

# THE CANADIAN GROCER

VOL. X

MONTREAL AND TORONTO, MARCH 20, 1896.

No. 12

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 & 80



HOLD YOUR TRADE BY SELLING THESE FAMOUS BRANDS

THE ONLY TEN CENT CIGAR

## Fresh Herrings



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

- Kipperd 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.

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

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

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

## 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.

## Success with Canned Meats

It is not a matter of chance. The full and habitual satisfaction of your customer; furnishing goods of unvarying excellence; goods that are certain to please to-day, to-morrow, every day—that is the way to win success. Grocers the world over know that canned meats bearing the "Helmet" trade mark are certain to please. They can be depended on for uniformity day in and day out, and they are prized best by customers who use them most. There is a world of satisfaction in selling them, and a good profit for the grocer, of course.

If your jobber does not sell you the "Helmet" brand, write to

**J. L. WATT & SCOTT, Montreal**

**JAMES HAYWOOD, Toronto**

**J. HUNTER WHITE, St. John, N.B.**

Manufacturers' Agents.

Or address . . .

Armour Packing Co., Kansas City, U.S.A.



MY  
FRIEND

HAVE  
YOU TRIED

**Yucan**

If not don't let another day go by without going to your dealer and asking him for a bottle of

## YUCAN . . . . . Oil Blacking

It is a Liquid Blacking made with Vegetable Oils. It gives a Beautiful Polish that will last a week.

It Is Waterproof . . . . .

and will keep the leather soft and pliable. It rejects snow and water from the feet. You will find it a great labor saver.

Standard Goods THE Best to Handle

FOR  
PURITY

Bi-Carbonate OF Soda

FOR  
STRENGTH



TRADE MARK

This brand is always reliable.

Highest test 98.<sup>50</sup>/<sub>100</sub>% pure.

Made only  
by

The UNITED ALKALI CO., Ltd., Liverpool.

"New Process" Soda, finest on the market.



# "Thistle .. Haddies"

The Reliable Standard Brand.

The Finest Flavored Canned Haddies Put Up.

Far Superior to Salmon from a dietetic stand-  
point, being much more easily digested.

FOR SALE BY THE WHOLESALE GROCERS THROUGHOUT THE DOMINION.

MONTREAL and TORONTO

A. P. TIPPET & CO.

ST. JOHN, N.B.

F. H. TIPPET & CO.

# 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 :

**99<sup>99</sup>/<sub>100</sub>** 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.

## The only Magic . .

necessary to make your Crockery Department a success is an assortment of the right goods, that is to say, of our goods. They are right in quality, shape, finish, and price. They hold their own against all competition, either home or foreign.

Send for Our List. **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.

# TETLEY'S

The above name is synonymous with a Tea that is rich, fragrant, delicious, and always up to the standard. If you do not keep it, write for samples to any of addresses below.

14 Lemolne St., MONTREAL. 128 Richmond St. W., TORONTO.  
HUDSON BAY CO., WINNIPEG.

CRESCENT BRAND



**BRUNNER, MOND & CO., Ltd,**  
NORTHWICH, ENGLAND  
MANUFACTURERS OF

## BICARBONATE of SODA

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

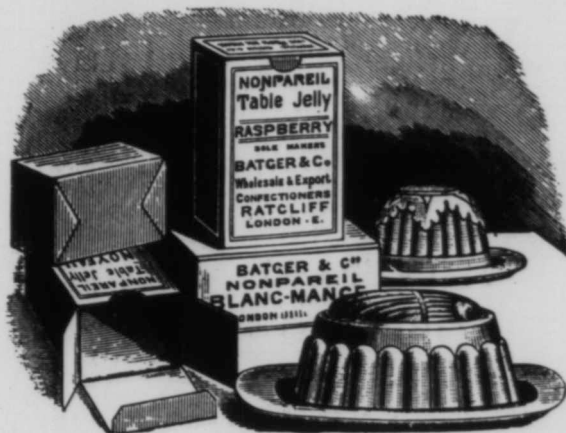
## SODA CRYSTALS

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

PREPARE FOR

# Easter Trade



Order from your Wholesale Grocer  
an assortment of

## BATGER'S TABLE JELLIES

**ROSE & LAFLAMME** Agents,

400 St. Paul Street

. . . MONTREAL

# WARM WEATHER

will soon be with us. How will those inferior brands of matches stand the hot days? Will they be odorless and will they light readily?

## E. B. Eddy's Matches

are guaranteed against all climatic variations. Are the others?

Your customers will naturally go where they will get reliable matches.

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The **E. B. EDDY Co.** Ltd.

HULL

318 St. James St. - MONTREAL

38 Front St. West - TORONTO

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

# Rose Brand Lard

Is made by the old process ; therefore, it is not a cheap article. We make it for best family trade, and it never disappoints a customer.

Why not handle  
the Best?

The GEORGE MATTHEWS CO., Ltd. - Ottawa and Peterborough

# No Sulphur Match on Earth

... CAN BEAT OUR ...

**SOVEREIGN BRAND**

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

H. A. NELSON & SONS - - TORONTO

# Asked for

can have

is the best recommendation any goods

**"REINDEER BRAND"**

**CONDENSED MILK**

is in constant demand from all parts  
of the country, and is steadily gaining **Public Favor.**

**BUY SMALL LOTS, OFTEN.**



## LOOKING BACKWARDS

You could write a book on the peculiar methods and crudities of the average grocer of fifty years ago. But—

**THAT TIME HAS PASSED.** The merchant of to-day knows a thing or two, and is keenly alive to his best interests.

To secure and retain his trade in any particular line demands value above the average. That's why

## Our Standard Black Teas

Have so steadily and rapidly increased in favor. Their rich, invigorating and delicious properties at once commend them to the consumer, and what the consumer wants it pays to keep.

THERE ARE FIVE:

**THE 400 SELECT**                      **IMPERIAL CONGOU**  
**THE GLOBE BLEND**  
**DALU KOLA CONGOU**            **RUSSIAN CONGOU**

YOUR PROFIT is a good one. It is a pleasure for us to send samples.

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

Wholesalers  
Only

**HAMILTON**

**WE HAVE DEVoured**  
**ALL COMPETITION.**

OUR  
 ENTIRE  
 STOCK  
 OF VEGETABLES IS  
 IN THE WHOLESALERS'  
 HANDS

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

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

**WETHEY'S**  
 CONDENSED

**Mince Meat**

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

**J. H. WETHEY,** Manufacturer,  
 ST. CATHARINES



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

# THE CANADIAN GROCER

Vol. X. (Published Weekly)

MONTREAL AND TORONTO, MARCH 20, 1898

(\$2.00 per Year) No. 12

## DROPS FROM THE EDITOR'S PEN.

It is practice and not theory that pays in advertising.

It is better for eggs to drop ten cents than five feet.

A merchant should be careful to keep his word after giving it.

Short wait for customers should be the motto of every merchant.

The clerk who succeeds is the clerk who succeeds in doing his work well.

A well-conducted business is managed to please creditors as well as customers.

"P" stands for pedlar, a perpetual bore to every human being who keeps a store.

It is undermining his business that the merchant is who sacrifices quality to price.

Good times never come to those who cannot make good time in the race for business.

Continuous effort is the force which compels the capitulation of the fortresses of opposition.

There is a man in New York who owned 63 grocery stores, and "he still lives to tell the tale."

Merchants who are half dealers with their business usually find their business death-dealers to them.

A clerk should be dignified, but he should not attempt to "lord it" over his customers or anybody else.

Merchants who would do well in business must have strength of mind as well as strength of money.

The grocery clerks of Lynn, Mass., are trying to organize with a view to putting a stop to the practice of working till 1 and 2

o'clock Sunday morning. They are right. They may not be zealous to find time to go to church, but they are zealous to get out of slavery.

Dead stock is not like a dead mule: it can often be galvanized into life with a little judicious advertising.

Speaking disparagingly of a business competitor is advertising him, and not at his expense either, as a rule.

The merchant who falls in love with his trade association thinks more rather than less of his own business.

People who steal other people's ideas find, like the 120-lb. man who purloins a 220-lb. man's pants, that they do not fit.

An ad. writer requires a little imagination but he should be careful that overmuch of it does not creep into his productions.

Merchants who cut prices usually cut deeper into their own profits than they do into the trade of their competitors.

To run up your business by running down your competitors is practically as impossible as lifting yourself by your boot straps.

A contemporary asks: "Is there poison in tea?" But there is the essence of villainy in the man who puts poison in the tea.

A contemporary advises the use of brandy for frozen oranges. In Canada for some weeks past it has been used for frozen men.

Those who are brusque to travelers are not usually affable to customers. Bruin cannot be a bear one day and a lamb the next.

The Retail Grocers' Association of Ohio is trying to persuade the Legislature of that State to pass a law providing that 10 per cent. of the wages of a married man shall be subject to garnishment for the necessities of

life purchased for his family. The idea is a good one, but it is safe venturing that 90 per cent of the trades organizations will be found opposing it.

Far more profitable would it be to dump into the ash barrel "bargains" that won't give satisfaction than to impose them upon customers.

A man can become in time an expert with the boomerang, but with a lie never, for the more it is used the more dangerous weapon does it become.

An Edinburgh clergyman has declared tobacco a blessing. There is at least one clergyman who has fallen in with the average layman's view.

It is quite in order for newspapers that publish page advertisements of department stores to discontinue the woman's department in their journals.

The systematic giving of presents with articles of food is a behind-the-door scheme for robbing the consumers' stomach in order to please his eye or tickle his pride.

The members of the Toronto Retail Grocers' Association have decided not to hold a ball this season. Bowling is not in their line. They leave that to the pedlars.

Some of the department stores in Illinois have a post office attached. The State Government should have a care. It, like the small dealer, may ultimately be squeezed out.

It is not necessary that a man should possess a fortune before he starts into business, but he is unfortunate if he has not the capital necessary to build the foundations of a fortune.

A clerk that cannot pick up information will never get above the mediocre, but that is no excuse for the merchant neglecting to teach his clerks all he should and could regarding the business.

### WHERE BRITAIN BUYS BUTTER.

THE boast of Australian shippers of butter, that in a few years they would not only capture a large portion of our trade in that indispensable commodity, but drive Denmark out of the field, has not been as yet fulfilled. But that the advent of our colonial cousins on the scene has effected a revolution in the trade cannot be disputed; while the manufacturers of substitutes have strong reason to regret the day when the perfection of refrigerator accommodation on the steamers plying from the South Pacific rendered it possible for butter to be landed here from the Antipodes practically as fresh as when it left the creameries on the other side. It is stated that Australia has more than doubled her export during the past three years. This has not been brought about without a certain amount of disaster to those concerned, and the season for colonial butter just closed will long be remembered by the trade as the worst on record.

In the days before Victoria entered on the business of butter-shipping, it was the rule that the winter months afforded the best time of the year for the butter-shippers on the Continent and farmers at home to get good prices for their dairy produce, as production was at its minimum, and demand was invariably at the heels of supply. But steam and the cold chamber altered the whole aspect of affairs when the Victorian Government granted its bonus on butter shipped; and as it is summer there when it is winter here, prices rapidly dropped on the market, until the winter became the cheapest period. The working classes—indeed, all sections of the population—have benefitted largely by the intense competition. Formerly it was impossible ever to get pure butter at a shilling a pound. There was certainly sold at the price a certain article bearing a strong resemblance to the product of the churn, but stearine entered largely into its composition, and the frequent prosecutions following on public analyses caused people to shun the low-priced article.

To Australia we owe the appearance of pure butter at a shilling a pound, which the poor have been able to purchase all through the trying winter of 1894-95; while during the spring and summer unprecedented prices have been reached from the same cause, butter being retailed everywhere at tenpence a pound, while in some poor districts it has been vended at eightpence—a Midland firm, more enterprising than careful of its neighboring traders' necessity of getting a "living profit," actually, at the worst period of depression in the wholesale market, selling pure butter at sixpence a pound. This has been remedied possibly by the abnormally low currencies ruling on

the wholesale market, where butter has sold as low as thirty-five shillings a hundredweight, very good butter being often procurable between sixty and eighty shillings. Denmark, as we have said, has not been driven from the field—having, in fact, increased her output—but she has had to be content with much lower prices, and this season her butter has sold for less than ever before. Her enormous trade with us has been built up by upright trading and the scrupulous vigilance of the authorities, the laws against adulteration being very severe, every package shipped at Copenhagen being subjected to rigid scrutiny to ascertain its purity. Thus Danish butter has come to be a synonym with the trade and the public for a pure article, and the committee which controls the quotations at Copenhagen has been able to get a high price for the farmers of Denmark, because there was no such guarantee elsewhere. Here comes the proof of the sound business principles animating colonial shippers from their first entering on the enterprise. Government inspection has accompanied the bonus, and the merchants here have ascertained that Australian butter is as pure as the Danish product. Thus the trade has been helped to magnify so considerably in such a short time.

But it is one thing to make a trade, another to keep up prices. It was easy for Denmark to do so in the old days, with no competitors worth speaking of; but with so many rivals in the field it is now practically impossible. France has lost a large portion of our trade, mainly because of the sophistication which her reckless shippers have indulged in, and she is not likely to recover the ground lost. But there are rivals to Denmark and Australia nearer home. The secret of the foreigners' success on our markets is the lack of uniformity which has always prevailed with dairy farmers in this country. Grocers know that however pure and intrinsically good butter from English dairies may be, it is not likely to be the same in appearance and texture two weeks running; and as this results in the housewife raising a complaint that the butter is not of the same quality as that previously supplied, grocers prefer, even in country districts, to go to the merchant selling foreign butter, who will agree to give it them the same in appearance week after week throughout the year. The solitary system of production in vogue in England is responsible for this, while the system practised in Denmark and the colonies of working on a co-operative plan—all the farmers in a district bringing their milk to a central factory or creamery, and receiving their share of the net results—is conducive to the production of butter of uniform quality. Lessons travel slowly in England, and the failure of a factory, erected on the Danish model in Wales a little while back, to pay its projectors, is a proof of the inertness of

farmers where their own interests are concerned.

But in Ireland—whence one hears so much of distress, but seldom of success—absolutely gigantic strides have been made of late years, and with a soil and climate exceptionally fitted for the dairy industry, a trade has grown up of such proportions as to form no mean antagonism to Denmark. Many factories and creameries are in existence in Ireland now, turning out thousands of pounds of splendid butter, and Denmark has been made to feel the touch of the competition, having been entirely supplanted in some districts. It has been the rule for Danish butter to be at the top of the quotations, and when it was quoted at one hundred and forty-five shillings a hundredweight, as it was only a few years ago, Ireland could not get within fifteen or twenty shillings of the quotation. But now the quality of her butter is so far recognised that it is always within a few shillings of its rival, while a short time ago the quotations were level for Danish and Irish in Liverpool. This is a department of our trade which we can only hope will largely increase, to the benefit of the sister kingdom, and it is certain that, now it has gone forward, it will not stop. Germany and Holland and the United States have dropped into the rear as factors in the situation, and France is following suit, though the decreases in shipment from these countries combined are fully made up for by increase of exports from the South Pacific; while in other directions besides Denmark and Australia, efforts are being made to get a portion of the immense trade, which takes ten millions sterling a year out of the country.

In the days when Denmark was not the power in the trade it is now, and when competition over twelve thousand miles of ocean was not dreamt of, Canada had a fair portion of the butter trade then existing. But when the people there thought they could do just as they liked, and send across stuff which was good enough when nothing else could be got, it was, of course, refused here as soon as we had so many sources of supply to turn to where a good article could be obtained. Shippers in Montreal have blinded themselves to the change that has come over the trade, and have persisted in placing butter bought cheap in the summer in cold storage, to await the advent of better prices, and have then shipped it when the bloom has disappeared and all its connection with the pastures of the Dominion has been effaced. The natural result has been that merchants here have refused to buy it, save as a substitute for train-oil, and the trade has dwindled to miserable proportions. Now—as it would seem too late—they have awakened to a sense of the big mistake they have been making, and shipments are coming forward in cool chambers, whence they are transferred in



THE MECCA

## How Pleasing

To the lady of the house, when entertaining her friends in a cup of coffee, to have the satisfaction of knowing that she is presenting them with one of the choicest and most popular brands of goods now being sold throughout Canada.

Its strength will surprise you; its perfect flavor and aroma will delight you; it will save you many a disappointment by handling these goods; there is nothing that detracts from the pleasure of the breakfast table so much as a remark that the coffee is very poor. This difficulty will never occur when MECCA COFFEE is used.

These goods have had to line up and take their stand side by side with all the popular brands now offering to the public; and what has been the result? MECCA stands to-day as a Giant whose popularity is the envy of rival competitors, the admiration of all lovers of this cheering cup.

Our experience of many years has taught us that there will always be a demand for high grade goods.

John Smith, of Tonawanda, can endorse anything from a baking powder to a horseless carriage without injury to himself and without much help to the article endorsed; but when hundreds of the foremost grocers

of Canada to-day are sending us orders for MECCA COFFEE we feel that we have in our possession a brand of goods that we can sincerely recommend as a leader to all grocers who delight to please their customers.

You cannot procure any commodity in your line that will be productive of so good results as MECCA COFFEE.

We respectfully await your solicitation for a sample, which we will have pleasure in forwarding with despatch. These goods are carefully packed and sealed in 25-pound tins, and always fresh, as we roast every day. This will always guarantee you fresh goods.

Controllers of the famous brands of  
**Mecca and Damascus Coffees.**

Also agents for the celebrated  
**Ram Lal's Pure Indian Tea and  
Bensdorp's Royal Dutch Cocoa.**

### JAMES TURNER & CO.

HAMILTON, ONT.

## Just Received in Store

Two invoices of Young Hyson Teas from China—true Moyune flavor—will be sold cheap. See samples before buying elsewhere. Also to hand, extra values in Ceylons and Assams.

**BALFOUR & CO.**

Wholesale  
Grocers

**Hamilton, Ont.**

railway refrigerator cars. On all of the new supply a bonus of a cent a pound is paid by the Province of Quebec, the Government being responsible for the railway and steamship arrangements. This has to be fresh-made creamery butter, and the design is to re-establish Canada's credit on our markets. Should the return be in proportion to the outlay, other provinces will no doubt follow the lead, and Canada once again become prominent in our returns.

Whatever profit the Dominion may reap from the venture, it is clear that consumers here must benefit by another accession to the ranks of those now catering for our tables. They may certainly look for a continuance of low prices, for to this result everything seems to point, especially as the Australian season opened this year much earlier than usual, the first arrival of the 1895-6 make having been some time ago sold on the market. One other thing too, consumers have to congratulate themselves upon—the removal through the cheapness of butter, of temptation on the part of vendors to adulterate. The introduction of margarine has been a great boon to the poor when sold as such, but consumers always rather prefer the genuine article; and the era of low prices which is now on us has caused such a falling off in the demand for the substitute, that whereas in the first eight months of 1893 we imported 832,979 cwt. of margarine from

abroad, the amount entering this year to the end of August has only been 597,423 cwt.; Holland, our chief source of supply, having lost custom to the extent of 157,603 cwt. in that period.

#### THE "COPYING" MANUFACTURER.

EDITOR GROCER,—You had an article in your paper last week in reference to merchants using the jars and boxes of one well-known firm as receptacles for inferior goods of another firm, and while I heartily agree with all you say, I want to call the attention of the grocers to another kind of mean practice that they can correct easily, and it is this: A manufacturer, who has some push and inventive genius, gets out, say, a new package in biscuits, and because it is an improvement, it takes well; but his brains are immediately made use of by some other manufacturer in the same line who is too lazy to do his own thinking and he comes out with his imitation, and says "it is not just like the original but it is as good" and pushes his copy for all it is worth.

Now what I want to call the attention of the grocers to is this: They ought to frown down any attempt of this kind to foist upon them any article that is a copy of something really good, if for no other reason than that there ought to be some bond of fellowship between the manufacturer and the merchant.

The one ought to help the other, but when they offer for sale "something just as good" as the article they have been asked for, they are doing a serious injustice to the man who manufactures the original article.

In the case I have in mind at the present time, a lot of money has been spent in advertising the article, and just as soon as it began to be asked for, along comes the barnacle who fastens on to the trade the enterprising manufacturer has paid for, and which his article deserves.

KICKER.

Toronto, March 16, 1896.

#### A DEACON, BUT HE SOLD BEER.

Henry Rolfs, a grocer, of 267 Palisade avenue, Jersey City, was arrested charged with selling beer without a license.

The accused is a deacon in the Lutheran Church and his son is president of the Hudson County branch of the Y.M.C.A.

The arrest is the result of a dispute. The Jersey City Common Council recently passed an ordinance requiring sellers of beer in bottles to take out licenses.

Rolfs sold bottled beer and did not take out a license. He alleges that the decision of the United States Supreme Court relative to selling liquors in original packages applies to his case.

The case will be passed on by the courts. —Retail Grocers' Advocate.



See our Quotations.

## MARCH WINDS

Are like our **Base Imitators** who shiver at the **Popularity of**

Our New Pot  
retails at 10 cents

# IMPERIAL

# Japan Teas

We are offering exceptional values in choice "May Pickings" to retail at a quarter.

**Good Style                      Superb Liquor**

SEE OUR TRAVELLERS' SAMPLES

---

**DAVIDSON & HAY,                      WHOLESALERE GROCERS                      Toronto, Ont.**

---

**Justly the Favorite** at home and abroad. Its goodness is mixed all through it. Every barrel and bag is a satisfaction.

## **OBELISK FLOUR**

REGISTERED

Test it with the best. Try it in your home. We are not afraid of the result.

---

**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.

**A VINEGAR FIRM'S DIFFICULTIES.**

It did not surprise the trade on Monday last when the announcement was made that the vinegar firm of Lefebvre & Co. were in difficulties, for it is well known that the partners in the concern were heavily hit by the recent Peoples' Bank crash, their financial difficulties being in a great measure brought about by the suspension of that institution.

No statement has yet been filed, as no formal demand has yet been made, but the total liabilities are put down at \$615,000, of which the Peoples' Bank figures for \$425,000, on which mortgages are given. There are first mortgages, however, for \$100,000 to other parties and \$90,000 due to still others in open account, the Bank of British North America being interested to the extent of \$45,000 to \$50,000, and the Canadian Bank of Commerce \$20,000, the two last named institutions being as good as secured for the amounts advanced.

The firm has been in existence some eighteen or twenty years, and carried on the business of manufacturing vinegar, preserved fruits and beet sugar.

What the assets are cannot be ascertained until a statement has been made, but the senior partner, Ald. M. Lefebvre, contends that with three years' time he could have paid 100 cents on the dollar. If the estate

is wound up now the result it is expected will be very different, but as the People's Bank is itself unable to do anything it looks as though the business would have to be wound up.

**COTTON PRINT PRICES FOR FALL.**

The fall ranges of "Magog" prints are now being shown, and they contain a larger and better assortment of novelties and are likely to sell better than anything they have shown in the past. They have been keeping up pretty close in most lines to the foreign maker. In tartans they have increased a number of fancy styles. This year they will endeavor to meet the demand for printed moleskins, considerable quantities of which we have been importing from the States.

American selling agents have been placing quite a few stock and fancy lines at a reduction of 2½ to 3 cents a yard on the American price, and it was reported that Canadian mills would reduce prices to meet them. They say, however, they will not do so. Following is the price-list of "Magog" fall specials for 1896:

- N. F. CLOTH, 26 in..... 7½ cents.
- Red and Black Salisbury.
- Black and White "
- Fancy "
- Fancy Costume.
- Pink and Blue.

- T. N. CLOTH, 27-28 in ..... 11½ cents.
- Red and Black Reversible.
- Black and White "
- Fancy Wrapperettes..... 9½ cents.
- Steel Grey "
- Tartans.
- M. C. CLOTH, 27 in ..... 9½ cents.
- Fancy Twills.
- Coat Linings.
- LADAS TWEED, 27 in..... 10 cents.
- HEAVY MOLES, 27 in..... 13½ cents.
- EXTRA HEAVY MOLES, 28 in..... 17½ cents.
- SKIRTING, 37 in., Napped Black..... 12½ cents.
- NAPPED SATEEN, 28-29 in..... 11½ cents.

This cancels all previous lists of above lines.—Canadian Dry Goods Review.

**GEO. CHILDS & CO.**


Since the first of the month the business lately conducted for the estate of Geo. Childs & Co., McGill street, Montreal, was taken over by the late Mr. Childs' two sons, George and Arthur. The old firm has been wound up, and the gentlemen who form the new one will still hustle for business under the well-known and honored title of Geo. Childs & Co. Both are young men in the prime of life, know the trade thoroughly, and with these advantages are bound to make a success.

The Underwriters' Association have raised the rates 10 cents per \$100 on certain properties in Ridgeway, owing to the absence of a night watchman.

Do you wish

**THE Best Gelatine**

In the world To-day . . . ?



THEN BUY

**Knox's SPARKLING CALVES FOOT Gelatine**

IT IS THE PUREST MADE  
MAKES 2 QUARTS JELLY

It is the only Gelatine used and endorsed by the LEADING TEACHERS of COOKERY in the United States.  
Received the only MEDAL at the WORLD'S FAIR for its

**Strength, Purity and Good Flavor.**

The New Granulated Package dissolves in two minutes; other brands take one hour.

**WE GUARANTEE EVERY PACKAGE  
SEND US A TRIAL ORDER**

**HAVE YOU TRIED**

**Knox's Crystallized Fruit Gelatine ?**

It is in **dry powder** form, already flavored, simply needs dissolving in boiling water and set aside to cool.

**MAKES ONE QUART DELICIOUS JELLY**

It is packed 3 dozen assorted flavors in a case.

**LET US SEND YOU A SAMPLE ORDER**

It is a good **PROFIT MAKER.**

We sell all the KNOX GELATINES, for they are **THE BEST.**

**YOU SHOULD TRY**

**Knox's Acidulated Gelatine**

Is in **Powder** form. Requires no lemons or other fruit.

♦ ♦

**ONLY ONE TEASPOONFUL**

of any extract you may desire, sugar, and water, makes two quarts Jelly.

♦ ♦

**The package for the busy housekeeper**

Ask your Wholesale Grocer for Knox Gelatines; if he will not get them for you, write us and we will see that your order is filled.

**A. E. RICHARDS & CO.** Agents for Canada  
**GALEDONIA, ONT.**

# FACTS

## Matches

It is a fact that **Bryant & May's** are the best known and most widely used matches in the world. Their "Safety" and "Tiger" wood matches and Wax Vestas are unrivalled for household and smokers' use. We carry a stock.

## Biscuits

Carr & Co.'s biscuits never were so popular as at present. The reason is that the quality is what the best class of consumers want, and the price is right. A full range always on hand.

## Rusks...

Hubbard's rusks were introduced into Canada some years ago by Lord Aberdeen, from which time they have always enjoyed a steady sale. We have just received a supply in 1-lb. and 2-lb. sizes.

## Extracts

Our determination to provide the best possible flavoring extract at the lowest price, consistent with right quality, is being appreciated, as is evidenced by the steadily increasing demand for the "**Crown Brand.**" Trial orders have always been followed by regular shipments.

WRITE FOR OUR FIGURES--BUSINESS WILL SURELY FOLLOW.

---

# ROBERT GREIG & Co.

Sole Agents in Canada.

... MONTREAL

# THE STEPS

to a successful and permanent tea trade can only be ascended by handling

## Ram Lal's Pure Indian Tea...

**UNIFORMITY**

**PURITY**

**FRAGRANCE**

**FLAVOR**

**STRENGTH**

**WESTERN AGENTS**

**PAYS A DOUBLE PROFIT, AS IT IS ALWAYS WINNING TRADE AND ALWAYS HOLDING IT**

*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.**





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John Cameron, General Subscription Agent.

CANADA'S TRADE WITH THE STATES.

ONE of the characteristics of the foreign trade of the Dominion for the fiscal year ending June 30 last was the increase of our exports to the United States.

This increase was over 17 per cent., while our exports to nearly all other countries declined. Those to Great Britain, for instance, declined 8 82 per cent.

This table shows the principal articles in which the increases took place :

EXPORTS TO U.S.		
	1894.	1895.
Asbestos, No. 1 c'ass.	\$96,378	\$204,582
" No. 2 "	174,418	102,810
" No 3 "	9,130	35,885
Coal.....	2,897,642	3,232,825
Gold quartz.....	318,258	612,729
Gypsum.....	159,662	156,897
Copper ore.....	53,605	119,020
Lead contained in ore	65,337	333,763
Nickel, fine.....	695,342	529,699
Silver.....	423,707	651,737
Iron ore.....	8,978	43,088
Total fisheries.....	3,260,677	3,025,171
Total minerals.....	5,130,186	6,271,397
Total forest.....	13,308,196	12,482,968
Horses.....	43,464	24,813
".....	437,061	485,952
Cattle, over 1 yr. old.	3,139	17,806
Sheep.....	156,017	233,979
".....	486,214	112,767
Eggs.....	199,636	275,827
Dressed furs.....	4,834	14,168
Undressed furs.....	491,579	397,746
Hides.....	283,430	868,062
Poultry and game...	2,592	11,167
Sheep pelts.....	5,626	68,998
Wool.....	15,486	1,046,726
Flax.....	167,077	99,526
Flaxseed.....	10	43,063
Apples, dried.....	7,878	63,212
" green.....	221,187	134,702
Berries.....	103,213	107,330
Canned fruits.....	11,617	55,199
Barley.....	216,493	706,586
Beans.....	261,662	422,521
Buckwheat.....	139,700	53,933
Oats.....	20,817	51,099
Peas, whole.....	329,568	352,321
" split.....	400	5,616
Rye.....	43	5,493

Hay.....	753,577	979,914
Seeds, clover.....	21,361	95,134
Grass seed.....	8,044	20,329
Potatoes.....	193,917	238,977
Other vegetables.....	94,765	103,599
Agri implements....	6,575	7,808
Books.....	32,261	38,240
Buttons.....	3,341	20,349
Charcoal.....	1,080	21,823
Clothing and apparel	17,800	24,279
Cordage.....	522	21,993
Cottons.....	66,964	150,722
Drugs, chemicals, etc.	14,529	46,294
Dyestuffs.....	6,508	18,865
Explosives and fulmi-		
na'es.....	19,978	88,319
Fertilizers.....	28,471	29,654
Furs.....	6,359	9,887
Grindstones.....	18,662	11,632
Gypsum.....	11,697	23,601
Castings.....	2,721	10,530
Pig iron.....		6,136
Machinery.....	12,565	29,963
Leather.....	4,657	14,733
Lime.....	64,385	75,058
Whisky.....	127,220	236,350
Wines.....	533	1,868
Organs.....	5,896	9,539
Pianos.....	30,121	23,270
Ships.....	35,300	10,000
Sugar.....	47,307	99,420
Tow.....	63,800	83,231
Matches and match		
splits.....	26,107	36,478
Wood pulp.....	368,256	336,385
Woolens.....	2,201	42,610

These increases, it will be observed, are chiefly in those articles which are the natural products of the country. This is one of the most gratifying features. But the chief cause of the marked increase in exports is the lower tariff which the Wilson Bill created. Here are a few examples from the new and the old tariff :

	New.	Old.
Coal, bitum's. 40c. ton	75c. ton	
Copper ore... Free	¼c. lb.	
Lead ore.... ½c. lb.	¾c. lb.	
Nickel..... Free	10c. lb.	
Iron ore..... 40c. ton	75c. ton	
H rses..... 20 p.c.	30 p.c.	
Cattle..... 20 p.c.	\$2 to \$10 per hd.	
Sheep..... 20 p.c.	75c. to \$1 per hd.	
Eggs..... 3c. doz.	5c. doz.	
Wool..... Free	40 to 60 p.c.	
Flax seed.... 20c. bu.	30c. bu.	
Apples, dried. 20 p.c.	2c. lb.	
Fruits, pres'vd 20 p.c.	30 p.c.	
Barley..... 30 p.c.	30c. bu.	
Beans..... 20 p.c.	40 p.c.	
Oats..... 20 p.c.	15c. bu.	
Peas.... 20 p.c.	40c. bu.	
Rye..... 20 p.c.	10c. bu.	
Clover seed.. 10 p.c.	20 p.c.	
Grass seed... 10 p.c.	20 p.c.	
Potatoes.... 15c. bu.	25c. bu.	
Cordage..... 10 p.c.	1½c. lb.	
Pig iron..... \$4 ton	3-10c. per lb.	
Machinery.... Lower tariff		

The increases have not, however, been confined to the articles affected by the change in the tariff: Asbestos, ground gypsum, hides, agricultural implements and charcoal, all show substantial increases. But enough has been established to prove that a lower tariff in the United States benefits the Dominion of Canada.

The realization of this fact brings with it the realization of the importance of the

United States market to Canada and the need there is of closer trade relations between the two countries. Conservative and Reformer recognize this. Where their opinions differ is in regard to ways and means of securing the desideratum. True, our efforts at securing reciprocity treaties have met with defeat since the abrogation in 1866 of the treaty of 1854. But if we had more business men in politics and less partisanship in Parliament, it is quite possible that where we have hitherto failed we may succeed.

FRAUDULENTLY-MADE VINEGAR.

THERE is a law on the statute books of the Dominion to the effect that acetic acid for use in the manufacture of vinegar must be obtained by the oxidation of wine, beer, cider, or other alcoholic liquors.

In spite of this fact, however, the country is being flooded with the vinegar made from acetic acid not so created. And to such an extent that the sale of the legal article has fallen off alarmingly.

The illegal article is not only an adulterant, but it is positively injurious to the public health. The acetic acid from which it is made is obtained from wood, ashes, etc. Of course, the making of acetic acid by this latter method is not illegal; it is its use for vinegar making that is illegal.

The reason, it is scarcely necessary to say why the acid made from wood, etc., is used is that it is cheaper than that obtained by oxidation of alcoholic liquors. THE CANADIAN GROCER has been credibly informed that it is 50 per cent. cheaper.

Then the man who essays to manufacture vinegar by the illegal method is to put no expense in the way of machinery; and all the ingredients he requires are acetic acid and water. The method of manufacture is also simple: The maker merely draws fifteen gallons of water from the taps, throws it into one gallon of acetic acid, and immediately he has sixteen gallons of "vinegar."

The legitimate vinegar manufacturer, on the other hand, has to provide machinery; to pay an inland revenue tax of 6c. per proof gallon; \$50 per month to inland revenue officials in charge of factory, and another \$50 per year for a license to make vinegar. It is obvious he cannot compete with the illegally made article.

But the vinegar maker proper is not the only one to suffer from this illegal competition. The honest pickle manufacturer is in the same boat: His sales are cut into by the man who puts up his pickles in the cheap and illegal vinegar.

The hint to the retail merchant is obvious: Get your vinegar and pickles from trusted and well known firms.

The Inland Revenue Department has at last awakened to a sense of its duty, and

has put its officers on the track of suspected parties.

The first case to appear in the courts is that preferred against Alexander W. Oliver, manager of the London Catsup Co., London, Ont., who is alleged to be making vinegar in other than the prescribed way. The case was brought before the police magistrate on the 13th inst., but was enlarged, Mr. Oliver not having been served, he being absent from London.

Mr. Oliver may not be guilty. That is to be determined. But vinegar from proscribed acetic acid is being made in the country by some person or persons, and it is the duty of the Inland Revenue Department to untiringly persist in its efforts to ferret out and bring to justice the guilty. It should do so in self-defence, for the practice means a curtailment, by fraudulent means, of its revenue.

As those who sell the vinegar produced in the illegal way are amenable to the law as well as those who make it, the retailers need to be careful that their skirts are kept clean.

#### DECLINE IN WOODENWARE.

The Canadian Woodenware Association has felt it incumbent after all to reduce the price of the products of its members. The margin of profits had hitherto been unsatisfactory, but it was felt that if the competition bred of the slaughter prices from the United States were to be met a reduction must be made.

The reduction ranges from 5 to 15c per dozen on pails and \$1 per dozen on tubs.

The following is a list of the old and new prices on the principal lines:

	New list. per doz.	Old list. per doz.
Pails—		
No. 1, 2-hoop pails.....	\$1 45	\$1 60
No. 2 " " grained ..	1 40	1 50
2-hoop pails, no paint .....	1 25	1 30
No. 1, 3-hoop pails .....	1 60	1 75
No. 2 " " grained ...	1 55	1 65
Tubs—		
No. 3 .....	4 50	5 50
No. 2 .....	5 50	6 50
No. 1 .....	6 50	7 50
No. 0 .....	8 00	9 00

These prices are uniform for the province of Quebec, Ontario, east of and including Sudbury, and for the eastern Maritime Provinces.

#### BARBADOES MOLASSES DECLINES.

The chief feature in molasses since last report has been a decline of 1c. per gallon in the price of Barbadoes at the Island, offers being made in Montreal on Monday of 14c. first cost.

This decline in price at Barbadoes is attributed to the prospects of an increased crop, estimates placing the crop on the Island at 40,000 puncheons, against 26,000 last year.

Advices from Porto Rico and other sources of supply, on the other hand, remain firm and prices are maintained.

#### OUR APPLE TRADE AND HOW TO IMPROVE IT.

UP TO April 15 the quantity of apples shipped from Canadian and United States ports for Great Britain aggregated 707,336 barrels. This is a decrease of over 47 per cent. compared with the exports for the same time a year ago, the total then being 1,352,827 barrels.

The ports from which the shipments were made are: Boston, 79,758 barrels; New York, 242,541; Montreal, 142,197; Halifax, 142,132; Portland, 99,968 barrels. A year ago for the same time the figures were: Boston, 518,048; New York, 213,853; Montreal, 273,553; Halifax, 223,150; Portland, 124,223 barrels.

Although the figures do not point it out, yet it is, nevertheless, a fact that the greater portion of the 707,336 barrels exported up to February 15 were of Canadian growth, the shipments from Portland being 75 per cent. Canadian and those from both Boston and New York 50 per cent.

The returns which Canadian exporters have received have not been satisfactory, so far this season there only having been about two months during which the shipments were profitable. Part of this is due to the English market. The crop of apples in Great Britain last year was large, while the domestic grown article was longer on the market than usual, owing to its having been preserved by cold storage.

Then another feature in bringing this about was the unsatisfactory condition of Canadian fruit when it arrived on the market, owing, as THE CANADIAN GROCER has pointed out in a previous issue, to the fruit having been damaged by the frosts last fall. But some of the unsatisfactory condition appears to have been caused by the inefficient accommodation of some of the steamers which carried the fruit across the Atlantic.

The English market has improved a little lately, but shipments are not, as a rule, profitable yet.

During the last eight years Canadian apples in the English market have obtained a better price than those grown in the United States, but in spite of this the business of exporting has not been a profitable one. Part of this latter condition is due to the fact that Canadian apples have lost some of their reputation owing to the dishonest practices of packers in this country in stuffing the barrels—putting good fruit on top and bottom and inferior in the middle. During the present season, however, there does not appear to have been any complaint on that score, the export business being in fewer and more reputable hands, many of whom put their own brands on the barrels. Second or poorer quality fruit is now generally packed in separate barrels in-

stead of being stuffed into the middle of A stock.

In spite of all the care that may be exercised on this side of the Atlantic there must be a change in the system which obtains on the other side of disposing of the fruit. The fact of the matter is that there are too many incidental charges, which have to come out of the exporters' pocket; or, rather, too many ways in which he can be bled. Various methods have been mooted for overcoming the difficulty, but there is a growing belief in this country that the practice of consigning apples to the English market should be discontinued and that the people across the Atlantic who want our apples should buy them in Canada just as Canadians have got to buy Valencia oranges in Liverpool. At first, at any rate, we would not sell as many apples in Great Britain, but the results would be more satisfactory from a financial point of view. There are times when England must have our apples, and as Canadian apples are superior to those obtained from the United States or Denmark—the latter is a rough and cheap apple—we have some reason for exhibiting a little backbone.

#### OUR FROZEN FISH IN ENGLAND.

ACCORDING to Montreal fish dealers the first shipments of frozen Vancouver salmon which were sold in London, England, a week or so ago were not an encouraging success.

The fish were landed in excellent condition, but they only realized 1¼d. to 3d. per pound. This price could not have done much more than pay the freight and charges, leaving the fishermen in British Columbia nothing for his fish. Judging from this, the prospects are not promising for the shipment of chilled goods from Canada to England, that is, at least where the haul is so long as from the Pacific Coast.

It is quite possible, though, the prejudice may have had something to do with the low price obtained, for the Britisher has not yet been educated to a knowledge that frozen fish are quite as delicate and palatable as those not frozen.

When English consumers are aware of this undeniable fact it is not unlikely to expect that frozen Canadian fish will fetch a higher price on the English fish markets.

#### ADVANCE IN SHELLLED WALNUTS.

There has been a sharp advance in the price of shelled walnuts at primary points, and the markets there still have an upward tendency.

Cables from London on Tuesday to Montreal sales agents stated that prices had advanced 5s. This is equivalent to an increased cost, laid down, of 1c. per pound.

The rise has not as yet affected spot values, as local jobbers are still quoting the old figures.

**HELP FOR THE CURRANT GROWER.**

**T**HE Greek Parliament has adopted the amendment to the Currant Retention Law passed last year. The object of the amendment is to increase the efficiency of the original Act as a beneficiary of the currant industry of Greece.

The Act passed a year ago, in brief, stipulated that 15 per cent. of the currants entered for export, or, at the discretion of the exporter, money to the amount of 15 per cent. of their value, should be handed over to the Government, the currants so retained to be used for distillation and the money to be used in buying currants for distillation.

The amendment in question removes the optional clause, thus compelling the exporter to pay the 15 per cent. in currants only. The object of this is, of course, to strengthen the currant market.

Another thing that promises to assist the currant producer in Greece is the fact that spirits of wine, the product of currants, is likely to largely supersede petroleum as an illuminant.

It seems that for some time experiments with that end in view have been going on, and private advices recently received by a Toronto man stated that "it is now admitted that the spirit lamp is a complete success, and it is believed that it will replace the old mode of domestic lighting."

Still another source of strength to the situation is the continued buying of Grecian currants by France and Russia, while Germany has bought more freely than she did a year ago.

It is said that, judging from present appearances, the whole of the currant crop will be consumed before the new crop comes in.

**DECLINE OF FOOCHOW TEA TRADE.**

**M**R. THOMAS FAIRHURST, of F. Fairhurst & Co., tea merchants, Foochow, China, was in Toronto last week in the interests of his firm. It was 29 years ago that Mr. Fairhurst took up his residence in China, and he pays Canada and the United States a visit every second year, and to Europe he goes every alternate year.

"The tea trade of Foochow," he said in reply to a query of mine, "is declining rapidly. The cause of this is two-fold. First, the neglect of the tea plant by the Chinese, and consequently the loss of strength in the tea. In the second place, because of the rise in favor of Indian and Ceylon teas, which seem to be taking the place of Foochow teas, both in Canada and Australia as well as in England.

"If the increasing consumption of Indian and Ceylon teas in this country continues, the trade in Foochow black teas will naturally still further decline. The business in

Oolongs is still a good one in the United States, because in Foochow they make a special kind of Oolong which is made nowhere else. Trade with Germany and the continent of Europe, generally, is rather better than it was; but it is the only part of the world that it is.

"Some people have asked us why we do not try and do something; but it is impossible for us to try and make any improvement in the manufacture of the tea in China, because we are not in touch with the producers. The teas pass through three hands before they reach us. And as the law of China will not permit us to own tea plantations we can do nothing towards improving the manufacture. When I left China in December last the Government contemplated increasing the inland tax on tea, which will still further impair the trade.

"The tea trade in the Hankow district, Northern China, is not decreasing to the same extent as it is in Foochow, inasmuch as Russia is a great factor there, buying the larger proportion of the teas of that district."

"Do you think the recent war with Japan is likely to lead to beneficial results upon China?" I ventured.

"So far as we can see in Foochow, the war has had no effect whatever. And if it was not for the continued efforts of the foreign nations, the Chinese would simply go back to their old civilization and have nothing at all to do with Europeans. I think the country is too large and strong for it ever to be parcelled out among other nations. And, I tell you, had the Chinese troops received proper training and been led by officers whose first duty was not to run away, they would have been more than a match for the Japanese, whose superior they are physically."

Before Mr. Fairhurst left Toronto he transferred the Toronto agency of his firm from Mr. C. H. Anderson to Andrews, Bell & Co., the object being to have both the Montreal and Toronto agencies under the control of one firm.

**THE MIGHTY "THOU ALSO."**

The Montreal Star takes our view and supports Mr. Mulock's bill to prevent members of Parliament making it their sole aim in life to get Government positions. It says:

The "tu quoque" is a terrific weapon as between politicians, but it leaves the public feeling that there still is something to be desired. The taxpayer is the true "third party" in such deals. And it receives the impetus of the transaction in the isthmus which unites the head to the rest of the body. Thus Mr. Mulock wants to preserve the independence of Parliament by making it illegal for members to travel about with offices in their pockets. "Oh! ho," retorts Mr. Dickey, "Look at Sir Oliver Mowat and his batch of post-election appointments!" This may bow Mr. Mulock out, for he wears the Mowat colors. But how about the rest of us? The desirability of parliamentary independence is supposed to be urged in the public interest. What, then, has Mr. Dickey to say to the public? It is not enough for him to silence Mr. Mulock. He is not likely to get Mr. Mulock's vote anyway. But he must satisfy the public.

Let Mr. Mulock keep at it and public opinion will soon be so strong that no Government can resent it. He has all the best men in the country at his back.

**THE CUBAN SUGAR CROP.**

**A** PRESS despatch under date of Havana, March 11, via Tampa, Fla., March 15, says: So many conflicting statements as to this year's sugar crop in Cuba have been published, either at the instance of the Spanish Government or other interested parties, it is well that the facts should be known. It is now the middle of the grinding season, and in the great sugar producing provinces of Matanzas and Havana not one estate is grinding. In Santa Clara province, which is next to Havana in quantity of output, one estate, Constancia, alone is grinding. In Pinar del Rio none are grinding. In the Eastern district the estates Union, San Luis, San Sebastian and Santa Ana, near Santiago de Cuba, and two or three others near Manzanillo and Guantanamo are grinding under great difficulties. In Havana province the Toledo estate has finished grinding. No others dare begin. The same is true in Matanzas. The wet season will soon be here. Estates have been ordered by Gen. Weyler to grind. It is impossible for them to comply. Here is what has been accomplished up to March 1.

Total number tons exported.....	76,076
Amount consumed two months.....	8,400
Amount on hand, all ports.....	55,489
Total.....	139,965
Less old stock.....	86,667
Total new crop to March 1.....	53,298
Same time last year.....	319,326

The above statistics are furnished by Joaquim Guma, the sugar expert of Havana.

Estimating the amount of sugar at the mills held back through interference with transportation at 10,000 tons—a liberal figure—the total amount of new crop to March 1 becomes 63,298 tons. If the second half of the grinding season does as well as the first the total yield for Cuba for 1896 will be 126,596 tons. Last year the crop was estimated at 1,000,000 tons. The probable shortage this year will, therefore, be 873,000 tons, or over 87 per cent. of a normal crop. These figures contain only one element of doubt, that is as to whether the decree of General Weyler that planters shall grind, or of Gomez that they shall not grind, will be enforced. Gomez at present occupies eight-tenths of the sugar producing districts. He has more men and seems better able to enforce his decree than ever before. Therefore, the estimate of 63,000 tons for the balance of the season is on the long side. The elimination of over 800,000 tons will undoubtedly affect the price of sugar all over the world. It will also affect the credit of Spain, which was the purpose of Gomez in ordering the stoppage of grinding. What is true of the sugar crop is practically true of tobacco, as will be seen later.

**NO 1255.**

By the change in our offices from 146 St. James street, Montreal, to the ground floor Board of Trade Building, our telephone number will in future be 1255.

### LONDON RETAIL GROCERS' ASSOCIATION.

THE regular meeting of the London Retail Grocers' Association was held on the 10th inst. The president and vice-president were both absent through illness, and Mr. F. Harley was placed in the chair for the evening.

There was a fair representation of the members present, and three names added to the membership roll.

The early closing question was taken up, and without discussion it was moved and carried that a committee be appointed to get sufficient cards printed to supply all the grocery stores with one or more as required, stating that the grocery stores will on and after April 1 close on Saturdays and days preceding holidays, at 10 o'clock p.m., and on all other evenings at 7 p.m. Messrs. F. Harley and J. C. Trebilcock and the secretary were appointed a committee.

Communications were received from Hamilton Retail Grocers' Association stating that while they approved of a convention of all the Retail Grocers' Associations being held during the coming summer season they did not think it would be advisable to hold a union picnic or excursion as it would be too large for any committee to handle successfully. They suggested Hamilton as the most central, and in every way the best place

to hold a convention. On motion, the communication was filed for future reference.

A communication was received from W. H. Ferguson, of Detroit, conveying best wishes for the success of the association and regret that he had not the pleasure of attending the grocers' social evening. Received and filed.

It was remarked that our city daily papers are frequently very erratic in reporting the price of country produce on the market. One member said he thought they only made a change once or twice a year. He noticed tomatoes quoted at 50c. per bushel for the past three months. He would like to get a few bushels at that price.

A half-hour's discussion or social chat on trade questions of the day brought the meeting to a close, all feeling that they had enjoyed a pleasant and profitable evening.

E. SUTTON,  
Secretary.

### CHANCE TO GET A BICYCLE.

La Delicatessen Co., the exclusive makers of "La Delicatessen," a confection in cheese, offer the salesman who shall sell the greatest quantity of "La Delicatessen" to the retail trade from March 1 until September 1, an "S & F" high grade wheel. The "S & F" wheels are warranted to be equal in every

respect to the best bicycle ever produced. To the retail salesman selling the most "La Delicatessen" this company offers a free "Florida outing," the estimated cost of which is \$500. If the salesman be married it will include his wife. A. E. Richards & Co., of Hamilton, are the selling agents for Canada, and they report an increasing demand for this "La Delicatessen," which is put up in dainty packages and pots, and is said to be equal to any fine club house cheese manufactured. Dealers who have a trade for cheese of this kind would do well to order a sample lot if they have not already a supply.

### SUSTAIN THE TRUTH.

When you are convinced that a paper is dishonest and deceitful, says an exchange, stop it. When convinced that it is unclean, stop it. When it lacks enterprise and fails to give you the news, stop it. But don't stop a paper that you believe to be honest, courageous, enterprising and clean, simply because its editor has written his own sincere views instead of yours or somebody's else; for if you do you are putting a premium on insincere journalism and serving notice on an editor that the way to succeed is to write what he thinks will best please his readers instead of what he honestly believes to be the truth.



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

# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

### GROCERIES.

**A**LTHOUGH no striking features have developed, trade exhibits a little more life than it did a week ago. It is, however, by no means active yet. But the point of satisfaction is that more merchandise is going out, while accompanying this fact is the development of a more confident tone in merchants. Failures have been heavy of late, but retailers' stocks are light, and so are their liabilities. With good roads and the opening up of spring a nice trade is looked for. Since our last sugar in the primary markets has taken a weak turn, but the present week has seen the renewal of the upward tendency in values. In canned goods the week has noticed an increased demand for beans. In other lines of canned goods the conditions are much as before. California dried fruits, particularly peaches, continue to attract the chief attention in the way of foreign dried fruits. Other kinds of dried fruits are, in fact, quiet.

### CANNED GOODS.

The position of canned tomatoes and peas is still strong. Business, however, is still moderate only. There is a little unsettled feeling regarding corn, some low offers having been made. It is said that some of the corn being offered is of inferior quality. If such is the case, the trade will therefore need to be careful. A feature of the trade this week is an increased demand for canned beans at about 85c. Salmon is quiet and unchanged. Stocks of some of the best brands of lobsters are about exhausted. We quote as follows: Tomatoes, 80 to 90c.; corn, 70 to 80c.; peas, 95c. for ordinary; sifted select, \$1.10; extra sifted, \$1.45 to \$1.50; peaches, \$2.90 to \$3 for 3's, \$1.90 to \$2 for 2's; raspberries, \$1.40 to \$2.00; strawberries, \$1.80 to \$2.45, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 85 to 90c.; gallons, \$1.90 to 2.25; salmon, "Horseshoe," \$1.35 to \$1.40; "Maple Leaf," \$1.35; "Lion," \$1.35 to \$1.40; Lowe Inlet, \$1.27 to \$1.30, in tall tins; cohoes, \$1.10 to \$1.20; canned mackerel, \$1.10 to \$1.20; lobsters, \$1.80 to \$2.10, for tall tins; flats, \$2.35 to \$2.65; half tins, \$1.45 to \$1.50; Canadian canned beef, 1's, \$1.35 to \$1.45; 2's, \$2.25 to \$2.35; 6's, 7.50 to \$8; 14's, \$15 to \$16.50.

### COFFEE.

Trade is picking up a little in green coffees, and the finer grades of Rio are none too plentiful on this market. 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.

Syrups are stronger in New York, but there is no change locally. We hear of a few transactions in bright American syrups on local account. We quote: Dark, 30 to 32c.; medium, 33 to 35c.; bright, 40 to 42c.

### MOLASSES.

The market keeps firm on the New Orleans kind, in which a further advance is anticipated in April, according to advices from the primary markets. The local demand is moderate. We quote: New Orleans, barrels, 28 to 35c.; half-barrels, 30 to 35c.; Barbadoes, barrels, 31 to 35c.; half-barrels, 33 to 35c.

### SUGAR.

The weakness which characterized the sugar market the latter part of last week has again given place to strength. The American Sugar Trust is reported to have paid 4 3-16c. for raws, which is the highest yet. On Saturday, New York granulated advanced ¼c.; London paid an advance of 1½d. on beet, and foreign granulated advanced .03c. In New York on Monday there were sales of 96 centrifugal at an advance of 1-16c., and 89 test at an advance of ¼c., and foreign granulated advanced .03c. A cable received on Tuesday quoted beets 3d. higher for April, and a similar advance in cane for prompt shipment. On the Toronto market there has been a little improvement in the demand, and an odd carload or so has been sold, but the turnover is yet far from being satisfactory. Local dealers look for a good trade shortly and higher prices. Wholesalers' quotations are: Granulated, 4½ to 4¾c.; yellows, 3¾c. up.

### SPICES.

Trade, if anything, is a little better in this line. Cream of tartar is easier in the primary market. We quote: Pure black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; ditto, best, 28 to 30c. per lb.; allspice, 14 to 18c.

### RICE.

The situation is much as before, the demand for ordinary being moderate at from 3½ to 3¾c.

### NUTS.

Business is quiet and the market featureless. 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 10½ to 11c. for small lots; pecans, 10½ to 11c.

### TEAS.

The market is without notable change, Indian and Ceylon teas still attract the most attention, but even in these lines there are not many transactions. We quote ruling prices to retailers: Young Hysons, 12 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

### DRIED FRUITS.

Currants are still quiet, with the demand chiefly for the better kinds. The market re-

mains much as before as far as prices are concerned. We quote: Provincials, 3¼ to 4c. in bbls.; fine Filatras, in bbls., 4¼ to 4¾c.; do, half-bbls., 4¼ to 4¾c.; ditto, half-cases, 4¼ to 5c.; Casalinas, cases, 5 to 5¾c.; Vostizzas, cases, 6 to 6½c.; ditto, half-cases, 6½ to 6¾c.; ditto, extra fine, 6¾ to 7¼c.; ditto, half-cases, 7¼ to 7¾c.; Panaretas, in cases, 9c.

Valencia raisins are in moderate demand only. We quote: Off-stalk 4½ to 4¾c.; fine off-stalk, 5 to 5¾c.; selected, 6 to 6¾c., and layers, 6½c.

California dried fruit continues to attract the most attention on the local market, the demand being particularly good for peaches in bags at about 6½c. per lb. We quote: Apricots, 15 to 16c.; peaches, 8c., in bags, and 10 to 15c. in boxes; pears, 10½ to 12½c.; plums, 6½c. for unpitted, and 12½c. for pitted; nectarines, 11 to 13c.; loose muscates, 5½ to 6½c. per lb.

Prunes are in moderate demand only. We quote: Bosnias, "Sphinx" brand, "A," 65 to lb. 9c.; "B," 75 to lb. 7¾c.; "U," 102 to lb., 6½ to 6¾c.; California prunes, 40-50, 10 to 10½c. per lb.; 50-60, 9½c. per lb.; 60-70, 9c.; 70-80, 8½c. per lb.; French, 5 to 6c.

Eleme figs are quiet and unchanged. We quote: Eleme, 14 oz., 9 to 10½c.; 10 lb., 9½ to 12½c.; 12 lb., 12½c.; 28 lb., 15c. Sultana raisins are quiet and unchanged at 5½ to 6c.

Dates still rule quiet at 4½ to 5½c.

### GREEN FRUIT.

The milder weather has induced an active demand for oranges, and prices are higher all round, both locally and in the primary markets. Messina oranges are due to arrive here in a day or two. This is the first lot for about six weeks, and those previously here this season were of unsatisfactory quality. California seedlings are also here. A further advance is to be noted in Spanish onions. We quote: Lemons—Messina, \$2.50 to \$3.50 for 360's and 300's per box. Oranges—Cal-

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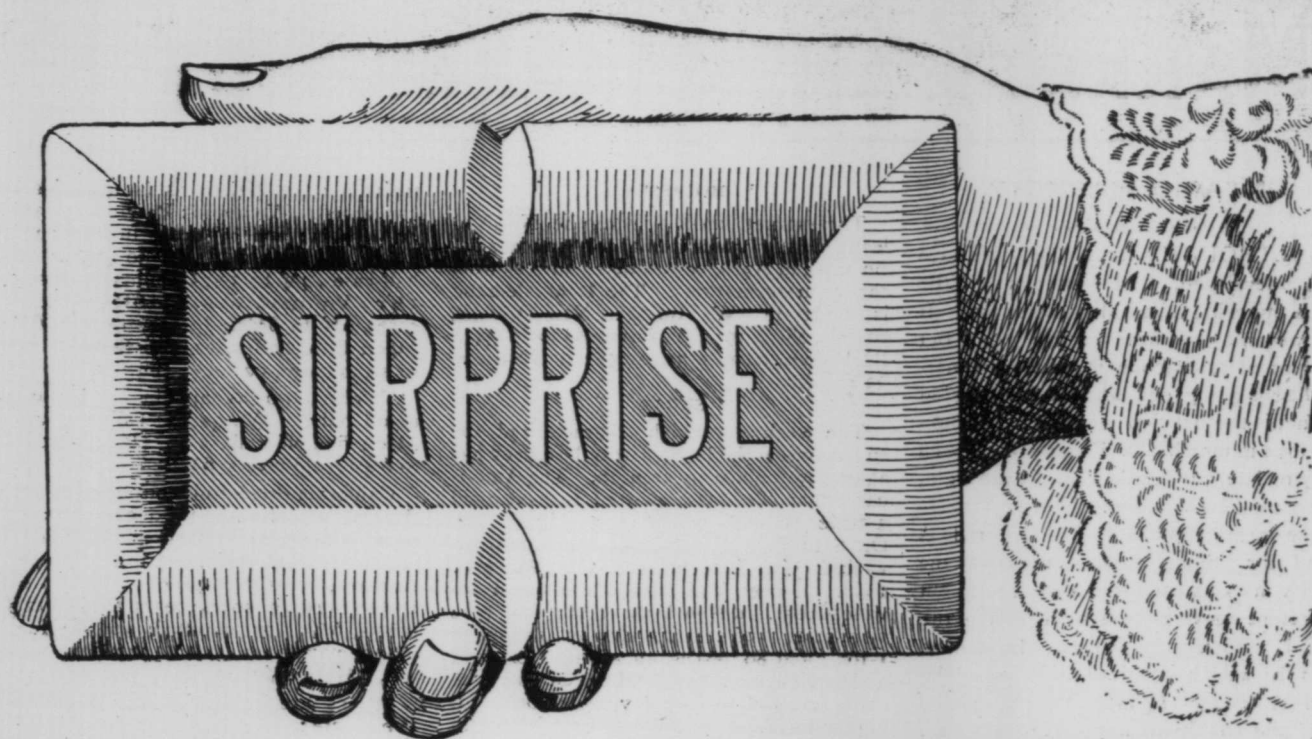
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fornia navels, 350 to \$4.75, according to size; ditto seedlings, \$3.25 to \$3.50; Valencias, 420's, \$5.75 to \$6; Jumbo's, 420's, \$6.75 to \$7; ditto, 714's, \$6.75 to \$7; Sevilles, \$2.75 to \$3 per box; Messinas, half-boxes, \$2 to \$2.50; ditto, boxes, \$3.75 to \$4. Bananas, \$1.25 to \$1.75; cocoanuts, \$3.50 to \$4 a sack; apples, Spies, \$2.75 to \$3.50, Baldwins, \$2.50 to \$2.75, greenings, \$2 to \$2.50 a barrel; Russets, \$1.75 to \$2.50; Malaga grapes, \$5 to \$7 per keg; domestic onions, 60 to 65c. per bag; Spanish onions, 75c. per small crate; pineapples, 25 to 35c.; sweet potatoes, \$3 to \$3.25 per bbl.; cranberries, \$5 to \$8 per bbl., and \$2.50 to \$3 per case, according to quality; hickory nuts, \$1.50 to \$1.75 per bush.

#### BUTTER AND CHEESE.

**BUTTER**—There is a scarcity of good roll butter, the demand still being brisk and in excess of supplies. There is no accumulation of butter of any kind, and medium quality is being taken when the first-class article cannot be obtained. Choice dairy tub butter is also a scarce commodity. Creamery butter is in good supply, and the demand is fair. Prices of all kinds of butter are about a cent per pound higher than a week ago. We quote: Early summer dairy store packed, 8 to 10c.; good to choice fresh packed, 15 to 16c.; large rolls, fresh, 16 to 17c.; dairy pound prints, 16 to 19c. Fresh creamery—Tubs, 20 to 22c.; do., pound prints, 22 to 23c.

**CHEESE**—There is a fairly good demand, but the export trade is dull. We quote: Summer make, 8½ to 9c.; September and October, 9 to 9½c.

#### COUNTRY PRODUCE.

**BEANS**—Trade is quiet, but prices as be-

fore, the ordinary jobbing quotation being 90c. to \$1 per bushel.

**DRIED APPLES**—The conditions remain much as before. There are a good many offerings at outside points at from 3¼ to 4c. f.o.b., but no transactions are reported, no one seeming to want dried apples at any price. Jobbing quotations range all the way from 3¼ to 4½c., but there are no sales.

**EVAPORATED APPLES**—The market is dull with prices nominally unchanged at 6½ to 7c.

**EGGS**—Pronounced weakness has developed in the egg market since the advent of the warm weather and heavier receipts. Prices are from 2 to 3c. lower than a week ago, new laid now being quoted at 14 to 14½c. per doz., and pickled at from 10 to 11c.

**HONEY**—There is not much doing. We quote as follows: Strained, clover, 9 to 10c.; dark, 4½ to 5c.; comb, clover, \$1.80 per dozen; dark, 80c. per dozen.

**POULTRY**—There has been a slight and spasmodic improvement in the receipts of turkeys, but the market is still practically bare of all kinds of poultry. We quote: Turkeys, 9 to 12c.; geese, 7 to 8c.; chickens, 40 to 60c.; ducks, 60 to 90c.

**POTATOES**—Are still dull at 18c. on track and 25c. out of store.

**MAPLE SYRUP**—New season's syrup is being quoted, to arrive early next month, at 90c. to \$1 per gallon, and some orders have been placed at these figures. We quote old as before: Syrup, small packages, 90c. to \$1; ditto, 5 gallon tins, 80c.; sugar, 10c. per lb.

#### PROVISIONS AND DRESSED HOGS.

A fairly active jobbing trade is reported in all lines of provisions. Quotations are being occasionally shaded for large lots. Offerings of dressed hogs are fairly liberal and packers are paying \$4.25 to \$4.50 for heavy weights and \$4.50 to \$4.75 for light weights delivered.

**DRY SALTED MEATS**—Long clear bacon, 6½c. for carload lots, and 6¼ to 7c. for small lots; backs, 8c.

**SMOKED MEATS**—Breakfast bacon, 10c.; rolls, 7¼ to 7½c.; hams, large, 22 lbs. and over, 9c.; medium, 15 to 20 lbs., 10c.; small hams, 10c.; backs, 9 to 9½c.; picnic hams, 7c.; all meats out of pickle, 1c. less than above.

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

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

#### FISH AND OYSTERS.

Trade is unusually dull for the Lenten season in spite of the fact that prices are lower than usual. We quote oysters: Standards at \$1.30 to \$1.35, and selects \$1.70. Fish are quoted as follows: Skinned and boned codfish, 6½c.; boneless fish, 3½ to 4c.; haddock, 5 to 6c.; Labrador herring, \$3.25 to \$3.50 half barrel and \$5.50 to \$5.75 per barrel; Newfoundland herring, \$2.50 per half barrel, and \$4.50 to \$4.75 per barrel; fresh water salt herring, \$3 per barrel; blueback herring, 4c.; pike, 6 to 7c. per lb.; flitch'd cod, 5c.; finnan haddies, 7c.; Digby herring, in bundles of 5 boxes, 11c.; ditto, lengthwise, 10c.; large halibut, 12 to

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2 CARS **Bitter..**  
**Oranges**

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15c.; Restigouche salmon, 20 to 25c.; British Columbia salmon, 14 to 15c.; mackerel, 20 to 25c.; steak cod, 6 1/2 to 7c.; haddock, 5c.; black bass, 9 to 10 1/2c.; white fish, 7c.; salmon trout, 7c.; Lake Superior whitefish, 7 1/2c.; Lake Winnipeg whitefish, 7 to 7 1/2c.

### WHEAT, FLOUR, FEED, ETC.

**WHEAT**—Street receipts are moderate and prices fairly steady. We quote: White, 81c.; red, 79c.; goose, 59 to 60c.

**BARLEY**—Steady, 200 bushels selling at 38 to 42c.

**OATS**—Easier, 500 bushels selling at 28 to 29c.

**PEAS**—Steady, 100 bushels selling at 59c.

**FLOUR**—Purchases are light in anticipation of lower prices. We quote as follows: Straight roller, \$3.60 to \$3.65, carload lots. Toronto freights, and \$3.75 to \$3.90 in job lots; Manitoba patents, \$4.25 to \$4.35 per bbl.; Ontario patents, \$3.80 to \$3.90 per bbl.; strong bakers', \$3.75 to \$3.85.

**BREAKFAST FOODS**—Trade quiet and prices unchanged. We quote: Oatmeal cornmeal and pot barley from 10 to 15c. lower; Standard oatmeal and rolled oats, \$3; rolled wheat, \$2.30 to \$2.40 in 100-lb. barrels; cornmeal, \$2.60 to \$2.75; split peas, \$3.25 to \$3.50; pot barley, \$3.25 to \$3.50.

### SALT.

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

### SEEDS.

The alsike market is about as dull as it can be since the close of the export trade. Since the milder weather set in there has been a little more enquiry for alsike, but business is still quiet. There is not enough timothy offering to make a market. These are the prices jobbers are paying f.o.b. points of shipment: Alsike, \$3 to \$4.25; red clover, \$4.50 to \$4.80 per bushel.

### HIDES, SKINS AND WOOL.

**HIDES**—Unchanged, with moderate demand. Dealers pay 5c. for No. 1, 4c. for No. 2, 3c. for No. 3. Cured hides unchanged at 6c.

**CALFSKINS**—6c. for No. 1 and 5c. for No. 2. Sheepskins are firm at 90c. to \$1.

**WOOL**—Trade dull and prices unchanged. Fleece quoted at 21 to 22c., and rejections 17 to 18c. Pulled supers are 20 to 21c., and extras 22 1/2 to 23c.

### PETROLEUM.

Trade continues fairly good with prices unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 16 1/2c.;

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**JAS. McLAUCHLAN & SONS** Biscuit Manufacturers **OWEN SOUND**

carbon safety, 18c.; Canadian water white, 18c.; American water white, 21c.; Pratt's astral, 22c.

#### MARKET NOTES.

New season's maple syrup is being offered to arrive at 90c. to \$1 per gallon.

Eggs are lower, at 14 to 14 1/4c.

Jamaica ginger is scarce and dear in the primary markets.

Cables received to-day quote Jordan almonds at 40s., which is equivalent to about 45c. here. Valencia almonds at late cable advices were quoted at 14s. 6d., or about 18 1/2c. here.—N.Y. Journal of Commerce, March 16.

California oranges show further appreciation in price in the primary market, and we quote higher prices locally.

Butter is scarce and dearer.

The primary sugar markets are firmer than they were a week ago.

Messina and California seedling oranges are due to arrive on the Toronto market.

#### QUEBEC MARKETS.

MONTREAL, March 19, 1896.

#### GROCERIES.

THE grocery market as a whole continues quiet, and business in nearly all the leading staples was of a moderate character. Sugar continues dull with stocks increasing in refiners' hands, while both jobbers and retailers appear to have enough to get along with. Syrups are unchanged, but reports from primary markets on molasses have not been of as firm a tenor as they were. Coffee shows a little better feeling in sympathy with the disposition at New York, but there is no demand. The spice market is without change. In tea, reports regarding the new crop are conflicting, but any efforts to induce demand of a general character seem to be fruitless. California raisins have furnished some activity, but of a purely jobbing character, and some enquiry noted for Valencia stock at one time was easily satisfied. Currants, prunes, dates, and figs are steady, but dried and evaporated apples have declined 1c. Canned goods are without

feature, and larger receipts of fish led to an easier feeling in haddock and herring.

#### SUGAR.

There has been no new feature in sugar, the feeling ruling firm as ever. Business in refined is dull, but the stiff feeling in the raw article prevents any tendency to cutting, which might otherwise ensue, as stocks are said to be on the increase at the refineries. In jobbers' and retailers' hands also the stocks for the time being appear to be ample. In the west this fact is said to have effect with some sellers, but not with those here so far. We quote granulated 4 3/4c. and yellows 3 3/4c. to 4 3/4c. as to grade.

#### SYRUPS.

Stocks of syrups in refiners' hands continue light, but they are ample for the demand experienced, which is extremely light. We quote prices unchanged: Ordinary 1 3/4c. and bright grades 2 1/2 to 3c.

#### MOLASSES.

The market at primary centres has been calmed less active and lower, especially at Barbadoes, where lots were offered at 14c. first cost at the close of last week, which is a decline of 1c. from what was previously asked. The spot market has been very quiet, sales being confined principally to small lots at 36 to 37c. for Barbadoes and 34 to 35c. for Porto Rico, with a few New Orleans offering at 25c.

#### RICE.

The rice market is without change on spot though there has been considerable advance at primary markets, speculation in Japan among the native merchants putting the price up. In the local market business has been extremely quiet. We quote: Japan standard, \$4.25 to \$4.40; crystal Japan, \$4.75 to \$5; standard B., \$3.45; English style, \$3.30; Patna, \$4.25 to \$5, and Carolina, \$6.50 to \$7.50.

#### SPICES.

There has been a moderate demand on local account for spices and values are steady. 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.; allspice, 12 to 15c.

#### COFFEE.

The better feeling lately in New York has imparted a firmer disposition to the local coffee market, but there has been no quotable change in prices, business continuing of moderate dimensions. We quote:

Maracaibo, 19 to 21c.; Rio, 16 1/2 to 20c.; Java, 28c.; Jamaica, 20c., and Mocha, 29 to 32c.

#### TEAS.

Business in teas has failed entirely to show any pronounced improvement. Japans have met some enquiry ranging from 15 1/2 to 16c., some 400 packages changing hands. An equal quantity of Young Hyson was also sold, laid down Montreal, at 10c. All sorts of reports are coming to hand regarding new crop, but nothing really reliable can yet be cited. In England, the market is firm on Indians and Ceylons, while in New York business is sluggish. We quote: Young Hysons, 10 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45 for high grades; China Congous, 11 1/2 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 12 to 20c. for med ums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums and 30 to 65c. for high grades.

#### DRIED FRUIT.

There has been a good business doing in California raisins at firm prices, and we quote: 4-crown, 6 1/2 to 7c.; 3-crown, 5 1/2 to 6c., and 2-crown, 4 1/2 to 5c. The offers of the latter grade have not weakened the market a particle.

Valencia raisins have not furnished much business, but enquiries have been more numerous during the week from country points. The easy feature of the situation is that the bulk of the stock is made up of low grade fruit. We quote: Ordinary, 3 1/2 to 4 1/4c.; fine, 4 1/2 to 5c., and selected, 5 1/2 to 5 3/4c., with layers 6 to 7c.

Sultanas continue quiet and unchanged at 5 1/2 to 6 1/4c.

There is little doing in currants, and prices are unchanged: Barrels, 4c.; half-barrels, 4 1/4c., and cases, 4 1/2 to 5 1/2c., as to grade.

The prune market is quiet and unchanged, business being fair. We quote: French, 4 to 5 1/2c.; Bosnia, 6 to 6 1/2c., and California, 8 to 12c., as to grade.

Figs are as they were last week. We quote: Bags, 4c.; ordinary, 8 1/2 to 9c., and fancy, 12 to 17c., as to brand.

Old dates have been offered at 2 1/2c., but we quote good prime stock at 4 to 4 1/2c. per lb.

#### NUTS.

There has been no change in the nut market, which rules quiet and steady. We quote: Grenoble walnuts, 11 1/2 to 12 1/4c.; filberts, 7 1/2 to 8c.; Tarragona almonds, 11 1/2 to 12c.; pecans, 8 to 12c., and shelled walnuts, 15 to 19c.

WE ARE  
PAYING  
CASH  
FOR

DRIED-APPLES-



W. B. BAYLEY & CO.  
EXPORT BROKERS

42 FRONT ST. E. Toronto



# Just 4 Crackers

## Scaled Herrings (medium)

Guaranteed No. 1, Sealy's Brand, NONE BETTER. Lots of 50 and over 6c.; less quantities 7c.

## Crushed "GLOBE and BEAVER" Brand Java and Mocha

COFFEE (XTR), quality guaranteed—  
return at our expense if not satisfactory.

All live grocers know its merits  
and are using it steadily.

Tins 25 and 50-lbs., price 22c. per lb.  
" 22½c. per lb. ground.



WHEN YOUR CUSTOMERS ASK FOR ...



## Condensed Milk

GIVE THEM

# "REINDEER"

IT'S THE PUREST AND BEST. CASES 4 DOZ.

## A Darjeeling

In chests at 15c.  
THAT CAN'T BE BEATEN

THE **EBY, BLAIN COMPANY** LTD.

WHOLESALE IMPORTING AND MANUFACTURING GROCERS

TORONTO - - ONTARIO

## CANNED GOODS.

Canned vegetables, fish and fruits meet a moderate jobbing demand at steady prices, but the market as a whole is quiet and unchanged. We quote: Tomatoes, 75 to 85c.; corn, 75 to 85c.; peas, 95c. to \$1 for ordinary; sifted select, \$1.10; extra sifted, \$1.45 to \$1.50; peaches, \$2.90 to \$3 for 3's, \$1.90 to \$2 for 2's; raspberries, \$1.40 to \$2; 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, \$1.10 to \$1.20; lobsters, \$1.80 to \$2.10, for tall tins; flats, \$2.35 to \$2.65; half tins, \$1.45 to \$1.50; Canadian canned beef, 1's, \$1.35 to \$1.45; 2's, \$2.25 to \$2.35; 6's, \$7.50 to \$8; 14's, \$15 to \$16.50.

## GREEN FRUIT.

This market has not furnished much activity, the most important change of the week being a decline in the price of dried and evaporated apples, which are 1c. per lb. lower. Oranges are a light stock and prices are rather firm in consequence. California navel oranges are also meeting a good demand. We quote: Oranges—California navels, \$3.50 to \$4.50; Valencias, 420's, \$4.25, and 714's, \$5. Lemons, \$2 to \$3. Grapes, \$5 to \$6 per keg. Cranberries, \$8 to \$10 per barrel. Apples, \$2 to \$4 per barrel. Dried do. 3/4c. Evaporated do., 5/2 to 6c. Spanish onions, 30 to 40c. per crate. Pine-apples, 25 to 40c. as to size.

## FISH.

Demand for fish has been small during the week, though the weather has been very favorable to the trade. Fresh herring and haddock have both declined under large supplies. Pickled fish are also exceedingly slow of sale and green cod and other staple lines have ruled weaker. We quote as follows: Fresh haddock, 3/4c. per lb.; smelts 2 to 4c.; fresh frozen B. C. salmon, 8 to 9c.; Manitoba whitefish, 7c.; dore, 7c.; trout, 7c.; tommycods, \$1.00 to \$1.25 per bbl. Choice pickled Labrador herrings, \$5.25; No. 1 N.S., \$3 to \$4; No. 1 green cod, \$4.50; No. 2, \$3 to \$3.25; No. 1 haddock, \$3; No. 1 large codfish, \$6; No. 1 lake trout, \$4 to \$4.25; B. C. salmon, \$10.50; No. 2 Labrador salmon, \$13; No. 1 mackerel, \$18.50; Loch Fyne herrings, 85c. per keg, and \$11 per bbl.; No. 1 sardines, \$4.50; No. 1 dried cod, \$4 to \$4.25; boneless cod, 6c. per lb.; boneless fish, 3/4c.; boneless haddock, 5c.; shredded, 11c.; haddies, 6 1/2 to 7 1/2c. per lb.; bloaters, 9c. per box, and smoked herrings, 8 to 9c. per lb.

## PROVISIONS.

There has been no further change in provisions since our last business being of a steady character. We quote: Canadian short cut, clear, \$13.50 to \$14; Canadian short cut, mess, \$14 to \$14.50; hams, city cured, per lb., 9 to 10c.; lard, Canadian, in pails, 8c.; bacon, per lb., 9 to 10c.; lard, com. refined, per lb., 6 1/4c.

## COUNTRY PRODUCE.

EGGS—Demand has been fair for eggs during the week, and the market rules steady. We quote: Fresh, 17 to 18c.; Montreal limed, 10 to 11c.; Western limed, 9 1/2 to 10c. per dozen.

BEANS—There was no improvement in the market for beans, business being quiet

and prices unchanged. We quote: Car lots at \$1 to \$1.05, and small quantities, \$1.10 to \$1.20.

POTATOES—Business in potatoes continues of a jobbing character, and the market is quiet. We quote: Car lots, on track, 30 to 32c. per bag, and small quantities, 35 to 40c.

ONIONS—Are unchanged. We quote: Red, \$2.50, and yellow, \$1.60 to \$2 per bbl.

## HAY.

Baled hay is unchanged, No. 1 on track selling at \$14 and No. 2, \$12.50. Along the G.T.R. No. 1 is offered at \$12 to \$12.50.

## FLOUR AND MEAL.

There was no change in flour, business on the whole was rather quiet, and values were unchanged. We quote: Winter wheat, \$4.35 to \$4.40; spring wheat, patents, \$4.25; straight roller, \$4 to \$4.10; straight roller, bags, \$1.95 to \$2; extra, bags, \$1.75 to \$1.85; Manitoba strong bakers', \$4.

In oatmeal the chief item of the week has been the cutting in rolled oats, which have sold very much lower, being now quoted at \$2.90. Prices range: Standard, barrels, \$3 to \$3.10; granulated, barrels, \$3.10 to \$3.20; rolled oats, barrels, \$2.90; rolled wheat, per 100 lbs., \$2.40 to \$2.50.

A fairly active business continues to be done in feed, one firm reporting sales of ten cars of Ontario brand at \$15 Monday. We quote: Bran, \$14 to \$15; shorts, \$15 to \$16; mouillie, \$19 to \$20.

## CHEESE AND BUTTER.

CHEESE—The sudden recovery in the public cable quotation from Liverpool on cheese Monday morning, was the most interesting news this week. When the advance of a full shilling was first posted, many thought that it was a mistake, and had it repeated to find it correct. The news was a disappointment, of course, to the pessimists, but some change for the better was not entirely unexpected to others. Last week, reference was made to private advices, which stated that an effort was being made to concentrate stocks on the other side, also, that a more cheerful undertone was noticeable. The advance in the cable, to-day, may be the first visible effect of these influences. On spot, the situation is as quiet as ever, because there is very little goods to do business in, and the price was a nominal one, at 8 1/4c. for fall makes.

BUTTER—The butter market continues of a quiet jobbing character. Creamery ranges from 21 to 22c., according to quantity. Eastern Townships dairy was steady at 18 to 19c., and western rolls from 14 to 15c.

## MONTREAL NOTES.

Laporte, Martin & Cie. wish to call attention to their full assortment of canned goods and teas. They are offering close value on both lines, and will send samples on application if mention is made of THE CANADIAN GROCER.

Larger receipts of both evaporated and dried apples have led to a decline of 1c. per pound in each, while the demand is slow.

First receipts of California navel oranges came to hand the other day. They have been selling freely at \$3.50 per box for sound unfrosted fruit.

A. P. Tippet & Co. have just landed a carload of Santa Clara prunes. The-

## A. T. CLEGHORN

General  
Commission Agent

Correspondence  
solicited.

LONDON, CAN.

# GRAND MOGUL TEA COMPETITION

You've heard about the grand Mogul,  
On India's coral strand,  
The greatest of all eastern kings,  
In that celestial land.

This potentate as history shows,  
In various things excelled—  
As for his judgment and good taste  
Was in great honor held.

And chief among his virtues was  
The certain way that he  
Could tell the best and purest of  
The different brands of tea.

When traveling men to Delhi came—  
This monarch would command  
That none should come within its gates,  
Except they brought his brand.

And thus it came that only one  
Could stand the regal test—  
And that the one the Mogul chose—  
Because it was the best.

Now, when the nations far and near  
Had heard the king's decree:  
They all refused inferior goods—  
And took "Grand Mogul" Tea.

They found no poisonous tannin there,  
Nutritious theine instead—  
And vendors of inferior grades  
Soon found their business dead.

And people bought the very best  
And gave up drinking frauds  
And all pronounced "Grand Mogul" Tea  
"The nectar of the Gods!"

For purity and healthfulness  
Its equal cannot be found,  
And then its price—so very low—  
But Fifty Cents a Pound!

Its use promotes both health and wealth,  
It soothes the tired brain—  
The young increasing vigor get  
And the old grow young again.

Then do not fly to wine or ruin,  
If feeling sad or dull,  
Imbibe the King of Teas instead—  
The cheering "Grand Mogul!"

## BROSE MEAL

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

JAS. WILSON

Manufacturer of  
Celebrated brands of

Monkland Mills

ROLLED  
STANDARD and  
GRANULATED OATMEAL Fergus, Ont.

**TRADE**  
**BEARDSLEY'S SHREDDED CODFISH**  
**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.



**WE BUY DIRECT**

from growers in the Orient,  
pay highest prices and secure  
choicer seeds than go else-  
where; and in compounding

**COTTAMS**  
**BIRD SEED**

Patented 1891-1896. **BIRD BREAD** Registered 1895.

We exercise a scrupulous cleanliness and accurate discrimination, comparable only to the loving care of a wise mother. Any wonder that U. S. is popular?

SOLD BY ALL WHOLESALERS.

**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** SOLI-  
CITED. Ample Storage.

All orders will receive our best attention.

**EGGS**  
**BUTTER**  
**POULTRY ETC.**

HANDLED ON COMMISSION  
GOOD PRICES OBTAINED  
PROMPT RETURNS

**F. W. FEARMAN**

HAMILTON

prunes are not repacked, but are in the original packages in which they left the Coast. The advantages of this are obvious to any buyer of dried fruit.

Cables to Vipond, McBride & Co. quoted Valencia oranges 6s. to 7s. higher than they were at this time last year, at 14s. to 14s. 6d.

Large shipments of California evaporated peaches, pears and apricots of the Griffin & Skelly brand, at reasonable prices, have just been distributed to Geo. Childs & Co., Lockerby Bros., Hart & Tuckwell, Carter, Galbraith, and others.

A large shipment of new dates have just been turned into stock by Hart & Tuckwell.

L. Chaput, Sons & Co. have just received a shipment of "Dufour's" French prunes. These goods are in 1/4 cases, 86 size, which are very nice stock.

W. H. Dunn & Co. have had a busy week in the city and suburbs with Babbitt's soap squares, which are opening out well this spring.

Robert Greig & Co. have just received a stock of Hubbard's Scotch rusks. This is a popular line.

A supply of Marshall's Semella, Farola and Kassama cornflour has just arrived from Glasgow for account of Robert Greig & Co.

Bryant & May's safety match enjoys a steady sale. Robert Greig & Co. are Canadian agents.

The "Cafe Noir," made by Carr & Co., is probably the most popular biscuit sold in Canada. R. Greig & Co. have always a stock on hand.

**NEW BRUNSWICK MARKETS.**

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., March 19, 1896.

**S**PRING business opens slowly. In almost all lines fairly large stocks are held. During the week there has been but little change in values. Owing to the low prices obtained for fish there is not as much business offering for Porto Rico as was hoped there would be by those interested in the moving of a steamer between this port and the island. It is understood there will be another trial made, the steamer leaving here about the last of the month. Very little return freight, if any, has offered. In lumber, it is said the cut this season is about

Consignments of—

**BUTTER, EGGS and all**  
**kinds of Produce**

handled to the best advantage.  
Prompt returns.

**H. F. PRICE** 102 Foundling Street  
**MONTREAL**

**Brock's Bird Seed**

It pays to sell it, because people are pleased with it. Each 1-lb. packet contains a cake of BIRD TREAT.  
Orders filled willingly by all first-class Wholesale Grocers.

**NICHOLSON & BROCK - TORONTO**

**LONG CLEAR BACON**  
**MESS PORK . . .**  
**SHORT CUT PORK**

Quality the Choicest.  
Prices the Lowest.

Write—  
**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, Almeria Grapes, Cranberries and Dates

**76 COLBORNE ST.,**  
**TORONTO, ONT.**

**OF COURSE** You want the best.  
Then you **MUST**  
use D. Gunn, Flavelle & Co.'s

**"Maple Leaf" Brand**

Smoked Meats and Pure Lard.

**D. Gunn, Flavelle & Co.**

Pork Packers and  
Commission Merchants Toronto

Fancy California Washington  
Navel

**ORANGES**

Choice Marmalade Oranges  
Fancy and Choice Lemons

**CHEAP**

**HUGH WALKER & SON, Guelph, Ont.**

as last, and a fair summer business  
Cornmeal is very low, and some  
nts have placed large orders,  
oo barrels. Larger quantities  
prunes are noticed in the  
market for years, and they are  
well like that the foreign is  
scarce give. Some are slow to  
pay the extra there is a demand  
for prunes, and even larger sizes at fairly  
high figures find go

**OIL**—There is but a demand for burn-  
ing oil, the season being in lubric-  
ating demand is just be-  
itself known. Owing to the large  
lumber mills here, and other  
large quantities of these oils are used,  
American and Canadian houses are ve-  
active in their efforts to get the trade. We  
quote: American burning oil, 23¼c.; best  
Canadian, 21½ to 21¾c.; prime, 19c. No  
charge for barrels.

**SALT**—The Beaver Line steamers arriving  
from Liverpool weekly bring more or less  
salt all the time; a small quantity arrived  
this week, part of which was shipped into the  
state of Maine by dealers here. There is at  
present quite a large stock here, most of  
which cost higher than that now landing.  
Large quantities of English salt are used  
here during the year, its largest use being in  
the packing of fish, about seventy thousand  
bags coarse and five thousand fine being im-  
ported. Beside this there is a large quanti-  
ty of Canadian salt used, chiefly for dairy  
and table purposes. Little, if any, American  
is now imported. In quantities, coarse  
could be bought well under quotations  
if shipped from vessel's side. We quote as  
follows: Coarse, 50 to 55c.; 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, \$2.70 to \$2.80 per bbl.

**CANNED GOODS**—There is fair movement,  
but little to report. Peas are scarce but  
little change has yet been made in prices,  
which must go higher. Gallon apples find  
but limited sale to what they had a few  
years ago. Pumpkin does not seem to have  
the demand it shou'd, as for pies it is splen-  
did. Fruits are beginning to have more  
attention. Canadian packed fruits are  
giving splendid satisfaction. Some packers  
incline to shade prices in canned meats.  
We quote as follows: Corn, 85 to 90c.;  
peas, 90 to 95c.; tomatoes, 90 to 95c.; gallon  
apples, \$2.15 to \$2.25; corned beef, 2-lb. tins,  
\$2.40 to \$2.50; 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, \$2.10 to \$2.35; salmon,  
\$1.40 to \$1.50; lobsters, \$1.75 to \$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.

**DRIED FRUITS**—A more active move-  
ment than usual is noticed in evaporated  
fruits, peaches being the favorites. Some  
very fine goods at low prices in bags have  
been received in this market. Dried apples  
continue to be offered by Nova Scotia  
dealers, but there is no demand. A quantity  
could, no doubt, be bought low. Market  
is well stocked with evaporated, with prices  
easy. Raisins are quiet with a firmer feel-  
ing in loose muscatels. A small shipment of  
Bosnia prunes are expected this week.  
Peanuts tend higher. These are but  
light stocks. We quote: Valencias, 4½ to  
5c.; layers, 5½ to 6c.; California L. M.  
4-crown, 6 to 7c.; 3-crown, 5 to 6c.; London  
layers, \$1.70 to \$1.85. Currants, bbls., 3¼ to  
4c.; cases, 4¼ to 5c.; cartoons, cleaned, 7¼c.;

bulk, cleaned, 6¼c.; prunes, kegs, 4c.; boxes,  
4½ to 5c.; half-boxes, 6 to 8c.; dates, 4¼ to  
5c.; dried apples, 5c.; evaporated apples,  
7 to 7¼c.; California evaporated peaches,  
12 to 13c.; apricots, 12 to 14c.; pears, 12 to  
14c. Canadian onions, \$2.25 to \$2.50; cocoa-  
nuts, \$3 to \$3.50 per 100 lbs.; figs, 9 to 10c.;  
Sultana raisins, 7 to 8c.

**GREEN FRUIT**—Volume of business con-  
tinues to increase, and values are steady  
with upward movement. Stocks of apples,  
while not large, equal demand. Prices for  
best grades held firm. About all the Nova  
Scotia apples held for shipment have gone  
forward. Returns in some cases have been  
unsatisfactory, owing to apples arriving  
in poor condition, the reason being that the  
carriers carrying them are not suited to  
the trade. Shippers also feel that in some  
cases sales do not show full value  
received in goods, and that the 5 per  
cent commission the only remuneration  
received by the commission men. We  
quote: Apples, 20 to \$3.50; Lemons,  
\$2.50 to \$3.50; Valencia oranges, \$4.50 to  
\$5; California oranges, seedlings \$2.50 to  
navels, \$3.75 to \$4.50; apples, 18 to 30c.;  
cranberries, \$10 per ton; bananas, \$1.50  
to \$2.25.

**DAIRY PRODUCE**—Cheese continues dull,  
with but little chance of better until new  
comes in. Market is likely to open low.  
Butter is slow with large stocks of poor.  
Table butter is, however, in demand at  
a fair price. Eggs are in but little supply;  
they keep firm, but show no change in price.  
We quote: Common dairy butter, 17 to 18c.;  
dairy, 17 to 18c.; new creamery butter, 20  
to 23c.; cheese, 9 to 9½c.; creamery butter,  
20 to 21c.; eggs, 18 to 19c. by case.

**SUGAR**—Stock held here is still large.  
No change in price has transpired during  
the week, though market is firm. There is  
a fair demand. We quote: Granulated,  
4¼ to 4¾c.; yellow, 4 to 4¾c.; Paraffin,  
5¼ to 5½c.; powdered, 5¼ to 5½c.

**MOLASSES**—The steamer just in from the  
West Indies had some 350 packages of  
goods, but no price had been fixed at time  
of writing. Market firm; tendency upward.  
Two grades of New Orleans are now here  
40-gallon packages, both showing good  
value at price. Demand for syrup is easier.  
Some Porto Rico is expected shortly.  
We quote: Barbadoes, 31 to 33c.; Porto  
Rico, 34 to 36c., bbls.; New Orleans, 30 to  
36c.; St. Croix, 28 to 30c.; new Demerara, 34  
to 35c.; syrup, 36 to 38c.

**FISH**—A car of Newfoundland frozen her-  
ring is to hand this week. They were largely  
used to make bloaters, for which there is a  
good demand. Smoked herring, of which  
21,000 were landed this week, could be  
bought low. In pickled fish, prices show no  
change, with fair stocks held. A good de-  
mand for fresh continues. Pickled shad are  
dull. Large quantities of boneless are  
being shipped west. We quote as follows:  
Fresh haddock and cod, 3 to 3¼c. per lb.;  
dry, \$1.50; large cod, \$3.70 to \$3.75; me-  
dium, \$3.25 to \$3.50; pollock, \$1.40; bay  
herring, \$1.35 to \$1.40 per half-bbl.; Rippl-  
ings, \$1.65; Wolves, \$1.85 to \$2; new smoked,  
5 to 6c.; Canso, \$4 to \$4.50 per bbl.; shad,  
half-bbl., \$5 to \$6; Grand Manan herring,  
half-bbl., \$1.25 to \$1.35; Shelburne, \$3.75  
bbl., \$1.65 half-bbl.; boneless, 2½ to 8c.;  
oysters, \$3 to \$4.25 per bbl.; frozen herring,  
75 to 80c. per 100; shad, \$4.50 to \$4.75.

**PROVISIONS**—Lard tend upward, but on  
account of large stocks held no change in  
price is noted. Smoked meats show but  
fair demand. In pork movement is light,

**DILLON & CO.'S**  
**Baking Soda**

"BELL BRAND" In 1-lb. packages, packed ¼  
gross boxes. Ask your wholesaler for it.

**BUTTER . . .**  
Is scarce now, therefore it is a good time for hold-  
ers to sell. We are open for consignments and  
can guarantee good prices for choice lots.  
**H. P. Gould & Co.**  
Wholesale Produce and Commission Merchants,  
80 Colborne St., TORONTO

**ALBERT PAIN . . .**  
36 Merrick St.,  
HAMILTON, ONT.  
**PRODUCE AND COMMISSION MERCHANT**  
Wholesale dealer in  
Apples a Specialty . . . Domestic Fruits  
TELEPHONE 1211. and Vegetables

**E. T. STURDEE**  
Mercantile Broker,  
Manufacturers' Agent,  
ST. JOHN, N.B. Etc., Etc.  
Wholesale trade only.

**EPPS'S COCOA**  
1-4 lb. Packets. 14 lb. Boxes  
secured in tin.  
Special Agent for the Dominion  
**C. E. COLSON - MONTREAL**

**Three Degrees**  
of Canned Fish.  
Some are GOOD  
Some are BETTER  
Others BEST  
Golden  
Pinner Haddies  
are the Best.  
Write and pushing stores sell "Golden"  
Haddies, the great Trade Bringer.

**WORTHROP & CO.**  
Selling Agents. ST. JOHN, N. B.

 **50 Casks**  
**Best**  
**Imported**  
**Chicory**

**EWING, HEYRON & CO.**  
Coffee and Spices  
MONTREAL

**Ordinary  
Coffee** —

MAY BE GOOD ENOUGH  
UNTIL YOU HAVE TRIED



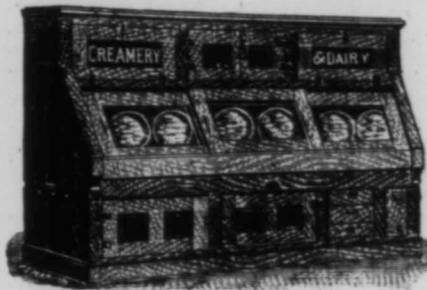
When in want of

**SALT**

write us —

**VERRET, STEWART & CO.**  
MONTREAL.

**Aubin's Patent Refrigerator**



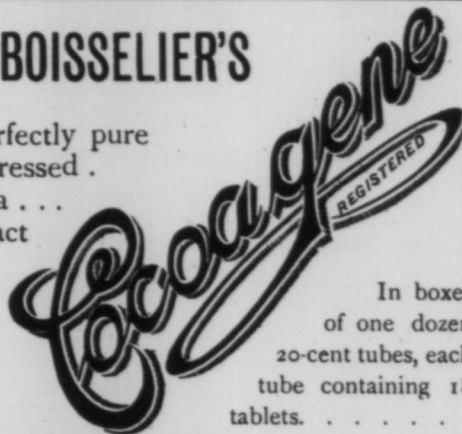
The "Grocer's Standard" is the Favorite.  
Send for Catalogue and Price List.

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



**BOISSELIER'S**

A perfectly pure  
compressed  
Cocoa . . .  
Extract



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

One Tablet makes an excellent Cup of Cocoa.

**ALL LEADING GROCERS KEEP IT.**

**A ROYAL MATCH**

—Rightly called the **VICTORIA BRAND** of matches.  
Not a "just-as-good-as-others" brand which may cost  
more, but equal to the highest priced. Very finest  
quality, and as for price—well, we have so many, and  
are selling them so close, you can have them at \$2.40  
a case. Less in large lots.

**LAPORTE, MARTIN & CIE.**

72 St. Peter Street . . . MONTREAL

with no firmer feeling during the week; stocks are large. In sausages local dealers have reduced prices 1 to 2c. per lb. We quote: Clear pork, \$15 to \$16; mess, \$14 to \$14.50; beef, \$13 to \$14; domestic mess pork, \$14 to \$14.50; hams, 10 to 11c.; rolls, 8½c.; pure lard, 9 to 9½c.; compound, 7¼ to 8c.

**FLOUR, FEED AND MEAL**—In markets there is hardly as firm a feeling, and in this market prices are quoted often as low, and even lower, than from the mill. In cornmeal price never was as low. Large quantities are moving, and dealers have bought well ahead. In hay and oats there is but light movement. In seed buyers are backward. This year American sellers seem to have the advantage over Canadian. We quote: Manitoba, \$4.75 to \$4.80; best Ontario, \$4.50 to \$4.65; medium, \$4.40 to \$4.50; oatmeal, \$3.30 to \$3.50; cornmeal, \$2.20 to \$2.25; middlings, \$1.90 to \$2.00 on track; bran, \$1.80 to \$1.90; hand-picked beans, \$1.25; prime, \$1.20; oats, 34 to 35c.; hay, \$12.50 to \$13; barley, \$4; round peas, \$3.65; split peas, \$3.70 to \$3.80; yellow-eye beans, \$1.85; buckwheat, native, \$1.30 to \$1.35.

#### ST. JOHN NOTES.

John Sealy shipped a car of fish to Hamilton this week, largely boneless. In this grade a much better demand is noted than last season.

C. L. Tilley, cheese manufacturer, of Carleton county, has this season shipped a number of cars to England. Returns so far received are fairly satisfactory, notwithstanding that prices were low.

Canned fish are being largely put up in these lower provinces. New varieties are being added to the list from time to time. A Grand Manan man intends putting up canned smoked herring this season.

The largest sale in canned fish is haddies. They are a splendid article, and "Golden" brands, if the quantity is a sign, are taking well in the west.

Cold storage has taken hold of our people. It is said one is to be built for the use of the fishermen at North Head, Grand Manan.

W. E. Palfrey, Lawrencetown, has sold his business to J. C. Shaffner.

F. C. Harris, of Bridgetown, has gone out of the grocery business.

Steamer Alpha will make her first trip of the season this week. She sails Friday at 6 p. m.

J. Hunter White has been appointed agent for the Meadow-Sweet Cheese Mfg. Co., whose goods are already well known and appreciated by lovers of good cheese.

New Brunswick boys away from home often have the best of success to report. C. H. McLeod who has long held an important position in the Missoula Mercantile Co., Montana, has been made president of

the company, and Tyler Thompson, for many years in the store of Geo. Robertson here, is now general manager.

Said a gentleman to THE GROCER: "New Brunswick has the best grazing land in Canada, and the best water, and should be more to the front as a cheese producer. The following goes to prove the statement: One farmer with fourteen cows received \$282 for milk sold to cheese factories, \$32 for butter sold, \$24 for calves, and \$40 for butter used in house; total \$378 for five months."

Bryant's root beer, which was so largely sold here last season, is again to the front, and already orders have been placed. The ten-cent package continues to have increased demand.

Steamer Taymouth, which arrived this week from the West Indies, brought rather more molasses than was expected. Quantity was not, however, large, consisting of 100 pun. St. Kit's, 80 bbls. Antigua, 40 tierces Antigua, 115 casks Barbadoes.

Huestis & White, Sussex, King's County, who lost quite heavily by fire a few months ago, were this week entirely burnt out, together with the stores of Geo. Suffren, jeweler; John Thompson, tailor; Chas. Fairweather, druggist, and a number of offices. All losses were fairly well covered by insurance.

#### A MAN FROM WINNIPEG.

Mr. Joseph Carman, of the Winnipeg Produce Co., Winnipeg, was in Toronto last week. He came primarily with the object of attending the convention of the Select Knights of Canada, and secondarily with the object of securing agencies for his firm. He succeeded in both his objects. He said that although business had been quiet in Manitoba, the outlook was reassuring. The farmers in Manitoba had, he said, paid off to the loan companies and other mortgagees and implement manufacturers larger sums than in any previous year.

A. H. Bell, of St. John, N. B., has completed arrangements for the establishment of a cigar factory at Calais, Me. Under Maine laws a Canadian intending to do manufacturing in the State is required to provide double bonds before the necessary authority is given to enable him to do business. The documents for these special privileges were brought from Guilford, Me., by J. S. Williams, Deputy Internal Revenue Collector. The establishment is to be known as the Bell Cigar Factory and will give employment to between twenty-five and thirty hands.

#### HALIFAX TRADE GOSSIP.

**L**AST week business was looking up and it was expected spring trade had set in. Trade this week is dull, and we are forced to the conclusion that we were a few weeks ahead of the season.

The local sugar market is unchanged. Granulated is quoted at the refinery at 4¼c., and yellows at from 3¼ to 4¼c. The refinery's London cable reports the beet market very strong.

The indications are for an easier market in flour, but no sudden or marked decline is anticipated. It is the opinion prices will gradually become easier.

Cornmeal and oatmeal are easier in price, with very little doing.

Millfeeds and oats are also dull and easier. The local market for hay is dull.

The molasses market remains unchanged.

There is some excitement in eggs. The market is bare, and has been for some days, and in order to meet demand one dealer had to import several cases from Boston—a most unusual course. Good stocks are selling at 20c. to jobbers. It is expected stocks will soon come in lively, and prices will be down again.

Butter is active. A good article is scarce. Creamery is worth 22c. and good dairy 19c.

Cheese is dull, with only a fair demand. September is worth 10c. and early 9c.

The green fruit market is without change. The market is well supplied.

Dried fruits and nuts are quiet.

The enquiry for canned goods is more pronounced, although the volume of trade is not heavy.

The fish market remains unchanged. Some heavy shipments have been made this week to the West Indies and United States markets.

Provisions are dull and unchanged.

Benjamin Rattenbury, a well known pork-packer, of Charlottetown, died at Washington recently, where he had gone to have an operation performed. He built up a large trade in the Provinces.

George F. Boutilier has taken over the feed business of B. J. Hubley & Sons, Bedford Row.

Henry Shaw, who is associated with Mr. Roop in conducting a grocery business at Middleton, has purchased the stock and good-will of Mrs. E. Frazer, Kentville.

The Maritime Hay and Chopping Co., Ltd.—to carry on the business of purchasing, chopping, selling and exporting hay and chaff—headquarters at Amherst, capital \$3,200—is seeking incorporation under the Nova Scotia Joint Companies Act. The stockholders are in Amherst and Halifax.

A delegation is now in Ottawa from the Halifax City Council and Board of Trade to impress upon the Government the necessity of doing something for Halifax in the matter of a winter port.

A letter from a reliable correspondent at St. John's, Newfoundland, says:

"With all our troubles we seem to have got

Your most fastidious trade will thank you for offering

## "LA DELICATESSE"

The New "Confection in Cheese."

"La Delicatesse" is warranted to be absolutely pure cheese. It is made in the heart of "Herkimer County," New York, the great cheese county of the world.

## A. E. RICHARDS & COMPANY

122 King St. East

Agents for Canada.

HAMILTON

# Spring is Here . . .

## Appetites are Cranky

### HERE IS A REMEDY

**MADE FROM  
RIPE GARDEN  
TOMATOES**

SEE OUR  
AGENTS  
WRITE US OR  
THE  
WHOLESALE  
TRADE  
.. IN ..

**NONE BUT  
SELECTED  
FRUIT USED**

Toronto Quebec St. John Vancouver  
Montreal Halifax Winnipeg Victoria



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

over the winter fairly well and without poor relief. We have had no outside aid this winter from any quarter whatsoever. The conclusion fairly to be deducted is that much of what we have had in the past—I mean el. emosynary relief—has been unwanted."

#### TO PATRONIZE CANADIAN PORTS.

**A**N important delegation from Halifax, consisting of the Mayor, four members of the City Council, and the president and four members of the Board of Trade, were in Montreal Monday for the purpose of interviewing the officials of the Canadian Pacific and Grand Trunk Railways regarding the commercial interests of the Garrison City. Among those who attended the first informal meeting of the delegates at the Windsor Hotel were: D. McPherson, Mayor of Halifax; G. J. Troop, vice-president of the Maritime Board of Trade; W. A. Black, M.L.A., James Morrow, president of the Halifax Board of Trade; H. L. Chipman, and Ald. Musgrave, Gildert, Hamilton and Stewart.

At the conclusion of the meeting Mayor McPherson spoke as follows: "We are here to see what can be done for Halifax, believing as we do in the principle of Canada for the Canadians. At the present time from \$50,000,000 to \$60,000,000 worth of winter imports are coming into Canada by way of Boston and Portland through the agency of American firms, which, we believe, should come through Halifax. Of course the con-

dition of the city with regard to railway connections is against it, and that is a matter which we shall take up with Sir William Van Horne this afternoon and with Mr. Hays to-morrow. We expect to go on to Ottawa on Wednesday or Thursday and see the representatives of the Government, and I can assure you that we are not going to whine to them for favors, but to simply set forth our just claims."

Mr. W. A. Black, M.L.A., spoke very strongly indeed: "We hear a great deal about the National Policy," he said. "Now we want to feel its application. Our mission is not a political one, but we feel that Halifax has been ignored. We in Nova Scotia gave our share to the building of the C.P.R., and now what is our position? The Intercolonial, which was completed as one of the inducements for us to enter Confederation, is, after all, of but little use. As for the Grand Trunk, we do not yet know what the new management will do, but in the past, the object of the company has evidently been to keep the trade for Portland, whence they might have the entire haulage. We want to have the winter port just as much as Montreal wants the summer port trade, and we intend to express our wishes in plain language, which will be understood. It was distinctly understood when we came into Confederation that Halifax was to be the winter port, and yet nothing has been done by the Government of the Dominion to assist us in preserving this business, and as things are getting steadily worse down east, we think the time has now come when we should take some concerted action."

The members of the deputation afterwards visited the Board of Trade.

#### PERSONAL MENTION.

Mr. J. L. Watt, of J. L. Watt & Scott, sails on Saturday on the Majestic for Europe. He is accompanied by his family, and will be away two or three months.

Mr. T. O. Leonard, of Detroit, representing Kingsford's Oswego Starch Co., was in Toronto on Thursday looking up business.

#### THE WHITELAW TRADING CO.

A. Whitelaw, of Winnipeg, writes: "I noticed you mentioned in your paper of Feb. 28 an extract from our local newspaper regarding the Whitelaw Trading Co. retiring from the retail trade to engage in the wholesale. Would say that we are now acting as agents for the wholesale grocery firm of G. F. & J. Galt, of Winnipeg; also in green fruits for the Macpherson Fruit Co., of Winnipeg, and will in connection with these lines handle all farm produce on commission. The style of the firm will remain as the Whitelaw Trading Co. We consider your paper one of the best for information in the grocery line, and would not like to be without it."

#### WINDOW DRESSING.

No merchant can know too much about window dressing. Harry Harman, of Chicago, the well-known expert, has issued a book entitled "Window Dressing for Grocers." It contains 80 pages and is profusely illustrated. Every grocer and general merchant should have one. Its price is \$1. Mr. Harman's address is 125 Clark street, Chicago.

## THIS FLOUR SELLS

When you want Self-Rising Buckwheat Flour—and you are sure to want it, because everybody likes it—don't be satisfied with anything but

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

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

Makes delicious griddle-cakes, and is the most satisfactory Self-Rising Flour ever offered to the fine retail trade. Write for prices and particulars.

The IRELAND NATIONAL FOOD CO. Ltd.

Toronto, Can.

#### THE MATTER OF BONUSES.

Aside from the consideration of the matter which it discusses, there is a breeziness about the style of *The Inland Sentinel*, of Kamloops, a wildly, western wooliness, so to speak, which is refreshing to the dweller in this effete east. "Luckery" is the novel but expressive caption that it gives to an article in condemnation of a scheme to bonus a cannery.

"A stranger comes along," remarks the watchful *Sentinel*, "he says he is a first-rate cannery man; he would like to build a cannery here, and if the people would give him five thousand dollars, or even if they will only guarantee 10 per cent. interest on \$15,000 for five years, he'll be jiggered if he won't take a crack at it." The *Sentinel* continues:

This enterprising gentleman does not burden the public mind with intricate details regarding canneries and their operation, or as to what a cannery would be doing round here at all; whether it would be humming every day the whole year round with a horde of nimble-fingered Asiatics making

boiled peas and things, or whether one calm and sad-faced aborigine, for one week or two weeks or three weeks in each year, would continue to hold down the cannery interests of Kamloops, and transversely hold up the gullible taxpayers thereof. No, nothing like that. The main thing is the bonus. That central figure stands out bold and clear cut before the public eye, unencumbered with any obstructing accumulations of cunning metaphor or allegory. There is a swoopingness about it which is brilliant and cheerful.

But it is not so much in this clear and incisive phraseology that Montrealers will be interested, it is rather in the knowledge that there are other places, beside Montreal, which may be tempted at times to buy a pig in a poke.—*Herald*, Montreal.

#### NOT INDISPENSABLE.

Mr. L., a good-natured German, was the prosperous proprietor of a considerable shoe business in a country town, according to an exchange. He had in his employ one

John S., whom he had advanced from cash boy to head clerk, and who had for many years been an attache of the store. Since his promotion John had several times asked for a raise in his salary, and each time his request had been granted. One morning John again appeared at the old merchant's desk, with another request for an increase of \$10 per month. "Vy, Shon," said Mr. L., "I tink I pays you pooty vell alredty; vat for I pays you any more?" "Well," replied John confidentially, "I am your principal help here. I have worked you up a large trade, I know every detail of the business, and, indeed, I think you could not get along without me." "Is that so?" exclaimed the German. "Mein Gott! Shon, vot vood I do suppose you vos to die?" "Well," hesitated John, "I suppose you would have to get along without me, then." The "old man" took several whiffs from his big pipe and said nothing. At last, he gravely remarked: "Vell, Shon, I gess you better consider yourself dead."



## An Epicure

Is one who indulges in the luxuries of the table. It is in this connection that the word "Epicure" is associated with our products. Being perfectly pure and of faultless preparation, they easily rank as "table luxuries" and are constantly used by the chefs of the leading hotels, clubs and restaurants. All wholesalers handle our goods.

**Delhi Canning Co., Delhi**





# 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.

You Can Get a Little Profit

and please your customers at the same time by selling our

**PICKLED ONIONS  
MIXED PICKLES  
CHOW-CHOW**

Write for quotations



**T. A. Lytle & Co.**  
Vinegar Manufacturers,  
TORONTO

**Basket Dried Japan . .**

A small line of this rare variety in stock. Extra fine cup quality.

**JOHN SLOAN & CO.**  
Wholesale Grocers TORONTO

**Bosnia Prunes**

SPHINX BRAND  
NOW IN STOCK

**Warren Bros. & Boomer**  
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.

**NOW IN STOCK**

Boneless Fish, Boxes 25 pounds.  
Boneless Fish, Boxes 40 pounds.  
Sealey's Cod Steak, 1-lb. Blocks, 24 pounds.  
Beardsley's Shredded Codfish, 1 lb. Blocks, 2 dozen.  
Herrings in Half-Barrels.  
New Scaled Herrings.

**J. W. Lang & Co.**  
59, 61 and 63 Front Street East Toronto.

**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

**RICE** . . . JAPAN

Another shipment of our celebrated No. 1 Polished arriving in a few days.

**PERKINS, INCE & Co.**  
TORONTO.

OUR STOCK OF

**Teas, Fruits  
Canned Goods**  
. . . Etc.

is very complete.

**SMITH & KEIGHLEY**  
9 Front St. E. TORONTO.

### CANNED GOODS MEN AND CANNED GOODS.

THE annual meeting of the Canadian Packers' Association was held at the Walker House, Toronto, Thursday, March 12th, 1896.

The meeting was called to order at 2.30 p.m. by President Boulter, who made no formal address, but stated in his remarks that he considered it advisable to continue the organization, for statistical and social purposes and also for purposes of influencing legislation. He thanked the association for the continued honors it had conferred on him, and expressed a wish that the association would now relieve him from the duties of president, and elect to the office a younger man.

Mr. Coryell, of Oshawa, being present, was invited to make a few remarks with reference to the operation of a new corn husker, in which he had interested himself, which he did, stating that he had made arrangements to manufacture the same in Canada, and expected to allow the packers to operate them on a royalty.

The members present were as follows: W. Boulter, of W. Boulter & Sons, Picton; W. P. Inness, of the Simcoe Canning Co., Simcoe; T. M. Dunn, of the Strathroy Preserving Co., Strathroy; W. A. Ferguson, of the Delhi Canning Co., Delhi; H. I. Matthews, Lakeport Preserving Co., Lakeport; D. Marshall, of the Aylmer Canning Co.; W. A. Carson, of the Belleville Canning Co.; Fred. Miller, of Miller & Co., Trenton; Mr. Coryell, of Oshawa; W. C. Breckenridge, Morton Mfg. Co., Hamilton.

A resolution to continue the organization of the Canadian Packers' Association, for statistical and other purposes, was strongly endorsed by all the members present, and carried unanimously.

The election of officers resulted as follows:

President, W. A. Ferguson; vice-president, H. I. Matthews; sec.-treas., W. C. Breckenridge; Executive Committee—Messrs. Boulter, Marshall and Carson; Auditing Committee—Messrs. Inness and F. Miller.

A general discussion of freight rates was entered into, and a deputation appointed to wait on the Traffic Association in April for the purpose of having the tariff in connection with canned goods revised. The Executive Committee were authorized to act for the whole association and secure the best rates possible.

A resolution was passed instructing members to make monthly reports of their pack, sales, and goods on hand to the secretary, and also to report from time to time the condition and prospect of crops.

The meeting was continued the following morning. Before proceeding to the business of the association the following resolution

was introduced and carried unanimously. Moved by Mr. Inness, seconded by Mr. Matthews, and resolved:

That it is the sense of this meeting, that in parting with Mr. Boulter, as president of this association, we do so with profound regret. We realize that Mr. Boulter has been a faithful and efficient presiding officer, and has spent more time and money in connection with the duties of president than many, and perhaps any, of the other members of the association.

Resolved, that as a token of our respect and esteem for Mr. Boulter, as a man and a friend, and our appreciation of his long and faithful services as president of this association, we now ask him to accept from this association a gold watch, with the hope, that as time wears on, and he looks on its face from day to day, it may be a gentle reminder of the faces of his friends whom he has met so many times and whom he has served so faithfully and long. While there have been differences between him and members of the association at times, Mr. Boulter has always been ready to forgive and forgive, and the meetings of the association have always closed harmoniously. The fact that Mr. Boulter has been for ten years consecutively the unanimous choice of this association for its presiding officer, is better evidence that his services have been satisfactory and appreciated than any words that can be put into this resolution.

Resolved, that we each and all unite in wishing Mr. Boulter long life and prosperity, and hope that in the future, as in the past, he may continue to be with us, assisting us by his wise counsel and friendly advice.

Mr. Boulter responded to the above resolution in an appropriate and feeling manner, thanking the association for the gift and the kindly sentiment expressed in the resolution.

The following resolution was proposed by Mr. Boulter, seconded by Mr. Matthews, and carried unanimously:

That the Canadian Packers' Association, at this, their annual meeting, take the opportunity of expressing their sympathy with Mr. Fenton, of Ont. Pure Food Co., in his prolonged illness, which prevents his presence with us at our meetings, and his inability of attending to his regular business; and would hope that he will soon recover his usual good health, and that the secretary be instructed to communicate this resolution to Mr. Fenton.

It was moved by Mr. Carson, seconded by Mr. F. Miller, and carried unanimously:

That this association tender a vote of thanks to the Western Canned Goods Association for the courtesy and cordiality extended to the visitors from Canada to their meeting in February. They are pleased to know that the president of the Western Association, Mr. Seager, is anticipating a visit to Canada during the coming summer, and the members hope that they may be permitted to reciprocate the hospitality that has been extended to them on so many occasions.

A report of the pack was then entered into and furnished by each member present. Figuring up the quantity of goods on hand, they find that there is less quantity, by considerable, in nearly all lines in hands of packers than there was a year ago, or even in April. The canners all feel confident that the goods will be called for before the season closes.

The meeting adjourned, to meet in June, at the call of the president.

### A HANDY FOLDER.

The Laing Packing and Provision Co. have just received from the press a handsome folder giving the full range of prices on the canned meats and provisions packed by the company. The face of the folder depicts a dainty cook-maid holding up to the admiration of the world a tin of the Laing corned beef, and the back is a lithograph cut of the same tin. The interior pages of the folder are of value as they give the full range of the provision market. Buy-

ers of provisions and canned meats can have one sent them by writing the Laing Packing and Provision Co., 839-841 St. Catherine street, Montreal, and mentioning THE CANADIAN GROCER.

### TRADE CHAT.

IT is estimated that 1,250,000 bushels of corn were raised in Essex County last year, at present prices worth \$350,000.

A cheese factory is among the probabilities of Tilbury's future.

Jas. Craig & Sons, Emsdale, Ont., were burned out on the 16th.

The Dairymen's Convention at Regina was held on Monday, 16th.

Woodstock Board of Trade wants the banks to remain open until 3 p. m. Saturdays.

Incorporation has been granted to the Garland & Rutherford Co., drugs, Hamilton, with a capital stock of \$25,000.

It is said that there are nearly three hundred grocers in Halifax—one for about every 125 people in the city.

Eleven tobacco dealers in Winnipeg were each fined \$8 and costs on Monday for selling cigarettes to boys under 14 years of age.

S. Allen, of Norwich, has offered \$300 reward for such information as will secure conviction of the person who set fire to his vinegar factory.

Lobsters are sold at a good price in the Boston market, \$21 per crate being the latest quotation. As there are hundreds of fishermen along the shores making ready to catch lobsters it is expected that before long the market will be well supplied and prices will go down.—Yarmouth Light.

Secretary John E. Searles, of the Sugar Trust, said a few days ago: "Unless the Cuban war ends at once the sugar crop from the island will be practically nothing. It is now very ripe, and must have attention at once or not at all. While the insurgents agreed to protect the milling of 200,000 tons of sugar by their friends, the Spaniards, in turn, will prevent the milling of the crop of the friends of the insurgents. The American Sugar Refining Co. will, therefore, be obliged to seek its sugar elsewhere. It will obtain most of it in the form of beet sugar from Germany."

### JUST OUT

#### Book on WINDOW DRESSING FOR GROCERS

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

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

HARRY HARMAN  
125 S. Clark St. CHICAGO

# Have you tried . . .

## JOHN DEWAR & SONS'

(Purveyors by appointment to Her Majesty Queen Victoria)

# . . . SCOTCH WHISKY?

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

#### HINTS TO BUYERS.

**C**LEMES BROS. are this week in receipt of one car of California seedling oranges, and two carloads of Messina oranges; also a carload of bananas.

Davidson & Hay are showing some good values in Japan teas.

Warren Bros. & Boomer are in receipt of a shipment of "Sphinx" prunes.

New maple syrup has been a feature of the Eby, Blain Co.'s trade this week.

A large consignment of currants arrived this week for Davidson & Hay.

The Pure Gold Manufacturing Co. report some large sales of Pure Gold tomato catsup.

Davidson & Hay offer Douglas & Stuart's rolled oats, put up in 2-lb. packages.

John Sloan & Co. have in stock another shipment of California evaporated fruits of all kinds.

Davidson & Hay have in stock "Royal" table jellies, pints, to retail at 10c. per package.

Canned mackerel is scarce at present. H. P. Eckardt & Co. have a small quantity, quality extra good.

Warren Bros. & Boomer have a shipment of fine sugar syrup near at hand. It is as bright as corn syrup.

Rutherford, Marshall & Co. report that although they are getting in a good deal of

butter, their receipts are not sufficient to supply the increased trade which they are experiencing.

Dawson & Co. are in receipt of a carload of California Washington navel oranges; also a carload of bananas.

Special lines in jams are being offered by Lucas, Steele & Bristol for shipment direct from factory.

H. P. Eckardt & Co. are offering trout, white fish and F.W. herrings at reduced prices to clear out.

W. H. Gillard & Co. have sent out during the past two or three weeks over 200 packages of their standard blended teas.

Pure Gold sweet tomato catsup has been introduced into the United States market, in spite of the protective tariff.

The Eby, Blain Co., Ltd., have received a shipment of fine New Orleans molasses in barrels and half barrels.

W. H. Gillard & Co.'s genuine Seville orange marmalade is having a large sale, hundreds of pails being sent out daily.

H. P. Eckardt & Co. have an assortment of Nelles' jams in 1-lb. glass which they offer at \$1.50 per doz.

W. H. Gillard & Co. are offering special values in jams in 7-lb. pails, and will be pleased to quote prices on application.

"Yes," report Lucas, Steele & Bristol, "our Indian and Ceylon tea sales are in-

creasing. In spite of the dull trade last week, our sales were away ahead of last year."

Gunn, Flavelle & Co. announce that they have about caught up with local orders for butter, but that they have still a large trade for a limited supply.

The Seville orange marmalade put up under the Eby, Blain Co.'s own labels, made after an old English recipe, is in good demand at the moment.

Lucas, Steele & Bristol are always pleased to furnish tea samples on application. Their last week's "ad." brought many enquiries, they report.

Rev. W. P. Herron, of Milford, Indiana, writes P. C. Larkin & Co. as follows: "While in Toronto last September I got a quantity of 'Salada' Ceylon tea from you. We liked it very much, and would like to get some more. Now we cannot get it here, and I do not know where we can get it. Several who have tasted it here would like to get some also. Now there is no duty on tea coming over here from Canada, and I write you to know if I cannot make some arrangement with you to have me some shipped."

#### REDUCTION IN OSWEGO STARCH.

A reduction is announced in the price of Kingsford's Oswego Starch. It is a quarter of a cent per pound all round, and the new prices went into effect on Thursday, 19th inst.

# SILVER DUST WASHING POWDER

Is silvery in more ways than one. It has many "sterling" qualities and can put more silver in your pocket in a week than you think. Do you know how much profit there is on a package? If you don't you ought to lose no time making enquiries.

**SILVER DUST MFG. CO. - 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.

**PUREST & BEST**

## Table Salt Pays Well!

There's nothing you sell pays better!  
The only fault is, you don't sell enough! Why not increase your trade by selling

## Windsor Table Salt?

It gives customers more satisfaction than ordinary salts do. They find it does not cake when in use on the table, and when it costs no more than common salt, will want no other. Any wholesale house can supply you.

**The WINDSOR SALT WORKS, WINDSOR, ONT.**

# A Horrible Fact

Grocers  
and  
Merchants

of

**CANADA**

Listen to this:—

“The leading importers of **CHINA** and **JAPAN TEAS** in New York have admitted, in a report to Congress, that they are **unable** to supply the country with **clean uncolored** teas.’

Listen again:—One of the importers says,

“The tea-tasters would as soon quench their thirst from a Chinaman’s bath as swallow the stuff they supply to the public.”

**Ugh! Drop** the cheap hands-and-feet-made stuff of Chinaman and Jap—give your customers the clean, healthy, **Machine-made**

TEAS OF **CEYLON**

“They are **PURE**  
and **The Best on Earth.**”

### NUTRITIVE VALUE OF CANNED MEATS AND FISH.

IN Farmers' Bulletin No. 34, by Charles D. Woods, of the Storrs (Conn.) Experiment Station, is a very elaborate table showing the chemical composition and fuel (food) value per pound of meats and fish. We take the edible portion of ribs of beef, veal cutlets, hindquarter of lamb, hind leg of mutton, loin of pork, bologna sausage, chicken, turkey, mackerel, striped bass, salmon, and compare them with canned meats, soups, poultry, fish, as follows:

Kind.	Water free Substance. Per ct.	Fuel value per lb. Calories	
		Fat Per ct.	or units of energy.
Beef, ribs .....	44.4	26.8	1,445
Veal cutlets .....	31.7	9.9	805
Lamb, hind leg .....	36.1	16.5	1,040
Mutton, " .....	37.2	18.0	1,100
Pork, loin .....	48.0	30.3	1,590
Bologna sausage .....	40.5	18.2	1,115
Chicken .....	25.8	1.8	500
Turkey .....	44.5	22.9	1,350
Bass, striped .....	22.3	2.8	460
Mackerel .....	26.6	7.1	640
Salmon, Columbia .....	36.4	17.9	1,080
Beef, corned rump .....	41.9	23.3	1,270
Beef, canned .....	46.9	14.0	1,120
Tongue, canned, whole .....	78.7	23.2	1,380
Tongue, " ground .....	50.1	25.1	1,450
Ham, " deviled .....	54.7	32.9	1,740
Soups, canned:			
Bouillon .....	3.5	0.1	45
Chicken .....	6.2	0.1	100
Consomme .....	4.0	....	55
Mock Turtle .....	10.2	6.9	185
Ox Tail .....	11.2	1.3	210
Tomato .....	10.0	1.1	185
Chicken, canned .....	53.1	30.0	1,645
Turkey, canned .....	52.6	29.2	1,400
Salmon, canned .....	35.5	11.6	890
Sardines, canned .....	43.6	12.7	1,010
Lobster, fresh .....	20.8	1.8	390
Lobster, canned .....	22.2	1.1	395

From the above it is found that canned corn beef is of greater food value than fresh lamb, veal or mutton, but not equivalent to the better cuts of fresh beef, while superior to the round, shank, shoulder, or chuck with shoulder.

Canned salmon is of greater food value than any sort of fish, except fresh salmon, and is not much behind the edible portion of that, and if compared with fresh salmon as purchased, quite as valuable, the calories of the latter being 925 against 890 for the canned salmon.

Canned chicken or turkey is nearly equal to the best cuts of fresh beef; decidedly better than fresh veal; on a par, in fact ahead, of lamb, and as good as mutton.

Deviled ham has high nutritive value and is better than fresh pork.

Sardines must rank high as a nutritive article of diet. Canned lobster is on a par with fresh.

Soups show from 88.8 to 96.5 per cent. of water and cannot be regarded as of high nutritive value. They make a good prelude to more substantial food; the lighter or thin sorts are not comparable in nutritive value with oysters or clams. Professor Woods defines the fuel value of food as follows:

Heat and muscular power are forms of

force or energy. The energy is developed as the food is consumed in the body. The unit commonly used in this measurement is the calorie, the amount of heat which would raise the temperature of a pound of water 4 degrees F.

The following general estimate has been made for the average amount of potential energy in 1 pound of each of the classes of nutrients:

	Calories.
In 1 pound of protein .....	1,850
In 1 pound of fats .....	4,220
In 1 pound of carbohydrates .....	1,860

In other words, when we compare the nutrients in respect to their fuel values, their capacities for yielding heat and mechanical power, a pound of protein of lean meat or albumen of egg is just about equivalent to a pound of sugar or starch, and a little over 2 pounds of either would be required to equal a pound of the fat of meat or butter or the body fat.—American Grocer.

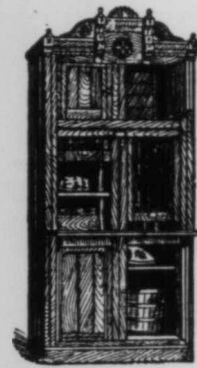
### CLEANED CURRANTS EXCLUDING UNCLEANED.

A WELL-KNOWN merchant broker expresses the opinion that the time is soon coming when uncleaned currants will not be marketed, the trade being confined to the cleaned variety entirely. A look around the trade seems to confirm this idea entirely. The trade appears to be tending more and more to the cleaned currants, apparently to the coming exclusion of the ordinary fruit.

There are various methods of cleaning currants. Some cleaners use a sieve, and clean with revolving brushes and water. Others use steam and brushes, and still others merely brush with the dry brush. It is surprising how much dirt a pound of currants can accumulate in the process of drying. Some of these processes absolutely remove the dirt, but some of them only take off a layer.

Up to about four years ago, the only currants known were the uncleaned. The process of cleaning came into immediate favor, and has been growing ever since. It is estimated that the first year the clean fruit was marketed, it probably amounted to 15 to 20 per cent. of the total trade. Every year since then has witnessed an increase, until in 1895, fully 75 per cent. of the business was done in cleaned currants. From this tendency, uncleaned currants will be withdrawn from the market before a great while. The demand for them is growing less and less.

There is a difference of  $\frac{3}{4}$  c. per pound between the price of cleaned and uncleaned currants. This seems at first glance exorbitant, but considering the amount of shrinkage involved in cleaning, which is included in the difference in price, it is entirely reasonable. Currants which will weigh 100 pounds uncleaned will probably not weigh more than 90 pounds after passing through the cleaner. This reduces the actual allowance for cleaning to a small figure.—Retail Grocers' Advocate.



DON'T BUY A refrigerator until you have seen the

## EUREKA

It is built on scientific principles, and of best materials.

A catalogue will give you all details.

ADDRESS:

Eureka Refrigerator Co.  
54 Noble Street,  
TORONTO.

### GASPE DRY CODFISH, GREEN COD-FISH, N.S. AND C.B. HERRING

B.C. Salmon, Canned Lobsters, Mackerel and Blueberries, Nfld. and Gaspe Cod Oil

#### CLARETS

Alex. Andreae Kraay & Co.'s very fine old Clarets

#### BASS' ALE

The Bugle Brand is the best imported

#### GUINNESS' STOUT

Bulldog Brand, the highest grade bottled

Cockburn & Co.'s Very Old Highland Whisky  
SPECIAL LIQUEUR WHISKY

J. & R. McLEA, 23 Common St.  
MONTREAL

# No Fad

Instantaneous Tapioca is no fad, but a DAILY NECESSITY in the sick room, in the nursery, and on the best tables in our land. It is in daily use in the Montreal General Hospital, where they would not be without it, now that they know its convenience and value. Send us the address of your wholesale dealer if he has none in stock.

Agents—

**HOWE, McINTYRE CO.**  
Montreal



It . . .  
is only a small

Article  
but when it is not

Right  
there is a good deal  
of temper shown.

It is Your place to obviate that, and you can do so by advising your customers to use

**"SCIENTIFIC"**  
**STOVE ENAMEL**

It is the BLACKEST, BRIGHTEST, QUICKEST, BEST. Order from your grocery traveller or direct.

Scientific Varnish Mfg. Co., Toronto

**BUSINESS CHANCE.**

**WANTED—A FIRST-CLASS GROCERY AND China Store, modern build. State when writing for full information. Have the cash and must buy cheap. Address H. W. WADDELL, Chatham, Ont.**

**SITUATIONS WANTED.**

**WANTED BY YOUNG MAN IN GENERAL store; five years' experience; best of references. Wm. STEWART, Thornbury, Ont. (11)**

**AS MANAGER — ENGLISH TRAINED DRY Goods man, of 20 years' experience, to being in Canada. A total abstainer from both liquor and tobacco, and now holding position as manager of dry goods branch of a thriving business in N.W.T., is open for similar engagement, anywhere in Canada. First-class references, good abilities, well posted in office routine. Only reason for leaving present position, being that a practical dry goods man with considerable capital is being admitted into the firm, assuming all the duties of present manager. Address "Business," care Box 124, P.O., Regina, N.W.T.**

**WANT ADVERTISEMENTS**

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

The Canadian Grocer, Toronto

**COWAN'S**

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

Are the finest goods in the market.

**THE COWAN CO., Ltd.**  
470 King St. West,  
Toronto, Canada.

**Central Business College**

TORONTO AND STRATFORD.

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

SHAW & ELLIOTT, Principals.

**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 \$65 before being retired.

For further particulars and forms of application address:

**The Peoples Building and Loan Association**  
Molsons Bank Buildings, LONDON, ONT.



**Hires Rootbeer**

is always the same; always an honest steeped extract of fresh and healthful roots. Cheap artificial preparations are detrimental to health. If you want to sell real roots rootbeer HIRES is that rootbeer's name. All wholesale houses sell it. Canadian Agents,

T. J. COOKE & CO., - Montreal

"NEVER TURN A WHEEL" WITHOUT IT

CAN'T YOU SELL?

PEERLESS

**MACHINE**

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

SAMUEL ROGERS & CO.

Sole proprietors, Toronto, Ont.

**DELICIOUS**

That's the only way to rightly describe the

**Ram-Say Tea**

It's the finest of Indian - Ceylon teas — done up in lead-lined packets — absolutely air-tight.

In pound or half pound packets, 40, 50, 60c. pound.

J. F. RAMSAY & CO.,  
Toronto, Sole Agents  
for Canada and United States.

**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

McLAREN'S



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

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

## BUSINESS CHANGES.

## DIFFICULTIES, ASSIGNMENTS, COMPROMISES

**A** MEETING of the creditors of E. J. Gouldie, general merchant, of Dwight, has made an offer of 70c., which was accepted.

H. Charron, grocer, Hull, Que., has compromised.

C. S. Thompson, grocer, Montreal, has assigned.

J. F. Eliott, grocer, Chesley, has assigned to W. Elliott.

H. E. Thorne, general store, Tamworth, is offering 50c. on the dollar.

James O'Leary, general merchant, North Hatley, Que., has assigned.

Laing Bros., grocers and bakers, Havlock, has assigned to W. A. T. Campbell.

P. Monet, grocer, Ste. Cunegonde, is offering to compromise at 100c. on the dollar.

G. A. Hogarth, general merchant, Minnedosa, has compromised at 40c. on the dollar.

The Plantagenet Fruit Syrup Co., of Plantagenet, has obtained an extension of time.

A. Bigelow & Son, general store and lumber, Lower Stewiacke, N.S., have assigned.

R. G. Frigon, general merchant, St. Thecle, Que., is offering to compromise at 60c. on the dollar.

Peter & Ferguson, general store and liquors, Mattawa, are offering to compromise at 30c. on the dollar, cash.

A. G. Elliott, general merchant, Richmond Hill, has assigned to Harold McMahon, and stock is to be sold.

A chattel mortgage over the goods of R. J. Spratt & Co., general merchants, Minnedosa, has been foreclosed and the stock sold.

The creditors of A. M. Anderson, boot and shoe merchant, of Owen Sound, have accepted a cash offer of 70c. on liabilities of \$7,500.

E. J. Gouldie, general merchant, Dwight, who assigned recently, owes about \$3,000. His assets are valued at five hundred dollars in excess of that sum.

## SALES MADE AND PENDING.

The stock of the Toronto Shoe Co. has been sold for 40c. on the dollar.

The stock of Casselman & Co., grocers, Cardinal, is to be sold by tender.

The assets of G. L. Lemire, general merchant, Drummondville, have been sold.

The assets of George Bertrand & Co., grocers, Montreal, are to be sold 21st inst.

The stock of John Cameron, general merchant, Edmonton, is advertised for sale by tender.

The general store stock of S. Foster, Chatsworth, has been sold at 42½c. on the dollar.

The stock of Geo. Ashfield & Co., crock-

ery, etc., Ottawa, has been sold at 27¼c. on the dollar.

The assets of J. P. Carey, general merchant, New Glasgow, Que., are to be sold 23rd inst.

The general store stock of W. M. Wightman, Oshawa, has been disposed of at 58¼c. on the dollar.

The assets of Arpin Fils & Cie., general merchants, Ste. Marie de Monnoir, Que., have been sold.

## CHANGES.

M. J. McKerley is starting a grocery store at Montreal.

E. A. Grace, grocer, Brantford, has sold out to Fred. C. Harp.

F. Hughson, general merchant, Ouvry, has sold out to Mr. Gill.

H. A. Desparais & Co. have begun business in Montreal as grocers.

Simon Cimon is opening out in Roberval, Que., as a general merchant.

Burns & Villeneuve is the name of a new grocery firm in Grenville, Que.

John Middleton, pork packer, Elmvale, has sold out to G. F. Gardner.

Helen Lockie, general merchant, Dunnville, has sold out to M. E. & A. F. Waters.

J. Hopkins & Co., general merchants, Hartney, are selling out to H. C. Hamelin, Lander.

## PARTNERSHIPS FORMED AND DISSOLVED.

Hall & Renouf, grocers, Victoria, have dissolved. F. J. Hall continues.

T. Boly & Fils, general merchants, Chicoutimi, Que., have dissolved.

Fuller & Goodwin, general merchants, Chilliwack, B.C., have dissolved. W. S. Goodwin continues.

J. U. Brunet and F. Brunet have registered a partnership in Montreal to carry on business as grocers, under the style of J. U. Brunet & Cie.

## FIRES.

The premises of G. Fortier, grocer, Montreal, have been damaged by fire.

## DEATHS.

W. B. Tanner, general merchant, Ivanhoe, is dead.

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

James Scott, of Leeson & Scott, general merchants, Morley, Man., is dead.

## THAT WINDOW AGAIN.

**I**T is a comparatively easy matter, says The Trade Magazine, for the city merchant to make his windows attractive. They are very large, of plate glass, and he not only has an immense stock from which to draw, but is possessed of such convenient accessories as gas and electricity. He is within easy reach of a thousand and one pretty little trifles for the setting of his dis-

play, and as he goes to business in the morning, can view a hundred windows and take notes. Usually, too, if he be not able to obtain the assistance of a "professional," he has among his employes men or women whose good taste is at his disposal. So situated, he would be obtuse, indeed, were he not able to adorn his windows in a way that compels more than a casual glance from the passers-by.

But things are different in the rural villages. The windows are small, and oftentimes of common glass. The stock is limited, also, and usually does not contain those little trifles that do so much to fill out and complete an artistic exhibition. Gas and electricity are beyond reach. Indeed, the facilities are so limited that the vast majority of the small rural merchants, if they ever think of a window display, only do so to dismiss the thought as altogether impracticable, and so miss one of the cheapest and most profitable advertisements within their reach.

It is impossible, of course, to give more than a few general hints, although we shall be glad to furnish advice to any who will write us the particulars relating to his store. We should say that the very first requisite for a window display is cleanliness. No matter how small the glass, or of what quality, see to it that it is scrupulously clean, and polished up to the highest degree of which it is susceptible. The sash must be clean also, and newly painted in a color that is most likely to harmonize with the surroundings.

By all means, change the display at least once or twice a week, and, in changing, be sure to have as much variety as possible. If you have a general store, your facilities in this particular are exceptionally good. The same display attracts a person only once. No matter how "taking" it may be, it is practically valueless as a drawing card after a few days.

Do not attempt to show too many goods at any one time, nor a large variety. Take one article—tobacco, soap, ribbons, or what not—an article upon which you are prepared to make an attractive price, and make it the leading feature. Whatever else is in the window must be made accessory to this.

Then call in your wife. Ten to one she knows more about such matters than you, and, besides, she is certainly more able to satisfy the taste of ladies. It is ladies who do the most of the buying, and it is ladies, too, who are most susceptible to the fascination of the store window. By all means, summon your wife, and your daughters, too, and when your business sense is combined with the womanly tact and taste, you are pretty sure to have made about as much out of that window as is possible under the circumstances.

## Consignments Stored in Bond

And shipped when sold, to proper addresses. Specially convenient for consignments partly sold in transit.

**BLAIKLOCK BROTHERS, MONTREAL**



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



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

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

WRITE FOR PRICE LIST



**Champion Fire and Burglar-Proof Safes . .**  
Made with Solid Welded Angle Iron Frame, Iron Inside Doors; 1,000,000 Changes Combination Lock. Twelve years trial have proven them the Best. Fifteen sizes in stock. Write for our Price List.  
**S. S. KIMBALL**  
577 Craig St., Montreal, P.Q.

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

**Union Mutual Life Insurance Co.**  
**OF PORTLAND, MAINE**  
Only Company whose Policy Contracts are governed by the statutes of the . . .  
**MAINE NON-FORFEITURE LAW**  
**WALTER I. JOSEPH, Manager**  
Room 2, 162 St. James Street, Montreal

**MOTT'S DIAMOND CHOCCLATE**  
JOHN P. MOTT & CO  
HALIFAX, N.S.  
ESTABLISHED 1844  
**IS THE BEST.**  
ASK FOR  
**MOTT'S**

**NOVA SCOTIA FIBRED CODFISH**  
REPRESENTS the highest achievement in the art of curing and preparing Codfish ready for cooking.  
EVERY particle of skin and bone being removed and the water evaporated, there is absolutely no waste. The contents of each package, therefore, is worth to the house-keeper about three times its weight in Codfish as ordinarily sold.  
NOTHING is used in this product but the finest of shore Codfish especially cured and dried for it.  
PUT UP in half-pound cartons, 3 doz. cartons to the case, and sold by the wholesale and retail grocers throughout Canada.  
THE disagreeable odor usually considered to be a necessary evil to be endured while cooking Codfish will be found to be entirely lacking in this.  
**PARKER, EAKINS & CO.** Curers and Dealers in Fish for Home and Export Trade **YARMOUTH, NOVA SCOTIA**

**Land Plaster and Land Salt**  
Two staples for Spring Trade. We can quote you the lowest possible price for either. In Land Salt we are making a special offer for shipment by April 15th. If we knew your address we could quote YOU a price. Suppose you drop us a card or call.  
**The Toronto Salt Works**  
128 Adelaide Street East  
TORONTO, 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.



# Out of every Ten Grocers

Who have tried **Edwardsburg Starch**,  
ten have been completely satisfied with it.  
Have you tried it?

## EDWARDSBURG STARCH CO.

Cardinal, Ont.

Sardines, Amer., 1/4 s	0 04 1/2	0 09
" Mustard, 1/4 size, cases	0 09	0 11
50 tins, per 100	10 00	11 00
MARSHALL & CO., SCOTLAND.		
Fresh Herring, 1-lb.	1 10	1 15
Kipperd Herring, 1-lb.	1 65	1 90
Herrings in Tomato Sauce	1 70	1 90
Herrings in Shrimp Sauce	2 00	2 20
Herrings in Anchovy Sauce	2 40	2 60
Herrings a la Sardine	2 80	3 00
Preserved Bloaters	1 85	1 90
Real Findon Haddock	1 85	1 90

### CANNED MEATS.

(CANADIAN.)		
Comp Corn Beef, 1-lb. cans	\$1 40	\$1 50
" " " "	2 40	2 55
" " " "	4 " "	7 75
" " " "	6 " "	8 25
" " " "	14 " "	16 00
" " " "	18 " "	18 00
Minced Callops	2 " "	2 60
" " " "	2 " "	2 65
Launch Tongue	1 " "	3 40
" " " "	2 " "	6 03
English Brawn	2 " "	2 75
Camb Sausage	1 " "	2 50
" " " "	2 " "	4 00
Soups, assorted	1 " "	1 50
" " " "	2 " "	2 25
Soups and Bouill.	2 " "	1 80
" " " "	6 " "	4 50



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



**Beardley's Boneless Herring.** doz. 2 doz. 1 4



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

### 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	
Horchound Tutti Frutti, glass tops, 36 5c packages	1 30	
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	
Magic Trick, 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—		
French, 1/4's-6 and 12 lbs.	0 30	
Caracas, 1/4's-6 and 12 lbs.	0 35	
Premium, 1/2's-6 and 12 lbs.	0 30	
Sante, 1/4's-6 and 12 lbs.	0 26	
Diamond, 1/4's-6 and 12 lbs.	0 22	
Sticks, gross boxes, each	1 00	
Cocoa—		
Homeopathic, 1/4's, 8 and 14 lbs.	0 30	
Pearl, " " " "	0 25	
London Pearl, 12 and 18 " " "	0 22	
Rock " " " "	0 30	
Bulk, in boxes	0 18	
Royal Cocoa Essence, packages	1 40	
Cocoa— EPPS'. per lb.		
Case of 112 lbs. each	0 35	
Smaller quantities	0 37 1/2	

FRY'S. (A. P. Tippet & Co., Agents.)		
Chocolate—		
Caracas, 1/4's, 6-lb. boxes	0 42	
Vanilla, 1/4's	0 42	
" Gold Medal Sweet, 6 lb. bxs.	0 29	
Pure, unsweetened, 1/2's, 6 lb. bxs.	0 42	
Fry's "Diamond", 1/4's, 6 lb. bxs.	0 24	
Fry's "Monogram", 1/2's, 6 lb. bxs.	0 24	
Cocoa—		
Concentrated, 1/4's, 1 doz. in box	2 40	
" " " " 1 lbs.	"	
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 Liquors	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—		
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—		
n bxs, nd 12 lbs. each, 1/2 lb., tins.	0 49	

### COFFEE.

Green.		
Mocha	0 28	0 30
Old Government Java	0 30	0 33
Rio	0 20	0 21 1/2
Plantation Ceylon	0 29	0 31
Porto Rico	0 24	0 26
Guatemala	0 24	0 26
Jamaica	0 21	0 22
Maracaibo	0 21	0 23
TODHUNTER, MITCHELL & CO.'S		
Excelsior Blend	0 34	
Our Own	0 32	
Jersey	0 30	
Laguaya	0 28	
Mocha and Java	0 35	
Old Government Java	0 30	0 36
Arabian Mocha	0 32	0 35
Maracaibo	0 28	0 30
Santos	0 25	0 27

### DRUGS AND CHEMICALS.

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

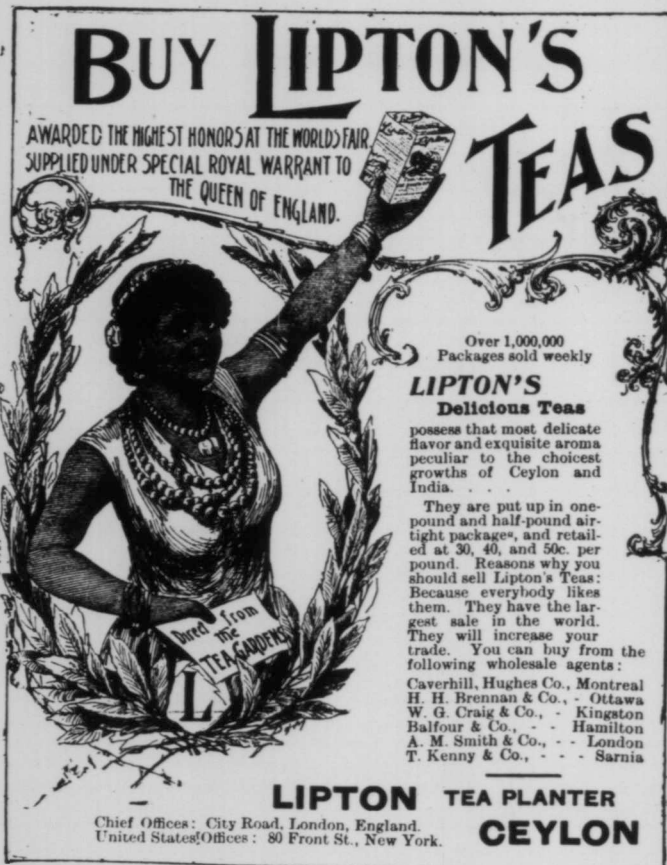
### EXTRACTS.

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

3 30  
3 10  
2 90  
2 90  
2 75  
2 60  
2 40  
per doz.  
\$0 95  
2 25  
2 00  
1 10  
0 95  
0 95  
2 25  
0 95  
1 10  
1 50  
1 75  
2 40  
2 40  
2 50  
2 30  
3 00  
2 00  
1 75  
1 75  
0 90  
2 25  
2 00  
2 40  
1 15  
0 95  
2 25  
2 60  
1 20  
1 40  
1 75  
1 20  
0 13  
0 21  
0 12 1/2  
0 10 1/2  
0 11  
0 19  
0 17  
0 25  
0 36

**BUY LIPTON'S TEAS**

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



Over 1,000,000  
Packages sold weekly

**LIPTON'S  
Delicious Teas**

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

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

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

**LIPTON TEA PLANTER  
CEYLON**

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

**Batty's** —



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

ALL WHOLESALERS  
HAVE THEM.

... EIGHT PRIZE MEDALS

Canadian Agents

**J. A. GORDON & CO.**

... Montreal

**MARINE INSURANCE**

**The Mannheim Insurance Company**

Grant Open Policies to Wholesale Gro-  
cers and Importers at specially favor-  
able rates.

Further particulars obtainable by applyin  
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 PRIZE..**

Certificate in each box of



**ADAMS' "BANNER"  
CHEWING GUM**

**ADAMS & SONS CO.**

Send for Free Sample.

11 & 13 Jarvis Street, Toronto, Ont.

# BE ORIGINAL

Don't trade on other people's brains ; think for yourself. Don't even handle goods that are "only copies." Keep for sale the "original" article. Remember this when you order "Cream Sodas." We originated Cream Sodas in 3-lb. Tins, but the copyist is on our trail. "Cream Sodas" can only be lawfully made by us. The name is "registered."

## The Toronto Biscuit & Confectionery Co.

Henry C. Fortier.

7 FRONT STREET EAST, TORONTO.

Charles J. Peter.

**Crown Brand (Greig & Co.)—**

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

**FLUID BEEF.**

JOHNSTON'S, MONTREAL.

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

**FRUITS.**

FOREIGN.

Currants—Provincials, bbls	per lb.	0 04	0 04 1/2
" " " "	"	0 04 1/2	0 04 3/4
" Filatras, bbls	"	0 04 1/2	0 04 3/4
" Patras, bbls	"	0 04 1/2	0 05
" " " "	"	0 04 1/2	0 05 1/2
" cases	"	0 05	0 05 1/2
" Vostizzas, cases	"	0 06	0 07 1/2
Panarete, cases	"	0 08	0 08 1/2
Dates, Persian, boxes	"	0 04 1/2	0 05 1/2
Figs—Elemc, 14 oz.	"	0 09	0 10 1/2
" " " "	"	0 09 1/2	0 12 1/2
" " " "	"	0 13	0 15
" " " "	"	0 16	0 18
" " " "	"	0 03 1/2	0 04
Prunes—Bosnia, cases	"	0 06	0 07
" Bordeaux	"	0 04 1/2	0 06 1/2
Raisins—Valencia, off stalk	"	0 04 1/2	0 04 3/4
" " " "	"	0 04 3/4	0 05
" Selected	"	0 06	0 06 1/2
" Layers	"	0 06 1/2	0 06 3/4
" Sultanas	"	0 05 1/2	0 08
" Cal. Loose Muscatesls 50 lb. boxes	per doz.	0 05 1/2	0 06 3/4
" Malaga	"	2 00	2 20
London Layers	"	2 75	3 20
Black Baskets	"	3 25	3 50
Blue Baskets	"	4 25	4 50
Dehesa Clusters	"	2 50	3 50
Lemons—Messina, boxes	"	3 50	4 00
Oranges—Jamaica	"	5 50	7 00
" Valencia	"	3 00	4 00
" Cal. Navels, in boxes	"	2 75	3 00
" Seville	"	0 03 1/2	0 04
Apples, dried, per lb.	"	0 06 1/2	0 07

**FOOD.**

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

**ROBINSON'S BARLEY AND GROATS.**

Patent Barley, 1/2 lb. tins	per doz.	1 25
" " " "	"	2 25
" " " "	"	2 25
" Groats, 1/2 lb. tins	"	1 25
" " " "	"	2 25

**HARDWARE, PAINTS AND OILS.**

OUT NAILS—From Toronto—

50 to 60 dy basis	2 60
40 dy	2 65
0 dy	2 70

20 16 and 12 dy	2 75
10 dy	2 80
8 and 9 dy	2 85
6 and 7 dy	3 00
5 dy	3 20
4 dy A P	3 20
3 dy A P	3 60
4 dy C P	3 10
3 dy C P	4 20

**HORSE NAILS—**  
Canadian, dia. 55 per cent.

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

**SCREWS—Wood—**  
Flat-head iron, 80 p. c. dia.  
Round-head iron, 75 p. c. dia.  
Flat-head brass, 77 1/2 p. c. dia.  
Round-head brass, 79 1/2 p. c. dia.

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

1st break (25 in. and under)	1 30
2nd " (20 to 40 inches)	1 45
3rd " (50 to 60 inches)	3 10
4th " (51 to 60 inches)	3 40
5th " (61 to 70 inches)	3 80

**ROPE—**  
Manilla ..... 0 09 0 09 1/2  
Sisal ..... 0 06 1/2 0 07 1/2

**AXES—**  
Per box ..... 6 00 12 00

**SHOT—**  
Canadian, dia. 17 1/2 per cent.

**HINGES—**  
Heavy T and strap ..... 0 04 1/2 0 05  
Screw, hook and strap ..... 0 03 1/2 0 04

**WHITE LEAD—**Pure Association guarantee, ground in oil.

25 lb. irons	per lb.	0 04 1/2
No. 1	"	0 04 1/2
No. 2	"	0 04 1/2
No. 3	"	0 04

**TURPENTINE—**  
Selected packages, per gal. 0 45 0 46

**LINSEED OIL—**  
Raw, per gal ..... 0 54 0 55  
Boiled, ..... 0 57 0 58

**GLUE—**  
Common per lb ..... 0 07 1/2 0 08

**INDURATED FIBRE WARE.**

THE E. B. EDDY CO.

1/2 pail, 6 qt.	\$3 35
Star Standard, 12 qt.	3 80
Milk, 14 qt.	4 75
Round-bottomed fire pail, 14 qt.	4 75
Tubs, No. 1	13 30
" " 2	11 40
" " 3	9 50
Fibre Butter Tubs (30 lbs.)	3 80
Nests of 3	2 85
Keelers No. 4	8 00
" " 5	7 00
" " 6	5 00
" " 7	2 65
Milk Pans	2 65
Wash Basins, flat bottoms	2 50
" " round bottoms	2 50
Handy Dish	2 25
Water Closet Tanks	17 00
Dish Pan, No. 1	7 60
" " 2	6 20
Barrel Covers and Trays	4 75
Railroad or Factory Pails	4 75

**JAMS AND JELLIES.**

SOUTHWELL'S GOODS.

Orange Marmalade	per doz.	1 60
Clear Jelly Marmalade	"	2 00
Strawberry W. F. Jam	"	2 30
Raspberry " "	"	2 30
Apricot " "	"	2 00
Black Currant " "	"	2 00
Other Jams " "	"	1 55 1 90
Red Currant Jelly	"	3 10

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

**KNOX'S GELATINE.**

Sparkling calves foot	1 20
Crystallized Fruit, flavored	1 65
Acidulated	1 50

(Sold by all wholesale grocers.)

**LICORICE.**

YOUNG & SMYLIEN'S LIST.

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

**MINCE MEAT.**  
Wethy's Condensed, per gross, net \$12 00

**MUSTARD.**

COLMAN'S OR KEEN'S.

Square Tins—	per lb.	
D. S. F., 1 lb. tins	\$0 40	
" " 1/2 lb. tins	0 42	
" " 1/4 lb. tins	0 45	

**Round Tins—**  
F. D., 1/2 lb. tins ..... 0 25  
" " 1/4 lb. tins ..... 0 27 1/2  
" " 1 lb. jars, per jar ..... 0 75  
" " 1 lb. " " " " ..... 0 25  
" " 4 lb. tins, decorated, p.t. ..... 0 80

**FRENCH MUSTARD.**  
Crown Brand—(Greig & Co.)  
Pony size, per gross ..... 9 00  
Small Med. " ..... 7 80  
Medium " ..... 10 80  
Large " ..... 12 00  
Spoon " ..... 18 00  
Mug " ..... 12 00  
Tumbler " ..... 12 00  
Cream Jug " ..... 21 00

**RICE, ETC.**

Rice—	per lb.	per lb.
Standard "B"	0 03 1/2	0 03 1/2
Patna	0 04 1/2	0 04 1/2
Japan	0 05	0 05
Imperial Siam	0 05 1/2	0 05 1/2
Extra Burmah	0 03 1/2	0 04
Java Extra	0 06 1/2	0 06 3/4
Genuine Carolina	0 09 1/2	0 10
Grand Duke	0 06 1/2	0 06 1/2
Sago	0 03 1/2	0 05
Tapioca	0 03 1/2	0 05 1/2
Goathead (finest imported)	0 06 1/2	0 06 1/2

**STARCH.**

EDWARDSBURG STARCH CO., LTD.

**Laundry Starches—**  
No. 1 White or Blue, cartons ..... 0 05 1/2  
Canada Laundry, 6-lb. draw-lid boxes and fancy packages ..... 0 04 1/2  
Silver Gloss, 6-lb. tin enaminers ..... 0 07  
Edwardsburg Silver Gloss, 1-lb. chromo package ..... 0 07  
Silver Gloss, large crystals ..... 0 06 1/2  
No. 1 White, bbls and kegs ..... 0 04 1/2  
Benson's Enamel, per box ..... 3 00

**Culinary Starch—**  
W. T. Benson & Co.'s Prepared Corn ..... 0 07 1/2  
Canada Pure Corn ..... 0 06 1/2

**Rice Starch—**  
Edwardsburg No. 1 White, 1-lb. cartons ..... 0 09  
Edwardsburg No. 1 White or Blue, 4-lb. lumps ..... 0 07 1/2

THE BRANTFORD STARCH CO., LTD.

**Laundry Starches—**  
Canada Laundry, boxes of 40 lbs. .... 0 04 1/2  
Finest Quality White Laundry—  
3 lb. cartons, cases 36 lbs. .... 0 05 1/2  
Bbls., 175 lbs. .... 0 04 1/2  
Kegs, 100 lbs. .... 0 04 1/2

**Lily White Gloss—**  
Kegs, extralarge crystals, 100 lbs. .... 0 06 1/2  
1 lb. fancy cartons, cases 36 lbs. .... 0 07  
6 lb. draw-lid boxes, 8 in crate 48 lbs. .... 0 07  
6 lb. tin enamelled canisters, 8 in crate 48 lbs. .... 0 07

**Brantford Gloss—**  
1 lb. fancy boxes, cases 36 lbs. .... 0 07 1/2  
Brantford Cold Water Rice Starch—  
1 lb. fancy boxes, cases 28 lbs. .... 0 09  
Canadian Electric Starch—  
40 packages in case ..... 3 00

**Culinary Starch—**  
Challenge Prepared Corn—  
1 lb. pkgs., boxes 40 lbs. .... 0 06 1/2  
No. 1 Pure Prepared Corn—  
1 lb. pkgs., boxes 40 lbs. .... 0 07 1/2

**KINGSFORD'S OSWEGO STARCH.**

SILVER (40-lb. boxes, 1-lb. pkgs., 6-lb. boxes, sliding covers)	0 08 1/2
GLOSS (12-lb. boxes each crate)	0 08 1/2
PURE—12-lb. boxes	0 07 1/2
OSWEGO (40-lb. boxes, 1-lb. packages)	0 07 1/2
CORN STARCH (For puddings, custards, etc.)	0 07 1/2
ONTARIO (38-lb. to 45-lb. boxes)	0 06 1/2
STARCH (6 bundles)	0 06 1/2
STARCH IN Silver Gloss	0 07 1/2
BARRELS Pure	0 06 1/2
BROWN & POLSON'S CORNFLOUR	0 07
1-lb. packages	0 07
40-lb. boxes	2 80

**SUGAR.**

Granulated	c. per lb.	0 04 1/2	0 04 1/2
Paris Lump bbls. and 100-lb. boxes	"	0 05 1/2	0 05 1/2
" " in 50-lb. boxes	"	0 05 1/2	0 05 1/2
Extra Ground, bbls. linc.	"	0 05 1/2	0 05 1/2
Powdered, bbls	"	0 05 1/2	0 05 1/2
Very bright refined	"	0 04 1/2	0 04 1/2
Bright Yellow	"	0 04 1/2	0 04 1/2
Dark Yellow	"	0 03 1/2	0 04

**SYRUPS AND MOLASSES.**

**SYRUPS.**

Dark	per gallon.	bbls.	1/2 bbls.
Medium	0 30	0 33	
Bright	0 33	0 38	
Redpath's Honey	0 38	0 43	
" " 2 gal. pails	1 10	1 15	
" " 3 gal. pails	1 45	1 50	

**MOLASSES.**

Barrels	0 28	0 32
Half-barrels	0 30	0 35

**SOAP.**  
Babbitt's "1776" Soap Powder ..... \$3 50

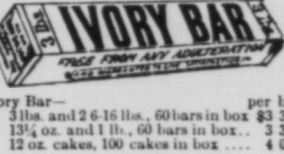
**BRANTFORD SOAP WORKS CO.**

1 Box Lot	4 20
5 Box Lot	4 10

Freight prepaid on 5 box lots.

**P. M. LAWRIE'S SOAPS.**

Wonderful, 100 bars	per box	\$4 00
Supreme, 100 bars	"	3 60
Our Own Electric, 100 bars	"	2 00
Sunflower, 100 bars	"	2 00



# WHY IS **Brantford Starch**

selling better every day?

**Because** it is always **uniformly reliable**, and its packages are the **most attractive** in the trade.

10 oz. cakes, 100 cakes in box .... 3 60  
 Twin cake, 11 1/4 oz., 100 cakes in box ..... 3 85  
 All wrapped with lithographed wrapper, printed with finest alkali proof ink. Quotations of lower grades of all kinds of soap furnished on application.

TEAS.		
BLACK.		
	per lb.	per lb.
Congou—		
Half Chests Kaisow, Morning, 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
“ “ thirds .....	0 15	0 17
“ “ common .....	0 13	0 14
PING SUEYS.		
Young Hyson—		
Half Chests, firsts .....	0 28	0 32
“ “ seconds .....	0 16	0 19
Half Boxes, firsts .....	0 28	0 32
“ “ 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 16	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.		

"SALADA" CEYLON. per lb.



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

**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
Honeysuckle, 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
Bright Smoking Plug Myrtle, T. & B., 3's .....	0 60
Lily, 7's .....	0 47
Diamond Solace, 12's .....	0 50
Myrtle Cut Smoking, 1 lb. tins .....	0 70
1/4-lb. plug, 6-lb. boxes .....	0 70
1/2 oz. plug, 5-lb. boxes .....	0 70

**CANADIAN TOBACCO CO., MONTREAL.**

**Cut Tobaccos—**

Comfort, 1-6, 5 lb. box .....	0 22
Champion, 1-10, 5 lb. bx .....	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
Queen's 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 .....	10 50
Lafayette .....	4 00
Marquise (Can. tobacco) .....	7 00
Imperial .....	3 50

**Plug tobaccos (sweet chewing)—**

Navy, in caddies .....	0 35
Navy, plug mark .....	0 33
Honey, boxes and caddies .....	0 43
Spin roll chewing, boxes .....	0 55

**Plug smoking (with or without tags)—**

Black Crown smoking, in caddies .....	per lb. 0 35
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Crown Rouge smoking .....	0 38
Leaf tobacco, in bales .....	0 08 0 20
<b>Cigars—</b>	
La Sonadora Reina Victoria Flor Fina, 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 Fait, 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 20 00

**AMERICAN TOBACCO CO. OF CANADA, LTD.**

**Cigarettes—**

	Per M.
Richmond Straight Cut No. 1, in cardboard boxes of 10 .....	10 50
Hyde Park, cardboard boxes of 10 and 20 .....	10 50
Sweet Caporal, slide boxes of 10 .....	7 20
Athlete, foil-wrapped boxes of 10 .....	7 20
Old Judge, slide boxes of 10 .....	7 50
Derby, packages of 10 .....	3 80
Prince and Gloria, slide bxs. of 10 .....	3 80
Sweet Sixteen, slide boxes or packages of 10 .....	3 30
White Caps, slide boxes of 10 .....	3 30
Old Virginia, slide boxes of 10 .....	3 30
Parisienne, slide boxes of 10, (mouth-pieces) .....	3 60
Holder, packages of 10 .....	3 30
Sultana, slide boxes of 10 .....	3 30
Majestica, slide boxes of 20 .....	6 60
<b>Plug Cut—</b>	
Old Chum, 1-9, 5-lb. boxes .....	0 70
Old Virginia, 1-10, 5-lb. boxes .....	0 60
Seal of North Carolina, 1-10 .....	0 80
“ “ 1-6 pouches .....	0 90
Old Gold, 1-10s and 1/4s .....	0 80
<b>Cigarette Tobacco—</b>	
B. C. N. 1, 1-10, 5-lb. boxes .....	0 83
Athlete .....	1 10
Old Judge .....	1 20
<b>Plug Smoking—</b>	
Derby, 3s, 7s and 12s, solace .....	0 51 1/2
Old Virginia, 3s, twist or solace .....	0 58
<b>Plug Chewing—</b>	
Old Chum, 3-lb. boxes, thick or thin .....	0 58
<b>Cigars.</b>	
S. DAVIS & SONS, MONTREAL.	
Sizes. Per M.	
Madre E' Hijo, Lord Lansdowne .....	\$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
<b>Cigarettes—All Tobacco—</b>	
Cable .....	7 00
El Padre .....	1 00
Mauricio .....	15 00

**WOODENWARE.**

	per doz.
Pails, 2 hoop, clear, No. 1 .....	\$ 1 45
“ “ 3 “ “ “ 1 .....	1 60
“ “ 2 “ “ “ 2 .....	1 40
“ “ 3 “ “ “ 2 .....	1 55
“ “ painted “ 2 .....	1 40
Tubs, No. 0 .....	8 00
“ 1 .....	6 50
“ 2 .....	5 50
“ 3 .....	4 50
Washboards, Globe .....	1 90
“ 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
<b>THE E. B. EDDY CO.</b>	
Washboards, Planet .....	1 60
“ Waverly .....	1 50
“ XX .....	1 40
“ X .....	1 25
“ Electric Duplex .....	2 25
“ Special Globe .....	1 50
<b>Per Case.</b>	
Matches—	5-Case Lots, Single Case
Telegraph .....	\$3 30 \$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

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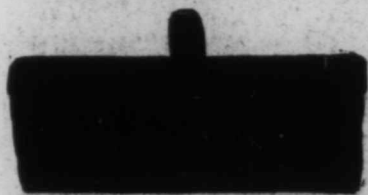
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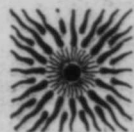


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85 00  
80 00  
55 00  
55 00  
50 00  
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50 00  
80 00  
80 00  
35 00  
30 00  
29 00

per doz.  
\$ 1 45  
1 50  
1 40  
1 55  
1 40  
8 00  
6 50  
5 50  
4 50  
2 00  
1 40  
1 55  
2 75  
2 25  
2 00  
1 80  
1 75  
1 30  
3 60  
1 25  
3 60

1 60  
1 50  
1 40  
1 25  
2 25  
1 50

Single Case  
\$3 50  
3 30  
2 80  
1 75  
1 75  
4 20  
2 35  
2 35

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