¼c. and evaporated, 4c.

COUNTRY PRODUCE.

EGGS—Owing to the small receipts of new laid eggs for the past few days, and the scarcity of stock on spot, the market Tuesday showed considerable strength, and prices closed at an advance of 2c. per dozen, with sales at 17 to 18c.; but other grades of limed and held stock were plentiful and not wanted by the retail trade at present. We quote: New laid, 17 to 18c.; Montreal limed, 10½ to 11c.; and western limed and held fresh, 8 to 10c. per dozen.

POULTRY—There continues a good enquiry for fresh killed turkeys and ducks, of which the receipts are small, and prices are firm in consequence. We quote: Turkeys, 9 to 10c.; ducks, 8 to 8½c.; chickens, 7 to 7½c., and geese, 6 to 7c. per lb.

BEANS—The demand for beans was slow and the market is dull, with car lots offering at 70c., and in a jobbing way at 80 to 85c.

POTATOES—The potato market was quiet and unchanged at 35 to 40c. per bag in car lots, and at 45 to 50c. in a jobbing way.

ONIONS—Canadian red onions are steady at \$1.75 to \$2, and yellow, \$2 to \$2.25.

HONEY—Quiet at 11 to 11½c. for fancy lots of comb in small cases, and 8 to 10c. otherwise.

Why not sell your customers the best?
 One trial will convince you that

BROCK'S BIRD SEED

is the cleanest, best and most nutritious seed in the market. All wholesalers.

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In 5-lb. pails.

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ORANGES

Special Fancy California Washington Navels. Fancy New Valencias.
 Fancy Messina Lemons,
 Malaga Grapes, New Nuts,
 Figs and Dates. . . .
HUGH WALKER & SON
 GUELPH, ONT.

PROVISIONS.

Business in provisions continues principally of a small jobbing character, and the market is quiet and without any change. We quote: New packed Canadian pork, \$11 to \$12; old at \$10 to \$10.50 per bbl.; pure Canadian lard, in pails, at 5½ to 6c., and compound refined at 4½c. per lb.; hams, 9 to 11c., and bacon, 8½ to 9½c. per lb.

Owing to the continued light receipts of fresh killed light hogs the tone of the market is strong, and prices have scored a further advance of of 25c. per 100 lbs., while heavy, in sympathy with the above, have also improved 10c. per 100 lbs. The demand was good, and sales of car lots of light were made at \$5.50 to \$5.75 per 100 lbs., and in a small way at \$6 to \$6.25. Heavy in car lots sold at \$4.50 to \$4.60, and in a jobbing way at \$4.75 to \$5.

FLOUR, MEAL AND FEED.

There was a slight improvement in the local demand for flour, and a moderate amount of business was done at steady prices. We quote: Winter wheat patents \$4.45 to \$4.70; straight rollers, \$4.20 to \$4.30; and in bags, \$2.10 to \$2.15. Manitoba spring wheat patents, \$4.90 to \$5.05; and strong bakers', \$4.25 to \$4.75.

The tone of the feed market was firm under a good demand for bran from both Ontario and local buyers, and an active business is reported at \$11 per ton for Manitoba, including bags, and Ontario at \$12 per ton in bulk.

The oatmeal market was quiet and prices show no further change, rolled oats offering at \$3.10 to \$3.20 per barrel, and at \$1.50 to \$1.55 per bag.

HAY.

There was no change in hay during the week, business ruling quiet and prices, as last quoted, at \$9.50 for No. 1 and \$8 to \$8.25 for No. 2 in car lots on track.

CHEESE AND BUTTER.

Receipts of butter continue fair and demand slow. Creamery rules easy under the dull enquiry at 18c. to 19c., and western roll dairy is in excess of demand at 11 to 13c.

The cheese market was quiet and unchanged. There was no change in the cable and little in the news from the country.

The exports of cheese for the week were: 6,512 to Liverpool, 20,026 to London and 2,565 to Bristol. The exports of butter were: 814 to Liverpool, 528 to London and 98 to Bristol; a total of 29,103 cheese and 1,430 butter.

MONTREAL NOTES.

Large receipts of Manitoba whitefish, pike, etc., have induced a decline of ½c. per lb.

The first large receipts of No. 2 mackerel came to hand this week. They are offering at \$11 per barrel.

Low-priced green fruit renders it almost impossible to turn over stocks of dried and evaporated apples this season.

Stocks of No. 1 large green cod are very light on spot, and 50c. advance was obtained in one or two cases this week.

Holders of B.C. salmon, No. 2 green cod, and No. 1 green haddock, have shaded prices 30 to 50c. per barrel.

The refiners' prices on both granulated and yellow sugar were advanced ¼c. per pound last Thursday here, and are held firm at the advance.

The latest f.o.b. price at the islands asked on new crop Barbadoes molasses was 15c., but the trade here are not disposed to contract early this spring, and we hear of little business being done.

NEW BRUNSWICK MARKETS.**OFFICE OF THE CANADIAN GROCER.**

ST. JOHN, N.B., Feb. 25, 1897.

THE past week has been a rather quiet one, with collections slow. Sugar has received some attention. The importations of tea, which have been so large, have consisted chiefly of the lower-priced Chinas, which, outside of the expected duty, are considered good value at the present low prices, and further, do not deteriorate with holding, as do the finer grades. The tendency of the demand in the tea trade can be seen in the quantity of blends imported. Spices still show firmness, holding the advance of last week. Our dealers have been discouraged about beans. The market seems to have no bottom, and quite large stocks are held at much higher prices than at present ruling. Western dealers seem more anxious to sell pea beans than mediums.

OIL—While there is no change in the price of burning oil a rather better demand is noted, as the winter stocks held by outside dealers begin to fail to meet demand. They, however, buy but in limited quantities, looking for lower prices as a result of a reduction in duty. In lubricating oil, orders for spring delivery are now being taken freely. Values are held firm. We quote: Best American burning oil, 19½ to 20c.; Canadian, 18¼ to 19c.; prime, 16 to 17c.

SALT—Quite a quantity of Liverpool coarse salt arrived this week, the vessel spoken of by THE GROCER as due having arrived. She had on board about 6,000 sacks coarse salt. The market is a dull one, and values rule low. There is now quite a large stock held here, and what makes trade more quiet is that outside

points have been largely supplied. Demand for Canadian fine, which is large here during the season, is showing the regular spring improvement. We quote: Coarse, 45 to 50c.; Liverpool factory-filled, 90c. to \$1; Canadian fine, 90c. to \$1 per bag; 5-lb. bags, in bbls., \$3 to \$3.25; 10-lb. bags, in bbls., \$2.85 to \$3; butter and cheese salt, bulk, \$2.60 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartoons, \$2 per case of 2 doz.

CANNED GOODS.—There is but a fair demand. The market in the west continues to show firmness in peas and tomatoes. Peaches have been advanced about 20 cents, but there has not as yet been a corresponding advance here. No doubt, with the opening of spring business the higher prices will come. Some lower priced salmon are now in this market. They are considered good value, but the better grade is preferred. New lobsters are now offered. Price is high, and the prospects are they will so rule. Packers say they can get better prices by shipping to New York. We quote as follows: Corn, 65 to 70c.; peas, 75 to 90c.; tomatoes, 80 to 90c.; gallon apples, \$1.80 to \$2; corned beef, Canadian, \$2.25 to \$2.35; American, 2-lb tins, \$2.40 to \$2.50; 1-lb tins, \$1.30 to \$1.50; oysters, 2's, \$2 to \$2.20; 1's, \$1.45 to \$1.65; peaches, 3's, Canadian, \$2.75 to \$3; 2's, \$1.90 to \$2; pineapple, \$2.25 to \$3; salmon, \$1.30 to \$1.40; lobsters, \$2.20 to \$2.25; haddies, \$1.25 to \$1.30; clams, \$5 for 4 doz; chowder, \$2.60 to \$2.75 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1 per doz.; kippered herring, \$1.10 per doz.

GREEN FRUIT—There is but a fair business. Apples are not keeping well, and the demand is light even at low prices. Many Nova Scotia shippers have apples to sell, particularly Bishop pippens, but it is late in the season and they get little encouragement to ship. Lemons show no change in price, and have but light sale. Valencia oranges are rather firmer and show better quality. Californias have a good sale. Floridas, owing to the high prices, have but limited sale. Cranberries are flat, and dealers are likely to lose money. Bananas are coming in looking better, but there is little sale. We quote: Messina lemons, \$3 to \$3.50; oranges, Valencia, \$3.25 to \$4; California oranges, \$4.05 to \$5; Florida oranges, \$5.50 to \$6; bananas, \$1.75 to \$2.25; apples, \$1 to \$1.50 per bbl.; cranberries, Cape Cod, \$4 to \$5.50 per bbl.; bog cranberries, native, \$3 to \$4.

DRIED FRUIT—There is little doing. Some seeded muscatels are now in the market in one-pound cartoons. These are splendid stock, and will likely prove popular, as the cleaned currants have. The

Soldering on the Outside

Of the can guarantees the safety of the consumer. The seam of the "KENT" Can is in the shape of two flat hooks dove-tailed together. It is done in such a manner that the solder has to be placed on the outside. No lead poisoning can result from using "KENT" Tomatoes. You are sure of getting the very best when you buy our brand. Price is not high either—not as high as the extra care put on them would warrant.

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

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Ask our Travellers to show you our LEADERS in BULK

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Agents in Canada for ENGLISH BREAKFAST HOP TEA.

Pounds and Half Pounds. + Once Tried Always Used.

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QUINTALS COD, very choice large Gaspé fish.

HERRINGS, No. 1 Labrador and Split Shore in barrels and 1/2 barrels.

F. W. HERRINGS, 1/2 barrels and 50-lb. kegs.

MACKEREL, 5-lb pails.

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Ceylon Tea

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

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THE BEST MADE

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PERKINS, INCE & Co.

TORONTO.

For the Whitest, Lightest and Sweetest Cakes

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Ocean Wave Baking Powder



Manufactured by the

HAMILTON COFFEE AND SPICE CO.
HAMILTON, ONT.

cleaning of currants has brought much better fruit into the market than formerly. California prunes show better demand, but it is not large; in fact, very few prunes are selling. Dates are light stock, and are held firm. Evaporated apples are low. Stock this season does not turn out well. Onions are held firm at the advance; very light stock. What to do to move dried apples is a question holders are asking. We quote: Valencias, 5 to 6c.; California L.M. 3-crown, $7\frac{1}{2}$ to $7\frac{3}{4}$ c.; London layers, \$1.75 to \$2; currants, cases, $4\frac{3}{4}$ to 5c.; bbls., $4\frac{1}{4}$ to $4\frac{1}{2}$ c.; cartoons, cleaned, $7\frac{1}{2}$ to $7\frac{3}{4}$ c.; bulk, cleaned, $6\frac{1}{4}$ to $6\frac{1}{2}$ c.; prunes, boxes, 5 to 10c.; dates, $4\frac{1}{2}$ to 5c.; dried apples, 3 to $3\frac{1}{2}$ c.; evaporated apples, 5c.; onions, \$3; cocoanuts, \$4 to \$4.50 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, $6\frac{1}{2}$ to 7c.; Valencias, layers, $6\frac{1}{2}$ to 7c.; Malaga loose muscatels, 6 to $6\frac{1}{2}$ c.; 4-crown L. M. Californias, $8\frac{1}{2}$ to 9c.; seeded muscatels, 1-lb. cartoons, 12 to 13c.

SUGAR—Dealers are buying quite freely since the advance in prices. Everyone will be pleased when the question of duty is settled. There is no doubt the uncertainty has a very bad effect on business. We quote: Granulated, $4\frac{1}{8}$ to $4\frac{1}{4}$ c.; yellows, $3\frac{3}{4}$ to $3\frac{3}{8}$ c.; Paris lump, $5\frac{3}{4}$ to 6c.; powdered, $5\frac{1}{2}$ to 6c.

MOLASSES—The market is weak, the stock of old being too large for this season

of the year, and the market at Barbadoes, even at this early stage, is down to the lowest point of last year. The outlook for new is low prices. New Orleans holds its price, and has a fair sale. Owing to some cheaper grades which have been imported, some prejudice has been formed against this molasses, but the better grades give satisfaction. Porto Rico is the favorite molasses here. Some Trinidad is offered low, but color is dark. New Barbadoes will be here in about three weeks. For the first arrivals a little extra price is expected. We quote: Barbadoes, 25 to 28c.; Porto Rico, 28 to 30c.; New Orleans, bbls., 26 to 28c.; Antigua, 25 to 26c.; syrup, 36 to 38c.; Nevis, 25 to 26c.

DAIRY PRODUCE—Butter is dull. Good, as usual, is difficult to get. Some Canadian large rolls are coming into the market at low figures. In eggs the market is easier. At this season they give good satisfaction, being fresh. Cheese are rather higher, but both demand and stock is light. We quote: Dairy tubs, 16 to 18c.; creamery, 20 to 21c.; prints, 21 to 22c.; eggs, 15 to 16c.; cheese, $10\frac{1}{2}$ to 11c.

FISH—There is but little business, although as Lent is now near a better demand is expected. Some frozen cod and pollock arrived this week, and some small lots of frozen herring continue to arrive. There has not been, however, any large demand,

OUR STANDPOINT

In pushing our biscuits we admit there are already excellent brands on the market. We nevertheless have solid practical reasons for considering that

Jamieson's Biscuits

are better, and this view is being convincingly confirmed by daily extensive and extending demands—the true touchstone of merit.

The Manufacturer, R. E. Jamieson, Ottawa

western markets being low. Smoked haddies and bloaters also show over-supply and low prices west. Smoked herring are firmer. Stock here at present is light. While there may not be much advance, it is thought the market will keep firm. Pickled and dried fish have a fair, steady sale at even prices. Lobsters arriving are small. We quote: Large cod, \$3.25 to \$3.50; medium, \$2.75 to \$3; pollock, \$1.15 to \$1.25; bay herring, \$1.30 to \$1.35 per half-bbl.; smoked, new, 7 to 8c.; shad, half-bbl, \$4.50 to \$5.50; boneless, $2\frac{1}{2}$ to 8c.; bloaters, 50 to 65c. per box; kippered, \$1 per box; Barrington, \$3.25 per bbl.; Shelburne, \$3.50 per bbl.; frozen herring, 65 to 70 per 100; smelt, 4 to 5c.; frozen cod, 2 to $2\frac{1}{2}$ c. per lb.; lobsters, 4 to 6c. each.

PROVISIONS—Lard is again lower. This has been an unsatisfactory article to dealers for some time, as they have had large stocks on a falling market. This is about the only line left in which the Ontario pork men find any large demand from here. Although they are beginning to sell some plate beef, they should sell more than they do. Smoked meats show little change. Demand is but fair. We quote: Clear pork, \$12.50 to \$13.50; mess pork, \$12.50 to \$13; plate beef, \$12 to \$13; hams, 10 to 12c.; rolls, 7 to $7\frac{1}{2}$ c.; pure lard, 7 to 8c.; compound, $6\frac{1}{2}$ to $7\frac{1}{2}$ c.

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About MacLaren's Imperial Cheese is the new silver-plated pot and holder which we have just designed. Our pots have always been praised for their neat design and dainty label, and house-keepers have never objected to placing them on the table just as they leave our hands.....

OUR NEW HOLDER

Not only facilitates handling the pot, but makes an exceptionally handsome appearance on any table. It is guaranteed quadruple plate, and is made in three sizes.....

Small Size, \$12.00 per doz.	} F.O.B. Toronto.
Medium " \$15.00 "	
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Heinz's Pickles.

Heinz's Midgets are probably the daintiest gherkins anywhere obtainable. Being of only a few hours growth they are extremely crisp and tender, and take on a much finer flavor than it is possible to impart to older vegetables. They may be had either sweet or sour.

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H. P. Eckardt & Co., Toronto.

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PARIS
CHICAGO
ANTWERP
ATLANTA, Etc.

The **GENUINE** always bear this Keystone trade-mark.



market is rather lower. Oatmeal and oats are easy, particularly New Brunswick. Oats are freely offered and price rules low. Cornmeal is again lower. It seems as if there was no bottom to prices. Beans are rather easier. Mediums, which have been held higher than pea beans, are now about the same price. Stocks here are large, with little movement. Blue peas show a better demand in this market as they become better known. Very few, if any, prime beans are being sold here. We quote as follows: Manitoba flour, \$5.40 to \$5.50; best Ontario, \$4.80 to \$4.90; medium, \$4.70 to \$4.80; oatmeal, \$3.25 to \$3.30; cornmeal, \$1.75 to \$1.85; middlings, car lots, in bulk, \$14 to \$15; bran, do, do., \$12.50 to \$13.50; hand-picked beans, 90c. to \$1; prime, 80 to 90c.; oats, 30 to 32c.; hay, \$11 to \$12; barley, \$3; round peas, \$1.15; split peas, \$3.10 to \$3.25; yellow eye beans, \$1.50; buckwheat meal, \$1.20 to \$1.25; grey, \$1.75 to \$2.00.

ST. JOHN NOTES.

John Murray, grocer, has assigned to Barry D. Bent.

The smelt season on P.E. Island has been extended to March 1.

Alex. Gibson gave \$500 as Marysville's contribution to the Indian famine fund.

Some forty men are employed at Kouchibouguac, preparing spool wood to be shipped to Paisley, Scotland.

A carload of mackerel were this week shipped from the freezer of W. S. Loggie, at Kouchibouguac Beach, Kent County.

Geo. H. White, one of the oldest and most successful merchants in Sussex, with his two sons, will open a cash store in the new brick block he has just erected there.

C. & E. Macmichael have received a shipment of the "Owl" brand seeded muscatel raisins, packed by the Forsyth Seeded Raisins Co., Fresno, Cal. These goods are in 1-lb. cartoons.

St. John's new biscuit factory, the "Queen," starts next week. Mr. Boss, the manager, who comes from the United States, very generously donated \$100 to the fund to procure a site for the new public library building.

THE GROCER would again call attention to the need of raising the legal limit of size of lobsters caught. In a lot of lobsters numbering about 2,150 there were 550 over 10 1/2 inches, valued at \$72, or about 13c. each, and 1,600 between 9 and 10 1/2 inches, valued at only \$32, or 2c. each. Now, with this great difference in value there is left no reason for this destruction of a valuable industry. Again, this season, the outlook is for a limited catch, even including the small ones, and if the same thing is continued the industry will soon prove a failure.

The winter export business continues large. The amount of grain shipped this season has been particularly heavy. So far 1,143 carloads have been forwarded, and at present there is in the elevator 160,000 bushels, and 334 cars on the way. It is said another elevator will be built to be

ready for next year's business. The ss. Adria will load about the 24th for Bermuda. This is the second extra steamer to sail for the West Indies this winter, the regular steamers sailing once a month. In this line a very much larger business is expected next year, as the railways are to make their rates to St. John, for export to the West Indies, the same as to New York, and the steamers will quote the same rates from St. John as from New York.

WHO WILL SOLVE THE PROBLEM ?

A correspondent writes from Newfoundland to Frank Magor & Co., Montreal, for information as to where he can apply for an agency for teas. In the course of his letter he says: "Dear sir, you ar a stranger to me, it may Be that you can tell me how to make money I want to no as I have non."

He might have been supplied with the names of tea firms open to send their wares to that country, but the firm referred to felt themselves so unable to cope with that part of the letter given above that they handed the letter to THE GROCER which is ever ready to lend its assistance in solving questions that are constantly cropping up in the course of a business day. As the editor-in-chief has been advised by his medical adviser not to attempt the solution of such questions, and as a reply from a John Burns would keep the tea agent too long in suspense the readers of THE GROCER when they have solved the question "How I have no money?" may have the writer's address in that country.

HINTS TO BUYERS.

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

LUCAS, STEELE & BRISTOL'S "Empire" brand of Ceylon tea in packages is put up in three grades—Pekoe Souchong, Flowery Pekoe and Golden Tipped Pekoe.

H. P. Eckardt & Co. have lobsters in ½-pound tins.

T. Kinnear & Co. are in receipt of a carload of Le Roy salt.

The Davidson & Hay, Ltd., quote special prices on fish for Lent trade.

Warren Bros. & Co. have received a shipment of mackerel in 5-lb. pails.

T. B. Escott & Co. are offering for a few days longer a lot of brooms bought at low prices.

John Sloan & Co. are in receipt of a shipment of Labrador and split herrings and codfish

The Davidson & Hay, Ltd., received shipments this week of sifted and first Young Hysons.

John Sloan & Co. have received into stock a shipment of New Orleans molasses in half-barrels.

The Davidson & Hay, Ltd., have in stock a full range of California prunes, which they offer at low prices.

T. B. Escott & Co. have a few hundred cases of 1896 pack corn, which they are offering at 45c. per dozen.

Robert Greig & Co. are shipping large quantities of their "Crown" flavoring extracts to Maritime houses this week.

"Pride of Asia" is the name of a high quality of tea in iron chests, to which T. B. Escott & Co. are drawing the attention of the trade.

Castor oil has advanced very much in price of late, but Robert Greig & Co. are still quoting very close figures and doing a heavy trade.

Shipments of Cottam's bird seed were delivered this week to Hudon, Hebert & Cie., Chaput, Fils & Cie. and Caverhill, Hughes & Co., Montreal

Some choice Darjeeling teas are showing by Lucas, Steele & Bristol. The firm reports that it also has excellent liquoring Indians at 16 to 18 cents.

Buchanan's Glasgow jams and marmalade, made from new season's fruits, are now in stock with Robert Greig & Co., as is also a full range of candied peels.

A large shipment of Southwell's new sea-

son's orange marmalade has just come to hand. Write Frank Magor & Co., Montreal, the Canadian agents. The enquiry for these goods is steadily increasing.

Robinson's patent barley and Robinson's patent groats are now carried regularly by all grocers throughout Canada. The agents, Frank Magor & Co., Montreal, will mail a large free tin to any reader of THE GROCER.

LATE ADVERTISEMENTS.

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

TB. ESCOTT & CO.: "Lion" baking powder is having a good sale at the low prices we are offering."

The sale of "Ludella" Ceylon tea is reported to be steadily increasing.

H. P. Eckardt & Co. report having a big sale of California evaporated fruit.

"We find a large increase in outside orders for 'Kurma' tea," report Davidson & Hay, Ltd., wholesale agents for this tea.

T. A. Lytle & Co.: "We are recognized as makers of first-class marmalade, and find trade in that line better this season than ever."

Lorimier's Worcestershire sauce is having a big sale. Robert Greig & Co., the wholesale agents, report very heavy bookings for early shipment.

"Circle" brand tea is packed black and mixed. This brand is registered, and Lucas, Steele & Bristol have the sole right to offer it for sale.

Mackay's "Kola-caffe," the essence of coffee and kolanut, has sprung rapidly into popular favor. Robert Greig & Co., the Canadian agents, report good sales in both sizes.

W. H. Gillard & Co. are meeting with much success in the sale of their standard black teas. These teas are put up in airtight, metal-lined cases, (patented), and the aroma and freshness are retained until the last pound is sold. Mr. John Mouat, their Northwest representative, states that these teas are specially adapted to the alkaline waters of the Northwest.

SUGAR STATISTICS.

This week's summary of the statistical position of sugar as made up by Willett & Gray shows stocks in the United States and Cuba together of \$318,643 tons, against 302,065 tons last week and 175,882 tons last year; a plus of 132,761 tons over last year. Stocks in Europe, 2,675,400 tons, against 2,666,800 tons last week, and 2,435,700 tons last year. Total stocks of

Europe and America, 2,994,043 tons, against 2,968,865 tons last week, and 2,611,582 tons last year at the same uneven dates. The excess of stock is now \$382,461 tons, against an excess of 298,606 tons last week, and a deficiency of 6,733 tons December 31, 1896. Afloats to the United States include shipment of 2,800 tons this week from Hamburg and Bremen. Freight room has been engaged for 5,200 tons. Shipments include no tons refined. The six principal ports of Cuba by cable for week: Receipts, 6,586 tons; exports, 3,250 tons; stock, 38,196 tons, against 35,660 tons last week and 48,830 tons last year. Total stock, in all the principal countries, 2,990,043 tons, against 2,611,582 tons at same uneven dates last year, and 2,609,106 tons at the even date of January 1 last year. Afloats to the United States from all countries estimated, 65,000 tons, against 75,000 tons last year.

MANITOBA'S DAIRY INTERESTS.

THE following is an extract from the annual report of the directors of the Manitoba Dairy Association which was in session in Winnipeg on the 16th inst.:

"The increase of dairying through the year has been almost phenomenal. It is estimated from reliable sources that 776,000 pounds of creamery butter were sold out of the province at an average price of 16.4c. per pound, giving total receipts for butter of \$127,264. It is also estimated from the same source that 886,000 pounds of cheese were made which sold at an average of 7c. per pound, making a total of \$62,007, making a grand total of \$189,284 for dairy produce. This estimate is, if anything, below the actual amount manufactured. The increase in the value of the output for creamery-butter alone is \$41,612.

"The rapid development of the mining regions of Western Ontario, as well as those of British Columbia, is an intimation to the Manitoba farmer to be up and doing. This country must have supplies and Manitoba is the nearest point from which to obtain them. Everything the farmers can raise is needed. There can be no doubt of the extent of this market or the fact that it will last as long as the mines, as there is no possibility of keeping cows down there unless they can be taught to live on rock.' The directors would recommend that the association take into earnest consideration the manufacture of this article. Somebody is going to have this market and why not Manitoba. Then there is a market for pigs, beef, mutton, flour, oatmeal, eggs, and in fact everything that is raised on the farm. Even hay has to be imported to these districts."



The Cradle Churn

is **A** Great Labor Saver
Quick Butter Producer
Sure Profit Maker

Spring trade is opening. There is much to lose by waiting and everything to gain by acting wisely and promptly—act now. The Cradle Churn is the result of years of study.

It is the progressive dealer's churn. Progressive butter makers will use no other. It has all the strong points of other churns and absolutely none of their weaknesses.

It cannot possibly leak because the bottom and ends are made from one piece of wood, bent to the shape you see in the drawing. The cream is tossed about in four motions—from side to side and top to bottom of the churn.

No other churn secures such perfect action or is so thorough in its mixing. And the cover allows free circulation of air in the cream when churning. Cradle and churn are fastened together in one piece. It is easy to operate—moving the handles eight inches either way is all that's necessary. Easy to clean—too. It has taken first prizes where nothing but practical results decided the question.

Chas. Boeckh & Sons, Mfrs.

Brushes, Brooms, Woodenware.

Montreal Branch: 1 and 3 DeBresoles St.

80 York Street, Toronto.

Established 1856.

WINNIPEG MARKETS.

WINNIPEG, Feb. 25, 1897.

THINGS in Winnipeg are very little changed from last week. A heavy snow storm on Thursday and Friday has considerably blocked local trade.

Though not strictly under the head of groceries, the following facts from the annual report of the directors of the Provincial Dairy Association may prove of interest to dealers in the perishable commodities, butter and cheese, we quote: "It is estimated from reliable sources that 776,000 pounds of creamery butter were manufactured and sold from this province last season, at an average price of 16.4c. per lb., giving as the total receipts for butter \$127,264. It is also estimated that 886,000 lbs. of cheese were sold, at an average price of 7c. per lb., giving a total of \$62,007. A grand total of \$189,284 for dairy produce. This estimate is, if anything, below the actual amount manufactured. The increase in the value of the output of creamery butter over that of last year is \$41,612." Two points touched upon at some length in the deliberations of this body were the necessity of increasing of pig raising on the by-products of the creameries and the possibilities of manufacturing condensed milk. No definite action was taken upon the latter question, though the multiplication of mining camps both west and east is increasing the demand for this article.

SUGAR—Advanced $\frac{1}{8}$ c. per pound last Friday, and this is the only change for the week.

CANNED GOODS—Stocks are large and well assorted; prices same as last week: Tomatoes, best brands, \$1.80; do, good seconds, \$1.70; peas, \$1.75; corn, \$1.50; beans, \$1.75; strawberries, \$3.70; raspberries, \$3.20; pears, 3's, \$4.75; do, 2's, do, \$3.40; pineapple, imported, \$4.50.

DRIED FRUITS—Movement slow. Valencia raisins still scarce. Currants, owing to the difficulty between Turkey and Greece, would seem to be increasing in value. Apples, evaporated and dried, are at a deadlock.

CALIFORNIA EVAPORATED FRUITS—Unchanged from last week. We quote as

follows: Currants, 5 to $5\frac{1}{2}$ c. per lb.; Valencia raisins, fancy off-stalk, \$2; do., layers, \$2.20; figs, cooking, in bags, $5\frac{1}{2}$ c.; dates, Hallowi, $6\frac{1}{4}$ c.; apricots, 14c.; prunes, four sizes, Bosnias, $6\frac{1}{4}$ c.; apples, evaporated, $5\frac{1}{8}$ c.; apples, dried, $3\frac{1}{2}$ c.; Sultana, 4-crown, 10c.; California muscatels, $7\frac{1}{2}$ c.

TEA—A great deal of this article has been handled during the past month, but no change in the situation has occurred since last week.

COFFEE—No. 5 Rio, 16c.; fancy Java, 29c.; fancy Mocha, 29c. Santos and Maracaibos are not handled largely on this market.

PROVISIONS—Hams, 14 lb. size, 10c.; breakfast bacon, bellies, 10c.; do, backs, 9c.; long clear dry salt, 6c.; spiced roll, 6c.

SYRUP—Prices, 3c. per lb. in half-bbls. No change in this market.

CEREALS—Unchanged. Sacks of rolled oats, \$1.65; granulated oatmeal, \$1.90; standard do., \$1.90; rolled wheat, \$1.80; pot barley, \$2; pearl do., \$4; split peas, \$2.

FISH—Fresh fish continues to pour into the market here. The prices of salt and dried fish are practically the same as last week. Cod fish, pure, in bricks, $6\frac{1}{4}$ c.; do. do. 5-lb. bricks, $6\frac{1}{4}$ c.; haddies, whole, 6c.; Labrador herrings per $\frac{1}{2}$ -bbl., \$3.35; bloaters, 100s., \$1.10.

HALIFAX TRADE GOSSIP.

SUGAR is an article which is cutting some figure in Halifax to-day. The refinery's lowest quotations are: Granulated, 4c.; extra Circle C, $3\frac{3}{4}$ c.; Circle C, $3\frac{1}{4}$ c. There is a better feeling among the trade, and stocks held by jobbers are evidently light, as the refinery is receiving large orders from them for immediate shipment. The refinery is suffering just now from a shortage of the raw material. The steamer State of Georgia, from Dantzic, with a cargo for the Halifax refinery, is missing. The steamer Stag, with a cargo from Stettin for the same company, is in dry dock at Copenhagen, and has discharged her cargo pending repairs. The steamer M. C. Hollen, from Dantzic, and steamer Carl Hecksher, from the same port, are en route here with cargoes. The Taymouth Castle last

week brought 600 bags from the West Indies. The steamer Christiana, from Dantzic, is now discharging 2,850 tons here, and the ship Glooscap is discharging 90,000 bags East India sugar at the Dartmouth refinery. The steamer Silvia has arrived with a cargo from New York. The raw market is strong in all positions.

Cheese is 1c. per lb. higher than last week, business being done on a basis of 12c. Stocks are small and the market quiet.

Eggs are weaker on account of the large arrivals. The quotation to-day is about 15c. for choice Nova Scotia.

In butter Canadian prints have been fairly steady at 22c. Creamery in tubs is scarce at 20 to 21c. A fairly good quality of island butter is selling at 15c.

Molasses is moving very slowly, and dealers affirm their prices are below what new could be landed from either Porto Rico or Barbadoes. Quotations are: Porto Rico, 32 to 34c.; Trinidad, 24 to 26c.; Antigua, 24 to 26c.

A lot of fish continues to go forward to the West Indies. One steamer recently took 9,000 quintals to Porto Rico. There is a general demand for good grades of grocery cod and herring. Quotations are as follows: Dry cod from vessel, shore, prime, \$2.50 to \$3.50; small bank do, \$2.50 to \$2.75; bay do., \$2 to \$2.50; haddock, Cape Breton, \$1.75 to \$2; western do, \$1.75; hake, \$2.25; pollock, \$1.50; herring, Bay of Islands, No. 1, \$1.50; Labrador No. 1, \$6; No. 2, \$4; shore, No. 1, large, fat, \$3.50 to \$4; alewives, No. 1, \$3.25; mackerel, No. 1, \$15; No. 2, \$13; No. 3, fat, \$7; No. 3, large, \$6; salmon, No. 1, \$17.50; No. 2, \$15.50; No. 3, large, \$11; No. 3, small, \$9.

Slightly higher prices have been obtained this week for barrelled beef, which is quoted as follows: Canadian plate, \$11.25; American, \$13 to \$13.50. P.E.I. mess pork is quoted at \$12 to \$12.50, but the cash always takes the article at less money. Frozen lamb is quoted at 5c., and mutton at $5\frac{1}{2}$ c. Native fresh beef is worth about 7c. dressed, and Ontario, $5\frac{1}{2}$ c., for young steers and fat heifers, and fat cows at $5\frac{3}{4}$ c. There is a large supply of the Ontario article and the demand is good. Dressed hogs are worth 5 to $5\frac{1}{2}$ c.

The poultry market is well supplied. Retailers are offering frozen Ontario turkeys at 10c., while native bring 12c. Canadian geese are worth about 8c. Chickens sell at

A..
Snap

132 dozen Crosse & Blackwell's 1-lb. Pots MARMALADE

In casks of 12 dozen or in less quantity,
no charge for packages.

NICE FRESH GOODS AT A VERY LOW PRICE.

L. CHAPUT, FILS & CIE.

... Montreal

60 to 80c. a pair, and dressed fowls at the same figure.

Potatoes are selling at 35c. in jobbing lots, and 32c. in bulk. The quality is poor for the price.

There is nothing doing in canned goods. The market is stagnant.

The flour market is stagnant. Stocks on hand are fairly large. The indications all point to a further decline. Quotations nominally are: Ogilvie's Hungarian patent and Five Roses, \$5.35 to \$5.50; Goldie's People's, Gilt Edge and other grades, \$4.85 to \$5.00; Stockwell and Jersey Lily, \$4.70 to \$4.80; Tillson's Obelisk, Beaver, Kent and Sunbeam, \$4.50; 90 per cent. patents, \$4.40; straight grades, \$4.30; extras, \$4. Local bakers have put up the price, which was low during all the time flour was high.

There is very little change in the green fruit market. The steamers Labrador and St. John City, and also the steamer Mongolian, brought consignments of oranges from England, chiefly Valencias, which are selling at \$3.25 per box. Last month's arrivals are selling at \$3. Owing to the improvement in the English markets, good stocks are selling here at \$2 to \$2.50 a barrel. Lemons are quoted at \$2.25 to \$3 per 300 count. The supply of cranberries is limited. They are quoted at \$5 to \$6 per bbl.

W. J. McCleary, grocer, 199 Elizabeth street, Toronto, is offering his creditors 25c. on the dollar. The liabilities are \$1,200 and assets \$900.

AN ARTISTIC SHOPPER.

Careless students of commercial transactions are rashly apt to infer that all the business talent lies on one side—that of the salesman—but the initiated know that a very deep game is often played by the purchaser, says Louisville Courier-Journal. In a furniture store two young women were inspecting dressing tables.

"Oh, there it is!" exclaimed the brunette, with enthusiasm, hastening toward a pretty little oak table standing near.

"Sh!" said the blonde. "You haven't any sense at all. Have you any dressing tables in oak?" she asked of the approaching salesman.

"We have only this oak table left," he politely answered.

"It is awfully low," she commented, "and I don't like the color of the wood." The brunette girl looked troubled.

"Open the drawer," dictated the blonde.

"Oh, that's a dreadfully small drawer; it wouldn't hold anything. What's the price of this table?"

"Ten dollars," the salesman answered.

"Ten dollars! Dear me! Why, Isabel, we saw prettier ones than this for eight. It hasn't a very good polish, either. Haven't you any others at all? This is so low; and that drawer is so small."

The brunette looked more troubled.

"This is the last one we have in oak," the man again said.

"Haven't you any with different shaped legs?" she asked.

"This is the only one. As it is the last one, I'll see if I can let you have it at eight dollars."

The salesman walked off and the blonde turned to the brunette and said: "Goosey, cheer up. Isn't it a beauty? Just look at those lovely legs—and only eight dollars. You're a lucky girl."

Several large shipments of Ceylon, Congou and Young Hyson teas arrived this week for the Eby, Blain Co., Ltd.

Hudon, Hebert & Cie. are making special offers now on "Log Cabin" brand 2-lb. canned apples. Their price is 35c. per dozen.

The Eby, Blain Co., Ltd., report the arrival of a shipment of California evaporated peaches and apricots in bags, which they are offering at special prices this week.

Hudon, Hebert & Cie. are offering special value in A. Dufour & Cie.'s French prunes in 25-lb. boxes, and "Ostrich" brand Bosnian prunes in 55-lb. boxes. Prices and full particulars in advertising columns.

The Eby, Blain Co., Ltd., call attention to their bicycle scheme in connection with spices, which gave such general satisfaction last year. They are offering a lady's or gentleman's wheel this season, high grade, guaranteed satisfactory. Write for particulars.

What the President-Elect of the United States Thinks About Our Enterprise.

William McKinley addressed the Convention of The National Cash Register Company, at Dayton, O., October 22, 1895.

"It gives me great pleasure," he said, "to meet you here, and to congratulate you upon the splendid enterprise in which you are engaged.

"I have known The National Cash Register Company for many years. I have known the splendid progress of that industry in the past, and my only wish for you is that the business of this country from now on may be such that there will be a great demand for your cash registers, and that we will be able to register more cash than ever before in the transactions of this state and the country at large.

"What we want, no matter where we live and no matter in what occupation we may be engaged, is the highest prosperity possible for our country, and whatever will secure such prosperity, no matter what it may be."



The President-Elect of the United States.

We are proud of this indorsement by the president-elect of the United States, but we are prouder still of the indorsements of our company and of our registers by more than one hundred and twelve thousand retail merchants throughout the civilized world who have purchased registers from us and are now using them.

We have testimonials from thousands of these merchants, and to any retailer who desires we shall be glad to send copies of letters written by merchants in his line of business who reside in his immediate vicinity.

Send us your name, address, business, and number of clerks you employ. We will send you in return, free of charge, a handsomely-printed description of a cash register system used in stores like yours. Address Department P, The National Cash Register Company, Dayton, Ohio, U. S. A.



THESE TEAS

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



Appleton's India & Ceylon Teas

THE "TAPIR" BRAND.

SOLD IN LEAD PACKETS

Spring Picked !!!

Skilfully Blended !!

Attractively Packed !



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

OUR . . .

"VICTORIA" BRAND JAPAN TEA (Registered)

Is the best value ever offered on the market
for so low a price. . . .

Write for sample and price. It will pay you.

LAPORTE, MARTIN & CIE. IMPORTERS Montreal

A FEW FIGURES, but they teach
a lesson to every live
grocer :

Imports of machine-made teas
of **INDIA** and **CEYLON** into the
United States

1892.....	3,208,655 lbs.	} An increase in the last year of 72 %
1893.....	4,211,435 "	
1894.....	5,379,542 "	
1895.....	9,283,144 lbs.	

Use **INDIA** and
CEYLON
TEAS—

THE EARLIEST MAPLE SUGAR.

It does not appear that any record was made of aboriginal methods of tapping the maple and converting its sap into sugar, nor is the oldest maple old enough to tell us, though it had the gift of speech or sign-making intelligible to us. We can only guess that the primitive Algonquin laboriously inflicted a barbarous wound with his stone hatchet, and with a stone gouge cut a place for a spout, so far setting the fashion, which was long followed by white men, with only the difference that better tools made possible. Or we may guess that the Indian, taking a hint from his little red brother, Niquasese, the squirrel, who taps the smooth-barked branches, broke these off and caught the sap in suspended vessels of birch bark, than which no cleaner and sweeter receptacle could be imagined. Doubtless the boiling was done in earthen kokhs, or pots, some of which had a capacity of several gallons. According to Indian myths, it was taught by a heaven-sent instructor.

The true story of the discovery of maple sugar making is in the legend of Woksis, the mighty hunter, says a writer in The Chronicle. Going forth one morning to the chase, he bade Moqua, the squaw of his bosom, to have a choice cut of moose meat boiled for him when he should return, and, that she might be reminded of the time, he stuck a stake in the snow and made a straight mark out from it in the place where its shadow would then fall. She promised strict compliance, and as he departed she hewed off the desired tidbit with her sharpest stone knife and, filling her best kokh with clean snow for melting, hung it over the fire. Then she sat down on a bearskin and began embroidering a pair of moccasins with variously-dyed porcupine quills.

This was a labor of love, for the moccasins, of the finest deerskin, were for her lord. She became so absorbed in her work that the kokh was forgotten till the bark cord that suspended it was burned off and it spilled its contents on the fire with a startling, quenching, scattering explosion that filled the wigwam with steam and smoke. She lifted the overturned vessel from the embers and ashes by a stick thrust into its four-cornered mouth, and when it was cool enough to handle she repaired it with a new bail of bark, and the kokh was ready for service again. But the shadow of the stake had swung so far towards the mark that she knew there was not time to melt snow to boil the dinner.

Happily, she bethought her of the great maple behind the wigwam, tapped merely for the provision of a pleasant drink, but the sweet water might serve better purpose now. So she filled the kokh with sap and hung it

over the mended fire. In spite of impatient watching it presently began to boil, whereupon she popped the ample ration of moose meat into it and set a cake of pounded corn to bake on the tilted slab before the fire. Then she resumed her embroidery, in which the sharp point of each thread supplied its own needle.

The work grew more and more interesting. The central figure, her husband's totem of the bear, was becoming so lifelike that it could easily be distinguished from the wolves, eagles and turtles of the other tribal clans. In imagination she already beheld the moccasins on the feet of her noble Woksis, now stealing in awful silence along the warpath, now on the neck of the fallen foe, now returning jubilant with triumph or fleeing homeward from defeat, to ease the shame of failure by kicking her, in which case she felt herself bearing, as ever, her useful part. So she dreamed and worked, stitch by stitch, while the hours passed unheeded, the shadow crept past the mark, the kokh boiled low, and the cake gave forth the smell of burning. Alas! the cake was a blackened crisp, and lo! the once juicy piece of meat was a shrivelled morsel in the midst of a gummy, dark brown substance.

She snatched kokh and cake from the fire, and then, hearing her husband coming, she ran and hid herself in the nearest thicket of evergreens, for she knew that when he found not wherewith to appease the rage of hunger he would be seized with a more terrible one against her. Listening a while with a quaking heart, and catching no alarming sound, but aware instead of an unaccountable silence, she ventured forth and peeped into the wigwam.

Woksis sat by the fire eating with his fingers from the kokh, while his face shone with an expression of supreme content and enjoyment. With wonder she watched him devour the last morsel, but her wonder was greater when she saw him deliberately break the earthen pot and lick the last vestige of spoiled cookery from the shards. She could not restrain a surprised cry, and discovering her, he addressed her:

"O, woman of women! Didst thou conceive this marvel of cookery, or has Klosekur-Beh been thy instructor?"

Being a woman, she had the wit to withhold the exact truth, but permitted him to believe whatever he would.

"Let me embrace thee," he cried, and upon his lips she tasted the first maple sugar.

The discovery was made public, and kokhs of sap were presently boiling in every wigwam. All were so anxious to get every atom of the precious sweet that they broke the kokhs and scraped the pieces, just as Woksis, the first sugar eater, had done. And that is why there are so many fragments of broken pottery and so few whole vessels to be found.

EPPS'S COCOA

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

EPPS'S COCOAINE

or COCOA-NIB EXTRACT.

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

Special Agent, C. E. COLSON, MONTREAL

Smoked Hams**Smoked Rolls****Pure Lard**

UNSURPASSED IN QUALITY
SAMPLE ORDER SOLICITED

PARK, BLACKWELL & CO., Ltd.

Wholesale Pork Packers
TORONTO

Feathers!
We Buy Them

All grades; Goose, Hen, Duck and Turkey; give the highest market price

AND PAY CASH

General stores and grocers will find it to their advantage to collect for us. Write for prices and shipping instructions.

ALASKA FEATHER & DOWN CO.

290 Guy St., Montreal.

For . . .

10 cents

We will mail you a valuable little book on

**BUYING
SELLING AND
HANDLING OF TEA**

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

The MacLean Publishing Co.

26 Front St. West, Toronto.

EDUCATE YOUR CUSTOMERS**TO USE PURE GOODS**

IT Will Pay You.
Will Pay Your Customers.
Will Increase Your Business.

The Grocer who pushes cheap goods is hardly ever successful.

OUR "PURE GOLD" BRAND of Flavoring Extracts is guaranteed of finest quality and true in flavor.

ONE 25-CENT BOTTLE WILL GO FARTHER THAN HALF A DOZEN OF THE ORDINARY 10-CENT BOTTLES.

Vanilla beans have advanced 50 per cent. during the past few months. We may have to advance prices before long. In the meantime we will be pleased to have your orders through our agents or by mail, at our regular prices.

PURE GOLD MFG. CO., 31 AND 33 Front St. E., Toronto

POINTS FOR CLERKS.

GENIUS has been well defined as the infinite capacity for taking pains. If men who have done great things could only reveal to the struggling youth of to-day how much of their reputations was due to downright hard digging and plodding, what an uplift of inspiration and encouragement they would give. How often I have wished that the discouraged, struggling youth could know of the heart-aches, the head-aches, the nerve-aches, the disheartening trials, the discouraged hours, the fears and despair involved in works which have gained the admiration of the world, but which have taxed the utmost powers of their authors.

Fifty feet of Bunker Hill Monument is under ground; unseen and unappreciated by those who tread about that historic shaft, but it is this foundation, apparently thrown away, which enables it to stand upright, true to the plumb-line through all the tempests that lash its granite sides. A large part of every successful life must be spent in laying foundation stones under ground. Success is the child of drudgery and perseverance, and depends upon "knowing how long it takes to succeed." Havelock joined the army at 28, and for thirty-four years worked and waited for his opportunity; conscious of his power, "fretting as a subaltern while he saw drunkards and fools put above his head." But during all these years he was fitting himself to lead that marvelous march to Lucknow.

The industry that acquired riches, according to a wise teacher, the patience that is required in obtaining them, the reserved self-control, the measuring of values, the sympathy felt for fellow-toilers, the knowledge of what a dollar costs to the average man, the memory of it—all these things are

preservative. But woe to the young farmer who hates farming; does not like sowing and repairing; is impatient with the dilatory and slow path to a small though secure fortune in the neighborhood where he was born, and comes to the city, hoping to become suddenly rich, thinking that he can break into the palace of wealth and rob it of its golden treasures!

Laziness begins in cobwebs and ends in iron chains. The more business a man has, the more he can do, for he learns to economize his time.

Edison described his repeated efforts to make the phonograph reproduce an aspirated sound, and added: "From eighteen to twenty hours a day for the last seven months I have worked on this single word, 'specia,' but the instrument responded 'pecia, pecia, pecia.' It was enough to drive one mad. But I held firm, and I have succeeded."

Horace Mann, the great author of the common school system of Massachusetts, was a remarkable example of that pluck and patience which can work and wait. His only inheritance was poverty and hard work. But he had an unquenchable thirst for knowledge and a determination to get on in the world. He braided straw to get money to buy books which his soul-thirsted for.

The habit of seizing every bit of knowledge, no matter how insignificant it may seem at the time, every opportunity, every occasion, and grinding them all up into experience, cannot be overestimated. You will find use for all of it. Webster once repeated an anecdote with effect which he heard fourteen years before, and which he had not thought of in the meantime. It exactly fitted the occasion. "It is an ill mason that rejects any stone."

Alexander Hamilton said, "Men give me

credit for genius. All the genius I have lies just in this: when I have a subject in hand I study it profoundly. Day and night it is before me. I explore it in all its bearings. My mind becomes pervaded with it. Then the effort which I make the people are pleased to call the fruit of genius; it is the fruit of labor and thought." The law of labor is equally binding on genius and mediocrity.

The road to distinction must be paved with years of self-denial and hard work.

Are the results so distant that you delay the preparation in the hope that fortuitous good luck may make it unnecessary? As well might the husbandman delay sowing his seed until the spring and summer are past and the ground hardened by the frosts of a rigorous winter. As well might one who is desirous of enjoying firm health inoculate his system with the seeds of disease, and expect at such time as he may see fit to recover from its effects, and banish the malady. Nelaton, the great surgeon, said that if he had four minutes in which to perform an operation on which a life depended, he would take one minute to consider how best to do it.

"I have been watching the careers of young men by the thousand in this busy city of New York for over thirty years," said Dr. Cuyler, "and I find that the chief difference between the successful and the failures lies in the single element of staying powers. Permanent success is oftener won by holding on than by sudden dash, however brilliant. The easily discouraged, who are pushed back by a straw, are all the time dropping to the rear—to perish or be carried along on the stretcher of charity. They who understand and practice Abraham Lincoln's homely maxim of 'pegging away' have achieved the solidest success."—Architects of Fate.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

JOHN KING, general merchant, Fort William, is offering to compromise at 40c. on the dollar, and a meeting of creditors has been called for the 1st prox.

J. Murray & Co., grocers, Amherst, N.S., have assigned.

Smith & Co., grocers, Windsor, N.S., have assigned.

J. Racette, general store, St. Julienne, Que., has assigned.

W. Knox, general merchant, Bridgeport, N.S., has assigned.

W. C. Ackerman, grocer, Picton, has assigned to R. Carson.

The general stock of John Trehas, Webbwood, has been seized.

Marion Yeats, dry goods and groceries, Millbrook, has assigned.

Pierre Douras, grocer, Ottawa, has assigned to T. M. McDermott.

W. A. Broddy, general merchant, Uxbridge, has obtained an extension.

F. P. Grenier, general merchant, Ancienne Lorette, Que., has assigned.

R. W. Mutchmore, merchant, Galt, has assigned to C. B. Armstrong, London.

The Huych Mercantile Co., Colborne, has compromised at 55c. on the dollar.

A. Liberman, general merchant, Yarmouth, N.S., is offering to compromise.

J. A. Vaillant, grocer, Montreal, is offering to compromise at 30c. on the dollar, cash.

Hubley, Teas & Co., grocers, Halifax, are offering to compromise at 20c. on the dollar.

A meeting of the creditors of John R. Andrews, general merchant, Marbleton, Que., has been called for 1st prox. to appoint a curator.

PARTNERSHIPS FORMED AND DISSOLVED.

N. Quesnel & Frere, grocers, Montreal, have dissolved.

Brodeur & Deschatelets, grocers, Montreal, have dissolved.

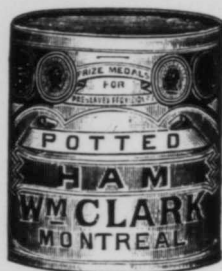
Snow & Williams, general merchants, Digby, N.S., have dissolved.

J. A. Perrault & Co., manufacturers of pickles and jams, Montreal, have dissolved.

Joseph Hamel, grocer, and Joseph Hamel, farmer, have registered a partnership to carry on business in Quebec as grocers under the style of Joseph Hamel & Co.

H. Dubuc and P. Dubuc have formed a partnership in Montreal to carry on business as grocers, under the style of Dubuc & Freres.

W. A. Kinney and L. D. Shaffer have registered a partnership to carry on business



Keep up with the times

and handle goods that will sell themselves

CLARK'S CORNED BEEF

With Patent Key Attachment

SOLD BY ALL WHOLESALERS

W. CLARK, Montreal

in Bridgetown as grocers, etc., under the style of Kinney & Shaffer.

E. A. Baldwin, W. K. Baldwin and C. T. Rogers, have formed a partnership to carry on business in Baldwin's Mills, Que., under the style of the Baldwin Condensed Milk Co.

SALES MADE AND PENDING.

Ellen B. Sewell, grocer, Strathroy, is advertising business for sale.

James Hill, general merchant, Ospringe, is advertising business for sale.

The assets of N. Lenure, grocer, Montreal, are to be sold on 26th inst.

The stock of J. & J. Straitch, general merchants, Teeswater, has been sold.

The stock of E. Lacroix, grocer, Montreal, has been sold at 30c. on the dollar.

The stock of Z. Laurialt, grocer, Montreal, has been sold at 37c. on the dollar.

The real estate of J. A. Bernardin, general merchant, Buckingham, has been sold.

J. Becaire, general merchant, Grande Freniere, Que., is offering business for sale.

The stock of the estate of B. McDonald, general merchant, Flesherton, has been sold.

The assets of W. J. Melrose, general merchant, Georgeville, Que., are to be sold on 2nd prox.

The stock of Mutchmore & Co., department store, Galt, is to be sold by auction on 3rd prox.

CHANGES.

A. Langlois is opening a general store in St. Alban, Que.

J. D. McLachlan has opened a grocery store in Montreal.

Mahler Bros., apple evaporators, Pickering, are giving up business.

W. Wilson, grocer, Thamesville, has been succeeded by M. A. Secord.

W. Bunker & Co., grocers, Montreal, have sold out to Thos. J. Thompson.

A. G. Frederick, general merchant, Alice, Ont., has removed to Pembroke.

W. B. Sweet, general merchant, Inkerman, has removed to Hemington.

Hannah Boulter, general merchant, Yearley, has been succeeded by W. Quinn.

Stanley Ashworth, general merchant,

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

The Hilliard House, Rat Portage

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

THE CIRCULATION OF CANADIAN PAPERS

in Handy Business List free. Send address and 6c. in stamps to pay postage.



Ashworth, has been succeeded by Jesse Thompson.

J. J. Whalen, grocer, Penetanguishene, has gone out of business and left that place.

A. Halliday, general merchant, Boissevain, Man., is opening a branch at Ninga.

A. L. Orvis, general merchant, Kinsale, is giving up business and leaving that place.

Brown & Wilcox, grocers and bakers, Essex, have sold out to Forsythe, Anderson & Co.

FIRES.

Glass Bros. & Co., pottery manufacturers, London & Pottersburg, have been burned out.

T. C. Miller & Co., general merchants, Millerton, N.B., have been burned out; insured for \$3,300.

W. Conboy, general merchant, and G. Ramsden, hardware, both of Erin, have been burned out.

Alex. Brown, general merchant, Vasey, Ont., has been burned out; no insurance; consulting creditors.

DEATHS.

D. J. McDonald, grocer, Montreal, is dead.

AGED 155.

During Mr. Magor's absence in England the advertisements of Keen's mustard were written by a professional advertisement writer. He made an error in saying that they had been selling mustard for 400 years. He himself is a member of the "select" 400, and it seems impossible to get any other number into his head. Keen's mustard is very old, but has not been in existence 400 years. They started making mustard 155 years ago and they are now the oldest manufacturers in London.

Mr. Magor has just returned from Europe and has secured several new agencies. He will handle Sutton's sauces, Rae's olive oil and Field's toilet soap, in addition to his regular lines.

COX'S GELATINE Always Trustworthy.
ESTABLISHED 1725.

Agents for Canada:
C. E. COLSON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N.B., and Montreal

Headquarters for

Stencil Brands

CORPORATE SEALS . . .
RUBBER, BRASS AND STEEL STAMPS

HAMILTON STAMP & STENCIL WORKS
Hamilton, Ont.

STONEWARE



QUALITY THE BEST . . .
PRICES RIGHT. TRY THEM

HART BROS. & LAZIER

Belleville, Ont.

Send for price list. Mention GROCER.



"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

Grocers

We admit you know what you make by handling other goods, but you cannot tell how much you are losing from time to time by not handling our

Quickshine Stove Polishes

ALPHA CHEMICAL CO.

BERLIN, ONT.

CHARLES F. CLARK. EDW. F. RANDOLPH
PRESIDENT. TREASURER
ESTABLISHED 1849.

**THE BRADSTREET
MERCANTILE AGENCY**

THE BRADSTREET COMPANY,
Executive Offices, PROPRIETORS.

NOS. 279, 281 AND 283 BROADWAY, NEW YORK

Offices in the principal cities of the United States
Canada, the European Continent, Australia and
in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICES 36 Front St. East and
27 Wellington St. East.

THOS. O. IRVING, Superintendent.

Oakey's

**'WELLINGTON'
KNIFE POLISH**

The Original and only Genuine Preparation for
Cleaning Cutlery.

JOHN Oakey & Sons, Limited,

Manufacturers of Emery, Black Lead, Emery and
Glass Cloths and Papers, etc.

Wellington Mills, London, England

REPRESENTATIVE IN CANADA :

JOHN FORMAN, 650 Craig Street

MONTREAL

GRIMBLE'S English Malt

Six GOLD Medals **VINEGAR**

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

**Don't delay ordering your Car
Salt till the spring rush is on.**

VERRET, STEWART & CO., Montreal.

TRY A PACKAGE OF OUR "CLUB HOUSE"

A Perfect blend of the finest

INDIA and CEYLON TEAS

For which we are sole agents in America.

It will please your customers.

J. F. RAMSAY & CO.

Wholesale Importers

TORONTO

14 and 16 Mincing Lane



AN AUTOMATIC SELLING MACHINE . . .

To sell

**Adams'
Tutti Frutti**

For full particulars, apply . .

Globe Automatic Selling Co.

13 Jarvis Street, - TORONTO, ONT.



First and Foremost



EAST INDIA PICKLES

*None Finer ever offered to the Trade...
A High-Grade Pickle at Moderate Cost*

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



WE SELL

SOUTHWELL'S

The best **MARMALADE**
The best **FRUIT JAMS**

In the Market to-day. Write for Quotations.

FRANK MAGOR & CO. 16 St. John Street, Montreal.

CURRENT MARKET QUOTATIONS

Toronto, Feb. 25, 1897.

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

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

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

BAKING POWDER.

Snow Drift—		
1/4 lb. tins, 4 doz. in case.....	per doz.	\$ 0 75
1/2 " " " " " " " " " " " "	"	"
1 " " " " " " " " " " " "	"	2 00
3 " " " " " " " " " " " "	"	6 50
5 " " " " " " " " " " " "	"	10 00
10 lb. boxes.....	per lb.	16
20 t. pails.....		16

PURE GOLD.

5 lb. cans, 1 doz. in case.....	19 80
4 lb. cans, 1 doz. in case.....	16 00
2 1/2 lb. cans, 1 and 2 doz. in case.....	10 50
16 oz. cans, 1, 2 and 4 doz. in case.....	4 60
12 oz. cans, 2 and 4 doz. in case.....	3 60
8 oz. cans, 2 and 4 doz. in case.....	2 40
6 oz. cans, 2 and 4 doz. in case.....	1 80
4oz. cans, 4 and 6 doz. in case.....	1 25
10 cent can.....	0 90
Ocean Wave—	
No. 10 (5 oz.) 4 doz. cases, round or square.....	0 75
1/2 lb., 3 doz. cases, round.....	1 20
No. 1 (14 oz.), 2 doz. cases, round.....	1 80
1 lb., 2 doz. cases, round.....	2 00
3 lb., 1/2 " " " " " " " " " " " "	5 75
5 lb., 1/2 " " " " " " " " " " " "	9 00

Prices of cheaper goods or special brands on application.

Cook's Friend—		
Size 1, in 2 and 4 doz. boxes.....	\$ 2 40	
" 10, in 4 doz. boxes.....	2 10	
" 2, in 6 " " " " " " " " " "	80	
" 12, in 6 " " " " " " " " " "	70	
" 3, in 4 " " " " " " " " " "	45	
Pound tins, 3 doz. in case.....	3 00	
oz. tins, 3 " " " " " " " " " "	2 40	
oz. tins, 4 " " " " " " " " " "	1 10	
lb. tins, 1/2 " " " " " " " " " "	14 00	

W. H. GILLARD & CO., PROPRIETORS.		
Diamond—		
1 lb. tins, 2 doz. in case.....	per doz.	1 20
1/2 lb. tins, 3 " " " " " " " " " "	"	90
1/4 lb. tins, 4 " " " " " " " " " "	"	60

MAPLE LEAF BAKING POWDER.		
1/2 lb. glass jars.....		\$1 25
1 lb. glass jars.....		2 00
1 lb. sealer jars.....		2 25

THE F. F. DALLEY CO. per doz.		
Silver Cream, 1/4 lb. tins, 4 to 6 doz. cases.....	\$0 75	
English Cream, 1/2 lb. tins, 4 to 6 doz. cases.....	1 25	
1 lb. tins, 2 to 4 doz. cases.....	2 00	
Kitchen Queen, 1/4 lb. tins, 4 to 6 doz. cases.....	0 55	
1/2 lb. tins, 4 to 6 doz. cases.....	0 80	
1 lb. tins, 2 to 4 doz. cases.....	1 15	
English Cream, glass tumblers.....	0 75	
1/2 lb. jellies.....	1 25	
1/2 lb. jellies.....	2 25	
1/2 lb. Crown sealers.....	2 25	

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

THE F. F. DALLEY CO.		
English Army Blacking, 1/4 gross cases.....	\$9 00	
No. 2 Spanish.....	3 60	
No. 3 " " " " " " " " " " " "	4 50	
No. 5 " " " " " " " " " " " "	7 20	
No. 10 " " " " " " " " " " " "	9 00	
Yuran Oil Blacking, 1 doz. cases, liquid.....	2 00	

New York Dressing, 1 doz. cases.....	per doz	0 75
panish Satin Gloss, " " " " " " " " " "	"	1 00
Crescent Ladies' Dressing, 1 doz. cases.....	1 75	
Spanish Glycerine Oil Dressing.....	2 00	

BLACK LEAD.		
Reckitt's Black Lead, per box.....	\$1 15	
Each box contains either 1 gross, 1 oz., 1/2 gro. 2 oz., or 1/4 gro. 4 oz.		
Dixon's Carburet of Iron Stove Polish, 70c doz.....	Per gr.	7 25



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

THE F. F. DALLEY CO.]		
Gem Stove Polish, 1/4 gross cases.....	\$9 00	
per doz		
Stovepipe Varnish, 4 oz. bottles.....	1 00	
6 oz. bottles.....	1 25	
Boston Brunswick Black, 8 oz. bottles.....	1 75	

BIRD SEEDS		
BART. COTTAM & CO.		
"Cottams" Bird Seed.....	0 07	
Warblers Bird Seed.....	0 06 1/4	
Belgian Bird Seed.....	0 06	
International Bird Seed.....	0 05 1/2	
German X Bird Seed.....	0 05	
German Bird Seed.....	0 04 1/2	
London Bird Seed, bulk 25 lb. cases.....	0 05	
Bird Gravel, 10c. pkts., 24 in case.....	0 06	
Bird Gravel, 5c. pkts., 48 in case.....	0 03	

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

CORN BROOMS		
CHAS. BOECKH & SONS. per doz.		
Carpet Brooms—		net.
"Imperial," extra fine, 8, 4 strings.....	\$3 65	
" " " " " " " " " " " "	3 45	
" " " " " " " " " " " "	3 25	
"Victoria," fine, No. 8, 4 strings.....	3 30	
" " " " " " " " " " " "	3 10	
" " " " " " " " " " " "	2 90	
"Standard," select, 8, 4 strings.....	2 90	
" " " " " " " " " " " "	2 75	
" " " " " " " " " " " "	2 60	
" " " " " " " " " " " "	2 40	

The Question is

Are you satisfied with the quality of the Starch you are selling? Are your customers satisfied with the quality of the Starch they are buying? If not, perhaps a trial of our goods would create a better feeling on both sides of the counter.

No woman will use poor Starch in preference to good Starch. That's the reason why a trial always leads to constant use of

EDWARDSBURG
STARCH CO.
Cardinal,
Ont.

Edwardsburg Starch

BLUE.	
KEEN'S OXFORD.	per lb.
1 lb. packets	\$0 17
1/4 lb. "	0 17
Reckitt's Square Blue, 12-lb. box ..	0 17
Reckitt's Square Blue, 5 box lots ..	0 16
CANNED GOODS.	
	per doz.
Apples, 3's	\$0 70 \$0 95
" gallons	1 65 2 25
Blackberries, 2	1 70 1 90
Blueberries, 2	0 75 0 85
Beans, 2	0 65 0 95
Corn, 2's	0 55 0 69
Cherries, red pitted, 2's	2 00 2 25
Peas, 2's	0 70 0 89
" Sifted select	0 80 0 95
" Extra sifted	1 15 1 30
Pears, Bartlett, 2's	1 65 1 75
" " 3's	2 40
Pineapple, 2's	1 75 2 40
" 3's	2 50 2 60
Peaches, 2's	1 65 2 00
" 3's	2 50 3 00
Plums, Green Gages, 2's	1 60 1 80
" Lombard	1 50 1 70
" Damson Blue	1 15 1 40
Pumpkins, 3's	0 70 0 90
" gallons	2 10 2 25
Raspberries, 2's	1 50 1 80
Strawberries, 2's	1 65 1 95
Succotash, 2's	1 15
Tomatoes, 3's	0 70 0 75
Lobster, tails	2 30 2 40
" flats	2 85 2 90
Mackerel	1 20 1 30
Salmon, Sockeye, tails	1 35 1 45
" " flats	1 40 1 75
" Cohoes	1 10 1 20
Sardines, Albert, 1/4's tins	0 13
" 1/2's tins	0 20 0 21
" Sportsmen, 1/4's genu- ine French high grade, key opener	0 12 1/2
Sardines, Sportsmen, 1/4's	0 21
" " 1/2's	0 16 0 18 1/2
Sardines, key opener, 1/4's	0 10 1/2 0 11
" " 1/2's	0 18 1/2 0 19
Sardines, other brands 9 1/4	0 16 0 17
" P. & C., 1/4's tins	0 23 0 25
" " 1/2's	0 33 0 34
Sardines, Amer., 1/4's	0 04 1/2 0 09
" " 1/2's	0 09 0 11
" Mustard, 1/4 size, cases 50 tins per 100	10 00 11 00
MARSHALL & CO., SCOTLAND.	
Fresh Herring, 1-lb.	1 10 1 15
Kipperd Herring, 1-lb.	1 6 1 90

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

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



Acme Sliced Beef.
No. 1 tins,
key, 2 doz.
per doz. \$2.75.



Beardsley's Boneless Herring. doz
2 doz. 1 40

ARMOUR PACKING CO.—HELMET BRAND	
Corned Beef, 1 lb.	1 40 1 50
" 2 lb.	2 60 2 75
" 4 lb.	5 50 5 80

" 6 lb.	8 50	8 80
" 14 lb.	17 50	18 00
Roast Beef, 1 lb.	1 40	1 50
" 2 lb.	2 60	2 75
Luncheon Beef, 1 lb.	1 60	1 70
" 2 lb.	2 75	2 85
Brawn 1 lb.	1 30	1 40
" 2 lb.	2 35	2 50
" 6 lb.	6 60	6 80
" 14 lb.	14 50	15 00
Ox Tongue, 1 1/2 lb.	7 00	7 20
" 2 1/2 lb.	8 50	8 80
" 4 lb.	10 75	11 00
Lunch Tongue, 1 lb.	3 35	3 50
" 2 lb.	6 50	6 80
Chipped Beef, 1/2 lb.	1 60	1 70
" 1 lb.	2 65	2 80
Pigs' Feet, 1 lb.	1 65	1 75
" 2 lb.	2 45	2 60
Potted Meats, Tongue or Ham 1/4 lb.	70	75
" 1/2 lb.	1 20	1 25
Potted Deviled Ham or Tongue, 1/4 lb.	70	75
" 1/2 lb.	1 20	1 25

WHITE LABEL.	
Soups Assorted, 1 qt.	3 00 3 15
" 1 pt.	2 00 2 10
Gelatin of Boar's Head, 2 lb.	3 00 3 20
Braised Beef with Vegetables, Piquant Sauce, Gumbo, Tom- ato and Rice, 2 lb.	3 00 3 10
Plover Roast	5 00
Sliced Gold Band Bacon	3 00

Codfish.	
Beardsley's Shredded, 2 doz. pkgs.	0 90

CHEWING GUM.	
ADAMS & SONS CO. per box	
Tutti Frutti, 36 5c bars	\$1 20
" (in cream pitcher) 36 5c bars ..	1 20
" (in sugar bowl) 36 5c bars ..	1 25
" (in glass jar) 115 5c pkgs.	3 75
Pepsin Tutti Frutti (in glass jar) 115 5c packages	3 75
Pepsin Tutti Frutti, 25 5c packages ..	0 75
Round Pepsin, 30 5c packages	1 00
Cash Register, 39 5c bars and pkgs ..	15 00
Cash Box, 160 5c bars	6 00
Tutti Frutti Show Case, 180 5c bars and packages	6 50

Variety Gum (with book in each box) 150 lc pieces	1 00
Banner Gum (English or French wrap- pers) 115 lc pieces	0 75
Flirtation Gum (English or French wrappers) 115 lc pieces	0 65
Mexican Fruit, 36 5c bars	1 20
Sappota, 150 lc pieces	0 90
Orange Sappota, 150 lc pieces	0 75
Black Jack, 115 lc pieces	0 75
Red Rose, 115 lc pieces	0 75
Magic Trick, (English or French wrappers) 115 lc pieces	0 75

CHOCOLATES & COCOAS.	
Cocoa—	EPPS'S. per lb.
Case of 14 lbs. each	0 35
Smaller quantities	0 37 1/2
CADBURY'S.	
Frank Magor & Co., Agents. per doz	
Cocoa essence, 3 oz. packages	\$1 65
" per lb.	
Mexican chocolate, 1/4 and 1/2 lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" 1-lb. tins	0 42 1/2
Cocoa Nibs, 11-lb. tins	0 35

TODD HUNTER, MITCHELL & CO.'S.	
Chocolate—	per lb.
French, 1/4's—6 and 12 lbs.	0 30
Caraccas, 1/4's—6 and 12 lbs.	0 35
Premium, 1/4'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 15
Royal Cocoa Essence, packages	1 40

CHOCOLAT MENIER.	
Vanilla—	Cases of In 12 10x12 lb lb boxes
White	hxs
Yellow wrapper, p. lb.	\$ 0 34 \$ 0 36
Triple Vanilla—	
White	0 73 0 83
Unsweetened—	
Blue Premium	0 38 0 42
Cases of Less 54 lbs than case	
Pastilles—	
1/2 lb. boxes	0 19 0 20

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

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.

Prepared by **M. P. CARD, Guelph, Ont.**

FRESH SEEDS for 1897
WILLIAM EWING & CO.

Pleased to quote Clover, Timothy, and Farm and Garden Seeds of all varieties. **Montreal**

THE "DIAMOND" OIL BLACKING



Is specially prepared for the people, recommending itself. It has been acknowledged for years the best kind, as it preserves and imparts to leather a brilliant jet black polish. It has numerous imitators, but continues to outshine them all. Ask for the original, and see you get it.

W. BERRY, - MANCHESTER.

Send for samples and quotations to

R. E. Boyd & Co. ST. JAMES STREET Montreal

DRINK :::

:: Chocolate for Breakfast

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

CHOCOLAT MENIER



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

VANILLA . . . CHOCOLATES

CHOCOLAT MENIER

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

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

Salt Salt Salt

Write us if you want **SALT** of any kind, in car lots or less; can ship at very short notice. . . .

TORONTO SALT WORKS

TORONTO, ONT.

Every up-to-date Grocer should keep

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

Send your orders to **THE COWAN CO., Ltd.**
470 King St. East, Toronto



ASK FOR MOTT'S



Here It Is

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

Chard, Jackson & Co.

Agents for the Dominion

10 Lemoine St.

MONTREAL

FRY'S.	
(A. P. Tippet & Co., Agents.)	
Chocolate—	per lb.
Caracas, 1/4's, 6-lb. boxes	0 42
Vanilla, 1/4's	0 42
"Gold Medal" Sweet, 6 lb. bxs.	0 29
Pure, unsweetened, 1/2's, 6 lb. bxs.	0 42
Fry's "Diamond", 1/4's, 6 lb. bxs.	0 24
Fry's "Monogram", 1/4's, 6 lb. bxs.	0 24
Cocoa—	
Concentrated, 1/4's, 1 doz. in box	2 40
" " 1/2's, " " "	" "
" " 1 lbs. " " "	" "
Homeopathic, 1/4's, 14lb. boxes	0 33
" " 1/2 lbs. 12 lb. boxes	33
JOHN P. MOTT & CO.'S.	
(R. S. McIndoe, Agent, Toronto.)	
Mott's Broma	per lb. 0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (1/4's)	0 32
Mott's Breakfast Cocoa (in tins)	0 45
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 22
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 27
Mott's Cocoa Nibs	0 35
Mott's Cocoa Shells	0 05

Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate	0 21 0 43
Mott's Sweet Chocolate Liquors	0 19 0 30
COWAN COCOA AND CHOCOLATE CO.	
Hygienic Cocoa, 1/4 lb. tins, per doz.	\$3 75
Cocoa Essence, 1/2 lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb.	0 20
Diamond Chocolate, 12 lb. boxes,	1/4 lb. cake, per lb. 0 22 1/2
Royal Navy Chocolate, 12 lb. boxes,	1/2 lb. cake, per lb. 0 30
Mexican Vanilla Chocolate, 12 lb. boxes, 1/4 lb. cake, per lb.	0 35
WALTER BAKER & CO.'S.	
Chocolate—	
Premium No. 1, boxes, 12 lbs. each	0 46
Baker's Vanilla in boxes, 12 lbs. each	0 50
Caracas Sweet, in boxes, 6 lbs. each	38
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 28
Grocers' Style, in boxes, 6 lbs. each	0 25
Eight cakes to the lb., in bxs, 6 lbs. e.	0 25
Soluble Chocolate	
In canisters, 1 lb., 4 lb. and 10 lb.	0 50
Breakfast Cocoa—	
In bxs, 6 and 12 lbs. each, 1/2 lb., tins.	0 50

COCOANUT.

CANADIAN COCOANUT CO.	
White Moss Brand—	
Pkgs. 1 lb., 15 or 30 lb. cs.	0 27
" 1/2 " " " "	0 28
" 1/4 " " " "	0 29
" 1/8 " " " "	0 30
Bulk—	
White Moss, 1c, 15 or 20 lb. Pails	0 20
Feather Strip, " " " "	0 22
Special Shred, " " " "	0 18
Macaroon, " " " "	0 18
Crown Desic., 12, 20 or 25 lb. " "	0 18
Special, " " " "	0 17
Barrels, 2c. per lb. less.	
Terms, 3 p.c., off 30 days.	
SCHPEP'S	
Improved in packages—	per lb.
1 lb. package, 15 and 30 lb. cases	0 27
1/2 lb. package, 15 and 30 lb. cases	0 28
1/4 lb. " " " " "	0 29
5c. package, 4 doz. in case, per doz.	0 45
Bulk—	Bris. Pails.
Edelweiss (thin strip) per lb.	0 20 0 25
Improved Shredded, " " "	0 18 0 23
Beaver " " "	0 16 0 18
Macaroon " " "	0 16 0 18
Desiccated " " "	0 15 0 17
Terms, 3 per cent. off 30 days.	

COFFEE.

Green.	
Mocha	0 27 1/2 per lb. 0 30
Old Government Java	0 30 0 33
Rio	0 14 0 16
Plantation Ceylon	0 29 0 31
Porto Rico	0 24 0 28
Guatemala	0 24 0 26
Jamaica	0 19 0 22
Maracaibo	0 18 0 20
JAMES TURNER & CO.	
Mecca	0 34
Damascus	0 30
Cairo	0 25
FODHUNTER, MITCHELL & CO.'S	
Excelsior Blend	0 34
Our Own " "	0 32
Jersey " "	0 30
Laguaya " "	0 27
Mocha and Java	0 32 0 35
Old Government Java	0 30 0 32 0 36
Arabian Mocha	0 32 0 34
Maracaibo	0 28 0 28
Santos	0 22 0 26
Crushed East India	0 20
EXTRACTS.	
per doz.	
Dalley's Pure Fruit Extracts, 3 1/2 oz. bottles, all flavors	\$2 00
Dalley's Tropical Extracts, 3 oz. bottles all flavors	0 75
Dalley's Fine Gold Extracts, 2 oz. bottles, all flavors	1 25

CREAM SODAS.

In 3-pound Tins, made by us, are the original Cream Sodas. They are always CRISP, FRESH and TASTY. No grocery stock is complete without them. They are trade bringers and trade keepers.

Toronto Biscuit & Confectionery Co.

A. W. PORTE.

7 FRONT STREET EAST

TORONTO.

S. R. PARSONS.

Crown Brand (Robert Greig & Co.)—	
1 oz. Bottle, per doz.	0 90
2 1/2 " " " "	1 50
4 " " " "	2 00
8 " " " "	3 00
8 " Bottle " "	6 00
4 " Glass Stop'r " "	3 50
8 " " " " "	7 00
Parisian Essence, per gross	21 00
Ketchup, Fluted Bottles, gross	12 00
Ketchup, Screw Top, gross	21 00
" S. & L. "High Grade"	3 50
Pepper Sauce, per gross	15 00

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

FRUITS.	
FOREIGN.	
Currants—Provincials, bbls.	0 04 1/2
" " " "	0 04 1/2
" Filatras, bbls.	0 04 1/2
" " " "	0 04 1/2
" Patras, bbls.	0 05 1/2
" " " "	0 05 1/2
" " " "	0 05 1/2
" Vostizias, cases.	0 07 1/2
" Blue Pearls.	0 08 1/2
Dates, Hallowee boxes (new)	0 05 1/2
Figs—Eleme, 10 oz.	0 07 1/2
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BRANTFORD STARCH

"NEVER TURN A WHEEL" WITHOUT IT
CAN'T YOU SELL?

PEERLESS MACHINE OIL

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

The QUEEN CITY OIL CO., Ltd.
Samuel Rogers, President. Sole proprietors, Toronto, Ont.
30 Front Street East.

DURABLE PAILS AND TUBS.



TRY

THEM

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

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

Represented by
Chas. Boeckh & Sons, Toronto,
H. A. Nelson & Sons, Montreal.

THE Oakville Basket Co.,

MANUFACTURERS OF



- 1, 2, 3 bushel grain and root baskets.
- 1, 2, 3 satchel lunch baskets.
- 1, 2, 3 clothes baskets.
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