

THE CANADIAN GROCER

VOL. X

MONTREAL AND TORONTO, MAY 15, 1896.

No. 20

Manufacturers by Special Warrant
To Her Majesty THE QUEEN




COLMAN'S MUSTARD

HAS OBTAINED THE HIGHEST AWARDS AND UNEQUALLED HONOURS AT ALL THE PRINCIPAL INTERNATIONAL EXHIBITIONS

ONLY GOLD MEDAL PARIS 1878

TWO GOLD MEDALS
INTERNATIONAL HEALTH EXHIBITION LONDON 1884

Only Prize Medal London 1862 Only Silver Medal Paris 1875
Only Medal Dublin 1865 Grand Gold Medal Moscow 1872 &c




Fresh Herrings



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

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

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

SALT HERRINGS IN KEGS. "CROWN" BRAND.

All Selected Fish from the famed Aberdeen Fisheries.

For Sale by all Leading Grocers.

Walter R. Wonham & Sons
Sole Agents for Canada, MONTREAL.

HOLD YOUR TRADE BY SELLING THESE FAMOUS BRANDS

THE ONLY TEN CENT CIGAR

The "Helmet" Trade Mark



means that the materials have been selected with scrupulous care, and that all the latest scientific ideas on Meat Canning have been applied to the production of each can. While Luncheon Beef is our specialty, yet we challenge comparison on our standard make of Corned and Roast Beef. We invite the examination of up-to-date dealers who cater to fancy trade. Our packages are ornamental—their contents delicious.

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

Armour Packing Co. . .

Kansas City,
 U.S.A.

BUY LIPTON'S TEAS

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



Over 1,000,000
 Packages sold weekly

LIPTON'S Delicious Teas

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

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

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

LIPTON TEA PLANTER CEYLON

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

TANGLEFOOT

Sealed Sticky Fly Paper

PRICES FOR 1896	REGULAR.		"LITTLE."	
	One Box	- 45 Cents	One Box	- 18 Cents
One Case	- \$4.00	One Case	- \$2.10	
Five Cases	- 3.75			
	10 Boxes in a Case.		15 Boxes in a Case.	

THE DIFFERENCE

- TANGLEFOOT Does Not Leak at the Edges
- TANGLEFOOT Does Not Soak Through the Paper
- TANGLEFOOT Does Not Spoil Over Winter
- TANGLEFOOT Does Not Allow Flies to Escape
- TANGLEFOOT Has the Only Serviceable Holder

Holder Are no longer packed with TANGLEFOOT, but are put up separately in boxes of 50 which job for \$1.00.



Standard Goods THE Best to Handle

Sell the Best---No Musty Flavor

S T O W E R ' S

PURE LIME JUICE.

LIME JUICE CORDIAL.

CLARIFIED LEMON SQUASH.

Now is

the time

you want it



Popular

Palatable

Profitable

To be had of leading Wholesale Grocers throughout the Dominion as follows:

Messrs. Caverhill, Hughes & Co.	} MONTREAL	Messrs. Eby, Blain & Co.	- TORONTO
" D. H. Renoldson		" G. Robertson & Son	KINGSTON
" L. Chaput, Fils & Cie.		" W. G. Craig & Co.	
" Birks, Corner & Co.		" Whitehead & Turner	
" Jas. Turner & Co.	} HAMILTON	" N. Rioux & Co.	QUEBEC
" Lucas, Steele & Co.		" A. Joseph & Son	
" Balfour & Co.		" N. Turcotte & Co.	
" Turner, Mackeand & Co.	} WINNIPEG	" C. & E. McMichael	ST. JOHN, N.B.
" Thompson, Codville & Co.		" Baird & Peters	
" Sutherland & Campbell		" Jno. Tobin & Co.,	- HALIFAX
" E. B. Smith, - - -	LONDON	" N. Rattenbury, -	CHARLOTTETOWN, P.E.I.

Lazenby's

**CHOICEST
JELLY
TABLETS**

ALL FLAVORS

**COX'S
GELATINE**

UNRIVALLED FOR

Quality, Strength
and Cheapness

Lazenby's

**CHOICEST
JELLY
TABLETS**

ALL FLAVORS

AGENTS

A. P. TIPPET & CO.
MONTREAL and TORONTO

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

The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

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

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

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

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

Broken Dishes

Will be one of the results of house-cleaning. New ones must be bought, and they must be better than the old ones. Our

YELLOW AND BRISTOL GLAZED GOODS AND ROCKINGHAM WARE

cannot be improved upon. We can sell you Dishes, Crocks, Jars, etc., of any size and shape, and in any quantity.

Brantford Stoneware Mfg. Co.

Brantford, Ont.

OTHER SPECIALTIES.
NOUGAT
RAHAT LAKUHM
ALMOND ROCK
EL MAHNA

CANADIAN SPECIALTY CO., Toronto.



WORKS : LONDON, W.C.

MEDALS AND DIPLOMAS
PARIS
SYDNEY
MELBOURNE

ROSE & LAFLAMME, Montreal

. GRAND MOGUL TEA .

Steadily increasing demand. Comparative

Sales 1894

Sales 1895

Probable 1896

The best Grocers handle this best of all teas. Quick Sales, Good Profits. It means increased business to the Grocer. It is a trade winner. **PROOF SPIRIT VINEGAR**—Manufactured under Government supervision, quality guaranteed. Write us for prices.

T. B. ESCOTT & CO.

Wholesale Grocers,

London, Ont.

IMPORTANT TO BUYERS OF BLENDED TEAS

*New Line in
Standard Blends*



Per lb. **22c.** Per lb.

No low China, only Ceylon and Indian Teas.
Good Leaf. Clean, Stout Liquor. Samples on application.

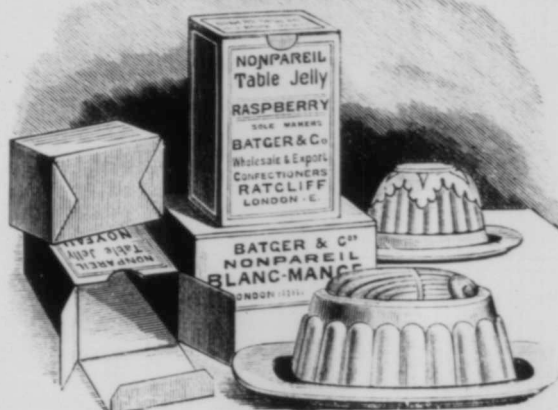
TETLEY & CO. 14 Lemoine St. **Montreal**

The selection of goods like the choosing of

PARLIAMENTARY CANDIDATES

insures success.

See that you **CHOOSE**



Order from your Wholesale Grocer

ROSE & LAFLAMME — **Montreal**

Wrapping Papers

AND

Paper Bags



Few manufacturers enjoy the facilities we do for turning out the above.

The whole in all its processes are made by us. From the making of pulp to the printing of the sheet or bags, we do it all. One profit on the whole---we can therefore afford to and DO put better stock in our paper; this has been proved by comparative tests and we guarantee it.

The **E. B. EDDY CO.** Ltd.

HULL, CANADA

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

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

WHEN IN NEED OF

HAMS, BACON OR LARD

Try the "Rose Brand"—High-class Goods.

PACKED BY

The GEO. MATTHEWS CO. Ltd., Ottawa and Peterborough**No Sulphur Match
on Earth**

... CAN BEAT OUR ...

SOVEREIGN BRANDWe guarantee them to be A1.
Freight charges allowed on 5-case lots.**H. A. NELSON & SONS - - TORONTO****Now they come**Campers, Excursionists, Picnicers,
purchasing their supplies.**"REINDEER BRAND"**

LAST YEAR they asked for

(THE RESULT)

THIS YEAR they and their
friends will look forCONDENSED MILK
EVAPORATED CREAM
CONDENSED COFFEE
CONDENSED COCOA**It will pay you to keep well supplied****BUY IN SMALL LOTS AND OFTEN**

First Impressions . . .



Are usually lasting. This means much to the retail grocer. A buyer enters your store for the first time; naturally, he makes a mental note of the arrangement of your goods, the courtesy with which he is treated, and, lastly and particularly, the values he receives.

If your methods and the quality and prices of your goods please you may bank on his trade, otherwise your competitor gets it.

Now one of the best advertising agencies that a retailer can have is the fact that his teas are the best procurable in town—always fresh, aromatic and delightful. 'Tis important then that the source of his supplies be reliable; that the wholesale house with which he deals is wide-awake and attentive to the interests of its patrons.

With us Tea is a specialty second to none. Every line that enters our warehouse is carefully tested and every pound handled can be unhesitatingly recommended. To catch the transient trade is not our object—what we want is the full confidence and yearly tea business of the grocer and tea merchant.

When open, whether for Young Hysons, Japans, Assams, Ceylons, Indians, etc., etc., (high or medium grades), we feel confident of our ability to suit your requirements.

W. H. Gillard & Co.

Wholesalers Only

Hamilton

JOHN MOUAT, Northwest Representative, WINNIPEG

Wethey's Condensed Mince Meat



Is Always
The Same

THE PRIDE OF THE TRADE



Not because of their handsome appearance, but because they are head and shoulders above all others. Strictest care and attention given to every detail in their preparation. There is no guess work in any department.

Boulter's "PEERLESS"
Lion Brand Canned Goods

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, MAY 15, 1896

(\$2.00 per Year) No. 20

DROPS FROM THE EDITOR'S PEN.

Never allow your energy to get ahead of your brains.

A man can these days only be ignorant by willing to be so.

When economy is overdone the economizer runs to seed.

When business gets dull it should, like fire that is low, be stirred up.

Get friends, but do not depend upon friends for your existence.

Success in business is the resultant of energized common sense.

The dunner should know when to be vigorous and when to be gentle.

He who cannot work with his head will make little headway with his feet.

Coal oil taints the sugar and bad habits taint the man who sells the sugar.

People without ambition, like animals without legs, do not make much progress.

Over-cautiousness creates the very thing which cautiousness tries to avoid—obstacles.

Opportune sometimes is it for grocers to freeze their goods, but their customers never.

People who get into ruts are condemned, and yet we are enjoined to steer a straight course.

Waiting for something to turn up is almost as foolish as waiting for yesterday to return.

When a merchant is rushed to death with work it is an evidence that his business is alive.

Money may be the root of all evil, but the measure of a merchant's success in business

is gauged by the quantity of "root" he accumulates.

The energy a man displays in his business should not be gauged by the size of the business.

Merchants who ignore children are certain to be ignored by the parents of the children.

People who are too proud to work are not too proud to live on the fruit of the labors of others.

Fixity of purpose should not be made conditional upon the likes or dislikes of other people.

Pushing for custom every available moment is of all things in business the most important.

A merchant is none the less negligent of business because he takes a judicious relaxation from the same.

Careful thought is as necessary in preparing an advertisement of a dozen lines as an article of a dozen columns.

Do not undertake what you know you cannot perform, but do not hesitate to undertake that which you must do.

It requires nerve to do a cash business; hence some merchants haven't the cash because they haven't the nerve.

If advertising does not pay it is passing strange that the world's most successful men are the most elaborate advertisers.

Hurry and bustle in a man is no more evidence of work accomplished than it is in a piece of machinery an evidence of efficiency.

The young man who desires to become famous must do his own building. He may live to be as old as Methuselah without securing the desideratum if he leaves to the

brains or hands of others the performance of that which he should do himself.

A merchant should conduct his business with the precision of a machine, but at the same time he should avoid becoming a machine.

If a clerk who is not obliging is not obliged to seek employment elsewhere, customers will be obliged to seek their goods elsewhere.

Certain trade there is that a merchant will never get till he advertises, just as certain doors cannot be opened till certain keys are used.

The merchant who recognizes that the office of his shop window is to show and sell goods has discovered one of the elements of success in business.

The merchant should prove all things, but at the same time he does not want to hold on to that on his shelves which is good: he wants to dispose of it.

Canned corn sold in Baltimore the other day at 18½c. The people who eat it will probably be procurable at about ten cents per head a few hours afterwards.

Just as it is the sportsman who is the most watchful who bags the most game, so it is the merchant who exhibits the greatest alertness for new ideas who catches the most trade.

It may be well to presume that every man is honest until he is proven a rogue, yet it is not good policy to buy a pig in a poke. In other words, know the quality of the goods you are buying.

People aiming at targets do not throw down their weapons because they do not at the first venture make a bullseye; neither should people turn from their aim in life because of difficulties encountered.

HOW TO WRITE BUSINESS-PAPER ADVERTISEMENTS.

By Nath'l. C. Fowler, Jr., Doctor of Publicity.

ADVERTISING pays. Some advertising pays better than some other advertising.

The good of an advertisement is in how it looks and in what it says.

Don't make your firm name too prominent.

Advertise what you have for sale.

If you're for sale, advertise yourself.

If you have something to sell, advertise that something.

Have your name in type large enough for folks to see it, but not so large that they can't see anything else.

Don't put your name at top and bottom of the advertisement. Once is enough.

If you can, advertise specifically, not generally.

An advertisement shouldn't be like a business card. It should say something in particular.

Conventional advertisement writing pays. Progressive advertisement writing pays better.

The advertising pages of a trade paper are departments of information. They rise above mere advertising space.

The trade paper advertisement is as much in the interest of the reader as for the advertiser.

Write your advertisements as you would a letter of solicitation, with more display to it, and with more brevity, your strong points being brought out in large type.

Don't ask people to send for orders. That's unnecessary. That's understood.

Tell people what you have. Use argument.

If your goods and your argument are not strong, then your advertisement isn't any good.

In the quality of your goods, and in your ability to write about them, is the selling strength of your advertising.

Plate No. 1 presents the conventional form of advertisement writing, with the firm name inserted twice, and in more prominent type than that used for the articles for sale.

Plate No. 2 presents the same advertisement as illustrative of the simple and effective modern style.

The typographical display of the second example gives the advertisement increased value, for in display, almost as much as in words, is effectiveness.

In sending advertising copy to a trade paper, always specify the words, or lines, you desire to have prominent. A good way is to underline the words or paragraphs, the very unimportant words not to be underlined, and one, two and three or four underlines to represent, respectively, the degrees of type sizes. The meaning of this under-

lining will be understood by all compositors. Whenever it is necessary to bring out one word, or line, in unusually large type, it is well to specify it with a note to that effect.

Plate No. 2 is so arranged that the two strong words stand in bold relief, and will be seen by even the casual reader.

It is always advisable to bring out some word, or illustration, as a sort of eye-arrester, in order that the skimming-over reader will absorb it if he gives only a glance at the advertising pages.

An advertisement must contain argument, and be of a typographical, or illustrative, character that will focus attention.

AMERICAN PINEAPPLES.

WHILE most of the pineapples sold in the United States have, in recent years, come from Cuba, the cultivation of this fruit in Florida has rapidly increased, and last season 50,000 crates were shipped from sections in that state other than the Keys, says Garden and Forest. The output from the central and northern part of the state this year is estimated at 35,000 crates, while, but for the damage to new plantations by freezing a year ago, a crop amounting to 250,000 crates was counted upon for the next few months.

The Bahamas formerly furnished the main supply, which was carried in small sailing vessels taking four to five days to reach this port, while unfavorable winds made a voyage of 20 days not unusual. Most of the pineapples now coming from Nassau and other ports of this group are consigned to Baltimore, where they are canned. As many as 5,500,000 of these pineapples have reached that city within the past 4 years, and large quantities are canned on the island. Nearly all the Cuban pineapples come to New York, 200,000 barrels and more constituting the imports for a year. These pineapples are all grown near Havana, and shipments continue throughout the entire year. The season begins, however, in the middle of March and continues at its height for four months, while the Bahama season is a month later in opening. Some of the choicest pineapples have in recent years come from the Indian River section of Florida, and exceptionally large and high grade fruit comes from Porto Rico. The comparatively small supplies from Jamaica include some excellent varieties, which are in special demand.

The delay of a day in the transportation of this perishable fruit may mean a heavy loss, and 24 hours of warm, damp weather may injure a cargo to the extent of 50 per cent. of its original value. No vessels specially fitted for carrying pineapples are yet in service, and this tender fruit is closely packed in steamers carrying sugar and other heating articles. Quick transportation in steamers equipped with improved ventilation and the best storage facilities, as are already in regular use in the banana trade, would open up new possibilities for this department of the fruit trade. At this time when, besides the shortage caused by the loss in Florida, the trade in Cuba is affected by war, prices have been high. The grade known to wholesale merchants as Havana xx (33 pineapples being required to fill a barrel) now commands \$9 a barrel, and this is also the importers' price to wholesale buyers for barrels holding 45 and 90 of the fruits.

A petition is being gotten up to have all places of business in Alvinston closed three nights in the week at 8 o'clock, which is being signed by all the business men.

John Blank & Co.

MAKERS OF

Everything, Something,
Most Everything,

AND

What You Want.

Our Blanks are the Best.

Your order solicited.

John Blank & Co.
BLANKVILLE.

PLATE No. 1.

Best Blanks

Quality guaranteed—
original excellence—
superlative effectiveness. All you want
when you want it.

John Blank & Co.
Blankville

PLATE No. 2.

TALK THAT TELLS

Burnham's . . NO=TOX Wild Cherry Phosphate

Scientifically prepared. Does not precipitate as many others do. Keeps in any climate. A most satisfactory Summer Beverage. Also

NO-TOX ORANGE NO-TOX RASPBERRY

LUCAS, STEELE & BRISTOL - Hamilton, Ont.

WHOLESALE GROCERS

House Cleaning is Now in Order

We have some helpers

PHOENIX SCOURING SOAP

The most economical, and cheapest soap on the market.

PARSONS' HOUSEHOLD AMMONIA

Invaluable for removing stains from carpets, cleaning paint, etc.

BROOMS

In all sizes, styles and weights; bamboo handles, extension handles; ceiling brooms and hearth brooms. Write us for prices, or, better still, see our travellers' samples.

JAMES TURNER & CO., Hamilton, Ont.

We are offering

Extra Quality Cleaned Currants
 Fine Quality Case Prunes
 Choice Quality Pulled Figs
 Seal Brand Salmon

Extra Quality Selected Valencias
 Choice Quality Dried Peaches
 Nimpkish River Salmon

LOWEST PRICES FOR THE BEST GOODS.

BALFOUR & CO.

HAMILTON.

FINE LARGE FRUIT

We are offering Bosnia Prunes, large fruit, 90/95 to the pound, at 3¾c. in barrels.

You are paying 5c. to 5½c. for this same class of fruit in cases. Send along your orders.

H. P. ECKARDT & CO. - TORONTO

VALUE OF COLD STORAGE.

THE approach of warm weather, says a writer in *The Grocery World*, serves to remind the wide-awake dealers in dried fruits that it behooves them to make arrangements for the carrying in cold storage during the warm weather of any fruit they have not the good fortune to dispose of.

Cold storage is one of the most useful factors in the grocery and provision trade of to-day. While it costs from five to eight times as much as ordinary storage, it is, however, indispensable, because if not protected by this method, the fruit will suffer severely from the ravages of cut worms and other insects to such an extent as to make it, in some instances, unmerchantable.

The facilities for and methods of cold storage have made great strides during the last few years, largely by reason of the advent of artificial ice manufacture. Eight or ten years ago the cold-storage men were forced to depend on the ice crop for their supply of frigidty. One well-known firm in the dried and green fruit business had an ice-house of its own on the banks of the Delaware, just above Bristol, Pa. This firm

laid in a supply of ice in the upper portion of the building during the winter, using the lower portion for storage. The rates were not much in excess of the present rates charged, but in addition to the fixed charges was the freight to and from the house.

The advent of ice-making machinery and freezing appliances has modernized cold storage and reduced it almost to a science. Where, by the old method, the cold storage men were able to maintain a fairly uniform temperature, the modern ideas have improved matters so much that they can maintain a temperature at any point desired, and as some perishable articles require a fixed temperature to insure their carrying properly, this item is of great importance.

Another modern feature of the business is the important facility for separate storage. Certain classes of perishable merchandise, such as poultry, butter, eggs, etc., have separate rooms arranged for them, so that the odors from fish (of which large quantities are now carried), dried fruits, etc., will not taint them.

The cold storage business has grown to such an extent that about this season of the year it is difficult to secure accommodations

in the modern warehouses unless prior arrangements have been made.

It is only during the last ten years that the importance of cold storage has amounted to so much. About a decade ago California dried fruit first began to assume an important position in this market. Before that the major supply came from the South, Delaware and Maryland. In those days there was not, as a rule, a sufficient surplus to necessitate carrying in cold storage. The cool cellars of the large wholesale buildings were then utilized. Some of these cellars preserve a very low temperature even in summer, and fruit stored in them and kept from the light will keep surprisingly well. Some jobbers even use their cellars to carry over small stocks of dried fruit yet. Raisins will not keep well in cold storage, turning red and sugaring just as if kept in ordinary warehouses.

The value of cold storage in correcting the overly large stocks of a given food product can hardly be measured. The possibilities of such preservation seem almost limitless, and have never been tested. It is thought probable that a year or even over that would not be beyond the capacity of a well-ordered cold-storage plant.

Pilkington's Powdered Perfumed Lye

Perfectly Pure.

"BELL BRAND"

Superior to all
Other Brands.

Ask your wholesale grocer for it.

Sole Agents in Canada

Bellhouse, Dillon & Co.

47 Wellington Street East

30 St. Francois Xavier Street

... TORONTO

... MONTREAL

Low Grade JAPANS

We can give
you a bargain
in these teas

See our samples before placing your order.

DAVIDSON & HAY, WHOLESALE GROCERS Toronto, Ont.

It satisfies the old customer so much better than the ordinary Corn Meal that you sell more of it. It makes new customers for you because you gain the public's favor and that's the back-bone of successful business.

American Process Gold-Dust Corn Meal

It is unvarying in its excellence of cleanliness, its freedom from husks and bran, its color richness and granulation.

The modern methods of preparing it enable us to guarantee the highest standard of quality in every pound.

We Sell to the Retailer Direct

The Tillson Company Ltd.
TILSONBURG, ONT.

When a Man . . .

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

FLAG-SHIP SALMON

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

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

Canadian Pacific Packing Co.

LULU ISLAND, B.C.

HALIFAX TRADE GOSSIP.

BUSINESS has been only fair during the past week. There is hardly a line showing any movement of note. Merchants, however, are hopeful. A good retail business is being done in the city.

Is Halifax to become a fruit port for the Dominion? The cargo of the steamer Premier, as spoken of in the last GROCER, will have something to do with this question. She brought 8,200 bunches of bananas and 90 bags of coconuts from Borcas del Toro, for Vipond, McBride & Co., Montreal. This is the first full cargo of fruit to arrive at this port. The fruit was found in fairly good condition, only about 2,000 bunches having ripened on the voyage. The ripe fruit was sold in job lots to dealers, who retailed it to the public at from \$1.50 to 25c. per bunch, and on Saturday last nearly every man, woman and child in Halifax were eating bananas. The dealers laughingly remarked that they were cultivating a taste for this class of fruit. The steamer arrived on Friday morning and at midnight the fruit was started for its destination in 15 cars. It was expected to arrive in Montreal on Sunday at noon. This being the case, and the fruit arriving there in good condition, the route may be adopted.

The Retail Grocers' Association held a meeting Thursday afternoon of last week, at which the small margin on Surprise soap was discussed. It was agreed that all members of the association stop selling that brand of soap until the manufacturers came down in their price to the trade. It was decided to remove all cards from the stores offering the soap at 5c. As there are a large number of grocers in the city who do not belong to the association a large number of signs remain in the windows.

Exporters of fish:uffs have received cables stating that an advance has taken place in the Spanish West India market of 75c. per quintal. This is good news, but a further advance will be necessary in order that shippers sustain no loss on cargoes on passage. The past season has been the worst on record for our fish merchants, and the outlook is not promising. New alewives are offering, and \$3 seems to be about their value. There is no demand for herring.

Butter took a tumble of a couple of cents per pound this week, new creamery jobbing at 20c. and dairy at 18c.

New cheese is offered at 9½c.

Eggs have been jobbing all week at 11c., but the P. E. Island dealers have wired that they can supply any quantity at 9¼c. The freight and charges to this market are about ½c.

No Ontario beef has arrived during the week, and native is not in great demand. Native was quoted this week at \$8 and \$8.50 for live.

The assignment of G. P. Henry & Co., victuallers, is recorded. The preferred creditors are: G. McLellan, \$580; R. T. Coates, \$931; E. Tupper, \$678; Musgrave & Co., \$105; Drysdale & McInnes, \$150; G. Thompson, \$238; J. McFatrige, \$395; N. Holmes, \$160; W. J. Veith, \$210; J. C. Mackintosh, \$164; H. Williams, \$525; A. Burke, \$550; Joseph McLaren, \$236; W. McFatrige, \$100; C. C. Eaton, \$105; W. Dodd, \$100.

The steamer Avlona arrived at midnight Monday morning, from Charente, with a

cargo of liquors and dried fruits for Halifax and Montreal.

The steamer Taymouth Castle has arrived at St. John and is due here the latter part of the week, with quite a large quantity of molasses from the West Indies. She has 1,200 tons of freight for this port, mostly molasses.

THE GREEN FRUIT SALES.

THE steamship Flamboro's fruit cargo, the second this season, was sold this week at the Montreal Fruit Auction Company's room on McGill street. C. E. Thurston was, as usual, the auctioneer, and disposed of the large cargo in an able and satisfactory manner to all concerned. The attendance of buyers from the States and Western Canada was as large, if not larger, than at the Fremona's cargo sale, and the bidding, in consequence, in the early part of the sale was very brisk, but coming towards the end it sagged off considerably, and the fruit in some cases had to be started at very low figures in order to draw the bids out. On the whole, however, the sale was a satisfactory one, and prices for lemons were fully maintained, but oranges sold at figures which show quite a decline as compared with those realized for the Fremona's cargo. This is principally due to the abundant supply already on spot. The demand for lemons was active from American buyers, and fully two-thirds of the cargo was taken on this account, and they also took a large quantity of oranges, which they did not do at the previous sale. This was owing to the lower prices ruling for this fruit.

The quality and condition of the cargo was generally good. It consisted of 5,000 boxes and 5,000 half-boxes of Messina oranges, 1,000 boxes and 7,640 half-boxes of Catania oranges, and 17,500 boxes Messina lemons, 6,000 Palermo, and 4,000 Catania. Fancy lemons sold at \$2.70 to \$3.10 per box, choice at \$2.30 to \$2.60, and common at \$1.20 to \$2.10, and the oranges sold at \$1 to \$3.20 per box, and at 90c. to \$2.15 per half-box. The general impression here is that at the sale of the next cargo, which will be the steamship Bellona's on the 19th inst., prices will rule much higher. The principal buyers were: Lumsden, of New York; V. Zorn, Herbert, C. Parsons, Emery, of Boston; W. Spier, of Porter Bros., Boston; Thacker, of Chicago; Peacock, of Chicago; J. P. Clemes, of Clemes Bros., Toronto; McWilliam & Everist, H. W. Dawson, of Dawson & Co., Toronto; W. Husband, of Guelph; Dixon, of Hamilton; Voishart, of St. Catharines; Shuttleworth, of London, Ont.; Bardon, of Quebec; Rheume, Beauchamp, Plain, H. A. & J. A. Brouse and G. W. Hunt, of Ottawa. The principal Montreal buyers were: John Barry & Sons, Hart & Tuckwell, O. & E. Hart, J. R. Clogg & Co., Montreal Fruit Exchange, T. S. Vipond, Vipond & Vipond, Vipond, McBride & Co., J. J. Vipond & Co., L. M. Selvestre, Bowes & McWilliams.

PERSONAL MENTION.

James A. Rothwell, Walkerton, is giving up business on account of poor health.

G. A. Griffith, general store, Baldur, Man., is selling out. He intends removing to Winnipeg.

H. W. Dawson, of Dawson & Co., is this week in Montreal attending the fruit sales. His name was inadvertently omitted from the list of those present last week.

Mr. J. P. Clemes, of Clemes Bros., Toronto, was confined to his bed for a few days in Montreal from the effects of the runaway accident which he met with in company with Mr. McWilliam a couple of weeks ago. He is now able to get about again.

Mr. Bart. Cottam, of Bart. Cottam & Co., London, sails for Europe on Saturday, via New York.

A GOOD SUGGESTION.

"It would be a good thing," say Lucas, Steele & Bristol, "if customers when remitting stamps for fractional parts of a dollar would wrap them in oil paper and thus prevent them from sticking together. The address of business men on the left-hand of an envelope is also desirable; those not delivered will then be promptly returned."

TEA-GROWING IN NORTH DAKOTA.

That old ideas are gradually giving way to the force of progressive circumstances is shown in a most practical manner by recent Russian enterprise in North Dakota, remarks The Northwest Magazine. It took California a long time to learn that its soil and climate were adapted to the cultivation of figs, dates, etc., and many years passed before planters in the Southern States learned that pineapples, and a host of other fruits as well, could be grown to as great perfection as in the land whence they were imported. It is so difficult to overcome one's preconceived notions that certain commodities must perforce be grown in certain tropical or semi-tropical countries other than our own! When asked what products are grown from North Dakota soil, one thinks readily of wheat, rye, oats and flax, but who in the world would name tea as one of the cultivatable crops? Yet tea is grown, and grown successfully, in North Dakota. State Commissioner of Agriculture Laughlin has made the discovery that a colony consisting of twenty Russian families, in Mercier County, raised tea last year from seed obtained from Russia. The experiment is reported to have been a decided success, and tea culture will be tried on a much larger scale in that state this year. It is known as the Asiatic Russian tea plant, and the quality is said to be every way superior to the black tea sold by merchants.

One enterprising merchant put in his window a sign which read: "We back our goods with our honor." The merchant two doors west put up a sign also. His sign read: "We back our goods with a cash guarantee. See?"—Indianapolis Journal.

CUT RIGHT IN . . . TWO

Your chances of failure are cut right in two. You won't have half the chance of having dissatisfied customers—of losing your steady trade—of being unsuccessful in the grocery trade if you carry these well-known standard goods. They are money makers.



Crown Brand Flavoring Extracts

The extracts we make in forty different flavors— from the natural fruits and spices—absolutely pure. Everyone who tries them uses them all the time.

Hubbard's Rusks

You can give them your strongest guarantee, as we do, that they make the most nourishing and attractive diet for infants and invalids. Their rapidly increasing sale proves it.

Bryant & May's Matches


The reliable kind, which light easily and kindle quickly. The kind that enjoys the largest sale of any match in the world.

Craven & Son's Confectionery

Principally hard-boiled candies and absolutely pure Drops and Candies in 5-lb. bottles, Toffee Cubes in 8-lb. bottles, Perfumed Cachous in 1-lb. bottles.

Robert Greig & Co.

Sole Agents
for Canada

 MONTREAL

ION.

ton, is giving
health.

Baldur, Man.,
removing to

& Co., is this
re fruit sales.
omitted from
ek.

es Bros., To-
for a few days
if the runaway
company with
eeks ago. He

ottam & Co.,
Saturday, via

ION.

," say Lucas,
s when remit-
ts of a dollar
and thus pre-
gether. The
the left-hand
ble; those not
y returned."

H DAKOTA.

ly giving way
circumstances
anner by re-
orth Dakota,
zine. It took
rn that its soil
he cultivation
years passed
thern States
t host of other
rn to as great
nce they were
vercome one's
ain commodi-
certain tropi-
other than our
acts are grown
unks readily of
ho in the world
ie cultivatable
nd grown suc-
State Commis-
lin has made
consisting of
ercier County,
eed obtained
nt is reported
cess, and tea
h larger scale
known as the
d the quality is
r to the black

put in his win-
We back our
merchant two
lso. His sign
with a cash
olis Journal.

Fancy Groceries

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

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

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



Turner,
Mackeand
& Co.

Wholesale Grocers,
WINNIPEG



ALWAYS UNIFORM

THOROUGHLY TESTED IN EVERY WAY

Snow Drift Baking Powder

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

The Snow Drift Co., Brantford, Ont.



OFFICE AND WORKS: Wallaceburg, Ont.

The Sydenham Glass Co. Ltd.

Manufacturers of WALLACEBURG, ONT.

FRUIT JARS

BRANDS: The Winner, The Best, The Beaver

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

REPRESENTATIVES:

Manitoba and N.W.T., Tees & Persse, Winnipeg.
British Columbia, Martin & Robertson, Vancouver and Victoria.

THE CANADIAN GROCER

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

The MacLean Publishing Co. LIMITED

FINE MAGAZINE PRINTERS
and
TRADE JOURNAL PUBLISHERS.

TORONTO: - - - 26 Front St. W.
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.

TAKING THE TARIFF OUT OF POLITICS.

AN organized effort is being made in the United States to take the tariff question out of politics.

As in Canada so in the United States, the pending elections have aroused interest in the tariff, and consequently the movement in question has more or less interest for Canadians.

After the experience of the business men of the United States in 1894, when Congress kept tariff reform in suspense for a twelve-month or more, to the detriment of trade, it is not surprising that the interests then affected so disastrously should now be active to prevent its repetition.

A proposition to take the tariff out of politics is under the circumstances what might be expected after those whose duty it was to deal with it had proved themselves to be so unfitted for the task. It is the experience of history in other matters as well as tariff questions.

In Canada we have had tariff bunglers and we have got them yet; and had the members of our Parliament proved themselves to be as bad at tariff tinkering as were the members of the U. S. Congress in 1894, it is possible that we might have seen a similar movement inaugurated in this country.

But what is often first proposed as a remedy for an evil is not always the best. And this, it appears to us, is the case with the proposition to take from politics the solving of tariff questions.

Tariff questions have always been questions which have divided men into two or more political camps; and as long as one man thinks differently from another they always will.

If the citizens of either the United States or Canada were to take the duty of tariff framing from those in whom it now reposes

and handed it over to a body of business men, it would be merely transferring it from one body of politicians to another. Of course, the transfer may ensure a better class of politicians, but that would not mean the taking of the question out of politics. Nor would it, in all probability, be representative of the will of the people.

The tariff cannot be severed from politics. It is as impossible as to extract the salt from the waters of the Atlantic.

What is wanted is not to take the tariff out of politics, but to take out of politics the professional politicians of the ward type, who are so much in evidence in the Parliament of Canada as well as in the Congressional halls of the United States, and in their places put men wide in practical business experience and rich in common sense.

Leave with them the work of framing tariffs. They, 'tis true, will not be without their different political opinions, but they will not allow these to blind them to a sense of their duty. They will not allow the commercial interests of the country to become subservient to party exigencies. They will not allow legislation for the good of the country to be shelved, for that which, while it may benefit the party, will shackle the trade of the country. They will not allow session after session of the House, week in and week out, to be worse than was ed in discussions, the resultant of which is a country torn from one end to the other by sectarian strife. Their own interests, if nothing else, will preclude them from doing these things.

These are the class of men that THE CANADIAN GROCER, during the last two years, particularly, has been urging the business men of this country to send to Parliament. And, judging from the character of the men that are being nominated in many of the constituencies, our labors have not been altogether in vain.

AN OBVIOUS MORAL.

ALITTLE thing often makes or un-makes trade. Hence, how necessary it is that a merchant should exercise care in all the details, small as well as great, appertaining to his business.

A large retail grocer has learned this to his cost: At any rate, if he has not learned it, he should have.

About the last day of March an order was placed with him for shipment to a town in Western Ontario. Included in the order were goods of a perishable nature.

Five weeks after, the gentleman who had ordered the goods, which, by the way, were for a relative, receiving no acknowledgment of their receipt, made enquiries, but found they had not reached their destination. He instituted a search, and found the goods in the freight room of the station of the town

to which they had been consigned. The reason they had not been delivered was that the box containing them was addressed to "Miss Blank" instead of "Mrs. Blank," and no "Miss Blank" could be found, although the agent sought for one both in town and out of town. The perishable contents were, of course, spoilt.

When the grocer in question was approached regarding the matter, instead of acknowledging his mistake, he first began to abuse the carriers and then had the temerity to assert that the gentleman who ordered the goods was to blame, notwithstanding that evidence was adduced showing that he had furnished the correct name and address.

When he found that he could not shoulder the responsibility on anybody else he tried to treat the matter lightly. "Oh, well, we'll make it right when we send up the next box of goods," he said by way of mollification; but it did not mollify. And as the grocer did not offer then and there to make it good, his list of regular customers contains one name less.

The moral is obvious.

THE FRUIT CROP OUTLOOK.

MUCH talk of much damage to the fruit trees by frost was heard a few weeks ago. Ruin dire was alleged to be done in some of the principal fruit-growing sections in Western Ontario. That these reports were sent abroad by alarmists is now evident, if the investigations of well-known fruit men are worth anything.

Mr. Pettit, the president of the Ontario Fruit Growers' Association, whose home is in the famous Niagara Peninsula, declares that the prospects for peaches, plums, grapes, etc., between Winona and Grimsby are better than they have been at this season of the year for a quarter of a century. Between Stony Creek and Hamilton, however, some injury was done during the winter.

Another authority, Mr. W. M. Orr, states that the peach crop will be a good average, and that plums will be as plentiful as they were two years ago, when the trees all over the country were bowed to the ground with the weight of fruit. Pears, in his opinion, also promise well.

Up in Oxford county the conditions are favorable. The plum trees have developed wonderfully during the last few weeks, while, to quote The Sentinel-Review, the apple orchards are a sight to behold.

In the London district apples, plums, cherries, pears and gooseberries are in excellent condition, but strawberries, blackberries and raspberries are backward.

Reports from Manitoba indicate favorable fruit conditions there.

Of course, we may not be out of the woods yet. There is yet time for frosts to come. But in the meantime it is gratifying to know that the fruit prospects of the country are so promising.

NO MORE DAMAGED LOBSTERS.

ABOUT one-fifth of the lobster pack each year is lost through the lobsters turning black. This represents an annual loss of fully \$200,000 to Canada.

Various causes have been named. Most people think there is an acid in the lobster which eats into the tin of the can in which they are packed. One packer last year tried the experiment of using a special tin which could not be effected by the acid, but still part of his output turned black. To show how anxious packers are to overcome the trouble, this firm paid over \$4,000 extra for this special tin.

Hon. Donald Ferguson, of Prince Edward Island, took the matter up, and interested Dr. Andrew MacPhail, Montreal, the bacteriologist, of Bishops' College. He has been experimenting all winter, and THE CANADIAN GROCER has good reason to believe he has discovered a way of preventing this enormous annual loss. Dr. MacPhail leaves this week to spend a month experimenting in the lobster factories in the Gulf ports. The results of his final experiments will be watched with much interest.

Dr. MacPhail was at one time a regular contributor to the Montreal department of THE GROCER.

NIGGARDLINESS THAT MEANS LOSS.

TORONTO in some respects is a progressive city; in others she is little better than a country village. At her feet is Lake Ontario. On either side she is flanked by a river, and through her streets run a network of water pipes.

But blessed as she is with a bountiful water supply, one would judge, from the niggardly way in which the streets of the "Queen City" are sprinkled, that the city is on the verge of a water famine.

The natural consequence of this scanty sprinkling of the streets is a liberal supply of dust, which, when the spring winds are not stirring into clouds, the rapidly running electric cars are.

The house wife, by keeping doors and windows closed, can keep out the greater portion of the dust, but the merchants, with their store doors, and in many instances their windows, open, have no such protection. The grocers and fruit dealers particularly are sufferers in this respect, for many of them have both doors and windows open.

The dissatisfaction which this state of affairs has created culminated on Monday evening in the Retail Grocers' Association passing a resolution regarding the matter and authorizing the secretary to communicate with the proper authorities and endeavor to have the sprinklers used more liberally.

It is to be hoped the representations will

not be ineffectual. It is false economy to allow the present condition of affairs to obtain. Niggardliness in sprinkling the streets may keep down the expenses of the Street Commissioner's Department, but dusty streets mean loss to merchants through damaged goods. And what takes directly from the merchants is felt, indirectly though it may be, by the city as a whole.

PAISLEY ADOPTS EARLY CLOSING.

MR. W. H. McFARLANE, one of Paisley's merchants and councilmen, was in Toronto on Wednesday. Mr. McFarlane is an enthusiastic advocate of early closing, and he informed me that the merchants in his town have voluntarily adopted the early closing system.

"We first intended," he explained, "to try and induce the Council to pass a by-law, making early closing compulsory. And we went as far as to get a petition up, and presenting it to the Council. But it was eventually decided that it would be better to try the voluntary plan. We did not draw up any agreement, but just got a verbal promise from this and that merchant that when the town bell was rung at 7 o'clock he would close up his store. Early closing went into force on Monday, the 4th inst., and now about 99 per cent. of the merchants—grocers, dry goods men, hardware men, etc.—close at 7 o'clock every night in the week except Saturday, and will continue to do so through May, June, July, August and September."

"How many stores are there in Paisley?"

"Seven dry goods, 3 hardware, 2 book stores, 3 harness shops, 4 boot and shoe shops, and about a dozen grocery stores. The grist mills and blacksmith shops also close. We are now anxious to see the merchants in the neighboring towns fall into line," added Mr. McFarlane.

"How is business?" I ventured.

"It has been good since the warm weather set in."

Mr. McFarlane further stated that fall wheat in his district had been damaged by the frost, and plums did not promise well. Apples promised an abundant crop, and the general trade outlook he considered good.

THE HANG KOW TEA MARKET.

Mr. Anderson, agent for Turnbull, Howie & Co., of Shanghai, stated to a GROCER representative that the Hang Kow market was expected to open, if anything, a little earlier than last season, as the weather had been so favorable. This having been the case, it is expected that the crop will be of good quality. The prices, he said, were not expected to be higher than last year. As regards the Foo Chow, it was too early yet to give any indication of what the prices will be.

CHANGES IN A WHOLESALE HOUSE

THE wholesale grocery firm of Warren Bros. & Boomer, Toronto, have dissolved, Mr. H. C. Boomer, whom it will be remembered was left a fortune by a relative in England, retiring from the firm. The business will be conducted as heretofore by the remaining partners, under the firm name of Warren Bros. & Co.

Mr. Boomer has been a well-known figure in the grocery trade of Toronto several years, and while people are congratulating him on his good fortune, yet it is with regret that the trade see him go out of their midst.

Mr. Boomer's career in the grocery trade began with R. Davis & Co. several years ago. Then he went with R. Jordan & Co., Wellington street. When Mr. Jordan retired the business was carried on by Mr. Boomer and Mr. Gordon under the style of Gordon & Co. His connection with the firm of Warren Bros & Boomer began about 15 years ago.

Mr. Boomer leaves for England this week, and he will be away several months.

MONTREAL ASSOCIATION AND EARLY CLOSING.

PRESIDENT VALLIERES presided at the monthly meeting of the Montreal Retail Grocers' Association last Wednesday evening. The sole and important business that came up for consideration was the early closing by-law lately enacted by the City Council.

The new law is not satisfactory to everyone, as the police records show, for several retailers have been summoned to answer why they did not close their stores as ordered. Several of them have decided to make test cases; but the Grocers' Association do not take this stand. There were some lively speeches at last week's meeting, and many of the members whose business was situated in the suburbs or manufacturing sections of the city pointed out that it was a hardship to them. Still, if they could be assured that all would be compelled to close they were perfectly willing to do so.

The sum total of the discussion was that the Grocers' Association as a body could not identify itself with any movement looking towards the repeal of the new ordinance, and it was decided to allow the law to take its course.

This course proves the association a friend of early closing. It might be remarked that legal opinion has been obtained to the effect that the enactment is unconstitutional.

TOMATOES AND PEAS.

THE CANADIAN GROCER has an enquiry for 1,000 cases tomatoes and peas, f.o.b. cars. Sellers can obtain particulars from Montreal or Toronto offices.

THE DUTY ON PACKET TEAS.

DEPUTATIONS of the packet tea men are waiting on the Ottawa authorities this week in regard to the duty which should be imposed on the lead packages in which the tea is imported.

The companies who bring their tea into the country in bulk and put it up into packages in Canada want the valuation raised. Naturally, the brokers and agents who sell English packets are fighting against the proposition.

At present, as a basis on which to collect the 30 per cent. ad valorem duty imposed on the packages, the Customs officials value the half-pound packages as worth 1¼c., and the pound packages as worth 2c.

The Canadian packet tea companies claim that this valuation is too low, and will endeavor to satisfy the Ottawa officials that the packages in question cannot be produced for the above cost.

The agents of the English houses on the other hand claim to have evidence in the opposite direction. It is, therefore, largely a matter of opinion, and the trade are awaiting the decision of the Customs authorities with interest.

TORONTO GROCERS' PICNIC.

THE question of the annual excursion was finally disposed of at the meeting of the Toronto Retail Grocers' Association held on Monday night in St. George's Hall. The excursion will be held on Wednesday, July 22, to Niagara Falls via steamer and the new electric railway on the American side of the river.

President White was in the chair, and there was a fair attendance of members considering the sultry nature of the weather.

These names were submitted by Secretary Muat-Corrie for membership: Patterson Bros., Little York, and J. J. Jack, Dovercourt road. They were duly accepted.

This communication, under date of May 6, from the ex-member for Centre Toronto, Mr. G. R. R. Cockburn, was read:

I beg to acknowledge the receipt of your letter of yesterday calling attention to the fact that fruit stands had been established during the summer season in and about the Custom House in our city, and that many merchants on adjacent streets feel that this is a great injustice to them.

As the Custom House is not in my constituency I do not feel justified in taking any steps personally in the matter. I shall, however, at once send your letter to the Controller of Customs, so that he may deal with the matter.

Several of the members expressed regret that Mr. Cockburn took such little interest in the matter, and a resolution to that effect, moved by Frank Johnston and seconded by T. Clark, was unanimously carried.

Mr. F. S. Roberts introduced his resolution, notice of which was given at the last meeting, to amend the by-law in so far as it related to the voting of sums of money. The object, he said, was not to interfere with the

present method of paying order moneys. It was with the object of regulating the payment of extraordinary accounts, and he proposed to do this providing that in all such cases a two-thirds vote of those present should be necessary in order to carry a motion for all extraordinary expenditures.

The resolution was adopted.

Mr. Roberts drew the attention of the members to the unsatisfactory way in which the streets were being watered, and moved a resolution instructing the secretary to enter a complaint with the proper authorities. Mr. Mills seconded the resolution, which was carried.

LONDON RETAILERS.

AT the last meeting of the London Retail Grocers' Association a communication was received from the Early Closing Association stating that some expense had been incurred, and requesting the association to grant \$5 to help defray this expense. It was decided to grant the request.

Several of the members present who were at the meeting of the Early Closing Association expressed their views on the question, and while it was reported that some few of the grocers were not falling into line, the majority were closing. The question was asked: "Who are the Early Closing Association?" The reply was that the Early Closing Association is composed of representatives of the Retail Grocers' Association, Trades and Labor Council, the Ministerial Association, and, in fact, all the different associations in the city were interested in the movement, and the representative from the Trades and Labor Association stated at the meeting Monday afternoon that their association was in sympathy with the movement and would do what they could to assist those who close by doing their purchasing early.

Several members expressed their views on the question, and while some found it difficult to close promptly at 10 o'clock Saturdays, they will endeavor to do so as near as possible, and it is felt that by those in favor of closing sticking as close as possible to the hour of 10 o'clock on Saturdays and 7 o'clock other evenings, and with the assistance of the citizens generally, the movement will soon be adopted by all the grocers in the city. The citizens who sometimes forget about it will soon become accustomed to it and will not expect or think of going to the grocery store after those hours.

The question of the next annual outing was brought up for discussion, and it was decided to have an excursion this year if arrangements can be made with the railway companies.

Accounts for hall rent, printing, etc., were passed, and the secretary requested to bring in a statement of the finances at the next

regular meeting. The meeting adjourned to meet again on Wednesday, May 13, at 3 o'clock p.m.

THE PEDLARS LOSE.

Mr. Justice MacMahon has given judgment for the city of Toronto, in the test case brought by Du Vernet & Jones for the Pedlars' Association, for damages arising out of the by-law trouble. The plaintiffs in the test suits were Joseph Pocock and George M. Ferrier, of Colborne street.

Ferrier sued the city for damages caused to his business, and a return of the license fees paid by him. The court dismissed the action, deciding that there was no liability, and that the section under which the suit was brought does not apply.

Joseph Pocock also loses his case on the same grounds, with the exception that, as he had not taken out a license, he has no claim for damages.

'T WILL BE OF INTEREST TO GROCERS.

Mr. Millen, superintendent, and Mr. W. H. Rowley, secretary-treasurer, of the Eddy Co., of Hull, Que., have been making a tour of New York, Boston and other New England manufacturing centres where paper machines, paper bag machines, printing presses, etc., are made. THE CANADIAN GROCER learns that the object of the visit was to inspect match machinery, paper bag machinery, tissue machines, perforating and other machinery in connection with the toilet paper business. It is understood that something of interest to the grocery trade will come out of the trip in question.

A NEW COMMISSION FIRM.

The Western Storage and Commission Co. is the name of a new firm that has opened up in London, Ont. Messrs. J. Magee and R. Moore are the proprietors, and our London correspondent reports them to be trustworthy and responsible men. The firm will do a warehousing and general commission business, and is prepared to handle all kinds of merchandise. The firm's offices and warehouse are situated at 420 to 422 Ridout street, and they are commodious and well suited for the requirements of the commission and warehousing business, consisting of three flats and a large cellar.

A NEW CANNING COMPANY.

A new canning company has been organized in Port Hope. It is named the Port Hope Preserving and Canning Co., Ltd. Buildings are now being erected, and the company will be ready for business this season. Mr. W. M. Miller is manager.

THE MONTREAL GROCERS' PICNIC.

The Montreal Grocers' Association have decided to hold their annual picnic on July 17th next.

A Drop



Will take place in **DIAMOND BAKING POWDER** on Friday, May 15th, when the prices to the retail trade will be as follows:

1 lb. Tins, 2 doz. in a case,	-	\$1.20 per doz.
½ lb. " 3 " "	-	.90 "
¼ lb. " 4 " "	-	.60 "

We beg to advise our retail friends, and those who will be our friends in the future, that absolutely nothing deleterious is used in the manufacture of this powder, which does the work as effectively as many costing double the money.



ITS STERLING QUALITIES

have been acknowledged by hundreds of good cooks throughout Canada, and those desiring first-class results cannot do better than pin their faith to "DIAMOND." Order a sample case—recommend it to your customers and the result need not be feared.

W. H. Gillard & Co. Wholesalers Only **Hamilton**

It's a Remarkable Trade Fact

**AND A
GOOD
ONE
TOO**

That surely and rapidly the pure, rich **CEYLON TEA** is driving the adulterated teas of China from the market. It is right that it should. Ceylon Tea is more skilfully cultivated, more carefully sorted, more securely packed, and more honestly sold than any other tea. The best of these are:

"VICTORIA" CEYLON TEA. In ½-lb. packages, retails at 25 cts.

"PRINCESS LOUISE" CEYLON TEA. In ½-lb. packages, retails at 20 cts.

They are the tea lover's choice, and always the same.

Laporte, Martin & Cie. 72 to 78 St. Peter Street . . . **Montreal**

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

GROCERIES.

NOTHING specially new has developed in trade during the week. If anything, business is slightly better than it was at the time of last review. At the same time, however, trade does not exhibit as much life as the wholesale trade would like to see. The sugar market is without change as far as prices are concerned, although the feeling is not as unsettled as it was a week ago, there having been a slight reaction in the outside markets. The sugar trade locally is also a little more active than it was, but the quantity moving is still small. In canned goods the trade continues fairly active for tomatoes, peas and corn. Canned salmon is in good demand for the cheaper brands, which are still scarce and firm. Rio coffees of the higher grades are scarce and dearer on the outside markets. Syrups and molasses are both quiet. Teas are without special feature. California fruits are still in good demand for this time of the year. Valencia raisins are getting scarcer and dearer. There is still a fairly good demand for currants. Prunes are going out fairly well, and some very low priced ones are being this week offered by some of the houses. Lemons have been in active demand with prices firmer. Oranges have also been meeting with more enquiry. Butter receipts are still liberal and prices are tending downwards.

CANNED GOODS.

Tomatoes, peas and corn are meeting with an active demand. Peas are still very strong, and the tendency in tomatoes is rather towards higher than lower prices. There is still plenty of cheap corn offered. Salmon is in good demand. The cheaper grades are still scarce and firm in price, but there is an abundance of better grades to be had. We have not yet heard of any futures in salmon being offered on this market, but advices from the Coast to agents here would indicate that high prices will prevail for next season's pack. We quote: Tomatoes, 80 to 90c.; corn, 55 to 65c.; peas, \$1 to \$1.10 for ordinary; sifted select, \$1.25 to \$1.35; extra sifted, \$1.45 to \$1.50; beans 70c. up; peaches, \$2.90 to \$3 for 3's, \$1.90 to \$2 for 2's; raspberries, \$1.40 to \$2; strawberries, \$2 to \$2.45, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 80 to 90c.; gallons, \$1.90 to \$2.25; salmon, "Horseshoe," \$1.35 to \$1.40; "Maple Leaf," \$1.25; "Lion," \$1.25 to \$1.40; Lowe Inlet, \$1.25 to \$1.30, in tall tins; cohoes, \$1.05 to \$1.15; canned mackerel, \$1.20 to \$1.30; lobsters, \$2.25 for tall tins; flats, \$2.35 to \$2.65; half tins, \$1.45 to \$1.50; Canadian canned beef, 1's, \$1.35 to \$1.45; 2's, \$2.25 to \$2.35; 6's, \$7.50 to \$8; 14's, \$15 to \$16.50.

COFFEE.

The market for Rios is strong and likely to be higher before the new crop comes in. Stocks in first hands are small. Good grades of Rio coffee are scarce and difficult to procure. We quote green in bags: Rio, 18c.;

East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 25c.

SYRUPS.

Business is moderate only with supplies light. We quote: Dark, 30 to 32c.; medium, 33 to 35c.; bright, 40 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

There is not much trade doing and prices are unchanged. We quote: New Orleans, barrels, 28 to 30c.; half-barrels, 30 to 35c.; Barbadoes, 21 to 35c.; half-barrels, 33 to 35c.

SUGAR.

There has been, if anything, a slight improvement in the demand for sugar, but the volume of business is still very light, and the condition of the market cannot be termed any other than dull. In London on Tuesday beets advanced 1¼d., and a little more inquiry is being experienced in New York. In consequence of these more favorable conditions outside, the feeling locally is a little more settled. The refiners refuse to shade prices. We hear of one offer for 500 barrels each of granulated and yellows at 1-16c. less than the regular quotation, but the refinery to which it was made refused to entertain it. Wholesalers' quotations are: Granulated, 4¼ to 4¾c.; yellows, 3¾c. up; Demerara in bags, \$3.75 to \$3.85 per 100 lbs.

SPICES.

There has been another marked advance in the price of cream of tartar, and the quotations in the primary markets are now several shillings above the figures ruling a few weeks ago. The spice trade here is without any special feature and prices are unchanged. We quote: Pure black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; ditto, best, 28 to 30c. per lb.; allspice, 14 to 18c.

RICE.

As last week intimated there would be, prices for the new rice have been issued this week. Business is so far of an ordinary character, and the ruling prices are still 3½ to 3¾c. for ordinary, and 5¼c. for Japan.

NUTS.

The market continues quiet and featureless, with prices as before. We quote as follows: Brazil nuts, 14 to 15c.; Sicily shelled almonds, 25 to 26c.; Tarragona almonds, 14 to 14½c.; peanuts, 10 to 12c. for roasted, and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12 to 12½c. Marbot walnuts, 11 to 12c.; Bordeaux walnuts, 9c.; Sicily filberts, 8 to 10c. for sacks and 10 ½ to 11c. for small lots; pecans, 10 ½ to 11c.

TEAS.

Locally the market is much as before. In London, Eng., strong competition is being experienced for teas of Indian and Ceylon growth, and, according to mail advices, prices for all common and medium grades are further improved. For China teas there,

and especially Congous, the bidding at auction has been poor, which shows to what extent the home trade have discarded the use of these teas. "Still," says an advice, "some buying in a quiet way by private treaty discloses the fact that many dealers look upon a demand for the much neglected China Congous as bound to come ere long, for after the packers and blenders have so persistently run on India and Ceylon teas exclusively it becomes clear, as we have repeatedly pointed out, that their requirements must presently outrun the supply of the favorite source unless China Congou be resorted to for mixing if anything like a workable reserve stock is to be kept on hand. The terminal market has at last seized upon this fact and speculators, by bidding up for and buying near months' delivery, are anticipating a rise in the value of China Congou." Ruling prices 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 mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

DRIED FRUITS.

Valencia raisins are gradually getting into smaller compass, and with this fact prices are firmer. Local wholesalers report that they cannot now bring in any fruit from New York, and they in consequence look for much higher prices on all kinds of raisins. We quote: Off-stalk 4¼ to 5c.; fine off-stalk, 5¼ to 5½c.; selected, 6¼ to 6½c., and layers, 6½ to 6¾c. California raisins, 2-crown, 4¼ to 4½c.; 3-crown, 5¼ to 5½c.; 4-crown, 6¼ to 7c.; seedless, 4½ to 5c.

Although the demand for California dried and evaporated fruits is not as large as it was, yet the trade as a rule declare that it is keeping up wonderfully well for this time of the year. We quote as follows: Apricots, 8 to 14c.; peaches, 5¼ to 8½c., in

"IMITATIONS"

Packet Teas come in flocks.

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

"SALADA"

CEYLON TEA

Stands out pre-eminent.

P. C. LARKIN & CO.

Wholesale Agents,

25 Front St. East,

and TORONTO

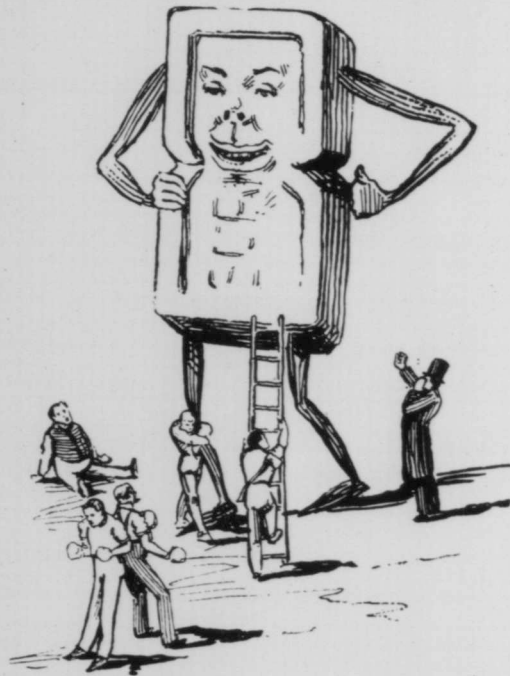
318 St. Paul St., MONTREAL

UNDER
e will be

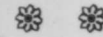


is
it is
ted,
stly

cts.



It is useless . . . to attack Surprise Soap



Scores of attempts have been made to "down" it, but it knocks out all comers. Its quality, its ready sale, and the satisfaction it gives to every user, keep it ahead of all others.

BRANCHES—

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

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

bags, and ½c. per lb. more in boxes; pears, 8 to 10c.; plums, 6½c. for unpitted, and 9½ to 10½c. pitted; nectarines, 9½ to 10½c.

The currant trade is still fairly good. The trade for cleaned currants is becoming quite a factor in this market. The volume of business in it is steadily increasing. We quote as follows: Provincials, 3¾ to 4c. in bbls.; fine Filhatras, in bbls., 4¼ to 4½c.; do, half-bbls., 4¼ to 4¾c.; ditto, half-cases, 4¾ to 5c.; Casalinas, cases, 5 to 5¼c.; Vostizzas, cases, 6 to 6½c.; ditto, half-cases, 6½ to 6¾c.; ditto, extra fine, 6¾ to 7¼c.; ditto, half-cases, 7¼ to 7½c.; Panaretas, in cases, 9c.

Prunes of the California, French and Bosnia varieties is fairly satisfactory, and prices are steady and unchanged. We quote: Bosnias, "Sphinx" brand, "A," 65 to lb. 9c.; "B," 75 to lb. 7¾c., "U," 102 to lb., 6 to 6½c.; California prunes, 30-40, 11 to 12c.; 40-50, 9 to 10c. per lb.; 50-60, 8½ to 9½c. per lb.; 60-70, 8 to 9c.; 70-80, 8 to 8½c. per lb.; 80-90, 7¼ to 7½c.; 90-100, 6½ to 7c.; 110-120, 5½ to 6c.; Bohemian, 3½ to 4c.; French, 5½ to 6½c.

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

The improved demand noted last week for Eleme figs appears to have been fairly well maintained. We quote: Eleme, 14 oz., 8 to 9c.; 10lb., 8 to 9c.; 12 lb., 10c.; 28 lb., 12c.

Dates are quiet at 4½ to 5½c.

GREEN FRUIT.

There has been an active demand during the week for lemons, due no doubt to the warmer weather. Old stocks have been cleaned out and the contents of the first sale well distributed. With the continuance of warm weather dealers confidently look for

higher prices. Prices are already much higher in New York, and some anticipate that the present figures ruling here will appreciate another dollar before long. Oranges have experienced a little more enquiry within the last few days than for some weeks past. The demand is principally for Valencias. Pineapples have been offering more freely during the last few days, and, as a consequence, prices are easier. Stocks have been irregular, as far as color is concerned, there being a great deal of green fruit in the shipments arriving. The apple market is attracting little or no attention just now, there being very little fruit on the market. We quote: Lemons—Messina, \$3.00 to \$3.50 for 300's and 300's per box. Oranges—California navels, \$3.75 to \$4.50, according to size; ditto seedlings, \$2.75 to \$3.50; Valencias, 420's, \$5.50 to \$6; Jumbo's, 420's, \$6.75 to \$7; ditto, 714's, \$6.75 to \$7; Seviles, \$2.50 to \$2.75 per box; Messinas, half-boxes, \$1.85 to \$2; ditto, boxes, \$3.25 to \$3.50. Bananas, \$1.75 to \$2.25; cocoanuts, \$5.50 to \$6 a sack; apples, Spies, \$4.50 to \$5, Ben Davis, \$3 to \$4; Golden Russets, \$3.50 to \$4.50; domestic onions, 75c. per bag; Bermuda onions, \$1.75 to \$2 per small crate; Egyptian onions, \$3 per bag; pineapples, 10 to 20c.

BUTTER AND CHEESE.

BUTTER—Further weakness is to be noted in the butter market on account of the free deliveries arriving. There is a fair demand, however, but prices are 2c. lower than they were a week ago. In creamery butter, outside one pound prints, there is practically nothing doing. We quote: large rolls, 10 to 12c.; dairy 1-lb. prints, 12 to 13c.; creamery pound prints, 16 to 17c.

CHEESE—There is not much doing in this line and prices are low. We quote: October,

8 to 8¼c.; summer make, 7¾ to 8c.; fodder cheese, 7½ to 7¾c.

COUNTRY PRODUCE.

BEANS—Trade continues quiet, and 90c. to \$1 per bushel is still the idea as to price.

DRIED APPLES—There is no improvement to note, business still being dull at 3½ to 4c.

EVAPORATED APPLES—Trade in this line is also dull at from 5½ to 6c.

EGGS—Deliveries are fairly heavy, but all coming forward are being well taken care of, a good many being put down in pickle. We quote: Firsts, 9½ to 10c.; seconds, 8 to 8½c.

HONEY—There is still very little doing and prices are nominally unchanged. We quote: Strained, clover, 9 to 10c.; dark, 4½ to 5c.; comb, clover, \$1.80 per dozen; dark, 80c. per dozen.

POULTRY—Still very little to note, business being quiet and supplies light. We quote: Turkeys, 9 to 12c.; geese, 7 to 8c.; chickens, 40 to 60c.; ducks, 60 to 90c.

MAPLE SYRUP—Trade is moderate and prices unchanged. We quote: Imperial gallon tins, 90c.; 5-gallon tins, 80c.; barrels, 75c. per gallon.

POTATOES—The bottom appears to be out of the market altogether. We hear of a carload netting a farmer but 4 cents per bag f.o.b. The price on track is 15c. per bag; out of store, 20 to 25c. per bag is the idea.

PROVISIONS AND DRESSED HOGS.

The warm weather of the past week has stimulated the demand for smoked meats, and a better demand is reported for long clear than was experienced a year ago.

The Toronto Cold Storage Co.

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

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

THE TORONTO COLD STORAGE CO.,
13 CHURCH ST., TORONTO, ONT.

The Hilliard House, Rat Portage

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

Wm. H. Dunn

Manufacturers' Agent and Grocery Commission Merchant

394 St. Paul Street . . . MONTREAL

Special Facilities for introducing new lines with the Wholesale and Retail Grocery Trade.

Ask the Wholesale Houses for

Rossiter's Household Brushes

THE BEST.

GEO. ROSSITER - TORONTO

10 to 14 Pape Avenue.

Telephone No. 471. Established 1870.

JOHN HAWLEY

Provision and Commission Merchant

Butter Eggs Lard Apples Cheese Etc.

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

88 Front Street East, Toronto

YOU DESIRE TO INCREASE YOUR TRADE . . .

The most certain way to do so is to handle

J. F. ROGERS'

JUSTLY CELEBRATED

Breakfast Bacon, Hams and Choice Backs.

OUR LARD absolutely Pure and kettle rendered solely from

LEAF LARD

Consignments of Butter and Eggs solicited. Unrivalled facilities for selling these at highest prices. Correspondence invited.

J. F. ROGERS

16, 18 and 20 FRANCIS STREET TORONTO

Lemons

Lemons

Lemons

Now is the time to buy your Summer Stock.

We are large importers.

WRITE US FOR PRICES.

CLEMES BROS., TORONTO

Prices are unchanged. Dressed hogs have sold this week at \$4.85 in farmers' loads. There are not many coming forward.

DRY SALTED MEATS—Long clear bacon, 5½ to 5¾c. for carload lots, and 6 to 6¼c. for small lots; backs, 7¼ to 7½c.

SMOKED MEATS—Breakfast bacon, 10c.; rolls, 7 to 7¼c.; hams, large, 22 lbs. and over, 8½ to 9c.; medium, 15 to 20 lbs., 9½ to 10c.; small hams, 10c.; backs, 9 to 9½c.; picnic hams, 7c.; all meats out of pickle, 1c. less than above.

LARD—Pure Canadian, tierces, 7¼c.; tubs, 8¼c.; pails, 8½c.

BARREL PORK—Canadian heavy mess, \$13.50 to \$14; Canadian short-cut, \$14 to \$14.50; clear shoulder mess, \$12; shoulder mess, \$11.50.

FISH.

The market is overstocked, particularly in salmon trout, and business in consequence is dull. Salmon trout is quoted from ½ to 1c. per lb. cheaper. We quote: Lake Erie herring, 2½ to 3c. per lb.; blueback herring, \$1.25 per 100; pike, 4½ to 5c. per lb.; British Columbia salmon, 15 to 20c.; steak cod, 6½ to 7c.; haddock, 5c.; whitefish, 7 to 9c.; salmon trout, 6 to 6½c.; eels, 5 to 6c. per lb.

SEEDS.

The season for red clover is practically over, and although no change is yet reported in the jobbing price concessions will have to be made on any small lots that may be yet held in first hands. Alsike is running along smoothly at previous quotations. While there have been some fluctuations in timothy in the far west, the markets here are practically unchanged. The jobbing prices for re-cleaned stocks out of store here are as follows: Red clover, \$4.65 to \$5.25; Alsike, \$3 to \$4.65; timothy, \$1.90 to \$2.10; Hungarian, 70 to 75c.; millet, 65 to 75c. per bush.

GRAIN, FLOUR, FEED, ETC.

GRAIN—Receipts are still light. We quote: White wheat, 80c.; red, 78c.; goose, 58c.; barley, 35c.; oats, 25c.; peas, 52 to 54c.; buckwheat, 37 to 38c.

HAY—Market is over supplied, and \$13 to \$14 per ton is asked on track.

FLOUR—Business is in an unsatisfactory condition. There is practically nothing doing and quotations are nominal. There is not very much pressing of sales, but there is a good deal of stuff being held. We quote: Straight roller, \$3.40 to \$3.45, carload lots. Toronto freights, and \$3.50 to \$3.60 in job lots; Manitoba patents, \$3.75 to \$4 per bbl.; Ontario patents, \$3.60 to \$3.65 per bbl.; Manitoba strong bakers', \$3.50 to \$3.60.

BREAKFAST FOODS—Business is much the same as it has been during the last few weeks. We quote: Standard oatmeal and rolled oats, \$2.90 to \$3; rolled wheat, \$2.25 to \$2.30 in 100-lb. barrels; cornmeal, \$2.50; split peas, \$3.25 to \$3.50; pot barley, \$3.25 to \$3.50.

DON'T FORGET . . .

to give us a trial when shipping produce. We can assure you of highest prices and prompt returns.

Graham, McLean & Co.

Produce Commission Merchants
77 Golborne St. TORONTO.

ESTABLISHED 1892.

Butter and Eggs WANTED NOW!

Rutherford, Marshall & Co.

General Produce and Commission Merchants

62 FRONT ST. EAST, - TORONTO.

Egg Cases supplied on application.

Correspondence Solicited.

W. N. LAZIER

Box 341, VICTORIA, B.C.

Agent for . . .

REMINGTON MACHINE CO.

Refrigerating and Ice Machines. Complete Plants Installed for all Purposes. Robb Engineering Co. Economic Boilers. High Speed and Corliss Engines. Complete Plants Erected. All work guaranteed.

THE MOUNT ROYAL MILLING & MFG. CO.

have received their first supplies of New Crop Rice, and have now ready for delivery the following

NEW GRADES OF RICE:

"N.J." Burmah "Royal" Patna
"Crystal" Japan "Imperial" Seeta Patna

Also the following New Grade, well worth the especial attention of consumers:

"J" Seed Java "Polished" Patna

D. W. ROSS CO.

514 Board of Trade Bldg. MONTREAL

WILLIAM EVANS

Seedsman to the Council of Agriculture for the Province of Quebec.

WAREHOUSES:

89, 91 and 93 McGill St.,
104, 106 and 108 Foundling St.,
and 42 Norman St.

Montreal.

SEND FOR CATALOGUE.

4TH Brand HAMS, BACON, LARD

All finest quality.

T. R. F. CASE, SEAFORTH, ONT.

DRINK LIPTON'S

Awarded the HIGHEST HONORS at the
WORLD'S FAIR.

Over 1,000,000 packets sold weekly
in England.



TEA

WE HAVE BEEN APPOINTED
AGENTS FOR TORONTO
FOR _____

Lipton's
Ceylon Tea



THEY HAVE THE
LARGEST SALE
IN THE WORLD

- No. 1—Costs retailer 35c. per lb., sells at 45c.
- No. 2—Costs retailer 28c. per lb., sells at 35c.
- No. 3—Costs retailer 22c. per lb., sells at 28c.

PACKED IN 50-LB. CANS

½ and 1-lb. packets, assorted equally

The EBY, BLAIN CO. Ltd.



Two Japans

In half-chests, at **10** and **14c.** Good sweet-drawing teas. NOTE—We have the largest and best assorted stock in **Canada** of **Indian** and **Ceylons.**

WE DEFY COMPETITION IN PRICES AND QUALITY

Samples on application.

Canned Goods

"COLUMBUS" BRAND CALIFORNIA 3's, following variety: Peaches, Pears, Plums (Green Gage, Gold Drop or Egg), Apricots, Muscat Grapes, White Cherries and Nectarines. Guaranteed the **finest goods** packed in California. Cases 2 doz.—**SPECIAL PRICES.**

Corn and Tomatoes

We are prepared to quote you exceptionally low prices for these f.o.b. factory.

STOCK GUARANTEED

Cleaned Currants

"Kalamos" Brand, in cases. A snap—only a limited quantity, **4½c.**

Stower's

Preparations are the healthiest, most delicious and popular summer beverages on the market.

NO MUSTY FLAVOR

They are well advertised throughout the country and are sure to lead all other beverages this summer.



YOU Should Have Them

We are the Wholesale
.. Agents ..
Special Quotations for
Quantities.

Wholesale Importing and
Manufacturing Grocers

TORONTO, ONT.

SOMETHING NEW : GRAHAM CRACKERS

Put up in attractive, neat 1-lb. packages, perfectly air-tight.

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

SALT.

Trade is more local in character than it was, but there is a good volume of business passing, notwithstanding. A good many shipments on cheese factory account are going out. We quote at Toronto: In carload lots, \$1 per barrel, and 60c. per sack; in less than carload lots, \$1.50 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, WOOL AND TALLOW.

HIDES — Unchanged, with limited demand. Dealers pay 5c. for No. 1, 4c. for No. 2, 3c. for No. 3. Cured hides quoted at 5½c.

CALFSKINS—6c. for No. 1 and 4c. for No. 2. Sheepskins are firm at \$1.10 to \$1.25.

WOOL—Trade dull and prices unchanged. New fleece, 18 to 20c., and unwashed, 11 to 12c. Pulled supers are 20 to 21c., and extras, 22½ to 23c.

TALLOW—Unchanged at 3½ to 4c. for rendered and 1¼c. for rough.

PETROLEUM.

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

MARKET NOTES.

Butter is about 1c. per pound cheaper than it was a week ago.

The market is stronger on Rio coffees, and the better grades are scarce and difficult to get.

A good many strawberries from Tennessee and Arkansas are arriving on the Toronto market, and they sell at from 17 to 18c. per box.

Warren Bros. & Co., who are interested in the Imperial Lumber Co., have been notified that their mill at Warren has been destroyed by fire.

The Toronto agents of the Windsor Salt Works report that the recent accident to the machinery has been repaired, and that orders are being filled as fast as possible.

QUEBEC MARKETS.

MONTREAL, May 14, 1896.

GROCERIES.

THE week has presented few striking features, though the volume of jobbing trade as a whole is fair. Among the staple lines sugar fails to show any life, and stocks in refiners' hands continue ample. Teas continue quiet in a large way, but the jobbers report more demand this week from both city and country retailers. Molasses has been sold to arrive at rather better prices, but demand is dull. Syrups continue motionless, and the same can be said of coffees and spices. In dried fruit a moderate jobbing trade is passing, while values on all lines are steady under light stocks. Canned goods continue much as they were, except that packers of canned meats notified jobbers of a decline this week. In other lines there have been no features.

SUGAR.

There is no change in the sugar market. Outside advices on raw have shown some irregularity, but the fact has had no influence whatever on local values for refined. Demand is moderate, both jobbers and retailers confining their operations to actual wants. At New York, both raw and refined have fluctuated, but more recent advices from abroad indicate a steadier tendency in Great Britain for both cane and beet. Two cargoes of raw arrived here during the past week for the two local refineries, whose stock of refined, however, is still ample. It is this latter fact which has had more to do with preventing higher prices during the the spring than anything else. We quote: Granulated, 4¼ to 4¾c., and yellows, 3½ to 4¼c., as to quantity and quality.

SYRUPS.

There is only a slow demand for syrup, and prices are nominally unchanged. Stocks are not heavy, and this tends to check reaction, which might come in the continued absence of demand. We quote: Bright grades, 2¼ to 3c., and dark 1½ to 1¾c.

MOLASSES.

The molasses market continues much as it was a week ago. Some recent contracts have cost rather more at the Islands, viz., 13c., which means a laid-down cost that is almost the equivalent of the selling price fixed by the Guild on new Barbadoes to ar-

rive. We quote ex store: Barbadoes, 35 to 36c.; Porto Rico, 34 to 35c.; and new Barbadoes to arrive 31c. car lots and 32c. in smaller quantities.

RICE.

The rice market is fairly active, and the new basis of prices on new crop goods was given this week by the mills. They are as follows: Crystal Japan, \$4.75 to \$5; standard B., \$3.45; polished Patna, \$4.75 to \$5; Carolina, \$6.50 to \$7.50; and Java \$3.75 to \$4.

SPICES.

This market continues quiet, the demand being confined solely to small jobbing lots. We quote: Pure black pepper, 10 to 12c.; pure white, 15 to 22c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; ditto, best, 28 to 30c. per lb.; all-spice, 10 to 14c.

COFFEE.

There is very little demand for coffee, the market ruling precisely as it did a week ago. In a jobbing way we quote: Rio, 16½ to 20c.; Maracaibo, 18 to 21c.; Java, 28c.; and Mocha, 29 to 32c.

TEAS.

There is little of moment to report in the tea market in a wholesale way. Jobbers, however, note a better demand from retailers, and while it shows signs of keeping up, a generally better tone is manifested. We quote: Young Hysons 10. to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45 for high grades; China Congous, 11½ to 18c. for mediums, and 25 to 55c. for high grades; Japans, 12 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for higher grades.

DRIED FRUIT.

The California raisin market has ruled quiet and firm. Stocks of all grades are light here, and the small lots that arrived recently are all absorbed. We quote: 4-crown, 6¼ to 7c.; 3-crown, 5½ to 6c., and 2-crown, 4¼ to 4¾c.

Valencia raisins in first hands have been almost cleaned out, and any that jobbers have they want for their own trade, so that the reserve stock is small. We quote: Common, 4½c.; fine, 5c.; selected, 5¼ to 6c., and layers 6 to 6¼c.

The Sultana raisin market is firm, the price being higher, at 5¼ to 6¼c. Advices from abroad on these continue steady.

There is no change in currants. We quote: Barrels, 4 to 4¼c.; half-barrels, 4½ to 5c., and cases, 4½ to 5½c., as to grade.

"STRATHROY"
CANNED GOODS



BEARDSLEY'S SHREDDED CODFISH
TRADE MARK

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

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

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

You pay your doctor, not for his prescription, but for knowing how to prescribe. The mere ingredients are cheap enough, but a wrong selection would be fatal; so in using COTTAM'S BIRD SEED with BIRD BREAD your customers buy, not merely the contents of the packet, but with it the skill and experience of a lifetime among birds. No other seed can give this. Any wonder that C. B. S. is popular? Sold by all wholesalers.

The stock of prunes here is very light, and any small lots of California that have arrived have been absorbed. We quote: French, 5 to 5½c., and Austrian, 6 to 6½c. California and Oregons range from 5½ to 12c.

Figs are quiet and firm. Bags, 4¼c.; ordinary boxes, 8½ to 9c., and fancy, 12 to 17c.

Dates range from 4½ to 5c., with little doing.

NUTS.

No special features to note, prices ruling steady. We quote: Grenoble walnuts, 11½ to 12½c.; filberts, 7½ to 8c.; Tarragona almonds, 11½ to 12c.; pecans, 8 to 12c., and shelled walnuts, 15 to 19c.

CANNED GOODS.

The canned goods market is quiet on the whole. In corn the low prices ruling in the west are not available here, 60c. being the outside figure, but Quebec brands of tomatoes are offering down to 70c. The packers of canned meats gave out a new list of prices this week. They show an average decline of from 10 to 25c., according to the size of the package. In other lines there is no change. We quote as follows: Tomatoes, 70 to 80c.; corn, 60 to 65c.; peas, \$1 to \$1.10 for ordinary; sifted select, \$1.25 to \$1.35; extra sifted, \$1.45 to \$1.50; 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, \$1.90 to 2.25; pumpkins, 75 to 85c.; salmon, "Horseshoe," \$1.45; "Maple Leaf," \$1.35; "Lion," \$1.37½ to \$1.40; Lowe Inlet, \$1.27 to \$1.30, in tall tins; cohoes, \$1.15 to \$1.20; canned mackerel, \$1.15 to \$1.20; lobsters, \$1.80 to \$2.10, for tall tins; flats, \$2.35 to \$2.65; half-tins, \$1.45 to \$1.50; Canadian canned beef, 1's, \$1.25 to \$1.35; 2's, \$2.15 to \$2.25; 6's, \$7.25 to \$8; 14's, \$15 to \$16.50.

GREEN FRUIT.

The sale of the Fremont's lot last week and the Flambro's during the present week attracts all the attention. Until these sales are over jobbing prices on oranges and lemons are difficult to fix. We quote: Apples, \$4.50 to \$5; dried do., 3 to 3½c.; evaporated, 5½ to 6c.; bananas, \$1.25 to \$2; pineapples, 9 to 20c., and strawberries, 15 to 20c.

FISH.

There is little change in fish. We quote as follows: Fresh haddock, 2½c.

A. T. CLEGHORN

General Commission Agent

Correspondence solicited. LONDON, CAN.

Consignments of

BUTTER, EGGS and all kinds of Produce

handled to the best advantage
Prompt returns.

H. F. PRICE 102 Foundling Street
MONTREAL

CONSUMERS WANT IT

Don't fail to order at once from your wholesaler, a case of



BROCK'S BIRD SEED Prepared by

NICHOLSON & BROCK - TORONTO

HAMS BREAKFAST BACON LARD

OUR WELL KNOWN BRAND

Write for prices.

WM. RYAN

70 and 72 Front St., East, TORONTO

S. K. MOYER,

COMMISSION MERCHANT

Wholesale Dealer in . . .

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

76 COLBORNE ST., TORONTO, ONT.

Meats and Pure Lard

(MAPLE LEAF BRAND)

CHEESE—New and Old.

D. GUNN, BROS. & CO. TORONTO

Dawson & Co.

FRUIT PRODUCE

and COMMISSION MERCHANTS

32 WEST MARKET STREET

Consignments Solicited TORONTO.

GEORGE McWILLIAM. FRANK EVERIST.

TELEPHONE 645.

McWILLIAM & EVERIST

GENERAL . . . FRUIT Commission Merchants

25 and 27 Church street, TORONTO, ONT.

Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.

All orders will receive our best attention.

PURE LARD

- 60-lb. tubs
- 20-lb. pails
- 3-lb., 5-lb., 10-lb. tins
- 1 lb. (most popular package)

Write for special prices for lots.

F. W. FEARMAN

HAMILTON

Fancy California Washington Navel and Seedling

ORANGES

Choice and Strictly Fancy Lemons PRICES
Finest Bananas RIGHT

Arriving Weekly

HUGH WALKER & SON, Guelph, Ont.



IF YOU CANNOT SATISFY

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

Lumsden Bros., Hamilton, Ontario

Our Reputation

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

"KENT"

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

THE . . .

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

There Isn't on This Continent, or any other, a factory that can turn out a better article than our

Tomato Catsup

It is made from the best recipe known, and nothing is put into it that is not first-class in quality. Send us a trial order.

T. A. Lytle & Co.

Vinegar Manufacturers,
TORONTO

EWAN & CO.'S

"Lion" Salmon

Undoubtedly the finest red Sockeye fish packed.

JOHN SLOAN & CO.

Wholesale Grocers TORONTO

Prunes

FRENCH AND BOSNIA BAGS AND CASES AT PRICES UNPRECEDENTED A SPLENDID LEADER

WARREN BROS. & CO.

Wholesale Grocers,
35 and 37 Front St. East, Toronto.

California Fruit

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

AT ROCK BOTTOM PRICES

T. KINNEAR & CO.

Wholesale Grocers
49 Front St. E., TORONTO.



50 Casks
Best
Imported
Chicory

EWING, HERRON & CO.

Coffee and Spices
. . . MONTREAL

CLARK'S CANNED MEATS

GUARANTEED "THE BEST"

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

W. CLARK - Montreal

HALLOWEE DATES . . .

A shipment just to hand

PERKINS, INCE & Co.

TORONTO.

Received Ex. Montevideo 500 Half-Cases

FINE CASSALINA

Patras Currants

Ask for samples and prices.

SMITH & KEIGHLEY

9 Front St. E. TORONTO.

fodder make arrive and are taken locally from 7 $\frac{3}{4}$ c. up.

BUTTER—The butter market does not show any radical improvement. Receipts of grass creamery are reported, but they can hardly be full goods, for there must be some fodder grass among the lots. For these 15c. was mentioned as the price, but despite this any buyers of a quantity could secure goods at 14c.

ASHES.

There is no change in ashes, business ruling quiet. We quote first pots, \$3.50; seconds, \$3.25, and pearls, \$4.75.

MONTREAL NOTES.

The quotations are now out for new crop rice.

The first cargo of new crop Barbadoes molasses is expected here during next week.

Cables from London quote Sultana raisins 5s. higher, or an advance of about 1 $\frac{1}{4}$ c. per lb.

Medium black teas ranging from 12 to 14c. per lb. are quite scarce on the Montreal markets.

The first offers of new pack canned salmon have been made on the Coast at \$4.50 per case.

Recent contracts for new crop Barbadoes molasses will mean a higher cost laid down Montreal than previous deals.

As will be noted in our market report, the meat packers have just issued a modified scale of prices to govern jobbing sales.

The market is almost bare of California dried fruit, and it would cost more than ruling spot prices to lay down either 2, 3, or 4-crown fruit.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., May 14, 1896.

THE past week has been a busy one. In all lines a good movement is reported with collections fairly good. During the spring but few bad debts have been reported by our wholesale grocery men. Markets show but few changes. Cheese comes in for a good share of interest at present. The factories in these provinces are buying their supplies and are anxiously asking the prospect for the coming season. Last season was not successful, and, following the more successful season, was very disappointing, particularly to the new factories. Less will be paid for milk this season. It is hoped factories will sell their early cheese at the market price, this being the only way they can have success. In lumber, which is such an important interest, except that some few drives are hung up and will stay up unless we have heavy rains soon, the outlook is quite bright, there being good demand at fair prices. A great change in the quality of molasses sold is noticed. More Porto Rico will come here this season than perhaps ever before.

OIL—There is still very light movement. Quite a large proportion of the oil moving is lubricating. We quote: American burning oil, 22 $\frac{1}{2}$ c.; best Canadian, 20 $\frac{1}{2}$ c.; prime, 18c. No charge for barrels.

SALT—At time of writing two cargoes are hourly expected by sailer. Fair stocks are

still held here. Quantity sold during the spring has been very large and a good demand at easy prices is still noticed. Several cars of Canadian have arrived during the week. Quantities ex ship's side could be bought below quotations, and those wishing salt would do well to buy while landing. We quote: Coarse, 48 to 50c.; fine factory-filled, \$1.10; 5-lb. bags, \$3.25 per bbl.; 10-lb. bags, \$3 per bbl.; 20-lb. boxes, 20c.; 10-lb. boxes, 12c.; cartoons, \$2 per case of 2 doz.; salt, bulk, \$2.65 to \$2.70 per bbl.

CANNED GOODS—New salmon are being talked of. It looks as if prices would be firm, opening at about same figures as last season, \$4.25 to \$4.50 f.o.b. Coast. In different lines there is good demand. Large sized canned beef does not have the sale it did a few years ago. Lobster holds firm, present stocks being light and new pack held firm at higher prices. There is a fair catch reported, but even in fresh price is higher than last season. In vegetables and fruits there is no change noted in price, though both tomatoes and peas are held firm, particularly the latter. We quote as follows: Corn, 80 to 90c.; peas, 95 to \$1; tomatoes, 90 to 95c.; gallon apples, \$2.20 to \$2.25; corned beef, 2-lb. tins, \$2.40 to \$2.70; 1-lb. tins, \$1.50 to \$1.60; oysters, 2's, \$2 to \$2.25; 1's, \$1.60 to \$1.65; peaches, 3's, \$2.45 to \$2.85; 2's, \$1.90 to \$2; pineapple, Canadian pack, \$2 to \$2.40; salmon, \$1.40 to \$1.50; lobsters, \$2; haddies, \$1.30; clams, \$5 for 4 doz.; chowder, \$2.75 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1; kippered herring, \$1.10.

GREEN FRUIT—With small fruits coming to hand merchants are busy. Prices tend easier from week to week. Florida tomatoes are to hand, which, though small, are sound. Rhubarb is arriving freely and finds good demand, the quality being good. Strawberries arriving during this week have been in better condition. Demand is limited. California oranges are a drug, there being no demand. Valencias are being well cleaned up, good quality being hard to get. Pineapples are rather lower. Bananas are arriving in large quantities. We quote: Lemons, \$2.50 to \$3; Valencia oranges, \$5.50 to \$6; California do., seedlings, \$2; navels, \$3; Messina oranges, \$3.50 to \$3.75; blood oranges, \$2 to \$2.50; pineapples, \$2 to 2.40; cranberries, \$3.25 per box; bananas, \$1.50 to \$2.50; tomatoes, \$2.75 to \$3 per crate; strawberries, 18 to 20c. per box; rhubarb, 4 to 5c. per lb.

DRIED FRUIT—Peels begin to have attention. Prices quoted are rather above last year, while quality is spoken of as likely to turn out better. Dried apples from Nova Scotia are arriving freely, but there is no movement. A few cars could be bought at any reasonable offer. Evaporated apples have had more inquiry during the past week, but price is low. Onions move freely. Bermudas have the chief movement at present, though Spanish are beginning to arrive. Qualities and prices of California prunes are many, and market later looks firm, but at present movement is dull. There is a quantity of French and Bosnia here. In evaporated California movement is very light. There is quite a large stock of cocoanuts held here. We quote: Valencias, 4 $\frac{1}{2}$ to 5c.; layers, 5 $\frac{1}{2}$ to 6c.; California L. M. 4-crown, 6 to 7c.; 3-crown, 5 to 6c.; London layers, \$1.70 to \$1.85. Currants, bbls., 3 $\frac{3}{4}$ to 4c.; cases, 4 $\frac{1}{4}$ to 5c.; cartoons, cleaned, 7 $\frac{1}{2}$ c.; bulk, cleaned, 6 $\frac{1}{2}$ c.; prunes, kegs, 4c.; boxes, 6 to 7c.; half-boxes, 7 to 8c.; dates 4 $\frac{1}{2}$ to 5c.; dried apples, 5c.; evaporated apples, 6 $\frac{1}{2}$ to 7c.; California

evaporated peaches, 8 to 13c.; apricots, 12 to 14c.; pears, 12 to 14c.; onions, \$1 to \$2; Bermuda onions, \$1.50 to \$1.75 per crate; cocoanuts, \$3 to \$4.50 per 100 lbs.; figs, 9 to 10c.; Sultana raisins, 7 to 8c.

DAIRY PRODUCE—Last week it was eggs; this week it is butter that is off, decline being two to four cents, both in creamery and dairy. New Canadian arrives freely, but only best quality shows movement. Prospects are for lower prices. In eggs, many retailers are still selling at three dozen for 25 cents. It is reported cases have been sold at 7 cents, but 8 $\frac{1}{2}$ cents is the market price. There is a fairly good demand. Dealers will find it to their advantage to not hold stocks, even at the low prices, as bad stock kills all demand and keeps price down. New cheese is to hand. Prospects are for a rather better market than ruling for some time. Old is dull. We quote: Common dairy butter, 15 to 16c.; dairy, 17 to 18c.; new creamery prints, 20 to 22c.; cheese, 8 to 9c.; creamery, tubs, 18 to 20c.; eggs, 8 $\frac{1}{2}$ c.

SUGAR—Everyone is asking why it does not advance, but no advance is noted. There is a fair demand, with prices held firm. We quote: Granulated, 4 $\frac{3}{4}$ to 4 $\frac{1}{2}$ c.; yellow, 4 to 4 $\frac{3}{4}$ c.; Paris lump, 5 $\frac{1}{4}$ to 5 $\frac{1}{2}$ c.; powdered, 5 $\frac{1}{4}$ to 5 $\frac{1}{2}$ c.

MOLASSES—There is just a fair movement. West India steamer is due, and Barbadoes landing will cost lower than any yet here. There is also a large quantity of Porto Rico due. This molasses is coming into much more general use. The St. Croix, so far to arrive, has been nice quality, being held at higher price than Antigua. Syrup shows no demand. New Orleans continues firm. We quote as follows: Barbadoes, 31 to 32c.; Porto Rico, 34 to 36c., bbls.; New Orleans, 30 to 36c.; syrup, 36 to 38c.; Antigua, 28 to 29c.; St. Croix, 29 to 30c.

FISH—Gaspereaux are still of chief interest. Catch has so far been a fair average, and there is good demand, large quantities being used for bait. A few shad are being caught. They will soon be in much larger supply. Salmon are still rare. The few caught sell high. There is fair business in dry, while pickled are dull. Lobsters are in fair supply and sell freely at quotation, being about half a cent higher than last season. There is only a light demand for boneless, and sale of the prepared fish in cartoons is light. Market is rather overstocked. Price is rather high, and quality of some not what it should be. We quote as follows: Large cod, \$3.60 to \$3.75; medium, \$3 to \$3.25; pollock, \$1.25 to \$1.30; bay herring, \$1.25 to \$1.30 per half-bbl.; new smoked, 4 to 5c.; Canso, \$4 to \$4.50 per bbl.; shad, half-bbl., \$5; Shelburne, \$2.50 to \$2.75 bbl., \$1.65 half-bbl.; boneless, 2 $\frac{1}{2}$ to 8c.; fresh Gaspereaux, 50 to 60c.; smoked do, 90 to \$1; fresh shad, 25 to 30c.; salmon, fresh, 20 to 25c. per lb.; shad, 35c.; lobsters, 6 $\frac{1}{2}$ c.

PROVISIONS—The market continues easy with but light demand. Stocks are quite ample. In pork and lard they are large. In mess pork quotations are being received from Prince Edward Island, but little if any island pork is here. As the season advances there is an inclination on the part of the dealers to handle less smoked meat. So far, however, a good demand has been noted. We quote: Clear pork, \$15 to \$15.50; mess, \$14 to \$14.50; beef, \$13 to \$14; domestic mess pork, \$14 to \$14.25; hams, 10 to 11c.; rolls, 8 to 8 $\frac{1}{2}$ c.; pure lard, 9 to 9 $\frac{1}{4}$ c.; compound, 7 $\frac{3}{4}$ to 8c.

HAVE YOU GOT IT?



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

FLOUR, FEED, MEAL AND SEED—Flour shows little change, and in spite of the talk about higher prices they do not come. Manitoba keeps well down to the price of Ontario, which causes it to be more largely used than ever. A rather better demand is noticed for feed flour. Oatmeal moves slowly on an even market. Oats are held rather firmer. P.E.I. people are still above the market. New Brunswick oats can be bought about 3c. lower than Ontario, but find no sale here. Beans are firmer. Cornmeal remains easy at the low figure. Hay is coming down river since the ice got out, and is rather easier. Barley and split peas are both quoted low, but there is no large demand. Large quantities of seed continue to arrive, the sale this season being very large. We quote as follows: Manitoba, \$4.60 to \$4.65; best Ontario, \$4.50 to \$4.60; medium, \$4.40 to \$4.50; oatmeal, \$3.25 to \$3.50; cornmeal, \$2.00 to \$2.10; middlings, \$19 to \$20 on track; bran, \$18 to \$19; hand-picked beans, \$1 to \$1.10; prime, 90c. to \$1; oats, 34 to 35c.; hay, \$11 to \$13; barley, \$3.65 to \$4; round peas, \$3.50 to \$3.75; split peas, \$3.50 to \$3.75; yellow-eye beans, \$1.75; buckwheat, native, \$1.30 to \$1.35; American timothy, \$2; Canadian timothy, \$2.75; red clover, 9 to 9½c.; alsike, 9¼ to 9½c.; mammoth, 9¼ to 9½c.

ST. JOHN NOTES.

"La Delicatesserie" is being put on this market.

St. John now has a manufacturer turning out an all-tobacco cigarette. It is giving good satisfaction.

It now looks as if we could have cream on our strawberries this summer, which fact will

be much appreciated. The price here has been reduced from 40 to 30c. per quart.

C. & E. Macmichael, ever on the outlook for the newest and best, have added to their other lines Williams' East India pickles.

Navigation between New Brunswick and Prince Edward Island is now fully open, which is good news, particularly for merchants on the Island.

A new law is noted in the Inland Revenue Department. Cheques have to be made out payable to the order of the bank at which they do their business on the account of the Receiver General.

The West India this week had some 850 packages molasses, as follows: 700 Barbadoes, 50 St. Croix, 70 Antigua, 25 Trinidad. She also brought 200 bags cocoanuts, and 1,000 crates Bermuda onions.

Butter is to be shipped this week by the Sussex Dairy Co. to Bristol, Eng. Our cheese have a name in that market of which we are proud. There is no reason why our butter should not have the same. The result will be watched with interest.

VISIBLE SUPPLY OF COFFEE.

The visible supply of coffee in the United States is 160,406 bags less than it was this time last year, and 89,546 bags less than it was two years ago. The steamer Noordland arrived at New York Monday with 925 bags Santos. The stock of coffee in Havre is 474,000 bags, including 269,000 bags Brazilian, against 478,000 bags last week, of which 275,000 bags are Brazilian.

A GOOD RISK.

After moving a large stock of goods into a building in the wholesale district, the owners learned that they could get no insurance.

The building was on the "black list" of the insurance companies, because one of the tenants had already been burned out four times under suspicious circumstances, and apparently with pecuniary profit to himself.

It was, therefore, impossible for this tenant to get insurance from any company, and the boycott went so far as to include any building that harbored him or his stock of goods. The business concern that had moved into the "blacklisted" building was disturbed. The head of the firm went to an insurance agent and said:

"I wish you could arrange it in some way to insure our stock."

"I am sorry," replied the agent; "but the companies have no confidence in that man on the floor above."

"He can't get insurance, eh?"

"Not a cent's worth. They're onto him all along the line."

"Well, do you think there's any danger of a fire in that building as long as he's not insured?"

"Well, I should say not. I never thought of that before."

The firm received its policy at once.—Chicago Record.

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

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

**IRELAND NATIONAL
 FOOD COMP
 Toro**

ROUNTHWAITE, MAN., April 22, '96

DEAR SIRS,

Please send another case to the Pure Gold Mfg. Co. for me, to be shipped with goods from them. There is no trouble in selling your brand; it sells itself.

Yours truly,

E. S. SHEARER

TO SEE THE TZAR'S CORONATION.

LATE advices from Mr. Eddy, who was then at Karlsbad, tell of his intention to be present to witness the coronation of the Tzar of all the Russias, which event is soon to take place and about which so much has been read and heard of. The gorgeousness of the ceremony and prodigality of wealth in direct contrast to the poverty and slave-like existence of the Tzar's subjects makes this event all the more interesting, and the international importance attendant upon it is such that ambassadors and representatives from all the courts and republics in the world will be witnesses. Li Hung Chang, with his famous peacock feather and numerous retinue, will represent the Chinese Empire.

Had Canada been an empire or a republic, necessitating sending someone to represent her at this coronation, it would perhaps have been difficult to have chosen a better man than Mr. Eddy. Mr. Eddy is a good

specimen of the shrewd, successful Canadian, and will well represent this country, even in an unofficial manner.

Mr. Eddy at first proposed attending the Derby this spring, but says that the Derby happens every year, and as the coronation of a Tzar is not likely to occur again in his lifetime he chose the latter this year and hopes to "do the Derby" next year and thereafter.

REVISED PSALM OF LIFE.

At twenty, when a man is young, he thinks he knows it all; he likes to wag his active tongue and exercise his gall; he struts around in noble rage; the world is all his own; he laughs to scorn the world of age, and lists to self alone. He wears a window in his eye to see his whiskers grow; he thinks the ladies pine and die because they love him so. At forty, as you may suppose, he's knuckled down to biz; 'tis not till sixty that he knows how big a chump he is.—Ex.

BETTER THAN A SCRAP BOOK.

EDITOR GROCER,—I noticed a communication in GROCER re making a scrap book of all good things in advertisements for future use. I would suggest something better and more up-to-date, viz., keep your subscription paid up for THE GROCER, and in every issue you will find material enough for all the advertising you may want and the correct way to set it up to make it attractive. In this way all you have to do is to write up your ad. and send it along with your GROCER to the printer, who readily gets the idea how to set it up. In this way the work is made easy for both. And yet another idea: You will always be advertising the proper goods at or in the proper season.

Friend Cameron, your pleasing representative, called on us this week, and he coincides with our views, and will be glad to receive your subscription for the now very popular paper, THE GROCER.—Yours, etc.,

JNO. H. LAUGHTON.

Parkhill, Ont., May 9.

**Canned meats
 for camping parties**

Will soon be in brisk demand. Not only do campers appreciate our meat dainties, but house-keepers generally are using them largely during the warm months. We put up Potted Chicken, Duck, Turkey, Pigs' Feet, etc. Shall we send you our list?

All wholesalers
 keep our goods

Delhi Canning Co., Delhi

ZIMMERMAN'S

Dandelion Coffee

A boon to dyspeptics.
The best tonic beverage
for breakfast.
Most perfect preparation
of dandelion offered.

Todhunter, Mitchell & Co.

Sole Manufacturers Patent Process
Prepared Coffees

TORONTO, CANADA

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. West, Toronto

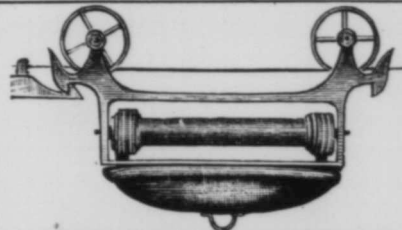
Union Mutual Life Insurance Co.
OF PORTLAND, MAINE

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

MAINE NON-FORFEITURE LAW

WALTER I. JOSEPH, Manager

Room 2, 162 St. James Street, Montreal



CHAMPION CASH RAILWAYS

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

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



This is a cut of our high Grocer Refrigerator which we
make in three sizes. We also have two sizes in a low style
of Grocer Refrigerator and in point of workmanship and
efficiency cannot be excelled in this or any other country.
We make them for Butchers', Grocers', Hotel and Family
use. Call and see them or send for catalogue.

JOHN HILLOCK & CO.
165 Queen St. East, Toronto.

TRADE CHAT.

OWEN SOUND has had an increase
in population of 242, making a
population now of 7,703. The as-
sessment is close on to three millions.

The merchants of Woodstock had a busy
day on Saturday, many of them doing the
largest trade in a single day in a long while.

The Methven (Man.) correspondent of The
Winnipeg Free Press writes: "There is a
grand opening for a general store here.
Since S. Copleman moved away last fall
most of the residents and surrounding farm-
ers have dealt in Wawanesa and Rounth-
waite."

The Hamilton Board of Trade has ap-
pointed Messrs. A. T. Wood, F. C. Bruce,
W. H. Gillard, and John A. Bruce to repre-
sent it at the great Congress of Chambers of
Commerce in London. Mr. Wood will sail
on May 20th, and the other gentlemen on
June 15th.

Brantford fruit dealers have petitioned
the City Council to prohibit the sale from
door to door of foreign fruit and other wares
in that city. They claim that the \$40 license
fee imposed in Hamilton drives many Ital-

ians from that city to the former, and that
the business of regular store keepers is seri-
ously interfered with.

The merchants of Wyndham street,
Guelph, are complaining of the poor ac-
commodation they are receiving for the
amount they are paying for street watering.
They state that the time between each trip
made by the carts is so long that the roads
are allowed to dry up.

The demand for freight cars to ship wheat
from interior elevators to Fort William is
now very great. Monday night applications
were received at the offices of the C. P. R.
in Winnipeg for 600 cars. The demand
came from grain dealers who have wheat
stored in the elevators and not from farmers
who are desirous of selling. The farmers
are not making any deliveries at present.

The Hamilton branch of the W.C.T.U.
has decided to petition the Council to issue
no grocery licenses in Hamilton after the
expiration of the present licenses. It was
resolved that every available means should
be used throughout the year to make the
petition successful, and as a first step it was
unanimously carried, that after May, 1897,
no member of Hamilton Union shall patron-
ize any licensed grocer.

TEST ALL THINGS.

The merchant who takes the trouble to
weigh, count, or gauge everything he buys
can often undersell the dealer who con-
sidered it a waste of time to thus check the
shipper's billed figures, says an exchange.
It is not that many shippers are occasion-
ally subject to fits of dishonesty, but that
mistakes are liable to occur in the most care-
fully conducted shipping department, and
quite often errors of this character will be
found to favor the interests of the jobber
or manufacturer. Take nothing for granted
when goods are received, and don't forget
to examine the quality of the consignments.
Remember, that the articles you send out
are advertisements of your business.

BANKRUPTCY LAW IN THE U.S.

The Senate Committee on Judiciary, to
which was referred the House Bankruptcy
bill, has reported the measure to the Senate,
with an amendment, striking out all after
the enacting clause, and substituting the bill
heretofore reported to the Senate. The
House bill provides for both voluntary and
involuntary bankruptcy, and the Senate bill
for voluntary bankruptcy only.

INDIAN &
CEYLON TEAS

G.F. & J. GALT

42 SCOTT ST. TORONTO

BOOK ON TEA BLENDING
MAILED ON APPLICATION

HINTS TO BUYERS.

DAWSON & CO. are in receipt of a shipment of 1,000 boxes of "Canada" brand lemons.

H. P. Eckardt & Co. have mackerel in 1-lb. tins. Quality extra good.

Davidson & Hay are offering choice evaporated peaches at a low figure.

Warren Bros. & Co. are offering Bosnia prunes in bags at very low figures.

Rutherford, Marshall & Co. are open to buy large or small lots of fresh eggs.

H. N. Bate & Sons, Ottawa, have just turned into stock a shipment of Hires' root-beer.

Shipments of Chicago potted and canned meats are arriving this week for Davidson & Hay.

A large consignment of Comadra figs, in tapnets, arrived this week for the Eby, Blain Co., Ltd.

The Eby, Blain Co., Ltd., are in receipt of a shipment of dates which, they say, are very fine stock

Davidson & Hay claim to have the best values in the market in low-grade Japan teas arriving this week.

Rose & Laflamme have ex Brazilian next week a consignment of Huntley & Palmers, biscuits. Write for figures.

Lime juice sauce is a new condiment that is being put on the market by Stower. It is peptinized and is a nice article.

The Eby, Blain Co., Ltd., are offering California evaporated silver prunes, in 25-lb. boxes, at a very low figure.

T. J. Cooke & Co., Montreal, have distributed several shipments of Hires' rootbeer to the Montreal trade this week.

Davidson & Hay report a large demand for "Kurma" tea, which they have recently put on the market in a 25c. grade.

H. P. Eckardt & Co. have some very fine quality canned peas, Boulders' and Belleville Canning Co.'s selected Early June.

"Our 'Gladstone' pickles are meeting with great favor with those who want a cheap pickle," report the Eby, Blain Co., Ltd.

Another shipment of Southwell's new season's orange marmalade just in for Frank Magor & Co., Montreal, 1-lb. glass and 7-lb. jars and tins.

A confection in cheese "La Delicatessen" is being offered in pots by Lucas, Steele & Bristol at \$2.35 per dozen, or \$2.25 in cases of 3 dozen each.

The brass tea scoops which go with Lucas, Steele & Bristol's "Potmahoff" blend of tea are particularly attractive in appearance and most useful.

The Scotch are credited with being experts in the manufacture of marmalade. T. A. Lytle & Co. make theirs from a famous Scotch recipe, and are careful to use nothing

but the choicest Seville oranges. It is not surprising that they find marmalade always in demand.

W. H. Gillard & Co. are showing excellent values in teas. In Young Hysons, Indians and Ceylons, high and medium grades, they are particularly well supplied.

The new fancy white pots in which MacLaren's Imperial cheese is now put up are, according to Rose & Laflamme, largely increasing its sale in Montreal and the east.

The manufacturers of Keen's mustard are sending out some very fine new show cards. The agents, F. Magor & Co., Montreal, will be pleased to send to the trade on application.

Merchants looking for Gunpowder tea in half-chests or caddies, choice Oolong in boxes, finest Ting Ling Darjeeling tea in half-chests, can procure some from Lucas, Steele & Bristol.

W. H. Gillard & Co. are receiving orders for Pilgrim's summer beverages (ginger ale, etc.), at the rate of from 150 to 200 cases per day, which should argue well for the quality of this manufacture.

The "latest fad" in gelatine, Knox's acidulated pulverized, is for sale by Lucas, Steele & Bristol. It can be dissolved in two minutes. It has already a large sale in Hamilton amongst the best grocers.

"During the warm weather we will send large sample tins of Robinson's patent barley or Robinson's patent groats to any of your customers free," write the agents for these well-known goods, Frank Magor & Co., Montreal.

Laporte, Martin & Cie. expect to receive some time next week the first direct cargo of new crop Barbadoes molasses that will be received in Montreal. They are booking early orders, and this is the time to secure quotations.

W. H. Gillard & Co. direct the attention of the trade to their advertisement on another page, reducing the prices of "Diamond" baking powder; and considering the high quality of the manufacture and the extremely low prices they anticipate a large demand.

The Eby, Blain Co. report the arrival of a large shipment of Crosse & Blackwell's goods, consisting of pickles (new style), marmalade, capers, Parisian essence, jams, jel-

lies, bloater paste, essence of anchovies, shrimp paste, etc.

Laporte, Martin & Cie. call attention to their blends of "Victoria" and "Princess Louise" Ceylon teas; also Mitchell's Scotch whiskies. All three lines are worth inspection, and the firm will quote any reader of THE GROCER regarding them.

Rose & Laflamme have just received a small consignment of Lime Fruit and Tonic Marmalade, also "Lemona," which are something new. They are put up in 1-lb. jars. A line of "Bright" table jellies, in 1-lb. jars, with six flavors, is also on hand.

The
**WESTERN STORAGE
& COMMISSION CO.**

Warehousemen, Manufacturers' Agents
General Commission Merchants

If you wish to buy or sell anything in our market, we will be pleased to hear from you. Reasonable cash advances made on approved consignments.

420 and 422 Ridout St.,

P.O. Box 384.

LONDON, ONT.



Her Expression tells that a good customer is lost. Imitations and cheap official preparations are not "just as good" as the famous HIRES'.

Ask your Wholesale House for it.

Wholesale Agents

T. J. COOKE & CO. | WRIGHT & COPP

20 St. Peter Street
MONTREAL

TORONTO

**Stearns
Bicycle**

The modern wheel for modern wheelers—the lightest of the strong—the strongest of the light.

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

Putting Aside . . .



For the moment, the question of quality of our cheese, do you not think it wise to have in stock the goods that are continually asked for?

If a customer wants MACLAREN'S IMPERIAL CHEESE and finds you haven't got it, it's only natural to suppose he will go somewhere else for it. Any wholesaler can supply you.

Manufactured by **A. F. MACLAREN & CO.** — **TORONTO**



Something New

*East
India
Pickles*

**GOOD SELLER
GOOD PROFIT**

Pronounced by epicures to be the most appetising and delicious pickle ever prepared.

**1 DOZEN
IN A CASE.**

A. E. Richards & Co. Agents for Canada **HAMILTON.**

KNOX'S EGG PRESERVER



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

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

A. E. RICHARDS & CO.

Send for Little Book
On Eggs.

Canadian Agents

HAMILTON, ONT.

Appleton's India & Ceylon Teas

THE "TAPIR" BRAND.
SOLD IN LEAD PACKETS

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



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

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

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

The Largest Creamery in Canada

PUREST & BEST

Is situated at Renfrew, Ont. Their output of Butter has a high reputation. In order to obtain it and keep the quality, they must use the best obtainable ingredients. They use "WINDSOR" SALT exclusively. Under date of December 17th, 1895, Mr. Wright has this to say:—

For your convenience I may add that it is certainly the finest salt we ever used. There may be as good, but I have never used it. It might interest you to know how we came to use it. For many years before starting our Creamery, I used English salt in my dairy, exclusively. Hearing of yours I sent for a sample, which was promptly forwarded, and we used it with our next churning. Although we used the same quantity we had always used, so much greater strength was there in your Windsor brand, that our butter was so salt that we could hardly use it. We then greatly reduced the quantity, and found it to work admirably, and consequently have used it ever since. When we opened our Creamery, Windsor Salt was at once adopted, and we have never had any reason to regret it. The barrels are well made, and being lined with paper it prevents any dirt or dust from getting in. This I consider a very important factor, and so long as you send us the same quality as you have been doing, it will require very strong inducements to cause us to use any other. You will of course understand from this that it was the Windsor Salt we used in our butter which took the Gold Medal at Ottawa in Sept. last.

(Signed) A. A. WRIGHT, Manager Renfrew Creamery Co., Ltd.

Grocers can obtain "WINDSOR" Dairy Salt, from any wholesale house, put up in 50lb. Linen Sacks and in 20lb. White Cotton Bags packed 15 in a paper lined Barrel.

WINDSOR SALT WORKS, WINDSOR, ONT.



A Ceylon Tea Garden

“The development of the Tea industry in Ceylon has been phenomenal. In 1875 the first shipment of 282 lbs. was made; in 1885 the export amounted to 3,796,684 pounds, while last year it reached the enormous total of about 97,000,000 pounds.”

This increase in public favor is due to the wonderful purity, cleanliness of preparation, healthfulness of Ceylon Teas. Every wide-awake grocer in Canada has Ceylon Teas. They are absolutely necessary to hold your tea trade. Once your customers use these teas they will always ask for them. Write your wholesale grocer for Ceylon Teas.

Teas

st.



The Finest Whisky in the World

Is

JOHN DEWAR & SONS'

(Distillers, PERTH, SCOTLAND.)

.. 50 MEDALS ..

Purveyors by appointment to Queen Victoria.
Under competition, the only Scotch drawn at the bars of
Spiers & Pond, Ltd., London, England.
Highest Award International Exhibition, Edinburgh, 1890,
Diploma of Honor and Gold Medal.

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

WHAT BUSINESS IS.

BUSINESS, broadly speaking, writes Joel Benton in Business, the thing which, more fluently expressed, we may call the busy affairs of the world, is almost wholly a development of civilization. Nomadic and primitive people are practically without commerce or even domestic trade. The reason for this is, their wants are reduced to mere sustenance and shelter, their clothing being an almost missing factor, or fig leaf, in warm countries, and a crude covering of the skins of animals in countries that are inclement.

But civilization comes and wants increase. That which merely subserves animal existence in a rough way will not now be sufficient. We have learned what convenience is, and, as conveniences are one after another supplied, we crave luxuries and refinements. Go from an Indian tepee or a Bedouin tent to a first-class modern hotel with a button to press in each room for some appropriate genie to bring you what you wish, and you will see the distance upward the human race has toilsomely traveled.

A Roman emperor is said to have once advertised for a new pleasure. He who can offer this, or the satisfaction of any other new want, will find in his power to do so the key to success. When a tinder-box with its flint, or coals preserved in ashes brought from your neighbor's house a mile away, was the only way to light the morning fire, people did not miss the lucifer match. But now that it is known, the poorest and most abject will not go back to what the rich were obliged to be content with two generations ago.

The lesson of all this history and evolution is that, in ministering to the people's necess-

ities and desires, we must first supply them with "the best"; for a good thing advertises itself. It does even more; it makes your printed story fully credited and thereby doubly emphatic. The pleased customer tells his experience and you gain his friends and acquaintances and finally theirs also in a circumference and area not to be bounded.

But this "best" article must be easy to get; so that you must offer it at a low price or not unreasonably high. "The best," to be sure, is sometimes the cheapest even at a much higher price; but this fact the dealer must take pains to demonstrate clearly. Next to securing a good article there is nothing that pleases the modern purchaser better than obtaining a good bargain. And the purchaser must be pleased.

If a trafficker has his store or goods on some greatly thronged Midway Plaisance he can, perhaps, be a little less particular, as few customers pass twice, and his next day's patrons are from a new throng. But there is a Nemesis, I think, that follows "fleeing," somehow, everywhere, if only in the pernicious habit formed, which will somewhere be tried with sad results, or in vain.

The consumer who keeps trade going will, of course, try to buy the least that will cover his wants. Here the dealer's business is to show a new thing that will promote economy, or make something which the customer has already got to go further by its use—as a patent burner over a gas-jet or some curious damper to a stove. The inventor is constantly supplying those things; so that from nothing in Eden to several thousand things—not less than ten thousand, certainly, now—has the multiplication of human wants gone on.

There will be no stop in the process or

number, unless civilization turns backward. Nor will there be any let-up in the telling how and where these wants can be satisfied. He who does this service, and sets it forth in the best way, will, in that very expressive but slang phrase, "take the cake." For him who scorns publicity there will be public neglect and no "cake" to take.

Diogenes was said to have hunted with a lantern for an honest man. The customer will not look for bargains in this way. If he finds them, it will be because those who have them to offer hang their own lanterns out.

HOE PICKLES AND THE HAM.

Hoe rolled the whites of his eyes from side to side as he related his latest experience to me.

"Y' see, I did a job o' whitewashin' for Mistah Simpson dat keep a grocery store, and w'en he came to pay me he say: Two days at a dollar and a quarter a day makes two dollars and a quarter. I neber make no count till after I get home; but den I see how I done been cheated outer a quarter of a dollar by the transeckshun. Foh lawd-sakesess' neber thought Mistah Simpson'd be de man to cheat a hard-workin' niggah outer dat small sum ob money. I hadn't orter tuk de job in the first place. Orter know'd better—but I dunn. Ef I hadn't white-washed dat cellar, dat big, juky smoked ham would never hab dropped into my old coat. I guess dat Hoe Pickles is ahead ob de game yet. But it am just like dose poor white trash to go an' rob a 'spectable niggah."—New World.

The population of Rat Portage has passed the 3,500 mark, being 3,526 by this year's assessment roll.

is Honest Goods and just
the Thing on Which to
make or Extend a Busi-
ness.



The Best Grocers Make
a point of Keeping it al-
ways in Stock.

The Peoples Building and Loan Association of LONDON, ONT.

Incorporated

Authorized Capital, - \$5,000,000
 Subscribed Capital, - 1,500,000
 Accumulated Capital - 135,000

PERMANENT STOCK.

The first issue of \$100,000.00 of this class of stock has been authorized, and applications for allotment of shares will be received until the 31st of March, 1896. Cost of each share, \$100.00. Shares issued at par. Dividends will be paid semi-annually.

As this issue is limited, intending investors should apply immediately, stating the amount required. The next issue will undoubtedly sell at a premium as was the case with our prepaid stock, which sold at a premium of \$10 per share of \$80 before being retired.

For further particulars and forms of application address:
The Peoples Building and Loan Association
 Molsons Bank Buildings, LONDON, ONT.

WE PAY FREIGHT

We will send to any dealer in Ontario or Quebec, one or five cases of "INSTANTANEOUS TAPIOCA," freight paid, if ordered direct from us before May 31st.

Howe, McIntyre Co.
 MONTREAL, Que.

Price, per case of 50 1-lb. pkgs., \$5 50.

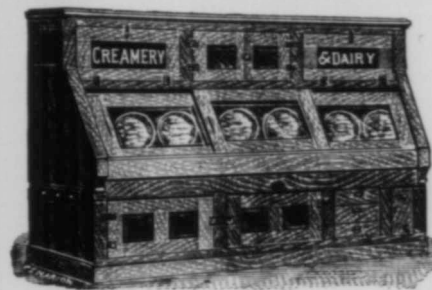
Write us for Prices . .

FOR YOUR SPRING SUPPLY OF . . .

SALT

VERRET, STEWART & CO.
 QUEBEC AND MONTREAL

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

ARROWROOT

In 13-lb. and 6-lb.



REGISTERED.

Hermetically Sealed Tins.

Imported Direct from St. Vincent, West Indies.

Open Pan Salt

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

OPEN PAN SALT . . .

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

. . . WE HAVE IT.

The Canada Salt Association

CLINTON, ONTARIO

Brushes, Brooms
Woodenware

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

Chas. Boeckh & Sons Manufacturers 80 York Street Toronto

MONTREAL BRANCH: - 301 St. Paul Street.

Every Hotel and Restaurant needs

JOHNSTON'S Fluid Beef Cordial

IN 20-oz. BOTTLES

Have you got some to supply the demand?

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

THE JOHNSTON FLUID BEEF CO. MONTREAL.

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

WILLIAM M KEE, general store-keeper, of Orton, has assigned to J. Toteham, of Guelph. The liabilities of the estate are \$2,400.

Stanley L. Read, general merchant, Musquash, N.B., has assigned.

Victor Lemay, saloon, Montreal, has compromised at 13c. on the dollar.

A. Visien, grocer, Quebec, has compromised at 25c. on the dollar.

Loiselle Freres, grocers, Montreal, have compromised at 25c. on the dollar.

F. Allore, general merchant, Stoco, is offering to compromise at 50c. on the dollar.

Geo. Fitzpatrick, groceries, Ottawa, is offering to compromise at 25c. on the dollar.

The bailiff is in possession of the premises of John Verner, soda water manufacturer, Toronto.

Thos. J. Allen, grocer, St. John's, Nfld., has compromised with his creditors at 30c. on the dollar.

Campbell & Kirkpatrick, grocers, Windsor, Ont., are offering to compromise at 50c. on the dollar.

W. J. Fitzpatrick, grocer, Ottawa, has compromised with his creditors at 20c. on the dollar and gone out of business.

Steele Bros., tobacco, etc., Toronto, have assigned to H. Vigeon, and a meeting of creditors will be held on the 16th inst.

CHANGES.

W. A. Conley, liquors, Madoc, is giving up business.

Baker & Co., general merchants, Rat Portage, sold out.

Joseph Bourget is starting a grocery business at Lauzon, Que.

Thomas Farrel, groceries, Kingston, has sold out to John Ward.

C. A. Ruel, general merchant, Lauzon, Que., has retired from business.

A general store has been opened in Montmagny, Que., by J. B. Normand.

A. D. Gillies is starting into the grocery and liquor business in Montreal.

Belanger & Gignac is the name of a new grocery firm just started in Quebec.

T. H. Ramsay, general store and mill, Red Bank, has removed to Newcastle.

The Goderich Lumber and Salt Co., Ltd., Goderich, are applying for incorporation.

D. N. Forbes, general merchant, Tyne Valley, P.E.I., has been succeeded by W. R. Coles.

M. Finklestine, general merchant, Selkirk West, Man., has sold out to a joint stock company.

The Strome & White Co., Ltd., general merchants, Brandon, Man., are applying for incorporation.

Barkley & Co., grocers, Belleville, are giving up business. So is L. Roberts, another grocer of the same place.

Laura Vipond has been registered proprietress of the firm of A. Vipond & Co., general merchants, Hudson, Que.

Clementine Charrette, wife of F. Lebel, has been registered proprietress of the grocer firm of Lebel & Co., Montreal.

Larose & Frere have opened a grocery store in Montreal.

SALES MADE AND PENDING.

The stock of James Mortimer, general merchant, Burlington, has been sold.

J. B. McFayden & Co., liquors, Collingwood, have been succeeded by D. Brandon.

The plant and effects of the Nova Scotia Cigar Co., Ltd., are advertised for sale by auction.

The stock of G. Halliday & Co., general merchant, Arnprior, has been sold at 59c. on the dollar.

The stock of the estate of T. H. Harding, grocer, Acton, is to be sold by auction on the 19th inst.

The estate of John Pratt, general merchant, Bloomfield, P.E.I., is advertised for sale by tender.

The estate of Louis Rennie, general merchant, Elmsdale, P.E.I., is advertised for sale by tender.

The stock of L. E. Charron, general merchant, Windsor Mills, Que., has been sold at 60c. on the dollar.

The stock of John Carter, grocer, Toronto, has been sold. So has that of Geo. E. Matthews, another Toronto grocer.

PARTNERSHIPS FORMED AND DISSOLVED.

Colwell & Irwin, general merchants, Arthur, have dissolved. H. J. Colwell continues.

McKinnon & Kennedy, oatmeal mills, have dissolved. Alex. McKinnon continues.

Charles W. and Chester Casselman have registered a partnership in Montreal under the style of Casselman Bros., to carry on business as grocers.

Anselme & J. E. Labrecque have registered a partnership to carry on business in Montreal as grocers under the style of Anselme Labrecque & Fils.

Warren Bros. & Boomer, wholesale grocers, Toronto, have dissolved. H. C. Boomer retires, and the remaining partners will continue under the style of Warren Bros. & Co.

FIRES.

Levescue & Cote, general merchants, South Durham, Que., have been burned out; partially insured.

DEATHS.

John Davis, fish merchant, Hamilton, is dead.

CALIFORNIA APRICOT CROP.

Apricots are in small supply in San Francisco and firmly held. The frost damage has been quite general and has curtailed the

prospective crop at least 50 per cent. It may be that this quantity can be spared and still the output of the State be sufficient to satisfy the coming demand, says The California Fruit Grower.

PECULIAR ADVERTISEMENTS.

This is refreshingly frank, says an exchange, but could not be expected to tempt even chronic bargain seekers, but the Cincinnati grocer's ad. is about on a par with that for candor:

Our fresh eggs will be found cheap at 15c. a dozen, but the quality is not strictly first-class, as every now and again you may strike a bad one.

It was a London grocer who advertised some plum jam at a very low price, and apparently believing himself that his offer would be incredible supplemented it with the line:

Of course I cannot guarantee it to be all jam.

A provision dealer in Wales is credited with having put out this extremely candid advertisement:

Having thoroughly tested both sides of the question, and being now convinced that honesty is the best policy, I have decided to sell in future only unadulterated articles.

CO-OPERATIVE FREIGHTS

For importers of small shipments. **HOW?**

Write us for particulars

BLAIKLOCK BROTHERS, MONTREAL

"SANITAS"
NATURE'S
GREAT DISINFECTANT.
*Non-Poisonous.
Does not Stain Linen.*
FLUID, OIL, POWDER, &c.

HOW TO DISINFECT A valuable Copy right Book giving simple directions "How to Disinfect" in cases of the various Infectious Diseases, as also in every-day life, will be sent Free on application.

HOW TO DISINFECT THE SANTAS CO. Limited, BETHNAL GREEN, LONDON, ENGLAND.

**A pushing Agent wanted
in each Canadian City.**

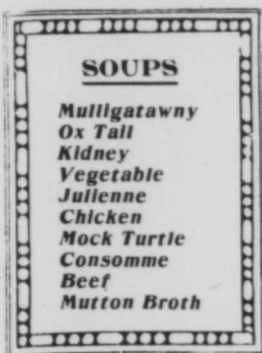
Central Business College

TORONTO AND STRATFORD.

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

SHAW & ELLIOTT, Principals.

Dinner's first course



"As fine as any in the World."

Is not always as appetizing as it should be. Making soup—good soup—requires particular care, and few housekeepers in their hurry can give the necessary attention. The best results can always be obtained by using our **Canned Soups**. They are faultlessly prepared from first-class stock and can always be relied upon for purity and delicate flavor. Make a personal test according to the directions on the can.

The Laing Packing and Provision Co.

MONTREAL

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.

Fine Fruit Tablets



ENGLISH FORMULA TABLETS

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



G. J. HAMILTON & SONS
PICTOU, N.S.

There's Money in Salt

If you know just what size to handle and the season for it. Take, for instance, the summer camping trade. That needs a strong package to stand the careless handling and one not easily upset.

For this purpose you can order, from any wholesale grocer in Toronto, "WINDSOR" Table Salt put up in 4-lb. round lithographed packages, 24 per case. Made of heavy cardboard, price \$2.00 per case; sell at 15 cents per package. Profit on case, \$1.60. You see it pays to sell them—why not do it?

Toronto Salt Works
128 Adelaide Street East
TORONTO, ONT.

City Agents for the Windsor Salt Works

SPECIAL IN DINNER SETS

OUR OWN I. X. L. SHAPE
IN BROWN OR DOVE COLORS

97 Pieces
\$4.50!!

(Packing 25 Cents)

Or in crate lots—15 sets in crate—5 per cent. discount.

Assorted packages in **White Granite Seconds** a specialty.



ASK FOR
MOTT'S

The Canada Crockery Importing Co. Ltd.

181 to 185 MCGILL STREET, MONTREAL

The Astute Grocer

Who experiments with a miscellaneous list of **STARCHES** is like the man who "digs a well to put out a house on fire." While he experiments, his customers are leaving. Our

EDWARDSBURG STARCH

has long since passed the period of experiment, and has become the standard.

Don't risk the losing of customers by gratifying your curiosity in blind investigations.

Accept "**EDWARDSBURG**" as your standard, make it your Leader, and further investigation is unnecessary.

EDWARDSBURG STARCH CO.

Cardinal, Ont.

Sardines, other brands 9 1/4	11	0 16	0 17
" P. & C., 1/4's tins	....	0 23	0 25
" " " " " "	....	0 33	0 34
Sardines, Amer., 1/4's	....	0 04 1/2	0 09
" " " " " "	....	0 09	0 11
Mustard, 1/2 size, casses	....	10 00	11 00
50 tins, per 100	....	10 00	11 00

MARSHALL & CO., SCOTLAND.

Fresh Herring, 1-lb.	1 10	1 15
Kipperd Herring, 1-lb.	1 65	1 90
Herrings in Tomato Sauce	1 70	1 90
Herrings in Shrimp Sauce	2 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.

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
Lanceton Beef, 1 lb.	1 60	1 70
" " 2 lb.	2 75	2 85
Beef, 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
Lamb Tongue, 1 lb.	3 35	3 50
" " 2 lb.	6 50	6 80
Clipped Beef, 1/2 lb.	1 60	1 70
" " 1 lb.	2 65	2 80
Pig Feet, 1 lb.	1 65	1 75
" " 2 lb.	2 45	2 60
Putted Meats, Tongue or Ham	70	75
Putted Meats, Tongue or Ham	1 20	1 25
Putted Deviled Ham or Tongue	70	75
Putted Deviled Ham or Tongue	1 20	1 25

WHITE LABEL.

Supp Assorted, 1 qt.	3 00	3 15
" " 1 pt.	2 00	2 10
Gelatine of Boar's Head, 2 lb.	3 00	3 20
Beef and Vegetables, Gumbo, Tomato and Rice, 2 lb.	3 00	3 10
Plover Roast, 5 lb.	5 00	....
Shred Gold Band Bacon	3 00	....



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



Beardsley's Boneless Herring. per doz. \$1.42



Codfish.

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

CHEWING GUM.

ADAMS & SONS CO. per box

Tutti Frutti, 36 5c bars	\$1 20
Pepsin Tutti Frutti, 23 5c packages	0
Pepsin Tutti Frutti, in glass-covered boxes, 23 5c packages	0 80
Horehound Tutti Frutti, glass tops, 36 5c packages	1 20
Cash Register, 390 5c bars and pkgs	15 00
Tutti Frutti Show Case, 180 5c bars and packages	5 50
Glass Jar with Pepsin Tutti Frutti, 115 5c packages	3 75

Tutti Frutti Girl Sign Box, 160 5c bars and packages	6 00
Tutti Frutti Cash Box, 160 5c bars and packages	6 00
Variety Gum (new), 150 lc pieces	1 00
Orange Blossom, 150 lc pieces	1 00
Flirtation Gum, 150 lc pieces	0 65
Monte Cristo, 180 lc pieces	1 30
Mexican Fruit, 36 5c bars	1 20
Sappota, 150 lc pieces	0 90
Orange Sappota, 160 lc pieces	0 75
Black Jack, 115 lc pieces	0 75
Red Rose, 115 lc pieces	0 75
Red Spruce Chico, 200 lc pieces	1 00

CHOCOLATES & COCOAS.

CADBURY'S per doz.	
Cocoa essence, 3 oz. packages	\$1 65
Mexican chocolate, 1/4 and 1/2 lb. pkgs.	0 40
Rock Chocolate, loose	0 37 1/2
" " 1-lb. tins	0 40
Cocoa Nibs, 11-lb. tins	0 40

TODHUNTER, MITCHELL & CO.'S

Chocolate—	per lb.
French, 1/4's—6 and 12 lbs.	0 30
Caracas, 1/4's—6 and 12 lbs.	0 35
Premium, 1/4'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, 1/4's	0 25
London Pearl, 12 and 18 "	0 22
Rock	0 30
Bulk, in boxes	0 18

Royal Cocoa Essence, packages per doz. 1 40

Cocoa— EPTS. per lb.

Case of 112 lbs. each	0 35
Smaller quantities	0 37 1/2

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, 1/4'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 lb.	0 33
Homeopathic, 1/4's, 14 lb. boxes	0 33
" " 1/2 lbs. 12 lb. boxes.	0 33

JOHN P. MOTT & CO.'S (R. S. McIndoe, Agent, Toronto.)

Mott's Broma	per lb.	0 30
Mott's Prepared Cocoa	0 28	
Mott's Homeopathic Cocoa (1/4's)	0 32	
Mott's Breakfast Cocoa (in tins)	0 45	
Mott's No. 1 Chocolate	0 30	
Mott's Breakfast Chocolate	0 28	
Mott's Caracas Chocolate	0 40	
Mott's Diamond Chocolate	0 22	
Mott's French-Can Chocolate	0 18	
Mott's Navy or Cooking Chocolate	0 27	
Mott's Cocoa Nibs	0 35	
Mott's Cocoa Shells	0 05	
Vanilla Sticks, per gross	0 90	
Mott's Confectionery Chocolate	0 21	
Mott's Sweet Chocolate Lignors	0 19	

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

COFFEE.

Green.

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

TODHUNTER, MITCHELL & CO.'S

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

Cooks May Differ



in their opinions on some points, but when it's a question of pancake flour they all agree that . . .

Dalley's Hygienic Pancake Flour

makes the sweetest, lightest and most delicious pancakes. It is sold in handsome packages by all wholesalers.

Put up only by

The F. F. DALLEY CO., Ltd.

Hamilton

Batty's



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

ALL WHOLESALERS
HAVE THEM.

. . . EIGHT PRIZE MEDALS

Canadian Agents

J. A. GORDON & CO.

. . . Montreal

MARINE INSURANCE

The Mannheim Insurance Company

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

Further particulars obtainable by applying to Local Agent, or to

JAMES J. RILEY & SONS

Managers for Canada Montreal

Notice

TO THE WHOLESALE
TRADE ONLY . . .

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

CIGARETTES

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

CIGARS

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

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

J. M. FORTIER

MANUFACTURER

141 to 151
St. Maurice Street

Montreal

The Gulf of Georgia Cannery

MALCOLM & WINDSOR, Ltd.

Sole Proprietors, and Agents for

"Ice Castle Brand" Canned Salmon

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

FACTORY, Steveston, B.C.

OFFICE, Vancouver, B.C.



A GLASS PITCHER

. . . Free

with Adams'

TUTTI FRUTTI

ASK YOUR WHOLESALER FOR IT

ADAMS & SONS CO.

11 & 13 Jarvis St., Toronto, Ont.

What is it ?

? Quality of Goods Packages Sell on Sight

"BRANTFORD" and "CHALLENGE" CORN STARCH

SOAP.
Babbitt's "1776" Soap Powder \$3 5



1 Box Lot 4 20
5 Box Lot 4 10
Freight prepaid on 5 box lots.

BRANTFORD SOAP WORKS CO.



"Ivory Bar" is put up in 1 lbs., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box: 10 and 12 oz. cakes, 120 in box: Twin Cake, 11 1/4 oz. each, 100 in box.

Quotations for "Ivory Bar" and other brands of soap furnished on application.

TEAS.

BLACK.		per lb.	per lb.
Congou			
Half Chests Kaisow, Moning, Paking	0 12	0 60	
Caddies, Paking, Kaisow	0 18	0 50	
INDIAN.			
Darjeelings	0 35	0 55	
Assam Pekoes	0 20	0 40	
Pekoe Souchong	0 18	0 25	
CEYLON.			
Broken Pekoes	0 35	0 42	
Pekoes	0 20	0 40	
Pekoe Souchong	0 17	0 35	
CHINA GREENS.			
Gunpowder—			
Cases, extra firsts	0 42	0 50	
Half Chests, ordinary firsts	0 22	0 38	

Young Hyson—		
Cases, sifted, extra firsts	0 42	0 50
Cases, small leaf, firsts	0 35	0 40
Half Chests, ordinary firsts	0 22	0 38
Half Chests, seconds	0 17	0 19
Half Chests, thirds	0 15	0 17
Half Chests, common	0 13	0 14

PING SUREYS.

Young Hyson—		
Half Chests, firsts	0 28	0 32
Half Boxes, firsts	0 28	0 32
Half Boxes, seconds	0 16	0 19

JAPAN.

Half Chests—		
Finest May pickings	0 38	0 40
Choice	0 32	0 36
Finest	0 28	0 30
Fine	0 25	0 27
Good medium	0 22	0 24
Medium	0 19	0 20
Good common	0 16	0 18
Common	0 13 1/2	0 15
Nagasaki, 1/2 chests Pekoe	0 18	0 22
Oolong	0 14	0 15
Gunpowder	0 16	0 19
Siftings	0 07 1/2	0 11

TETLEY'S TEAS.

No. 1. Retailed 70c.; cost 50c.	
No. 2. " 50c.; " 35c.	
Mixed. " 40c.; " 30c.	

"ALADA" CEYLON.

Green label, retaild at 30c.	0 22
Blue label, retaild at 40c.	0 30
Red label, retaild at 50c.	0 36
Gold label, retaild at 60c.	0 44
Terms, 30 days net.	

"KOLONA"
Ceylon Tea, in 1-lb. and 1/2-lb. lead packets, black or mixed.

Blue Label	0 22
Green Label	0 28
Red Label	0 35
Orange Label	0 42
Gold Label	0 58

TOBACCO AND CIGARS.

British Consols, 4's; Twin Gold Bar, 8's	0 59
Ingots, rough and ready, 8's	0 57
Laurel, 3's	0 49

Brier, 7's	0 47
Index, 7's	0 44
Moneysuckle, 8's	0 56
Napoleon, 8's	0 50
Victoria, 12's	0 47
Brunette, 12's	0 44
Prince of Wales, in caddies	0 48
" " in 40-lb. boxes	0 48

CANADIAN TOBACCO CO., MONTREAL.

Cut Tobaccos—	
Comfort, 1-6, 5 lb. box	0 22
Champion, 1-10, 5 lb. box	0 38
I. O. F., 1-10, 5 lb. box	0 28 1/2
Sohmer, 1-10, 5 lb. box	0 32 1/2
Imperial Cigarette Tobacco, 1-10, 5 lb. box	0 40
Quesnel Tobacco, all sizes	0 60
Crown Cut Plug Mixture, 1/2 lb. tin	0 50
" " 1 lb. tin	0 47

Cigarettes—	
Sonadora Havana	per 1,000 \$10 00
Royal Turkish Egyptian	10 00
Creme de la Creme	7 20
Lafayette	3 80
Marquis	7 00
Imperial (Virginia tobacco)	3 50

Plug tobaccos (sweet chewing)—	
Navy, in caddies	0 35
Navy, plug mark	0 33
Honey, boxes and caddies	43
Spun roll chewing, boxes	55

Plug smoking (with or without tags)—

Black Crown smoking, in caddies	0 35
Crown Rouge smoking	0 38
Leaf tobacco, in bales	0 08

Cigars—	
La Sonadora Reina Victoria Flor Fino, 1-20	\$85 00
La Sonadora Reina Bouquet, 1-10	55 00
Creme de la Creme Reina Victoria Extra, 1-20	55 00
Creme de la Creme Reina Victoria Special, 1-20	50 00
Honeymoon, Regalia Comme il Fall, 1-40	55 00
El Caza Culebras, 1-40	55 00
La Fayette Reina Victoria, 1-20	32 50
Noisy Boys, Blue Line, 1-20	25 00
Princess of Wales, Princess, 1-10	25 00
Ditto, low grades	13 50

CIGARS—S. DAVIS & SONS, MONTREAL.

Sizes.	
Madre E' Hijo, Lord Lansdowne	Per M \$60 00
Panetelas	60 00

Madre E' Hijo, Bouquet	60 00
" " Perfectos	85 00
" " Longfellow	85 00
" " Reina Victoria	80 00
" " Pins	55 00
El Padre, Reina Victoria	55 00
" Reina Victoria Especial	50 00
" Conchas de Regalia	50 00
" Bouquet	55 00
" Pins	50 00
" Longfellow	80 00
" Perfectos	80 00
Mungo, Nine	35 00
Cable, Conchas	30 00
" Queens	29 00

Cigarettes—All Tobacco—	
Cable	7 00
El Padre	1 00
Mauricio	15 00

WOODENWARE.

Pails, 2 hoop, clear, No. 1		per doz.
" 3	" " " "	\$ 1 45
" 2	" " " "	1 60
" 3	" " " "	1 40
" 3	" " " "	1 55
" 3	" " " "	1 40
" 2	" " " "	8 00
" 1	" " " "	6 50
" 2	" " " "	5 50
" 3	" " " "	4 50
" 1 90	" " " "	2 00
" Water Witch	" " " "	1 40
" Single Crescent	" " " "	1 85
" Double	" " " "	2 75
" Jubilee	" " " "	2 25
" Globe Improved	" " " "	2 00
" Quick and Easy	" " " "	1 80
" World	" " " "	1 75
" Rattler	" " " "	1 30
Butter Tubs	" " " "	1 60
Mops and Handles, combined	" " " "	1 25
Butter Bowls, crates assort'd.	" " " "	3 60

THE E. B. EDDY CO.

Washboards, Planet		1 60
" Waterly	" " " "	1 50
" XX	" " " "	1 40
" X	" " " "	1 25
" Electric Duplex	" " " "	2 25
" Special Globe	" " " "	1 50
Per Case.		
Matches—		
5-Case Lots	Single Case	
Telegraph	\$3 50	\$3 50
Telephone	3 10	3 30
Tiger	2 60	2 80
Parlor	1 70	1 75
Red Parlor	1 70	1 75
Safety	4 00	4 20
Favorite	2 25	2 35
Flamers	2 25	2 35

Licorice Goods

SOME OF OUR LEADERS ARE :

YOUNG & SMYLLIE'S
PURE Spanish

ACME LICORICE PELLETS

STICK LICORICE

Pure Calabria "Y & S" Licorice
Acme Licorice Pellets
Tar Licorice and Tolu Wafers
Licorice Lozenges
"Purity" Penny Licorice

YOUNG & SMYLLIE,

Brooklyn, N.Y.

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.

25 Front St. West, Toronto.

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.

THE
Oakville Basket Co.,
 MANUFACTURERS OF



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

For sale by all Woodenware Dealers

Oakville, Ont.

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

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

.. ODART'S SPECIALTIES ..

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

ODART'S PICKLE - AND - ODART'S SAUCE

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

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.



CLUBBING RATES

The Dry Goods Review and
 The Canadian Grocer

\$3.00

Send for Samples.

THE DRY GOODS REVIEW

TORONTO

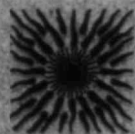
. . . . MONTREAL



Crosse &

Blackwell

CELEBRATED FOR



- Jams,
- Pickles,
- Sauces,
- Potted Meats,
- Table Delicacies.

—SOLD BY—

All Grocers in Canada

MOST PEOPLE . . .

Are willing to save time and money. There's a certain washing powder on the market that saves both. It is put up in packages of convenient size and sells freely all the year round. If you think of making a trial, make your order read, "a sample dozen of

SILVER DUST MFG. CO.,
HAMILTON

All wholesalers keep it.

SILVER DUST WASHING POWDER

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

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

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

Fruit Jars

ALL KINDS AND SIZES.

JELLY GLASSES

HONEY JARS

ETC.

Prices Right.

GOWANS, KENT & CO., Toronto

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

EDWARD STILL
Assignee, Accountant, Auditor, etc.
1 Toronto Street, TORONTO.

Commercial Accounts and those of Estates, Municipalities, etc., thoroughly audited and investigated, Charters obtained for Joint Stock Companies. Parties in difficulties can procure prompt settlements with creditors, on easy terms, without publicity.

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

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices, PROPRIETORS,
NOS. 279, 281 AND 283 BROADWAY, NEW YORK

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

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

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

THOS. O. IRVING, Superintendent.

OAKEY'S

'WELLINGTON'

KNIFE POLISH

The Original and only Genuine Preparation for
Cleaning Cutlery.

JOHN OAKEY & SONS, LIMITED,

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

Wellington Mills, London, England

REPRESENTATIVE IN CANADA:

JOHN FORMAN, 650 Craig St.
MONTREAL