

THE CANADIAN GROCER

VOL. X

TORONTO AND MONTREAL, FEBRUARY 7, 1896.

No. 6

SELL

IN COMPETITION WITH THE WORLD

We have received the **Highest Awards Made.**

ONLY

THESE substantiate our claim that

THE

Colman's Mustard

BEST!

IS THE BEST IN THE WORLD

To Grocers

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

"CROWN"

BRAND

Marshall's Scotch Herrings

FROM THE FAMED ABERDEEN FISHERIES

In Kegs
Firkins
Half Barrels
Barrels

FULLS and
MEDIUMS

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

SOLE AGENTS :

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

TRADE MARK HANDLE SEAL OF NORTH CAROLINA SMOKING TOBACCOS

THE CANADIAN GROCER

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

Purveyors by special appointment
to Her Majesty

THE QUEEN

Empress of India.



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

PRINCE OF WALES

K.G., K.T., K.P.

MACONOCHIE BROTHERS

131 Leadenhall Street, London, England



Manufacturers of First Quality

Potted Meats

Fish Delicacies

Jelly Squares

Pickles

Sauces

Vinegars

.... Etc.

The Best

The World Produces



All particulars from agents:—

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

Agents for British Columbia:

MESSRS. MARTIN & ROBERTSON,
Vancouver and Victoria

Standard Goods the Best to Handle

FOR
PURITY



FOR
STRENGTH

This brand is always reliable.

Highest test 98.50% pure.

Made only
by

The **UNITED ALKALI CO., Ltd.,** Liverpool.

"New Process" Soda, finest on the market.

Under the direct
patronage of
His Royal Highness
The **PRINCE OF WALES**



And His Excellency
LORD ABERDEEN
The Governor-General
of Canada.

A FEW OF

.. LAZENBY LEADERS ..



The
**LEVER TOP
PICKLE**

NO CORK NO LEAKAGE

Most Useful Jar When Empty.

Table Jellies

Chow Chow Pickles

Lucca Cream Olive Oil

Solidified Soup Squares

Assorted Potted Meats

Fort's Oliver Biscuits

Harvey's Sauce

ALL ABSOLUTELY PURE.

MONTREAL and TORONTO

A. P. TIPPET & CO.

ST. JOHN, N.B.

F. H. TIPPET & CO.



PAPER BAGS

From 2 to 30 lbs.
Regular Sizes.

PRINTED
IN
ANY
STYLE



FLOUR SACKS

From 3½ to 50 lbs.
Regular Sizes.

Our Manilla Paper for the above has, under severe and various tests, proved to be stronger than that of any other manufacturer.

Count is fully guaranteed, and every bag and sack is sound.

The sizes are the largest of their kind, and there is no skimping of paper in their make-up.

Send for samples and prices.

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

319 St. James Street, MONTREAL

38 Front Street West, TORONTO

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



Find their equal if you can . .



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

A. F. MacLaren & Co., Toronto

IF THERE IS A GROCER IN CANADA WHO HAS NOT TRIED

Tetley's Teas

LET HIM WRITE FOR SAMPLES AT ONCE

... ADDRESSES ...

14 Lemoine St., MONTREAL

128 Richmond St. W., TORONTO

Hudson Bay Co., WINNIPEG

A Great Seller



Agents, **ROSE & LAFLAMME**

400 St. Paul Street

. . . MONTREAL

The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

Laboratory of Inland Revenue,
Office of Official Analyst,

MONTREAL, April 8th, 1895.

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

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

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

Do You Sell Crockery?

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

Brantford Stoneware Mfg. Co. Ltd. - Brantford.

OTHER SPECIALTIES.

NOUGAT
RAHAT LAKUHM
ALMOND ROCK
EL MAHNA

CANADIAN SPECIALTY CO., Toronto.



WORKS: LONDON, W.C.

MEDALS AND DIPLOMAS.

PARIS
SYDNEY
MELBOURNE

ROSE & LAFLAMME, Montreal.

Silver Dust Washing Powder

Will make you trade and money. . . .
 Cleans anything and everything in the house
without the use of any kind of Soap. . .
 Does it in half the time for half the money.
 Your customers will be surprised and de-
 lighted with a trial.

PUT UP IN 5, 10 AND 25c. PACKAGES.

SILVER DUST MFG. CO., Hamilton

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

A GOOD THING



To suit every taste.

4 GRADES MANUFACTURED

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

**BUY IN SMALL LOTS
AND OFTEN**

WE DON'T WANT YOU

To take for granted all we say regarding Teas; we simply ask a fair, intelligent test of the lines

we bring before you from week to week. You know a good Tea when you see one, and we leave the result with you.

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



Japan Teas

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

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

W. H. GILLARD & CO.

Wholesalers
Only

HAMILTON

JOHN MOUAT, Northwest Representative, WINNIPEG.

"DON'T GO BLIND"

looking for sleepy canned goods. **BOULTERS'** are "THE" sellers. If you doubt it, just order a few, that's all we ask.

Boulters'
Goods are
Pure Goods

THE SECRET OF OUR SUCCESS

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



Vol. X.

DROPS

Like c
it wins

A per
sun to hi

The cr
trying to

If you
advertise

'Tis b
make me

Some
the circu

Unlik
sown in

The e
vertiser,
bright.

It is
goods in
weight.

The c
agreeabl
atness.

Popul
house bu
competi

Farry
develop
one to p

A ma
cess in l
he need

Merch
without
fancy th

Hard
spared r

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

THE CANADIAN GROCER

Vol. X. (Published Weekly)

TORONTO AND MONTREAL, FEBRUARY 7, 1896

(\$2.00 per Year) No. 6

DROPS FROM THE EDITOR'S PEN.

Like candy to children is candor to adults: it wins

A perverse son is as a cloud and not as a sun to his parents.

The canner who puts up soaked peas is trying to "soak" the public.

If you want to make your business pay, advertise it then without delay.

'Tis business built on proper lines that make men rich these modern times.

Some men are big circulation liars because the circulation of their journals is small.

Unlike turnip seed, the seeds of energy sown in the morning of life always bear fruit.

The effective advertiser is a consistent advertiser, let times be dull or let times be bright.

It is not necessary to advertise heavy goods in order that your "ads." may carry weight.

The only anchor which will fasten disagreeable customers to your store is pleasantness.

Popularity built upon good goods is as a house built upon a rock which the floods of competition cannot remove.

Tarrying long at the pool table does not develop mental muscle necessary to enable one to pull well in the race of life.

A man must climb if he would win success in life; but if it is failure he wants all he needs do is to sit down—and slide.

Merchants who consider they can do without a trade paper are as mariners who fancy they can dispense with the compass.

Hard workers in their young days will be spared remorse in their old days, no matter

what their lot may be. The sense of duty done is worth more than gold, and is more lasting.

The richest of all jewels is consistency, and yet it requireth not gold for a setting, and is at the command of the rich as well as the poor.

The president of a business men's association may not necessarily be the brains of the organization, but he is supposed to do most of the thinking.

The Retail Grocers' Association of Cleveland is wrestling with the pedlar question. It is to be hoped the grocers will win at least a majority of the falls.

Never designed was it that man should be a donkey, and yet a near relative of this patient but stubborn animal is the merchant who persists in indiscriminate credit-giving.

The advertisement in the trade paper is the traveler's herald, going before him, often many days, and announcing to buyers what manner of goods the house he represents has to sell.

The merchant who pays his clerks in the coin of the realm only, for services rendered, is not giving them their full wages: tuition in business ethics should also be forthcoming.

Mis(s) Understanding and Mis(s) Representation are two misses that merchants should try and keep out of their store. Their reputation is not good, and where they abide customers will not come.

If men won't work for their families they should be made work for the state, for while their families may not gain anything, it is certain they will not lose anything by such a condition, and the state and society would assuredly benefit thereby.

Business success is won by continuity of effort, and he who, attracted by some will-o'-the-wisp, is ever and anon shunting off into

some side track can no more hope to succeed than can the runner who stops in the race to flirt with the cook.

If all merchants were as zealous to guard the good name of their own business as they sometimes are to malign their competitors, it would be better all round, financially as well as morally.

A poor man with a dollar would not hesitate to invest it where he knew one hundred and twenty-five cents could be obtained in return; but a merchant with an appreciation of the benefits of advertising will refuse to advertise on the plea that he cannot afford it.

An alleged creditor of the Canada Atlantic railway has adopted the expedient of attempting to wreck the trains of the debtor. The expedient is novel, but it cannot be commended. Neither can any other system which injures more the innocent than the debtor.

The Latin motto which the Consumers' Gas Co. of Toronto affix to their documents, and the interpretation thereof is, "For the Common Good." A friend of mine thinks this a travesty. I don't. It means for the common good of the shareholders, only the well-known modesty of the company precludes it from affixing the word "shareholders."

I see by the programme of the Western Packers' Canned Goods Association, which is to meet in Chicago this month, that the "Hon. Wellington Boulter, of Picton, Canada," is down for a paper on "The Social Features of these Gatherings." I suppose it has reference to our mutual friend Mr. Wellington Boulter, president of the Canadian Packers' Association. He is honorable enough, but he has not yet got the honorable with a cap. "H," although it is not because Mr. B.'s fellow canners have not made an effort to have the title prefixed to his name. Vide resolutions of the association asking Sir Mackenzie Bowell to appoint him to the Senate. Those Yankees are great people for anticipating.

A GRIEVANCE TO CANADA.

EDITOR GROCER,—The following extract from The St. John Sun of 27th inst, if republished in your paper, which is probably read by more business men than any other paper published in the Dominion, will doubtless have a good effect in impressing on the minds of our fellow countrymen the great injustice which, we, as residents of St. John, the natural winter port of Canada, are suffering at the hands of the Canadian Government.

When the Canadian Pacific Railway was being constructed our people were promised that in return for the taxation which was being put on us we would be doubly repaid by having the winter exports of the great country which was being developed pass through our port. In anticipation of the fulfilment of these promises, our people uncomplainingly bore the burden, and in order to be capable of handling the trade, spent a sum of over \$300,000 in building a grain elevator and freight sheds and otherwise improving our facilities.

Now that we are in a position to handle the trade, what do we find? Simply this: that the Government, instead of rewarding us, compels us, in common with the other residents of Canada, to pay for heavy subsidies granted to the Dominion and Allan companies to deliver the export and import trade of Canada via a United States port, viz., Portland, Maine.

We are actually compelled to bear taxation, the result of which is to build up a rival port in the United States at the expense of our own city.

To give an idea of the large sums of money which are left with the citizens of Portland by means of these steamers, a Portland paper is authority for the statement that the Scotsman distributed \$12,000 on her last visit.

How long would the citizens of any United States city submit to being taxed in order to build up with United States trade a rival city in Canada?

There is a growing trade between the Upper and Lower Provinces, the balance of which is largely in favor of the former.

If these steamship companies were subsidized to make St. John their terminus the money distributed would be of immense service to our merchants, and by bettering them financially react to the good of the Upper Province manufacturers.

This is not the case with Portland, Maine. The Americans take all they can get, but give nothing in return save insults to the Mother Country. With a tariff wall surrounding Maine, trade is out of the question. If every exporter and every importer would make it a point to order their shipments via St. John great results would be accomplished.

Yours, etc.,

ST. JOHN.

[The paragraph referred to by "St. John" reads as follows: "The ss. Vancouver sailed

from Portland, Me., on Thursday with a cargo valued at \$203,000. The Canadian portion of her cargo consisted of 17,230 bushels of peas, 5,171 maple blocks, 986 wooden doors, 78 crates of road carts, 58 organs, 13 cases of sewing machines, 12 cases of poultry, 8 cases and 29 bales of leather, 1,680 bales of cut hay, 228 cases of apples, 710 boxes of ham and bacon, 43 tierces of pork, 92 cases of canned meats, 13 boxes of butter, 120 packages of agricultural implements, 63 crates of pileys, 36 packages of emery stones, 25 boxes of tobacco, 10 crates of bicycle rims, 125 boxes of beans, 110 boxes of peas, 250 bags of oatmeal, 120 bales of oil cake, 19 packages of sundries."]

A SENSIBLE VIEW.

He who avers that advertising draws money out of instead of into the pocket is in the same boat with he who could not see the logic of baiting his hook with a minnow to catch a mackerel.—Canadian Grocer.

So many men, when told the cost of an advertisement, will open their mouths in sheer horror at the mere idea of paying such a price for advertising. They forget that the more an advertisement originally costs the better results it is liable to produce, for the high-priced publications are usually the ones who have found that their advertising was worth the high price charged to advertisers. The first cost of an advertisement means in itself nothing. If you have to mortgage your house to spend \$1,000 in advertising, and get \$4,000, it has paid you, hasn't it?—Grocery World.

A QUICK PASSAGE.

A prominent business man of this city, who is extensively interested in Canadian steamship service, gave The Herald a short interview last evening. He said that the port of St. John, N.B., was rapidly coming to the front as a desirable and advantageous freight and passenger route. It was not behind its rivals on the other side of the line, and, as an illustration, remarked that the Lake Ontario, of the Beaver Line, left Liverpool Saturday, January 18, at 4 p.m., arriving at St. John on Tuesday, the 28th ult., at 6 a.m. The passengers left on the afternoon train, reaching Montreal Wednesday morning. Twenty cars of freight were despatched the same evening, and were delivered in Montreal Thursday at noon. Thus goods were shipped from Liverpool via this route and delivered in Montreal in the short time of twelve days.—Montreal Herald.

BECOMING NERVOUS

It is now understood that a very large amount of sugar has been ordered forward from Cuba to be stored and held in New York. About 25,000 bags have already arrived, and the total will probably reach at least 100,000 bags; some estimates are double that amount. This movement is due to the disturbed state of affairs on the island, and is believed to have been quickened by pressure from underwriters who were becoming nervous over the fear of destruction of stock by the insurgents.

WINNIPEG CITY TRAVELERS.

WHO THEY ARE AND WHAT THEY REPRESENT—ANNUAL CELEBRATION.

WINNIPEG, within the last eight years, has made such rapid strides in the commercial arena that she now ranks as fourth in the Dominion of Canada as a wholesale distributing point, and perhaps a word or two in reference to those who are potent factors and prominent in helping to push the chariot of commercial industry along might not be amiss, and prove an avenue of introduction to the consuming public of a lot of jolly good fellows, remarks The Tribune of that city. The city traveler as a rule is an unassuming individual, but a firm believer in

"All things come to those who hustle
For men of brains or men of muscle"

His face and handsome figure has become familiar in this city's business thoroughfares, as he pushes along with keen eye and active mind through the crowded streets, not only looking after the interests of the retail merchant, but feeling conscious of being amicus humani generis. Possessing tact, push, principle and ability, the business men have come to realize that they are a medium that cannot successfully be dispensed with in the commercial world. As the city travelers are not members of the Northwest Travelers' Association, The Tribune understands it is their intention to form an association of their own, and, being inspired by the success of their A: Home last season, the members are making arrangements for a brilliant gathering at an early date.

Following are the names of the representatives and firms:

Alex. Pratt, for the firm of Paulin & Co.
D. B. McRea, for Ogilvie Milling Co.
A. K. Morrison, for McPherson Fruit Co.
R. Barclay, for Standard Oil Co.
K. J. Johnstone, for McKenzie & Powis.
Wm. DeCov, for Blackwood Bros.
N. Hughes, for the Rublee Fruit Co.
John Horne, for Thompson, Codville & Co.
R. S. Sharpe, for Imperial Oil Co.
J. M. Scott, for Strang & Co.
D. M. Horne, for Sutherland & Campbell.
M. B. Steele, for J. Y. Griffin & Co.
J. Dickie, for G. F. & J. Galt.
J. K. Atkinson, for Dyson-Gibson Co.
A. E. Scott, for Lang Manufacturing Co.
G. H. Spurgeon, for Turner, Mackeand & Co.
M. E. Carroll, for Lake of the Woods Milling Co.
R. Galna, for Parsons Produce Co.
T. Hazlewood, for Riddell Manufacturing Co.
E. Tugwell, for McKenzie & Mills.
Hugh Armstrong, for Consolidated Stationery Co.
A. Towne, for Brown Packing Co.
—Clinton, for Ferguson Stationery Co.
J. Warren, for A. Macdonald & Co.
Geo. Parr, for Monsoon Tea Co.
R. Buettner, for Dalasala Confectionery Co.
John Mouat, for W. H. Gillard & Co., Hamilton.
H. Buckle, for Buckle & Sons.
W. Sloan, for J. E. Dingman.
J. A. Thompson, for J. Carman.
—Williams, for Williams & Hilton.
T. Reed, for J. J. Philip.
—Hood, for Escott & Co.
Geo. Adam, agent.
E. W. Ashley, agent.

The annual celebration of the city travelers of Winnipeg will be held February 17.

YOU CAN DEPEND UPON THEM

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



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

LUCAS, STEELE & BRISTOL, AGENTS **Hamilton**

DO YOU WANT THE FINEST TRUE

Moyune Young Hyson

ON THE MARKET?

WE HAVE IT

DO YOU WANT THE

Best Japan Tea

IN CANADA?

WE HAVE IT

DO YOU WANT AN HONEST

Blended Indian Tea?

A GREAT SELLER AT A QUARTER

WE HAVE IT

IF NEEDING TEAS WRITE US FOR SAMPLES AND GIVE US AN OPPORTUNITY
TO PROVE OUR ASSERTIONS.

JAMES TURNER & CO. - **Hamilton**

TEAS

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

BALFOUR & CO. Wholesale Grocers **Hamilton, Ont.**

FISH

Lake White Fish }
 Lake Trout } Fall Catch
 Lake Herring }

No. 1 Labrador Herring, in barrels and ½-barrels.
 No. 1 Split Herring, in barrels and ½-barrels.
 Kegs Loch Fyne Herring.
 Choice Medium Scaled Herring.
 Quintals Dry Codfish.

Whole Fletched Codfish, 100-lb. cases.
 Whole Table Codfish, 100-lb. cases.
 Boneless Codfish, 1 and 2-lb. bricks.
 Boneless Fish, in 25 and 40-lb. boxes.
 ½ Quintals Pollock.

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

THINGS TO THINK ABOUT.

ONE thing is certain in this age of uncertainty in regard to the provision and other markets, and that is: there are a whole lot more bears than bulls in Chicago, and some of them grizz'y old customers at that. A person has only to take into consideration the following items which affect the business more or less, to make up his mind whether he knows anything about the situation or not, and the probabilities in store for the future.

(1) Australian competition in beef, tallow, butter, etc. What effect, if any, it will have on the markets here, taking into consideration that they are fast overcoming the old difficulties which have beset them in refrigeration, etc., and also that preference will be given them, all things being equal, of course, in England?

(2) The prospects for all manner of product in Hamburg, Antwerp, Rotterdam, London and other points. The conditions governing the conditions, etc. Stocks of oils, neutral, etc., must be figured at these points, and whether Nelson, Morris & Co. and others will keep them up or allow them to diminish, and what will the effect be in either case?

(3) The existing stocks all over the world of all kinds of material, and the probabilities in the future.

(4) The probabilities in the south as regards corn, cattle, cotton, cottonseed oil, provisions, etc.

(5) The price of cottonseed this season, and the effect the meal will have on the western cattle, if used, etc.?

(6) Probability of shortage in cattle and hogs, and vice versa.

(7) Whether the hog cholera has got away with all the pigs, except those it caused to be prematurely marketed, or whether the large crop of corn necessitates a corresponding large crop of hogs at correspondingly low prices, etc.?

(8) Whether all the stock cattle were marketed last year through hay crop failure,

etc., or whether this country, being so large, the effect of such a possibility will not be felt?

(9) Whether microscopic inspection, "beef combines," horse beef industry, butchers' unions, railroad and other strikes, trouble between England and America (or, more properly, between Olney and Salisbury), the Cuban matter or the Armenian, or the Chinese or the silver question 16 to 1 bar 1, or the forthcoming Presidential election, or cinch bug, frost drouth, heavy rains, locusts, grasshoppers, trichinae, railroad and steamboat rates, Standard oil, whiskey trust, Armour, Cudahy and other minor matters will have any effect on the market?

These, dear reader, are only a few of the many items which are to be studied if you would "form" an opinion as to whether you know anything about the matter or not. There are people who reckon they do, bar accident or some unforeseen possibility.

We might add that the people, having been forced to study economy in the immediate past, will they relax sufficiently to cause an increased consumption, or are they to be considered at all; in fact, is it necessary in order to reduce stocks to have consuming population? If pink-eye breaks out among the Oregon cayuses or Martin's shanty is closed by order of the city, or the investigation now being prosecuted proves there does exist a beef combine; or if Mr. J. Sterling Morton becomes president, what effect will such have on the market? Speculation is rife as to whether Mr. Armour owns all the cash stuff or not, and whether he intends to bull the market a little this month, late as it is. Between "hay and grass" is a neat way of summing up the matter when you really don't know "which way the cat is going to jump." How profoundly wise many men look when asked for opinions anent things in general and the outlook in particular. How many bases are brought forward to set the argument on. The right side is the safest always, and all a fellow has to do in the world is to "get there." Is it any wonder that some of the "boys" go into a quiet corner and let go a

demoniacal laugh with the least sign of risibility on their features, and then look around to see if they have been observed?—National Provisioner.

SUGAR BEET IN LEAMINGTON.

Leamington and the Township of Mersea, it appears, are likely to prove a successful sugar beet growing district.

In May, 1895, W. J. Smith, druggist, who has taken an active interest in procuring a beet sugar factory in Leamington, distributed about 60 pounds of beet seed among some 70 or 75 of the farmers in that vicinity, and last November sent 17 sample lots of beets raised, each sack containing one large and several smaller ones, to Prof. Shuttleworth, of the Guelph Agricultural College, to have them tested for their percentage in sugar and purity, and has just received returns. Prof. Shuttleworth was surprised that beets of so large size as those from Leamington should analyse so well, and to make sure had duplicate analysis made: both reports agreed.

The average analysis of the 17 samples showed solids 16.99; sugar in juice, 15.38; purity, 00.60. Many samples, of course, were much above this average. Leamington thus has exceptional facilities, and undoubtedly the factory located there will prove a complete success.—Banner, Chatham.

CANNED VEGETABLES IN THE U.S.

Says The Trade, of Baltimore: "It is now four months since the close of the pack of fruits and vegetables of 1895, and in the ordinary calculations of the trade, one-half of the pack should have been taken from the producers, and probably should be consumed. There is every reason to believe this is so, yet the remaining half hangs as heavily on the market almost as if there had never been a case consumed. Yet the movement is steady and almost uninterrupted, differing from experience of former years in the smallness of wholesale orders and hand-to-mouth character of trade."

Teas Complete Stock. Prices Right.

We are also Wholesale Agents for

IN LEAD PACKETS ONLY
FOUR QUALITIES
"A PERFECT BLENDED TEA"

"Kurma"

DAVIDSON & HAY, WHOLESALE GROCERS Toronto, Ont.

THEY ARE DEAR DOLLARS

that go into a shopkeeper's till at the cost of the shopper's satisfaction.

You do not want them.
Retain your trade and increase it
by handling only the BEST

Buckwheat Flour

We are very jealous of the quality we send out

THE TILLSON COMPANY, Ltd. Tilsonburg, Ont.

Saying "it's best" . .

Doesn't prove it. If you want to prove the superiority of **Flagship Salmon**, sample a can for yourself. Let your own eyes and tongue be the judges. Compare it with any other brand you wish—nothing can beat it.

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

Canadian Pacific Packing Co.

LULU ISLAND, B.C.

MUST USE CANADIAN PORTS.

THE points made by the correspondent signing "St. John" are not altogether new to the readers of this paper. We have always been strong advocates of compelling all subsidized steamship lines to make some port in Canada their terminal point, and we are happy to be able to say that at least one member of the Government was induced to vote in favor of the subsidy to the Beaver Line in order to make St. John the terminal point from some of the arguments brought to his attention in these columns.

It is a little more than a year since we published several articles showing how much money was actually distributed by some local steamship lines in Halifax for wages and supplies each trip. Many were surprised when they read them, and became as strong advocates of a Canadian port as we are.

We have discussed the question with many of the leading business men in Montreal and west, and when they understood the matter they thoroughly agreed that the Government must compel all subsidized lines to make Canadian ports their terminal points. It is for the Maritime Provinces to interest the merchants and manufacturers in Quebec, Ontario and west. When they do they will have no difficulty in securing their active support. The Government are now

in a better humor to listen than ever before. For years the business men in different localities have submitted meekly to unfair—to unjust—treatment at the hands of the Ministry at Ottawa. Strange, however, they did not blame the Government, but the business men in other cities who they supposed had a "pull."

The MacLeans' Trade Journals took the matter up, and for months they have been exposing grievance after grievance—first in one city, then another, now in this section of trade, then in that. These papers, with their principal offices in Toronto and Montreal, and staff correspondents in the leading centres, brought business men in every part of Canada closer together. It was found that the most urgent representations of business men everywhere were treated with indifference by a Government whose chief object should be to promote the interests of trade. Montreal and Toronto Boards were positively snubbed for bringing up matters that were of vital importance to their members.

Thus, learning that the complaints were not confined to any trade or to any locality, but that all suffered alike, the tempers of business men began to rise above party considerations. The Government was told that unless more attention was paid to the requirements of business men they would no longer receive their support. Even that had no effect. Their opportunity came, as we

pointed out at the time, with the election in Montreal Centre, when the business men—to use a sporting term—simply wiped the floor with the Government candidate. They repeated the dose a few days later in Jacques Cartier, a suburb of Montreal with a large business vote.

These were the arguments needed to bring the Government to its senses. They did. As we have said, now is the time for those who will directly benefit—and the remainder of Canada will benefit indirectly—to interest business men everywhere. They are in no temper to be trifled with by politicians.

A LIMITED COMPANY.

The Montreal agents have been notified that J. S. Fry & Sons, Bristol, have for family reasons converted their business into a private company, limited. All the shares will be held by members of the Fry family, and there will be no change in the management. The name of the new company is J. S. Fry & Sons, Limited.

QUICK WORK.

At 4.55 last Saturday afternoon a telegram was received by the E. B. Eddy Co., of Hull, from a Toronto daily paper, ordering a carload of paper to be delivered as quickly as possible. The car was loaded same afternoon, left Ottawa on the C.P.R. freight at 6.10 p.m., and arrived in Toronto the following Monday morning.

Money Makers

THREE WINNERS—They have been prepared with a view of making them the very finest Gelatines on the market. They are attractively clothed and present a fine, clean appearance when they are opened up. Appearance is not everything—it helps. We have put quality inside to make the goods sure sellers.

Knox's Sparkling Calves Foot Gelatine

Makes 2 quarts of Jelly of the greatest purity and finest flavor.

ORDER A SAMPLE

Knox's Crystallized Fruit Gelatine

Makes 1 quart Jelly. Do not be without a supply.

THERE'S MONEY IN IT

Knox's Acidulated Gelatine

Makes 2 quarts of Jelly. Any flavor can be used. Only one teaspoonful and water.

QUICKLY PROFITABLE

Agents.

A. E. RICHARDS & CO.

Caledonia - Ont.

All Wholesale Houses

Also Agents for

Knox's Egg Preserver

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



CARR & CO.'S English Biscuits

Are exported to all parts of the world.

Established 1831.

The original manufacturers of
Fancy Biscuits by Machinery.

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

CARR & CO. Ltd.

CARLISLE, ENGLAND.

Agents for Canada

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

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

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

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

Union Produce Co.

BRANDS :

NEUFCHATEL
ROYAL ARMS

FANCY CREAM

BEAVER
MANITOBA

FINE CREAM CHEESE



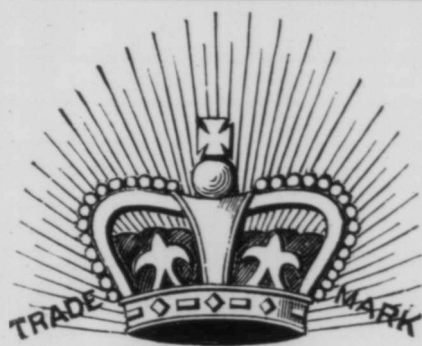
CROWN BRAND EXTRACTS

Strength and Quality considered are the cheapest.

ROBERT GREIG & CO.

456 St. Paul Street

... MONTREAL



REGISTERED

Manufacturers and Sole
Agents for Canada.

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



You Trade With Us

You'll find our goods right
 You'll find our prices right
 You'll find you are used right
 And you'll find your trade will increase every week

The Snow Drift Co., Brantford, Ont.

No Sulphur Match on Earth

... CAN BEAT OUR ...

SOVEREIGN BRAND

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

H. A. NELSON & SONS - - TORONTO

THE
 J. B. M.
 The I
 F
 TRA
 TORON
 MONTR
 EUROPI
 Ca
 John C
 CH
 C
 People
 may no
 A re
 Return
 lowing
 of all k
 1891
 1892
 1893
 1894
 1895
 The
 1891,
 2,320,
 1895,
 In 1
 free al
 and 1
 table,
 sugar
 tariff
 over 1
 70 de
 each
 1891
 No. 1
 a spe
 Un
 ports
 spran
 106 p
 took
 18,44
 more
 "Flo
 abov
 sugar
 In 18
 14, 1
 22,53
 Or
 year
 visio
 conc

THE CANADIAN GROCER

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

The MacLean Publishing Co. LIMITED

FINE MAGAZINE PRINTERS
and
TRADE JOURNAL PUBLISHERS.

TORONTO: - - - 26 Front St. W.
MONTREAL: - - Board of Trade Building

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

John Cameron, General Subscription Agent.

CHINA SUGARS IN CANADA.

CANADA'S imports of China sugars have increased to a marked extent during the past two or three years. People in Ontario and points further east may not be acquainted with this fact.

A reference to the Trade and Navigation Returns of the past five years elicits the following facts regarding the imports of sugars of all kinds:

	Quantity in lbs.	Value.
1891	27,749	\$ 758
1892	274,249	10,764
1893	2,810,304	70,947
1894	4,202,278	154,942
1895	3,608,365	126,715

The quantities of free sugar were: In 1891, 394 lbs.; in 1892, 9,698 lbs.; in 1893, 2,320,017 lbs.; in 1894, 1,927,269 lbs.; in 1895, 682,550 lbs.

In 1891 the Dominion Government made free all sugar under No. 14 Dutch standard, and 1892, it will be noticed by the above table, was the year when imports of China sugar began to increase. Previous to the tariff changes of 1891 the duty on sugar not over No. 14 Dutch standard was 1c. per lb., 70 degree test, and 3½c. per 100 lbs. for each degree above 70. The changes of 1891 also reduced the duty on sugars above No. 14 from 1½c. per lb. and 35 per cent. to a specific duty of 4 5c. per lb.

Under this new order of things the imports of sugar from China above No. 14 sprang from 14,202 pounds in 1891 to 246,106 pounds in 1892, while of free sugar we took 9,698 pounds and of sugar candy, etc., 18,445 pounds. In 1893 the increase was more remarkable still, our imports from the "Flowery Kingdom" being 469,130 pounds above No. 14, and 2,320,017 pounds of free sugar, besides 21,247 pounds of sugar candy. In 1894 we took 2,252,476 pounds above No. 14, 1,927,269 pounds below that grade, and 22,531 pounds sugar candy.

On the 27th of March of the last-named year the sugar schedules came in for a revision with the rest of the tariff. Except concrete sugar, all sugar was removed from

the free list, while the standard was raised from No. 14 to No. 16 Dutch standard. On all sugars above No. 16 the duty was fixed at 64-100c. per lb. Concrete sugar is what its name implies, a hard, solid substance, and comes, we believe, altogether from China. As a rule it is not used at all by the refiners in eastern Canada, as, in fact, are none of the China sugars.

The result of the changes in 1895 were reflected in the imports of China sugars. Of low-grade sugars under No. 16 Dutch standard we only imported 941 pounds, of concrete, 682,550 pounds, but our imports of the higher grades were swelled to 2,907,122 pounds, valued at \$110,590.

China possesses some important refineries as well as extensive sugar cane fields. She exports considerable sugar to Great Britain, but her shipments to Canada are confined to British Columbia ports, to which she sends both refined and raw. The principal sugar plantations of China are in Swatow and Takao, district of Formosa.

The raw yellow cane sugar of China is of quality sufficiently good to sell from the grocers' counter. About fifteen years ago, when the Australian refineries were charging high prices and reaping big profits, the experiment of bringing in raw China sugar into that colony was tried, and with success. A Toronto retailer, who was in Australia at the time, informs THE CANADIAN GROCER that it was equal to the Canadian refined sugar he now sells at 4c. per pound.

A QUESTION OF TERMINAL PORTS.

WE print in another column a communication from a correspondent signing himself "St. John," dealing with the question of Canadian subsidies to steamship lines, which in winter make United States ports their terminus.

As "St. John" declares, this is undoubtedly a grievance, for every time one of these subsidized vessels enters an American port and discharges freight destined for this country, something is contributed toward the upbuilding, by the aid of Canadian money, of a competitive and alien port. But we cannot see eye to eye with "St. John" regarding the shoulders most entitled to bear the onus of this.

The Canadian Federal authorities have obviously not done all that in times past they have promised they would do. Like poor miserable sinners they have done the things they should not have done, and left undone the things they should have done. But the fact that there is not much health in them at present should make us charitable.

But the greatest sins, the sins of omission at any rate, have been more with the Imperial than with the Federal authorities. Their power to determine terminals is relatively as much greater than Canada's as is her commercial importance to that of this country. Imperial Administrations after Ad-

ministrations have subsidized lines running to United States ports without seemingly once considering that on this side of the Atlantic there was a large section of the British Empire that had ports, both summer and winter, that were superior to anything possessed by our neighbors, thus building up, to the negligence of Canadian ports, the shipping industries of a rival nation. It is gratifying to know, however, that Great Britain has at last an Administration that has what promises to be a colonial policy which is far reaching enough to interest itself in the promotion of a fast line of steamships between the Motherland and its daughter on this side of the Atlantic.

As far as Canada's position is concerned, efforts have been made to induce the subsidized steamship lines to make the winter ports in this country the terminal points, but each and every effort has failed except in the instance of the Beaver Line, now running out of St. John, N.B.

But while there is room for educating both the Imperial and Federal authorities in the matter of subsidies, a little missionary work among our shippers is quite in order. In winter, as well as in summer, they should as far as possible send every pound of freight out by a Canadian steamship line having a Canadian port, for the more freight there is to be obtained at Halifax and St. John the easier will it be to induce steamship lines to make these ports terminal points.

THE PORT OF ST. JOHN.

The success which has attended the establishment of the direct and subsidized line of steamers plying between St. John, N.B., and Liverpool exceeds anticipations; but there is yet room for further expansion. And the people of St. John have shown that they have the ambition to bring about this expansion.

But ambition must be whipped into action; ways and means must be employed and schemes devised for inducing freight and passengers to patronize the lines which ply there. In a word, the good people of St. John must advertise their port and its facilities.

This is what a merchant does with his business. A city is a community of merchants, and what is in order for the individual to do is demanded with equal force of the community.

The Board of Trade is the body, it appears to us, upon which the duty of advertising the port devolves. It is the recognized head of the city's commercial interests. The manner and methods this advertising shall take is not for THE CANADIAN GROCER to say. The members of the Board of Trade are, no doubt, in the best position to determine this. All we can say is: advertise, and advertise in such mediums as are most likely to reach the men who have goods to ship.

CANADA'S EXPORTS OF BACON.

CANADA stands first in the world as a cheese-producing country; and she bids fair to occupy a similar position as a bacon-producer.

This is demonstrated in the first place by our own export figures, secondly by the testimony of the British press, and thirdly by the press of the United States.

Our own figures are in themselves a feast of reason, as is evident from the following figures relating to the exports of bacon for the past five years:

Year.	Quantity in lbs.	Value.
1891	7,150,756	\$ 590,852
1892	11,544,295	1,094,205
1893	17,288,311	1,830,368
1894	26,826,840	2,754,479
1895	37,526,058	3,546,107

These figures are most gratifying, but they become more so when it is learned that the increased trade has been with the world's consuming market, Great Britain, where we needs must compete with the exporting countries of the world. Turning to the figures of the past five years dealing with our exports of bacon to the Motherland, we find this result:

Year.	Quantity in lbs.	Value.
1891	7,137,586	\$ 589,599
1892	11,493,340	1,089,060
1893	17,274,676	1,828,555
1894	26,765,866	2,748,072
1895	37,765,934	3,544,015

It will be noticed from these figures that Canada's exports to Great Britain have increased over 80 per cent. during the past five years. As the latter country in 1895 imported 455,102,816 pounds of bacon it will be seen that Canada's contribution to this total was about 8.10 per cent. This is, of course, small; but in the period 1887-89 it was only 1.63, in 1890-92 period 1.63, and in 1893-94 period 6.01 per cent.

The increase in the commodity in question is due to quality. Hence a continuance of the quality means a continuance of the increase. The excellence of the quality of our bacon is due to the fact that our hogs are fed largely upon peas, which imparts a nicer flavor to the meat, while, in addition to this the animals are fattened to a stage that suits the fastidious British taste. Then our climate has doubtless something to do in the premises.

The favor which Canadian bacon has reached in the English market may be gathered from the following, taken from The Mark Lane Express' review of the English provision trade of 1895:

"Canadian pea-fed bacon has also made astonishing progress in its sale during the year, it being much esteemed by consumers in the country districts for its delicacy and mildness of flavor, and it has often met with ready purchasers when other classes of salted meats have been neglected."

The greater part of the year 1895 was, it will be remembered, one of severe depression in the bacon trade of Great Britain.

It is to be noted that although the United States still enjoys the bulk of Great Britain's

import bacon trade, the proportion of that country's contribution to the whole is not what it was. Last year it was scarcely 50 per cent. of the whole, while the average for the years 1893-94 was 74.8 per cent.

The principal trouble with the American corn-fed hog is that it is too fat, for the home consumption as well as the foreign. The National Provisioner, Chicago, of Feb. 1, points this fact out, paying a tribute, at the same time, to the Canadian hog. After referring to the abhorrence of the American consumer for fat pork, the journal in question says:

"The European consumer has the same fault to find with our bacon, and is emphasizing the fact by sending his orders to Denmark and Canada. The farmers of these countries have realized what is requisite, and are, to their pecuniary advantage, paying a great deal of attention to both breeding and feeding. The results are very apparent and convincing. Of course, England is the great competing market, and we cite it as a criterion. In 1893 the exports of bacon from Denmark to that country were 711,845 cwt.; in 1894, 766,828 cwt.; and in 1895, 1,013,930 cwt. Canada's exports for the same years were: 1893, 193,773 cwt.; 1894, 254,443 cwt.; and 1895, 268,886 cwt. The figures from the United States were: 1893, 2,177,293 cwt.; 1894, 2,651,203 cwt.; 1895, 2,649,482 cwt. These figures show a gain, but nothing in proportion to Canada and Denmark's increase. These figures tell their own story, and provide an object lesson for the American farmer. We want him to understand that quality is wanted, not quantity."

The gratifying development of our export trade in bacon, while a subject for much congratulation, also imparts a lesson, and that is the necessity of Canadians centring their energies on developing those industries which are her natural gifts from Providence, and not spending our time and substance in essaying to do those things which Nature never intended we should. Making hog products is one of our natural industries. Let us therefore do all we can to develop what has so rewarded our energies during the past few years.

What the European consumer wants is bacon well streaked with lean, and merchants throughout the country can do good missionary work by impressing this fact upon the farmers, with whom they are so much brought into contact; for if we can increase our exports of bacon to Great Britain by nearly ten million pounds in a year of severe depression, what can we do in a year with these unfavorable conditions absent?

ORANGES DEMORALIZED.

The market for oranges in Montreal has been demoralized by rather free offerings of rubbishy, inferior fruit. As a result, values slumped away sharply, over \$1 per bbl. in some cases. At the auction sales car lots realized as low as 65c. per box for California and prices on one or two carloads did not average higher than \$1.15 per box.

At this writing offers of California oranges are freely made at \$2.50 upward for good merchantable fruit. These low offers on Pacific coast stock have cut the ground from under all other values. Jamaicas have sold

as low as \$5.50 per bbl., or a drop of \$2, and Valencias 50c. to \$1 per bbl. cheaper, at \$3 to \$3.50.

There is little sign at the moment of any change for the better, and shipment after shipment has not realized much more than freight charges.

CALIFORNIA RAISINS UNSETTLED.

THE California raisin market presents quite a few features of interest at Montreal. In the first place, despite the fact that stocks are not large, and that advices from the Coast are bullish, lower prices have been offered on the fruit during the past week. These low offers, however, do not signify that the market on spot in Montreal is weak in its tone. Such is not the case.

The lower range of values noted in the regular market reports is due to the greater variation in the quality of the offerings. Some of the fruit offered, though called 3-crown, has no distinguishing brand at all, and is as a matter of fact 2-crown instead of 3-crown fruit. It is this fruit which is offered in jobbing lots at 3¼c. and under, for no holder of good sound 3-crown raisins will concede for 5c. for a jobbing lot. They have no reason to do so either.

The stocks here are not large, and an estimate sent to a leading Montreal agent stated that there could not be much more than 75 carloads of fruit altogether available in California. The stocks in New York also are well concentrated—in fact, 3 and 4-crown on that market are relatively scarce, as the enquiry is confined almost entirely to the better grades, and prices are firmly maintained.

HAD THE LEGITIMATE MAJORITY.

The result of the recent aldermanic election for the Centre Ward of Montreal is a keen disappointment to every merchant of the ward, which is one of the chief business centres of the city.

Mr. Laporte, of Laporte, Martin & Cie., the well known wholesale grocers, was the candidate of the business community, and polled a majority of the legitimate votes of the ward. He was beaten only by a majority of 40, and as it is well known that there was a colonized vote of over 50, Mr. Laporte, if the result were equitable, would have a clear majority of from 10 to 18 votes.

The fact that the professional politicians were pressed so close, after resorting to such desperate efforts as they did, shows that the business community are thoroughly awake and want business men every time. They have been, to put it plainly, cheated out of the election, and it is quite possible that the matter will not be allowed to rest where it is, but that the courts will be called upon to sift the matter to the bottom.

ROBERT BICKERDIKE.

THE new president of the Montreal Board of Trade, Robert Bickerdike, is one of the most useful citizens of the "Commercial Metropolis," useful in the sense that he is both one of the leading spirits and one of the pioneers of a trade that brings millions of dollars every year to our great port.

When Mr. Bickerdike first started in the live stock trade it was a small business indeed. To-day the cattle trade of Montreal is valued at over \$9,000,000 per annum; and this goodly proportion is due in no small degree to the untiring efforts of Mr. Bickerdike.

Agriculture is the backbone of Canada, and live stock is one of its most important branches. In extending this trade as he has, Mr. Bickerdike has not only benefitted Montreal, but the country at large. In every phase of the business that required sound judgment and prompt attention the new president has always been one of the leading spirits, notably in battling against the unjust scheduling of our Canadian cattle in Great Britain.

Mr. Bickerdike is one of the gentlemen who believes that Montreal should have a union stock yard, the benefit of which to the port none can deny. No doubt in his present influential position he will be able to give this commendable project great assistance. At present Mr. Bickerdike manages the Canadian Pacific stock yards in the east end.

By birth he is a Canadian, Kingston being the place of his nativity, and it was in 1843 that he first saw the light of day. His father was a native of York, England. When a child his parents moved to the county of Beauharnois, where Mr. Bickerdike received his education, and in his boyish association with our French Canadian fellow citizens acquired that perfect knowledge of the French language which he possesses. At the age of seventeen he came to Montreal, entering into his business career by securing a position with a firm of pork packers, with whom he was employed until the year 1866. The live stock trade was then a puny infant, but Mr. Bickerdike saw possibilities in the trade, and he went into the business for himself. He made his first shipment of cattle to Great Britain in the year 1876. Since then he has unceasingly pushed this branch of trade, until he is to-day one of the largest shippers in Canada.

A fine trait in Mr. Bickerdike's character is his willingness to lend a helping hand to others, his many kind acts of this nature in assisting the younger men in the live stock business being strong evidence in this connection. Besides his live stock interests Mr. Bick-

erdike is connected with a number of other important business ventures. He organized the Dominion Abattoirs and Stock Yards Co., of which he is the managing director. He was one of the founders of the Dominion Live Stock Association, in fact, the chief factor, for as secretary he had to perform a vast amount of hard work. The success of the association is due largely to the zealous manner in which he looked after its interests during the early years of its existence. He was the founder and is now the president of the Live Stock Insurance Co. He is president of the Standard Light and Power Co., and has for a number of years been a director of the Hochelaga Bank, now holding the office of vice-president.

A matter that Mr. Bickerdike takes a deep



ROBERT BICKERDIKE.

interest in is the extension of the boundaries of Montreal, and he has made a close study of the problem of rapid transit, and the needs of the city and suburbs in the matter of electric railways.

It was in 1885 that he first became a member of the great organization of which he is now president, and has assisted materially in the accomplishment of a great deal of useful work as a member of its council. He is also a member of the Corn Exchange Association.

In politics Mr. Bickerdike is a Liberal of the old Mackenzie-Dorion school, but though a sincere believer in his party; he is no narrow partisan. There is plenty of room for such class of politicians as Mr. Bickerdike, in boards of trade as well as in Parliament.

ADVERTISING AXIOMS.

"VIRTUE increases under a weight or burden," and results increase with a comprehensive expenditure of money in good advertising mediums.

"Better late than never." The golden opportunity is still open to him who would enrich himself by judicious advertising. None other will pay.

"Mind moves matter." Therefore exercise your mind to advertise so as to stir the gray matter of the brains of the people and affect their pocket books.

Good goods will sell to good people constantly. Poor goods only once. Don't let people say, "After having praised their wine they sell us vinegar."

"There is no lock but a golden key will open it," except that of the people's pocket book. First-class ads. will do this with golden results. When people think they want a thing, they do want it and they get it.

To be prominent anywhere one must have marked characteristics. So it is with an advertisement in the crowded columns of newspapers and magazines; in order to produce the best result it must be clear, definite, conspicuous and fresh. Is yours of this character?—Merchants' Review.

TO PREVENT FROSTING.

These last few days have witnessed some pretty badly frosted windows in this vicinity, and therefore the following plan to prevent the trouble may strike some of the grocers as being worth a trial. We clip the item from Tobacco: "Run an inch pipe of tin along the lower inside edge of the window, this tube being perforated with small holes at every inch or so, the holes being on the upper side of the tube; carry this tube right across the window, having one end close to and the other running under the window base, and terminating in an inverted tin funnel. Under this funnel place an ordinary kerosene lamp or gas jet, and keep it lit all day and night. The hot air will rise through the funnel, travel along the tube, and escape through the perforations to the window, ascending up the face of the glass."

\$100 A DAY.

Printers' Ink, a journal for advertisers, in its last issue gives an interesting sketch of J. E. Powers, the advertising expert of New York, whose fee for writing, preparing and looking after advertising is \$100 a day. Even at this price he refuses hundreds of orders. A few years ago Mr. Powers was John Wanamaker's advertising manager at a salary of \$9,000 a year, his employer allowing him \$100,000 a year for advertising in Philadelphia alone.

TRADE CHAT.

THE store of Mr. John McCulloch, grocer, Ridgetown, was entered by burglars a few nights ago, and six'y dollars in cash taken from a drawer, where, by oversight, it had been left.

J. H. Richards, of Guelph, has bought J. Butler's grocery at Woodstock.

C. K. Graham will not remove his evaporating works from Norwich to Woodstock after all.

The bankrupt stock of the Patrons' store at Lower Capelon was bought by Mr. W. Blue & Co., who are selling it off.

To relieve the crowded condition of the wheat elevators at Fort William the C.P.R. will probably erect temporary warehouses there.

The Moose Jaw Times states that the merchants of that town are meditating the formation of a protective association, the chief provision of the constitution to be entire abolition of credit.

The bakers of London held a meeting the other night and formed a Master Bakers' Association. They also agreed that from and after that day 5 cents would be charged for the two-pound loaf.

The Hovey Packing Company, of Sherbrooke, received a carload of hogs from the west this week that were in bad condition, and they refused to handle them and insti-

tuted suit to recover payment. The defendants settled and paid all costs and removed the hogs.

Prof. Robertson, finding his duties as Dairy Commissioner to be very onerous, has asked to be relieved of the care of live stock at the experimental farm, consequently it is the Government's intention to appoint a first-class man to look after live stock.

The principal object of the Maritime Confectioners' Association, which was formed at a meeting of the manufacturers at Halifax last week, is to secure a reduction in the duties imposed on glucose and other raw materials which they use, and thus enable them to compete with American manufacturers.—Chronicle, Halifax.

The Brantford Board of Trade indulges in an annual banquet. This year's took place at the Kirby house, and was a very brilliant and successful affair. Mr. Ferguson, president of the Stratford Board, Hon. Tnos. Ballantyne and A. Pattullo, of Woodstock, were among the outside guests who spoke. Brantford's Board of Trade is a live organization. Its energetic secretary is Geo. Hateley, the cheese buyer, and this year it has a particularly able and enthusiastic president in Mr. Frank Cockshutt.

The Nova Scotia Refinery Benefit Society held its annual meeting on Tuesday. The society, after seven years' existence, was shown to be in a better position than ever,

before. The membership continued at about 90. During the year new and improved rules have been adopted, increasing the amount of sick and death benefits. The receipts for the year were \$235.09 and the amount of benefits paid was \$207.40, leaving a credit balance of \$27.69. The reserve fund now amounts to \$464.69. Officers for the year were elected as follows: P. J. Delaney, chairman; Fred. Waters, vice do.; Jas. Kemp, T. Williamson, Jas. Elliott, C. Crooks, Alfred Tobin and Jas. Purcell, managing committee; G. A. McKenzie, hon. sec.-treas.—Chronicle, Halifax.

MUST NOT SELL TO DEAD BEATS.

The retail grocers of Allegheny, Pa., have formed an organization by electing the following officers: N. G. Purviance, president; G. Golmer, vice-president; C. W. Woods, secretary; W. G. Good, treasurer. It was voted to request Director of Public Safety John R. Murphy to appoint William H. Habarhan ordnance officer. The society will run a "black list," each member furnishing a list of "dead beat" customers. A fine will be imposed upon any member selling to any person on the list.

If you have not yet had any of the celebrated B. F. P. cough drops, now is the time to send for a sample can. You will be sure to order more.

SUGAR Crops of the WORLD IN TONS

	1892-3	1893-4	1894-5	1895-6	Est. Decrease
Total Cane Sugar Production	3,040,486	3,493,780	3,543,151	2,632,700	910,451
Total Beet Sugar Production	3,428,515	3,889,845	4,792,520	4,230,000	562,520
GRAND TOTAL	6,469,001	7,383,625	8,335,671	6,862,700	1,472,971

COST AND FREIGHT PRICE OF 96° CENTRIFUGALS DURING SAME YEARS

MONTH	1892	1893	1894	1895	1896
Feb. . . 7th	3.44 per lb.	3.44 per lb.	3.06 per lb.	2.23 per lb.	2.75 per lb.
Aug. . 22nd	3.37 per lb.	3.50 per lb.	2.68 per lb.	2.32 per lb.	
Dec. . 30th	3.44 per lb.	2.87½ per lb.	2.23 per lb.	2.68 per lb.	

The foregoing figures are exclusive of duty, and are compiled with the aid of Willett & Gray's Statistical Sugar Trade Journal, and will, no doubt, be found interesting to our many customers, at the same time showing the great possibilities of the future of the Sugar Market.

We are heavy dealers in this commodity and are giving special prices for car lots delivered.

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

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

GROCERIES.

THE temperature of the sugar market has again assumed a more normal condition. The market, however, is still strong, but there is an absence of that excitement which was so marked a week or two ago. With the subsiding of the excitement there has also been a falling off in the demand, although there is still a good deal of sugar going out. As a result of the greater trade in sugar, people are turning their attention a little more to trade than they were, with the result that teas in this line shows some improvement. Canned vegetables are meeting with a fair enquiry for this time of the year, and there has been a little better demand during the past few days for canned salmon. Foreign dried fruits are quiet and steady. Payments are rather slow.

CANNED GOODS.

Demand is fairly good for canned vegetables, particularly peas and tomatoes, which continue firm in price. A slight improvement is to be noted this week in the demand for canned salmon. Other lines remain much as before. We quote: Tomatoes, 77½ to 85c.; corn, 75 to 85c.; peas, 90 to 95c. for ordinary; sifted select, \$1.10; extra sifted, \$1.45 to \$1.50; peaches, \$2.90 to \$3 for 3's, \$1.90 to \$2 for 2's; raspberries, \$1.40 to \$2.00; strawberries, \$1.80 to \$2.45, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 85 to 90c.; gallons, \$1.90 to 2.25; salmon, "Horseshoe," \$1.35 to \$1.40; "Maple Leaf," \$1.35; "Lion," \$1.35 to \$1.40; Lowe Inlet, \$1.27 to \$1.30, in tall tins; cohoes, \$1.10 to \$1.20; canned mackerel, \$1.10 to \$1.20; lobsters, \$1.80 to \$2.10, for tall tins; flits, \$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.

Choice Rio coffees are in light supply on the local market at the moment. The demand is moderate. We quote green in bags: Rio, 19 to 21c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 33 to 35c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 25c.

SYRUPS.

There is a fair demand on retail account, but the refineries have practically none to offer at the moment. We quote: Dark, 30 to 32c.; medium, 33 to 35c.; bright, 40 to 42c.

MOLASSES.

The demand continue active and prices strong. We quote as follows: New Orleans, barrels, 28 to 35c.; half-barrels, 30 to 35c.; Barbadoes, barrels, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

There are not so many sugars moving as a week ago, but still there is on the whole a nice trade doing, a number of carloads figuring in the orders. The idea as to price

is still 4¾c. for granulated, and with the refiners' figure 4¾c. net, it could not well be otherwise, but notwithstanding wholesalers are shading the former figure to meet competition. For yellows the lowest quotation is 3¾c.

N. Y. Journal of Commerce, Feb. 4: "Raw sugars in all locations continue to be offered with much indifference, and we find simply a renewal of old expressions of faith in the run of reports. At intervals there will be some selling of course, but the calculation upon higher rates does not abate and in many quarters there will be a strong and protracted contest for realizing extreme views. To-day the European cables were without further stimulus, and that, in conjunction with the shading on refined, gave a superficial showing of quietness, but there were many of the most desirable parcels upon which it was simply a waste of time to seek negotiation except at figures above anything for time being obtainable. The reports of business amounted to nothing, but at the close there was evidence of negotiation under way, and probably something quietly accomplished."

SPICES.

There is nothing new to note, business being quiet and prices unchanged. We quote: Pure black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; ditto, best, 28 to 30c. per lb.; allspice, 14 to 18c.

NUTS.

Trade continues quiet and 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 tea market, which has been somewhat "draggy" during the past fortnight, has, within the last few days, assumed a little more activity, presumably on account of less attention being paid to sugars. This is probably more marked in cheap Young Hysons and China Congous than in any other lines, although Indian and Ceylon teas are selling freely. Indian teas of the higher grades are reported to be one farthing dearer in London this week. Japan teas are neglected. We quote ruling prices to retailers as follows: Young Hysons, 12 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

DRIED FRUITS.

The demand for currants is relatively better than for other kinds of foreign dried fruits. The primary markets continue firm

and unchanged. We quote: Provincials, 3¾ to 4c. in bbls.; fine Filatras, in bbls., 4¼ to 4½c.; ditto, half-bbls., 4¼ to 4¾c.; ditto, half-cases, 4¾ to 5c.; Casalinas, cases, 5 to 5½c.; Vostizzas, cases, 6 to 6½c.; ditto, half-cases, 6½ to 6¾c.; ditto, extra fine, 6¾ to 7¼c.; ditto, half-cases, 7¼ to 7½c.; Panaretas, in cases, 9c.

Valencia raisins are quiet, with prices steady, in the primary markets. We quote: Off-stalk, 4½ to 4¾c.; fine off-stalk, 5 to 5¼c.; selected, 6 to 6¼c.; layers, 6½c.

The demand for prunes is, if anything, a little better than it was, although the volume of business is still small. We quote prunes, 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.

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

The market for Sultana raisins continues firm with business locally quiet at 5½ to 6c.

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

GREEN FRUIT.

The feeling is weaker in oranges, especially for California navel's, and the demand is limited. Lemons are in far demand. Malaga grapes are nearly out of the market. We quote: Lemons—Messina, \$2.50 to \$3.50 for 36's and 300's respectively per box; Oranges—Jamaicas, \$3.50 to \$4; fancy, \$4.25 to \$4.50; California navel's, \$3.50 to \$4; Valencia, 420's, \$3.75 to \$4.25; Jumbo's, 420's, \$5 to \$5.50; lit o., 714's, \$4.75 to \$5. Bananas, \$1.25 to \$1.75; cocoanuts, \$3.50 to \$4 a sack; apples, \$1.50 to \$3 a barrel; Malaga grapes, \$5 to \$7 per keg; domestic onions,

"IMITATIONS"

Packet Teas come in flocks.

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

"SALADA"

CEYLON TEA

Stands out pre-eminent.

P. C. LARKIN & CO.

Wholesale Agents.

25 Front St. East.

and TORONTO

318 St. Paul St., MONTREAL

Don't overlook the name

SURPRISE

That's the name of the Soap your customers find to be economical—to be worth its price.

BRANCHES—

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

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

60 to 65c. per bag; Spanish onions, 40 to 50c. per small crate; sweet potatoes, \$3 to \$3.25 per bbl.; cranberries, \$9.50 to \$10 per bbl. for first class, and \$7 to \$8 for ordinary, and \$3 to \$3.75 per case, according to quality; hickory nuts, \$1.50 to \$1.75 per bush.

BUTTER AND CHEESE.

BUTTER—Receipts continues liberal, especially in large rolls. The demand has been good for first-class butter, creamery as well as dairy, but poor to medium quality is neglected. Prices are much as before. We quote: Early summer dairy store packed, 7 to 8c.; good to choice fresh packed, 15 to 16c.; large rolls, fresh, 13 to 15c.; dairy pound prints, 14 to 16c. Fresh creamery—Tubs, 19 to 20c.; do., pound prints, 20 to 22c.

CHEESE—The enquiry for export continues good at firm and unchanged prices. The demand locally is fair for the season. We quote: Summer make, 9c.; Sept. and Oct., 9½ to 10c.

COUNTRY PRODUCE.

BEANS—The market continues dull at \$1 to \$1.10 per bushel.

DRIED APPLES—The market is dull and nominally unchanged at 4c. per lb.

EVAPORATED APPLES—The little export demand there was a few weeks ago appears to have been satisfied and the market is quieter than it even was before. We still quote 6½ to 7c.

EGGS—The warmer weather has resulted in an increased quantity of new laid eggs being brought forward. This has effected the sale of held fresh and cold stored eggs. Pickled eggs are in good demand. Prices are much about the same as a week ago.

We quote: New laid, 19 to 20c.; pickled, 14 to 14½c.; held fresh and cold stored, 12 to 15c. With a continuance of the soft weather lower prices are anticipated.

HONEY—The conditions are much the same as a week ago. We quote: Strained, clover, 10 to 10½c.; dark, 5c.; comb, clover, \$1.80 per dozen; dark, 80c. per dozen.

POTATOES—Flatness is still the characteristic of the market. In the absence of any demand 20c. per bag is nominally the price on the track in carload lots; out of store dealers are trying to get 25c.

POULTRY—Receipts are light and all coming forward is readily taken at higher prices. We quote: Turkeys, 8½ to 9½c.; geese, 6 to 7c.; chickens, 35 to 55c.; ducks, 60 to 80c.

PROVISIONS AND DRESSED HOGS.

The market is firm for dressed hogs and much higher prices are being paid, although buyers and sellers are, as a rule, apart. Dealers outside are asking about \$5.10 to \$5.45 f.o.b., in carload lots, but buyers' views are about this price delivered. The result is that dressed hogs are being stored. With continued mild weather stale stock and lower prices are looked for. Butchers, for local purposes, are paying \$5.35 to \$5.40 for choice weights. Provisions are firm in sympathy with the advance in hogs. Dry salted meats are about ¼c. per lb. higher. In lard stocks are light, demand good and prices strong.

DRY SALTED MEATS—Long clear bacon, 6½c. for carload lots, and 6¾ 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.

The soft weather is interfering with the trade in fish. The market is well supplied, and prices on white fish are a little easier. Oysters are in good demand with selects 10c. higher. 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; blue-back herring, 4c.; pike, 6 to 7c. per lb.; flitched cod, 5c.; finnan haddies, 6½c.; Digby herring, in bundles of 5 boxes, 11c.; ditto, lengthwise, 10c.; large halibut, 12 to 15c.; Restigouche salmon, 20 to 25c.; British Columbia salmon, 15 to 16c.; mackerel, 20 to 25c.; steak cod, 6½ to 7c.; haddock, 5c.; black bass, 9 to 10½c.; white fish, 7½c.; salmon trout, 7½ to 8c.; Lake Superior whitefish, 7½c.; Lake Winnipeg whitefish, 7½c.

FLOUR AND FEED, HAY, ETC.

WHEAT—Ontario wheat is scarce and higher. That suitable for breakfast foods is about 15c. per bushel dearer. On the street in Toronto on Wednesday one load of white

The Toronto Cold Storage Co.

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

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

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

CANADIAN TOMATO CHUTNEE

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

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

Ask the Wholesale Houses for

Rossiter's Household Brushes

THE BEST.

GEO. ROSSITER - TORONTO
10 to 14 Pape Avenue.

Telephone No. 471.

Established 1870.

JOHN HAWLEY

Provision and Commission Merchant

Butter	Lard	Cheese
Eggs	Apples	Etc.

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

88 Front Street East, Toronto

FISH ..

We have now in stock the following fresh frozen fish.

FROZEN SEA HERRING
" CODFISH
" HADDOCK
" PIKE
" PICKEREL
" WHITEFISH
" TOMCODS
" SMEELTS
" LOBSTERS

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

LEONARD BROTHERS

MONTREAL.

JUST RECEIVED

Evaporated Peaches
Evaporated Apricots
Evaporated Apples

PRICES LOW. STOCK FANCY.

Write us for Quotations.

CLEMES BROS., TORONTO

wheat sold at 85c. During the last few days there have been practically no deliveries on the Toronto market, and our quotations are in consequence nominal. We quote: White, 82c.; red, 80c.; goose, 66c.

BARLEY—Deliveries are larger than in wheat, but still there is not a great quantity coming forward; 44 to 44½c. is about the range of price.

OATS—Steady, at 27 to 28c.

BALED HAY — Deliveries of carload lots are free and prices are easier. We quote: No. 1, \$14.75 to \$15; No. 2, \$13 to \$14.25.

BALED STRAW — Is quiet at \$9 to \$9.25.

FLOUR—Business has improved a little, demand being fair. Prices are firm at quotations. We quote both for job and car lots as follows: Straight roller, \$3.50 to \$3.60; Manitoba bakers', \$3.50 to \$3.60; Manitoba patents, \$3.90 to \$4; Ontario patents, \$3.75 to \$3.90.

BREAKFAST FOODS—Rolled wheat has advanced materially during the past week, the price now being \$2.35 to \$2.40 in 100-lb. barrels. The demand for breakfast foods is fair. We quote: Oatmeal, cornmeal and pot barley from 10 to 15c. lower; Standard oatmeal and rolled oats, \$3 to \$3.15; rolled wheat, \$2.35 to \$2.40 in 100-lb. barrels; cornmeal, \$2.75; split peas, \$3.25; pot barley, \$3.25.

SALT.

Business is recovering a little from the falling off characterized by last month. This is principally due to the fact that enquiries are beginning to come in for supplies for next season's cheese-making campaign. We quote at Toronto: In carload lots, \$1 per barrel, and 60c. per sack; in less than carload lots, \$1.05 per barrel and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

HIDES, SKINS AND WOOL.

HIDES—Unchanged, with demand fair. Dealers pay 5c. for No. 1; 4c. for No. 2; 3c. for No. 3. Cured hides quoted 6 to 6½c.

SKINS—Calfskins, 6c. for No. 1, and 5c. for No. 2. Sheepskins are firm at 90c.

WOOL—Trade quiet. Fleece, combing, is quoted at 22 to 23c.; clothing, 23c.; supers, 21 to 21½c.; extras, 22½ to 23½c.

PETROLEUM.

Trade continues fairly good, with prices unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 16c.; carbon safety, 18c.; Canadian water white, 18c.; American water white, 21c.; Pratt's astral, 22c.

MARKET NOTES.

A cable received in Toronto this week quoted Valencia oranges higher.

Badgerow & Dixon, vinegar manufacturers, Jarvis street, Toronto, have dissolved

Graham, McLean & Co.

Produce Commission Merchants

77 Golborne St. TORONTO.

We solicit consignments of Butter, Eggs, Cheese, Poultry and all kinds of

FARM AND DAIRY PRODUCE

Send us a trial shipment.

We handle a special line of kettle-rendered Lard.

B. T. Babbitt

1776 SOAP POWDER, AND "BEST" SOAP

New York

WM. H. DUNN, - Representative

394 St. Paul St., MONTREAL

Rutherford, Marshall & Co.

Wholesale Produce and Commission Merchants

62 FRONT ST. EAST, - TORONTO.

Correspondence Invited.
Consignments Solicited.

EGG CASES SUPPLIED

Liberal advances made on consignments.

Bankers: Canadian Bank of Commerce.

W. N. LAZIER

Box 341, VICTORIA, B. C.

Agent for . . .

REMINGTON MACHINE CO.

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

COWAN'S

OCOAS
OFFEES
CHOCOLATES
AND **ICINGS**

are absolutely pure.
All orders promptly attended to.

THE COWAN CO., Ltd.

470 King St. West,
Toronto, Canada.

4TH Brand Hams, Bacon, Lard

T. R. F. CASE

Packer and Curer

SEAFORTH, ONT.

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

partnership. Mr. Dixon retires and Mr. Scott has been taken into the firm, and the style will be Badgerow, Scott & Co.

Poultry is dearer on the Toronto market, owing to lighter receipts and good demand.

W. B. Bayley & Co. are this week removing their offices from 42 to 46 Front street east.

Rolled wheat is 25 to 30c. per barrel of 100 lbs. dearer owing to the advance in wheat.

Dry salted meats are $\frac{1}{4}$ c. per lb. dearer, in sympathy with the advance in dressed hogs.

Mr. George Robertson, of George Robertson & Co., wholesale grocers, Kingston, was in Toronto on Tuesday paying his respects to the trade.

The Computing Scale Co., of Dayton, Ohio, have opened a Canadian office at 46 King street west, Toronto, under the management of Mr. W. H. Seward.

QUEBEC MARKETS.

MONTREAL, Feb. 6, 1896.

GROCERIES.

THE week has not furnished any striking features, but there is a fair volume of trade doing in a jobbing way as a result of the better country roads. No further changes in the value of any of the leading staples are noted, but the feeling generally is steady. Stocks of currants here have run down very low, and prices are firmly held by jobbers at an advance. California raisins have been offered rather lower, but sellers will not concede on good sound fruit. Molasses continue strong, and the few moderate arrivals of Barbadoes noted during the week are hardly appreciable. Syrups point higher in their tendency.

SUGAR.

The sugar market continues strong in tone, but no further change is to note, though the feeling is unsettled as to value. Refiners are not disposed to operate ahead, and the distributing demand is not particularly brisk at present. Outside advices do not show much change in their tenor, the position of the raw market being very strong despite the persistent efforts of the Trust in

New York to appear indifferent regarding supplies of cane stock. We quote the jobbing range unchanged as follows: Granulated, $4\frac{1}{2}$ c.; yellows $3\frac{1}{2}$ to $4\frac{1}{2}$ c., as to grade.

SYRUPS.

Stocks of syrups in refiners' hands were materially reduced during the past week, and the tone is quite as firm as it was. Any stock that jobbers have on hand now will be wanted, and prices are firm at $1\frac{1}{4}$ c. for ordinary, and $2\frac{1}{2}$ to 3c. for bright stock.

MOLASSES.

The molasses market is quiet and firm at this writing. Some moderate receipts of Barbadoes have been noted during the week, but the supply of this grade continues limited. Porto Rico, Cuba and New Orleans stock are offering at steady prices, and a fair jobbing turnover in single and five and six puncheon lots is noted. We quote: Barbadoes, 36 to 37c.; Porto Rico, 34 to 35c., and New Orleans, $25\frac{1}{2}$ to 35c.

RICE.

Demand for rice at the mills continues fair and prices are unchanged. We quote: Japan standard, \$4.25 to \$4.40; crystal Japan, \$4.75 to \$5; sassa d'India, \$3.45; English style, \$3.30; Patna, \$4.25 to \$5, and Carolina, \$6.50 to \$7.50.

SPICES.

There has been no important change in spices, a fair average demand being noted. We quote as follows: 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.

There has been no change in coffee, the market continuing quiet with only a few jobbing lots moving. We quote bean coffee as follows: Maracaibo, 20 to 21c.; Rio, 19 to 20c.; Java, 28c.; Jamaica, 20c., and Mocna, 31 to 32c.

TEAS.

There has been no special change to note in this market, and jobbers here are not enquiring as much as they were last week. In fact, beyond the placing of some medium Japans at 14 to 16c., no large transactions have been put through. With regard to new importations it is yet a little too early to talk. Some of the jobbing houses, however, speak of offers for delivery in May and June of finest grades at about last season's figures. In a general way, however, brokers and

agents generally state that reliable quotations are hard to give as early as this. The distributive demand is fair for Ceylons and Japans at steady prices; in fact, is on the increase.

DRIED FRUIT.

There has been no change in Valencia fruit, which are steady. We quote: Ordinary off-stalk, 4 to $4\frac{1}{4}$ c.; fine, $4\frac{1}{2}$ to $4\frac{3}{4}$ c.; selected, 5 to $5\frac{1}{4}$ c., and layers, $6\frac{1}{2}$ to 7c.

The market for California raisins is firm, but arrivals of some cheap fruit have led to a wider range in prices. Business in 3-crown has been spoken of as low as $4\frac{1}{4}$ c., but the quality was not desirable; in fact, it was more 2-crown than 3-crown fruits. Good sound fruit in fact are steady, all the more so owing to the firm advices from primary markets. We quote: 3-crown, 5 to $5\frac{1}{4}$ c., and 4 crown, $6\frac{1}{2}$ to $6\frac{3}{4}$ c.

Sultanas are a light stock here, and what there is in jobbers' hands. They are held firm at 6 to $6\frac{1}{4}$ c.

Stocks of currants here are almost nil, fruit in barrels being notably scarce, and prices are $\frac{1}{2}$ to $\frac{1}{4}$ c. higher, though the demand is quiet. Carols continue strong from primary markets. We quote: Barrels, 4c.; half-barrels, $4\frac{1}{4}$ c., and cases, $4\frac{1}{2}$ to $5\frac{1}{2}$ c. as to grade, the supply of the higher descriptions being very light.

Prunes continue firm under a steady jobbing demand, most of the enquiry being for California fruit. We quote: French, $4\frac{1}{2}$ to 5c.; Bosnia, 6c., and California $7\frac{1}{2}$ to 15c., as to grade. Demand for the latter is showing a steady expansion, as the offerings are exceptionally good value, as compared with the European fruit.

Figs are firm and quiet. We quote: Bags, 4c.; ordinary boxes, $8\frac{1}{2}$ to 9c., and fancy, 12 to 14c.

There is no change in dates, which job out steadily at a range of $4\frac{1}{2}$ to 5c.

NUTS.

Remain as they were. We quote: Grenoble walnuts, $11\frac{1}{2}$ to $12\frac{1}{4}$ c.; fiberts, $7\frac{1}{2}$ to 8c.; Tarragona almonds, $11\frac{1}{2}$ to $12\frac{1}{4}$ c.; pecans, 9 to 12c., and shelled walnuts, 15 to 16c.

CANNED GOODS.

The canned goods market is quiet, a moderate jobbing enquiry for such staple vegetables as tomatoes, corn and peas being the only feature. Values remain much as they were. We quote as follows: Lobsters, talls, \$8 per case; flats, \$9 to \$9.50; sardines, ordinary brands, \$7 to \$8.50; best brands, \$9.50 to \$10.50; salmon, \$1.25 to \$1.30 per doz.; tomatoes, 75 to 80c.

**WE ARE
PAYING
CASH
FOR**

DRIED-APPLES-



W. B. BAYLEY & CO.
EXPORT BROKERS

42 FRONT ST. E. **Toronto**

"KOLONA"

Is already an
Established

SUCCESS

and its
success is
due



entirely to its
**Purity of In-
gredients, Rich-
ness of Flavor,
Delicacy of Aroma,
and Handsome Style
of Package.**

30, 40, 50, 60 AND 80 CENTS
1 LB. AND 1-2 LB. LEAD PACKAGES

It's a Trade-Builder

THE **EBY, BLAIN COMPANY** LTD.

WHOLESALE IMPORTING AND MANUFACTURING GROCERS

TORONTO - - ONTARIO

peaches, \$2 to \$2.25; corn, 80 to 90c.; marrowfat peas, 90c. to \$1; strawberries, \$2 to \$2.25; raspberries, \$1.75 to \$2; green gages, \$1.75 to \$2; blue plums or damsons, \$1.50 to \$1.75; pineapples, \$2 to \$2.25 and 3-lb. apples, 80 to 85c.

WINES AND SPIRITS.

Some fair sized import orders for sparkling wines have been placed during the week, but business of this character does not really commence until the middle of the month.

GREEN FRUIT.

The chief feature of the market was the easy feeling in oranges, which sold at exceptionally low prices. We quote: Oranges—Jamaicas, \$5.50 per barrel, and \$3.75 per box; Valencias, 420's, \$3.50 to \$3.75, and 714's, \$4 to \$4.25. Lemons, \$2 to \$3.25. Grapes, \$5 to \$6 per keg; grape fruit, \$5 to \$6 per box. Cranberries, \$8.50 to \$10 per barrel. Apples, \$2 to \$3.50 per barrel. Dried do. 4 to 4½c. Evaporated do. 6 to 6½c. Spanish onions, 40c. per crate.

FISH.

The fish market continues active and steady, and there is no accumulation of stock on this market. We quote: Fresh had lock, 3 to 3½c. per lb.; cod, 3c.; smelts, 4½ to 5½c.; fresh frozen B.C. salmon, 10c.; Manitoba whitefish, 7c.; pickerel, 6½c.; dore, 6½c.; pike, 4 to 4½c.; trout, 7c.; tommycods, \$1 to \$1.75 per bbl. Choice pickled Labrador herrings, \$5.25; No. 1 N.S. \$3.50 to \$4; No. 1 green cod, \$4.10 to \$4.50; No. 2, \$2.75; No. 1 haddock, \$3; No. 1 large codfish, \$5; No. 1 lake trout, \$4 to \$4.25; B. C. salmon, \$10.50; No. 2 Labrador salmon, \$12.50 to \$13; No. 1 mackerel, \$19; Lock Fyne herrings, 85c. per keg, and \$11 per bbl.; No. 1 sardines, \$4.50; No. 1 dried cod, \$4.25 to \$4.50; boneless cod, 6c. per lb.; boneless fish, 3¼c.; boneless haddock, 5c.; shredded, 11c.; haddies, 6½ to 7c. per lb.; bloaters, 90c. per box, and smoked herrings, 8 to 10c. per lb.

PROVISIONS.

The demand for provisions continues good, and the market rules active and firm. Canadian short cut clear pork, in small lots, has sold at \$15, and mess at \$15.50, but in lots of 10 barrels and more 50c. per barrel less is expected. In lard and smoked meats a fair trade is doing. We quote: Canadian short cut, clear, \$14.50 to \$15; Canadian short cut, mess, \$15 to \$15.50; hams, city cured, per lb., 9 to 10c.; lard, Canadian, in pails, 8c.; bacon, per lb., 9 to 10c.; lard, com. refined, per lb., 6¼c.

The market for dressed hogs continues fairly active, and as the season draws nearer to a close prices are working up steadily, another advance of 10c. per 100 lbs. having taken place on Monday. The demand is good, and car lots have sold at \$5.40 to \$5.50 per 100 lbs., and small lots, \$5.75 to \$6.

COUNTRY PRODUCE.

EGGS—There was no change in the situation of the egg market, business being fairly active. The demand was good for small lots, and sales of western limes were made at 13c., and Montreal limes, 14 to 15c. per dozen.

BEANS—In beans business was slow. We quote: Car lots of choice hand-picked at \$1 to \$1.05, and small quantities at \$1.10 to \$1.20.

POULTRY—The demand for poultry was limited and the market was quiet. Turkeys sold at 7½ to 8c.; chickens at 8 to 10c.; ducks at 7 to 7½c.; geese at 5 to 5½c. per b.

POTATOES—The market for potatoes was quiet at 30c. per bag for car lots, and 35 to 40c. in small quantities.

ONIONS—Dull at \$2.50 per crate for red, and \$2 to \$2.25 for yellow.

FLOUR, FEED AND MEAL.

Continued strength, both outside and locally, in grain has led to a stronger feeling in flour, and Ontario grades advanced 5 to 10c., Manitoba patents 20c., and strong bakers' 10c. The demand for Manitoba grades continues good, and an active business is doing, but Ontario dealers state sales are slow, owing to the fact that buyers have filled their wants pretty much for the present. We quote: Winter wheat, \$4.25; spring wheat, patents, \$4.20; straight roller, \$4; straight roller, bags, \$1.90; extra, bags, \$1.65 to \$1.75; Manitoba strong bakers', \$3.90.

There is no change in oatmeal, business being quiet and values unchanged. We quote: Standard, barrels, \$2.85 to \$2.95; granulated, barrels, \$2.90 to \$3; rolled oats, barrels, \$2.90 to \$3.

The demand for feed continues slow and the market rules quiet, with no change in prices to note. We quote: Bran, \$14 to \$15; shorts, \$15 to \$16; mouillie, \$19 to \$20.

CHEESE AND BUTTER.

The cheese market opened the week with a dull feeling, and has continued so, but the fact does not bother owners of finest fall cheese. The recent decline in the cable of sixpence, and the indifference lately shown on the other side is only expected to be temporary. It is well known that quite a lot of summer cheese have been sold and shipped recently. Imports arriving at Liverpool during the past week have consisted mainly of these goods, and, possibly, some buyers have been disappointed as to quality, which had its effect. Besides, offers from this side were made during the past few days on all the English markets of very close figures, and the two facts in conjunction have checked the demand. At any rate, as practically all the finest fall made cheese in Canada is concentrated in three or four hands, aside from a few outside lots, holders will not concede a jot. In the absence of business prices are nominal at 9½c. for fall makes, and 8½ to 8¾c. for summer goods.

The local demand for creamery butter continues of a steady character, and is sufficient to keep the market well cleaned up at 20½ to 21c. Dairy stock is neglected and nominal.

HAY.

There is no change in hay, which is steady at \$14 for No. 1 and \$13 for No. 2.

ASHES.

Ashes are dull and 10c. easier at \$3.50 for first pots and \$3.40 for seconds per 100 lbs.

MONTREAL NOTES.

Geo. Childs & Co. landed this week a shipment of Griffia & Skelley's San Jose California prunes.

Cables to Rose & Lafamme from London note an advance in currants of 5d. to 1s., or about ¼c. per pound.

Oranges have slumped all the way from \$1 to \$2 per package, and sold as low as 65c. during the week.

Laporte, Martin & Cie. are landing this week a consignment of fine Barbadoes molasses, arrived via the lower ports.

Shipments of Griffin & Skelley's 3 and 4-crown California raisins have been turned

A. T. CLEGHORN

General
Commission Agent

Correspondence
solicited.

LONDON, CAN.

**GRAND
MOGUL
TEA
COMPETITION**

BY REQUEST

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

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

Excellence, Purity and Healthfulness

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

FIVE PRIZES

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

T. B. ESCOTT & CO.

Sole Agents, London

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 AGENTS: { J. Harley Brown, London; R. Thomson, Hamilton Chambers, 17 St. John St., Montreal; J. E. Huxley, Winnipeg;
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.

IT PAYS to handle standard goods, that have by merit made a name and market for themselves, like

**COTTAM'S
BIRD SEED**

Compare it with other brands—let it speak for itself. Each packet contains a 5c. block of

BIRD BREAD

PATENTED 1891-1896.

Cottam's Seed is double value, better shelf goods, a quicker seller, and consequently the most profitable seed to handle.

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 SOLICITED. Ample Storage.

All orders will receive our best attention.

LONG CLEARS

New
This Season's
No old stock .

**BY THE SIDE
CASE OR
CARLOAD**

Write for Prices

**F. W. FEARMAN
HAMILTON**

into stock by J. A. Mathewson, Quintal, Fils & Cie., and others.

Advices from San Francisco estimate that there is not much more than 75 carloads of fruit available for the eastern markets.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

St. JOHN, N.B., Feb. 6, 1896.

ANOTHER quiet week has passed. Many of our largest dealers take stock February 1, and for many reasons it seems a better time than January 1. It gives them the month of January, when there is little doing, to get accounts in order, which they have very little time to do if they take stock on the first of January, as the Christmas trade extends late into December. Travelers have, however, all been out during the past month—country dealers say in greater numbers than ever—but only light trade is reported. Much better things are expected this month. St. John merchants are much disappointed that exporters in Ontario have shown such little interest in a Canadian winter port. They continue to ship more largely by way of Portland. This should not be, and shows a great lack of loyal feeling, and adds force to a belief which is now too general that the interest of the Maritime Provinces is but little considered by the west. Very large quantities of American goods continue to be shipped via our port; among other goods this week were two cars of canned beef. Why should not Canadian business be done at a Canadian port? Ought it not to be done at a Canadian port? Ought not the provinces to stand by each other? We are called on to pay duties to build up Canadian manufactures, and we of the Lower Provinces feel that the Upper Provinces should aid us now. We are proud to know that we have landed goods in Montreal shipped via the Beaver line ahead of those by the mail steamer via Portland; also that the Lake Ontario arrived here before her manifest sent by mail via New York. On this trip she had 107 passengers and 1,300 tons general cargo. She will have a full cargo back. Markets continue strong, and in staple lines a further advance is noticed. Quite a quantity of sugar has been bought, some expecting a higher duty.

OIL—There is quiet both in burning and lubricating oils. In burning oils there is very keen competition between the sellers of the Canadian and American product. The prices favors the selling of Canadian. As the different parties handle both grades they are open for business either way. We quote: American burning oil, 23 3/4 c.; best Canadian, 21 1/2 to 21 3/4 c.; prime, 19c.; no charge for barrel.

ONIONS Just received a carload of

Send for quotations. **"Yellow Danvers"**

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

Make No Mistake
The seed that has the name is 
BROCK'S BIRD SEED

And in each 1-lb. packet there is a cake of Bird Treat. Ask your wholesaler for it and see that you get it.

NICHOLSON & BROCK - TORONTO

W^M. RYAN

**PORK PACKER,
WHOLESALE PRODUCE
AND COMMISSION MERCHANT**

70 and 72 Front St. East, Toronto

Liberal Advances made on Consignments.

Egg Cases Supplied.

S. K. MOYER,

COMMISSION MERCHANT

Wholesale Dealer in . . .

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

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

. . . **USE . . .**

"Maple Leaf" Brand

Pure Lard
Hams, Backs
Breakfast Bacon

D. Gunn, Flavelle & Co.

Pork Packers and Commission Merchants Toronto

We have in stock

FANCY

Sweet Jamaica Oranges +
Valencia Oranges +
Messina Lemons +

All Much Lower in Prices. Send Us Your Orders.

HUGH WALKER & SON
Guelph, Ont.

SALT—A quantity arriving by last direct steamer was for shipment to Chicago. English salt is used very largely by all canners putting up canned meat. In local market stocks are quite large and in but very light demand. Very little is bought to arrive at present. In box salt, the American which used to arrive here in large quantities has been almost entirely driven out of the market by the Canadian. The Canadian is in a much better package than the American used to be. In large sacks the Canadian makes but little headway. In coarse they do, it might be said, nothing. We quote: 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 doz.; salt, bulk, \$2.70 to \$2.80 per bbl.

CANNED GOODS—Movement continues light, but a better demand will be soon noticed. Canadian beef continues to work into the market. It is sold much cheaper than the American, the difference being the duty. This is, of course, the off season. California canned goods are sold in but limited quantities, and Baltimore canned fruits, owing to quality, are not favorites. Vegetables are quoted very low in that market, but the duty prevents importation. 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, \$2.50 to \$2.65; 1-lb. tins, \$1.60 to \$1.65; oysters, 2's, \$2 to \$2.25; 1's, \$1.60 to \$1.65; peaches, 3's, \$2.75 to \$2.85; 2's, \$1.90 to \$2; pineapple, Canadian pack, \$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 FRUIT—In this line also there is but limited demand. The foreign market for dried is so low, and the American market being well supplied, the outlook for Nova Scotia product is poor. The more as they do not bulk the apples and pack too lightly in barrels. A letter from a New York buyer for properly-packed apples received this week offered only 3¼c. f. o. b. New York. Market are well supplied with evaporated. In California peaches, apricots and prunes there and nice goods shown, particularly some silver prunes of large size. Apricots are much higher than last year. Onions are quoted rather higher. Some very nice American are shown. We quote: Valencias, 4½ to 5c.; layers, 6 to 6½c.; California L. M. 4-crown, 6 to 7c.; 3-crown, 5 to 6c.; London layers, \$1.65 to \$1.75. Currants, bbls., 3¾ to 4c.; cases, 4¼ to 5c.; cartoons, cleaned, 7½c.; bulk, cleaned, 6½c.; prunes, kegs, 4c.; boxes 4½ to 5c.; half-boxes, 6 to 8c.; dates, 4½ to 5c.; dried apples, 5c.; evaporated apples, 7 to 7½c.; California evaporated peaches, 12 to 13c.; apricots, 12 to 14c.; pears, 12 to 14c. Canadian onions, \$2.25 to \$2.50; cocoanuts, \$3 to \$4 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, 7 to 8c.

GREEN FRUIT—Valencia oranges are being sold, if not at cost, very nearly so, both by the wholesaler and retailer. Lots to arrive will cost higher. They are as low as apples, being retailed by some as low as 12c. per dozen. Californias are being sold, but in much smaller quantities. Lemons continue low. But small quantities of pineapples are handled at this season, and no bananas, in a wholesale way. We quote: Apples, \$2 to \$2.75; oranges, \$5 to \$6 per bbl., \$3.50 to \$4 per box; Lemons, \$2.75 to \$3.50; Valencia oranges, \$3.50 to \$4; Cali-

fornia oranges, seedlings, \$2.50; navals, \$3.50; pineapples, \$2.50 to \$3 per doz.; cranberries, \$11 per barrel.

DAIRY PRODUCE—There continues to be but quiet movement, though in eggs, if good quality was sure, a fair business could be done. Butter is slack. With large quantity of poor in hand good butter would find, if fresh, and at fair price, good demand. In cheese the price continues lower than was expected, with light sales. No demand for early makes. We quote: Common dairy butter, 15 to 16c.; dairy, 17 to 18c.; new creamery prints, 23 to 24c.; cheese, 8½ to 9c.; creamery, tubs, 20 to 21c.; eggs, 17 to 19c. by case.

SUGAR—The market continues strong, but with no advance in local prices from last week. Some lots were bought by a few dealers this week looking towards a duty which did not arrive. Stocks are large with but light demand from retail trade. We quote: Granulated, 4¾ to 4¾c.; yellow, 4¼ to 4¾c.; Paris lump, 5¼ to 5½c.; powdered 5¼ to 5½c.

MOLASSES—Dealers are looking towards new goods, which may be looked to arrive in about a month. It is thought market will open firmer, and for some grades higher prices are being asked, though our local market is not very strong, particularly Barbadoes. Supply of small packages is light. Price of New Orleans remains firm at the advance, and best Porto Rico is rather higher. Syrup still finds steady sale; a good season's trade is reported. We quote: Barbadoes, 30 to 33c.; Porto Rico, 34 to 36c., bbls; New Orleans, 34 to 35c.; St. Croix, 28 to 30c.; syrup, 36 to 38c.

FISH—As Lent approaches a better demand is noted. The only dull feature is smoked herring. Bloaters and haddies are in demand, but stock is scarce. This is particularly true of all fresh fish, and dealers cannot fill orders. Frozen herring are quoted higher. Pickled show no change except that Canso are quoted lower. Shelburne are being offered in pails. A nice shredded codfish is now being put upon the market by a local dealer. In lobsters a good many are being received, but they are small. We quote as follows: Fresh haddock and cod, 2¼ to 2½c. per lb.; dry, \$1.50; large cod, \$3.60 to \$3.75; medium, \$3.35 to \$3.50; pollock, \$1.50; bay herring, \$1.25 to \$1.30 per half-bbl.; Ripplings, \$1.65; Wolves, \$1.85 to \$2; smoked herring, old, 4 to 5c.; new smoked, 5 to 6c.; Canso, \$4.25 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.; ysters, \$3 to \$3.50 per bbl.; frozen herring, 80 to 90c. per 100.

PROVISIONS—There continues to be but light business, with a very firm market, and clear is again marked up. In lard the market is up half a cent, while different Canadian packers are still apart in figures. This is also true in smoked meat, particularly hams, in which there is a range of over half a cent. Stocks of all classes of these goods are fairly large except smoked meats, which, though in many cases bought ahead for four or five months, quantities are not large. We quote: Clear pork, \$15.50 to \$16; mess, \$14 to \$14.50; beef, \$13 to \$14; domestic mess pork, \$14 to \$14.50; hams, 10 to 11c.; rolls, 8c.; pure lard, 9 to 9½c.; compound, 7¾ to 8c.

FLOUR, FEED AND MEAL—In both Manitoba and Ontario brands prices are again marked up, with very strong feeling.

E. T. STURDEE

Mercantile Broker,
Manufacturers' Agent,
ST. JOHN, N.B. Etc., Etc.
Wholesale trade only.

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

C. & E. MACMICHAEL,
40 DOCK ST., ST. JOHN, N.B.

EPPS'S COCOA

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

Special Agent for the Dominion

C. E. COLSON - MONTREAL

"Always a Best"
In Everything

We have the BEST in the canned fish line.

GOLDEN FINNAN HADDIES

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

Every can guaranteed or money refunded.

NORTHROP & CO.

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

FISH

WITHOUT A BONE.

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

WITHOUT A BONE.

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

JOHN SEALY - St. John, N.B.



ASK FOR
MOTT'S

Lightbound, Ralston & Co.

IMPORTERS AND COMMISSION MERCHANTS

13 St. John St., Montreal.

30 Church St., Toronto.

Agents for

Smith, Baker & Co., Japan

YOKOHAMA and HIOGO

To the Retail Grocers and Tea Merchants of Canada:

DEAR SIRS,—Within the next few weeks most of the orders for importation of Japan Teas will be given by the various firms of Wholesale Grocers and Tea Merchants to the representatives of Yokohama and Hiogo firms, and with this fact in mind we ask those of our readers who are old friends, and all who are desirous of getting

THE VERY BEST TEAS

to notify the salesmen who solicit their orders, that in 1896 you will ask for, and insist upon getting, Teas fired, prepared and shipped by the firm of

SMITH, BAKER & CO.

Speaking from our own past experience as Wholesale Grocers, we can conscientiously say that we never either bought on the market, or imported from Japan, Teas which gave our customers more general satisfaction, the Teas invariably being of excellent cup quality, the leaf perfectly manipulated, and of all colors we recommend sun-dried or brown leaf.

A few orders have already been given, in some cases for Teas fired and prepared by other Japan firms. Will you therefore in, we think your own, certainly in our, interest, emphasize the fact upon every occasion which presents itself, that you are going to ask for, and be satisfied with, nothing less than the best, that you want and will have Teas prepared by **SMITH, BAKER & CO.**

We furnish standard samples to the Wholesale Trade for the purpose of showing to you. We shall be happy to furnish you with the names of such firms as import Smith, Baker & Co.'s Teas. We intend these Teas to be known and appreciated from Halifax to Vancouver and Victoria.

Relying upon your kindness in this matter, we are,

Yours respectfully,

Lightbound, Ralston & Co.

Movement is not large. In oatmeal there is no change; two grades of rolled are on the market, the difference in price being about 20c. Cornmeal remains at the low price of the last few weeks. In oats Ontarios are quoted from ½ to 1c. higher. In feed the quotations are no higher. Hay shows a light movement here, but quotations are firm. A much better business in all lines is looked for this month. We quote: Manitoba, \$4.60 to \$4.70; best Ontario, \$4.55 to \$4.65; medium, \$4.40 to \$4.50; oatmeal, \$3.40 to \$3.65; cornmeal, \$2.25 to \$2.30; 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, \$12.25 to \$13; pot barley, \$4; round peas, \$3.65 to \$3.75; split peas, \$3.70 to \$3.80; yellow-eye beans, \$1.85; buck-wheat meal, \$1.30 to \$1.35.

ST. JOHN NOTES.

St. Andrew's is to have a Board of Trade.

There is talk of a candy factory being started in Amherst.

Smelt continue to be caught in large quantities along the north shore.

The direct steamer to New York will be put on about the middle of the month.

Fourteen hundred pounds of spruce gum was shipped last week from Hants Co., N.S., to Boston and Portland.

C. & E. Macmichael are finding that a good thing sells. Boisselier's cocoagene, which they lately added to their stock, is having a splendid demand.

By the last Beaver Line steamer 1,500 sacks of salt were received for shipment to Chicago. As part of her cargo back, she takes five cars of canned meat, shipped from that city.

Canned pineapples can be bought at any price, but quality tells. THE CANADIAN GROCER acknowledges a sample of Singapore pineapples from F. H. Tippet & Co., who are the St. John agents.

A new shredded codfish is being put on the market by Leonard Bros. It is in an attractive cartoon, similar in style to the American. The name of Leonard upon it is a guarantee of the quality. It is being sold generally by our retailers.

A bill is to be introduced in Nova Scotia to provide for the compulsory closing of all

shops in Halifax on three nights in the week in any trade where three-fifths of the shopkeepers petition the Halifax City Council to pass such a by-law.

Although the potato market is so dull, some direct shipments are to be made by our merchants to Liverpool. They will be shipped in sacks of 112 lbs. The result will be watched with interest, as large quantities of potatoes are still in the province.

HALIFAX TRADE GOSSIP.

At last Halifax is to have a retail grocers' association. That step was decided upon at a meeting of the trade held a few evenings ago, and a meeting is called for the latter part of this week to complete the organization. There was an association in Halifax a few years ago, but dissensions came in and the association went out. There are good prospects that the new organization will come to stay. Since the old association passed in its cheques there has been a desire for a new one. The hardware people organized and the dry goods people organized, and the grocers felt they should not be out of the race, so they are about to come to the scratch. They will not be behind the others, that may be depended upon. The grocery trade is of great importance in Halifax, and with thorough organization will be sure to make its influence felt.

One thousand five hundred barrels of apples were stored in W. H. Chase's large warehouse at Port Williams, ready for shipment to England, but the building caught on fire, was burned to the ground, and half the apples destroyed.

At the meeting of the Amherst Board of Trade last week a proposition was placed before the meeting for the forming of a joint stock company to carry on the manufacture of confectionery in that town, the capital stock of the company to be \$10,000, paid up. The prospectus states that from 60 to 75 hands will be employed within a year. The history of confectionery manufacturers in the province has been a fairly good one. The factory of Hamilton & Co., of Pictou, employs over 100 hands, and has five travelers on the road selling goods. The Halifax Confectionery Co.,

however, appears not to have been able to stand the competition, which is very keen, and has gone under. There is an idea among the trade that the keen

CHARLES H. RICHES

Solicitor
of

PATENTS

Canada Life Bldg, King St. W., Toronto

Patents and trade marks procured in Canada and foreign countries. Handbook relating to patents free on application.

INSTANTANEOUS TAPIOCA

PLEASES! SELLS!

PILKINGTON'S POWDERED PERFUMED LYE

"BELL BRAND" in 1-lb. tins.

Dillon & Co.'s Baking Soda

"BELL BRAND" in 1-lb. packages.

Ask your wholesale grocer for them.

New York Fancy Brand. Have a good light. Use



Every Oil known to trade and industry—wholesale.



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.



WE CONSIDER THIS BIRD A MORE APPROPRIATE EMBLEM TO BLOW UNDER THAN THE OLD FLAG.

Owing to innate modesty we have refrained from informing the Canadian public of the above fact, but an esteemed competitor gives us the desired opening. We are prepared to serve the trade in Coffees, Spices, Mustards, etc., in lots of 5 lbs. to carloads, at short notice.

EWING, HERRON & CO. Mills 579 Office 581 St. Paul St., MONTREAL

Warehouse No. 1—102 to 108 King St. Warehouse No. 2—40 to 48 William St.

The Largest Coffee and Spice Mills in the World



THE "RAINBOW"

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

competition of the past three years will soon cease. It is well known that some provincial makers have been sacrificing goods in order to keep the upper Canadian people out of the market. This, of course, only applies to staple goods. The balm of Gilead for this ill is supposed to be in the combine recently formed among the candy manufacturers of St. John, St. Stephen and Halifax. They will likely seek the co-operation of the Montreal and Toronto makers, in order that prices may be kept to a paying basis and that the cut-throat business may be discontinued.

Trade has been quiet the last few days. We had a spurt from the 5th to the 25th January, but there are very few out port vessels in now and consequently there is very little movement.

We hear of the flour market advancing all over the west, but it is possible to pick up flours on this market at from \$4.10 to \$4.20 for Ontarios with a per centage of Manitoba, and \$4.25 to \$4.30 for all Manitobas. In fact, we hear of sales being made at those prices, though they appear to be 20c. below millers' prices. Halifax is usually a cheap market when there is an advance in the west.

Cornmeals and oatmeals are still wonderfully cheap, but an advance in both is looked for.

The refinery reports that the buying is not very heavy at the advance, but that the tone of the sugar market remains decidedly firm.

There is no change in fish stuffs since last report.

The produce market remains quiet, with no change in prices.

Dealers are working off old stocks of poultry held over from the holiday trade, and as the demand is very limited, prices rule low.

The green fruit market is quiet, but steady. The boat from Boston on Monday brought large stocks to local dealers. The market is well stocked with Valencia, Denia, California navel and Jamaica oranges, and prices are ruling low. Lemons are in large supply and selling at low prices. Bananas continue to arrive and sell at from \$2 to \$2.25 per bunch, the latter quotation being for fancy stocks. Apples are in limited supply.

Silver skin onions sell at $1\frac{1}{2}$ to $1\frac{3}{4}$ c. per lb., and Spanish at 60c. per box.

Foxberries are low, the quotations being from \$3.50 to \$4 per bbl.

There is not much doing in butter or cheese. Good dairy is worth 20 to 21c.; creamery, 22 to 24c.; ordinary dairy, 16 to 18c., and Canadian rolls, 18c. September cheese, Antigonish, is quoted at 10c., and early makes at 9 and $9\frac{1}{2}$ c.

P.E. Island produce remains low, with very little trade doing.

There is no change in canned goods, with the exception of a slight advance in tomatoes.

Dried fruit remains quiet, with no change in quotations.

All other lines are inactive and dull.

A cargo of 5,600 bushels of corn was dis-

charged at Matheson's roller mills, Dartmouth, on Monday last, in nine hours, from the schooner Lorena Maud.

WEIGHT OF A GALLON OF SYRUP.

A subscriber writes: "We have received three shipments of syrups from different wholesales this week. One house allows 14 lbs. to the gallon; one 13.80, and the other only 13.50. Will you please inform us through THE GROCER what the Government standard is, and oblige."

REPLY—A gallon of syrup should weigh 14 pounds.
THE EDITOR.

THIRD VISITATION OF DEATH.

For the third time within about nine months death has visited the home of Mr. W. H. Seyler, of the Eby, Blain Co., Ltd., Toronto. First his wife was taken away, and a week later an infant followed its mother, and now the eldest, Willie, a boy of 5 years and seven months, has passed away. The little fellow, with his younger brother, while spending his holidays with his grandparents in Waterloo, was attacked with measles; following the measles came pneumonia, which resulted in his death on Wednesday, 5th inst. The remains will be interred at Hamilton on Friday. THE CANADIAN GROCER extends its sympathy to Mr. Seyler in this, his third affliction.

People call

In on you asking for a good, reliable, prepared flour. We have been making such an article for many years, and it has always given satisfaction. Its sales are constantly increasing. In ordering just specify

The Ireland Co.'s Buckwheat Flour Self-Rising

It is put up in a very attractive package and sells at sight.

The IRELAND NATIONAL FOOD CO. Ltd.

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

Toronto, Canada.

PEANUT OIL INDUSTRY.

PEANUT oil is making such rapid strides in foreign countries as a competitor of olive and cottonseed oils, and as one of the chief components of butter and lard, that it is only a question of time when peanut oil manufacture will be one of the leading industries of the United States, remarks a contemporary. Capitalists will some day take hold of this neglected branch of business and make it so popular with the consuming public that the large dividends earned will eventually attract Wall street investment, and then we shall have a peanut oil "trust," with common and preferred stock, like the other large industrial corporations. The American production of peanuts is limited to an average of 4,000,000 bushels per annum, because of the limited demand. The southern growers claim that the crop is unprofitable, but that is owing to their lack of enterprise; they are only able

to obtain about twenty bushels per acre, because they use the same land from year to year, and never think of spending a cent on fertilizers. Intelligent cultivation will bring a yield of 75 to 100 bushels per acre; experience has demonstrated that fact beyond dispute.

The oil industry can be made to advance more rapidly than cotton oil, because peanuts are well known and popular everywhere. In addition to the oil, which is considered much superior to either olive or cotton oil for salad and cooking purposes, there are by-products of crushed hulls, meal and vines, which are used extensively in Germany as cattle food and valued highly, the vines being preferred to timothy hay.

There is certainly a good opening in the Southern States, where land is so cheap, for the cultivation of nuts on a large scale and the manufacture of oil. The latter will sell readily on its merits if offered in the be-

ginning at or below the figures of competing oils. It is believed that such an enterprise could be undertaken with profit even at present low values.

A GOOD MOTTO.

On the wall in one of the busiest downtown houses, says a San Francisco paper, are framed the following lines, which one is apt to think have been made the ruling guide in the early career of the men who have built up a prosperous business. The sentiment expressed is the best bond for success in any honorable career and is worthy of a place in the heart and memory of every man who meets life's battles:

Pluck wins; it always wins.
Though days be slow
And nights be dark 'twixt days that come and go,
Still pluck will win. Its average is sure.
He gains the prize who can the most endure;
Who faces issues—he who never shirks—
Who waits and watches, and who always works.

Fast and furious



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

Delhi Canning Co.

— DELHI.

Unexcelled
for

Quality
Flavor
Purity and
Strength



JERSEY CREAM
BAKING
POWDER

Manufactured by

Lumsden Bros.
HAMILTON, ONT.

**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.

PURE

Maple Syrup

Finest quality. Write for quotations.

T. A. LYTLE & CO.

Vinegar Manufacturers,
TORONTO

AYLMER...

Chicken Soup

A very strengthening and
nutritious article which sells
rapidly at this season

JOHN SLOAN & CO.

Wholesale Grocers TORONTO

**RIO . . .
COFFEES**

To arrive ex SS. Catania.

EXTRA CHOICE SELECTION

Warren Bros. & Boomer

WHOLESALE GROCERS

35 and 37 Front St. East, Toronto.

NOW IN STORE

Excelsior Vostizza Currants
Cases and Half-cases.

Perfecto Vostizza Currants
Cases and Half-cases.

London Layers. Black Baskets.

A full and complete stock of Christmas Fruits.

T. KINNEAR & CO.

49 Front St. E., TORONTO.

J. W. Lang & Co.

Have in stock . . .

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

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

Curtice Bros.' "Monroe Brand"
Strawberries.

Shredded Codfish, "pkgs."
Very fine.

J. W. Lang & Co.

59, 61 and 63 Front
Street East Toronto.

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

**CLARK'S
ENGLISH MINCE MEAT**

An Article fit for a
King's Table.

Every package guaranteed to be as
represented.

W. CLARK - MONTREAL

**Exceptional
Value**

**Moning
Congou**

A shipment of low-priced
teas just to hand.

PERKINS, INCE & Co.

TORONTO.

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

Sultana Raisins

Vostizza Currants

and **Sphinx Prunes**

SMITH & KEIGHLEY

9 Front St. E. TORONTO.

Dinna ye hear the Slogan?**If you drink Whisky, drink****JOHN DEWAR'S SCOTCH****HONORS AWARDED**

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

MEDALS

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

Better Whisky cannot be had**HINTS TO BUYERS.**

WH. GILLARD & CO. are having a large sale for Rio coffees just now. Their stock is large, and the values they are offering, they state, cannot be beaten.

A carload of molasses arrived this week for Davidson & Hay.

James Turner & Co. say they can back up their tea ad. in to-day's GROCER.

Davidson & Hay are showing good value in a pure sugar syrup in half-barrels.

Davidson & Hay are offering a flowery Ceylon Pekoe packed in 10 and 20-lb. boxes.

H. P. Eckardt & Co. are in receipt of a shipment of Delhi and Aylmer chicken soup.

The Eby, Blain Co., Ltd., have received a shipment of Rogers' and Arguimbau's Valencia raisins.

A shipment of Marbot walnut is to hand with the Eby, Blain Co., Ltd.; also shelled Grenobles and Bordeaux.

John Sloan & Co. have just received into stock a line of 41 chests of Ceylon tea, which they consider show extra good value.

The Ireland National Food Co. report that they are experiencing a largely increased demand for their self-rising buckwheat flour.

The Eby, Blain Co., Ltd., report a most encouraging outlook for their "Kolona" Ceylon tea. Their output, so far, has been large.

The attention of the trade is drawn to the advertisement of "Silver Dust" washing powder, which is put up in neat and attrac-

tive packages. This washing powder is highly spoken of by those of the trade who have had the opportunity of testing it. What is more, it is a Canadian product.

James Turner & Co. report January as better than last year, especially in dried fruits and teas, in both of which they have splendid values.

James Turner & Co. have a grand lead in pound squat tins "Flag-Ship" salmon. Solid red meat, a credit to the canner and just the goods for the grocer who likes the best.

Cream sodas, which are made only by the Toronto Biscuit & Confectionery Co., are growing in favor every day. They are packed in tin boxes, and contain three pounds of selected soda biscuits.

W. H. Gillard & Co.'s advertisement this week will prove interesting reading to merchants throughout the country. It shows in concise shape the sugar crops of the world, together with the prices of the raw article at stated periods throughout the different years. It also shows the great possibilities of the sugar campaign, in that the price of raw during eighteen months of 1892 and 1893, with about the same crop available as there is for 1895 and 1896, was fully $\frac{3}{4}$ of a cent higher than at the present time. The figures presented are worth keeping for future reference.

PERSONAL MENTION.

Mrs. M. P. Card, manufacturer of "Canadian Tomato Chutnee," Guelph, had the misfortune to lose her sister, Miss Eliza Passmore Edwards, lately. Deceased had been ill for some time with a tumor of the

brain, but was not thought to be in a very dangerous condition until within a day or so of her death.

THE CLERKS' ASSOCIATION.

The meeting of the Montreal Retail Grocers' Clerks' Association, this week, was a most enthusiastic one, the members all feeling happy over the success of the early closing movement in the municipal elections. Every one of the aldermanic candidates, whose names we gave in last week's paper, and for whom we urged our friends to vote, have been elected. They are all pledged to early closing. This makes only one man opposed and two undecided. There is, therefore, no danger of a repeal of the by-law. The clerks, and especially Mr. Poirier, the president of the committee, deserve every credit for the way in which they worked the candidates and the contest. Let the experience of the Montreal clerks be followed in other cities.

The association elected these officers for the ensuing term:

Honorary president	J. B. E. Poirier.
President	J. P. Beauvais.
First vice-president	J. A. Laughran.
Second vice-president	P. Ethier.
Secretary	O. Legendre.
Assistant secretary	O. Langlois.
Treasurer	W. Archambault.
Assistant treasurer	E. Migneron.
Committee	{ Joseph Champagne
Chaplain	{ and Viateur Laforet.
Physician	{ The Abbe Bedard.
	{ Dr. F. X. Plouffe.

Judging from the immense shipments daily sent out by the Toronto Biscuit and Confectionery Co., their well-known B. F. P. cough drops must be selling freely.

You Can Make Things Lively

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

Dalley's Royal Hygienic Self-Rising Flour

Sells at sight and always pleases.

Tea, Pancake
Graham and
Buckwheat Flour



Manufactured by

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

For sale by all wholesale grocers.

Delicious Coffee

IT SETS THE PEOPLE TALKING



JAPAN TEAS "New Season's"

FROM 13½ CTS. UP.

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

J. F. RAMSAY & CO.

WHOLESALE TEA IMPORTERS

14 and 16 Mincing Lane

Toronto.



BOISSELIER'S

A perfectly pure compressed Cocoa . . . Extract

Cocoagene REGISTERED

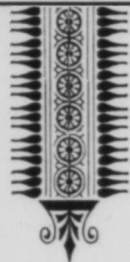
In boxes of one dozen 20-cent tubes, each tube containing 18 tablets.

One Tablet makes an excellent Cup of Cocoa.

ALL LEADING GROCERS KEEP IT.



HAVE YOU TRIED THEM ?



"Victoria" Matches

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

Write for prices to

LAPORTE, MARTIN & CIE.

Wholesale Grocers

MONTREAL

Appleton's India & Ceylon Teas

THE "TAPIR" BRAND.

SOLD IN LEAD PACKETS

*Spring Picked!!!
Skillfully 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!

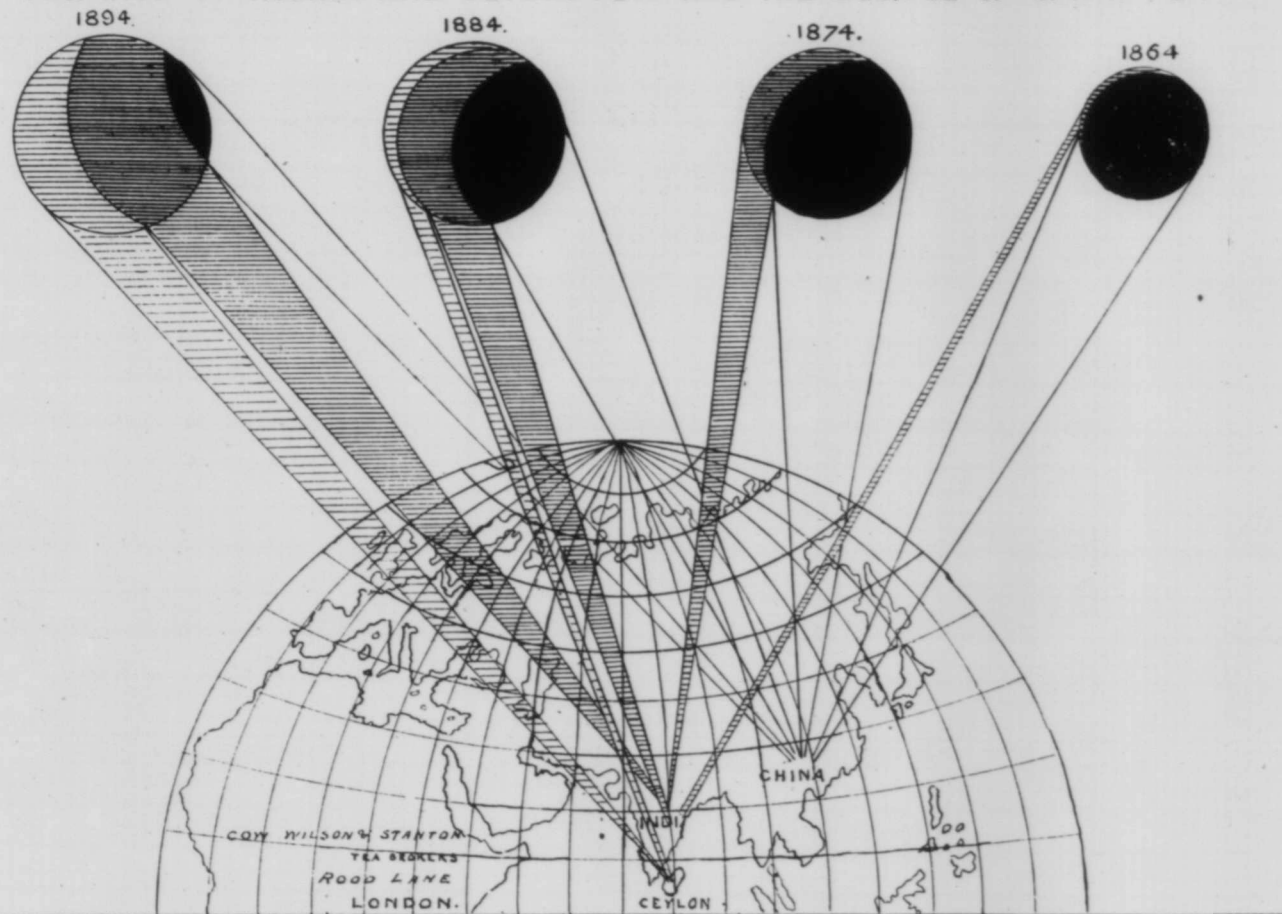
There's nothing you sell pays better!
The only fault is, you don't sell enough! Why not increase your trade by selling

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.

THE RISE OF INDIAN AND CEYLON TEA AND THE ECLIPSE OF CHINA TEH



THE AREA IN EACH CIRCLE REPRESENTS THE QUANTITY OF TEA CONSUMED IN GREAT BRITAIN IN THE YEAR NAMED
 [Pattern] REPRESENTS INDIAN TEA. [Pattern] REPRESENTS CEYLON TEA. [Pattern] REPRESENTS CHINA TEA

From One Million Pounds in 1883

To **94,000,000** Pounds in
 1895

is indeed a remarkable export record. Ceylon, little Ceylon, has done this. British grown teas, made by machinery, are driving the hand rolled teas of China out of every desirable market.

Be Wise in Time



Send to your wholesale dealer for a package of

CEYLON TEA

SELL-EVERYTHING GROCERS.

OF TWO classes of stores, one made up of numerous departments clustered about a dry goods stock, and another class where the same process has been employed with a stock of groceries as the starting point, which is the most dangerous to the legitimate grocer, and which is he justified in regarding with most hostility? We ask this question, remarks Merchants' Review, of New York, because we by no means despair of seeing several mammoth general stores started in one or more cities by grocers, as was suggested by trade papers when the department store, as it formerly existed, with two or three departments, began to branch out still further and become a cause of fear and anger to the grocers. The cry was, "fight the devil with fire," although it had not been forgotten that the grandparent of the single-stock store had been the general store of auld lang syne.

So far there has been no sign that the grocers in this country intend to adopt the sell-everything policy, but across the Atlantic there is a marked tendency in that direction.

According to The London Grocers' Journal, in Glasgow, Scotland, there has in late years been a noticeable branching out towards other lines by grocers. Its Glasgow correspondent says: "The year which has gone has been one of a searching after novelties, and a stranger visiting Glasgow would be surprised at the displays which some of the Glasgow grocers have in their windows. Indeed, he may be excused on being told 'That's a grocery over there,' if he replied, 'No, sir, that's a confectioner's.' 'No, that window there, sir, is a grocer's.' 'That window! Why, that's a furniture shop.' The fact is some of the grocers have taken to selling mail carts, perambulators, carpet brushes, coal vases, and heaven only knows what! And why is this? Simply because they find that drapers, stationers and others have taken to retailing tea, and they think they are justified in selling the articles mentioned. Then some grocers offer fowls, rabbits, etc., but they draw the line at fresh fish. They know well it would never do to offer fresh fish and hope to keep a 'sweet' shop; but it will be seen that they have attacked the furnishers, the poulterers and the confectioners. As to the last named, why, some of their windows have a much more artistic display than the best confectioners. And this is a branch that has expanded during 1895, for the simple reason that the sweets have been offered much more cheaply than they have been by the legitimate confectioner."

We will not allow that British grocers are more enterprising than our own, hence we must get ready for a new departure among grocers here, and should not be surprised to see within a few years the adding of various new departments to their businesses by grocers who to day are angry at the dry goods men because they are so greedy.

WITCHKLOTH

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

Sole Agency for Canada

TEMPLE BUILDING, 113a, MONTREAL

RICE FROM

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

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

D. W. Ross Co., Montreal, Agents

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.

GASPE DRY CODFISH, GREEN CODFISH, 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

NOVA SCOTIA FIBRED CODFISH

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

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

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

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

THE NEW WOMAN

WON'T HAVE OLD TAPIOCAS

SHE WANTS INSTANTANEOUS

JUST OUT

Book on

WINDOW DRESSING FOR GROCERS

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

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

125 S. Clark St. HARRY HARMAN CHICAGO

Pork Packers

And all curers of meat must use the best

SALT

This is the kind we sell. We hold the trade in spite of so-called modern improvements. Correspond with

The Canada Salt Association

CLINTON, ONTARIO

BUSINESS CHANCES

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

AGENTS WANTED.

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

SITUATIONS VACANT.

WANTED.—FIRST-CLASS GROCERY TRAVELLER, with good connection on Grand Trunk, west of Toronto. Reply promptly. Address CANADIAN GROCER, Toronto.

WANTED.—TORONTO HOUSE WANTS GROCERY TRAVELLER for Lake Shore District, west of Hamilton. Must have good connection. To right man, good salary. Address Box 46 CANADIAN GROCER.

TRAVELLER WANTED.—FIRST-CLASS TEA traveller for territory east and north of Belleville, on commission. No objections to carrying side-lines. Good opportunity for active salesman. Address "Business," CANADIAN GROCER, Toronto.

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

BEATTY, BLACKSTOCK, NESBITT, CHADWICK & RIDDELL
BARRISTERS, SOLICITORS, NOTARIES, ETC.

Offices—Bank of Toronto, cor. of Wellington and Church Streets,
TORONTO, ONTARIO.
Solicitors for Bank of Toronto, Board of Trade, Toronto
R. G. Dun & Co., (Mercantile Agency,) etc.

Central Business College

TORONTO AND STRATFORD.

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

SHAW & ELLIOTT, Principals.

BROOMS . . .

**R
O
O
M
S**

OUR BRANDS :

Imperial Gold Medal Victoria
Bamboo Carpet Standard Leader

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

CHAS. BOECKH & SONS
Manufacturers. TORONTO, ONT.

CONFIDENCE

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

JOHNSTON'S

FLUID BEEF

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

THE JOHNSTON FLUID BEEF CO. MONTREAL.

The "GENUINE"

Is a Chimney full of quality
See our Registered Trade
Mark on each one.

Heat will not break it

Full Lead
Flint-Wrapped
and Labelled

Do not buy any so-called
Flint Chimney, but insist
on having the GENUINE

GOWANS, KENT & CO., Toronto

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**

THE assignee announces another dividend of 5 per cent. paid by the estate of Samson, Kennedy & Co. Up to the present time the creditors have received dividends amounting to about 25 per cent. It is not known yet whether the estate will pay anything more after legal expenses, etc., are deducted.

H. Laniel, grocer, Montreal, will meet his creditors the 8th inst.

The stock of E. A. Beaucaire, grocer, Montreal, is under seizure.

Z. Boismenu, grocer, Montreal, is offering to compromise at 20c. on dollar.

A. B. Valliquette, grocer, Montreal, has compromised at 60c. on the dollar.

E. C. Callaghan, general merchant, Cornwall, has compromised at 80c. on the dollar.

Miss E. Leclerc, general merchant, Warwick, Que., has compromised at 60c. on the dollar.

E. J. Carter & Co., general merchants, Bond Head, have assigned to J. W. Lawrence, Toronto.

Albert Begaouette, grocer, Montreal, has secured a settlement with his creditors at 30c. on the dollar.

David Moreault, general merchant, St. Angele de Laval, has compromised at 50c. on the dollar, cash.

Beemer & Co., shoe merchants, Brantford, have compromised with their creditors at 50c. on the dollar.

Stephen Woodcock, general merchant, of Nordland, Ont., has assigned to Jas. P. Langley. The liabilities and assets are about \$1,500 each.

Graham & Cathcart, general merchants, of Stuttsville, have assigned to Richard Tew. The assets are \$2,000, and the liabilities slightly in excess of this figure.

Grant & Hooper, a Chatham firm, dealing in bankrupt stocks, have assigned to Henry Barber & Co. The liabilities are about \$13,000 and the assets nominally the same.

Robt. S. Dunlop, grocer, Queen street, has made an assignment to Peter Rutherford for the benefit of his creditors. It is fully expected that Mr. Dunlop will pay one hundred cents on the dollar. The liabilities are about \$1,240, and nominal assets considerably more than this.—Banner, Chatham.

SALES MADE AND PENDING.

John Cameron, general merchant, Edmonton, has assigned.

The assets of L. Rosseau, grocer, Montreal, are to be sold.

J. O. Fagan, general merchant, Sorel, Que., has assigned.

F. Brownell, general merchant, Northport, N.S., has assigned.

Nathaniel Churchill, general merchant, Wilmot, N.S., has assigned.

The stock of R. Pratt, grocer, Wolfville, has been sold by assignee.

Damase Thibaudeau, fruits, etc., has compromised at 50c. on the dollar.

The stock of A. Samoissette, grocer, St. John's, Que., is under seizure.

The assets of S. Charron, grocer, St. Cunegonde, Que., are to be sold.

The stock of the estate of John Saunders, grocer, Harriston, has been sold.

Thos. A. Garland, general merchant, Portage la Prairie, Man., has assigned.

Alfred Allen, dry goods and groceries, Banda, is advertising his business for sale.

E. S. Thompson, grocer, St. John, N.B., is offering to compromise at 20c. on the dollar.

The stock of P. St. Michael & Co., fruits, etc., Quebec, has been sold at 60c. on the dollar.

The assets of Joseph Brunet, grocer, Montreal, have been sold at 44c. on the dollar.

The assets of T. Price & Co., grocers, Montreal, have been sold at 43c. on the dollar.

The assets of E. Seguin, boots and shoes, Montreal, have been sold at 55c. on the dollar.

The stock of J. & A. Guerette, tea merchants, Levis, Que., has been sold at 24c. on the dollar.

The stock, etc., of the estate of R. S. Gage, general merchant, Newbury, are to be sold by auction on the 10th inst.

The stock of Z. Boismenu, grocer, Montreal, has been sold. So has that of J. A. Debiens, another Montreal grocer.

An insolvency declaration has been applied for in the matter of W. Stanford, general merchant, Bonne Bay, Nfld.

PARTNERSHIPS FORMED AND DISSOLVED.

Miner & Co., grocers, St. Thomas, have dissolved partnership. W. A. Miner continues.

—Maybee & Derbyshire, general merchants, Odessa, Ont., have dissolved. Bryan Derbyshire continues.

Finklestein & McCutcheon, general merchants, Carberry, Man., are dissolving February 16. Mr. Finklestein continues.

Holmes, Moore & Courtright, general merchants and manufacturers of stoves, lumber, etc., Inwood, Ont., have dissolved.

A co-partnership has been registered at Joggins Mines, N. S., by P. H. & F. G. Melanson to carry on business as general merchants, under the style of Melanson Bros.

L. Chaput, Fils & Co., wholesale groceries and liquors, Montreal, have dissolved; E. St. Denis and L. N. Starnaud retired. A new partnership has been formed, composed of Charles Chaput, L. E. Geoffrion, E. D. Marceau and Ferd. Prudhomme; style unchanged.

CHANGES.

F. A. Ethier has opened up a grocery trade in Montreal.

A. Bright, grocer, Winnipeg, has sold out to W. J. Smith & Co.

P. W. Bates, general merchant, Jasper, has removed to Merrickville.

D. J. Dutton, general merchant, Park Hill, has removed to Elora.

T. R. Flood, general merchant, Harrow, has been succeeded by Clark & Bell.

W. F. Ross, Sr., general merchant, is commencing business in Hopetown, Que.

Watts & Son is the name of a new firm of general merchants which are starting into business in Odessa, Ont.

FIRES.

The premises of Joseph Gour, grocer, Montreal, have been damaged by fire.

E. O. Runians, general merchant, Brantford, has had his premises damaged by fire and water; insured.

DEATHS.

Robt. Johnson, grocer, St. Stephen, N.B., is dead.

HE BLAMES "THE GROCER."

In a letter to THE CANADIAN GROCER, Mr. J. C. Saunders, of Manitou, says:

"I might just say I have been very successful in business, and I have THE CANADIAN GROCER to thank for it, for it is a great guide for a man in business. I could not get along without it."

CALIFORNIA RAISIN SHIPMENTS.

According to mail advices the shipments of raisins from the San Joaquin Valley for the season of 1895, to January 1, were 32,500 tons. At the date the letter was written there were on hand about 5,000 tons, making a total production of about 3,000 cars of about 12 tons each (a minimum carload) for the season, in addition to 300 or 350 cars from other points in the State. There is still some stock in the Woodland and other districts, but it is scattered among a number of holders.

"HONESTY" IN BUSINESS.

"And now, my son," said the loving father, "as you are about to go into business for yourself, it is well for you to remember always that 'honesty is the best policy.'"

"Yes, papa," said the high-browed youth.

"That 'honesty is the best policy,' and," continued the old man, "if you will study up the laws you will be surprised to find how many things you can do in a business way and still be honest."—Grocery World.

These are the kind of days that one gets a bad cough. Have on hand a line of the B. F. P. cough drops, and you will find good market for them. They are reliable.

London—Paris—Hamburg

From all points we can save expense to direct importers of small shipments. The Co-operative System does it. Write for particulars.

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

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

In Dec. '95

We sold more Salt than any other firm, outside the manufacturers, in Canada. It has taken us ten years to accomplish this, and we want to increase our business by having your Salt trade, not only for the next carload you want but for just as long as we can make our shipments satisfactory to you, and the price will be the lowest possible figure at which Salt can be had. When you want anything in Salt, write US.

The Toronto Salt Works
 128 Adelaide Street East
 TORONTO, ONT.

The Sydenham Glass Co., Ltd.

WALLACEBURG, ONT.

Manufacturers of

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.**

OFFICE AND WORKS:

WALLACEBURG, 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.



Always the Same . .

Keen's Oxford Blue



For the Laundry.
For the Household.

For Wash Day.
For Every Day.

KEEN'S OXFORD is a Steady Seller all the Year Round.

CURRENT MARKET QUOTATIONS

TORONTO, Feb. 6, 1896.

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

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

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

BAKING POWDER.

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

PURE GOLD.	
5 lb. cans, 1 doz. in case	19 80
4 lb. cans, 2 doz. in case	16 00
2 1/2 lb. cans, 1 and 2 doz. in case	10 50
16 oz. cans, 1, 2 and 4 doz. in case	4 60
12 oz. cans, 2 and 4 doz. in case	3 60
8 oz. cans, 2 and 4 doz. in case	2 40
6 oz. cans, 2 and 4 doz. in case	1 80
4 oz. cans, 4 and 6 doz. in case	1 25
10 cent can	0 90



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

W. H. GILLARD & CO., PROPRIETORS.

Diamond—	
1/4 lb. tins, 4 oz. cases	0 67 1/2
1/2 lb. tins, 3 doz. cases	1 17
1 lb. tins, 2 doz. cases	1 98

LUMSDEN BROS.

Boston Baking Powder, 1-lb. tins ..	\$1 25
Standard Baking Powder, 1-lb. tins..	1 50
Jersey Cream B'kg Powder, 1/4-lb. tins.	75
" " " " " " " " " " " " " " " "	1 25
" " " " " " " " " " " " " " " "	2 25

BLACKING.

DAY & MARTIN'S BLACKING.

Paste. (Boxes of 3 doz. each. per gross.	
No. 1 size (4 gross to a case)	\$ 2 40
No. 2 size 3 " " " " " " " " " " " "	3 30
No. 3 size 3 " " " " " " " " " " " "	5 00
No. 4 size 2 " " " " " " " " " " " "	6 85
No. 5 size 2 " " " " " " " " " " " "	9 00
Embos'd 97 4 " " " " " " " " " " " "	6 00
Liquid. per doz.	
Pints, A (6 doz. per bbl)	\$ 3 30
" " " " " " " " " " " " " " " "	2 25
" " " " " " " " " " " " " " " "	3 00
" " " " " " " " " " " " " " " "	1 25
Russet Paste. (3 doz. in box) per gross.	
No. 1. In tins	\$ 3 75
" 2. " " " " " " " " " " " "	5 85
" 3. " " " " " " " " " " " "	7 85
Russet Cream. (1 gross cases) per doz.	
No. 1. In bottles	\$ 0 80
" 2. " " " " " " " " " " " "	1 60
" 3. " " " " " " " " " " " "	1 90
" 4. " " " " " " " " " " " "	2 60

Polishing Paste. (3 doz. in box) per gross.	
No. 1. In bottles	\$3 75
" 2. " " " " " " " " " " " "	5 65
" 3. " " " " " " " " " " " "	7 85

Polishing Cream. (1 gross cases) per doz.	
No. 1. In bottles	\$0 80
" 2. " " " " " " " " " " " "	1 35
" 3. " " " " " " " " " " " "	2 25

In Metal Tubes	
No. 1. " " " " " " " " " " " "	1 90
" 2. " " " " " " " " " " " "	2 25
" 3. " " " " " " " " " " " "	2 25

Ivoryine. per doz.	
Small. In patent stoppered bottles, sponge attached	\$0 80
No. 1. " " " " " " " " " " " "	1 35
" 2. " " " " " " " " " " " "	25 00

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

P. G. FRENCH DRESSING. per doz.	
No. 7, 1 or 2 doz. in box	\$2 00
No. 4, 1 or 2 doz. in box	1 25

CROWN PARISIAN DRESSING..... per doz.	
No. 4, 1 or 2 doz. in box	9 00

BLACK LEAD.	
Reckitt's Black Lead, per box	\$1 15
Each box contains either 1 gross, 1 oz., 1/2 gro, 2 oz., or 1/4 gro. 4 oz.	

Silver Star Stove Paste		per gross.
Dixon's Carluet of Iron Stove Polish, 70c doz	7 20	

BLUE.	
KEEN'S OXFORD. per lb.	
1 lb. packets	\$0 17
1/4 lb. " " " " " " " " " " " "	0 17
Reckitt's Square Blue, 12-lb. box ..	0 17
Reckitt's Square Blue, 5 box lots ..	0 16

CORN BROOMS	
CHAS. BOECKH & SONS. per doz. net.	
Carpet Brooms—	
" Imperial," extra fine, 8, 4 strings..	\$3 65
" " " " " " " " " " " "	3 45
" " " " " " " " " " " "	3 25

"Victoria," fine, No. 8, 4 strings..		3 30
" " " " " " " " " " " "	3 10	
" " " " " " " " " " " "	2 90	
" Standard," select, 8, 4 strings..	2 90	
" Standard," select, 7, 4 strings..	2 75	
" " " " " " " " " " " "	2 60	
" " " " " " " " " " " "	2 40	

CANNED GOODS.

per doz.	
Apples, 3s	\$0 85 \$0 55
" " " " " " " " " " " "	2 00 2 25
Blackberries, 2	1 75 2 00
Blueberries, 2	0 90 1 10
Beans, 2	0 75 0 95
Corn, 2s	0 75 0 95
Cherries, red pitted, 2s	2 60 2 25
Peas, 2s	0 90 0 55
" " Sifted select	1 10
" " Extra sifted	1 45 1 50
Pears, Bartlett, 2s	1 65 1 75
" " " " " " " " " " " "	2 40
Pineapple, 2s	1 75 2 40
3s	2 40 2 50
Peaches, 2s	1 90 2 20
" " 3s	2 65 3 00
Plums, Green Gages, 2s	1 85 2 60
" Lombard	1 60 1 75
" Damson Blue	1 60 1 75
Pumpkins, 3s	0 85 0 90
" " " " " " " " " " " "	2 10 2 25
Raspberries, 2s	1 40 2 00
Strawberries, choice, 2s	1 90 2 40
Succotash, 2s	0 80 0 95
Tomatoes, 3s	1 75 2 25
Lobster, talls	2 30 2 60
" flats	1 10 1 20
Mackerel	1 35 1 10
Salmon, Sockeye, talls	1 55 1 75
" " " " " " " " " " " "	1 15 1 20
" Cohoes	0 15 0 13
Sardines, Albert, 1/2's tins	0 20 0 25
" " " " " " " " " " " "	0 20 0 25
" Sportsmen, 1/2's genuine French high grade, key opener, key opener, 1/2's ..	0 12 1/2 0 10 1/2
" " " " " " " " " " " "	0 10 1/2 0 11
" " " " " " " " " " " "	0 18 1/2 0 19
" " " " " " " " " " " "	0 16 0 17
Sardines, other brands 9 1/2 11 ..	0 23 0 25
" " P. & C., 1/2's tins	0 35 0 35
" " " " " " " " " " " "	0 35 0 35

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

When you buy

STARCH

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

EDWARDSBURG STARCH CO.

Cardinal, Ont

Sardines, Amer., 1/4 s	0 04 1/2	0 09
" Mustard, 1/2 size, cases	0 09	0 11
50 tins, per 100	10 00	11 00
MARSHALL & CO., SCOTLAND.		
Fresh Herring, 1-lb.	1 10	1 15
Kipperd Herring, 1-lb.	1 65	1 90
Herrings in Tomato Sauce	1 70	1 90
Herrings in Shrimp Sauce	2 00	2 00
Herrings a la Sardine	2 40	2 40
Preserved Bloaters	1 85	1 90
Real Findon Haddock	1 85	1 90
CANNED MEATS.		
(CANADIAN.)		
Comp Corn Beef, 1-lb. cans	\$1 40	\$1 50
" " " 2	2 40	2 55
" " " 4	4 00	4 25
" " " 6	7 75	8 25
" " " 14	16 00	18 00
Mincee Callops	2 00	2 60
" " " 2	2 60	2 65
Lunch Tongue	3 40	3 50
" " " 2	6 00	6 00
English Brawn	2 75	2 80
Camb Sausage	1 00	4 00
Soups, assorted	1 50	2 25
Soups and Boull.	1 80	4 50

CHEWING GUM.

ADAMS & SONS CO.		per box
Tutti Frutti, 36 5c bars	\$1 20	
Pepsin Tutti Frutti, 23 5c packages	0 75	
Pepsin Tutti Frutti, in glass-covered boxes, 23 5c packages	0 80	
Horhound Tutti Frutti, glass tops, 36 5c packages	1 20	
Cash Register, 3905c bars and pkgs	15 00	
Tutti Frutti Show Case, 180 5c bars and packages	5 50	
Glass Jar with Pepsin Tutti Frutti, 115 5c packages	3 75	
Tutti Frutti Girl Sign Box, 160 5c bars and packages	6 00	
Tutti Frutti Cash Box, 160 5c bars and packages	6 00	
Variety Gum (new), 150 1c pieces	1 00	
Oration Blossom, 150 1c pieces	1 00	
Flirtation Gum, 150 1c pieces	0 65	
Monte Cristo, 180 1c pieces	1 30	
Mexican Fruit, 36 5c bars	1 20	
Sappota, 150 1c pieces	0 90	
Orange Sappota, 160 1c pieces	0 75	
Black Jack, 115 1c pieces	0 75	
Red Rose, 115 1c pieces	0 75	
Magic Trick, 115 1c pieces	0 75	
Red Spruce Chico, 200 1c pieces	1 00	

CHOCOLATES & COCOAS.

CADBURY'S.		per doz.
Cocoa essence, 3 oz. packages	\$1 65	
Mexican chocolate, 1/4 and 1/2 lb. pkgs.	0 40	
Rock Chocolate, loose	0 37 1/2	
" " " 1-lb. tins	0 40	
Cocoa Nibs, 11-lb. tins	0 40	
TODHUNTER, MITCHELL & CO.'S		
Chocolate—		
French, 1/4 s—6 and 12 lbs.	0 30	
Caracas, 1/4 s—6 and 12 lbs.	0 35	
Premium, 1/4 s—6 and 12 lbs.	0 30	
Sante, 1/4 s—6 and 12 lbs.	0 26	
Diamond, 1/4 s—6 and 12 lbs.	0 22	
Sticks, gross boxes, each	1 00	
Cocoa—		
Homeopathic, 1/4 s, 8 and 14 lbs.	0 30	
Pearl, " " " "	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'.		
Case of 112 lbs. each	0 35	
Smaller quantities	0 37 1/2	

FRY'S		per lb.
(A. P. Tippet & Co., Agents.)		
Chocolate—		
Caracas, 1/4 s, 6-lb. boxes	0 42	
Vanilla, 1/4 s	0 42	
" Gold Medal Sweet, 6 lb. bxs.	0 29	
Pure, unsweetened, 1/2 s, 6 lb. bxs.	0 42	
Fry's "Diamond", 1/4 s, 6 lb. bxs.	0 24	
Fry's "Monogram", 1/4 s, 6 lb. bxs.	0 24	
Cocoa—		
Concentrated, 1/4 s, 1 doz. in box	2 40	
" " " 1 lb.	0 22	
Homeopathic, 1/4 s, 14 lb. boxes	0 33	
" " " 1/2 lb. 12 lb. boxes	0 33	
JOHN P. MOTT & CO.'S		
(R. S. McIndoe, Agent, Toronto.)		
Mott's Broma, 1/4 s, 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, 1/4 lb., tins	0 49	

COFFEE.

Green.		per lb.
Mocha	0 28	0 30
Old Government Java	0 30	0 33
Rio	0 20	0 21 1/2
Plantation Ceylon	0 29	0 31
Porto Rico	0 24	0 28
Guatemala	0 24	0 28
Jamaica	0 21	0 22
Maracaibo	0 21	0 23
TODHUNTER, MITCHELL & CO.'S		
Excelsior Blend	0 34	
Our Own	0 32	
Jersey	0 30	
Laguaya	0 28	
Mocha and Java	0 35	
Old Government Java	0 30	0 32
Arabian Mocha	0 30	
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	4 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
Madder	0 12 1/2	

EXTRACTS.

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

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

Beardsley's Boneless Herring. 2 doz. 1 4

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

BUY LIPTON'S TEAS

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



Over 1,000,000 Packages sold weekly

LIPTON'S Delicious Teas

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

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

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

LIPTON TEA PLANTER CEYLON

Chief Offices: City Road, London, England.
United States Offices: 80 Front 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 Grocers and Importers at specially favorable rates.

Further particulars obtainable by applying to Local Agent, or to

JAMES J. RILEY & SONS
Managers for Canada Montreal

Notice

TO THE WHOLESALE TRADE ONLY . . .

You Can Buy plug tobaccos duty paid.
Sweet Navy Chewing, all sizes, 25c. to 35c. per lb. Bright Honey Chewing, all sizes, 33c. to 43c. per lb. All kinds of Cut Tobaccos, 20c. to 35c. 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 Crystal Pitcher

... **Free**

with

TUTTI FRUTTI

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

ADAMS & SONS CO.

11 & 13 Jarvis Street, Toronto



YOU CAN PLEASE YOUR CUSTOMERS

SELLING

BRANTFORD STARCH

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, Mon- ing, 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.
Green label, retailed at 30c. per lb. 0 22
Blue “ “ 40c. 0 30
Red “ “ 50c. 0 36
Gold “ “ 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, 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
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. box	0 38
I. O. F., 1-10, 5 lb. box	0 28 1/2
Solmer, 1-10, 5 lb. box	0 32 1/2
Imperial Cigarette Tobacco, 1-10, 5 lb. box	0 40
Quesnel Tobacco, all sizes	0 60
Crown Cut Plug Mixture, 1/2 lb. tin	0 50
1 lb. tin	0 47

Cigarettes—	
Sonadora Havana	per 1,000 10 00
Royal Turkish Egyptian	10 00
Creme de la Creme	7 50
Marquise cigarettes, Canadian	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
Spun roll chewing, boxes	0 55
Plug smoking (with or without tags)—	
Black Crown smoking, in caddies	per lb. 0 35
Crown Rouge smoking	0 38
Leaf tobacco, in bales	0 08
0 20	
Cigars—	
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 Com- me 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, Prin- cess, 1-10	25 00
Ditto, low grades	13 50

Cigars.	
S. DAVIS SONS, MONTREAL.	
Sizes.	
Madre E' Hijo, Lord Lansdowne	Per M. \$60 00
“ Panetelas	60 00
“ Bouquet	60 00
“ Perfectos	85 00
“ Longfellow	85 00
“ Reina Victoria	80 00
“ Pins	55 00
El Padre, Reina Victoria	55 00
“ Reina Victoria Especial	50 00
“ Conchas de Regalia	50 00
“ Bouquet	55 00
“ Pins	50 00
“ Longfellow	80 00
“ Perfectos	80 00
Mungo, Nine	35 00
Cable, Conchas	30 00
Queens	29 00
Cigarettes—All Tobacco—	
Cable	7 00
El Padre	1 00
Mauricio	15 00

DOMINION CUT TOBACCO WORKS, MON- TREAL.	
Cigarettes—	
Athlete	Per M. \$7 50
Puritan	6 25
Sultana	5 75
Derby	4 25
B. C. No. 1	4 00
Sweet Sixteen	3 75
The Holder	3 85
Hyde Park	10 50
Cut Tobaccos—	
Puritan, 10ths, 5-lb. boxes	per lb. 0 70
Old Chum, 9ths, 5-lb. boxes	0 75
Old Virginia, 1-10 lb. pkg., 10-lb. boxes	0 62
Gold Block, 9ths, 5-lb. boxes	0 73
Cigarette Tobacco—	
B. C. N. 1, 1-10, 5-lb. boxes	0 83

Puritan, 1-10 5-lb. boxes	0 83
Athlete, per lb.	1 15
Plug Tobaccos—	
Old Chum, plug, 4s, Solace, 16 lbs.	0 68
“ “ 8s, “ 16	0 68
“ “ 8s, R. & R. 13 1/2	0 68
“ “ 7s, R. & R. 14 1/2	0 58
“ “ 7s, Solace, 14 1/2	0 58
“ “ 8s, R. & R. 16	0 58
“ “ 8s, Solace, 15	0 58
O. V. “ plug 8s, Twist, 16	0 58
O. V. “ “ 3s, Solace, 17 1/2	0 55 1/2
Derby “ 12s, “ 17 1/2	0 51
Derby “ 7s, “ 17	0 51
Athlete “ 5s, Twist 9	0 74

WOODENWARE.	
Sizes.	
Pails, 2 hoop, clear, No. 1	per doz. \$ 1 60
“ 2 “ “ “	1 65
“ 3 “ “ “	1 40
“ 3 “ “ “	1
“ “ painted “ 2	1
Tubs, No. 0	9
“ 1	7 50
“ 2	6 50
“ 3	5 50
Washboards, Globe	1 90
“ Water Witch	1 40
“ Single Crescent	1 85
“ Double	2 75
“ Jubilee	2 25
“ Globe Improved	2 60
“ Quick and Easy	1 80
“ World	1 75
“ Rattler	1 30
Butter Tubs	1 60
Mops and Handles, combined	1 25
Butter Bowls, crates assort'd.	3 60

THE E. B. EDDY CO.		
Per Case.		
Washboards, Planet	5-Case Lots,	Single Case
“ Waverly		
“ XX		
“ X		
“ Electric Duplex		
“ Special Globe		
Matches—		
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 20	2 40

Licorice Goods

SOME OF OUR LEADERS ARE :

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

YOUNG & SMYLIE,

Brooklyn, N.Y.

B
S
H

Th

DUR

TR

The W

The g
Hoops,
possibly
with thi

Repre
Chas.

Oak

1, 2,
1, 2,
1, 2,
1, 2,
1, 2,
Butch
Fruit

Fo

For

25 cents

We will mail you a valuable little book on

**BUYING
SELLING AND
HANDLING OF TEA**

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

The MacLean Publishing Co.

26 Front St. West, Toronto.

DURABLE PAILS AND TUBS.



TRY THEM

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

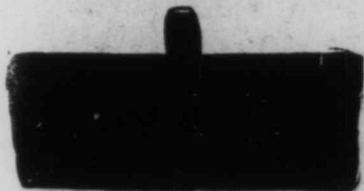
The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. **BEST GOODS MADE.**

Represented by

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

**THE
Oakville Basket Co.,**

MANUFACTURERS OF



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

For sale by all Woodenware Dealers

Oakville, Ont.

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

.. ODART'S SPECIALTIES ..

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

ODART'S PICKLE - AND - ODART'S SAUCE

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

The Dry Goods Review

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



CLUBBING RATES

The Dry Goods Review and
The Canadian Grocer

\$3.00

Send for Samples.

THE DRY GOODS REVIEW

TORONTO

. . . . MONTREAL

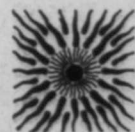


Crosse &

Blackwell

CELEBRATED FOR

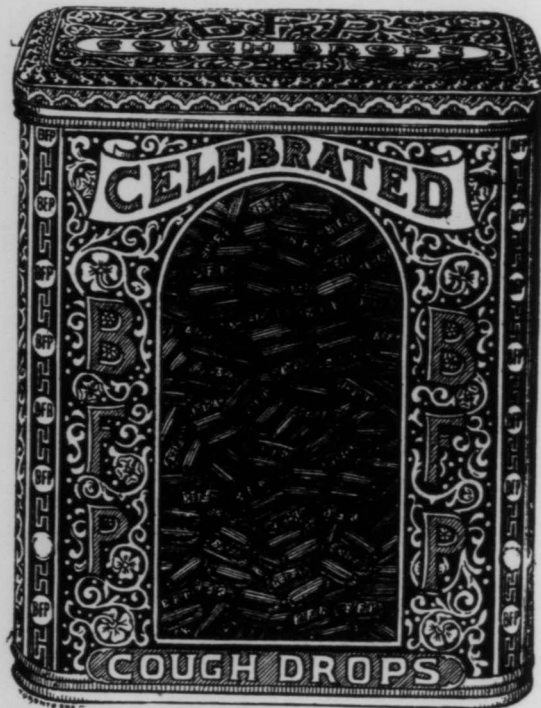
- Jams,
- Pickles,
- Sauces,
- Potted Meats,
- Table Delicacies.



—SOLD BY—

All Grocers in Canada.

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



B.F.P. Cough Drops

SOOTHING AND HEALING

Convenient in size and shape and pleasant to the taste. Put up in 5-lb. Glass Front Canisters.

Toronto Biscuit & Confectionery Co.

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

LEA AND PERRINS'

Observe that the SIGNATURE

Is now printed in blue ink diagonally across the

OUTSIDE WRAPPER

Of every Bottle of the

Sold Wholesale by the Proprietors, Worcester; Grosse & Blackwell, Limited, London; and Export Oilmen generally, RETAIL EVERYWHERE.

ORIGINAL . . . WORCESTERSHIRE

SAUCE.

AGENTS—J. M. Douglas & Co., and Urquhart & Co. Montreal

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

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

COX'S GELATINE Always Trustworthy.
ESTABLISHED 1726.

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

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

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

Offices in the principal cities of the United States Canada, the European Continent, Australia and in London, England.
The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICES 36 Front St. East and 27 Wellington St. East.
THOS. O. IRVING, Superintendent.

Oakey's
'WELLINGTON'
KNIFE POLISH

The Original and only Genuine Preparation for Cleaning Cutlery.

JOHN Oakey & Sons, Limited,
Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.
Wellington Mills, London, England
REPRESENTATIVE IN CANADA:
JOHN FORMAN, 650 Craig Street MONTREAL