

THE CANADIAN GROCER

VOL. X

MONTREAL AND TORONTO, DECEMBER 11, 1896.

No. 50

SELL ONLY THE BEST!

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

These
...substantiate
...our claim that

COLMAN'S

— MUSTARD

IS THE BEST IN THE WORLD.

THE ONLY TEN CENT CIGAR

**PEEK
FREAN
& C^o's**

**BISCUITS
AND
CAKES.**

Have obtained great Celebrity for their
→ **PURITY & EXCELLENCE** ←

VARSAITY CIGAR 5c. THE BEST IN THE MARKET

HOLD YOUR TRADE BY SELLING THESE FAMOUS BRANDS

ES
L THE LEADING WHOLESALE TRADE HANDLE SEAL OF NORTH CAROLINA SMOKING TOBACCO
OR ITALY
OR SAL
BEST, W
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White Label Soups

Made by the Armour Packing Co. of Kansas City, who deservedly have the reputation of putting up the best Soups in America. Wherever used they are appreciated. Dealers cannot help but do their trade good by handling these delicious goods. We have them in stock.

••

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.

Kippered Herrings

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



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

Fresh 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.

Standard Goods THE Best to Handle



The Superior Quality of Lazenby's Solidified Jellies can always be relied upon as unsurpassed.



GENUINE

MACARONI

BEARS
THIS
NAME

B. CODOU

ONLY
FINEST QUALITY
MANUFACTURED.



DON'T BUY INFERIOR BRANDS OF

Castile Soap

BUT BUY

"LE LION ROUGE"

The above lines to be had of leading wholesale houses in the Dominion.

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

CRESCENT BRAND

**BRUNNER, MOND & CO., Ltd,**

NORTHWICH, ENGLAND

MANUFACTURERS OF

BICARBONATE of SODA

REFINED and RECRYSTALIZED--The Purest and Cheapest in the Market.

SODA CRYSTALS

Of the Finest Quality.

In Barrels and Drums

Orders for direct importation from
the Wholesale Trade only.

WINN & HOLLAND

MONTREAL

SOLE AGENTS FOR THE DOMINION OF CANADA

OTHER SPECIALTIES.

NOUGAT
RAHAT LAKUHM
ALMOND ROCK
EL MAHNA

CANADIAN SPECIALTY CO., Toronto.



WORKS : LONDON, W.C.

MEDALS AND DIPLOMAS.

PARIS
SYDNEY
MELBOURNE

ROSE & LAFLAMME, Montreal.



“THERE ARE OTHERS”

. . . But none so good as . . .

MALLAWALLA



SPECIAL SCOTCH WHISKY.

Cockburn & Co. Leith & London.

ESTABLISHED 1796

8 LIME STREET E.C.

Try—

COCKBURN'S SCOTCH WHISKY

Nothing Finer in the Market

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

J. & R. McLEA, Montreal

AGENTS FOR THE DOMINION



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



INDURATED FIBREWARE

For FARM and DAIRY Use.

STABLE PAILS

MILK PAILS

MILK PANS

BUTTER BOWLS

BARREL COVERS

This light, tight and durable Ware will not water-soak, and will impart no taste to its contents. It is always sweet and clean.

Every country grocery should carry a full stock of E. B. Eddy's INDURATED FIBREWARE.

Send for Illustrated Price List direct, or to any wholesale grocer or jobber.

The E. B. EDDY CO., Ltd.
HULL, QUE.

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

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

Grand Mogul Tea

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

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

BROOMS

Three most reliable lines :

ROSE, PANSY, THISTLE

Do you sell them? If not, why not?

MATCHES

Sovereign Brand

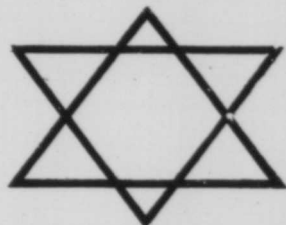
GUARANTEED equal to any match made.
Freight allowed on 5 case lots.

H. A. NELSON & SONS - Montreal and Toronto

..DID YOU EVER..

BATGER'S

TRY



PEELS

ALWAYS RELIABLE.

It's All Right

"REINDEER" BRAND

Condensed Milk ; Coffee ; Cocoa. Evaporated Cream.



Facts

For Wide-Awake
Grocers . . .

OUR STANDARD BLACKS

The 400 Select Morning Luxury
The Globe
Imperial Congou Russian Congou

The highest grade Ceylon and Indian Teas, so blended as to give special prominence to those rich, creamy, full-flavored characteristics which make a cup of tea a luxury indeed.

A certain high standard of quality always maintained; delighting consumers, and making handsome profits for the trade.

Packed in our patent metal-lined cases, 50 lb., 80 lb. and 100 lb.; retaining the natural aroma and freshness until the last pound is sold.

IN ———
Mediterranean Fruits

WE HAVE SNAPS

Stock all bought before the advances—and prices right.

.....
W. H. GILLARD & CO.

Wholesalers Only

Hamilton, Ont.

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. X. (Published Weekly)

MONTREAL AND TORONTO, DECEMBER 11, 1896

(\$2.00 per Year) No. 50

PREPARING FOR CHRISTMAS TRADE.

BY W. L. E.

CHRISTMAS is the season when the merchant should reap the best harvest of the year. Christmas is synonymous with good cheer, and good cheer is in turn a synonymous term for feasting. Christmas is the time when

*Portly and curious viands are prepared
To please all kinds of appetites.*

Every man, woman and child makes an effort to lay in an extra store of delicacies, as well as staples, for the season. The lion's share of the demand thus created naturally has to be satisfied by the grocer. Merchants in nearly all other lines of trade benefit to some extent from the holiday trade. But the grocer is what the foundation stone is to the superstructure—the essential. Christmas without the wares of the grocer would be like the play of "Hamlet" with Hamlet left out.

Opportunities, however, are of little use unless they are appropriated. The worm does not come to the bird. It is the bird that goes to the worm. People with money to spend for Christmas groceries may be as thick as leaves in Vallambrosa, but only a few will come into the store unless ways and means are devised for bringing them in. The man who expects that by merely keeping his store-door open people are going to drift into it is displaying about as much wisdom as the man who fishes for mackerel with a bare hook. Men and women, like moths, only go where they are attracted. And the greater the attraction the quicker will they go towards it.

Most retail grocers in the country have purchased, at least, their staples for the holiday trade. It is to be hoped they have

all made an effort to get good goods. A moth may return to the light that has singed its wings, but customers bitten by goods which are not what they seem to be, seldom further experiment at the same store. It, therefore, behooves every merchant to have in stock for the Christmas or any other trade only such things as will stand investigation. It is better to lose the sale of an article than lose a customer.

At no time in the history of storekeeping was it probably more necessary than it now is that the grocer should grasp every opportunity for making an honest dollar. Unless he is alive, up-to-date, pushing, and a man of ideas, his chances of success are few indeed.

The Christmas holiday trade is as much noted for its novelties as for its staples, and there are novelties for the eye as well as for the palate. The former is not as much in the grocer's line as the latter is. But there are a great many of them which are appropriate to it. And he is a foolish grocer whose sense of the fitness of things is so keen that it will not permit him to put into stock lines which do not come under the category of groceries pure and simple.

The department store suffers no qualms of conscience in this respect. It will sell whatever there is a dollar in, whether it be peas or poison, dry goods or wet goods, meals or medicine.

There are any amount of novelties which will be quite apropos in the grocery store, and particularly at Christmas time. With a few dollars in his pocket a merchant ought to be able in a few minutes to make

a selection of goods of this kind in almost any wholesale novelty house.

In addition to their value as profit-earners, well-selected novelties lend attraction to the store. And of course the more attractive the store the more customers will it naturally draw.

Christmas without window-dressing would be like summer without the sun. Therefore every grocer or general merchant throughout the country who intends to at all cater for the ensuing holiday trade should be especially solicitous regarding his window display. If there is any season during the year when people look for window displays it is at Christmas. And the merchant who has not made some effort to make his window display in keeping with the spirit of the season will be accounted a back number. And ancient merchants, like ancient eggs, do not find favor with the public.

It is infinitely better to have a window dressed badly than not at all; but a window that is badly dressed is necessarily inefficient. The window display must attract or it is not fulfilling its office. And it must sell goods or it is only partially fulfilling its office. Ideas are as necessary in window dressing as in any other part of the machinery of business. And, while suggestions are good, the best results are obtained, not by following, but by leading.

Ideas are the offspring of thinking. At this, the holiday season, there is opportunity unlimited for making window displays both timely and attractive.

The Christmas trade without advertising will not amount to much. There are a multitude of ways in which advertising can be done. But there are two ways in which it must be done in order to be effective. The

THE RISING SUN STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.

THE SUN PASTE STOVE POLISH



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

one is by making bright announcements in the local papers; the other is tasty window cards, some containing seasonable mottoes, and others denoting prices. Too many of them, however, like too many articles in the window, induce confusion.

The measure of success which will accrue to each grocer in the country during the holiday trade will depend largely upon the measure of his push, methods and energy.

COMMERCIAL TRAVELERS.

THE TORONTO MEETING.

A GENERAL meeting of the Commercial Travelers' Association of Canada was held at their offices, 51 Yonge street, Toronto, on Saturday evening. Mr. Robt. H. Gray, president, occupied the chair, and the attendance was very large.

The reports read by the secretary, Mr. Jas. Sargant, were entirely satisfactory, and were unanimously adopted.

The nominations of officers and directors to the Board of Management resulted as follows: For president, Mr. R. J. Orr and Mr. Alfred Ainsley. Mr. C. E. Kyle was elected first vice-president by acclamation. For second vice-president, Mr. Jos. H. Devaney and Mr. M. C. Ellis. For directors of Toronto Board, Messrs. H. Bedlington, T. M. Bayne, C. O. Bernard, Westley Bingham, Wm. Caldwell, H. Goodman, P. M. Goff, G. A. Henderson, A. F. Hatch, Richard Ivens, Robert Keyes, Jos. McKay, John Muldrew, E. E. Starr, R. J. Salisbury, Jos. Taylor, C. J. Tuttle, J. T. Webb, Geo. West, S. R. Wickett, G. M. White. Nine to be elected.

Hamilton Board—First vice-president, Mr. John Hooper; 2nd vice-president, Mr. W. E. LaChance, both elected by acclamation. For directors: Messrs. Wm. Brebner, H. C. Wright, J. H. Herring, W. G. Reid, Fred. Johnson, E. E. W. Moore, C. H. Ross, John Madill, T. P. Steedman, John

Hooper, R. Coleman, Fred. Smye, T. M. Davis, J. P. Allan. Six to be elected.

The boards for Guelph, Brantford, Montreal, Kingston, Berlin, Winnipeg, and Victoria were all re-elected by acclamation.

Messrs. M. R. Winn, John Everett and Thos. Caven were appointed scrutineers of the ballot.

Short addresses were made by ex-Presidents Patterson, Blain, Black, Allan and W. Allworth.

Ballot papers will be sent out to the members, who will make their choice for the contested offices. The result of the elections will be made known at the annual meeting of the association, to be held in Shaftesbury Hall on the 20th inst. As this is the first occasion since 1881 that there has been any contest for the presidency, the fight promises to be a hot, though a good-natured, one.

THE LONDON MEETING.

The annual meeting of the Western Ontario Commercial Travelers' Association was held in London on Saturday afternoon. The officers for the ensuing year were elected by acclamation, as follows: President Mr. Wm. Gray; 1st vice-president, Mr. Chas. E. Perry; 2nd vice-president, Mr. H. G. Collamore; 3rd vice-president, Mr. A. W. Robertson, Hamilton (re-elected); treasurer, Mr. Sam. Munro (re-elected). Directors: For London, Messrs. H. Pine, F. H. Crabb, H. S. Wilcox, J. M. Logan, John T. Green, Jas. Granger and J. C. Hazard; for Toronto, Messrs. F. W. Heath, R. H. Greene and H. Horsman; Hamilton, Messrs. R. K. Hope and John Booker; Stratford, Mr. Jas. Dow; Brantford, Mr. Geo. Watt, jr.; St. Mary's, Mr. Jas. Maxwell; Galt, Mr. John Wardlaw; Ayr, Mr. John G. Watson; Oshawa, Mr. E. O. Fell; Waterloo, Mr. S. Snider; St. Thomas, Mr. B. F. Honsinger; Woodstock, Mr. F. J. Richards; Windsor, Mr. Jas. F. Smyth; Chatham, Mr. Chas. Hadley; Ingersoll, Mr. R. H. Cotter; Sarnia, Mr. Wm. Storey; New Hamburg, Mr. J. Ratz;

Winnipeg, Mr. T. Harry Slater; Aylmer, Mr. R. G. B. Moore.

The retiring president, Mr. John M. Dillon, read the annual report, which was very satisfactory. After paying death and accident benefits to the amount of \$6,500, the sum of \$3,442.36 had been added to the reserve fund, which now totalled \$43,171.98. The receipts for the past year had been \$43,010.13, and a balance of \$6,071.71 had been carried over. The assets were \$45,167.11, and the liabilities only \$1,995.13.

EUROPEAN BEET SUGAR CROPS.

The following is Mr. Licht's report giving estimate of the European beet sugar production of the 1895-96 campaign as compared with preceding campaigns:

	1895-96. Tons.	1895-96. Tons.	1894-95. Tons.
Germany.....	1,800,000	1,617,812	1,844,586
Austria.....	1,050,000	791,405	1,055,041
France.....	780,000	667,853	794,311
Russia.....	750,000	780,000	615,058
Belgium.....	265,000	230,000	243,037
Holland.....	145,000	106,824	24,347
Other countries.....	170,000	130,000	150,000
Total.....	4,960,000	4,323,899	4,797,549

ADULTERATION OF FOOD.

The reports of the Commissioner of Inland Revenue and the Official Analyst were issued on Saturday. The period covered is the fiscal year ending June 30, 1896. The following is a summary statement of the whole number of samples analyzed:

Articles.	No.	Genuine.	Adulterated.	Doubtful.
Cheese.....	117	108	2	7
Milk.....	261	216	18	27
Canned goods.....	130	116	12	2
Confectionery.....	186	174	10	2
Jams and jellies.....	155	123	25	7
Lard.....	98	80	14	4
Maple syrup.....	96	72	8	16
Fertilizers.....	48	47	1	0
Paris green.....	174	152	15	7

Out of 1,265 samples analyzed only 105, barely 9 per cent., were found to be adulterated. An improvement is noticed in most articles. Maple syrup, analyzed for the first time, was found in many cases adulterated with glucose.

Strictly
Pure are

L. P. & CO. SPICES

You can **Guarantee** satisfaction to your customers
"with us the source of supply" for **TEAS AND**
COFFEES. They will all come up to your
standard.

Lucas, Steele & Bristol Wholesale Grocers *Hamilton*

Our Leaders

Ram Lal's Pure Indian Tea

Mecca Coffee

Rangnugger Tea

Damascus Coffee

Golden Age Tea

Cairo Coffee

Mascot Tea

Bensdorp's Cocoa

James Turner & Co., Hamilton

Ask our Travellers to show you our LEADERS in BULK

Ceylon and Young Hyson Teas

SPLENDID VALUES

Agents in Canada for English Breakfast Hop Tea

POUNDS AND HALF POUNDS—ONCE TRIED ALWAYS USED.

BALFOUR & CO., HAMILTON

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443,957
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THE TARIFF ENQUIRY.

THE Tariff Commission closed its labors in Hamilton on Wednesday of last week.

Among the gentlemen who on that day gave evidence before the Commission were R. W. Campbell, of Hamilton; S. F. Glass, London, and Fred Chalcraft, Brantford—a deputation wishing to have the present duty on fire brick, tile, crockery, stoneware, etc., retained.

W. G. Dunn asked, that the duty on American mustard be increased to equal the duty on English mustards—6 per cent. The American mustards came in at 1 per cent., and cheap American stuff is palmed off on the dealers, it being sold in Canada with Canadian wrappers on the boxes. He thought the Adulteration Act should be enforced on goods brought in from the States. He wanted a specific duty on mustard.

Mr. Dunn said he understood that the American manufacturers were trying to induce the Government to reduce the duty, but he hoped this would not be done.

Mr. Fielding bristled up and asked him his ground for such a statement.

Mr. Dunn said he had heard it rumored, but he finally stated that it was understood the idea was that the newspapers were to get some advertising if the thing were accomplished.

“Oh, just fooling the newspapers,” remarked Mr. Fielding, resuming his ordinary good nature.

IN BRANTFORD.

On Thursday the Commission began its enquiry in Brantford.

The first deputation was composed of Messrs. W. K. Hallarn and H. B. Gardner. They asked that the \$6 excise duty on tobacco be reduced to \$3, and that the duty on Havana cigars be raised. This, Mr. Gardner said, would give the Government as much revenue as it now collected, and skilled cigarmakers will be given employment in the manufacture of 10c. goods. Another reason advanced by Mr. Gardner was that the Cuban makers had subscribed \$50,000 for the Spanish Government, in return for which the Spanish Government had prohibited the exportation of all tobaccos. The imposition of a higher duty on Havana cigars would compel the Cubans to send their unmanufactured tobacco here, as they would not be liable to send in any but their best lines of cigars. Mr. Hallarn, who is a dealer as well as a manufacturer, advocated a change in the system of licensing cigar manufacturers. At present all factories, great and small, are charged \$75. He claimed that this system imposed a heavy burden on the small factory, while it occa-

sioned no particular inconvenience to the large one. He suggested that the fee be graded according to the size of the factory, upon the principle that the maltsters are now dealt with, and that licenses ranging in price from \$50 to \$200 be issued. He suggested that a duty of \$4.50 be imposed on cigars, and that the departmental regulation requiring the destruction of cigar boxes after they are empty be rescinded.

Messrs. George Foster, D. Lowrey, A. Robertson, A. Murray, Brantford Starch Co.; George F. Benson, J. D. Reid, M. P., Edwardsburg Starch Co.; A. Hutcheson and J. Gray, St. Lawrence Starch Co., Port Credit, represented the starch manufacturers. Mr. Foster made a statement in behalf of the delegation, requesting that the Government would give the starch manufacturers no less a degree of protection than was granted at present. The duty had been reduced to such an extent that it would not allow of any further reduction if the manufacturers were to continue to operate their factories. Previous to 1879 the duty on starch was 2c. a pound, with corn on the free list. From 1879 until 1894 the duty on starch was 2c. a pound, with corn taxed at the rate of 7½c. a bushel. In 1894 the duty on starch was reduced to 1½c. a pound, and corn was allowed to remain at 7½c. a bushel. The duty on a starch selling at 4½c. a pound equals 33 per cent.

Mr. R. M. Fullerton, of the Snowdrift Baking Powder and Spice Manufacturing Co., asked for more protection on spices. The duty on raw ginger, cloves and articles of this kind was 12½ per cent., and on the finished product it was 25 per cent. There was apparently a protection of 12½ per cent., but it was more apparent than real. The protection, he claimed, should amount to 20 or 25 per cent. He pointed out the expense the firm was put to in purchasing 650 proof alcohol at \$4.10 a gallon, used in the preparations.

The Ontario wine-growing interest was represented by Messrs. E. Girardot, Sandwich; J. S. Hamilton, Pelee Island Wine Co.; R. L. Haskins, of the Haskins Wine Co., Hamilton; and George Barnes, St. Catharines. They have a grievance with respect to the use of spirits in the fortification of wines. French wines entering Canada under treaty are fortified up to 26 deg. overproof, while the native Canadian wines are only fortified up to 16 deg. Owing to the high price of spirits for fortifying, the wine-growers in this country cannot use them advantageously in order to come up to the standard. Several suggestions were therefore made to local growers to meet foreign competition. It was suggested that

the provisions of the French treaty, in so far as the importation of wine is concerned, be rescinded, or that the domestic growers be permitted to fortify sweet wines up to 26 deg. The deputation stated the impression was that they enjoyed a protection of 25c. a gallon. In reality the protection was only 9c., by reason of the high price paid for spirits.

IN LONDON.

The Commissioners began their duties in London on Friday.

Mr. Thomas Bryan requested that his raw materials, bristles, hairs and fibres, be continued on the free list and that the present import duty of 25 per cent. on brushes be maintained. Mr. Bryan said that the effect of the increase of the duty in 1879 from 17½ per cent. was the investment of a large amount of capital in brush factories, many of which had closed. Eighty per cent. of the capital had been lost. He said that tooth brushes with wooden handles were sent in here from Japan at 30c. a dozen and paid a profit to the importer.

The London and Petrolia Barrel Co., represented by Mr. John Forrestal, asked that the present duty of 25 per cent. be maintained. The native makers now control the market in eastern Canada, but in the west the Americans have invaded the market. Mr. Forrestal stated that convict-made barrels came into Canada filled with mess pork from Chicago, and he also told the Commissioners that English ale hogsheads sent from Great Britain to the West Indies were when empty brought to Halifax and sold to brewers and others at prices very much below their actual value.

Messrs. J. H. McMechan, of London, and Fred Richards, of Woodstock, soap manufacturers, asked for cheaper raw materials. They pay a cent a pound on tallow, 10 per cent. on perfumes, 10 per cent. on packages and 25 per cent. on cotton seed oil. The protection on laundry soap is one cent a pound and on toilet soap 35 per cent. He asked that tallow and cotton seed oil be admitted free, and that the duty on toilet soap be advanced to 5c. a pound and 10 per cent., equal to 60 per cent. on a castile soap selling at 10c. a pound. He complained of the severe competition occasioned by the admission of toilet soaps under the French treaty.

Mr. A. Keenleyside, of Keenleyside & Co., makers of lard oil, told the Commissioners that they brought their grease from the other side in barrels. The grease was free, and he did not complain of that, but he wanted the barrels placed on the free list. Mr. Fielding remarked that a gentleman had just gone out who wanted the duty kept on the barrels.

A deputation of London cigar manufac-

DON'T WAIT FOR THE NEXT TRAVELLER

If you are out of any lines for your Xmas trade

WRITE US: We give MAIL ORDERS our best attention, and fill at lowest market figures.



The DAVIDSON & HAY, Ltd.

WHOLESALE GROCERS, - - - TORONTO.

TELEPHONES 399 and 1399.

More Business?

Do you want it—do you need it—are you willing to co-operate with us on quality to get it and to keep it? Tillson's Roller Process Buckwheat Flour is a magnet that attracts trade and holds it steadfastly. It is not so much whose Buckwheat Flour you buy now, as who buys your Buckwheat Flour in the future. You can sell Tillson's to-day—next month—next year. You can always sell it. It has led the leaders for years—it leads them now. Two words tell the story, "Highest Quality"—yet it costs no more than the nameless kinds who seek to follow its well-earned leadership.

From Manufacturer to
Retailer Direct.

**THE TILLSON COMPANY, LTD.
TILSONBURG, ONT.**

Don't Believe



all you hear—especially about canned goods. Believe what you see, taste and handle. Sample our goods at any time, and anywhere, and you will always find them pure, wholesome and carefully packed. We fear no comparison.

DELHI CANNING CO., DELHI, ONT.

turers, composed of Messrs. O. E. Brener, B. Macdonald, W. Ward and H. McKay, expressed themselves as content with the present excise duty of \$6 on cigars and declared that they could not afford to pay more. They desired to have raw leaf tobacco continued on the free list and the duty on Havana cigars advanced from \$4 to \$5 a thousand. They expressed their opposition to the idea of graduated license fees, advanced by the Brantford delegation the previous day. Nor did they agree with the proposition that cigar makers should be allowed to use cigar boxes more than once.

Grain, flour, seeds and meals made up the subject of an interview which Messrs. J. S. Pearce, of J. S. Pearce & Co.; John Hunt, of Hunt Bros.; John Taunton, of John Taunton & Sons, and A. M. Hamilton, of A. M. Hamilton & Son, had with the Ministers. They asked that no change be made in the duties on wheat and flour, oatmeal, timothy, all kinds of clover, millet and Hungarian grass, and that the duty on packages containing these goods be the same as it is on the contents.

At a meeting of the millers and grain men, Mr. Pritchard, one of the gentlemen present, requested that a limit of time be imposed on all grain imported in bond for milling. By that he meant that when grain was imported at a certain date there should be a specification of the date at which the flour should be exported.

Mr. Pearce did not think this was called for. It was recommended that whatever change be made by the McKinley Government on meal the same be made by the Canadian Government. The deputation asked that the duty on corn, buckwheat, peas, oats, barley, rye and other coarse grains be the same whether for seed, feed or manufacturing purposes. Ensilage corn now comes in free, and they thought it would be wiser that the duties should be taken off all classes of corn or put on all corn without distinction.

Mr. Hunt told the Commissioners that flour was 50c. a barrel cheaper in Canada than in the United States. With free wheat and free flour he did not think that the Canadian mills could hold their own at all. The 300-barrel mill in Canada would be swept out of existence by the 12,000-barrel mill of Minneapolis. The London millers, he pointed out, had to contend with the freight rate discrimination of the C.P.R. This road gave a rate of 30c. a cwt. on flour export from Winnipeg to St. John. Much of this flour, though shipped for export, was distributed among Bay of Fundy ports. The rate between Winnipeg and London was 47c.

Mr. John Campbell, of St. Thomas, flour

and cornmeal miller, added to Mr. Hunt's statement regarding discrimination in freight rates. He said that while the C.P.R. had granted a 30c. rate from Winnipeg to Carleton for export, the rate from Winnipeg to London and St. Thomas was 47½c. a cwt. on grain, but the rate from St. Thomas to Carleton was 17½c. additional. Mr. Campbell was of the opinion that the duties on flour and meal had better be left as they are unless a reciprocity treaty was effected between Canada and the United States. He expressed himself as being strongly in favor of reciprocity in meal and flour. He did not agree with Mr. Hunt that Canadian millers would be swamped by American competitors. On the other hand, it would mean the building up of the milling industry in this province.

Mr. W. G. Coles, representing the Sterling Cocomat Co., asked for a reduction of duty on cocoanuts from ½c. a nut, equal to 25 per cent., to 10 per cent. The duty on the finished product is 5c. a pound, or over 50 per cent.

The wholesale grocers of London were represented by Messrs. M. Masuret, of M. Masuret & Co., John Marr and C. H. Elliott, of Elliott, Marr & Co., A. M. Smith, of A. M. Smith & Co., and J. E. Hazard, of T. B. Escott & Co. Mr. Masuret, speaking for the deputation, said that they thought a reduction might be made in refined sugar. With the present duty on syrups it was impossible to import from the United States. The molasses duty, he said, was very low. If the Government required revenue they might increase it and do away with the tax. He suggested reductions on rice, pickles and sauces, canned fruits and vegetables, candied peel and fruit, toilet soap, marmalades, jams and jellies. Mr. Masuret said that if the Government required revenue he knew that a duty on tea would be popular with the trade. He did not know whether the consumer would agree with that suggestion. A small revenue duty might also be imposed on coffee. Speaking of Canadian-made toilet soap, Mr. Masuret classed it as miserable trash that he would not use.

Mr. J. R. Shuttleworth, dealer in green fruit, advocated a change from specific duties on green fruits to ad valorem duties. He pointed out that the present specific rates amounted to as much as 100 per cent.

The Commission concluded its labors in London on Saturday.

Ritchie & Rowland, of Shelburne, whose store was burglarized early part of the month, have recovered the goods and also succeeded in having the thieves arrested. They proved to be two parties living near the town.

PRACTICAL PUBLICITY.

BY NATH'L C. FOWLER, JR.

IF THE DOG WAGS



His tail it is a pretty sure sign he won't bite you. You judge by appearances and profit by the experience of others. Plenty of people tell you we put good material in the boys' and men's shoes we make. They wear well and—they're warranted. Why not try 'em?

SMITH & CO., 117 MAIN STREET.
Three minutes north of Post Office.

The above is a fac simile of an advertisement written by a prominent, and presumably successful expert at advertising, and one of the editors of a most excellent journal of advertising. It was made up as a sample of effective shoe advertising, and was calculated to present the blind style of advertisement writing, which is so much used at the present time. The heading is general, and could apply to any line of business. The reader will not know what it means unless he reads the entire advertisement. The whole burden of the advertisement is in the heading and in the beginning of the descriptive matter. I take emphatic exception to this style of advertisement. I believe that the heading should either tell what the goods are, or else give information regarding the goods, or make some statement which directly pertains to the line of goods advertised. I am aware that cheap patent medicine dealers claim that the blind style of advertising is successful, and perhaps it is if one depends entirely upon ignorant buyers for his trade. I believe that the majority of buyers, and especially buyers of necessities like shoes, are more likely to be impressed with a straight out-and-out advertisement, ungarlished by frills and general argument. The one selling point of this advertisement is, "They Are Warranted," and that is very inconspicuous. I object to any expression like, "Why Not Try 'Em?" for such words are superfluous, and are space-wasters. Appended is a shoe advertisement with a strong point in it, and that point prominent.

The Shoe You Know

Warranted all over
—guaranteed from
sole to upper—price
just right—a little
higher than cheap
folks ask for cheap
shoes.

Smith & Co., 117 Main St.



PURITY WINS

* *

TRADE

To keep an up-to-date prosperous grocery store—a store where people deal by choice, not by necessity—the goods must be exactly right in every respect. Most of a grocer's stock must stand the test of the family table—the most severe test possible. Our goods have been tested and have never yet been found wanting. Here are some of our lines :

CROWN BRAND FLAVORING EXTRACTS.

Noted for their purity and strength. The best the purest materials can produce.

CROWN BRAND CLUB HOUSE CHEESE.

Absolutely, pure full cream cheese. In earthen jars. We were sure of its excellence before we placed the "Crown Brand" on it.

KOLACAFE.

Made by John Mackay & Co., Edinburgh. A favorite always after one trial. 5-oz. and 10-oz. bottles.

ESSENCE OF COFFEE AND CHICORY.

Also from John Mackay & Co., Edinburgh. A sure seller—a satisfactory purchase. 5-oz. and 10-oz. bottles.

MACK'S DOUBLE STARCH.

Double in duties—half in price. ½-lb. and 1-lb. packages.

Sole Agents for Canada

Robert Greig & Co.

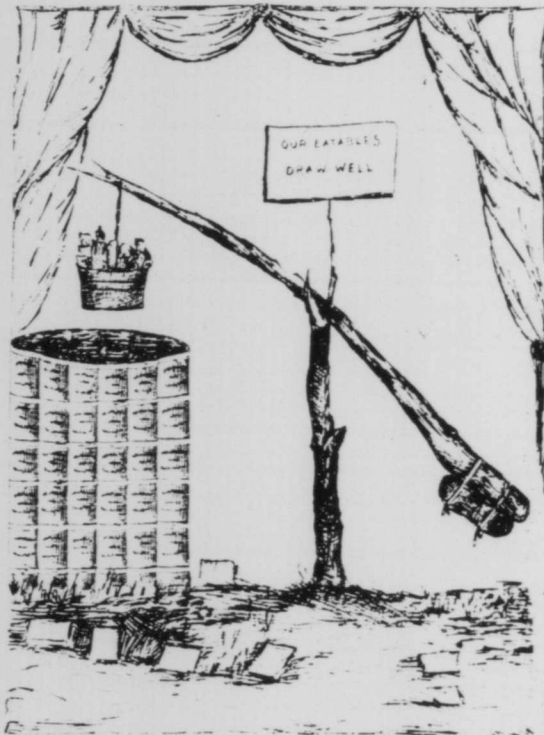
MONTREAL



A FLOWING WELL.

By Harry Harman.

THE sketch here presented will make a novel window. First cover the floor with green cloth, to imitate grass, or use excelsior, dyed green. The wall may be made from canned goods, built up solid, as illustrated. To give it a more realistic effect, trailing vines and sod should be scat-



A Flowing Well.

tered between the cans. The sweep is made from a sapling, with the branches cut off. At the end of the sweep is a bucket, which should be filled with canned and bottled goods. Around, on the floor, goods may be strewn, and a sign might be conspicuously displayed, to read, "Our Eatables Draw Well." A blue cloth, with a few trees, placed in the back of the window, will add to this display.

TO PREVENT WINDOWS FROM FROSTING.

If the moisture in the store-room is not too great the frosting can be avoided by painting the glass with a solution of glycerine in 63 per cent. alcohol; says an exchange. Glycerine, like chloride of lime, has the property of absorbing water, and this action overcomes the difficulty. For small show windows sulphuric acid may be employed, as is done in Russia. This, however, is only efficacious where the windows are double. The cracks between the two window frames and around the edge are kept tightly sealed and several small vessels half filled with concentrated sulphuric acid are left in the space between the plates of

glass, but the simplest and best cure of all for frosting windows is to have a small electric fan playing near it continuously. The air is thus kept in motion, and there is no chance for the frost to settle on the glass.

THE FRENCH DUTY ON CURRANTS

In a circular just received in New York, Cremidi Bros., of Patras, Greece, say, regarding currants: "Our market has been declining these past few days owing to the Tourels bill under discussion at that time by the French Chamber, and by which the manufacturing of wine from currants is nearly prohibited. Last Friday (Nov. 13), however, telegrams from Paris announced the vote on the bill, making it law. The law will go into effect six months later, though some say September, 1897. This law must now be confirmed by the French Senate. By the said law the 'Epicerie,' viz., the domestic consumption of currants, is charged with higher duty of 6 francs per 100 kilos, and with some other formalities. Immediately on arrival of the above information speculators in Greece took courage and effected some purchases at higher prices, trusting to the 'Epicerie' consumption of France, the manufacturing of large quantities of wine from currants by wine makers there during the delay of, say, six months, until the putting into effect of the aforesaid law, and the Russian purchases of currants, in order to import a sufficient quantity before January 1, 1897, when in all probability a very heavy tax on currants will commence to operate there, and in the somewhat reduced stocks of currants still remaining in Greece, by taking into consideration the future necessities of the chief consuming markets until the next crop. The vote of the French Senate in favor of the above-mentioned law is considered to be inevitable and sure."

MEADOW SWEET CHEESE.

In another part of our to-day's issue will be found the advertisement of the Meadow Sweet Cheese Co. of Montreal. This brand of cheese is having a large sale in the United States and England, and it is now being introduced in Canada. We have much pleasure in testifying to the quality of the cheese and consider it delicious. The prices at which it can be bought will allow the grocer 25 to 30 per cent. profit, and it should merit as good a sale in Canada as it is having in the United States and England. The packages are tastefully gotten up; in fact,

they are exceedingly handsome. A. W. Grant, Montreal, who controls its sale in Canada, will be happy to supply any information in regard to it.

URGES FREQUENT WINDOW DRESSING.

Editor GROCER: Whatever is useful to the grocers I know you desire to publish. I therefore submit the following on window dressing:

Some weeks ago I noticed a young man dressing a window. By actual count he had thirty-seven articles in the window, and was not finished at that. I said to him, "Pretty hard work?" "Yes," he replied, "I dislike the job, because when I change it it takes so long to clean and put back into stock all the goods from the window." I advised him to try dressing the window twice a week, using only one kind of merchandise at a time. He did so, and found he could make his display both "catchy" and profitable. One day he dressed the window with bags of salt, another time with canned corn, and another with brooms and whisks, all artistically arranged with a few large, nicely lettered cards. He told me that each time he did this the sale of each line was tremendous, and that he intended following this rule to the end. The cards are an important factor. In the case of brooms and whisks he had a card like this:

YOUR HOUSE AND CLOTHING
WILL BE IMPROVED IF YOU
BUY A BROOM AND WHISK.
Brooms, 20c. Whisks, 15c.

A little practice will soon develop a taste for this kind of window dressing, and besides it is not nearly so injurious to the goods as the old way, is more attractive to passers-by, and the constant change shows to the public that the man within has some "go in him." If there are several clerks employed a good idea is to let each one try his hand; by this means different ideas are introduced and the windows show originality.

Yours truly, H.C.F.

A SUGAR WINDOW.

As an adjunct to your Christmas window, says J. K. Allen, get a plaster-of-paris bust of



a negro, and, placing it upon a low box, buy it up to the neck in white sugar, raw coffee, or some such article.

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I.C.F.

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box, buy
aw coffee.

No. 1 Holds 6 Brooms
No. 2 Holds 12 Brooms

Every Grocer is aware of the advantage in displaying Brooms properly to effect quick sales.

With every order of our regular line of Brooms we will give free : One No. 1 Broom Stand with 6-doz. order, one No. 2 Broom Stand with 10-doz. order.

Also Close Prices quoted on all Grocers' Sundries.

CHAS. BOECKH & SONS

...MANUFACTURERS OF...

Brushes, Brooms, Woodenware, Etc.,

80 York Street, = TORONTO.



PANCAKES

These frosty mornings will remind you of the Snow Drift Self-Rising Buckwheat Flour. We are now ready for your orders. Our goods are exceptionally fine this year. See our men.

The Snow Drift Co. = Brantford, Ont.



WHEN IN NEED OF —

HAMS, BACON OR LARD

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

LETTER ORDERS PROMPTLY FILLED

Packed by

The GEO. MATTHEWS CO. Ltd., OTTAWA AND PETERBOROUGH



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

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FINE MAGAZINE PRINTERS
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MONTREAL: - Board of Trade Building.
Telephone 1255

EUROPEAN BRANCH:
Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

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

THE GOVERNMENT MUST CONTROL.

THE question as to the control of the proposed railway through the Crow's Nest Pass is scarcely secondary in importance to the building of the railway itself.

Whether the building of the railway be undertaken as a Government work or not the people of the Dominion have a financial interest in the concern, for, if in not a more direct way, money will come out of the Dominion Treasury in the shape of subsidies. This is beyond all peradventure. And where there is financial interest there ought to be co-operation of control.

The need of the railway is recognized by every business man in Canada; for the absence of the road means to him an absence of the trade he might do with the mining communities in the Kootenay. The railway is needed by the miners of the Kootenay; for with its advent would come cheaper coal and more rapid development of the rich mineral resources of the country. The farmers of Manitoba and the Territories need it; for they want to get their products into the thriving mining settlements.

But badly as we want the railway and necessary as it is that it should be constructed quickly, yet haste that would endanger the maturing of ways and means for guarding the interests of the people of the country is to be deprecated.

The people of Canada cannot afford to run any risks whatsoever in this matter. There must be no discrimination against any class of people or against any locality. The merchants of Victoria should not be denied privileges that may be accorded their confreres in Montreal, or those in Winnipeg such as may be enjoyed by the shippers in Toronto.

Discriminating freight rates are the chief

blemish upon the character of the otherwise excellent railway systems of the Dominion, and ways and means must be devised to prevent the possibility of their being practised on the proposed new route through the Rockies.

There is not a railway in Canada to-day toward the construction of which public money has not been contributed, and yet the public have practically no part or parcel in the controlling of them.

Just as certain as it is that a railway through the Crow's Nest Pass is needed just as imperative is it that there shall be Government control, and control not nominal but real.

GRADING DRIED APPLES.

BUYING a pig in a poke is not a commendable way of doing business.

THE CANADIAN GROCER has already urged dealers in dried apples to be careful as to the quality of the fruit they exported to the European markets. How necessary this warning was is evident from the large quantity of poor goods that were coming on the market, but it is made doubly more evident from the fact that a great deal of the fruit exported is now lying rejected on the other side of the Atlantic.

This has largely come of buying a pig in the poke. A sample of dried apples taken from a barrel cannot be relied upon as being indicative of the quality of the whole of the barrel's contents. It may be better; it may be worse.

Dried apples, like wheat, should be bought on grade. There would then be little difficulty, instead of much, as at present.

We know of at least one exporter in Toronto who has been compelled to adopt a system of grading in order to obviate the risk of having shipments rejected.

Briefly, he has four grades, "A," "B," "C," "D," and the difference in the price of the various grades is $\frac{1}{4}$ c. per pound; "B," for instance, being quarter of a cent per pound cheaper than "A," and so on. Anything below "D" is termed "rejects." As to whether a shipment is of either of the grades enumerated is ascertained by points, so many points being allowed for color and so many for size of cut.

It is said that the system is working admirably.

It is most desirable that every means should be taken to preserve the reputation of our dried apples in the consuming markets of the world, but unless there is united action on the part of all concerned it will be practically impossible to do so.

Country merchants can help materially

by paying the farmers according to a standard grade, and also by putting the different qualities into the barrels in layers, instead of mixing them up. It will in the long run be better for both themselves and the export trade of the country.

Honesty in business is most commendable, but it is foolishness for a man to try and travel upon it.

FAVORED BY BUSINESS MEN.

BUSINESS men in the principal commercial centres of the United States seem to be generally favorable to the adoption of the Dingley tariff bill, if the resolutions being passed by their respective organizations can be taken as a criterion.

The object sought by the promoters of this bill is an augmentation of the revenue, which is now short of the expenditure to an alarming extent. And even for revenue producing purposes it is only of a temporary character. In the words of the bill's preamble, it is a measure "to temporarily increase revenue to meet the expenses of government and provide against deficiency." Its operation is to cease August 1, 1898.

In the construction of the bill, recourse for material has largely been had to the McKinley tariff of 1890. For instance, all raw wools in classes one and two of the McKinley tariff it is proposed to subject to a duty of 60 per cent. of that instrument. It is proposed to do the same thing in regard to carpet wool and manufactures of wool generally. Lumber, too, it is designed to tax within 60 per cent. of the McKinley law. Pulp wood is, however, still to be exempt from duty, provided that the country from which it comes does not impose an export duty upon pine, spruce, elm or other logs. On the articles included in the other tariff schedules, the Dingley bill calls for a duty "equivalent to 15 per cent. of the duty imposed on each of said articles by existing law, in addition to the duty provided by said Act of August 27, 1894."

The Dingley bill received the approval of the House of Representatives during the last session, and the document is on the calendar for the consideration of the Senate now in session at Washington.

It is claimed by the author of the bill that it will create \$40,000,000 of additional revenue, but a great many people are sceptical regarding its ability to do this. Under the McKinley tariff, for instance, the rate of duty on manufactures of wool was $98\frac{1}{2}$ per cent. The Wilson bill reduced it to 47 per cent. But according to the Bureau of Statistics the Dingley law would raise it to $75\frac{3}{4}$ per cent. And it is thought that an increase of $28\frac{3}{4}$ per cent. to the present rate of duty will lead to such a decreased importation of

these goods that the calculations of the framers of the bill will scarcely be realized as to the amount of revenue that will accrue. The same law also naturally applies to the other articles upon which it is proposed to increase the duty.

The particular reason why the business men favor the Dingley bill appears to be born of the desire to have the tariff question settled as speedily as possible, thus obviating a repetition of the year's agony experienced during the revision of the tariff of 1894.

Ideas enter into a man through the eye and ear. It is well, therefore, to keep these organs always open.

SHARP DECLINE IN LEMONS.

A FEATURE of the foreign green fruit trade of the past week is a decline in the price of lemons of something like \$1 to \$1.50 per box on the Toronto market.

The cause locally is large arrivals, while good-sized shipments are on the way.

In New York the market is also weaker. It was believed that shipments to the United States would not be so liberal this season, but these anticipations have not been realized. According to The N. Y. Journal of Commerce, there is reported to be now on the way to the United States, chiefly to New York, about 150,000 boxes of lemons, with more loading and about to be shipped. "California," adds that paper, "seems to be more of a competitor than in former years, though as heretofore she has given her attention chiefly to supplying the markets of the west and middle west. As the visible supply of Mediterranean fruit is held to be greater than the eastern and tributary markets will absorb, it is intimated that the surplus may be sent west, probably on commission, and coming into competition with California lemons will cause very low prices in that section. As the California growers are stretching out for new markets for their constantly growing crop, it is believed that they will not be forced out of the field, no matter what prices may be made by their opponents. While the stock of Mediterranean fruit afloat is said to be larger than that on the way to this country at the same time last year, the arrivals from September 1st to to-day are considerably smaller than a year ago. Statistics furnished by reliable, unbiased people give the arrivals at this port as 302,000 boxes from September 1st to December 7th, as compared with 345,000 for the same period in 1895. This includes both Sicily and Malaga lemons."

A large dealer in Toronto is authority for the statement that the shippers of lemons are losing money at the figures now obtaining.

A WINTER CARNIVAL.

SOME Montreal people want a winter carnival. Happily there is no long felt want to be filled. The demand is limited to hotel proprietors and dealers in goods that are likely to be bought by American tourists. Retail jewelers, for instance, who have a few souvenir spoons to dispose of, are among the leaders in the movement.

THE GROCER for years has written against any kind of winter celebration in Canada in which ice palaces, skating, tobogganing and similar novelties were the chief features of the advertising to draw visitors. We know from actual experience that this kind of publicity injures the country.

Six years ago we sent one of our staff to represent us in Great Britain. He is continually visiting every centre of trade in England, Ireland and Scotland. He meets many leading men who know nothing of Canada but what they read in the newspapers. He has found that many—very many—of them have an idea that we wear furs from January to December; that during six months in the year we are frozen up like the bear; that consequently we are too poor to buy British goods. In fact they take no interest in the country as a place to visit or to do business with.

It is only a few years ago, as we mentioned at the time, that Canada was represented in the Lord-Mayor's procession by an iceberg, drawn on a wagon. For a native Canadian they had a mongrel Greenlander in his furs, with his bow and arrow. Our representative, hearing what they proposed doing a few days before, called on the authorities to protest. They positively refused to believe that not one Canadian in ten thousand had ever seen an iceberg or wore furs, or carried his bow when he went out. Only in June last, at the military tournament in London, the Canadian militia was represented by a detachment of soldiers in furs with snowshoes on their backs. They were seen by thousands, and, worse still, the illustrated papers reproduced them with comments and placed this erroneous idea of the country before hundreds of thousands of others. Some of them actually explained that this costume was worn all the year round. The writer has been over 20 years in the Canadian militia and has never yet seen a soldier on snowshoes. There is not a corps to-day that even possesses a supply of fur caps.

Mr. McNicoll, general passenger agent of the Canadian Pacific Railway, spoke very strongly against a carnival, and was supported by Mr. Davis, of the Grand Trunk. The interests represented by these gentlemen would make money directly out of an affair of this kind. They took a much

broader view. They saw that such an advertisement would help to maintain the false impression prevailing in the States and Europe.

It is the duty of business men to sit most emphatically upon the proposal to hold a carnival in Montreal or anywhere else in Canada. If approached for contributions they should positively refuse to give a cent.

LOBSTERS ONE DOLLAR DEARER.

A MOST interesting feature to jobbers who are in the want of supplies of all leading lines of canned fish is their exceeding firmness. In the case of canned lobsters this possibility was pointed out by THE CANADIAN GROCER over two months ago when prices jumped sharply.

The other day an effort was made to place an order in Montreal, but it was refused, as there was no stock to be had at primary points, practically all of it being wanted on English account.

With very light stocks on hand, therefore, and little or no fresh supplies available, jobbers in Montreal this week advanced their quotations on lobsters 75c. to \$1 per case, and are now firm holders at \$9 to \$10 per case.

French sardines are equally strong, for the same reason, and they also have been advanced 75c. to \$1 to \$10.25 to \$11 per case.

Canned mackerel are not plentiful either, and prices are being firmly held at \$1.25 per dozen.

Sellers talk very firm on canned salmon, though no quotable change can be cited in its case. Their reason for doing so is the great scarcity of stock on the Coast, Montreal wholesalers who placed their orders some time ago not having them filled yet.

Altogether, traders who have fair supplies of canned fish at present consider themselves lucky.

The Swiss Government having sanctioned the manufacture and use of weights made of glass, people should have no difficulty in seeing through the weight of a thing.

COHOE SALMON.

A peculiar feature of the canned salmon situation is the sale of a great many Cohoes this season for shipment to England.

As pointed out in previous issues, the pack of Cohoes is undoubtedly a short one, and this purchase on English account will naturally decrease the stock available for consumption on this side of the Atlantic.

There have been some transactions on the Toronto market this week at \$3.50 f.o.b., and at this figure prices appear to be firm.

ADULTERATED BAKING POWDER.

LAST week we reported that certain manufacturers were sending out cream of tartar labeled pure, but of which 30 per cent was starch. Reputable firms now complain that their competitors are adulterating ginger or are selling an inferior quality.

Aerated water manufacturers use considerable quantities of ginger. They absorb nearly all the strength, but there is still some left. The article resembles ordinary ground ginger and has both the taste and flavor of the good article. It is said that some Canadian manufacturers have been importing this, laying it down at 2¼ to 2¾c. a pound and are selling it as pure ginger at 10 to 15 and even 20c. a pound. The enormous profits thus made can easily be figured.

Pure ground Jamaica ginger is worth say 30 to 33c. a pound delivered. Cochin and other growths may be had from 21 to 25c.

It is time that the Inland Revenue Department took the matter in hand. Let the Comptroller confer with the leading manufacturers and dealers and arrange some sensible and business-like plan whereby adulteration and fraud in the sale of food-products may be stopped and the offenders severely punished.

Some years ago the canned goods packers found their business suffering because some dishonest packers soaked peas, corn and beans, put them in tins, and sold them as freshly packed goods. Through the efforts of a sensible business man, Wellington Boulter, president of the Canned Goods Association, a law was passed making it a misdemeanor for anyone to sell goods in this way as fresh vegetables unless the words "Soaked," in letters three-quarters of an inch high, were printed across the can. Several men accustomed to the careless way in which the Inland Revenue Department enforced its regulations proceeded to soak goods and sell them.

The association took the matter in hand, and one of the worst offenders suddenly found himself called on to pay a fine amounting to about \$4,000. He was dealt leniently with. He was let go on the payment of a few hundred dollars. Since then no complaints have been received.

Laws can be made to apply as effectively to other goods. But they must be prepared by experienced business men. We object to such pure food laws as Civil Service officials and theorists might suggest. Some of the states of the Union have had an experience of such. We want none of them in Canada.

SALES HAVE DOUBLED.

Mr. W. Mackenzie, who the Ceylon Government has delegated to visit the United

States in the interest of the tea industry of that country, was in Toronto a few days ago. He is succeeding admirably in this mission. Since 1894 the demand for Ceylon teas in the United States and Canada has doubled.

Mr. Mackenzie's territory is confined to the United States, but he has a soft place in his heart for Canada, and so when Mr. P. C. Larkin, of the Salada Tea Co., ran against him in Buffalo the other day and invited him to visit Toronto as his guest, he readily complied.

DUTY ON TEA.

Editor GROCER: If space in your valuable journal allow it, I should like to offer for publication a few remarks regarding the duty on tea, and do so in the hope of getting the expression of the best possible opinion from the trade. When before the Tariff Commissioners in Hamilton, I suggested a specific duty of from 5 to 10c. per lb. on tea. I would now say 10c. I am rather opposed to a specific duty where an ad valorem can be effectually imposed. But as tea is one of those articles on which it is so difficult to place its correct value, thus leading to the temptation of false invoicing, which might make it difficult to pass the several Customs appraisers, I would in this case recommend a specific duty. Our last trade returns show an import of 20,000,000 lbs. of tea, upon which a duty for revenue of 10c. per lb. would amount to \$2,000,000.

Further, as many of the trade are well aware, a large quantity of very inferior low grade tea now comes into our market. This is surely not at all desired, and I believe that by instituting a specific duty, it could be prevented. The loss both to consumer and to merchant would, I think, be very small.

But on coffee I would not recommend any duty. At the present time coffee is at a very high market value, so that a duty that would provide any revenue worth considering would almost exclude it from our market. Moreover, I think that the value of coffee for consumptive purposes is, at present, more than 50 per cent. higher than that of tea.

Now, I quite expect that the old accusation of "the poor man's tea being taxed as heavily as the rich man's," will be hurled at this suggestion. To meet the poor man's case, I would ask to have molasses placed on the free list and to have such a duty on syrup as would be the equivalent of only the revenue duty on sugar. I think that this change would be compensation to the working-classes for the difference made by imposing the specific duty on tea.

Thanking you heartily for your insertion, I beg to remain

Yours, etc.,

ADAM BALLENTINE,

Hamilton, Dec. 7, 1896. Per A. B. B.

CANADIAN SUGARS.

Editor GROCER: You have, no doubt, read the remarks recently made by Mr. Bristol before the Tariff Commissioners at Hamilton, which were unfair and misleading and calculated to create a false impression amongst the public.

Mr. Bristol said: That there was often a scarcity of yellows; that at the present time there was only one refinery making yellows; that ten days ago the grocers were not able to get yellows of any sort; that at the present moment there were many householders wanting yellows; that the quality of Canadian yellows was sometimes poor, and the grocers were not able to get the yellows desired for their trade; that the refiners had a monopoly of not only manufacturing, but of speculating in sugar, and that the grocers had to take whatever the refiners liked to give them.

With the exception of the remark, where he said that yellows were sometimes poor, he was wrong in every one of these statements, and even when he said that yellows were sometimes good, sometimes poor, he was still giving a false impression, or trying to give a false impression, of the state of things to the Tariff Commissioners. You will probably be quite well aware that the quality of Canadian yellows is as a whole superior to the yellows of any other country. I have made it my business to interview most of the leading retail grocers of this city, and am in a position to tell you that they all entirely disagree with Mr. Bristol's remarks as stated above. I should like you very much to make some mention of this in your this week's issue, and can assure you, if you have not time to find out for yourself, that it will be entirely in accord with the sentiments of the retail trade, who, Liberals and Conservatives alike, are very well satisfied with the quality of Canadian yellows and granulated.

Yours, etc.,

NEMO.

A man may as well sit down and expect a pretty girl to come and marry him as for a merchant to expect business unless he goes after it.

SWEETS OF EXISTENCE.

Every grocer and general merchant in the country is probably putting his stock of candies into condition for the holiday trade. In his purchases he should not overlook the "Sweets of Existence," which the Toronto Biscuit and Confectionery Co. is putting on the market. The candies which have been thus titled are put up in a handsomely decorated, chocolate-colored paper box, and the contents of the box are even more attractive than the package.

GILLARD & CO., London, Eng.

..MAKERS OF..

GILLARD'S NEW PICKLE

Packed 2 doz. in case ; single case lots, \$3 40 ; five case lots, \$3 30

GILLARD'S NEW SAUCE

Single doz. lots, \$1.75 ; barrels of 12 doz., \$1.60

These are by long odds the very finest table relishes put up. Eight gold medals have been awarded the makers at England's great expositions. Over five thousand hotels and restaurants use them exclusively in Great Britain.

THAT THEY ARE THE BEST HAS BEEN PROVEN BEYOND A DOUBT.

SOLD BY ALL WHOLESALE GROCERS IN CANADA.



Never Too Cold . . .

to ship **MacLaren's Imperial Cheese**. We want to emphasize this fact because some people think that they cannot safely order in frosty weather, and they miss sales on that account.

A. F. MacLAREN & CO. - - TORONTO, ONT.



Puddings and Pies

There is nothing that helps the housekeeper more at this time of year than our **Condensed Mince Meat**. It is useful for puddings, pies and cakes, will keep for almost any length of time, and is ready for use at a minute's notice. Ask your customers to try it.

J. H. WETHEY, Mfr. ST. CATHARINES, ONT.

MARKETS AND MARKET NOTES

ONTARIO MARKETS. GROCERIES.

THE volume of business is fairly satisfactory, and, if anything, rather larger than a week ago. The dull, damp weather has naturally, however, had a depressing influence on trade. The chief attention is, of course, being given to foreign dried fruits, which are in good demand and generally firm in price. Shipments of Bosnia prunes reached the Toronto market on Tuesday. Sultana raisins are scarce on the spot. Canned goods are not receiving much attention, although the firmness in tomatoes and peas is rather more pronounced, some of the wholesale houses having advanced their figures 2½c. per dozen. Spices are in fair demand and firm. A good demand is being experienced for teas, the market for which still rules strong. Syrups and molasses are in moderate request only.

CANNED GOODS.

The feeling in regard to tomatoes is rather firmer than it was. We hear of one factory this week selling one thousand cases, the last it had in stock, at 65c., and we hear of another instance where a bid of 60c. was turned down. We know of at least one wholesale house which has, during the past week, advanced its figures 2½c. per dozen on tomatoes, and peas by an equal amount. There have been some transactions in Cohoe canned salmon during the week at equal to \$3.50 per case f.o.b. on the Coast. We quote standard brands as fol-

lows: Tomatoes, 65 to 75c.; corn, 50 to 75c.; peas, 60 to 75c. for ordinary; sifted select, 80 to 95c.; extra sifted, \$1.15 to \$1.30; beans, 65 to 95c.; peaches, \$2.50 to \$3 for 3's, \$1.65 to \$2 for 2's; raspberries, \$1.50 to \$1.80; strawberries, \$1.65 to \$1.95, according to brand and quality; blackberries, \$1.75 to \$2.00; cherries, \$2 to \$2.25; apples, 3's, 70 to 95c.; gallons, \$1.65 to \$2.25; salmon, "Horseshoe," \$1.37½ to \$1.40; "Maple Leaf," \$1.37½ to \$1.40; Lowe Inlet, \$1.30 to \$1.35, in tall tins; cohoes, \$1.15 to \$1.25; canned mackerel, \$1.20 to \$1.30; lobsters, \$2.10 to \$2.30 for tall tins; flats, \$2.75 to \$2.85; half tins, \$1.50 to \$1.55; Canadian canned beef, 1's, \$1.20 to \$1.35; 2's, \$2.30 to \$2.50; 6's, \$7.75 to \$8.25; 14's, \$15 to \$16.

COFFEES.

Rio and Santos growths are easier in New York. Stocks held here are of moderate proportions and the demand is good. We quote green in bags: Rio, 15 to 17c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 25 to 35c.; Mocha, 27½ to 35c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 25c.

SYRUPS.

There is not much doing. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

The situation is much about the same

as a week ago. We quote as follows: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

The sugar market is dull and unsettled. The raw markets advanced ¼c. in New York the latter part of last week, and large purchases were made by the Trust at the advance. On Friday they bought all in sight, amongst others three cargoes centrifugals at the ¼c. up. Yellows in New York also advanced ¼c. at the end of last week. The market there, however, exhibits little or no life, and advices to hand at the time of writing state that the price of refined declined ¼c. on Tuesday. On the Canadian market prices are steady and unchanged. Wholesalers are quoting granulated at 4 to 4.10c. and yellows at 3¼ to 3½.

SPICES.

A fair trade is being done in spices, and the firmness in prices previously noted is being well maintained. We quote as follows: Pure black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do. best, 28 to 30c. per lb.; allspice, 14 to 18c.; cassia, 12 to 15c. for China and 18 to 20c. for Batavia.

RICE, TAPIOCA, ETC.

The demand continues fair for tapioca and quiet for rice. We quote: Standard

BANNER GLOBE

Washboards are A1.

Try them in your next order.

Best 25c. Washboard

WALTER WOODS & CO.

HAMILTON

MEADOW SWEET CHEESE . . .

Put up in 3½ and 7 oz. packages, and in 8½ oz. white pots. Stylishly packed. Quality unequalled. Quick seller, good profits and perfect satisfaction.

Address . . .

Meadow Sweet Cheese Co.

Box 2321, Montreal.

Imitation is the
Sincerest Flattery.

"SALADA"

CEYLON TEA

has dozens of imitators, and IMITATORS are generally DETRACTORS.

LET THEM

imitate us in offering to take back any of their Tea that is not giving satisfaction.

P. C. LARKIN & CO., Wholesale Agents

25 Front St. East - - TORONTO
318 St. Paul St. - - MONTREAL
15 Niagara St. - - BUFFALO

DON'T OVERLOOK

the fact, that your customers want

"SURPRISE SOAP"



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

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

"B," 3 $\frac{3}{8}$ to 3 $\frac{3}{4}$ c.; imported Japan, 5 $\frac{1}{4}$
to 5 $\frac{3}{4}$ c.; tapioca, 3 $\frac{1}{4}$ to 4 $\frac{1}{2}$ c.; sago, 3 $\frac{1}{2}$ c.

NUTS.

The demand for nuts continues reason-
ably good. We quote as follows: Bra-
zil nuts, 11 to 12 $\frac{1}{2}$ c.; Sicily shelled
almonds, 22 to 25c.; Valencia shelled
almonds, 22c.; Tarragona almonds, 12
to 13 $\frac{1}{2}$ c.; peanuts, 10 to 12c. for roasted and
7 to 10c. for green; cocoanuts, \$4.50 to \$5
per sack; Grenoble walnuts, 12 $\frac{1}{2}$ c.; Marbot
walnuts, 11 to 12c.; Bordeaux walnuts, 9c.;
Sicily filberts, 9 to 10c. for sacks and 10 $\frac{1}{2}$
to 11c. for small lots; Naples filberts, 11c.;
pecans, 12 to 12 $\frac{1}{2}$ c.; chestnuts, \$3.30 to \$4
per bushel; hickory nuts, \$1.50 to \$2 per
bushel; Canadian walnuts, \$1 bushel per

TEAS.

A cable received in Toronto on Monday
from China states that the market there has
been cleaned out of all grades of green teas.
Local wholesalers are buying all the green
teas of this description they can pick up.
Indian and Ceylon teas at a price are find-
ing a fair sale. It is said that all China
black teas held in first hands locally have
been cleaned out. Japan teas are quiet
and firm at unchanged prices. Ruling prices
on the Toronto market to retailers are:
Young Hyson, 12 to 18c. for low
grades, 24 to 27c. for mediums, and 30 to

45c. for high grades; China Congous, 14
to 18c. for mediums, and 25 to 55c. for
high grades; Japans, 15 to 20c. for med-
iums, 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 in good demand with
prices firm. We quote as follows: Provin-
cials, 4 $\frac{3}{8}$ to 4 $\frac{1}{4}$ c. in bbls.; fine Filiatras, in
bbls., 4 $\frac{1}{4}$ to 4 $\frac{1}{2}$ c.; do, half-bbls., 4 $\frac{1}{4}$ to
4 $\frac{1}{2}$ c.; Patras, 5 to 5 $\frac{1}{2}$ c. in bbls., 5 to 5 $\frac{1}{2}$ c.
in half-bbls., and 5 to 5 $\frac{1}{2}$ c. in cases;
Vostizzas, cases, 7 to 8 $\frac{1}{2}$ c.

Valencia raisins are going out freely.
Selected are getting scarce. We quote:
Off-stalk, 5 to 5 $\frac{1}{4}$ c.; fine off-stalk, 5 $\frac{3}{4}$ to
6c.; selected, 6 $\frac{1}{4}$ to 7c.; layers, 7 $\frac{1}{4}$ to
7 $\frac{1}{2}$ c.

California loose muscatels are steady
and unchanged. There is no business of
importance to advise. We still quote 7 $\frac{1}{2}$
to 8 $\frac{1}{2}$ c. for 3 and 4-crown respectively.

The first shipment of "Sphinx" brand
Bosnia prunes reached the Toronto market
Tuesday. The market for Bosnia prunes
is strong and sales have been made during
the week at figures about 1 $\frac{1}{2}$ c. per lb. above
those ruling early in the season.

Sultana raisins are very scarce on the

spot. We quote all the way from 7 to 10c.
per lb.

Stocks of Malaga raisins are getting pretty
well reduced. This is particularly true of
London layers, which are practically sold out.
We quote: London layers, \$1.60 to \$1.85;
black baskets, \$2.20 to \$2.65; blue baskets,
\$2.25 to \$3.50; choice clusters, \$2.25 to
\$2.75; Dehesa clusters, \$3.50 to \$4; Non
Plus Ultra, \$6; Imperial bunches, \$5.75 to
\$6; Imperial Russian clusters, \$5 to \$5.50.

There is still a good demand for figs.
Wholesale quotations are: 14 oz., 9 to 10c.;
10 lb., 9 to 12c.; 18 lb., 11 to 13c.; 28 lb.,
13 to 16c.; taps, 3 $\frac{3}{4}$ to 4 $\frac{1}{2}$ c.; natural,
4 $\frac{1}{2}$ c. in bags, and 7c. in boxes.

Shipments of Persian dates were received
by nearly, if not all, the houses this week,
and they are meeting with a fair share of
attention. We quote 7 to 7 $\frac{1}{4}$ c. per lb. for
Hallowee dates.

GREEN FRUIT.

The cables announce a decline in the
price of Valencia oranges on the Liverpool
market, but the decline comes too late to be of
any value to dealers here, as oranges for the
Christmas trade have been bought, while
purchases made now will not arrive till
after January 1st. Locally, the demand
for oranges is good. Lemons are easier,
while the quality is improving. Some of

BUTTER, EGGS & POULTRY

Quick Sales and Prompt Returns

Graham, McLean & Co.
Produce Commission Merchants
77 Golborne St. TORONTO.

Bright & Johnston

Wholesale Fruit Importers and Commission Merchants.

Consignments Solicited. 140 Princess St. Market Square WINNIPEG

Ask the Wholesale Houses for

Rossiter's Household Brushes

THE BEST.

GEO. ROSSITER - TORONTO
10 to 14 Pape Avenue.

MANITOBA AND NORTH-WEST
Retail Merchants.

6 LEADERS

Edwardsburg Starches
Rex Brand Canned Meats
Simcoe Brand Canned Goods
Reindeer Brand Condensed Milk
Cutting's Dried Fruits, Canned Fruits
Dow and Curry's Rolled Oats.

.....Order from any Wholesale Grocer in Winnipeg.....

E. NICHOLSON 124 Princess St., WINNIPEG
Successor to W. F. HENDERSON & CO.
Wholesale Agent.

J. F. ROGERS

16, 18 and 20 FRANCIS STREET TORONTO

PORK PACKER, Etc., Etc.

Importer and dealer in best brands of

English Sheeps' Casings

AND

American Hogs' Casings

MANUFACTURER OF

BOLOGNAS, ETC., ETC.

Kettle-rendered Lard of best quality.

..Preservatives and Seasonings a specialty..

Have our Sleeves Rolled up

Send along your order if you want to deal with THE people.

CLEMES BROS.

51 Front St. East, TORONTO

the lemons on the market this week are of very fine quality. The cause of the weakness in price is large arrivals, while more are on the way. Apples are quiet locally, and the condition of the English market is not satisfactory. Cranberries are experiencing a good demand. Bananas of good quality are scarce on the local market this week. We quote: Oranges—Jamaicas, \$3.50 to \$4 per box; Valencias, \$5 to \$6 per case; Mexicans, \$4 to \$4.50 per box; Floridas, \$4.50 per box; Bahamas, \$3.50 to \$4 per box. Lemons—Messinas, \$4 to \$4.50 per box for fancy, and \$3 to \$3.75 for choice per box; Palermos, \$4; cocoanuts, \$3.75 a sack and 60c. per doz.; Jersey sweet potatoes, \$2 to \$2.25 per bbl.; apples, \$1.50 for red table fruit and \$1 for ordinary; onions, 75c. per 80 lb. bag for Danvers and \$1 per crate for Spanish; cranberries, \$7 per bbl. for Jerseys; \$6.50 to \$7 for Cape Cods; \$5.50 to \$6 for Nova Scotias; \$5.50 to \$6 for Canadian in barrels and 65 to 75c. in baskets; bananas, \$1.40 to \$1.75 per bunch; Almeria grapes, \$6 to \$7 per keg.

BUTTER AND CHEESE.

BUTTER—A great deal of winter creamery is coming in this week, and prices in consequence are a little easier. The quality of the dairy butter coming forward in tubs is not satisfactory, and it is difficult to effect sales. Dairy large rolls are in good supply, and prices remain as before. We quote: Dairy butter—Tubs, 12 to 13c. for good to choice; low-grade to medium, 8 to 9c.; pails and crocks, 12 to 13c.; large rolls, 12 to 13c.; pound prints, 14 to 15c. Creamery—Tubs, 17 to 18c.; 1-lb., blocks, 19 to 20c., according to make.

CHEESE—There is practically nothing doing. Lower prices would be accepted if it would induce business, but as the demand is light people are still quoting firmer prices. We quote 10½ to 11c. for late makes, and 10 to 10½c. for early makes.

COUNTRY PRODUCE.

BEANS—The market is dull and prices vary a great deal. Ordinary are quoted at 70 to 75c., and prime hand-picked at 75 to 80c per bushel.

DRIED APPLES—A few transactions are reported on export account. Some of the exporters are reported to have this season lost a great deal of money, largely on account of the unsatisfactory quality of much of the fruit shipped. Choice stock is worth about 2½c. per lb. f.o.b. at outside points,

MORROW & EWING

General Commission Merchants
13 St. John St., MONTREAL

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

Rio, Santos, Maracaibo and Mocha Coffees

also have on hand full lines of

Japan, Congou, Indian, Ceylon and Gunpowder Teas

Samples and particulars on application. Wholesale supplied only.

"SHIPPERS ATTENTION"

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

Rutherford, Marshall & Co

General Produce and Commission Merchants

62 FRONT ST. EAST - TORONTO.

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

THOMAS DOHERTY & CO.

Importers of:

TEAS and COFFEES

134 MCGILL STREET, Corner ST. PAUL.

Dominion Buildings.

MONTREAL.

Every up-to-date Grocer should keep

COWAN'S

HYGIENIC COCOA
ROYAL NAVY CHOCOLATE
and **FAMOUS BLEND COFFEE**

Send your orders to

THE COWAN CO., Ltd.

470 King St. East, Toronto

G.F. & J. GALT PACKERS OF THE **BLUE RIBBON TEAS**
42 SCOTT ST. TORONTO. CELEBRATED

McL COUGH DROPS will not cure consumption in its last stages, but they will give instant relief from coughs, colds and hoarseness. Put up in 5c. packages, bottles and pails. Order at once a sample lot.

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

and local jobbers are quoting all the way from 2 to 3c.

EVAPORATED APPLES—There is nothing doing and prices are nominally 3 to 3½c. f.o.b.

EGGS—The demand has been good, but little or no new laid eggs are coming forward. Business is largely confined to cold storage and held stock, which are firm at 15 to 16c.; limed are quoted at 14 to 14½c.

POTATOES—Still dull. We quote: 30c. per bag in carload lots on track, and 40c. out of store delivered.

HONEY—Quiet. We quote: Strained, 7 to 8c. in 60-lb. tins, and 8 to 9c. in 5 and 10-lb. tins; comb, \$1.50 to \$1.75 per dozen.

MAPLE SYRUP—The demand continues fair at 80 to 85c. per gallon.

POULTRY—Supplies have been liberal, while the demand is light and the weather unfavorable. We quote nominally: Chickens, 20 to 40c. per pair.; turkeys are 6 to 7c. per lb.; geese, 4½ to 5c. per lb., and ducks, 40 to 55c. per pair.

PROVISIONS AND DRESSED HOGS.

Trade during the past week has been light in all kinds of provisions, and as the packers are busy stocks are accumulating. Dressed hogs are coming forward freely in farmers' wagons and offerings of carload lots are liberal. Heavy hogs are quoted at \$4.25 per 100 lbs. and select weights at \$4.75.

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

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

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

BARREL PORK—Canadian heavy mess,

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

FISH AND OYSTERS.

Business, as far as volume is concerned, remains much as before. There has been a marked advance in the price of ciscoes. We quote: Pickerel, 6c. per lb.; haddies, 6c. per lb.; Labrador herring, \$5.75 to \$6 per bbl. and \$2.50 to \$2.75 per half-bbl.; boneless cod, 4c. per lb.; pure cod, 6½ to 6¾c. per lb.; ciscoes, \$1 to \$1.10 per 100; haddock, 5c. per lb.; steak cod, 6c. per lb. Oysters are quoted at \$1.20 to \$1.25 for standards, and \$1.65 for New York counts.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—Receipts of grain continue large. Prices are a little easier on wheat. We quote: White wheat, 88 to 88½c.; red, 87 to 87½c.; goose, 65 to 66c.; oats, 23 to 24c.; peas, 44 to 45c.

FLOUR—Is dull and easy. We quote in carloads on track, Toronto: Manitoba patents, \$5.30; Manitoba strong bakers', \$4.90; Ontario patents, \$4.75 to \$5.25; straight roller, \$4.50, Toronto freights.

BREAKFAST FOODS—Oatmeal is about 20c. per bbl. cheaper owing to the easier feeling in oats. Business is moderate. We quote: Standard oatmeal and rolled oats, \$3.40 in bags and \$3.50 in bbls.; rolled wheat, \$2.70 in 100-lb. bbls.; cornmeal, \$2.40 to \$2.50; split peas, \$3.25 to \$3.50; pot barley, \$3.25 to \$3.50.

SEEDS.

There is nothing doing in alsike and dealers are not anxious to increase their stocks until they see what turn the market will take. The idea as to price is \$3 to \$5 per bushel f.o.b. A few lots of red clover are offering. There is this season a wider range in the quality of this article than usual. As a rule 50c. per bushel covers the margin, but at the moment there is a difference of \$1 to \$1.50. The ruling quotation is \$3.50 to \$5. Only an occasional sample

of timothy is being shown, and it is worth \$1.10 to \$1.40 per bushel f.o.b.

SALT.

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

HIDES, SKINS AND WOOL.

HIDES—Are unchanged, with cured quoted at 7¾ to 8c. Dealers pay 7c. for No. 1, 6c. for No. 2, and 5c. for No. 3.

CALFSKINS—Market is dull at 6 to 7c. for No. 1 and 5c. for No. 2. Sheep and lamb skins, 70 to 80c.

WOOL—The market is steady. Dealers are paying 20½ to 21½c. for combing fleece, but offerings are limited. Pulled supers are 20 to 21c., and extras at 22 to 23c.

PETROLEUM.

Business continues brisk. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15½c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19½c.; Pratt's astral, 19c. in bulk.

MARKET NOTES.

Glucose is a little lower.

Oatmeal is about 20c. per bbl. cheaper.

Lemons are \$1 to \$1.50 per box cheaper. "Sphinx" prunes are in dealers' hands this week.

Malaga raisins are getting scarce on the local market.

Dawson & Co. have so far this season shipped two carloads of turkeys to the English market.

Shipments of California lemons to New York have proved of excellent quality and it is calculated that lemons from the west

**WE ARE
PAYING
CASH
FOR**

**DRIED
APPLES**



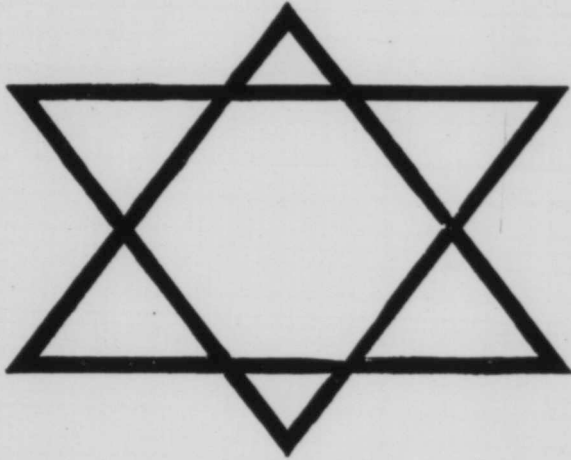
W. B. BAYLEY & CO.
EXPORT BROKERS

46 FRONT ST. E. **Toronto**

Peel

Batger's **Dry Drained** Citron.
" " " Orange.

IN KEGS, 224 Lbs.



Batger's

- " Candied Lemon Peel, bxs. 7 lbs.
- " " Orange " " 7 "
- " " Citron " " 7 "
- " London Candied Lemon Peel,
bxs. 7 lbs.
- " London Candied Orange Peel,
bxs. 7 lbs.
- " London Candied Citron Peel,
bxs. 7 lbs.

Malaga Fruit--

We still have a large stock of Malaga Raisins which we are offering at a low price. This is the season for them. Send in your orders early.

Dates- New Halloween Dates just arrived, price right.

Coffee--

A direct shipment of very fine Green Rio Coffee just arrived. Exceptional values.

THE EBY, BLAIN COMPANY LTD.

WHOLESALE IMPORTING AND MANUFACTURING GROCERS

TORONTO - CANADA

will soon cut an important figure in competition with the fruit from Sicily.

There has been some active buying of currants by Toronto wholesalers during the past few days.

The Ireland National Foods Co. report the receipt of several repeat orders for "Farinosa" breakfast food.

A cable received by W. H. Halford, Toronto, on Monday stated that China green teas are cleaned out of the primary market.

QUEBEC MARKETS.

MONTREAL, DEC. 10, 1896.

GROCERIES.

THE grocery market generally has exhibited a fair degree of activity for the season. In the heavier staples sugar has been asked for to a fair extent and rules steady. Coffee is scarce, and in consequence rather firmer. Tea still shows an upward tendency, jobbers being asked an advance on Japans this week by commission men. Dried fruit is in good seasonable enquiry and rules firm, cables being strong on all lines. Spices are pointing higher, especially white pepper and ginger, and in canned fish, as will be noted elsewhere, radical advances have already been asked in the spot prices.

SUGAR.

There is a fair jobbing demand for refined sugar, otherwise the market is without feature. Yellows are no longer as scarce as they were, as refiners have caught up to their orders, which are now pretty well filled, but the general tendency of values is steady despite unsettled reports from outside markets. Granulated, in round lots at the refineries, has sold at $3\frac{7}{8}$ to 4c., according to quantity, and yellows range from $3\frac{1}{8}$ to $3\frac{3}{4}$ c., as to quality. In a jobbing way we quote granulated 4-1-16 to $4\frac{1}{8}$ c., and yellows $3\frac{1}{4}$ to $3\frac{3}{4}$ c., as to grade.

SYRUPS.

There is a moderate jobbing enquiry for these, but though demand is quiet prices are steady at the refineries. A few small orders are noted on the basis of $1\frac{1}{2}$ to $2\frac{3}{4}$ c. as to grade, and we quote in a jobbing way 22 to 35c. per gallon. The brighter grades are more enquired for at present than the dark.

MOLASSES.

More enquiry has been noted for molasses during the week in a wholesale way, which is interpreted as a sign that stocks in jobbers' hands are not nearly as heavy as anticipated. Round lots of Barbadoes have brought $28\frac{1}{2}$ c., and mixed, 27c. In a jobbing way prices are firmly held at 30 to 31c. on both Barbadoes and Porto Rico.

RICE.

There is no change in the situation of the rice market. Advices from abroad continue firm and values are well maintained. We quote values firm accordingly: Crystal Japan, \$5 to \$5.25; standard B., \$3.70; Patna, \$4.75 to \$5.25; Carolina, \$6.75 to \$7.75, and Java, \$4 to \$4.25.

SPICES.

There has been quite a fair trade in spices from first to second hands, jobbers asking

for white pepper, ginger and nutmegs, etc., and the demand from retailers has also continued active during the past week. We quote as follows: Pure black pepper, 10c.; pure white, 15c.; pure Jamaica ginger, 20c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; ditto, best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 60 to 90c.

COFFEE.

A scarcity of Maracaibo and a good enquiry for the same has been practically the sole feature of the market, and straight invoice lots have sold as high as $17\frac{1}{2}$ c., and orders were unfilled owing to difficulty in securing stock in time. We quote: Rio, $15\frac{1}{2}$ to 17c.; Santos, $15\frac{1}{2}$ to 17c.; Maracaibo, $17\frac{1}{2}$ to $20\frac{1}{2}$ c.; Java, 24 to 26c., and Mocha, 24 to 26c.

TEAS.

The firm feeling in teas continues, the fact being fully demonstrated last Friday when sellers refused to duplicate an order for a round lot of Japans except at an advance of 1 to $1\frac{1}{2}$ c. per pound. Indians and Ceylons also are enquired for, and far from plentiful. Altogether, the tea situation seems to be a very strong one. We quote: Young Hysons, 13 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, $11\frac{1}{2}$ to 18c. for mediums, and 25 to 55c. for high grades; Japans, 14 to 21c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for higher grades.

DRIED FRUIT.

The firm feeling in Valencia raisins, as in all other dried fruit, is fully maintained. Demand is fully up to the average for the season, and stocks are light, accordingly prices point higher. We quote: Ordinary off-stalk, $5\frac{1}{4}$ to $5\frac{1}{2}$ c.; fine, $5\frac{3}{4}$ to 6c.; selected, $6\frac{1}{4}$ to $6\frac{1}{2}$ c., and layers, $6\frac{3}{4}$ to 7c.

Jobbers' stocks of California raisins are extremely limited, and as they cannot be replaced with any degree of promptitude or certainty from the Coast, prices are firm. We quote: 2-crown, $6\frac{1}{2}$ c.; 3-crown, 7 to $7\frac{1}{2}$ c., and 4-crown, 8 to $8\frac{1}{2}$ c.

Sultana raisins are firm and unchanged at 8 to 12c.

There is a good demand for table fruit, the sorting demand being very brisk for Malaga clusters during the week. Prices are rather firmer also at \$1.50 to \$4.50 per box as to grade.

There is no change in currants, which rule firm as last quoted, while demand is fairly active. We quote: Provincials, bbls., 4c.; half-bbls., $4\frac{1}{4}$ c.; cases, $4\frac{3}{8}$ c.; half-cases, $4\frac{1}{2}$ c.; Filiatras, ditto; Patras, $5\frac{1}{2}$ to 6c., and Vostizzas, $6\frac{1}{2}$ to 8c.

Prunes are all firmly held, while demand is good. French are cabled steady and an advance of 1s. 3d. in Bosnia is noted this week. As a result of these strong advices spot prices are very firm. We quote as follows: French 5 to 15c., as to grade; Austrian, 6 to 8c., and Californias, 10 to 11c. for 40 to 50's.; 9 to 10c. for 50 to 60's.; 8 to 9c. for 60 to 70's., and 7 to 8c. for 70 to 80's.

Figs continue steady at $9\frac{1}{2}$ to 11c., and dates, 5 to 7c. First receipts of the new crop of the latter are expected here next week. They are offering at the above prices.

La Fayette Cigarettes Are up-to-date Give them a trial 5 cents

NUTS.

The demand continues for nuts, and stocks are being steadily worked down. Filberts are firm at the advance noted last week, while others are steady. New crop nuts will be on the market by the end of next week, but they will have little influence on ruling values, as their cost was pretty high. We quote: New Valencia shelled almonds, 18 to 20c.; new Tarragona almonds, $9\frac{1}{2}$ to 10c.; filberts, 9 to $9\frac{1}{2}$ c.; pecans, 8 to 12c.; peanuts, 8 to 10c.; Grenoble walnuts, 12 to 15c.; shelled walnuts, 20 to 22c.; shelled peanuts, 9 to 10c.; coconuts, \$5 per 100.

CANNED GOODS.

There has been a fair jobbing business in canned goods. A leading feature is a firmer feeling in lobsters and French sardines, which have advanced sharply. Salmon also show a disposition to advance. We quote as follows: Tomatoes, 75 to 80c.; corn, 65 to 75c.; peas, 70 to 90c.; beans, 70c. up; peaches, \$2.90 to \$3 for 3's, \$1.90 to \$2 for 2's; raspberries, \$1.40 to \$2; strawberries, \$1.80 to \$2.45, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 85 to 90c.; gallons, \$1.55 to \$1.65; pumpkins, 75 to 85c.; salmon, "Horseshoe," \$1.40 to \$1.45; "Clover Leaf," \$1.35; "Lion," \$1.37 $\frac{1}{2}$ to \$1.40; Lowe Inlet, \$1.25 to \$1.30, in tall tins; cohoes, \$1.15 to \$1.20; canned mackerel, \$1.15 to \$1.20; 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, \$9 to \$10 per case.

FISH.

The weather has led to a better demand for fish during the past week, the chief enquiry being for fresh and smoked fish. Sales of pickled and dried have been very slow, and both pickled herrings and green cod show an easier feeling, prices being shaded 25c. per bbl. No. 1 N. S. herring has sold at \$3.75 to \$4 per bbl.; No. 2, large green cod, \$5 to \$5.25; No. 1, \$4.50; No. 2, \$3.50, and No. 1, green haddock,

"DEWAR"

From this date and until our supply is exhausted, with every five case lot of **Dewar's Scotch Whiskey**, we will deliver, free of charge, one dozen packs of fine Playing Cards.

"PRUNES"

Although the Prune markets have advanced very materially, our price is yet $3\frac{3}{4}$ c. per lb. for **Dufour's French Prepared Prunes**, in 25-lb. boxes.

Terms : 3% 10 days or 2% 30 days.

"RAISINS"

Just received via New York, 1,600 boxes **Juan de Llano Fine Off-Stock Valencias**.

Price 5c., 3% 10 days or 2% 30 days.

"HEINZ"

It is now three weeks since we were appointed eastern agents for **Heinz's Goods**, and Our third car-load is now en route.

Heinz's Condiments, Pickles, Sauces, Baked Beans in Tomato Sauce, etc., etc., are simply "Unique."

HUDON, HEBERT & CIE.

MONTREAL

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\$3.50. A few lots of Labrador herrings were offering at \$5 per bbl. Small Labrador salmon are steady at \$12 to \$12.50; No. 2 mackerel, \$12; No. 1, halibut, \$8 to \$8.50.

There have been considerable arrivals of fresh frozen herrings, haddock and codfish; in all six cars were offered during the past few days, which met with a ready sale at low prices. Haddock and cod are easier at 3¼ to 3½c. per lb., and herrings have sold at \$1.35 to \$1.40 per 100 for large, and at 50 to 60c. for small. Frozen B.C. and N.B. salmon have ruled steady at 11 to 12c. per lb., and halibut at 8 to 9c. There are considerable Manitoba pickerel, white fish, trout and pike in transit, and sales have been made to arrive at 6½c. for white fish, trout and pickerel, and at 4½ to 5c. per lb. for pike.

Owing to the continued large arrivals of smoked fish the market for haddies is easier, the outside price now being 6½c. per lb. Other lines are steady. Yarmouth and bay bloaters, 90c. per box; kippered herrings, \$1.35 per box; ciscões, 75c. to \$1 per basket of 100 fish, and medium new smoked herring, 11c. per box.

The demand for all lines of dried fish is of a very limited character and sales are slow at steady prices. Cod, \$4 per cwt.; pollock, \$1.90 to \$2 per 100 lbs.; skinless cod, \$4.50 to \$5.25 per 100 lbs.; boneless cod, 5½c. per lb., and fish 3c. per lb.

In shell oysters trade is principally of a small jobbing nature, the demand being for small lots at the following prices: Malpeques, \$5 to \$5.50 per bbl.; Buctouche, \$4.50 to \$5; Miramichi, \$3 to \$3.50, and ordinary, \$2.50 per bbl.

GREEN FRUIT.

The green fruit market has been very quiet during the past week. Lemons are easier. New Valencia oranges are offering this week at \$5.50 to \$5.75 per box. Malaga grapes are in fair demand. We quote: Florida oranges, \$5 to \$5.50 per box; Jamaica oranges, \$5.50 to \$6 per bbl.; Valencia oranges, \$5.50 to \$7.50 per box; lemons, \$2.75 to \$3 per box, and \$7 per chest; pears, \$2 to \$2.50 per keg; cranberries \$5 to \$6 per bbl.; Spanish onions, 70 to 75c. per crate, and new Malaga grapes \$5 to \$7.50 per keg.

APPLES.

The apple market is almost at a standstill as far as business goes in a jobbing way, and prices are easier at 90c. to \$1.50 for No. 1, and 50 to 85c. for No. 2.

COUNTRY PRODUCE.

EGGS—There has been a fair amount of business in eggs. New laid sell at 20 to 22c.; choice candled and Montreal limed, 14 to 14½c.; western limed, 13 to 14c., and held western fresh, 12 to 12½c. per doz.

BEANS—Beans are in slow demand, 80 to 85c. in car lots and 90 to 95c. in a jobbing way.

HONEY—Quiet, at 8 to 8½c.

POTATOES—Potatoes are firmer under light receipts and car lots are now held 5c. higher at 40c. per bag, with small lots 10c. up at 45 to 50c.

DRIED APPLES—Fair demand at 3 to 3½c., with evaporated, 4c.

ONIONS—Red onions are unchanged at \$1.25 per bbl. and white \$1.30 to \$1.35.

POULTRY—Receipts of dressed poultry have been fair and prices rule low. We

quote: Turkeys, 7c.; chickens, 6 to 6¼c.; ducks, 7 to 7½c., and geese, 5 to 5½c.

DRESSED HOGS—There is no change in these, prices ruling at \$4.65 to \$4.85 in a jobbing way.

PROVISIONS.

The provision market continues to rule very quiet owing to the fact that buyers generally are only taking sufficient stock to fill actual wants. Trade in consequence is

of a jobbing character and values show no alteration. We quote: Canadian pork, new, \$11 to \$12; Canadian short cut, clear, \$10 to \$10.25; Canadian short cut, mess, \$10.25 to \$10.50; hams, city cured, per lb., 9 to 10c.; lard, Canadian, in pails, 7 to 7½c.; bacon, per lb., 8½ to 9½c.; lard, com., refined, per lb., 5¼ to 5½c.

FLOUR, MEAL AND FEED.

Demand for all grades of flour has con-

Leonard Bros.

Wholesale Fish Merchants

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

Ask your wholesale grocer for

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

We are also putting up

New Haddies, Kippers and Yarmouth Bloaters.

THE GOODS

Which pay best to push are those which you can recommend.

"GOLDEN" HADDIES

ARE THE LEADERS

Once tried always used.
Every can guaranteed.

Every can full weight,
1 lb. smoked Haddies.

Sold by your wholesaler.

NORTHRUP & CO.

Canners' Agents.

St. John, N.B.

From the Atlantic to the Pacific ...

There come orders and praises for

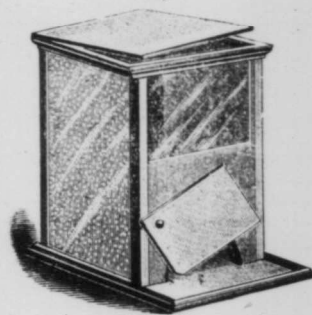
GRAHAM'S CELEBRATED CANADIAN PEP SIN CREAM CHEESE ...

The only scientifically prepared cheese made in America. It is guaranteed to be absolutely pure and having aseptic qualities known to no other cheese. Every mail brings tidings of increased demand. Be careful you get the genuine. Manufactured by

R. J. GRAHAM,

519 KING ST. W., TORONTO.

And at BELLEVILLE, ONT.



MARSHALL'S

Saratoga Potato

CHIPS.

Grocers sell them.

Manufactured by . . .

JOHN E. MARSHALL

118 Commercial St.,

Boston.

D. H. RENNOLDSON,

Agent in Montreal.



MODESTY

would be shocked if we only said half our patrons say about the value of Cottams Bird Seed. Manufactured under 5 patents and 2 others pending, covering the most recent and most valuable discoveries for birds, each packet contains, in addition to 1 lb. of the best scientifically mixed food, a 10c. cake of patent Bird Bread, Beak Sharpener, and Sanitary Perch Holder. We are not extravagant when we say that COTTAMS BIRD SEED is 2½ times the value of any seed, giving universal satisfaction to buyers and sellers. The people will have it. All wholesalers.

TRADE
BEARDSLEY'S SHREDDED CODFISH
MARK

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

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

LONG CLEAR BACON
BREAKFAST BACON
BACKS AND ROLLS

Write for Quotations

W. A. McCLEAN & CO.

Pork Packers, OWEN SOUND

APPLES

FOR EXPORT.

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

DAWSON & CO.

32 WEST MARKET STREET

Correspondence Solicited. **TORONTO.**

GEORGE McWILLIAM.

FRANK EVERIST.

TELEPHONE 645.

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GENERAL... **FRUIT**

Commission Merchants

25 and 27 Church street,
TORONTO, ONT.

Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.

All orders will receive our best attention.

Mince Meat

We are now placing on the Market a very fine line of English Mince Meat, put up in

5 lb. 12 lb. 27 lb. and 60 lb. PAILS

Choice Fruit and the best of Spices only are used in these goods, and we can confidently recommend them to our numerous customers.

F. W. Fearman

HAMILTON

tinued fair, and the market rules steady. We quote: Winter wheat, \$4.75 to \$5; spring wheat, patents, \$5.20 to \$5.30; straight roller, \$4.25 to \$4.50; straight roller, bags, \$2.10 to \$2.25; extra bags, \$1.75 to \$1.85; Manitoba strong bakers', \$4.50 to \$5.

Oatmeal rules easier and prices have been shaded as much as 10c. per barrel on rolled oats. Other goods are quotably unchanged. We quote: Standard, bbls., \$3.65 to \$3.75; granulated, bbls., \$3.70 to \$3.80; rolled oats, bbls., \$3.65 to \$3.75; rolled oats, per bag, \$1.82 to \$1.87.

There is no change in feed, the market being moderately active and steady. We quote: Bran, \$9.50 to \$10.50; shorts, \$11 to \$12; moulie, \$15 to \$16.

There continues to be a good enquiry for choice baled hay, of which the offerings are still small and prices rule firm. No. 1 has sold at \$10.50 to \$11 and No. 2 at \$9 to \$9.50 per ton in car lots.

CHEESE AND BUTTER.

Cheese continues quiet. Enquiry over the cable continued to-day, but nothing important resulted from it. Bids in every case were too low to work except in cheaper goods around 9 3/4 to 10c., and there are none here, practically all being cleared up. Finest is too firmly held to be influenced by these, and, for this reason, a quiet market is looked for until the turn of the year.

The butter market was steady at the decline, and there was some disposition to trade at the lower figures asked. We heard of trade in strictly finest, in boxes, at 18 1/2 c., but this was an exception, the bulk of trade ranging from 17 1/2 to 18 1/4 c., according to quality.

MONTREAL NOTES.

Canned sardines, salmon, mackerel and lobsters, are all showing a distinct upward tendency.

First arrivals of new dates are expected on the market next week. They are offering at 5 to 7 1/2 c.

The strength in tea continues. Jobbers who tried to duplicate orders for round lots of Japans this week were asked an advance of 1c. per pound.

An advance of 1 1/2 c. per pound has been asked for Maracaibo coffee, of which there is little or none here.

New crop Grenoble walnuts and other nuts will be distributed among the wholesale trade next week.

Commission men are asking 3 1/4 d. cost, freight and insurance in Montreal, to lay down fresh supplies of white pepper.

It Has No Equal

BROCK'S BIRD SEED



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

It pays to handle such goods.
NICHOLSON & BROCK - TORONTO

PRODUCE

We have fine facilities for handling. Our specialty is **BUTTER, EGGS, POULTRY.**

We have good demand at present. Correspondence invited—a trial shipment solicited. Ref. Bradstreet's Agency.

H. P. GOULD & CO.

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

You always get your money

Promptly when you send your produce to

WM. RYAN & CO.

70 and 72 Front St. East
TORONTO

S. K. MOYER,

COMMISSION MERCHANT

Wholesale Dealer in . . .

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

76 COLBORNE ST.,
TORONTO, ONT.

SECURE NOW . . .

FINEST

CHEESE

PRICE RIGHT.

D. GUNN, BROS. & CO.

TORONTO

ORANGES

Special Fancy California Washington Navels. Fancy New Valencias.

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

HUGH WALKER & SON

GUELPH, ONT.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., Dec. 10, 1896.

IN wholesale lines, perhaps, the fruit business is now the most active, and some open weather which we have had has been very much to the advantage of the fruit merchant. In other wholesale lines the demand is well maintained, though quite a difference is now noticed. The retail grocery stores, of which St. John has a large number—many of which she may well be proud of—are now active. In markets there is little of interest. Cream of tartar continues weak. Our market is well supplied with goods bought at higher prices than now rule. Collections are slow, and it is feared the New Year will not bring any immediate change for the better. Carleton, or what is now known as the west side, is very active with export business, and the retail grocery trade, perhaps more than any other branch of business, feels the good results.

OIL—The big business is over in burning oil for this season. There is, however, a good demand yet. Values show no change. In lubricating oil the dull season is here, and it might almost be said nothing is doing. We quote: Best American, 21c.; best Canadian, 19¾c.; prime, 15¼c.

SALT—The direct Liverpool steamer brought quite a quantity of coarse salt, and with the cargoes that have lately arrived the market is much better supplied than for some time. The fall demand has now been met, and business is now rather quiet. We quote: Coarse, 48 to 50c., factory-filled, 90c. to \$1; 5-lb. bags in bbls., \$3.25; 10-lb. bags, in bbls., \$3; butter and cheese salt, bulk, \$2.60 to \$2.65 per bbl.; 20-lb. wood boxes, 20c.; 10-lb. wood boxes, 12c.; cartons, \$2 per case of 2 doz.; Canadian fine, \$1.

CANNED GOODS—The active demand for dried fruit and other holiday lines has somewhat put this branch of the trade in the background. Holders, while stocks are large, feel very well satisfied with the state of the market, feeling that some lines, particularly tomatoes, will be higher. There are few, if any, changes to report. Lobsters are scarce and high. Salmon at least shows no upward feeling. Oysters are easy. Peaches, peas and strawberries are firm. We quote as follows: Corn, 65 to 70c.; peas, 70 to 75c.; tomatoes, 70 to 75c.; gallon apples, \$1.80 to \$1.90; corned beef, Canadian, \$2.25 to \$2.35; American, 2-lb. tins, \$2.40 to \$2.50; 1-lb. tins, \$1.30 to \$1.50; oysters, 2's, \$2 to \$2.20; 1's, \$1.34 to \$1.45; peaches, 3's, Canadian, \$2.85 to \$3; 2's, \$1.90 to \$2; pineapples, \$2.25 to \$2.65; salmon, \$1.30 to \$1.40; lobsters, \$2.20; 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.

DRIED FRUIT—Demand, as stated, is very active. Valencias are not as high as might be expected, as they could not be replaced at the price, and stocks are not large, but owing to quality dealers are not anxious

The Winners . . .

Starting last in the race for the Point of Perfection and Popularity.

Jamieson's Biscuits

Only appeared on the market seven months ago. Since their first appearance they have steadily and rapidly grown in favor, until to-day they are accepted by all who have tried them, as **the Best on the Market**. Send for sample order.

MANUFACTURED BY

R. E. JAMIESON,
OTTAWA.

to hold. At best now California fruit is looked upon as the goods to hold, as they keep so well. Very few 2-crown goods are imported here. This is a market that wants good goods or none, and poor goods cannot be sold even at a price. California prunes show rather better demand, particularly larger sizes. The prune market is very firm, but sales cannot be called active. New dates are to hand, and first arrivals are bringing rather better prices than those to arrive next week. Market is firm. Currants are moving in large quantities at full prices—particularly cleaned. Evaporated apples, while low, are thought by some good stock, and higher prices are not unexpected. Nuts have large sales. Quantity of figs received this season here has been large and quality good, better than was expected. There is good demand. We quote as follows: Valencias, 5½ to 6c.; California L.M. 3-crown, 6¾ to 7c.; London layers, \$1.60 to \$2.00; currants, cases, 4¾ to 5c.; bbls., 4¾ to 4½c.; cartoons, cleaned, 6¾ to 7½c.; bulk, cleaned, 5½ to 6½c.; prunes, boxes, 4½ to 6c.; dates, 4½ to 5½c.; dried apples, 3c.; evaporated apples, 5 to 5½c.; Canadian onions, \$2; coconuts, \$4 to \$4.50 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, 7 to 7½c.; citron peel, 16 to 17c.; orange and lemon, 12 to 13c.; Valencia layers, 6½ to 7c.; California 4-crown L.M. raisins, 7¾ to 8c.; Imperial cabinets, \$2; Dehesas, \$2.50 to \$3.25.

GREEN FRUIT—This is an active branch of trade and will be from now till Christmas, when the long quiet season will begin. Large quantities of Valencia oranges were received this week by direct Liverpool steamer, the first received this season. Market tends lower, and after the holiday demand prices will rule lower. Large quantities of grapes, Malagas, also to hand by same steamer; in this line there has been an advance and prices are marked higher. Lemons to hand are in some cases but fair quality. There is quite a stock of good West India oranges here. Pineapples slow sale, also demand for cranberries is quiet. Apples keep very

low, good apples being offered freely at \$1, best grades of hard fruit run as high as \$1.75, but are slow at \$1.50. The Nova Scotia packers have made a great mistake in sending a quantity of poor apples here. They have had a bad effect on what was a bad market. Bananas have no sale. We quote: Lemons, \$4 to \$4.50; oranges, West India, per bbl., \$5 to \$6; Valencia oranges, \$5 to \$5.50 per case; apples, \$1 to \$1.75 per bbl.; keg grapes, \$6.50 to \$7; cranberries, Cape Cod, \$6 to \$6.50 per bbl.; bog cranberries, native, \$4 to \$5; pines, \$1.50 per doz.

DAIRY PRODUCE—Eggs, which at the first of the week were rather easier, are now rather firmer again and scarce; prices will likely go higher. Good butter is hard to get, but stock of butter is large and very dull. Cheese shows no change. Quite a quantity of fancy cheese are sold here and a new brand, called "Pepsin" cream cheese, in about ½-lb. packages, has taken quite a hold on the market. The stock of cheese here is not large. We quote: Dairy butter, 16 to 18c.; creamery, tubs, 20c.; prints, 20 to 22c. Cheese, 10½c. Eggs, 18 to 18½c.

SUGAR—This does not show as much strength as was expected after the slight advance from lowest point. The demand is rather quieter. We quote: Granulated, 4 to 4½c.; yellows, 3¾ to 3½c.; Paris lump, 5¼ to 6c.; powdered, 5¾ to 6c.

MOLASSES—There is a firmer feeling, but no change in price. Some shipments west have relieved the market here. There is still a quantity of Porto Rico here; quality fine in some cases, and as it costs quite high, holders will try for best figures. There has been a good demand for New Orleans during the week. The larger number of dealers now keep this grade, and have steady demand, particularly those who are not direct importers of West India goods. Some very fine samples are shown. We quote: Barbadoes, 27 to 28c.; Porto Rico, 28 to 32c.; New Orleans, bbls., 26 to

Do you ever tell

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

Excellence in Flavorings

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

PURE SPICES
PURE COFFEES
PURE PEPPER

PURE MUSTARD
PURE CATSUP
PURE EXTRACTS

PURE BAKING POWDER

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

28c.; Antigua, 25 to 26c.; Nevis, 25 to 26c.; syrup, 36 to 38c.

FISH—Market is not so active. Smelt, the first frozen fish to arrive, have found a very low market owing to soft weather. Already some business has been attempted in frozen herring, but not successfully. Other fresh fish are scarce. Large cod rather easy; pollock very dull. Bay herring are now all well to hand, and stock not large; though demand is rather quieter, prices hold. Of largest herring there are none. Smoked continue firm. The quantity of these now handled here is much smaller than in former years. Stock of shad very light; bloaters show hardly as good demand. Stock of Shelburne is light. We quote as follows: Large cod, \$3.00 to \$3.25; medium, \$2.85 to \$3; pollock, \$1.20 to \$1.25; bay herring, \$1.40 to \$1.50 per half-bbl.; smoked, 7 to 8c.; shad, half-bbl., \$5 to \$5.50; boneless, 2½ to 8c.; Yarmouth, 4c.; bloaters, 60 to 70c. per box; kippered, 90 to \$1 per box; Barrington herring, \$3 to \$3.25 per bbl.; mackerel, \$18 per bbl.; Shelburne, \$3.50 per bbl.

PROVISIONS—There is rather less movement. Beef continues firm at the advance, but pork shows no change. In pure lard some low prices have been quoted by western houses. There is a fair demand for smoked meats. We quote: Clear pork, \$13.50 to \$14; mess, \$13 to \$13.50; plate beef, \$12 to \$13; hams, 11 to 12c.; rolls, 5½ to 8c.; pure lard, tubs, 7¾ to 8c.; compound, 6½ to 7½c.

FLOUR, FEED AND MEAL — While flour is not quoted higher, the market is very firm,

and higher prices are expected. The movement has been rather better during the week. The sales of feed continues light. The close of navigation has about closed Prince Edward Island oats out of this market. Ontario are quoted lower, and a fair trade is being done. Oatmeal shows no change here, but the feeling is lower. Beans are steady, and light movement. The lower price of western grey buckwheat is helping the sale. We quote: Manitoba flour, \$5.70 to \$5.80; best Ontario, \$5 to \$5.10; medium, \$4.70 to \$4.80; oatmeal, \$3.75 to \$3.80; cornmeal, \$2 to \$2.10; middlings, car lots, in bulk, \$14 to \$15; bran, do., do., \$13 to \$14; hand-picked beans, \$1.10; prime, \$1; oats, 32 to 35c.; hay, \$11 to \$12; barley, \$3; round peas, \$1.15; split peas, \$3.10 to \$3.25; yellow eye beans, \$1.50; buckwheat meal, \$1.20 to \$1.25; grey, \$1.75 to \$2.00.

ST. JOHN NOTES.

A St. John mill received an order this week for nail keg staves from Ontario.

The Bank of New Brunswick has declared a dividend of 6 per cent. for the half year.

C. & E. Macmichael, wholesale grocers here, have been appointed agents for Knox's gelatine.

Mr. J. D. Roberts, of the Pure Gold Co., did the round of the city merchants with their local representative, Mr. Robert Jar-

dine, this week. They do a large trade here and through the Provinces. From here Mr. Roberts went to Moncton.

The Canada Milk Condensing Co., of Antigonish, have applied for incorporation capital, \$20,000.

Mr. McGaffigan, whose suit against the Pulman Car Co. was spoken of last week, failed to get a verdict.

One shipper, Mr. S. H. Jones, shipped from P. E. Island in six weeks 9,242 sheep and lambs, 5,500 geese and 5,000 pelts, representing \$23,500.

A. L. Goodwin received this week 100 boxes new dates, the first to arrive, 50 bags each of almonds and walnuts, 300 kegs of Almeria grapes and 100 cases Valencia oranges.

This week the grocers are much interested in a suit brought by the makers of Union Blend teas, sold here by George S. de Forest & Son, against Dearborn & Co., it being claimed that the latter house sold a tea not the same, but represented to be the same as the above blend.

The catch of smelt so far has been large. At or near Chatham 400 tons were taken in a few days, one man getting \$150 for two nights' catch. On the Bugtouche and Cocagne rivers the catch is also large, that of the

first two days being 81 tons. Prices run from 2 to 3c. per lb. Shipments go as far west as Chicago.

Ontario apples have this fall been sold in Yarmouth, N.S., in spite of the low price of Nova Scotia apples. Packers there should note this, as it is the poor fruit and poor packing that is to blame.

The Government guarantee on Union and Commercial bank notes of Newfoundland of 80 per cent and 20 per cent respectively, will expire on the 31st of this month. Holders should forward notes to any bank now doing business in St. Johns, Newfoundland.

HALIFAX TRADE GOSSIP.

TRADE in Halifax shows no improvement. The fall has closed bad, and winter is setting in bad. All lines are dull and lifeless.

Consignments of fresh pork are being received, but nobody is asking for it even at the low price of 4 and 4½c. by the body.

A cargo of Ontario beef from Park, Blackwell & Co. is daily expected. J. A. Leaman & Co. are receiving large quantities every week from Guelph, which they are now quoting at about 5c.

Ontario poultry sent here for Thanksgiving did not sell well, and was worked off this week at less than 8c. at retail. Native turkeys are retailing at 10c. Geese and chickens are correspondingly low.

Produce has been a little stiffer, and good P. E. Island potatoes sell at 28c.

Flour dealers report nothing doing.

The prospects for Christmas trade are not encouraging. There is no snow, and continued thaws make travel in country districts impossible. Green and dried fruit merchants report very few orders so far.

Eggs are jobbing at 18c.

Creamery butter has advanced. Prints are selling at 22c. and finest tub at 21c. Dairy sells all the way from 14 to 18c. September cheese is quoted at 11c. and early at 10½c.

SWEET POTATOES.

The average yield is 70.8 bushels per acre, while it was 79 bushels in 1895 and 92.4 in 1894. In the more important states the yield is as follows: Virginia, 103; North Carolina, 80; South Carolina, 63; Georgia, 59; Alabama, 66; Mississippi, 65; Texas, 45. The quality of the crop in the principal states ranges from 76 to 103. Drought did much damage in Georgia. — American Grocer.

The Salada Tea Co. was compelled to keep its employes working till 11 o'clock three nights last week, and the operation has been repeated this week.

CANNED GOODS IN THE STATES.

THE situation in the canned goods market at the present time is at variance with the conditions usually existing at this time of the year. While it is understood that the last season's pack was one of the lightest recorded for many years past, there has been no speculative demand or anything approaching it. This is held to be the more remarkable in view of the fact that old stocks have been closely cleaned up and that the 1896 pack of most varieties came on a practically bare market. The indifference of buyers is attributed entirely to the uncertainty felt concerning the action that may be taken at the coming session of Congress on the revenue and currency questions, the outcome of which is awaited with some anxiety by all branches of trade.

In spite of the dull state of trade in the consuming branch there has been of late an active demand for the cheaper grades of peas, string and lima, an unusual circumstance for this time of the year, when, as a rule, most distributors have about all of the stock they need to carry them until spring. The fact that the buyers did not purchase as much as ordinarily during the coming season or immediately thereafter leaves them at the present time with comparatively small supplies, and now that the primary markets are beginning to show an upward tendency it appears that they feel the need of replenishing their stocks, though they are reluctant to pay the higher prices asked.

There has of late been more demand for State corn. According to report, the stock in the hands of packers has been closely cleaned up, those who have anything left being, it is said, in a position to hold it for the higher prices which they confidently expect to obtain after the turn of the year. The crop of State corn, it is stated, was much smaller than for many years past, and the supply in the hands of packers at this date is reported to be less than for several years at this season. While the demand has been smaller than usual so far this season prices for State corn are 15 to 20 per cent. above

the quotations of a year ago at this time of the year, which is to be attributed solely to the short pack. At this date last year the stock of peas in second hands was reported as fully 50 per cent. more than the quantity estimated to be held now. Yet prices are lower on the average, owing to the failure of a number of the packers and the forced sales of their stock at sheriff auction. So the market has taken an upward turn under the increasing demand.

The market for tomatoes has been unsettled for some time past, owing to a pressure to sell on the part of some of the packers who needed ready money and could obtain it only by sacrificing a portion of their stock. These cheap goods are pretty well closed out, it is understood, but as there are still some low priced goods seeking an outlet the feeling is rather easy. There are, however, no sellers of more than one or two carload lots at the present, the bulk of the remaining pack being held for higher prices, which packers feel confident they can obtain next spring, if not sooner, in view of reports that the stocks in distributors' hands are much smaller than usual at this season. — N. Y. Journal of Commerce.

INNOCENT BUT FINED.

With reference to the conviction of the old and respected firm of Taylor & Williamson, for selling adulterated pepper, an explanation is given, on their authority, in The Market Guide. The white pepper in question was ordered from a leading Canadian spice mill as white pepper, meaning, of course, "pure pepper." Taylor & Williamson assumed it to be pure and sold it as such. From the spice miller's explanation, it is evident that the mistake arose from one of their servants filling T. & W.'s boxes from a bin of "compound" pepper which lay close to the "pure" bin. T. & W. could not detect the mistake by the eye, as there are various shades in "white" pepper. Neither was there anything, by smell or taste, to indicate adulteration. In fact, without expensive laboratory appliances, microscopes and expert chemical experience, no retailer could detect such adulteration. — Banner, Chatham.

ENAMELLED MEASURES

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

GOVERNMENT STAMPED



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

The McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER

A Little Higher in Price

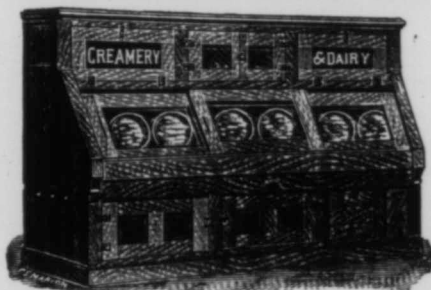
Than others? Yes, but if you knew the watchful care exercised in selecting "Kent" tomatoes, you would wonder how they could be put up so cheaply. Only perfectly ripe fruit is put in our cans. Nothing green passes our examiners. In this way the fine flavor, for which "Kent" brand is noted, is obtained. It is worth something to you to sell the best goods packed. Your customers will more than make up any difference in price by the increased quantity used.

Agents . . .

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

THE KENT CANNING CO.
CHATHAM, ONT.

Aubin's Patent Refrigerator



The "Grocer's Standard" is the Favorite.
Send for Catalogue and Price List.

C. P. FABIEN 3167-3171 Notre Dame St.
MONTREAL

Mince Meat . .

To be worthy the name must be made from a thoroughly good recipe.

It must be made from best quality materials.

It must be minced and not simply cut in pieces.

It must be correctly seasoned—ours is made that way. That's why everybody uses it. Put up in 7 lb., 14-lb. and 28-lb. pails.

Write for Quotations.

T. A. LYTLE & CO.

Vinegar Manufacturers

TORONTO

Christmas Trade

Calls for
NUTS
FIGS (Taps, Bags and Boxes)
RAISINS
CURRENTS and
RAW SUGAR

We can sell them all

JOHN SLOAN & CO.

45 Front Street E.

TORONTO

RIO COFFEE

EXTRA CHOICE SELECTION.

Now in store Ex. SS.
Catania.

WARREN BROS. & CO.

35 and 37 Front St East, Toronto.

JUST ARRIVED.

SPHINX PRUNES, U
" " C

COMADRA FIGS
HALLOWEE DATES
AND ELEME FIGS

T. KINNEAR & CO.

49 Front St. East, TORONTO

OUR CELEBRATED BRAND

"Crescent"

CURRENTS

Large shipment just arrived.

PERKINS, INCE & Co.

TORONTO.

Holds the Record

"Excelsior Coffee"

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

Todhunter, Mitchell & Co.

Coffee Importers and Roasters

TORONTO

BUY Ivory Bar Soap

THE BEST MADE

"There are Others" . . .

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

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

HINTS TO BUYERS.

THE Crown Brand Clubhouse cheese is a pure, full cream cheese. It is daintily packed in small earthen jars. Robert Greig & Co. are Canadian agents.

Dawson & Co. are offering holly at \$3.50 per case.

"Meadow Sweet" cheese in stock with the Davidson & Hay, Ltd.

A shipment of fine Young Hyson teas arrived for the Eby, Blain Co., Ltd.

Warren Bros. & Co. have arriving this week a choice selection of Rio coffee.

A shipment of new Halloween dates arrived this week for the Eby, Blain Co., Ltd.

Clemes Bros. are this week in receipt of their second carload lot of Persian dates.

T. Kinnear & Co. have new Sphinx prunes, "U" and "C," in stock this week.

"We are offering mat figs at close figures," the Davidson & Hay, Ltd., report.

If you want A1 bulk cocoa to retail at 15c. see samples with Lucas, Steele & Bristol's travelers.

H. P. Gould & Co. report largely increased trade. There is a scarcity of fresh eggs and good butter.

Lucas, Steele & Bristol distributed their first lot of dates last week and have more arriving in ten days, much cheaper. They

are showing a large assortment of California prunes, including "Harvest" brand in 25-lb. boxes.

A direct shipment ex ss. Biela, of green Rio coffee arrived this week for the Eby, Blain Co., Ltd.

The Davidson & Hay, Ltd., are showing a fine sample of choice Vostizza currants due to arrive this week.

A consignment of Griffin & Skelley's 3 and 4-crown Muscatel raisins arrived for the Eby, Blain Co., Ltd.

The Davidson & Hay, Ltd., have arriving this week direct shipments of Assams, Ceylons and low-grade Young Hysons.

The Eby, Blain Co., Ltd., are in receipt of a shipment of Batger's dry drained citron and orange peel in kegs 224 pounds net.

W. H. Gillard & Co. have a fine assortment of figs of various grades and qualities, and are quoting close figures to the trade.

The Eby, Blain Co., Ltd., report that they have a complete assortment of Malaga table raisins, suitable for the Christmas trade.

Lucas, Steele & Bristol's coffee is put up in air-tight cans, 25 and 50 lbs. each, ground or whole; 2-lb. cans of same are also put up by Lucas, Steele & Bristol.

The demand for Worcester sauce at a reasonable price is fully met by that made by Lorimier & Co., of London, for whom Robert Greig & Co. are agents. This sauce,

although introduced only a few months ago, has had a good sale, and the demand is growing.

The Davidson & Hay, Ltd., are in receipt of a shipment of Marbot walnuts, which are particularly fine this year.

Hugh Walker & Son, Guelph, have just passed into stock a car of fancy Washington navel oranges, also a car of Valencias ex ss. Numidian.

T. A. Lytle & Co. report unusually large sales of mince meat. The sale of marmalade, jams, jellies and pickles they find in excess of previous years.

Dawson & Co. have in stock one carload each of Mexican oranges and Messina lemons. They also have arriving this week one car of Valencia oranges and another of the same next week.

Imperial cabinets and Connoisseur clusters, in boxes and quarters, are still in stock with Lucas, Steele & Bristol. They also have some fancy 2-lb. and 5½-lb. cartoons Malaga fruit left.

"We find our ½-lb. package of 25c. 'Kurma' a great seller in the city and large towns where there is a trade for cheap package tea," say the Davidson & Hay, Ltd., wholesale agents for this tea.

It is three years since W. H. Gillard & Co. completed arrangements with a prominent Grecian currant buyer to supply them with a special brand of Paradise currants.

Your Customers Want..



It has no equal.

CONDENSED MILK

and the BEST QUALITY obtainable.

The Brands of the
NEW YORK CONDENSED MILK CO.
ARE UNSURPASSED.

Send for particulars to...

F. W. HUDSON & CO.

SELLING AGENTS,

TORONTO.

ALSO... MANUFACTURERS



—OF THE
Gold Seal Brand Condensed Milk

—AND

Borden's Peerless Brand Evaporated Cream.



Their trade this season has exceeded that of previous ones, and the quality is superior to any former shipments. Intending purchasers will suit their best interests by getting a sample case of these goods.

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

Mack's double starch is a standard necessity to the English housekeeper. Robert Greig & Co., the agents, say that the need for a starch that, like this, combines every requisite for laundry day, is being fully met here also by this line.

The material used in the manufacture of the "Rising Sun" and the "Sun Paste" stove polish is imported from Ceylon, India, and goes through a peculiar manipulation at the factory in Canton, Mass. The durable qualities of the stove polish are due to the high quality of the materials used.

W. H. Gillard & Co. desire to direct the attention of the trade to their fine range of Young Hyson teas suitable for selling at 25c. retail. The sharp advance in these teas recently, and the fact that this firm purchased their supplies before the advances, enable them to offer at exceptionally low figures.

A KNOWING MERCHANT.

RUSH STRONG, one of the big merchants of Tennessee, with money to burn, got his start in life by a neat trick that advertised his business all over the south, says an exchange. The county was about to hold a fair, and each merchant offered a prize for the best of something in his line. A offered \$10 for the finest pound of butter; B offered \$10 for the finest dozen of eggs, etc. When it came Strong's turn he said he wanted all night to think it over, as he felt very poor. The next morning he sent to the committee this proposition:

"Rush Strong will give half the entire stock in his store to the man or woman who is contented with his or her lot in life."

It was published in the pamphlet of the Fair Association and caused a laugh all over the state. One day the president said to Strong: "Look here, Strong, we've been fooling about this thing long enough, and now its getting serious. You had better stop this right now and tell everybody you were only joking, because there's a chap down here in Blount County who is goin' to take you up, and he's got a half dozen neighbors ready to swear that he is absolutely contented with his lot in life."

Strong vowed that he meant business, and

would leave the decision in the committee's hands; the stock was ready to be divided. Pleading was in vain. The man appeared with his witnesses, declaring that he was to get the prize. He made out a good case, and the committee were about to decide in his favor, when Strong arose and asked quietly:

"Gentlemen, if this man is contented with his lot in life, what on earth does he want with half of my stock?"

THE BIG TEA PLANT NOT SOLD.

In a morning newspaper was published recently a London letter signed by Ballard Smith, which contained a statement to the effect that the plant of Lipton, the tea planter of Ceylon, had been purchased by a syndicate, headed by Ernest Terrah Hooley, of Nottingham.

The publication created surprise in tea trade circles in this country, and the manager of the New York branch cabled to London. The answer was as follows:

"Statement absolutely false. Contradict. Not one word truth any shape or form."

As a matter of fact, to meet the increasing demand the plant is being enlarged, and an enormous new warehouse has been purchased in London, which may have given rise to the false rumor.—New York Press.

FOR Xmas and New Year's Trade

We can give you everything in the lines of

Fancy Groceries, Wines and Liquors.

We have some choice old Madeira, Fine Malaga and Muscatel Wines. The best brands of Port, Sherries, Clarets, Champagnes and Sauternes.

Our **Gonzalez** Brandy

is well-known and of a high-class.

Our **Night Cap** Gin

is the best offered.

L. CHAPUT, FILS & CIE.

MONTREAL

COMMERCIAL MORALITY IN JAPAN.

AN important contribution to the discussion of the competition to be expected from Japan in the markets of the world is made by Mr. Robert Young to the November number of *The Nineteenth Century*. As the editor of *The Kobe Chronicle, Japan*, the writer speaks with some authority, and he gives cogent reasons for believing that the Mikado's subjects are likely to lose the foreign customers they have already gained, unless their code of commercial morals is materially and rapidly improved.

To account for the low standard of commercial morality in Japan, one must bear in mind how recently the overthrow of the feudal system took place in that country. The resultant social changes have been vast, but there has scarcely been time to revolutionize the traditional opinions which were the outgrowth of centuries. No doubt, the dislocation of the old feudal structure has been more favorable to the mercantile class than to any other. The territorial noble or clan leader, who formerly enjoyed almost complete local independence, suddenly found himself a cipher, unless he chose to embrace politics. The samurai, or man-at-arms, who used to be regarded by the common people as a hero, but who was possessed of but little education except in the art of war, has been forced during the last thirty years to labor with hands or brain to save himself from starvation. On the other hand, the merchants who had hitherto occupied the lowest rung on the social ladder, being deemed inferior to the tillers of the soil, and but little above the eta or pariah class, have discovered that trade, erstwhile despised, is now a passport to social position, and that wealth confers honor and power. It seemed, however, that, although trade has now become a recognized and reputable vocation in Japan, but little change has as yet occurred in the methods which characterized it during the long period of military supremacy, when trader was but another name for trickster, and the pursuit of commerce was held to argue lack of integrity. Mr. Young is undoubtedly right in saying that to impute habitually a low ideal to a particular class, and to speak and act as if in the circumstances no higher ideal could exist, is to originate and encourage a defective standard which no sudden change of environment can immediately alter. That the standard has not been altered is pronounced undeniable. It is, we are told, the unanimous verdict of those in a position to judge, that Japanese morality is of a defective type, when compared even with the standard prevailing in China, where trade has never been branded as degrading, or

with the standard of the western nations, which, notwithstanding all the trickery immemorably associated with trade, have yet kept before them a certain ideal of integrity in business, as in other walks of life. According to Mr. Young, it is a common belief among those who have investigated at first hand the conditions of trade in Japan, that commercial morality there stands almost on the lowest plane possible to civilized people; and that, with few exceptions, even those Japanese who prove estimable and high-minded in all other matters are not to be trusted in business transactions. In Japan, the man who fails to take advantage of his neighbor in a bargain is looked upon as a fool.

Several striking examples of Japanese commercial morality are cited in the article before us. In one case a firm of British merchants had imported a hundred bales of yarn to the order of a rich Japanese trader. By the time the goods arrived, however, the market had declined, and the transaction promised to result in a loss to the Japanese buyer. Thereupon the latter fell back upon a course which is said to be commonly adopted in such cases, and refused to receive the goods. The British firm brought an action against him in the Japanese court, but while the suit was still pending a deputation from the yarn guild waited upon them and informed them that, unless they accepted a compromise and stopped legal proceedings, they would be placed under a boycott, and none of the Japanese yarn merchants would have any dealings with them in future. Refusing to be intimidated, the British firm instructed their counsel to inform the court of the attempt to interfere by menace with the administration of justice. He did so, but without effect; for the judges, while giving a decision for the plaintiffs, refused to take any notice of the contempt of court which had been committed by the defendants. Under the circumstances, the British firm foresaw that the boycott would be enforced with ruinous effect, and they accordingly submitted to the so-called compromise by which they lost a large sum of money. It is significant that in the public discussion of this incident, not a single Japanese newspaper expressed any condemnation of the methods pursued by the defendant and the yarn guild; on the contrary, many went so far as to justify them. The case is said to be only one of many which vindicate the standing complaint among foreign merchants in Japan that the native trader will not fulfil his engagements, if by so doing he is likely to suffer loss.

Mr. Young does not confine his strictures to the business methods of ordinary tradesmen in Japan. He does not hesitate to assert that where commercial as distinguished from political and diplomatic morality is concerned, even the principles and acts of the Government leave much to be desired. For instance, it might have been supposed that the promoters of last year's Industrial Exhibition at Kiota, held under the patronage of the Government, and associated with the name of the Mikado, would have aimed at setting a good example to merchants in general. This was scarcely the case. A visitor who saw some articles at the Exhi-

bition which took his fancy, but which were marked "sold," went to the shop of the exhibitor and attempted to purchase similar goods. A price was demanded just 50 per cent. above that marked on the samples in the Exhibition. It was explained that, had the articles forwarded by the firm to the Exhibition been marked at their actual retail price, they would have been refused by the committee, which insisted on the manufactured articles being all marked at low figures; consequently, the exhibitors had to fix a fictitious price on their goods, and then to send agents on the first day of the Exhibition and purchase them back. Mr. Young also shows that, in the teeth of treaties, the Japanese Government for some ten years secretly discriminated against foreigners and in favor of native importers. It seems that all duties are payable in boos, and the rate of exchange for foreigners was 311 boos per \$100; while for natives the rate was 317.44 to \$100. This difference in the rate of exchange was carefully concealed from every legation and consulate, and the only foreign employe in the Customs was kept in ignorance of it. Since the discrimination was detected it has been abandoned; but there is no doubt that for some ten years the Japanese Government was knowingly concerned in a trick to "best" the foreigner.

Mr. Young's conclusion is that things cannot very long go on as they now are, without Japanese traders and all interested in commerce being forced to look at business methods from a higher point of view. Already Japanese consuls have reported that the country's foreign trade is seriously injured by merchants who send abroad matches that will not strike, rice that is not up to sample, and stuffs whose only merit is cheapness. It appears that within the last few years guilds have been formed to introduce better methods of business into certain branches of trade; but they have not yet wrought much improvement, and there can be no radical change so long as there is no public opinion to support the application of morality to business.

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.

Wine and Whiskey for Holiday Trade

WINE

Another shipment of wines just received. Our stock is now very complete, and we are ready to fill all orders for Holiday Wines promptly. We are keeping prices down where they leave a fair profit for the dealer.

WHISKEY

The growing popularity of Mitchell's Scotch and Irish Whiskies is evidence of its good qualities. Every dealer should keep it in stock, as it wins friends. Send in your order now for the Holiday Trade.

LAPORTE, MARTIN & CIE.

72-78 St. Peter Street

Montreal



THE .. PERFECT BISCUIT

It's been manufactured for the past half century—haven't you tried selling it? Perhaps your competitor is winning customers from you by keeping it in stock.

CARR & CO.'S FANCY BISCUITS

Supplied to Her Majesty the Queen for the past fifty years by her special command.

There are many other kinds, but most people think "Cafe Noir" the favorite.

Sole agents for Canada

Robert Greig & Co.

MONTREAL

*If you want the cream of the
India and Ceylon growth*

Buy



Appleton's
Teas



THOMPSON & THOMPSON, Agents
TORONTO

F. MAGOR & CO. Agents
MONTREAL

Do not take chances...
on INKS that are just as good as

DALLEY'S
FROST-
PROOF **Ink**

This Ink has stood the test of twenty-five years, giving universal satisfaction. Handled by the trade from Halifax to British Columbia. Can be shipped in the coldest weather. Retail at 5 cts. per bottle. Sold by all wholesale dealers and manufactured by

**THE F. F. DALLEY
CO., Ltd.**
Hamilton, Can.

LIPTON'S TEAS

As Supplied to HER MAJESTY
THE QUEEN

OVER
1,000,000

Packets sold weekly in Great Britain alone.

Largest sale in the World

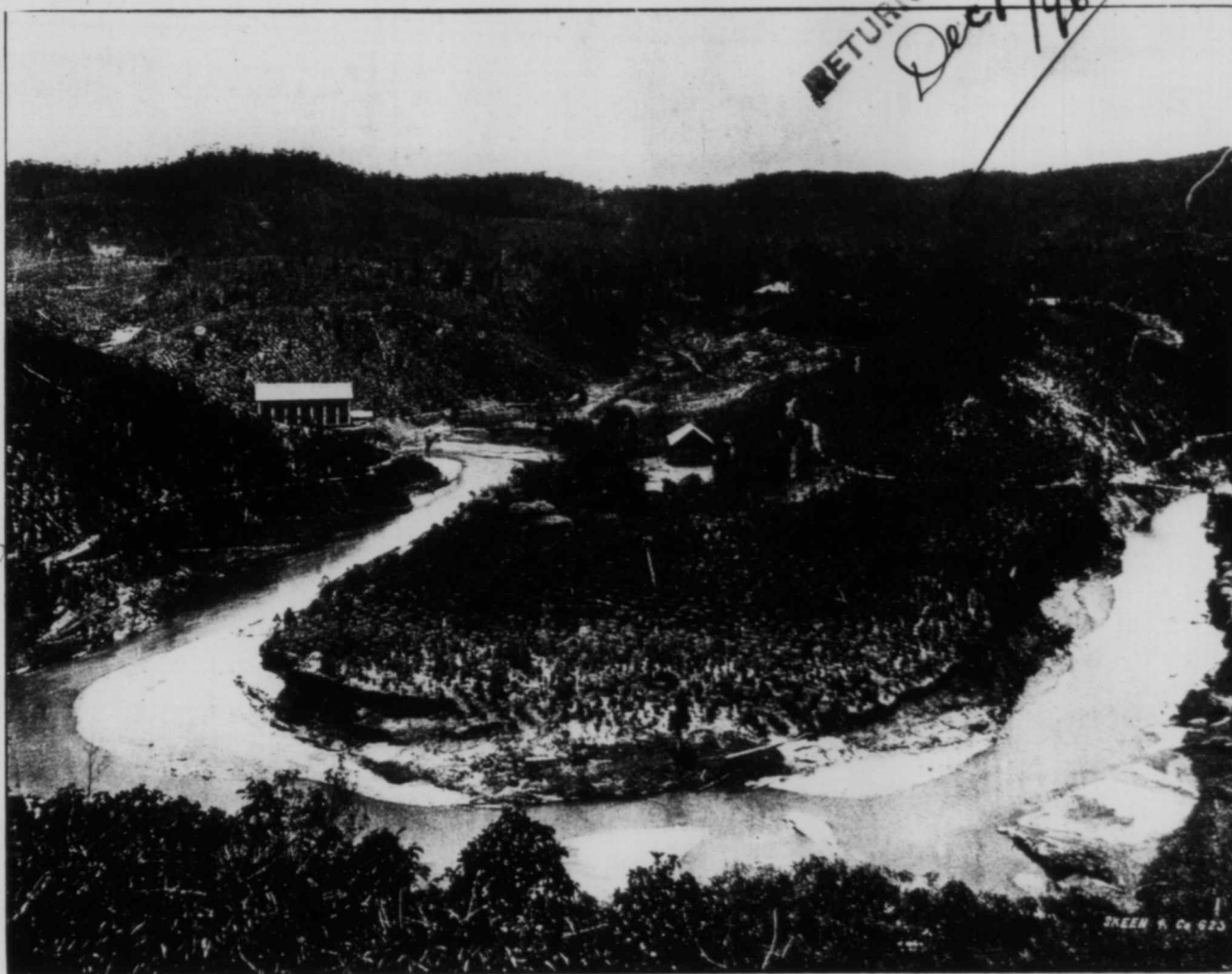
Wholesale Agents:
Montreal: Caverhill, Hughes Co.
Toronto: Eby, Blain Co., Ltd.
Ottawa: P. Baskerville & Bros.
Kingston: W. G. Craig & Co.
Hamilton: Balfour & Co.
London: A. M. Smith & Co.
Sarnia: T. Kenny & Co.



LIPTON
TEA PLANTER
CEYLON

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

RETURNED
Dec 10/96



GENERAL VIEW OF TEA GARDEN, CEYLON.

In these delightful regions

Nature produces the
healthiest TEA in the world.

Note this:

- GREECE FOR CURRANTS
- ITALY FOR LEMONS
- SPAIN FOR RAISINS
- FLORIDA FOR ORANGES
- FRANCE FOR WINES
- JAVA FOR COFFEE
- CANADA FOR GOLD
- AND
- CEYLON FOR THE BEST TEA IN THE WORLD.**

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sold
in
Britain

the World

Agents:

Hughes Co.
n Co., Ltd.
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Craig & Co.
four & Co.
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SALE OF LIQUOR BY GROCERS.

THE sale of liquors took up the entire discussion at the meeting of the Montreal Retail Grocers' Association last Thursday evening. The proposition was made to the chairman, President S. D. Vallieres, that an amendment be drafted to the Quebec liquor law to permit licensed grocers to sell half-pints of spirituous and fermented liquors in sealed bottles, instead of, as at present, bottles containing not less than one-twelfth of a gallon. This somewhat radical proposal caused a lot of discussion.

A. D. Fraser, of Fraser, Viger & Co., strongly opposed the proposition. He pointed out the danger of the innovation resulting in unpleasant after-developments. It was entrenching on the trade of the saloon and restaurant-keeper. Why did not the petition "go the whole hog," and ask that grocers be allowed to sell by the glass? The presenting of such a petition would have the effect of antagonizing the saloon-keepers and restaurant-keepers against the licensed grocers; the temperance people would also be up in arms, and the result would probably be that the grocery and the liquor departments would have to be conducted separately.

The other members present differed from Mr. Fraser, but the draft petition was amended in one or two respects, and was finally adopted, in effect, as follows: That by the License Act actually in force in this province, grocers cannot sell spirituous and fermented liquors, whether imported or bottled here by distillers and brewers, containing less than one-twelfth of a gallon, but there are actually on the market a great number of different spirituous liquors in bottles, imported as well as bottled here, containing less than one-twelfth of a gallon, and in order to conform to the existing law they cannot be sold singly, resulting in great inconvenience to the public and great loss to those grocers paying licenses; it would be in the interests of trade and commerce and of the general public that all grocers paying licenses should be allowed to sell spirituous and fermented liquors of any kind in bottles containing not less than one-twenty-fourth of a gallon, and known to the trade as quarter bottles, on the following conditions: (1) That the said spirituous and fermented liquors be sold only in sealed bottles; (2) that the said spirituous and fermented liquors be imported in bottles or bottled here.

The following were appointed a delegation to proceed to Quebec and lay the petition before the Legislature: Messrs. S. D. Vallieres, John Scanlan, J. P. Dixon, J. O. Levesque, T. Poupert, S. Demers, N. Lapointe, O. Richard and V. Raby.

The matter of departmental stores again

came up, and Messrs. S. D. Vallieres, V. Raby, A. D. Fraser, John Scanlan, S. Demers, N. Lapointe and A. J. Turner and Connaughton were appointed a committee to wait upon the merchants who are opposed to such stores, and see what could be done in the matter.

LIMBURGER CHEESE ON THE WANE.

There is some indication that limburger cheese will, before many years, drop practically out of consumption. Dealers state that the consumption is decreasing year after year, with the exception of the foreign classes, which use it altogether. As a result of the depression in limburger, the price is at present lower than it has ever been before.

The retail grocer now pays about 8½c. per pound for limburger cheese. This is under the price of the ordinary New York cheese, which is very unusual. A fair price for limburger is about 10 to 10½c., which is an average of 1c. per pound over the ordinary cheese.

There are large stocks of this cheese on the market at present, and holders are anxious to unload, realizing the depression which has overtaken the business. This has depressed the price greatly, although it is scarcely likely that the figure will decline any further.

The decline in the consumption of limburger cheese is assigned to the same cause which is proving a Nemesis to so many of these foreign highly-flavored food products.

The rising generation seems to prefer other products whose sweetness is not so palpably open to question. The consumption of sauer kraut seems to be decreasing for the same reason. —Grocery World.

SHIPMENTS OF GRECIAN CURRANTS.

The shipments of currants from Greece to all parts from the beginning of the season to date were 82,507 tons, against 81,103 tons for the same period last year. The United States got 10,025 tons in 1896 and 5,844 tons in 1895. The crop of 1896 amounted to about 155,000 tons, which, added to the 12,000 tons carried over from last year, gave a total available supply of 167,000 tons; of this 21,000 tons were taken from the stock under the Retention Act, leaving 146,000 tons for distribution. Deducting shipments to last mail advices, the available stock remaining in Greece was about 63,413 tons.

HANBURY A. BUDDEN
ATTORNEY AND SOLICITOR

OFFICE FOR

Patents Trade Marks
Etc. MONTREAL

THERE ARE OTHERS, BUT,

**WHITE
MOSS
BRAND
COCOANUT**is the **BEST** on the market to-day.**Canadian Coconut Co.**
(J. Albert McLean, Prop.)

MONTREAL

**The
Club
Coffee**Clubmen always want
the best. That is how
this Coffee gets its
name. There are still
a few towns unrepre-
sented. Do you want
a **good thing**?
Write**Ewing, Herron & Co.**Coffee and Spices
Montreal.**SOAP
AND
WATER**May be good for cleaning
and scrubbing, but it's a
well-known fact that there's
something better. The
grease and dirt and stains
of ages quickly vanish be-
fore**SILVER DUST
WASHING POWDER**

COCOANUT?

Yes,
It's all right!

SCHEPP'S

Improved Shredded and Edelweiss Brand
Thin Strip have no equal.

They are the Standard goods with first-class trade.

Factory, 6 and 8 Bay St. TORONTO

DRINK :::

::: Chocolate for Breakfast

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



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

VANILLA . .
CHOCOLATES

CHOCOLAT MENIER

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

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

The "Vacuum" System

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

Toronto Salt Works

128 Adelaide Street East
TORONTO, ONT.

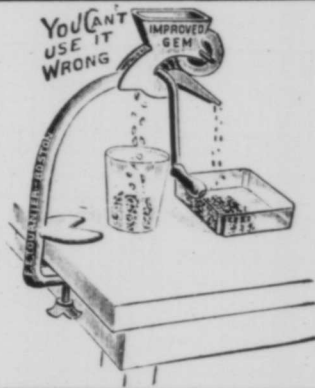
Toronto agents for the Windsor Salt Co.

VINEGARS

Made under Government Supervision. Absolutely pure.

BADGEROW SCOTT & CO.

79 and 81 JARVIS ST. TORONTO.



Gem Raisin Seeder

A simple and cheap machine that never fails to give satisfaction. It can be clamped on the table when in use, and stones raisins perfectly without chopping or tearing them in pieces. Can easily be taken apart for cleaning. Don't miss this seasonable article. It sells on sight.

LAMPLOUGH & McNAUGHTON, MONTREAL

Salt

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

VERRET, STEWART & CO.
Montreal

"CROSSE & BLACKWELL"

SEASON 1896

Fresh Fruits, Jams, Jellies and Orange Marmalade, in glass jars with patent vacuum covers. Also

CANDIED PEELS

Lemon, Orange, Citron.

The above are the finest goods in the market.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

BATTRAM & GORDON, fruits, etc., Hamilton, have been sold out by the sheriff.

Mary Gilles, general merchant, Sydney, N.S., has assigned.

Meinke & Meisner, cigar manufacturers, Berlin, have assigned.

A. E. Gallagher, general merchant, Wilton, Ont. has assigned.

J. E. Freeman, general merchant, Harmony, N.S., has assigned.

Mrs. O. Bouchard, general merchant, Chicoutimi, Que., has sold out.

W. G. Fowler & Co., grocers, Peterboro', are offering to compromise at 75c. on the dollar.

Israel Slonemsky, general merchant, Vaudreuil, has compromised at 30c. on the dollar.

J. Barsalou & Co., grocers, Montreal, have had a demand of assignment made upon them.

E. Rinfret, general merchant, St. Stanislas, Que., has compromised at 40c. on the dollar, cash.

O. Brunet, general merchant, Coteau Landing, Que., is offering to compromise at 50c. on the dollar.

Mrs. E. Fortier, general merchant, St. Albert, Ont., is offering to compromise at 40c. on the dollar, cash.

The assignee of the estate of Sherwood Bros., grocers, Ottawa, is declaring a dividend of 16c. on the dollar.

The assets of Jessop & Co., the insolvent general merchants, of Blythe, are estimated at \$1,200 and the liabilities at \$4,500.

The offer of compromise of P. Belanger, general merchant, St. Aime, Que., has been refused and the stock is to be sold by auction.

PARTNERSHIPS FORMED AND DISSOLVED.

A. Lamarre & Co., grocers, Montreal, have dissolved.

Buchanan & Robinson, grocers, Nelson, B.C., have dissolved.

Kirkwood & McKinnon, wholesale and retail grocers, Sudbury, have dissolved. T. M. Kirkwood continues.

P. A. Mallette & Co., groceries and liquors, Montreal, have dissolved. F. Giroux continues under old style.

Partridge & Rennison, grocers, Union and Comox, B.C., have dissolved. Rennison continues at Union and the Comox business has been sold to H. Hamburger.

J. E. Beliveau and P. Bergeron have registered a partnership to carry on business at St. Leonard, Que., as general merchants under the style of P. J. E. Beliveau & Cie.



CLARK'S Potted Meats

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

SALES MADE AND PENDING.

B. D. Rogers, grocer, Stellarton, N.S., is advertising to sell out.

E. O. Runians, general merchant, Brampton, is offering business for sale.

W. Vezina, grocer, St. Henri de Montreal, is offering business for sale.

The stock of H. M. Cote, grocer, Quebec, has been sold at 56c. on the dollar.

The grocery stock of L. Mercier, Quebec, has been sold at 55c. on the dollar.

The stock of T. J. Foster & Co., general merchants, Richard's Landing, Ont., has been sold.

The stock of J. A. Brennan, general store and liquors, Tignish, P.E.I., is to be sold by auction.

The assets of D. Denis, general merchant, St. Simon, Que., are to be sold by auction on Saturday.

The stock of the estate of E. Collishaw, general merchant, New Glasgow, N.S., is to be sold by tender.

The stock of Desbiens & Brassard, general merchants, Pointe au Pic, has been sold at 68 1/4 c. on the dollar.

The general stock of the estate of W. C. Dainty, Warwick, has been sold at 50c. on the dollar. A. Holman, of the same place, was the purchaser. The stock was valued at \$967.71.

CHANGES.

G. N. Bell has started a general store at St. Jovite, Que.

John Calhoun has opened a grocery store at Albert, N.B.

A. Marcoux, pork butcher, Quebec, is adding groceries.

W. N. Dollar, grocer, Kingston, is retiring from business.

A grocery store has been opened in Orillia by J. M. Gill.

Lemire & Duval is the style of a new provision firm in Montreal.

H. H. Ross, grocer, Penetanguishene, has sold out to J. J. Whelan.

Mayhew & Farquharson are starting a general store at Admaston, Que.

A fruit business has been started in Brockville by J. L. Upham & Co.

J. F. Burns, groceries, boots and shoes, Ridgetown, is advertising to sell out.

SITUATION WANTED.

TRAVELLER—OPEN FOR ENGAGEMENT Jan 1st. Five years with present firm, calling on grocers. A 1 references and connections. Address, Box 10, Globe Office, Hamilton. (50)

English Manufacturers...

Of established reputation amongst British buyers in the Grocery, Oil and Hardware trades are prepared to introduce and couple their name with a Domestic Specialty, or Patent. Apply (50)

FITCH & SONS, Tamworth, England

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.

D. L. Schultz, tobacco and cigar manufacturer, Guelph, is giving up business.

F. W. Purdy, general merchant, Deep Brook, N.S., has removed to Bear River.

S. Timmings & Co., grocers, Peterboro', have been succeeded by Solomon A. Trew.

Cross & Co. have started a general store at Marmora. So have Keyfelts & Lavigne.

McAndrew & Lindsay, general merchants, Renfrew, have sold out branch at Admaston.

H. W. Carter, general merchant, Teeswater, has been succeeded by Mann & Ewing.

T. H. Morse, groceries, flour and feed, Berwick, N.S., has been succeeded by H. C. Gaul.

John Hulett, general merchant, Dundas, P.E.I., has bought out the stock of J. L. Nicholson & Co.

Barnes & Padgett, groceries, flour and feed, Toronto Junction, have sold out their Dundas street store to H. D. Snell.

P. E. Beaudoin & Co., general merchants, Black Lake, Que., have sold out. P. A. Beaudoin will continue in Thetford Mines.

A grocery store is being opened in Weymouth, N.S., by James Brown & Robert Journey is doing the same thing in the same town.

DEATHS.

W. Park, general merchant, Newcastle, N.B., is dead.

J. N. Eaton, general merchant, Freeport, N.S., is dead.

Smoked Hams
Smoked Rolls
Pure Lard

UNSURPASSED IN QUALITY
SAMPLE ORDER SOLICITED

Park, Blackwell & Co., Ltd.
Wholesale Pork Packers
TORONTO

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



FOR THE
Whitest
Lightest
and
Sweetest
Cakes




Ocean
Wave
Baking
Powder

Manufactured by the
Hamilton Coffee and Spice Co.
HAMILTON, ONT.

KNOW ALL

GROCERY CLERKS

That you can have, without money and without extra work, a High Grade Columbia Bicycle of latest pattern, and delivered to you directly from the Pope Mfg. Co's. factory. Send me your address on a postal and I'll write you all about it.



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

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What's the use

Of Starch that has no stiffening power? Who will use Starch that stiffens but at the same time imparts a muddy tint to the linen?

Edwardsburg Starch

is remarkable for its immaculate purity and the perfectly white gloss it gives. Careful laundresses want reliable starch and find it in "Edwardsburg."

EDWARDSBURG STARCH CO.,
Cardinal, Ont.

BLUE.	
KEEN'S OXFORD. per lb.	
1 lb. packets	\$0 17
1/2 lb.	0 17
Rockitt's Square Blue, 12-lb. box	0 17
Rockitt's Square Blue, 5 box lots	0 16
CANNED GOODS. per doz.	
Apples, 3's	\$0 70 \$0 95
gallons	1 65 2 25
Blackberries, 2	1 75 2 00
Blueberries, 2	0 75 0 85
Beans, 2	0 65 0 95
Corn, 2's	0 50 0 75
Cherries, red pitted, 2's	2 00 2 35
Peas, 2's	0 60 0 75
" Sifted select	0 80 0 95
" Extra sifted	1 15 1 30
Pears, Bartlett, 2's	1 65 1 75
" 3's	2 40 2 50
Pineapple, 2's	1 75 2 40
" 3's	2 40 2 50
Peaches, 2's	1 65 2 00
" 3's	2 50 3 00
Plums, Green Gages, 2's	1 60 1 80
" Lombard	1 50 1 70
" Damson Blue	1 15 1 40
Pumpkins, 3's	0 70 0 90
gallons	2 10 2 25
Raspberries, 2's	1 50 1 80
Strawberries, 2's	1 65 1 95
Succotash, 2's	0 15 0 15
Tomatoes, 3's	0 65 0 75
Lobster, tails	2 10 2 30
" flats	2 75 2 85
Mackerel	1 20 1 30
Salmon, Sockeye, tails	1 35 1 45
" flats	1 40 1 75
" Cohoes	1 15 1 20
Sardines, Albert, 1/2's tins	0 08 0 13
" 1/4's tins	0 20 0 21
" Sportsmen, 1/2's genuine French high grade, key opener	0 02 0 12 1/2
Sardines, Sportsmen, 1/2's	0 02 0 21
Sardines, key opener, 1/2's	0 16 0 18 1/2
" " " " 1/4's	0 10 1/2 0 11
" " " " 1/2's	0 18 1/2 0 19
Sardines, other brands 9 1/4 11	0 16 0 17
" P. & C., 1/4's tins	0 23 0 25
" " " " 1/2's	0 33 0 36
Sardines, Amer., 1/4's	0 04 1/2 0 09
" Mustard, 1/2 size, cases	0 09 0 11
50 tins per 100	10 00 11 00
MARSHALL & CO., 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 2 60
Lunch Tongue	3 40 3 50
English Brawn	2 2 2 75
Camb Sausage	2 2 2 50
Soups, assorted	1 1 1 50
" 2	2 25 2 80
Soups and Bouill.	2 1 1 80
" 6	4 50

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

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, Tomato 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
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CHEWING GUM.

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

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

CHOCOLATES & COCOAS.

Cocoa—EPNSA. per lb.	
Case of 14 lbs. each	0 37 1/2
Smaller quantities	0 42 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

TODHUNTER, MITCHELL & CO'S.

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

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

Royal Cocoa Essence, packages—per doz.

Royal Cocoa Essence, packages	1 40
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CHOCOLAT MEXIER.

Cases of In 12	
10x12 lb. lb. bxs	
bxs.	
Vanilla—	
Yellow wrapper, p. lb.	8 0 34 8 0 36
Triple Vanilla	
White	0 73 0 83
Unsweetened	
Blue Premium	0 38 0 42
Cases of Less	
than	
Pastilles	0 19 0 24
1/2 lb. boxes	0 19 0 24

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



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



Beardsley's Boneless Herring.
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

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.**

EXP'N Burning Brand in one-inch letters for excise requirement. Send to **THE HAMILTON STAMP & STENCIL WORKS, HAMILTON,** for these; also Stencil Brands, Steel Stamps, Bung Tins, etc.

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

The Hilliard House, Rat Portage

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

Union Mutual Life Insurance Co. OF PORTLAND, MAINE

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

MAINE NON-FORFEITURE LAW

WALTER I. JOSEPH, Manager

Room 2, 162 St. James Street, Montreal

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

WATSON'S AN INSPIRING SPIRIT. DUNDEE WHISKY.
A WHIFF OF HEATHER.

Agents: **Chard, Jackson & Co., for the Dominion, Montreal**

CHILDREN FREE.

By sending your name and address (write plainly) to Adams & Sons' Co., 11 and 13 Jarvis street, Toronto, Ont., you will receive one of their beautiful paper dolls, with movable heads and bodies, for the children free.

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

WALTER BAKER & CO.'S
Chocolate—

Premium No. 1, boxes, 12 lbs. each.	
Baker's Vanilla in boxes, 12 lbs. each.	

Caracas Sweet, in boxes, 6 lbs. each.	0 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, 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.	27
" 1/2 " " " " "	28
" 1/4 " " " " "	29
" 1/8 " " " " "	30
Bulk.	
White Moss, 10, 15 or 20 lb. Pails.	20
Feather Strip, " " " "	22
Special Shred, 10, 15 or 20 lb. Pails.	18
Macaroon, " " " "	18
Crown Desic., 12, 20 or 25 lb. " "	18
Special, " " " "	17
Barrels, 2c. per lb. less.	

Terms, 3 p.c., 30 days net.
SCHIEFF'S
Improved in packages— per lb.
1-lb. package, 15 and 30-lb. cases.. 0 27

1/2-lb. " " 15 " 30-lb. " " "	0 28
1/4-lb. " " 15 " 30-lb. " " "	0 29
5c. package 4 doz. in case, per doz.	0 45
Bulk—	
Edelweiss (thin strip) per lb.	0 20 0 22
Improved Shredded " "	0 18 0 20
Beaver " " "	0 16 0 18
Macaroon " " "	0 16 0 18
Desiccated " " "	0 15 0 17

COFFEE.
Green.

Mocha.....	0 27 1/2 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

TODHUNTER, 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 32 0 36
Arabian Mocha.....	0 32 0 34
Maracaibo.....	0 26 0 28
Santos.....	0 22 0 26
Crushed East India.....	0 00 0 20

CONDENSED MILK.
NEW YORK CONDENSED MILK CO.

per oz.

Gail Borden Eagle, 4 doz. 1-lb. cans per case	2 50
Gold Seal Brand 4 doz. 1-lb. can per case.....	2 00
Borden's Peerless Evaporated Cream	
Family size, 4 in case..	1 75
Hotel size, quarts, 2 doz. in case.....	
Half-gallons 1 doz. in case	
Gallons, 1/2 doz. in case	
Quality thoroughly guaranteed.	

MINCE MEAT

MADE FROM AN OLD ENGLISH FORMULA. WE PUT THIS UP IN

1 pound tins, packed 3 doz. in a case.

2 " " " 2 " " "
7 " " " " " " "
13 " " " " " " "
27 " " " " " " "

Toronto Biscuit & Confectionery Co.

7 FRONT STREET EAST TORONTO.

EXTRACTS. per doz.

Dalley's Pure Fruit Extracts, 2 1/2 oz. bottles, all flavors	\$2 00
Dalley's Tropical Extracts, 2 oz. bottles all flavors	0 75
Dalley's Fine Gold Extracts, 2 oz. bottles, all flavors	1 25
Crown Brand (Robert Greig & Co.)—	
1 oz. Bottle, per doz.	0 90
2 " " " "	1 50
2 1/2 " " " "	2 00
4 " " " "	3 00
8 " " " "	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" per doz	3 50
Pepper Sauce, per gross	15 00

FLUID BEEF.

JOHNSTON'S, MONTREAL.

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

FRUITS.

FOREIGN.

Currants—Provincials, bbls	0 04 1/2	0 04 1/2
" " " "	0 04 1/2	0 04 1/2
" Filiatras, bbls	0 04 1/2	0 04 1/2
" " 1/2 bbls	0 04 1/2	0 04 1/2
" Patras, bbls	0 05	0 05 1/2
" " 1/2 bbls	0 05	0 05 1/2
" cases	0 05	0 05 1/2
" Vostizzas, cases	0 07	0 08 1/2
" Fancy Panaritas	0 08	0 08 1/2
Dates, Hallowee boxes (new)	0 7	0 07 1/2
Figs—Eleme, 14 oz.	0 09	0 10
" " 10 lb.	0 09	0 12
" " 18 lb.	0 11	0 13
" " 28 lb.	0 13	0 16
" taps	0 03 1/2	0 04 1/2
" natural, boxes	0 07	0 07 1/2
" ditto, bags	0 04 1/2	0 04 1/2
Prunes—Bosnia, cases	0 06	0 07
" Bordeaux	0 04 1/2	0 06 1/2
Raisins—Valencia, off stalk	0 05	0 05 1/2
" " " Selected	0 05 1/2	0 07
" Layers	0 07 1/2	0 07 1/2
" Sultanas	0 07	0 10
" Cal. Loose Muscatels	0 07	0 10
" 50 lb. box, 3 & 4 cr.	0 07 1/2	0 08 1/2
" Maaga per box	1 60	1 80
" London Layers	2 20	2 65
" Blue Baskets	2 25	3 50
" Choice Clusters	2 25	2 75
" Dehesa Clusters	3 50	4 00
" Non Plus Ultra	5 75	6 00
" Imperial Bunches	5 75	6 00
" Russian Clusters	5 00	5 50

DOMESTIC.

Apples, dried, per lb.	0 02 1/2	0 03
" evaporated	0 73	0 04

FOOD. per brl.

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

ROBINSON'S BARLEY AND GROATS.

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

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

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

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

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

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

GELATINES.

KNOX'S

Sparkling calves foot	1 20
Crystalized Fruit, flavoured	1 65
Acidulated	1 50

(Sold by all wholesale grocers.)

KEOPFF'S FAMILY GELATINE.

Robert Greig & Co., Agents.

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

COX'S

1 Quart size, per doz	1 15
2 Quart size,	2 30

HARDWARE, PAINTS AND OILS.

CUT NAILS—From Toronto—

50 to 60 dy basis	2 75
40 dy	2 80
0 dy	2 85
20 16 and 12 dy	2 90
10 dy	2 95
8 and 9 dy	3 00
6 and 7 dy	3 15
5 dy	3 35
4 dy A P	3 35
3 dy A P	3 75
4 dy C P	3 25
3 dy C P	4 35

HORSE NAILS— Canadian, dis. 50 per cent.

HORSE SHOES— From Toronto, per keg.... 3 60

SCREWS—Wood—

Flat-head iron, 80, 10 and 5 p. c. dis.

Round-head iron, 75, 10 and 5 p. c. dis.

Flat-head brass, 7 1/2, 10 and 5 p. c. dis.

Round-head brass, 7 1/2, 10 and 5 p. c. dis.

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

1st break (25 in. and under)	1 20	1 30
ROPE—Manilla	0 09	0 09 1/2
Sisal	0 06 1/2	0 07 1/2
AXES—Per box	6 00	12 00
SHORT—Canadian, dis, 17 1/2 per cent.		
Heavy T and strap	0 04 1/2	0 05
Screw, hook and strap	0 03 1/2	0 04

WHITE LEAD—Pure Association guarantee, ground in oil.

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

TURPENTINE— Selected packages, per gal. 0 42 0 43

LINSEED OIL—

Raw, per gal	0 46	0 47
Boiled,	0 49	0 50

2c. extra outside points.

GLUE—Common per lb 0 07 1/2 0 08

INDURATED FIBRE WARE.

THE E. B. EDDY CO.

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

JAMS AND JELLIES.

SOUTHWELLS GOODS. per doz.

Frank Magor & Co., Agents.

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

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

LICORICE.

YOUNG & SMYLLIE'S LIST.

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

MINCE MEAT.

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

WINES, LIQUORS AND MINERAL WATERS.

CHARD, JACKSON & CO., MONTREAL, AGENTS.

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

MUSTARD.

COLMAN'S OR KEEN'S.

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

FRENCH MUSTARD

Crown Brand—(Robert Greig & Co.)

Pony size, \$7 50	Beer Mug	16 20
Small Med. 7 50	Tumbler	11 50
Medium 10 80	Cream Jug	21 00
Large 12 00	Sugar Bowl	22 00
Spoon 18 00	Caddy	28 00

THE F. F. DALLEY CO.

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

CELERY SALT, 2 oz. bottles, silver tops, per doz 1 25

CURRY POWDER, 2 oz. bottles, silver tops, per doz. 1 75

RICE, ETC.

Rice—		
Standard "B"	per lb.	per lb.
Patna	0 03 1/2	0 03 1/2
Japan	0 05	0 05
Imperial Seeta	0 05 1/2	0 05 1/2
Extra Burma	0 03 1/2	0 04
Java Extra	0 06 1/2	0 06 1/2
Genuine Carolina	0 09 1/2	0 10
Grand Duke	0 06 1/2	0 06 1/2
Sago	0 03 1/2	0 05
Tapioca	0 03 1/2	0 05 1/2

STARCH.

EDWARDSBURG STARCH CO., LTD.

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

KINGSFORD'S OSWEGO STARCH.

40-lb. boxes, 1-lb. pkgs., 0 08

SILVER GLOSS 6-lb. boxes, sliding covers (12-lb. boxes each crate) 0 08 1/2

PURE 16-lb. boxes 0 07

OSWEGO 40-lb. boxes, 1-lb. packages 0 07 1/2

CORN STARCH packages 0 07 1/2

For puddings, custards, etc.

ONTARIO 35-lb. to 45-lb. boxes, 6 bundles 0 06

STARCH IN 1 Silver Gloss 0 07 1/2

BARRELS Pure 0 06 1/2

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—		
Canada Laundry, boxes of 40 lbs.	0 04 1/2	
Finest Quality White Laundry—		
3 lb. cartoons, cases 36 lbs.	0 05 1/2	
Bbls, 175 lbs.	0 04 1/2	
Kegs, 100 lbs.	0 04 1/2	
Lily White Gloss—		
Kegs, extra large crystals, 100 lbs.	0 06 1/2	
1 lb. fancy cartoons, cases 36 lbs.	0 07	
6 lb. draw-lid bx. 8 in crate, 48 lb.	0 07	
6 lb. tin enamelled canisters, 8 in crate 48 lbs	0 07	
Brantford Gloss—		
1 lb. fancy boxes, cases 36 lbs.	0 07 1/2	
Brantford Cold Water Rice Starch—		
1 lb. fancy boxes, cases 28 lbs.	0 09	
Canadian Electric Starch—		
40 packages in case	3 00	
Culinary Starch—Challenge Prep. Corn—		
1 lb. pkgs., boxes 40 lbs.	0 05 1/2	
No. 1 Pure Prepared Corn—		
1 lb. pkgs., boxes 40 lbs.	0 06 1/2	

SUGAR per lb.

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





"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.
39 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. Bockh & Sons, Toronto,
H. A. Nelson & Sons, Montreal.

Oakville Basket Co.,

MANUFACTURERS OF



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

For sale by all Woodenware Dealers

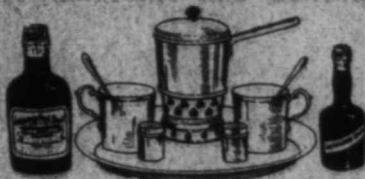
Oakville, Ont.

FLUID BEEF SET.

(Made of Pure Aluminum.)

A Handsome and Convenient Outfit for Room or Office.

OUR SPECIAL OFFER



- 1 Tray, 1 Spirit Lamp, 2 Cups, 2 Spoons,
- 1 Water Boiler, 2 Salt and Pepper Casters,
- 1 Bottle Methylated Spirits.

1 16 oz Bottle JOHNSTON'S FLUID BEEF
(Brand Stiminal)

The whole neatly cased for \$3.50.

Expressed prepaid on receipt of price.

Remit by Express or Post Office Order payable to

THE JOHNSTON FLUID BEEF CO., - - MONTREAL.

The Dry Goods Review



TELLS what to buy and how to sell it; gives a regular course of Window Dressing, Store Management, Advertising; describes all new goods, etc. What more do you want? **One Pointer** from a single copy should net you at least Two Dollars. Twelve copies, or one year, should net you Twenty-four Dollars. This is a fact, and the reason we have subscribers.

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The Canadian Grocer

\$3.00

Send for Samples.

THE DRY GOODS REVIEW

TORONTO

. . . . MONTREAL

IN DUTY BOUND



Any man or woman who has any responsibility in life or anyone dependent on him or her, for whom provision cannot otherwise be made, is in duty bound to see that such dependent is not left destitute by his or her death.

By a policy of insurance in the CONFEDERATION LIFE ASSOCIATION on the Unconditional Accumulative Plan, complete and unquestionable protection is immediately secured.

The policy has but one condition, viz., that the premium shall be paid.

It is absolutely free from restrictions as to residence, travel or occupation, the insured being at perfect liberty to travel or reside in any part of the world.

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Confederation Life Association . .

Head Office: TORONTO.

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

The Full Capacity

of our works going night and day is barely enough to keep our orders filled. This, more than anything we can say, shows you how much superior

WINDSOR SALT

is to any other make. How about your order for a car of barrel Salt for Winter trade?

WINDSOR SALT CO., LTD. - WINDSOR, ONT.

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

HOLD YOUR TRADE BY SELLING THESE FAMOUS BRANDS

THE "GENUINE"

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

HEAT WILL NOT BREAK IT.

EVERY CHIMNEY NICELY WRAPPED AND LABELLED.

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

COWANS, KENT & CO., - TORONTO

CHARLES F. CLARK, PRESIDENT. EDW. F. RANDOLPH, TREASURER.

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY, PROPRIETORS.

Executive Offices, 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. C. 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

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

E. T. STURDEE

Mercantile Broker, Manufacturers' Agent,

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

Wholesale trade only.