

S. DAVIS & SONS, LARGEST CIGAR MANUFACTURERS IN CANADA.

THE CANADIAN GROCER

VOL. VIII

TORONTO, SEPTEMBER 21, 1894.

No. 38

COLMAN'S MUSTARD



BEST ON EARTH

MANUFACTURERS TO HER MAJESTY THE QUEEN, Etc.



HUNTLEY & PALMERS

ENGLISH BISCUITS

The Largest Biscuit Manufacturers in the World

Address, Huntley & Palmers, READING,
or 162 Fenchurch St., LONDON, E.C.

} ENGLAND

Representative, MR. EDWARD VALPY, 28 Reade St., NEW YORK

"LA CADENA" and "LA FLORA" The Cream of the Havana Crop.

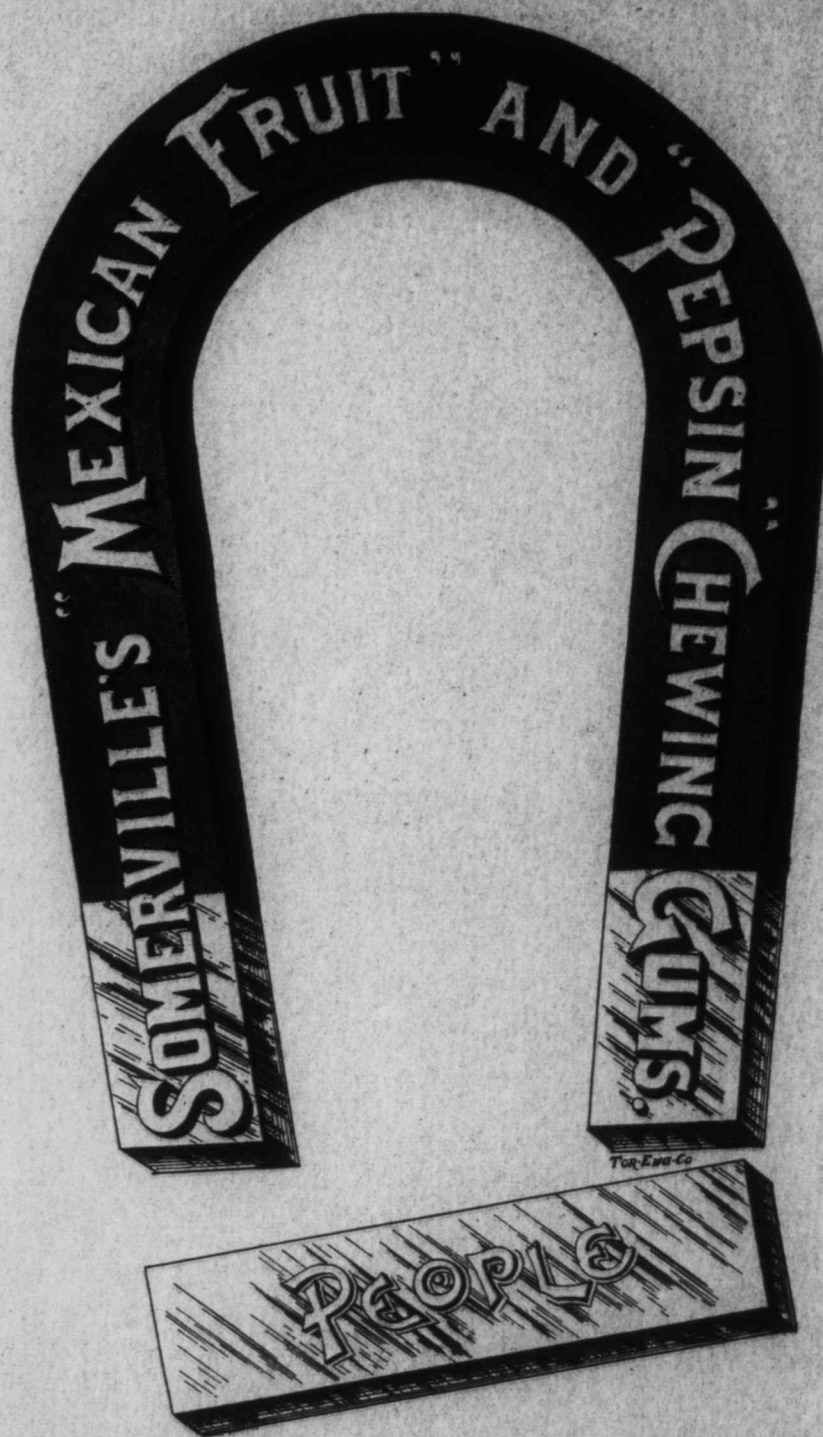
FINE GOODS OUR SPECIALTY.

ALL THE LEADING WHOLESALE TRADE HANDLE OLD CHUM PLUG AND CUT AND DERBY STOKING TOBACCOS.

MUNGO CIGARS, EXCEPTIONALLY FINE.

MADRE E' HIJO (7 SIZES).

EL PADRE AND CABLE EXTRA.



SOMERVILLE'S "MEXICAN FRUIT",

LARGE SELLER. PAYS WELL. KEEP IT IN STOCK.

WRITE FOR
ADVERTISING MATTER.

C. R. SOMERVILLE

LONDON, ONT.

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FOR
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Standard Goods THE Best to Handle

FRY'S Cocoas and Chocolates

ARE ABSOLUTELY PURE

.. 66 PRIZE MEDALS ..



It pays to sell them. Annual sales over 34,000,000

FOR
PURITY



FOR
STRENGTH

This brand is always reliable. Highest test 98.50% pure.

Made only by **The UNITED ALKALI CO. Ltd., Liverpool**



ANALYSIS OF

Verdin Cooke's Table and Dairy Salt

"I find this Salt to be remarkably free from foreign substances, there being no trace of Nitrates and Calcium Chlorides."

Chloride of Sodium	99.33
Sodium Sulphate,	trace
Calcium Sulphate,	trace

For Sale by

Ed. Adams & Co., London, Ont.
F. W. Fearman, Hamilton, Ont.

W. F. BEST, Analytical Chemist,
Dominion Analyst.

CANADIAN AGENTS

ARTHUR P. TIPPET & CO.

MONTREAL
30 St. Francis Xavier Street

TORONTO
43½ Wellington Street East

ST. JOHN, N.B.
Prince William Street

Lynx Salmon

Has Arrived. Maple Leaf, Beaver, Tiger, Columbia, are expected shortly. Having made large purchases we can quote low as the lowest for these choice brands Red Sockeye Salmon.

T. B. ESCOTT & CO.
LONDON

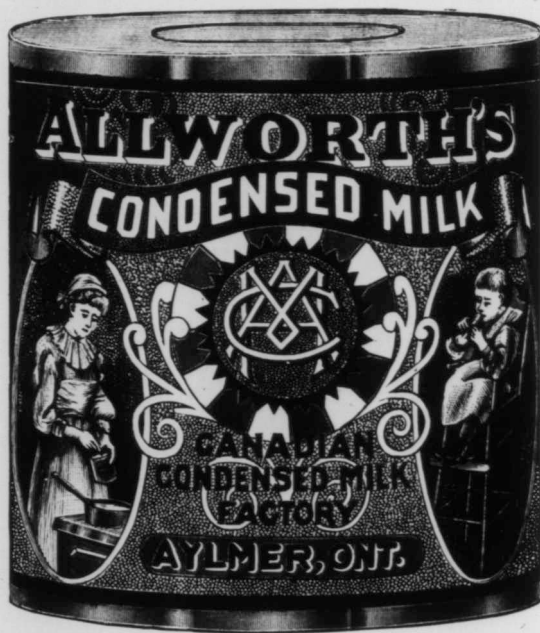
AGENTS:

H. P. Eckardt & Co.
TORONTO



AGENTS:

Jas. Turner & Co.
HAMILTON



Body and Richness
Purity and Strength

Are all combined in **Allworth's Condensed Milk.** It is much superior to common milk for Cooking and Baking, Tea, Coffee, Cocoa, Ice Cream or Fruit, and is **A Most Wholesome Infants' Food.**

G. C. ALLWORTH & CO.

Aylmer,
Ontario.

STRIKE HIM HARD

that is your grocery traveler
for

PATERSON Woster Sauce

For price quality and value

It has no equal.

ROSE & LAFLAMME

Agents . . .

MONTREAL

For a few dollars paid
regularly every month or
quarter, you can have a safe
built to order, just the size
and style you want.

J. & J. Taylor

Toronto
Safe
Works

BATTY & CO.,

LONDON,
ENGLAND

Batty's
Nabob
Pickles


Crown
Pickles



Batty's
Nabob
Sauce
Batty's
Worcester
Sauce

For sale by Leading Wholesale Grocers.

WRIGHT & COPP, Dominion Agents Toronto



F. W. HUDSON & CO.
AGENTS TORONTO

Why
It
Sells

EVERYBODY
LIKES IT



A Cup of Coffee Exclusively Delicious

YOU WILL WANT NO OTHER.

TODHUNTER, MITCHELL & Co.
TORONTO

Soufflet Cases

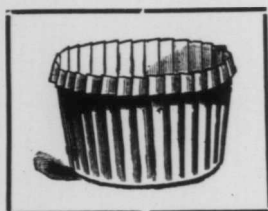
Pie Collars

Ice Cases

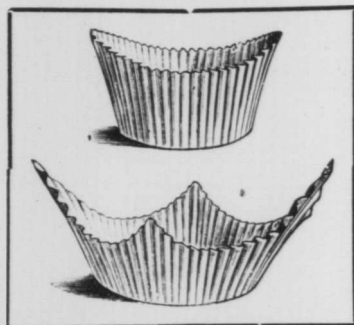
MANUFACTURED BY

MANSELL, HUNT, CATTY & CO., Ltd.

LONDON, ENGLAND.



SOUFFLET CASE



INDIVIDUAL CRIMPED CASES

Soufflet Cases as shown in cut are used for Creams, Charlotte Russe, Ices, Jellies, Blanc Mange, etc., etc. We carry a full line of assorted styles.

The Individual Crimped Cases are used by first-class grocers and confectioners in making a neat finish to the top layer of a box of chocolate creams, etc. We have a large assortment of styles and sizes. Put up in boxes of 1,000 of a kind. Send us a trial order.

We have also a large assortment of Japanese Napkins, which are just the thing for picnic parties, ice cream parlors and general use, at prices ranging from \$4.00 to \$6.50 per 1,000. These Napkins are also suitable as advertising novelties.

SOLE AGENTS IN CANADA :

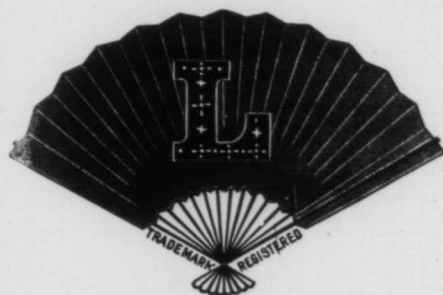
Dominion Paper Box Company 36-38 Adelaide Street West, Toronto

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Fresh
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Get samples and prices from our travellers . . .

Teas! Teas!

China and Japan are at war, but that does not affect the increase of sales of the celebrated "Fan" brand of

Japan, China, India, and Ceylon Teas

EDWARD ADAMS & CO., London

ESTABLISHED 1844.

WHOLESALE GROCERS

CHAS. SOUTHWELL & CO.'S

High-class **Jams, Jellies, and Marmalades**

We are making a specialty of

Orange Marmalade

In 1 lb. Glass Jars,
Price, \$1.50 per doz., net.

Handsomely put up,
Orders can be booked now.

Write for Price List of other styles.



FRANK MAGOR & CO.,

16 St. John Street

MONTREAL

N.B.—Messrs. Southwell's goods are equal to any imported and superior to most.

- Fresh Herrings
- Kippered Herrings
- Herrings in Tomato Sauce
- Herrings in Shrimp Sauce
- Herrings in Anchovy Sauce
- Herrings a-la-Sardine
- Preserved Bloaters, Etc.
- Salt Herrings in Kegs

To the Trade

We beg to advise that the last trip of the S. S. "State of Georgia," sailing direct from Aberdeen to Montreal, will leave about October 10th. To avail of **low freights** on Messrs. Marshall & Co.'s Fish Products orders will require to be forwarded to us at once. Awaiting your valued favors.

We remain, very truly yours,

WALTER R. WONHAM & SONS

MONTREAL

Sole agents for
Canada

A Rising Jewel *

THE "DIAMOND"

This Baking Powder stands alone, far beyond the reach of competition. Incomparably the purest, most economical, and efficacious. Good cooks endorse it everywhere. Have you handled it? If not, why not? You lose more than we do by not introducing it to your customers.

W. H. Gillard & Co., - - Hamilton, Ont.

JOHN MOUAT, Northwest Representative, WINNIPEG.

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WM. PATERSON & SON

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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. VIII. (Published Weekly)

TORONTO AND MONTREAL, SEPTEMBER 21, 1894

(\$2.00 per Year) No. 38

J. B. McLEAN,
President.

HUGH O. McLEAN,
Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS

AND

TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: 10 Front St. E.

MONTREAL OFFICE: 148 St. James St.

E. Desbarats, Manager.

NEW YORK OFFICE: Room 41, Times Building.

Roy V. Somerville, Manager.

EUROPEAN BRANCH:

Canadian Government Offices,

17 Victoria St., London, S.W.

R. Hargreaves, Manager.

John Cameron, General Subscription Agent.

A HINT TO WHOLESALERS, ETC.

AS a medium for reaching the retail merchant the forthcoming Fall Number of THE GROCER will excel all its predecessors.

In appearance and in subject matter the number will surpass anything of the kind ever attempted in the country, or on the continent, for that matter.

Consequently, it will be more than usually interesting to retail grocers and general merchants, every one of whom, in the Dominion, will get a copy, subscribers and non-subscribers being treated alike in this respect. Then, of course, there is the foreign list of subscribers.

The hint to manufacturers and wholesale merchants is obvious.

Remember, the number appears October 5th.

THE GOOD TIMES ARE COMING.

TRADE is reviving. There is no doubt about it. It is in evidence everywhere. The farmer, the retailer, the wholesaler, the manufacturer, all are experiencing the fact.

At no time was trade stagnant in Canada. It was quiet for some months: In the first place because of the financial crisis in the United States and the general depression the world over, and in the second place because of our own tariff revision.

The influences which proved a drag on the trade of the Dominion have loosened their

grip, while the good crops has engendered fresh motive power and set the wheels of the industrial machine revolving as they have not revolved for some time.

And unless we positively refuse to entertain them, better times can hardly be kept from our door.

The careful buying which has characterized merchants and manufacturers for some time; the closer scrutiny of accounts and shorter credits that have developed, and the general tendency obtaining of doing business on more businesslike principles, has purged the commercial body politic of many impurities and left it in good condition to reap the advantages accompanying a revival of trade.

In a word, like an athlete, the business men of the country have been well trained. From this out they should give a good account of themselves.

Now that the tide has turned, take advantage of it. Do not allow yourself to drift aimlessly with it. Get up and hustle. Be live, be energetic, plan and scheme for business, and thus hasten along the good times.

INJURING ST. LAWRENCE ROUTE.

THE controversy that is going on between the Allans and Mr. Huddart, the promoter of the fast Atlantic service, will benefit neither of the parties to it.

One thing, however, it will do: It will tend to injure the St. Lawrence route with the timid and the ignorant.

To ascribe that route dangerous is to perpetrate a libel thereon.

The route is not dangerous. Its freedom from calamitous accidents is an evidence of this; and the placing of a newer and faster type of steamships on the route, with the capacity to travel a few miles an hour more, is not going to sufficiently increase the liability to accident to make its serious consideration worth while.

The steamers built with the power to travel fast are built with the power to control themselves readily, while every day or

hour saved in crossing the Atlantic means the lessening of the vessel's liability to be caught in storms or in fogs.

The opinion of the people of this country may be divided regarding the wisdom of Canada subsidizing a fast steamship service at the moment, but if the loyalty of Canada is judged rightly, there are no two opinions regarding the folly of belittling the St. Lawrence route.

The Allans and Mr. Huddart may fight until doomsday regarding their respective merits for veracity, but Canada does urge that they keep off her grass plot.

ANOTHER ALLEGED POISONING.

A MONTREAL lawyer ate canned tomatoes the other day. There was nothing extraordinary in this, but there was in the fact that shortly afterwards he was taken ill—the press despatches say with eating canned tomatoes.

The Packers' Association should, if it has not already prepared to do so, investigate the matter. As in previous instances of alleged poisoning from eating canned goods so it may be in this, the illness was induced by the carelessness of either the patient or some member of his family.

But this alleged poisoning case again suggests the advisability of the canners placing a brief list of instructions, to be followed by consumers, on the labels in order to prevent the contents of the cans being spoiled or the people being poisoned.

It is as safe to eat canned goods as any other food product; and the canners and the trade should take every opportunity to preach this gospel. THE GROCER does.

No sensible man doubts that canned goods have come to stay, but there are people who, when they read press despatches about cases of alleged poisoning from eating canned goods, become sceptical, and it is for the benefit of these good people that the Canadian Packers' Association should ascertain the truth regarding this, the latest case of alleged poisoning from eating canned tomatoes.

STILL STICK TO BUSINESS RULES.

WHILE better times are dawning, it is well, in the exuberance of realizing this, not to desert the cautious policy which has for some years been gradually developing.

Judicious buying, careful discrimination of accounts, short terms of credit, are principles which need to be closely followed, however good business may be. In fact, good times cannot long obtain after these fail to exist.

Bad crops may bring depression, but it is carelessness in buying and recklessness in credits that are the most potent causes of failure.

The man who has exerted all his strength in useless exertion on the plains below is not equal to the task of climbing to the top of the rugged mountain; nor is the merchant able to survive the periods of depression when they come round if during the good times he has neglected to observe the ordinary rules laid down for the government of business.

THE TEA MARKETS.

"NEVER," said a Montreal tea broker to THE GROCER, "has the course of the tea market been more satisfactory to importers and dealers generally than it has been this fall. In fact the only drop of discontent in our cup of satisfaction is the difficulty we are experiencing in communicating with primary markets. The rush of work on the cables is so great that it frequently takes days to get a message through where it was usually a question of hours. Aside from this the business done has been remarkably satisfactory, and now with light stocks buyers have in many cases been compelled to place their orders with importers at an advance in order to secure future delivery of supplies. All advices from primary centres point to values going higher. Some private letters that were furnished to THE GROCER may be interesting in this connection: A Yokohama letter states: "Settlements have averaged 1,000 piculs daily, arrivals being delayed in transit owing to the Government monopolizing the railways in forwarding troops for transportation to Corea. Stocks are small and prices higher. Demand has been principally for goods from medium to fine which are very dear. The third crop is nearly exhausted and a few parcels of fourth crop teas are being offered. Result of recent rains is being felt in the country and arrivals from now on are expected to be better both in leaf and in cup. Total settlements to August 31, amounted to 202,644 piculs against 195,609 piculs for the same period in 1893. Quotations on that date were: Choice, \$31 to \$33; finest, \$26 to \$28; fine, \$23 to \$24; good medium, \$19 to \$20; medium, \$17 to \$18; good common, \$14 to \$15, and common, \$12 to \$13."

Another private letter from Shanghai says: "In black teas a distinct advance for nearly all grades must be quoted as having occurred since we last advised you, brought about to some extent by an improved demand from the States, whither shipments have been heavy. Settlements for the interval total 27,000 half chests at t/s. 11.75 to 23.75. Low grades after touching t/s. 11.75 are now selling at t/s. 12.25, notwithstanding every prospect according to native reports of a big supply of third crop common teas to follow. London buyers are chary of operating at present prices, sales so far received for the lower grades of first crop teas not resulting well. Good teas still continue to show satisfactory profits. Green teas have been given a marked stimulus in buying by the satisfactory results obtained on early Pingsueys at New York, coupled with the passing of the tariff bill and vague ideas that the war may sooner or later interfere with supplies. Added to this, shipments are being hurried forward at a rate never before approached, several overland cargoes beating any previous record. There has naturally been very little buying for England as there has been no possibility of working up any excitement about prospects for that market. The two comforting features to the situation are that total supplies of Pingsueys will not exceed 160,000 half chests, and that natives are evincing a desire to make purer teas. For all teas with fairly pure infusions have continually hardened, being now fully 10 to 15 per cent. above the lowest point."

NEW IDEA IN ADVERTISING.

F. S. Merritt, of Puddington & Merritt, St. John, has adopted a novel advertising idea in his store. He clips advertisements of specialties, etc., out of THE GROCER, and pastes them on the bent glass fronts of his show cases.

Customers while waiting to be served are attracted by the various advertisements. Often these are people who do not see newspapers, or skip the advertisements in the hurry to see the news. He does not crowd the cases with them, only putting three or four on each. He has found it a very effective advertisement—far ahead of the handsome lithographed and expensively-framed pictures that are used to adorn the bare walls along the top of the shop. Buyers hardly ever crane their necks to look at them.

Everyone who reads the advertisements does not buy at the time, but Mr. Merritt says he is continually hearing of results weeks and even months later. The effectively-written advertisement is the one that tells. That which crowds a page to describe its many good points he leaves alone, and uses the one which goes straight for the facts in the fewest words. One with an illustration is preferred. This form of ad-

vertising need not be confined to the grocery counter. It is equally effective in dry goods, in hardware and in books and stationery. We would like to hear later from any of our readers who try this experiment.

IMPROVED STORE FITTINGS.

LATE glass cabinets are the coming style for store interiors, or rather they are now the fashion. No merchant, whether wholesale or retail, building a new place or refitting an old one, should complete his plans until he has first examined and found how far these cabinets can be adopted. A number of stores in Canada are already using them to a limited extent, a result of a suggestion made in these columns some months ago. The only completely fitted store in this respect we have yet seen is a wholesale and retail hat and cap establishment in St. John, N. B. No doubt there are others, but we have not yet seen them. The whole side of this place is laid out in compartments about three feet wide by a height of about 70 inches. These stand on a ledge or side counter about three feet from the floor. Beneath this counter are drawers or shelves, or the space may be left open for boxes, cases or something of that sort. The compartments may vary from 6 to 18 inches in depth, and are fitted with adjustable shelves or racks. They have false backs painted white to reflect the contents. These wooden backs are used instead of the partition walls of the store so that the sash weights may drop behind them—between them and the wall. Each compartment has a bevelled plate glass front fitted into a sliding sash. It is balanced by two weights attached to the sides in the usual way, but instead of running alongside, the ropes or chains are carried over the top of the cabinet and down behind the false backs. No display space is thus wasted, and the weights are hid from view entirely. In the St. John store the sashes are 34½ inches from centre to centre, and 66 inches in height. There is only a half inch between each sash, and the wood work is all half inch stuff, the object being to have as much glass front as possible. The wood is thoroughly seasoned polished hardwood; the fitting must be done with great care. The sashes must run up and down smoothly, and at the same time every part must fit so close that dust and flies cannot work their way in, for after all, this is the greatest object to be gained by this arrangement. The amount of dust that blows in from the streets, no matter how careful business men are to keep the doors closed, seems to increase with the modern pavements, coal soot from tall chimneys, and the rushing electric cars, followed by clouds, which penetrate the smallest apertures. The flies are equally bad. There are few establishments in which there are not goods with their imprint. Grocers and

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confectioners suffer most, and they above all others require the cleanest goods.

For firms who wish to be more extravagant, and fit all or part of their store in this way, the shelving may be lined with black velvet or plush, and have the back and sides of each compartment plate glass mirrors instead of painted wood. We noticed a small cabinet of this sort in a Winnipeg store. In another place plate glass shelving is used. These are better adapted for the finer classes of goods.

We will be glad to have further suggestions from the experience of others who may have adopted this style of fitting.

DOES FAKE ADVERTISING PAY?

Daniel & Robertson, of St. John, N.B., make short interviews with canvassers who work fake advertising schemes. "When we were young and verdant, and thought we knew it all," said Mr. Robertson to THE CANADIAN GROCER, "we went into hotel registers, circulars, posters, write ups and similar things. Many of them were nice in theory, but we could get no results.

"Then we tried newspaper advertising. That paid us, and we have used it ever since. For our country trade we have used calendars, not as an advertising venture, but as a souvenir. They are getting common, and we are not using them now. We may possibly, however, adopt something new in this line. I am looking into the matter now, but we will not charge the expenditure to advertising account."

AMONG OUR READERS.

ST. STEPHEN, N. B., Sept. 12, '94.

FREE trade in lumber is not welcomed by the Canadians on the St. Croix river, which forms the boundary between the States and Canada. They have enjoyed this privilege for years and now they are going to have competition. Owing to the difficulties in keeping the logs of the two countries apart when floating in the same river, the Governments agreed some years ago on practical free trade. There were restrictions but they were not observed.

Milltown is a very enterprising town adjoining St. Stephen, N. B., and judging from the substantial character of the business done by the grocers there, the residents must be of the well-to-do class. They have several saw mills and a cotton mill, and it is said that a furniture and a sash, door and blind factory will shortly be removed there. Competition among the grocers is very keen. The two leading firms keep two wagons each canvassing for and filling orders. Instead of calling once a week for orders as is usual in large cities, or not all, as in smaller places, they call on every customer every day. There seems to be no reason why they should not agree among themselves to

cease doing so or limit their calls to weekly instead of daily. In the face of it they all look prosperous. The town has now an excellent waterworks, and electric car and light system, and bears the impress of an enterprising and prosperous town which is making sure and steady progress.

Mr. Ganong, who took over the estate of Ganong & Wilson some time ago, is making a big rush to get the business on a good footing and to increase it.

Almon I. Teed, who took over the business of C. D. Hill & Co. about nine months ago, is doing a very satisfactory wholesale trade in groceries, flour and feed. Mr. Teed personally covers the ground between St. Stephen and Woodstock, and his son, Ed. Teed, takes in the islands, St. George's and a few near-by points.

The St. Croix Soap Co. are making further enlargements in their works. This is the third large addition that has been made to their buildings since the present company took hold.

"I am only doing a small cash business now," said Thomas Gregory. "At one time I was pretty well off. I carried heavy insurance on my stock for many years, but we had a good fire department, and they quickly put out any fires we had in the town. I thought it was foolish of me to carry insurance, and took my chances on it. I cancelled my policy in January, and in May there was a large fire. I lost everything—all my years' savings. Times became hard, and I have never been able to recover my former position."

J. B. Robinson's general store business is now being effectively managed by his son, E. M. Robinson. They are doing a good farmers' trade in groceries and dry goods. Speaking to THE GROCER, he said: "There is a remarkably good feeling among the business men of the town. Last fall we went in with another firm and imported a carload of canned goods, thus being able to buy at lower prices. It is quite a usual thing for us to supply some of the other houses with butter and eggs."

E. W. Toal, who has been under the weather since Christmas from an attack of influenza, is thinking of selling his business. It is commonly reported that he can afford to retire, having been doing a profitable trade for 20 years.

P. F. McKenna reports money a little hard to get, but looks for an improvement as soon as fall trade opens. He handles a large amount of provisions and also does a good trade in boots and shoes.

"I like your articles on early closing," said F. Libby, a clerk in Inches & Grimmer's store. "We tried to follow them out here, but some of the houses pulled down their blinds, and keeping the doors ajar, caught all the chance trade in the evenings. By and by people began to find out that they were open and went there. Those who

lived up to the agreement lost customers and we had to re-open in self-defence. These same people will never close on holidays either."

F. E. Rose has one of the most profitable stores in St. Stephen. He does a good farmers' as well as local trade, with a well-to-do class of customers who are not affected to any extent by booms or depressions. He is a strong advocate of the cash system. "Business men here," said he to THE GROCER, "are not so mealy-mouthed as they used to be in demanding prompt monthly settlements. They are not afraid to hand a man his account and ask him to pay it and promptly to. The cash system saves me fully \$400 a year, not to mention losses from bad debts. Jobbers are very properly adopting the 30-day system, and retailers should do the same."

"If it were not for the unbusinesslike methods of some western confectioners with which we have to contend, we would be quite happy. We are doing a good business; their methods curtail profits." So spoke Mr. Ganong who does a nice grocery business in addition to his large confectionery works. "I am glad to see that THE GROCER is after them, for they affect retail as well as our trade."

CONCERNING RETAILERS.

ON Saturday Mr. Hutchinson, of Hutchinson Bros., Bracebridge, gave THE GROCER a friendly call. He reports that business was good during the summer. "Bracebridge," he said, "is a town that never gets slow, as we have our two tanneries besides the saw mills to keep up the business of the place." The town is now putting in an electric light plant and waterworks, which will cost \$25,000. It is an "up to date" town; business is largely done on the cash basis, and all stores close at 6 o'clock sharp. Hutchinson Bros. moved into their new block (the old Danie's stand) on Monday last.

T. J. Hamilton, Erin, has opened crockery, glassware and fancy goods in the store adjoining his present premises.

Dahl Bros., Erin, have been compelled by the growing demands of their business to add about 40 feet to their store.

J. Strickland, Cannington, has opened another branch store. This makes his third, and it is in Argyle.

The business of the late Samuel Ashton, general merchant, Hampton, who died a few weeks ago, will be carried on by his widow for the time being at least.

A. H. Beale, who recently managed the Patron store in Nestleton, has gone into business on his own account. Many of his old customers are said to have followed him with their patronage.

P. Lavrock, late of Port Elgin, has removed to Hamilton, and his business at the former place is being carried on by Mr. Goeble.

W. Calder, of Spence, has sold out his business in that place and opened up in Magnetawan. He was in Toronto last week purchasing stock.

J. W. McCULLOCH DEAD.

J. W. McCULLOCH, traveler in the Ottawa district for the Pure Gold Manufacturing Co., Toronto, is dead. His demise took place last week. Deceased had for some time been suffering from a bowel complaint. About three months ago he underwent an operation at the Victoria Hospital, Montreal. To all appearances it was successful, and for a while he seemed to be regaining his health, but about three weeks ago, however, he had a relapse, and went back to the Victoria Hospital for further treatment. He was destined never to leave that institution again alive, for the operation he underwent was more than his strength could bear, death taking place Saturday last. Deceased was 45 years of age and leaves a wife and one child. He resided in Ottawa. The remains were brought to Toronto and interred Monday last.

The late Mr. McCulloch was one of Pure Gold's oldest travelers, he having entered its employ some 11 years ago. His territory was at first in the north, but during the last six years he represented the firm in Ottawa and the east.

"We have lost one of our best travelers," said a member of the firm, "and it will be hard to replace him."

TWO-MANNERED PEOPLE.

PEOPLE who have two sets of manners, one for those arrayed in "soft raiment" and one for the wearers of homespun, often involve themselves in much difficulty and embarrassment, says an exchange. In their estimates of the lofty and the lowly they are constantly making mistakes and displaying the wrong set of manners before the wrong people.

A carriage dealer in the city had this fashion and was especially gruff towards those whom he suspected of shallow purses, and yet who were presuming enough to come and look at his wares.

He was standing in his door one day, when a stout man walked up, with a rough overcoat buttoned to his chin, and a pair of heavy unpolished boots on his feet.

"Good day," said the stranger, civilly: "Are you the owner of this establishment?"

"Well, I am," was the curt reply.

"Have you any fine carriages for sale?"

"Well, I have."

"Can I look at them?"

"You can do as you please; there they are."

The man must have wished to buy a carriage very much to have accepted such an ungracious permission. However, he seemed to take no notice of the dealer's boorishness, but examined the carriages carefully, and finally picked out one that pleased him. Its price was two hundred dollars, and he said

he would call next day and inform him of his decision.

"Oh, yes," said the carriage dealer, "you will call to-morrow, certainly," and he walked away whistling.

To his surprise he did call, and counted out his bills in payment. Greatly disturbed, the dealer looked him over from hat to boots, and then examined each bill with care to see that it was all right. He was now in a fever to learn his customer's name. "Perhaps he would like a receipt?"

"It might be as well," said the other.

"What name?"

"Washington Irving."

What a thunderbolt it was to the admirer of the great and the despiser of the lowly. His apologies began to rain down, but Irving waved them aside. He was too much of a gentleman to take pleasure in his discomfort, as a narrow mind would surely have done, and bidding him a courteous "good-day," he left him to recover from his chagrin at his leisure.

No doubt Dickens would have made a good point of him in his next story, but Irving was too genial and kindly, and probably felt a sincere regret for his mortification, justly as it was merited.

A true gentleman is not one who puts on politeness as a mask. It is his true face that you see, and it never deceives you. It is a very unfavorable world for masks. The best art cannot keep them often from dropping in most inopportune places, and in most conspicuous noontide light.

COURTESY IN BUSINESS.

PEOPLE buy when in good humor, and are not apt to when they feel provoked, says Cash Grocer. There is no doubt about this. We are all largely influenced by our surroundings and those we approach.

A lady stops in at her grocer's to leave an order. Perhaps she has been shopping, and is on her way home, tired and disappointed in not finding on her shopping tour just exactly what she desired. Or, perhaps, there has been some unfortunate trouble at home—a trifle, it may be, but sufficient to make her irritable. In either case, she is not in a pleasant mood, and is visibly annoyed.

Here is the retail grocer's opportunity, if he is present, and, if he also be discerning enough to observe the humor the lady is in, he will not trust her to a clerk, unless he feels sure of that clerk's ability to be equal to his own. Even so, it would perhaps be best to flatter the lady by his personal attention. A pleasant, respectful bearing—not over-obsequious—and a self-evident desire to save the lady time; the exercise of a knack of making suggestions, if it is possessed, and a cheery manner generally, will, in such cases, smooth out the furrows of irritability from the lady's fair brow, and she will be

absolutely cheered and rested without exactly knowing why, but her good opinion of the grocer will be further cemented, and what is of equal importance to him, she will have left him an order, including several important items which she surely would have forgotten if the grocer's diplomatic good nature had not been hypnotically employed.

A RETAILER'S ADVICE.

A SUCCESSFUL grocer in the Quaker city, while abroad on the Atlantic took occasion, according to an exchange, to write to Secretary Smedley, of the Philadelphia Retail Grocers' Association, and give the younger grocers and aspirants for independence some good advice as follows:

"A word of council to young grocers—first, study your adaptations; if you are adapted to the business and like it, then make everything bend to accomplishing success, but remember this can never be done unless you have in the first good moral habits; this is the first qualification; to my mind there is no such thing as what some would call luck. To my mind, based on experience pluck is luck, the old adage holds good, 'Keep your store, and your store will keep you'; let this be a motto, and depend upon it you must succeed.

"Again, never buy more goods than you can pay for when the bill becomes due; never make a promise, without you first see your way clear to fulfil it. Always try and discount your bills; it will pay you!

"Do not allow salesmen to persuade you to buy what you do not see your way clear to sell before the discount season arrives. You will find this an excellent plan—first, because it makes more money for you and all merchants hunt up the men that discount, with the bargains they have to offer.

"If you want to enlarge your business never do it by keeping your wholesaler waiting for his money; if you find it needful, go to some friend and borrow what you require and pay interest. By this means it enables you to be always independent and respected. That was the plan I adopted in my business life, and I recommend it to any young man; it is bound to succeed if these suggestions are adopted. Last, but not least, never lose faith in yourself, and aim high, and you will 'get there.' I will close with the words of Solomon: 'See'st thou a man diligent in business he shall stand before kings, and not before mean men.'

Established 1850

Mail us your orders at once for

FRUIT JARS

We have all sizes in stock at

Old Prices

The chances are in about ten days there will be no jars in the market.

JAMES. A. SKINNER & CO.

Toronto,
Ont.

Vancouver,
B. C.

JAPAN
CHINA
CEYLON

TEAS

BOUGHT
BEFORE
ADVANCE

And which we offer to the trade much below present values.

Lucas, Steele & Bristol - - Hamilton

New Raisins

Now in store

FINE OFF-STALK VALENCIAS
EXTRA SELECTED VALENCIAS
3 CROWN CLEANED CURRANTS

BALFOUR & Co.

HAMILTON.

RAM LAL'S

PURE INDIAN

Package

A well-recommended T,
Judiciously blended T,
Comforting, pleasing,
Always appeasing—
Best sort of household T.

... Tea

FOR SALE BY ALL RETAIL GROCERS.

James Turner & Co.

WHOLESALE
AGENTS

Hamilton

TRADE CHAT.

J. J. LAWRENCE and family, who have been running a grocery in Tilsonburg for a short time, have removed to Florence.

The Toronto dealers in coal have reduced prices to \$5 per ton.

The Aylmer Cider Works is running now at its fullest capacity.

The Delhi Canning Company's factory has been running night and day lately.

D. L. Schulz, Guelph, shipped last week the first car of turnips this season to New York.

The Aylmer Canning Company will start their apple evaporator in about a week's time.

The Ridgetown canning factory is doing a rushing business in corn and tomatoes, working night and day.

Anthracite coal now sells in Winnipeg at \$7 50 per ton, which is a reduction of \$3 from last year's price.

When a merchant begins to purchase advertising space he soon finds himself in need of additional space in his store.

The Marsh Hill creamery, situated about five miles from Uxbridge, and owned by Tomlinson Bros., was destroyed by fire Friday. About 60 tubs of butter, together with the entire plant, were burned. Loss

estimated at about \$3,000. Insured for \$1,700 in the Guardian. Cause of fire unknown.

John Riley's grain elevator at Cypress River, Man., was burned Sunday with 10,000 bushels of wheat belonging to farmers of the district.

Business men of New York city, who employ 20,000 boys, have determined to give the preference to boys who do not smoke cigarettes.

Qu'Appelle Board of Trade is endeavoring to get a Government creamery for that town, and there seems every probability of its being successful.

New post-offices were opened in Ontario on September 1 as follows: Gertrude, East Simcoe; Inglis Falls, North Grey; Kintyre, West Elgin; Rock Hill, Muskoka.

The Hamilton, Grimsby and Beamsville electric railway will likely be pushed on to Beamsville this fall. It is said it will also be built to the beach next summer.

A. W. Wright, traveler for Watts' soap works at Brantford, was burned to death at the American hotel in Port Elgin recently. He took a fit and fell on the lamp, causing the fatality.

Edmonton is the centre of the fur trade; there is gathered the furs from the Mackenzie, Peace, and Athabasca rivers, Lac la Biche, Jasper Pass, and even British Colum-

bia. About \$250,000 worth of furs have already been marketed there this year, and large shipments are reported on the way.

The Calgary Irrigation Co. have filed the necessary plans with the Interior Department and will make application for the right to divert sufficient water from the Elbow river to irrigate lands amounting to 45,000 acres.

The tobacco crop of Kelowna, says the Midway "Advance," promises very well. The plants are three feet high and are still growing. Tobacco growing, if the experiment should prove successful, may become an industry at the Mission.

A branch of the Retail Merchants' Protective Association of Rochester was organized in Simcoe the other evening. Wm. Sutton was elected president, and Geo. Kilpatrick secretary. Nearly all the business men of Simcoe are members.

Important results to Canada have followed a survey of the boundary between Canadian and Alaskan territory. One of the most notable is the discovery that Mount St. Elias, so long regarded as the giant mountain of the continent, is in Canadian and not in United States territory. The height of the mountain was found to be 18,023 feet, considerably higher than the estimate given by the numerous exploring parties of the geological survey. A. M. Burgess, Deputy Minister of the Interior,

BEST TO BUY, BECAUSE BEST TO USE.



The sales of "SUNLIGHT" SOAP testify to its popularity with those who use it, and it is no idle boast or exaggerated statement to say that over **Five Million Dollars'** worth of **SUNLIGHT SOAP** was sold during the year 1893. No such sale of soap, by one firm, was ever heard of before. **Quality tells.**

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A carload this morni now being



OUR VALUES

in Choice and Medium

Japans . .

Are "Second to None."

Likewise **Congous and Hysons**

Davidson & Hay

Wholesale Grocers
and Importers

Toronto.

says the results of the season's survey would, he believed, establish the justice of Canada's claim to still more important points in the disputed territory.

A meeting of the creditors of Hirst Bros. was held at Nanaimo on the 8th inst. Settlements will be made in full, the creditors giving an extension of the time for payment. James Hirst will carry on the business under the name of James & George Hirst, the former firm retiring.

The total receipts for the Industrial Exhibition amounted to \$68,937.95, as against \$71,961.05 last year, a decrease of \$3,024.10. The attendance was actually greater this year, but the decrease in receipts is attributable to the falling off in the grand stand takings on several rainy afternoons, on which no performance could be given.

A carload of Ontario fruit reached the city this morning in poor shape. The fruit is now being sold retail here at hardly paying

prices—that is, to the grower. Large baskets of very fine peaches are being sold for seventy-five cents each, and when the fruit is in a damaged condition, for less than half that price.—Brandon correspondence, Winnipeg Free Press.

People often read and hear of the mammoth trees of British Columbia, but are not aware that we have very large trees in this province. There is an elm tree on David Scott's farm at St. Croix, Hants county, that measures 19 feet 6 inches in circumference, and the branches shade over a quarter of an acre of land. This elm tree should be seen by tourists who pass that way with their wheels.—Chronicle, Halifax.

The statement of circulation and specie on 31st August shows the necessity there was for the act of last session extending the issue, as the amount of Dominion notes outstanding on that date was \$22,094,124, the largest ever known. The amount of gold held was \$10,323,800, and of guaranteed debentures

\$1,946,667. The excess of gold and guaranteed debentures over the amount required by law to hold was \$5,175,467. The deposits in the Government savings banks during August were \$304,870, and withdrawals \$300,867. The balance at the credit of depositors was \$17,587,025.

Iona correspondent of St. Thomas Journal: The somewhat unexpected and sudden death of J. J. Campbell, our merchant here, has cast a gloom over this locality which will not soon be dispelled. Mr. Campbell had been ailing for some six months, but not until the last two weeks was he confined to his bed, when the best medical aid available was brought into requisition. Notwithstanding every effort he gradually weakened, and Sunday morning he passed peacefully away. To say he was a man without a fault is hardly an exaggeration, and the deep sorrow that possesses both old and young over his death is very indicative. He was 58 years of age, and leaves an aged widow and no family.



BUCKWHEAT FLOUR

WE . .
HAVE
IT . .

(SELF-RISING)

Ready for immediate use.
Needs no Salt, Baking Powder or Eggs.

A perfect self-rising flour superior to all others for making delicious griddle cakes.

In 2½ lb. packages
2 doz. per case.

In 5 lb. packages
1 doz. per case.

Order at once. Your customers will be delighted with it. We are ready to fill all orders promptly from this year's crop.

The Ireland National Food Co., Ltd.
TORONTO, CAN.

All wholesale grocers sell it.
Insist upon having our goods.

OPERATING the largest and most complete Breakfast Cereal Food Mills in the Dominion.

AFTER THE FAIR

Our new "Eagle" Brand Japan
"Eagle" Brand Ceylon

TEAS

NEW VALENCIAS

Arguimbau's and Morand's

Are second to none in the market

Now in stock.

M. Masuret & Co. - - London, Ont.

PERSONAL MENTION.

D. H. CURRIE, grocer, Ottawa, who was in Toronto visiting the Fair, made THE GROCER a call Saturday. He said trade has been fair in Ottawa.

J. Ashton, of Enfield, was in Toronto last week.

J. J. Philp is opening out in Winnipeg as broker in fruit and provisions.

T. J. Hamilton, general merchant, Etin, has opened out a crockery, glassware and fancy goods branch in the store adjoining his present premises.

Robert Stewart, Davidson & Hay's representative in the Niagara Peninsula and the West, was in Toronto during the past week. "Bob" has only recently recovered from an attack of typhoid fever, which laid him up for six weeks. His genial face and winning ways will be welcomed by his friends and the trade in the West.

These were among the country customers who visited Eby, Blain & Co.'s warehouse during the Exhibition: T. Henderson, Milton; R. R. Hopper, Claremont; Mr. Rowe, Belleville; D. W. Ross, Parry Harbor; B. Savage, Richmond Hill; R. Bradfield, Aurora. Friday—Fred. Walton, Parry Sound; Mrs. P. Worden, Hillsburg; T. H. Goodison, Streetsville; M. Naughton, Richmond Hill; G. Hagerman, Zephyr; Miss Flo. Hagerman, J. Hagerman, Jr., Sutton West. Saturday—F. Halliday, Brooklyn; M. Parr, Blackstock; Mr. Simms, Little Current; F. M. Stafford, of W. J. McFarland, Markdale; Mrs. McIlroy, Concord; Castle Fox, Port Whitby; C. Throop, Cobourg; D. J. Miller, Gore Bay; Fred.

Rogers, Enniskillen; Caverley & Co., Woodville; Wesley Saylor, Trenton; Mr. Brook, Fenella; W. B. Nash, Woodville; Thos. Williamson, Pontypool; A. Wallace, Jr., Belleville; C. Lundy, Newmarket; W. H. Pogue, Little Britain; A. Sleep, Seagrave; Fred. Rogers, Enniskillen; J. Richards, Rocklyn; W. A. Grier, Owen Sound; Geo. Upton, Alliston; W. H. Benson, Picton; Wm. Brattz, Parry Sound; Jas. McCaffrey, Box Grove; G. H. Powell, Vandorf; Mr. Henry, Kenilworth; R. Troy, Oshawa; Frank Garfat, Port Hope; M. Bick, Sunderland; W. J. Dodds, Charleston; Mrs. J. McCullough, Goodwood; W. Shire, Elsinore; J. H. Farrow, Hawkstone; J. W. Watson, Miss Watson, Minden; E. Berwick, Shelburne; D. R. Duncan, Owen Sound; W. C. Hazelwood, Wroxeter; Jas. McKeown, Havelock; G. C. Church, Burk's Falls (Muskoka); R. A. Smith, Newmarket; R. J. Orr, Fairmount; P. McGaw, Kincardine; J. W. Sanderson, Wroxeter; P. Welch, Springfield; A. Campbell, Lindsay; N. Wilson, Redwing; G. S. Sharp, Pontypool; O. Lloyd, Holland Landing; H. Ball, Thornton; J. S. Boddy & Bro., Bradford; J. Dunfee, Port Hope; Frank Stewart, Newmarket; T. Mulcahy, Orillia; Robt. Perry, Bracebridge; Wm. Orr, Brechin; John Reynolds, Paris; P. J. Scollard, Ennismore; Joseph Ball, Warminster; G. Laing, Peterboro'; S. Davidson, Pt. Arthur; J. M. Butler, St. Catharines; E. J. Eccleston, Huntsville; R. Y. Blyth, Belwood; J. K. Applebe, Trafalgar; Geo. Suggitt, Valentia; John Dyke, Siloam; Mr. Reith, Grand Valley; M. Kemp, Brighton; Miss Murphy, Loretto; Jas. McLean, Mt. Pleasant; J. M. Burt, Huntsville; P. Potvin, Byng Inlet; C. Mellish, Carville.

A GLUT OF FRUIT.

Boston Globe: There is a glut in the fruit market this year. In the words of one of the largest fruit dealers, the market is drugged.

There is a superabundance of apples, peaches, grapes and grapes, the first named being the most plentiful of all.

The prices this year are much lower for apples of all kinds than they were last year, and there is little probability that they will be advanced materially before the close of the fruit season. Excellent apples can be bought, the dealers say, at prices ranging from 30c. a barrel upward. In past years the same quality of fall apples have brought anywhere from \$1.25 to \$1.50 a barrel at this time. The crop this year has been a tremendous one, which accounts for the great fall in the price of the fruit.

Delaware peaches are a comparative failure, however, so all that the dealers have to rely upon are the Jersey and Maryland qualities, which are a good crop, but will not last very long. Good peaches are selling from 90c. to \$1.50 a basket, and there is a considerable demand for them at these prices.

Pears, too, are plentiful, every description of the fruit being in advance of the crop of last year. They bring from 50c. to \$1.75 a bushel, according to the quality. The price is about the same as it was a year ago, so that there is really no change because of the abundant crop.

Grapes sell for about 25c. a basket, the price which they fetched last year, the crop this season being a very heavy one. This season is expected to end in about three or four weeks more.

We offer TO ARRIVE a fine lot of

**"LOOSE MUSCATEL"
RAISINS**

In perfect order.
Price moderate.

Also **JUST RECEIVED**

About 200 barrels Syrup.
Fine Quality.

WRITE FOR QUOTATIONS AND SAMPLES.

Laporte, Martin & Co.

St. Peter Street, **Montreal**

J. F. EBY

HUGH BLAIN

Chase & Sanborn's



Coffees

Every live grocer handles them.
It pays every live grocer to do this.

Do You Handle Them?

Coffee that has pleased millions will please a few more—Send us trial order.

NOW

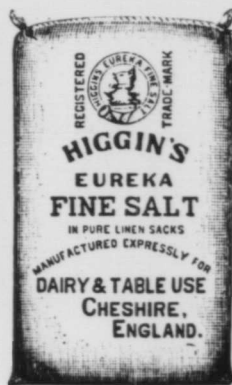
Batger's

Nonpareil Table Jellies

WILL SELL

How is your stock?
These are the finest
Jellies put up.

September



Is a great month for Butter and Cheese. To make good butter, good salt must be used. The **BEST** salt is

HIGGIN'S "EUREKA"

Fine English Dairy Salt

Write us for prices.

EBY, BLAIN & CO., Wholesale Grocers, **Toronto, Ont.**

“The largest works of their kind and comprising the most unique establishment under the British Flag”

**MATCHES.
WOODENWARE.
INDURATED-
FIBREWARE.
WASHBOARDS.
WRAPPING,
TOILET,
AND OTHER
PAPERS.**

The product of our various mills and factories is made on honor, sold on merit at fair prices with liberal discounts and on reasonable terms.

The material used, the excellence of workmanship, the finish, the variety of styles, the uniform grade, and the quality of our products is unsurpassed.

Everything manufactured by us is unreservedly guaranteed to be free from factory defects.

THE **E. B. EDDY CO., Hull, Canada**

BRANCHES

**MONTREAL
TORONTO**

AGENCIES

**QUEBEC - - F. H. Andrews & Son
HAMILTON - - Alfred Powis
KINGSTON - - J. A. Hendry
ST. JOHN - - A. P. Tippet & Co.
HALIFAX - - J. Peters & Co.
WINNIPEG - - Tees & Persse
VICTORIA - - James Mitchell
ST. JOHNS, Nfld. - E. A. Benjamin**



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MARKETS AND MARKET NOTES

TORONTO MARKETS.

TORONTO, Sept. 20, 1894.

GROCERIES.

HERE is a lull in business this week; it is the calm after the hurry and bustle of the exhibition. The travelers are again upon their respective routes, and a reawakening may be looked for in a few days. Teas continue active and advancing in prices. There is a falling off in the demand for sugars, but the price remains firm. Syrups are quiet and scarce. Molasses are in rather better demand. A little more enquiry is reported for canned peas, but other kinds of canned vegetables are still dull with prices steady. The second shipment of new Valencia raisins is arriving, and advices confirm the firmness of prices in the primary markets. Butter and eggs, particularly the latter, are firmer. New dried and evaporated apples are beginning to be offered, but there is a wide range in the prices asked.

CANNED GOODS.

Two of the canneries affiliated with the Canadian Packers' Association have been offering independently of the selling committee during the week, and on some lines they have been quoting prices somewhat lower than those fixed by the Association. It is, however, asserted by representatives of the Association that the erring members will be again brought into line. Peas are beginning to show a little more life, an increased demand being reported for them at from 80 to 90c., the inside figure being for old pack. Quite a few extra sizes have been going out at \$1.45 to \$1.50. Tomatoes and corn are quiet and unchanged at 85 to 90c. The Packers' Association is again quoting futures on vegetables and fruit, and it is said the organization will advance the price of canned vegetables 2½c. per dozen October 1. Nothing particularly new has developed in regard to canned salmon. Prices are firmly held at the advance on the Coast, and the inducements held out by the English market appear to make the canners independent of the home market. Advices received by a local jobbing house quote new red salmon at \$1.20 to \$1.25 on the Coast. On the spot \$1.25 to \$1.35 are the ruling prices for red salmon, while as low as \$1.20 is quoted in some instances, not all the houses apparently having followed the primary markets in advancing prices. Cables are quoted at \$1.10 to \$1.20, according to grade. An increasing demand is reported for lobsters at \$1.85 to \$2 for tails, and \$2.30 to \$2.50 for flats. Demand is easing off for meats. Fruits are quiet and unchanged at

these quotations: Peaches, \$3 to \$3.25 for 3's, \$2 to \$2.25 for 2's; raspberries, \$1.65 to \$1.80; strawberries, \$1.90 to \$2.10; apples, 3's, \$1 to \$1.10, gallons \$2.65 to \$2.80, and preserved fancy quarters at \$1.35 to \$1.40.

COFFEES.

Rio kinds are scarce and more attention has been turned to Maracaibo in consequence. We quote green, in bags, as follows: Rio, 20½ to 22½c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 21½ to 22½c.; Java, 30 to 32c.; Mocha, 27 to 28c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 22c.

RICE.

Demand is still brisk for fancy imported Japan rice at 5¼ to 6c., and there is not a large quantity to be had here. "B" rice is moving fairly well. We quote: "B," 3½ to 3¾c.; extra Japan, 5¼ to 5¾c.; imported Japan, 5¼ to 6¼c.; tapioca, 4¼ to 4½c.

SPICES.

Trade is good, particularly in pickling spices. We quote: Pure black pepper, 12 to 14c.; pure white, 20 to 28c.; pure Jamaica ginger, 25 to 27c.; cloves, 25 to 30c.; pure mixed spice, 25 to 30c.; cream of tartar, 20 to 25c. per lb.

NUTS.

Advices received by a local broker state that the great shortage on the crop of walnuts prevents any quotations being made in advance, and only open orders have any chance of being filled for the Christmas trade. The crop is also two weeks later than last year, which is regarded as quite as serious for the Canadian trade as the question of price. Regarding Terragona almonds, advices state that the first direct shipments will cost about 2c. more than last year. Local trade is quiet and featureless. We quote as follows: Brazil nuts, 11 to 11½c. lb.; Sicily shelled almonds, 25 to 26c. a lb.; Terragona almonds, 12½ to 14c.; peanuts, 11 to 12c. for roasted and 8 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 13 to 14c.; Marbot walnuts, 11 to 12c.; Bordeaux walnuts, 11 to 12c.; filberts, 9¾ to 10½c. for sacks and 10½ to 11c. for small lots; pecans, 10½ to 11c.

SUGAR.

The activity is not as pronounced as it was a week ago, and no difficulty is now experienced in filling orders. Prices, however, are still steady at \$4.45 to \$4.50 for granulated and 3¾ to 4c. for yellows; raw, 3½c.

N. Y. Journal of Commerce: On market for raw sugars the majority of trade appear

to think that if top prices have not been reached they are pretty near it, and as all the free sugars left pay a handsome profit, it is considered probably just as well to meet demand when it develops. Offerings, at least, are fair, and with the decline in refined there seems to be an idea that there may be more of an inclination to realize.

Willett & Gray's Weekly Statistical: Meltings have been reduced, but the demand is reduced still more, and is surprisingly small for the season, and it must be admitted that the invisible stock of refined in the hands of the trade is large, and is being used to supply consumers. The excess of melting is, therefore, more or less fictitious as to increased consumption, which must be equalized by a small demand for some time to come. It is not likely that a reduction of prices would facilitate business, and yet it is scarcely to be expected that cutting of rates can be avoided, when a competition for business begins. The above applies only to hard sugars. The soft grades have had an excellent demand this month and deliveries of some grades are still delayed. The main features, however, of the raw and refined sugar trade indicate top prices of the present campaign and a general if gradual recession to the new campaign basis, whatever that may prove to be. Foreign refined may play an important part in the coming campaign.

SYRUPS.

Business is higher in volume, but there is still a scarcity of the article. We quote: Dark, 25c.; medium, 28 to 30c.; bright, 35 to 40c.; very bright, 45 to 50c.

"SALADA"

CEYLON TEA

In Lead Packets—1 lb. and ½ lb.

Retailed at 30, 40, 50 and 60 cts.

For DOWNRIGHT

"Standout"
Value in Cup

"SALADA" IS SIMPLY
Incomparable

If we have not already an Agent in your town drop us a card, we will supply all information and samples.

P. C. LARKIN & CO.

25 Front St. East.

TORONTO.

MARKETS—Continued

MOLASSES.

Demand for molasses has improved lately. This applies particularly to the Barbadoes kinds at about 28 to 32c. We quote: New Orleans, barrels, 26 to 28c.; half-barrels, 30½ to 32c.; Barbadoes, barrels, 28 to 32c.; half-barrels, 30 to 34c.

TEAS.

The tea market continues active and strong. A cable received Thursday by a local broker quotes Indian tea firmer. Both Indian and Ceylon teas continue to sell freely in London, with a hardening tendency in price. Cheap China black teas are still advancing, and some excellent values are being shown by representatives of China tea houses at 15c. Samples of new green teas are arriving. There is a marked scarcity of all green teas except Pingsueys, and any offered are readily taken. The jobbing houses are still doing a good trade in new season's Japan teas, low and medium grades, at from 14 to 17c. and 20 to 25c. respectively. Medium grades China blacks are active at 18 to 22c. Quite a few Young Hysons are going out at 20c. for medium and 35c. for fine teas. Indian and Ceylon teas are moving fairly well at 25 to 30c.

DRIED FRUIT.

The few hundred boxes of new season's Valencia raisins noted to have arrived last week have been almost cleaned out, but another shipment is arriving this week, and as high as 7½c. has been obtained for the few off-stalk that are to be had. Orders are being booked for second shipment at 6c. The advance in the price of Valencia raisins, previously announced as having taken place in the primary markets, has been maintained. Detailed reports of damage to the curing crop by rains have not yet been received, but cable advices from all quarters confirm what has already been said in this respect, and announce that it applies to half the crop.

CURRANTS.

Demand for currants is light and prices unchanged. Quotations are: Provincials, 3½ to 4c. in brls., half brls., 3¾ to 4¼c.; Filatras, 4 to 4¾c. in brls., and 4½ to 5c. in half barrels; Patras, 5 to 5½c. in barrels, 5¼ to 5¾c. in half brls., 5 to 6½c. in cases; Vostizzas, 6½ to 7½c. in cases, 6¾ to 7¾c. in half cases. Prunes are much as

before. We quote: U's, 5½ to 5¾c.; B's, 7½c.; bags, 3¾c.; casks, 4½ to 5c. The Avalona, the second direct steamer, has completed loading at Patras. The market from the opening till to-day has been a steadily declining one, but it is generally believed that prices have touched bottom, and a reaction is looked for, the latest purchases on the Avalona having cost quite as low as those made at the same time last year, whereas the crop is certainly not more than 75 per cent. of that abnormal yield.

A few case prunes of the better grades are going out at 7 to 7½c. for "B"; "U," 5¼ to 5½c.; "A," 9c.

BUTTER AND CHEESE.

The butter market is firm and higher. Good butter is scarce and wanted, while low grade is accumulating. A buyer has just returned from covering territory in which there are some 5,000 packages of butter held without buying a package, his views and those of the sellers being too far apart. Holders' ideas are from 15 to 16c. f.o.b. outside. Creamery tubs and pound prints are in good demand in consequence of the scarcity of choice dairy butter. Receipts of dairy pound rolls are almost nil. The ruling price for good dairy tubs is 17½ to 18c., with 19c. being occasionally obtained for something extra choice. We quote jobbing prices as follows: Dairy—Choice tubs, 17 to 18c.; straight store, 15 to 16c.; crocks, 19c.; bakers' butter, 12 to 13c.; pound rolls, 20 to 21c. Creamery—Tubs, 20 to 21c.; pound prints, 23 to 25c.

Cheese is firm and higher at 11 to 11½c., but prices are interfering with the consumption, and demand is only fair.

PROVISIONS AND DRESSED HOGS.

Long clear bacon is firm. A bid of 8¼c. for a carload lot was refused Monday, and it is learned that one house refused 8½c. for a two-ton lot. Demand is good for long clear, while stocks are small. There are practically no smoked backs on the market. All dressed hogs coming in are wanted at from \$6 75 to \$7.

BACON—Long clear, 8½c. for car lots and 8¾ to 9c. for small lots; breakfast bacon, 12½ to 13c.; rolls, 9 to 9½c.

HAMS—Large, 22 lbs. and over, 11c.; medium, 15 to 20 lbs., 12½c.; small hams, 13c.; pickled, 11 to 11½c.

LARD—Pure Canadian, tierces, 9¼c.; tubs, 9¾c.; pails, 10c.

BARREL PORK—Canadian heavy mess \$19; Canadian short-cut, \$19 to \$20; shoulder mess, \$14.50 to \$15; clear mess, \$15 to \$15.50.

GREEN FRUIT.

The market is a little easier in lemons on account of a falling off in the demand. There are a few Jamaica and Rodi oranges on the market, but the quality of the latter is so bad that prices are without quotable basis. Peaches are in good demand, all arriving being taken. Except a few high-priced kinds, plums are practically out of the market. Both the supply and the demand is large in grapes. There is an improved demand for apples at rather better prices. Watermelons are out of the market, and the demand for muskmelons exceeds the supply. Bananas are in good demand with supply light. We quote: Oranges—Rodis, \$2 75 to \$3 per ½ box. Lemons—Maoris, \$4.50 to \$5; Palermos, \$3.50 to \$4; Messinas, \$3.50 to \$4; Sorentos, \$4 to \$4.50. Bananas 75c. to \$1. Muskmelons, \$1.50 per brl. Cucumbers, 20 to 25c. per basket. Tomatoes, 25c. per basket. Peaches, 50c. to \$1 per basket. Pears, Bartlett's, 60c. per basket. Apples, \$1.50 to \$2 per brl. Grapes, 2 to 3c. per lb. Sweet potatoes, \$3.50 per brl.; Jerseys, \$4 per brl. Crab apples, 25 to 40c. per basket.

COUNTRY PRODUCE.

BEANS—Quiet and steady at \$1.30 to \$1.35, in bushel lots; \$1.35 to \$1.45 is asked for choice hand picked first samples.

EVAPORATED APPLES—Are beginning to be offered freely, but the market is without a reliable basis just now. Some holders are asking 8 to 9c., but we hear of sales at 6½c. f.o.b. factories, and 7½c. delivered here.

DRIED APPLES—Prospects are for a large crop and correspondingly low prices. Offerings are being made about three weeks earlier than last year. Transactions are reported at 4¾ to 5c. f.o.b. outside.

EGGS—A good many eggs are being shipped to the English and United States markets, and prices here are higher at 13 to 14c.

POTATOES—There is a good demand for good stock, but the quality as a rule is not of the best. Sales are reported on track at 55 to 60c. in carload lots; jobbers are getting 65 to 70c. out of store.

CASH PAID FOR DRIED AND EVAPORATED APPLES

W. B. BAYLEY & CO., 42 Front Street East, TORONTO

Teleph

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Butter

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Fresh

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

WHITE & CO. 70 Colborne St., Toronto.

WHOLESALE COMMISSION MERCHANTS

DEALERS IN

Bananas, Lemons, Oranges, Nuts, Cheese, Lard, Butter and all Foreign and Domestic Fruits and Country Produce.

Consignments Solicited. Tel. 887. Write for Quotations.

SUGAR

The "Redpath" sugars are acknowledged everywhere to be of the highest quality and purity, made by latest processes. We have them in all grades Lump, Granulated, Yellow, etc. Let us quote you figures on them.

JAMES A. HENDRY

WHOLESALE AGENT KINGSTON, ONT.

THE

Winnipeg Produce and Commission Co. Ltd.
WINNIPEG, MANITOBA.

Are prepared to receive consignments

Fruit, Tomatoes,
and all kinds Produce.

**FISH
HADDIE
OYSTERS**



Write for rates.

WE ALSO HANDLE

ORANGES AND LEMONS

Aikenhead & Sloan

13 Church Street TORONTO

- We have them -

Peanuts

Roasted or Green

Fresh Goods Best Values

CLEMES BROS.

TORONTO

MARKETS.—Continued

ONIONS—Market quiet at \$1.10 per 80-lb. bag.

HOPS—Dull at 12½ to 15c., with quotations for old nominal.

HONEY—Demand fair. Extracted is quoted at 7½ to 8c., according to quantity; and sections at 12½ to 13c. per lb.

FISH AND OYSTERS.

White fish is scarce. So also is medium-sized trout, while large trout are too plentiful. There is no lake herring to be had. Demand is good for small fish, but large are not much wanted. The weather has been too warm for trade to be good in oysters. We quote as follows: Salmon trout, 6½ to 7c.; skinned and boned codfish, 6½c.; shore herring, \$4 per brl.; boneless fish, 3½ to 4c.; boneless cod, 5 to 8c.; Labrador herring, \$2.50; ditto, split, \$3; blueback herring, 4c.; blue pickerel, 4 to 5c. lb.; yel. ditto, 6 to 7c. per lb.; white fish, 7 to 7½c.; pike, 5c. lb.; haddock and cod, 5½c. per lb.; steak cod, 5 to 6c.; finnan haddies, 8c.; Digby herring, medium, 15c.; ditto, lengthwise, 14c.; large halibut, 10c.; ciscoes, \$1.25. Oysters, \$1.50 per gallon.

SEEDS.

With demand for fall sowing about over, there is a somewhat easier feeling in timothy seed, although prices are nominally unchanged. Alsike has been steady for the past week, but if tenor of cable advices received Tuesday is maintained prices must be reduced, especially for inferior grades. We quote, f.o.b. points of shipment: Alsike, \$5.50 to \$6.30 per bushel, and timothy, \$2 to \$2.75.

HIDES, SKINS, WOOL AND TALLOW

There was an advance of ¼c. last week, and we now quote \$4.25 for cured and \$3.50 for No. 1 green hides. There is a ready sale for all hides offering.

SHEEP SKINS—All arriving taken, but receipts are light. We quote 45c.

WOOL—There has been some enquiry during the week. Some local mills have been buying, but they are not willing to give a substantial advance, and are buying from hand to mouth. Prices are about ¼c. higher at 17½ to 18c. for medium fleece wools.

TALLOW—Is a little scarce, but in spite of this the market is not firm. We quote rendered at 5¼ to 5½c. for prime and 3½ to 4½c. for inferior; rough, 2c.

PETROLEUM.

Trade is still brisk at previous quotations. A reduction has been made in the price of empty barrels. We quote, in 5 to 10 brl. lots, imperial gallon, Toronto: Canadian, 12 to 12½c.; carbon safety, 15c.; Canadian water white, 16 to 17c.; American water white, 17½c.; photogene, 20c.

MARKET NOTES.

A large shipment of syrups in two and three gallon tins arrived this week for

POTATOES

Wanted, a few cars of choice large potatoes. Write or wire us price F. O. B. cars or delivered Toronto.

WM. HANNAH & CO.

78 Colborne St., Toronto.

Commission Merchants.

J. Hunter White

No. 3 North Market Wharf, ST. JOHN, N. B.

Manufacturers' Agent, Fruit and Produce Broker, Commission Merchant, etc.

SPECIALTIES—Cheese, Butter, Eggs and Fruit. Consignments Solicited.

FOR SALE AT A BARGAIN

**Steam Peanut Roaster
HUGH WALKER & SON**

Wholesale Fruit and Commission Merchants
GUELPH, ONT.

Graham, McLean & Co.

Produce and Commission Merchants

77 Colborne St. TORONTO.

Dealers in all kinds of Farm and Dairy Produce. Liberal advances made on consignments. Consignments Solicited.

**COWAN'S
HYGIENIC COCOA**

Is the highest grade obtainable. Will give more satisfaction than the lower qualities, and is certainly much the best value offered. Sold only in tins.

THE COWAN CO., Ltd.

Toronto, Canada.

RUTHERFORD & HARRISON

Wholesale Produce and Commission Merchants

76 FRONT ST. EAST, - - - TORONTO.

We are open to buy large or small quantities of

BUTTER AND EGGS

Write us particulars.

Correspondence invited. Consignments solicited. Egg Carriers supplied.

Liberal Advances Made on Consignments

DOMINION PRODUCE CO.

66 and 68 Colborne St.

TORONTO.

EGGS have advanced in price considerably the last week and will go still higher. Shipments now should do well as the market is practically bare.

BUTTER in good demand and stocks cleared up daily. The tendency if any is a little easier.

Beans, Apples and Onions in good demand.

ALL LINES OF PRODUCE HANDLED.
EGG CASES SUPPLIED.

MARKETS—Continued

Davidson & Hay, who claim to be offering them at lower figures than an equal syrup could be sold for in barrels or half barrels.

M. Masuret & Co. report a big demand for British Columbia salmon.

Smith & Keighley report large sales of new Valencia and Sultana raisins.

Aikenhead & Sloan will be able to start freezing operations after October 1.

Dawson & Co. have in warehouse shipments of Maori and Sorento lemons.

Ireland National Food Co. report good demand for their rising buckwheat flour.

Perkins, Ince & Co.'s second shipment of new season's Valencia raisins is to hand.

Perkins, Ince & Co. have to hand a shipment of Sphinx prunes in 55 pound cases.

The "Salada" Ceylon tea exhibit in London is attracting a great deal of attention.

A consignment of Brown & Polson's corn flour is to hand this week with Davidson & Hay.

Smith & Keighley are offering Porto Rico mo'asses at 32c. in barrels and 35c. in half barrels.

J. W. Lang & Co. have still a few boxes of first shipment of new season's Valencia raisins.

Davidson & Hay expect the arrival of their third shipment of new Valencia raisins in a week.

Sloan & Crowther have just arriving a shipment of new season's Pingsuey tea; also first Young Hysons.

F. A. Gonne, of Chatham, has a sign on his window stating that he is the agent for "Salada" in his town.

W. Boulter & Sons' cannery in Toronto is in full operation. Besides men and boys, some 75 girls are employed.

A fresh shipment of prunes has just been received by Eby, Blain & Co.; also of Noble's "Scripture" brand lobster.

Invoices of the first shipment of new French prunes are to hand, and the goods will be on this market within two weeks.

M. Masuret & Co. have new Valencias (Arguimbau and Morand), in stock. The sample this season is fine and demand brisk.

Charles Boomer, of Warren Bros. & Boomer, who has been in Great Britain some weeks, is expected home in a couple of days.

P. C. Larkin & Co. report that during Toronto Exhibition they received twenty-seven applications for agencies for "Salada" in different towns throughout Ontario.

M. Masuret & Co. report a good demand for their "Eagle Brand" Ceylon tea in half-chests, caddies, and six-pound canisters.

The T. A. Snider Preserving Co., Cincinnati, O., have entirely gone out of the manu-

facturing of fancy soups, and will now confine itself to the manufacture of tomato catsup and soup.

W. Paterson & Son have their new "pickles" now ready. See ad. page 6.

M. E. Gillard, W. H. Gillard & Co.'s special tea man, reports his sales of new season's Japans in advance of any other season.

Aikenhead & Sloan have got in a carload of smoked herrings in half barrels. The firm is also handling large quantities of haddies.

Rutherford & Harrison state that their sales of creamery pound prints on local account aggregated 6,000 pounds during the Exhibition.

Samples of several invoices of teas are to hand with Luca, Steele & Bristol. This firm claim this season to have done a larger tea trade than for years.

N. Irvine, who takes the Warton and Southampton lines for Luca, Steele & Bristol, has returned from his holidays, looking none the worse of the rest.

G. F. Marter & Son (successors to Barton, Son & Co.), Phoenix Coffee and Spice Mills, have removed to larger premises at No. 1 Jarvis street, corner of Esplanade.

J. A. Carthew, the Skeena River canner, has this year put up 1,000 barrels of salmon. This is the largest quantity ever put up in one season.—News, Vancouver.

Eby, Blain & Co. report large sales of Bendorp's Royal Dutch Cocoa which they are selling at the prices which obtained before the new tariff went into force.

Both New Orleans and West India molasses are being quoted low by Lucas, Steele & Bristol. This firm also reports that it is offering exceptional value in fine syrups.

W. J. Massey, manager J. W. Lang & Co., has just returned from a trout fishing expedition in the far north, where he landed many speckled beauties, some of them being two feet long.

Lucas, Steele & Bristol report arrival of new Valencias this week Trenor brand. Early in October they will have Getty and Llano goods, and later on an assortment of Arguimbau's.

From the enormous quantity turned out every day, the Toronto Biscuit & Confectionery Co.'s soda biscuits must be appreciated. They claim that trade with them was never so brisk before.

The Western Fisheries Company and Messrs. Boutilier & Co. despatched a carload of salmon, 15,000 lbs. weight, to New York yesterday. This carload is the last of the season of spring salmon.—News, Vancouver, September 9.

The map of Hamilton, which W. H. Gillard & Co., Hamilton, are giving to their customers, being too large to go through

the mails, one will be sent with their goods if customers will mention it when placing their orders.

The Diamond Spice and Baking Powder Mills, operated by W. H. Gillard & Co., of Hamilton, are now running with an extra staff, on account of large orders received from the Lower Provinces.

Grand Mogul exhibits have been held during the past week at the following places: A. B. McGregor, Appin; Joseph Campbell, Melbourne; Mann & Co., Petrolea; W. A. Perkins, Petrolea; Anderson & Coghill, Wyoming.

Advices received from Liverpool, Monday, by J. L. Watt & Scott regarding grapes, state that suitable shipping quality is now on the market there, but is early for our Canadian trade as the domestic article is still plentiful.

On account of the press of business the manufacturers of MacLaren's cheese will be unable to fill fresh orders for another ten days, by which time the firm hopes to be able to fill orders it now has on hand.

The big 1,800-pound lion, made of Eclipse brand soap, that frowned down upon exhibitors at the Industrial Exhibition, has been transferred to Michie & Co.'s window, King street west, Toronto, where it attracts large crowds daily.

A Toronto broker, who on Wednesday cabled several offers for fine Moning teas, could not get any, these teas being almost impossible to get on account of their scarcity. A cable to the same broker announced another advance in Indian teas.

In the monster trades' procession at Brantford on Labor Day, W. Paterson & Son had three immense floats. On one of them they made candy and flung it out to the crowd. It is needless to say that the thousand or more children who followed, voted it by far the best display in the procession.

The Statist, London, published an authoritative estimate of the coffee crop of 1894, on Saturday last, 15th inst., showing it to be approximately 12,500,000 bags. This will be the largest crop in the annals of the trade. The maximum consumption of coffee, according to the Statist, is 10,500,000 bags annually, and the Statist thinks that if the prices are maintained by speculators during 1894 a great crash in the spring of 1895 may be expected.

Grand Mogul Tea exhibit at West Fair, London, was a great success. It was served in small Wedgewood china cups. Many persons, report T. B. Escott & Co., stated that they never tasted such good tea before. Orders were taken for the various retailers throughout the country from the consumers who tasted the tea. The sales were large.

The grocers who make their own sausages for sale can make a good profit independent

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VANCE & CO. Wholesale Fruit
Produce and
Commission Merchants
Bananas a Specialty
Consignments of Fruit and Produce
solicited. All orders will receive
our prompt attention. **63 Colborne
St., Toronto**

Dawson & Co.
**FRUIT
PRODUCE**
and **COMMISSION MERCHANTS**
32 WEST MARKET STREET
Consignments
Solicited. **TORONTO.**

GEORGE McWILLIAM. FRANK EVERIST
TELEPHONE 645.

McWILLIAM & EVERIST
GENERAL... **FRUIT**
Commission Merchants
25 and 27 Church street,
TORONTO, ONT.
Consignments of **FRUIT and PRODUCE SOLI-**
CITED. Ample Storage.
All orders will receive our best attention.

SHOULDERS
MILD SWEET
SQUARE CUT
SMOKED
Or in Pickle.

CHEAPEST AND MOST PROFITABLE ARTICLE
TO HANDLE IN THE TRADE.

All our Meats are
Branded with
Our Trade Mark



Burnt in the
Skin of
Each piece.

F. W. FEARMAN
HAMILTON

ROBERT WILLIAM CLARK
BROKER and
COMMISSION AGENT
VANCOUVER, B.C.

Correspondence Invited.
Consignments Solicited.

of the grocery business. R. McCormick, of
Brockville, made a trial and succeeded and
now has ordered an improved sausage
machine from C. Wilson & Son, Toronto,
capable of making three hundred pounds
per hour. Others should try it. Every
person eat's meat as well as groceries.

Regarding salmon, the B. C. Commercial
Journal of Sept. 11, says: "Considerable
sales have recently been made at prices
which are a marked advance on what have
been ruling for some time back. The bark
Northernhay will probably commence load-
ing this week on account of R. P. Rithet &
Co., Ltd. It is expected that the tonnage
already engaged will completely clean up
the market; only a few odd lots will be left
for local demand. The canners are much
pleased that the market is now strong
and in their favor."

MONTREAL MARKETS.

MONTREAL, September 20, 1894.
GROCERIES.

THE grocery trade has been much the
same this week as last, none of the
previously reported improvement hav-
ing been lost, and, if anything, a little has
been added to the volume of trade. Prices
have ruled steady. Sugar still holds firm
on account of advices from primary markets,
and business has been more active on signs
shown of an advance in the near future. In
syrups a fairly active business is being done,
and molasses has brightened up a little.
The tea market holds firm, with prices
gradually hardening, and there has been a
sharp advance in coffees. Rice continues
to rule fairly active, and the prospects are
that the higher values at which raisins have
opened will continue for some little time.
Canned goods have ruled moderately active,
with the exception of canned salmon, which
is rather quiet.

SUGAR.

There is an inclination towards an ad-
vance in sugar, although there is no impor-
tant change as yet to note. Advices from
primary markets have continued firm, and
the result here is that prices are very well
maintained. One refinery holds nearly all
the stock of bright yellows on hand, and the
result has been that buyers, in the face of a
good demand, have had to pay in cases 1-16

(Continued on page 24.)

GRAPES

All kinds. Any quantity.

WRITE FOR PRICES

Nugent & Tudhope
WELLAND.

TEA MIXERS

Indispensable to the tea trade. Guaranteed to mix 50
pounds thoroughly in two minutes. Are perfectly
dustless and easy to operate. Capacity, 25, 50 and
100 pounds. PRICE, \$12.00, \$15.00, \$20.00.

MANUFACTURED ONLY BY

J. A. GOWANS, 1444 QUEEN ST. WEST,
TORONTO.

**WILLIAM RYAN,
PORK PACKER**

—AND—

COMMISSION MERCHANT

Consignments of **BUTTER, EGGS** and
COUNTRY PRODUCE Solicited.
70 and 72 Front St. East,
Toronto, Ont.

S. K. MOYER,

Fruit and Commission Merchant
76 COLBORNE ST.,
TORONTO, ONT.

DEALER IN
FRESH FISH, BANANAS, LEMONS,
DOMESTIC FRUITS and
VEGETABLES.

Orders Solicited.

Write Us For Prices

Breakfast Bacon
Shoulders Backs
Hams Pure Lard

D. GUNN, FLAVELLE & CO.

Pork Packers **76, 78, 80 Front St. E.,**
and Commission Merchants **TORONTO**

ESTABLISHED 1890.

JAMES E. PATMORE,
LONDON, ONTARIO.

EXPORTER OF

Hay, Oats, Oatmeal, Butter, Cheese, Eggs,
APPLES, ETC.,

AND

Produce Commission Merchant.

BUTTER, CHEESE AND EGGS

Handled to best advantage. Good
storage. Also, **Finest English**
Creamery Salt.

Prompt and personal attention to all favors,
Correspondence solicited.

FLOUR AND FEED

THE demand for flour during the past week has not been large, though a fairly good local trade is reported. The Exhibition stimulated the demand a little, but very little appreciable change was felt, except by dealers supplying the hotel trade, etc. Retailers are still experiencing difficulty in getting bran and shorts in the city. Cereals show little change, and trade is quiet. Many retailers ran out of baled hay during the past week, and experienced some difficulty in getting more. The scarcity in baled hay was attributed to the number of cars in use for the Exhibition, and the inability of shippers to obtain them. There was also less loose hay offering on the market; fall ploughing is commencing, and farmers are not fetching so much into the city.

There is at present no great probability of a rise in flour, but a further drop is unlikely. Very few flour merchants are carrying any stock; bakers are not buying much ahead, and the mills are also carrying light stock. The grain merchants also have not been buying heavily, and the natural conclusion is that should anything cause prices to advance, no matter how little, there would be a revival in trade. If grain merchants, millers and retailers would hasten to replenish their depleted stock before a further advance, this would naturally cause prices to go up rapidly. Dealers will do well to watch the market closely.

THE MARKETS TORONTO.

FLOUR—Local trade has been somewhat duller this week. No changes in prices are reported. We quote as follows: Manitoba wheat patents, \$3.50 to \$3.60; strong bakers', \$3.35 to \$3.45; Ontario, \$3 to \$3.15; straight roller, \$2.80 to \$3.

SHORTS—City mills still have very little to offer. There is a good outside demand and local trade is good. It is selling from \$16 to \$17 per ton at the mills.

BRAN—The demand continues good. Bran is reported scarce and is selling at \$14 per ton.

SCREENINGS—There is a good demand, but few city mills are offering. Good screenings are fetching from \$12 to \$12.50 per ton.

OATS—Business is quiet, yet the market is reported firm. A fair amount changed hands during the week at from 31½ to 32½c. per bushel.

BARLEY—There is not a great amount moving. Feed is quoted at 41 to 42c. per bushel.

WHEAT—There is a large quantity of the fall wheat coming in. The prices that it is fetching are 54c. for white, and 53c. for red.

HAY—While there has been a fair amount of loose hay on the market, baled is reported rather scarce this week. Prices are reported firm at \$8 to \$10. per ton.

STRAW—Trade is quiet. Baled straw is selling in car lots at from \$7.50 to \$8 per ton.

BREAKFAST FOODS—Oatmeal is a little lower with trade fair. We quote: Standard and rolled oats, \$4 to \$4.10 per big; granulated, \$4.05 to \$4.15; granulated wheat, \$4 per barrel; cornmeal, higher at \$3.75 per barrel.

MONTREAL.

The demand for flour on local account continues good, consequently the market rules active, with a large volume of business doing at steady prices. We quote as follows: Winter wheat, \$3.25 to \$3.50; spring wheat, patents, \$3.25 to \$3.50; Manitoba patents, best brands, \$3.50 to \$3.60; straight roller, \$2.85 to \$3; extra, \$2.55 to \$2.60; superfine, \$2.40 to \$2.50; Manitoba

strong bakers', \$3.30 to \$3.40; Manitoba strong bakers', best brands, \$3.40 to \$3.45.

There was no change in the situation of the feed market. The demand was active and values were firmly held. Bran, \$16; shorts, \$18; mouillie, \$22 to \$24.

The demand for oatmeal was limited, and the market ruled quiet and about steady. Standard, brls., \$4; granulated, brls., \$4.05 to \$4.10; rolled oats, brls., \$4.05 to \$4.10; pot barley, per brl., \$3.90; split peas, per brl., \$3.40.

ST. JOHN, N.B.

Demand in the flour market continues rather better, but values do not show strength, prices being very low. Oatmeal is easier with good demand. Cornmeal continues firm at high prices. Oats are easy. Beans are very firm, and just at present rather hard to get. Hay continues dull and low. We quote: Manitoba flour, \$4.30 to \$4.35; best Ontario, \$3.50 to \$3.60; medium, \$3.35 to \$3.50; oatmeal, \$4.20 to \$4.30; cornmeal, \$3.10 to \$3.20; middlings on track, \$2.20 to \$2.3; bran, \$18 to \$19; cotton seed meal, \$30 per ton. Demand for low grade flour is very large and cannot be met, as millers do not have enough to fill orders. Oats, on track, 38 to 42c.; beans, \$1.55 to \$1.60; h.p., prime, \$1.45 to \$1.55; hay, \$9.50 to \$10.

FOR SALE.

FOR SALE IN THE VILLAGE OF POWASSAN, Parry Sound district, line of G. T. Ry, a good building fitted up for store, store-house, stable and dining-shed in connection, occupied at present as a tin shop. For further particulars apply to W. A. INGLIS.



W. A. McCLEAN & CO.

Pork Packers - Owen Sound

CURERS OF THE FAMOUS—

Diamond A Hams,
Breakfast Bacon,
Spiced Rolls,
Long Clear Bacon,
and Pure Leaf Lard

WRITE FOR QUOTATIONS

KOFF NO MORE

WATSON'S COUGH DROPS

Will give positive and instant relief to those suffering from Colds, Hoarseness, Sore Throat, etc., and are invaluable to orators and vocalists.

R. & T. W. STAMPED ON EACH DROP.

Q

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S
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This seal of 1000 oysters
card with
printed in
of 4 hands.
The retailer
these cards
in the oyster
We are
your trade,
positively guaran-
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as any. Se
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36

... WE OFFER OUR ...

Queen Brand of Flour

TO THE TRADE as the best flour for all purposes ever put on this market, and the most uniform. If anybody, having tried it, questions our claim, we would like to hear from him. **QUEEN FLOUR**—Highest award Chicago World's Fair. No dealer, who aims at the best class of trade, can afford to do without some **QUEEN** in stock.

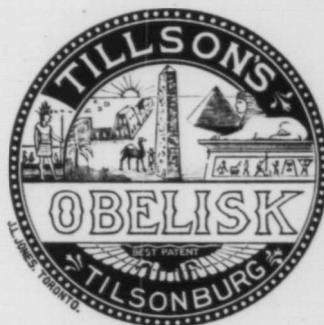
M. McLAUGHLIN & CO.

TELEPHONE 636.

Royal Dominion Mills, TORONTO.

Something New

A flour combining the best properties for family use. This is not a bakers' flour, but a quality every family once trying will wish to use. Put up in cotton bags 98, 49, 24 lbs.



E. D. Tilson, Tilsonburg
ONT.

Special Notice to you who Sell Oysters in Bulk

This season we are giving away to every purchaser of 1,000 oyster pails a very handsome window display card with the words "Bulk Oysters for sale here," printed in gold leaf on heavy morocco board, size 19x12, or a handsome chromo lithographed in fifteen colors. The retailer will find it greatly to his advantage to use these cards as a notice to the passing public that he is in the oyster business.

We are offering this special inducement to obtain your trade, as our facilities are 60,000 per day, and every pair guaranteed uniform, perfectly liquid tight and second to none on the market. Our prices are as low as any. Send in a trial order for your pails and get one of these cards.

Dominion Paper Box Company
36 and 38 Adelaide St. W.,
TORONTO.

Books for Retailers

Published for the good of the trade.

Ideas for Hardware Merchants

As its name implies it is full of ideas for the retail hardware merchant.

PRICE, 50 CENTS (Half Price)

Buying, Handling and Selling of Tea

Being the experience of the most prominent and successful merchants.

PRICE, 25 CENTS.

Pitfalls of the Dry Goods Trade

This is another batch of Prize Essays full of valuable information.

PRICE, 10 CENTS

Sent, postpaid, on receipt of price.

THE CANADIAN GROCER
TORONTO.

Embros Oatmeal Mills

D. R. ROSS, - - - EMBRO, ONT

A CHOICE QUALITY OF

Rolled, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

Selected WHITE OATS only used. For prices of Oatmeal or Oathulls in carloads or less quantities, write or wire, and will reply promptly. Can ship via Canadian Pacific or Grand Trunk Railways.



FOAM YEAST

A NEW DISCOVERY. TRY IT.

Put up in attractive tin boxes with hinged lid, keeping the yeast dry and in good condition 3 or 4 months longer than in wood.

36 packages to a box, price \$1.00.

A sample box sent to any address.

Acknowledged by all who have tried it, **THE BEST.**

FOAM YEAST CO.

79 Esplanade St. E., - - - Toronto.

MONTREAL MARKETS—Continued

to $\frac{1}{8}$ c advance in order to fill their wants. Granulated is unchanged at $4\frac{1}{4}$ c., and yellows are quoted at $3\frac{1}{4}$ to $3\frac{3}{8}$ c. as to quality at the factory. Altogether a brisk business is doing in sugar.

SYRUPS.

There is a good demand for small lots of syrups, and a fairly active business is reported. Small lots of bright have sold at 2 to $2\frac{1}{2}$ c., and 1 to $1\frac{1}{4}$ c. for dark. There has been a fair movement in American syrups at $1\frac{3}{4}$ c. per lb.

MOLASSES.

Business remains quiet, and will probably do so until cooler weather sets in. There has been an improved demand from the Ottawa district, probably for lumbering purposes. We quote: Round lots of Barbadoes, ex store, at $27\frac{1}{2}$ c.; car lots at 29c., and single puncheons at 30c. There have been a few sales of small lots of Porto Rico at 24 to 25c.

TEA.

There has been a brisk demand for all lines of tea on spot, and a larger volume of business has been doing at firmer prices. Importers in some cases state that buyers have been placing their orders at an advance in prices in order to secure what they want. An advance would not be surprising in view of the small stocks. Importers are finding some difficulty in getting their orders filled. There have been some inquiries from American points, but no sales have been effected on account of the shortness of stocks here. Sales have been made of new grade Japans at 11 to 13c., showing an advance of 2c. per lb. over what the goods could have been freely obtained for a short time ago. Country dealers continue to buy freely. Medium to good medium Japans sell at 14 to 17c.; fine, $18\frac{1}{2}$ to 23c., and choicest at 24 to 31c.

COFFEES.

An advance in choice Mocha grades of 1c. per lb., on account of active demand and small stocks, has been the feature of the coffee market. Long berry grades cannot be obtained. Prices have an upward tendency in other grades. We quote: Maracaibo, $18\frac{3}{4}$ to 21c.; Rio, 19 to 21c.; Java, 24 to 30c., and Mocha, $23\frac{1}{2}$ to 29c.

SPICES.

The spice market is fairly active and steady with a good demand for small lots. Prices remain unchanged. We quote mill prices as follows: Penang black pepper, 6 to $7\frac{1}{2}$ c.; white pepper, 10 to $12\frac{1}{2}$ c.; cloves, $7\frac{1}{2}$ to 9c.; cassia, 9 to 10c.; nutmegs, 60 to 90c.; Jamaica ginger, 15 to 22c.

DRIED FRUITS.

Fall supplies are attracting the attention of the dried fruit trade. There have been further arrivals of new stock and sales have been made of some five or six thousand boxes arriving or to arrive this week at 5c.

for fine off-stalk, and $4\frac{1}{2}$ c. off-stalk. Currents are very quiet with no change in prices.

RICE.

The market for rice rules fairly active and firm under a good demand. We quote: Standard, \$3.45 to \$3.70; Japan, \$3.95 to \$4.25, and Patna, \$4.25 to \$4.75.

NUTS.

The jobbing business in nuts noted last week still continues with no changes in prices to note. We quote as follows: Almonds at $11\frac{1}{2}$ to 12c.; shelled do., 23 to 29c.; shelled walnuts, 18 to 21c.; Grenoble walnuts, $11\frac{1}{2}$ to 12c.; filberts, $7\frac{1}{2}$ to 8c.; pecans, $7\frac{1}{2}$ to 8c.; Brazils, 9 to 10c., and peanuts, 7 to 9c.

CANNED GOODS.

A fair amount of business is reported and the market rules moderately active with no changes in prices to note except in canned tomatoes. The pack of tomatoes is turning out much smaller than usual, and only a limited demand has kept this line from a rapid advance in prices. As it is sales have been made recently of round lots at 80c. per dozen. Canned salmon is quiet, but firm at the recent advice in prices. We quote: Lobsters, \$6 to \$6.50 per case; sardines, \$8.50 to \$9.50; salmon, \$1.15 to \$1.30 per doz; tomatoes, 95c. per doz.; peaches, \$2 to \$2.10 per doz.; corn, 95c. to \$1 per doz., and marrowfat peas, 85 to 90c. per doz. Australian canned meats: Boiled mutton, \$1.86 to \$1.90 per doz. 1-lb. tins, and \$3.10 to \$3.15 per doz., 2-lb. tins; roast mutton, \$2.05 to \$2.10 per doz., 1-lb. tins, and \$3.35 to \$3.40 per doz., 2-lb. tins; corned mutton, \$2.05 to \$2.10 per doz., 1-lb. tins, and \$3.35 to \$3.40 per doz., 2-lb. tins.

GREEN FRUIT.

The green fruit market is active, with a good demand and a large volume of business doing. Apples show a firmer feeling and good fall stock has realized higher prices, sales having recently been made at \$2.25 to \$2.75 per brl. Jamaica oranges in barrels are lower at \$5, but for boxes prices are steady at \$3.50. The recent cool weather has not materially affected the demand for lemons, and prices are firmer at \$2.50 to \$3 per box, as supplies are not large. Bananas are plentiful and sell at 45 to 75c. per bunch. California and domestic small fruits have ruled weak on account of heavy arrivals, and prices are much lower than they were a week ago. California pears can be bought for \$1.75 to \$2 per basket; domestic peaches at 40 to 75c. per basket; grapes, 2 to 3c. per lb.; Delaware's at 4c. per lb., and Niagaras at $3\frac{1}{2}$ c. per lb.

COUNTRY PRODUCE.

There has been another slight advance in eggs, in which business is good with a large volume doing at the advance. Sales have been made freely at $10\frac{1}{2}$ to $11\frac{1}{2}$ c. in round lots, and 12c. for single cases of choice stock,

while culls are worth from $8\frac{1}{2}$ to $9\frac{1}{2}$ c. per dozen. Honey remains quiet and prices are unchanged at 8 to 9c. for choice strained stock. The receipts of onions are fair for which the demand is good at \$2 per brl. for red and yellow. There is no change in hops and in potatoes receipts continue heavy with prices remaining at 45 to 55c. per bag of 90 pounds.

PROVISIONS.

A fair amount of business is being transacted in provisions, there being a good demand for small lots at firm prices. We quote: Canadian short cut, heavy, \$18.50 to \$20; do., light, \$17.50 to \$18.50; hams, city cured, per lb., 10 to 13c.; lard, Canadian, in pails, $9\frac{1}{2}$ to 10c.; bacon, per lb., 10 to 12c.; lard, common refined, per lb., $7\frac{1}{4}$ to $7\frac{1}{2}$ c.

BUTTER.

Butter does not show any material alteration from last week. The tone on the whole continues steady and what business there is doing is on a steady basis. As the fall advances, however, holders in the country are naturally apt to become more anxious about the clearance of the stocks of creamery and dairy. We quote as follows: Finest late made creamery, 19 to $19\frac{1}{4}$ c.; finest July creamery, 18 to $18\frac{1}{4}$ c. Finest Townships, 16 to $16\frac{1}{2}$ c.; fine Western, $15\frac{1}{4}$ to $15\frac{1}{2}$ c.

CHEESE.

The cheese market continues steady in tone. Aside from the transactions at the wharf there has not been a great deal of business on spot to note. There have been sales of French goods made at $10\frac{1}{2}$ c. Buyers are urgent and accept everything offered at quoted prices. We quote: Finest Western colored, $10\frac{3}{4}$ c. to $10\frac{7}{8}$ c.; finest Western white, $10\frac{3}{4}$ c.; finest Townships, $10\frac{3}{8}$ c. to $10\frac{3}{4}$ c.; finest Eastern colored, $10\frac{1}{2}$ c. to $10\frac{3}{8}$ c.; finest Eastern white, $10\frac{1}{2}$ c. to $10\frac{3}{8}$ c.

ASHES.

A slight advance in ashes may be noted. Business is quiet and values firm. We quote: First pots at \$4.20; seconds, \$3.80 to \$3.85, and pearls, \$7.50 per 100 lbs.

MONTREAL TRADE NOTES.

Frank Magor & Co., Montreal, report an exceptionally good enquiry for Southwell's fine marmalades, fruit jams and jellies throughout Canada. The quality alone has made them popular.

There is quite a revival in the general grocery trade in Montreal since the 1st of September. Frank Magor & Co. have had to cable for extra stock of many of their lines.

In response to advertisements offering a present of a half pound tin of Robinson's patent barley or patent groats, the Canadian agents, Frank Magor & Co., Montreal, are daily receiving applications from Vancouver to Halifax for these old established foods. They have been in favor for over 70 years, and are used in the royal nurseries in England and on the continent.

THE STRAT

Packed

Vege

Office at



THE ...
**STRATHROY CANNING
 AND PRESERVING CO.**
 (LIMITED.)

Packers of all kinds of

**Fruits ...
 Vegetables and Meats**

All goods guaranteed first-class.

Office and Factory:

STRATHROY, ONTARIO.



**“KENT”
 BRAND**

Of Canned Goods have an enviable reputation. Where once introduced they hold the trade. The CONSUMERS want them. The reason is that they are always reliable—always regular. Your trade will appreciate them.

**The Kent Canning
 & Pickling Co.**

CHATHAM, ONT.

IMPROVEMENT THE ORDER OF THE AGE

—AND—

**The “LION BRAND”
 Canned Goods Leads !!**

No need to ask the reason,
 No need to make the reply.

Everyone knows the HIGH REPUTATION of our goods. Why? Because they are acknowledged as “STANDARDS.” Grocers may now rely upon getting our goods; with our new factory added in Toronto, we are confident of supplying the demand.

See that the word “BOULTER” is lithographed across the face of the label. None other genuine.

**W. BOULTER & SONS
 PIGTON, ONT.**

Keep It In Mind

THAT

**THE DOVER APPLE CO.
 OF PORT DOVER**

Are manufacturers of the best
 and cheapest

**Cider and White Wine Vinegars
 ON THE MARKET.**

Quotations promptly sent on application

**LYTLE'S
 PICKLES**



Are Superior to all
 others.

**T. A. LYTLE & CO.,
 Vinegar and Pickle Manu-
 facturers,
 TORONTO.**

LION “L” BRAND

REGISTERED
 TRADE
 MARK.

PURE GOODS.

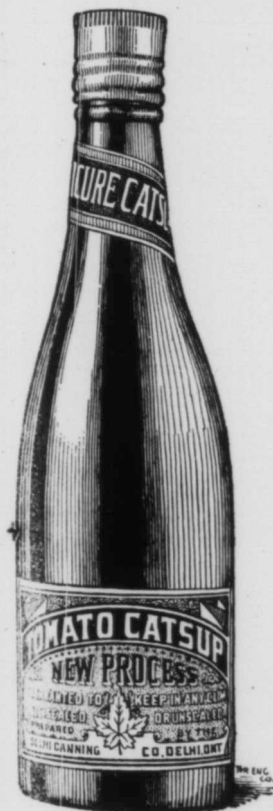
JAMS,
 JELLIES,
 VINEGARS,
 PICKLES.

The largest
 factory of the
 kind in the Do-
 minion.

DIPLOMA
 AND MEDAL
 Toronto Exhi-
 bition, 1893.



MICHEL LEFEBVRE & CO., Montreal & Toronto.
 Beet Sugar Factory at Berthierville, P. Q.



“EPICURE”

TOMATO

CATSUP

No trouble to sell, because it
 is advertised to the consumer.
 Show them the bottle and they
 will know it at once.

It has a finer flavor and a
 more natural color than
 any other catsup on the
 market.

A TRIAL ORDER IS ALL WE ASK.

Delhi Canning Co.

DELHI, ONT.

ST. JOHN, N.B., MARKETS.

St. John, N.B., Sept. 20, 1894.

BUSINESS during the past week has been fair. There is, in fact, a noticeable improvement. The trade have been much pleased to again meet with J. B. McLean, managing editor of THE GROCER. In markets there is a tendency to higher prices, except flour and oatmeal. The war in the East is making itself felt in the tea market, values being higher, particularly along lines of desirable teas. The season continues very dry, and demand for feeding flour and feed exceeds the supply. Provisions have taken a sharp advance. It is thought by some that price of corn will affect flour. Cheese and butter are active, and though price shows advancement, values, particularly cheese, continue below Upper Canadian prices.

SPICE—Continues quiet as regards demand. Prices are firm, nutmegs being up about 5c. Ginger is also inclined to be active. Cream of tartar, brls., 17½ to 18c.; boxes, 20 to 24c.; nutmegs, 65 to 95c.; cassia, 18 to 20c.; cloves, whole, 15 to 20c.; ground, 20 to 25c.; ginger, 18 to 22c.; pepper, 12 to 16c.; allspice, 14 to 16c.; bicarb soda, \$2.30 to \$2.38; sal soda, 1 to 1½c.

SALT—As advised in report of last week a cargo of some 4,800 bags coarse salt has arrived during the week, and another with about the same quantity is daily expected. The first coming on a bare market brought a good figure, selling at 45c. from ship's side. The prospect is for easy prices. By a new tariff regulation in the States, charging a duty on salt if imported other than direct from England, a large market is closed to importers here, and contracts already made are either being filled at a loss or not at all. St. John merchants will, no doubt, hold part at least of the trade, as they already get large quantities via Boston, and they will fill their orders for Maine from there. We quote prices out of store: Coarse, factory filled, \$1 to \$1.10; Canadian, 5-lb. bags, in brls., \$3.25; 10-lb. bags, in brls., \$3.10; American, 20-lb., wood boxes, 20c.; 10 lb., wood boxes, 12c.

OIL—Is quoted rather lower than last week, particularly in Canadian. The trade in burning oil is reported improving, as is the rule at this time of year. Trade in lubricating is also fair, the fall months showing as a rule good business. We quote prices: American, best, 18c.; best Canadian, 16½c.; prime, 12¾c.; linseed oil, raw, 56 to 59c.; boiled, 59 to 62c. Turpentine, 45 to 47c. Cod oil, 28 to 30c.; seal oil, steam refined, 40 to 45c.; pale, 38 to 43c.; olive oil, commercial, 90c. to \$1; castor oil, commercial, 6½ to 7c.; extra lard oil, 65 to 70c.; No. 1 lard oil, 60 to 65c.

CANNED GOODS—Values show little change. Local factories are offering new goods, but the association still withhold new quotations, preferring to sell their old goods

first. Large quantities of new finnan haddies are coming forward, although some factories are not yet offering, they saying that early canned fish are not as good as those canned later in the fall. New salmon are now to hand. Your correspondent has heard of two carloads sold here, which, owing to short pack, shippers would not forward. We quote corn, peas and tomatoes, 95c.; gallon apples, \$2.40 to \$2.50; oysters, 1's, \$1.40 to \$1.50; 2's, \$2.20 to \$2.25; corned beef, 1's, \$1.75; 2's, \$2.75; salmon, new, \$4.80 per case; haddies, \$5.55; peaches, American, 2's, \$1.65; 3's, \$2.65; Canadian, 2's, \$1.90; 3's, \$2.90. It will be observed that the canned beef is about fifteen cents higher than last week.

DRIED FRUIT—Valencia raisins show firmness. Advices from Denia report a still further advance. Loose muscatels continue in demand, but it is expected when new Valencias come in they will affect the trade. Currants are rather firmer. We quote: Sultana raisins, 7 to 7½c.; Valencias, 5 to 5½c.; London layers, \$2.10 to \$2.20; loose muscatels, 6½ to 6¾c.; prunes, 7 to 7½c.; currants, 3½ to 4c.; cases, 4 to 5c.; dried apples, 6¾ to 7c.; dates, 5 to 6c.; figs, 10 to 12c.; Egyptian onions, 1¾ to 2c.

GREEN FRUIT—Business is very active. Apples, fall fruit, are very plenty, and bring anywhere from \$1 to \$1.50. Gravensteins and other apples which are fair keepers bring better prices. Plums are very plenty and continue low. Grapes are also very plenty and find ready sale. Gravensteins sold out of schooners for \$2.75, and the report is they will be high. Apples, soft fruit, \$1 to \$1.50; hard and good keepers, \$1.50 to \$1.75; plums, 35 to 50c. per peck; peaches, \$1 to \$2.25 per basket; grapes, 30 to 50c. per basket; lemons, \$4.50 to \$5.50; oranges, \$5.50 to \$6; bananas, \$1.50 to \$2.25; tomatoes, \$1.50 per crate; watermelons, 40 to 45c.; pears, \$5 to \$6 per barrel.

DAIRY PRODUCE—Except eggs, which are slow and rather falling off in value, goods in this line are firm and ready of sale. Cheese continues to strengthen; some factories have already shut down owing to the

dry weather. Butter continues to advance, and good is hard to get except at outside figures. Prices, it is expected, will be higher. Eggs are selling at 11 to 12c.; dairy butter, 18 to 19c.; creamery, 22 to 24c.; cheese, 10½ to 11c.

MOLASSES—The active season should be here, there always being a large demand in the fall for use in the woods. Values do not show any change. We quote: Barbadoes, 27 to 28c.; Porto Rico, fancy, 42 to 43c.; choice, 34 to 35c.; Antigua, 27 to 28c.; St. Croix, 27 to 28c. Syrup, 30 to 35c.

FISH—Dry fish are in rather limited supply. Pickled fish are coming in more freely. Fresh herring and haddock are being received by the grocers in good quantities. Were it not for dogfish, which are unusually plentiful, the fishermen would have little to complain of. It is believed that to have fish enter Cuba or Porto Rico free, they must be shipped from a Canadian port. This caused St. John to ship via Halifax rather than via New York, which is the most usual. Large cod, \$3.60 to \$3.75; medium, \$3.40 to \$3.50; small, \$2.75 to \$3; haddock, \$1.75; pollock, \$1.70 to \$1.75; bay herring, \$1.40 to \$1.50; wolves, \$1.85 to \$2; medium smoked herring, 10 to 11c.; lengthwise, 9 to 10c. New smoked herring are expected this week.

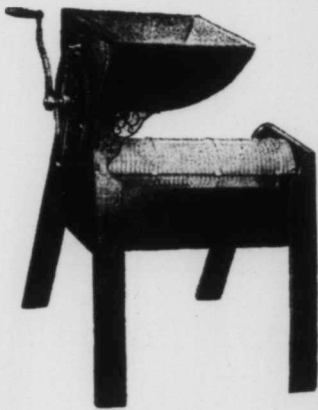
SUGAR—An advance of ¼c. is reported in all grades, demand being good. Granulated, 4½ to 4¾c.; bright yellows, 3¾ to 3¾c.; yellows, 3¾ to 3¾c.; dark, 3¾ to 3¾c.

PROVISIONS—Values continue to advance changes during the week being about 50c. a barrel. Cottolene is up about ¼c. We quote as follows: Clear pork, \$20 to \$21.50; P.E.I. mess, \$17 to \$17.50; prime, \$14; plate beef, \$13.75 to \$14.25; extra plate, \$14 to \$14.50; pure lard, 9¾ to 10¾c.; compound, 8 to 9c.; cottolene, 9¾ to 10¾c.

ST. JOHN TRADE NOTES.

Smith & Filton are reported to have received the appointment as agents for the St. Lawrence Sugar Refinery.

The E. B. Eddy Co. have changed their agents here, Schofield Bros., in place of A. P. Tippet & Co., being now their representatives.



WHAT IS IT?

THE GROCER'S FRUIT IMPROVER

A machine for cleaning Currants, Raisins and Prunes. The Simplest, Cheapest and the VERY BEST mechanical device ever sold for this purpose. No grocer can afford to be without this machine.

PRICE ONLY \$16.00.

No Agents.

Write Direct.

Manufactured and Sold only by

BEAMER & RYAN
Brampton, Ont.

A WORD ABOUT TEAS

We desire to advise the trade that our stocks of tea are large and have been bought at the bottom of the market. Consequently we are in a position to offer good values to those who give us an opportunity. Sample on Application.

H. P. ECKARDT & Co.

Wholesale Grocers

. . . . TORONTO.

**May Pickings
New Crop
Japan Tea**

We have now in store full lines New Japan Tea; better value than ever offered before. See our samples and prices before buying.

T. KINNEAR & CO.,
WHOLESALE GROCERS
49 Front St. E. TORONTO.

**FANCY
Japan Rice**

We have arriving to-day 200 bags of our celebrated Fancy Japan Rice, and are filling all orders booked to arrive. How is your stock?

SLOAN & CROWTHER,
Wholesale Grocers Toronto.

J. W. Lang & Co.

WHOLESALE GROCERS

First Arrival New

VALENCIA RAISINS

C. MORAND'S.

59, 61, 63 Front Street East Toronto

**Bee Brand
Pure Ceylon**

New shipments just arriving. Pounds and Halves. Constant repeat orders prove its merit as to quality. Samples on application.

Warren Bros. & Boomer
35 and 37 Front St. East,
TORONTO

1894

L. CHAPUT, FILS & CIE.

.. MONTREAL ..

WHOLESALE GROCERS

Importers of

TEAS, WINES, LIQUORS, FRUIT, Etc., Etc.

Established 1842

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

**Fresh Prunes
"SPHINX" BRAND**

A shipment just to hand, can offer them at an in 55 lb. cases

Exceptionally Low Price

PERKINS, INCE & Co.

41 and 43 Front St. East

**NEW
Valencia Raisins**

NOW IN STORE

New Sultanas

ARRIVING

SMITH & KEIGHLEY

9 Front St. E., TORONTO.

McALPIN TOBACCO Co.

Manufacturers,

Toronto, Can.

Send in your order for a sample package (20 lbs.) "**HARP**" Chewing Plug. Only 47c. per pound. It is a pure white Burley tobacco-filler and wrapper, perfectly clean and sweet and costs little more than ordinary black chewing. Harp is put up in 5c. and 10c. plugs, weighing 12 and 7 to the pound, respectively. Try it!

We desire to caution our customers against a bogus imitation of our **BEAVER Plug**, which is now being offered to the trade. The genuine Beaver tobacco is stamped with yellow and black tag and the word **BEAVER** printed plainly on each tag.

McALPIN TOBACCO Co.
TORONTO

WOODSTOCK, N.B., MARKETS.

WOODSTOCK, N.B., Sept. 20, 1894.

New Brunswick apples were never so plentiful, and were it not that quality is not such as will keep, it would be a good thing. Under the circumstances, however, it is hard to find a market, as it is necessary they go into immediate consumption. Plums show better value, with good demand. Potatoes are coming in more freely and they are rather lower. Onions, which show but fair crop, sell freely. Cucumbers are being received in much smaller quantities. Butter and cheese are both firmer, and show signs of advancing. We quote: Apples, 75c. to \$1.00 per bbl.; plums, 60 to 75c. per peck; potatoes, 80c. to \$1.00 per bbl.; turnips, 50 to 60c. per bbl.; beets, \$1.00; carrots, 75c.; onions, \$1.40 to \$1.50 per bushel; cabbage, 4 to 5c. per head; squash, 1½ to 2c. per lb.; pumpkins, 10c. each; tomatoes, 60c.; eggs, 10 to 12c. per doz.; butter, 15 to 17c.; cheese, 9½ to 9¾c.; beans, \$1.80 to \$2; buckwheat meal, \$1.25 per cwt.

A DISHONEST GROCERY CLERK.

A young lad named Wm. Scott, about sixteen years of age, working for D. Scroggie, grocer, Paisley street, was sent to the Bank of Commerce on Saturday, shortly before one o'clock, to deposit \$90. The lad did not turn up at three o'clock, and Mr. Scroggie telephoned to the bank. They replied that the money had not been deposited. A description of the youth was given to Chief of Police Randall, who put the wires in operation, and secured the boy's arrest in Stratford. When searched by the chief of police there, \$87 was found in his possession. Chief Randall left Saturday evening for Stratford and returned this morning, bringing the prisoner with him. He was brought before Magistrate Saunders this morning and was convicted, but was let off on suspended sentence, his father going security for his good behavior during the next twelve months.—Herald, Guelph.

A FILING DEVICE.

DEAR GROCER,—For filing receipts, invoices, letters, etc., I use a piece of tin 12 x 2½ inches with a hole in one end to hang up by. I roll receipts, etc., tightly on this slip leaving them all one width, writing on the outside, receipts, letters, or whatever it is, with date, whom from, and what for, as under:

20th April, 1894; invoice, \$184.19; Morden, Blare & Co.; groceries.

30th January, 1894; receipts, \$89.15; Rogers, Sons & Co.; tea.

10th September, 1894; letter from Smith & O'Brien, giving quotations for cheese, etc.

These are all filed in separate rubber bands, and you have only to turn them over like the leaves of a book till you come to the one you want. I learned this system in an

office in Scotland, and I have seen nothing to equal it for compactness and simplicity. I have never been troubled in getting out what I wanted. Of course, the packets mustn't be made too big. When packing them away I always fasten them lightly with a cord. One serious objection I have to an indexed file is, when turning them over several times, the holes are apt to get torn.

Can you give us any information regarding the new light displayed at 158 King street west?

Yours truly,

Paisley, Sept. 15, 1894. D. SHANKS.

IS IT A PRACTICE WITH YOU?

Grocers often extend credit far in excess of the limits of business prudence to customers because they own the house in which they live. In these days of dashing financing, however, this is not always a security. It very often happens that the reputed owner has really no equity at all. When the aid of the law is invoked, it is found that the house is built upon a ground rent, the building association owns the walls, and the owner really owns only from the top of the roof upwards.—Cash Grocer.

THE WAY IS CIRCUITOUS.

Ex-Mayor MacDonald, who is a wholesale grocer in Winnipeg, writes as follows to the newspapers of that city: "I have been offered by a commission house doing business in St. Paul, Minn., canned goods, packed in Ontario, by the Canadian Packing Association, for twenty per cent. less than I can buy from the same combine direct. This, however, is not the only advantage the American has over us in our own market. The through rate of freight from points of shipment in Ontario to Winnipeg, as quoted by this American firm, is 54c. per 100 lbs., while we pay the railway combine here 73c. on a hundred pounds on the same class of goods."

D. J. McLeod, of Tilsonburg, has started on the road for Edward Adams & Co., of London.

A meeting of the creditors of the British-American Starch Co., Brantford, was held on Thursday, Sept. 13th. Mr. Elmsley, of the B.B.N.A., J. R. Vanfleet and James Watt were appointed inspectors. It is understood that the principal creditors are the Bank of British North America, \$21,000 unsecured, and George Foster, \$17,000 unsecured.

L. B. Banks & Co., of Buffalo, N.Y., have engaged to erect a monster ice house at Dunnville, probably the largest in America, and capable of holding 40,000 tons of ice. The G.T.R., are running a spur line to the river.

S. Archibald, a large Montreal tobacco dealer, has arranged to buy all the crop of tobacco raised this season by Hiram Walker & Sons, and Lewis Wigle, of Leamington. The amount to be paid will be upwards of \$25,000.

The estate of Bunyan & Flannery, general storekeepers, of North Bay and Nipissing, was sold Tuesday afternoon at Suckling & Co.'s auction rooms, Toronto. The North Bay stock, amounting to \$6,500, was sold at 64c. on the dollar, and the Nipissing stock, amounting to \$3,000, was sold at 30c. on the dollar. The book debts, \$7,500, were sold at 26c. John Strong, of Toronto, purchased the three lots.

**THE FELLOW
WHOSE ADS. ARE
SO FUNNY**

Must have lots of time to make 'em up. We have not. The best we can do this week is to send you a photo of our PURE GOLD SWEET HERBS. We are kept busy sending them out these days. How is your stock? See our travellers.

PURE GOLD MFG. CO.
TORONTO.



REINDEER BRAND

**CONDENSED MILK EVAPORATED CREAM
CONDENSED COFFEE AND MILK**

The "Reindeer" Brand Condensed Milk must be pronounced of excellent quality and in every respect satisfactory.

DR. ARTHUR HILL HASSALL,
Analy., Sanit. Inst., London, Eng.

I am satisfied that the original milk from which the "Reindeer" Brand is prepared, is of unusual richness. In point of flavor, color and consistency, it leaves nothing to be desired.

DR. OTTO HEHNER,
Hon. Secy. of Society of Pub. Analysts, London, Eng.

PROFITABLE CLEANLINESS.

BY NATHANIEL C. FOWLER, JR.

THE regular advertisement in the regular newspaper is the bottom of all advertising.

The well-printed circular and the comprehensive catalogue have their place in the economy of advertising.

The poster, the painted rock, the chromo, are valuable to the advertiser.

The advertising that does not harmonize with the business is worth nothing.

The business that does not harmonize with the advertising wastes all the money it spends in advertising.

In good harmony is good profit and good business.

A big advertisement, written by the best advertisement writer, set by the most skilful compositor, and appearing in the leading medium or mediums of business or place, will bring to the store many would-be customers, but the advertisement will not sell the goods; that is the business of the store, the clerks, and the quality of the goods.

Ninety per cent. of the failures in advertising have been because the advertiser expected his advertisements to do the selling; he depended upon advertising, unsupplemented by proficient salesmen, attractively arranged goods, and conveniently located place of business.

The appearance of a store has as much to do with successful business as has the advertising, the goods, or the clerks.

A diamond is a diamond in any market, but place it in a box of sawdust, in a dark corner of a store, and the would-be purchaser, unless he be an expert in diamonds, won't buy it for less than 75 per cent. discount.

A wagon is worth its price anywhere, and is just as good a wagon with cobwebs between the spokes and dust on the cushions, but you can't sell it for its regular price.

A fly-specked electrical battery will ring just as many bells, but it won't sell well. Folks don't like dirty glass.

A bedstead separated into its several parts is just as much of a bedstead, and any woman can put it together, but it doesn't look well in the warerooms. The shrewd furniture man has his furniture look the same in his store as it would in a house.

Dress goods are dress goods, and will wear just as well in the dark as in the light, but the woman buys them to wear in the light, and they must be shown her in as attractive a way as they will look when properly made up and put on her.

Rusty tools won't sell for half their value.

A little elbow grease will make a stove worth 25 per cent. more.

A lot of tobacco pipes mixed up together, looking like a job lot, will sell for only half the money the same pipes will if set apart

each kind by itself, and given show-room prominence.

A dirty collar is worth less than no collar at all, and yet I have had men's outfitters hand me soiled collars from a box. It's a little thing, but many a man may take his trade away from a house which does not deal in cleanliness.

A pair of shoes that don't shine may be of just as good leather, and can be shined to look as well as they ever did, but it is the business of the shoe retailer, if the shine is worn off, to shine them before he shows them.

A house is just as comfortable, and worth just as much, with long grass on the lawn, and two or three dollars will cut the grass, but the prospective buyer may take the next house.

The appearance of anything to be sold has as much to do with the sale as the actual intrinsic value of the article itself.

A dent in a tomato can, no matter how new the can may be, makes it look like an old can.

Oatmeal is just as wholesome and just as clean inside of a well-sealed package if the flies have been running over the package until the printed matter on it can hardly be read, but the public, which will not think much anyway, imagines that the oatmeal is dirty.

It is just as essential, so far as selling is concerned, to have the package clean as to have the goods inside clean.

There is many a drug store with a dirty fountain, and yet the syrups are as pure as can be, and the glasses always bright, but the dirty fountain makes people think that the syrups are dirty, that the glasses are dirty, that everything is dirty, and if the public think so the man must clean up his fountain if he wants to sell soda.

You can wash the fly-specks off of a hair brush, and you had better wash them off before you try to sell it.

Light and cleanliness are the two great essentials to selling.

A dark store is never as profitable as a light one.

Daylight is free to everybody, and many a store can be made light by knocking a few more holes in the wall.

If the retailer is so unfortunate that he cannot light his store naturally, let him light it artificially.

No one yet has failed in business because he spent too much money in lighting his store. Light doesn't cost a great deal.

Keep the store light all the time, in dull times and in good.

Don't economize in gas by turning up the lights in any particular corner only when somebody happens to come into that corner.

People are like flies, they don't generally go into dark places.

Folks are attracted by light.

Darkness doesn't cover up a multitude of business sins.

Folks think they see unseen dirt in a half-lighted store.

Successful stores are always light, whether they sell perishable articles, dry goods, or anything else.

I have yet to find a first-class, progressive and profitable business run without plenty of natural or artificial illumination.

The man who keeps a dark store himself will not allow his wife to buy anything from a similar store.

In these modern times it would seem absurd to discuss the common-sense doctrine of profitable light and cleanliness, and yet while everybody knows that cleanliness should be a part of business, and that light should be everywhere, one-half of the store-keepers attempt to do business in dark stores, and fully one-half of this half do not give the attention to business cleanliness which they insist that their wives shall give in the management of the household.

There's many a market man and grocer who would discharge his wife, if he could, if she presented him with a kitchen or dining-table half as dirty as the store which sells the goods to supply the household.

Do not fool yourself by thinking that disorder is a mark of genius.

Do not try to convince the public that your business is so solid that you can do as you please.

There never was a man free to do as he pleased. You have got to do as others want you to, or do no business.

A dirty, ragged clerk can sell goods, but a well-dressed clerk, who isn't a dude, can sell more.

A poor but well-brushed suit of clothes, with a clean collar and a pair of polished shoes, on a clerk have almost as much to do with the selling quality of that clerk as has the ability of the clerk.

Do not make the mistake that some store-keepers do, of having the front of the store light, bright, clean, and attractive, and the back of the store like the inside of a cave.

Cleanliness costs little.

Shoe blacking and clean collars are inexpensive.

Dusters and brooms don't wear out very rapidly.

Soap is cheap, and water costs nothing.

Sunlight is free, and artificial light doesn't cost much.

But even if they cost a great deal, it is better to put out more money and do more business than to cut expenses and do less business.

Some folks believe that in economy is the success of business, that what you save is as important as what you earn—and they are right. But the successful business man, in not forgetting to save, figures that what he makes has as much to do with his success as what he saves.

It is better to put out \$1,000 and take in \$2,000 than put out \$500 and take in \$1,000.

Everybody knows that profit is the difference between expenditure and receipt, and yet fully one-half of the business men make more effort to cut down expenses than to increase business.

TOBACCO

Why pay a high price for foreign Leaf Tobacco when you can buy good Chewing and Smoking Tobacco, made from Canadian Leaf, for nearly half the money? Ask your wholesaler for a few cads, as sample. All sizes made. Manufactured by

JOLIETTE TOBACCO CO.
F. W. HUDSON & CO.
Canadian Agents, TORONTO.

WILSON'S PURE MALT VINEGAR

BAY ST., TORONTO

This is the only licensed malt vinegar works in Canada.

EQUAL TO IMPORTED

The Old "Servant's Friend."
60 Years! No Complaint!



Samples to be seen at
T. G. WILLIAMSON & CO., TORONTO.



British Columbia Salmon

"BALMORAL" BRAND

Turner, Beeton & Co.

VICTORIA, B.C.

AGENTS

WATT & SCOTT
Montreal

WATT & SCOTT
Toronto

GRANT, OXLEY & CO.
Halifax

ARTHUR P. TIPPET
St. John, N.B.



THE increasing demand for "Y. & S." Licorice goes to prove that a good article is quickly recognized.

This cut shows our 5 lb. can of Licorice Lozenges. The box is very attractive and the goods are A 1.

Can be had from any first-class house in Canada.

MANUFACTURED BY

Young & Smylie

BROOKLYN, N.Y.

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.



THE GROCER

Who has never sold

SURPRISE SOAP

Is losing the sale of the most satisfactory soap on the market.

Any Woman

Who has used Surprise Soap will tell you this. The profit is nearly as satisfactory as the soap.

The St. Croix Soap Mfg. Co.

St. Stephen, N.B.

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

THE FIRMNESS IN TEAS.

It may be interesting to note in connection with the market across the lines that the New York Journal of Commerce and Commercial Bulletin does not attribute the strength of the tea market to pure speculation. It says:

"As a stimulating factor, the breaking out of war between China and Japan has proved potential, but rather as a prospective influence to diminish shipments from those countries than because of any fear of immediate curtailment in the movement: a position fully endorsed by the Government record of imports into the United States during the first seven months of the year, showing a gain of about 11,000,000 pounds. Indeed, considering the incentive presented by the state of warfare existing between the two countries from which practically our entire supply of tea is drawn, speculation has been remarkable only for its exceedingly limited character, and the recuperation of tone in the tea market may fairly be credited to favorable natural conditions sufficiently strong to support the gains made."

"The advance in price has been of an irregular character. On some grades of stock previously crowded to an abnormally low level in the auction room, the reaction can be traced at from 35 to 50 per cent., which is the maximum, and the major portion of the improvement runs at 30 per cent. and

under to say 20 per cent., and all this on stock costing from 10 to 20c. per lb. On teas valued at 20c. and upwards the improvement will not amount to more than 10 per cent. at the best, and it is estimated by conservative operators that 25 per cent. will fairly represent the net average advance thus far fully established.

"The general run of quality thus far has been equal to or a trifle better than last season both in leaf and cup, and much cleaner. Importers of Pingsueys, however, have encountered a difficulty which they claim seriously threatens the bringing forward of any considerable quantity of that description of tea. The cause of complaint is in the very high standard of quality required by the Government officials in order to pass inspection, much above last year it is said, which is felt to be an unjustifiable discrimination against a large quantity of the supply."

U. S. DUTY ON SALT.

In reply to an inquiry by Francis D. Moulton & Co., of New York, as to whether salt used for curing fish is dutiable under the law of 1894, Secretary Carlisle has made a ruling that it was not. Paragraph 322 of the Act of 1890 provides that salt used in curing fish or by exporters of meat, either packed or smoked, which has been cured in the United States with imported salt, is free

of duty under regulations established by the treasury. The secretary holds that there is nothing in the Act of 1894 inconsistent with this paragraph, and that it is therefore unrepealed. He declares therefore that "duty salt in bond may continue to be withdrawn for curing fish free of duty." Presumably, adds an exchange, the same would be true of salt used for curing meats; but the department does not touch this question, it not being raised by the letter of inquiry.

TEA AND HARDWARE.

The tea trade is full of mysteries to the outsider. A dealer in Liverpool, who has about 60 branches, has laid in a stock of ironmongery, crockery, china, etc., to give away as bonus with so many pounds of tea. He makes a show on the pavement outside his shop of galvanized iron buckets, etc. The bonus is at the rate of 8d. and 1s. on 2s. tea, 1s. on 2s. 4d. tea, and 8d. on 2s. 6d. tea. Purchasers of ½ lb. of 2s. tea receive a tea pot. The value of a frying pan or a bucket in Bohea is not stated. Another firm, in London road, give away a large tin trunk with 5 lbs. of tea, and smaller trunks with smaller quantities of the leaf. They even give away carpets and other house-furnishing requisites at so many pounds of tea per yard or per article. "If this goes on ironmongers and others will have to sell tea in self-defence," remarks an English hardware paper.

Highest Award at Chicago.



SCALES and SAUSAGE
MACHINERY
67 Esplanade St. E., Toronto

CHOCOLAT MENIER



Is Now For Sale
Everywhere
in the
United States
and
Canada

as its use as a table bev-
erage
in place of

Tea, Coffee or Cocoa
has become quite universal.

It Nourishes and Strengthens
If served **ICED DURING WARM WEATHER** it is most
Delicious and Invigorating

Ask your Grocer for
**CHOCOLAT
MENIER**
Annual Sales Exceed
33 MILLION POUNDS

If he hasn't it on
sale send his name
and your address to
**C. ALFRED
CHOULLOU**
12 St. John Street,
Montreal, Que.

From Sept. 10th to 17th we have
shipped to grocers

261
50 lb.
SACKS of Windsor
Common Salt.

YOU can't sell any if you haven't
got them.

It's no trouble to get them. The price in lots
of 10 or over is 22c. at Toronto, and a card
to us will bring them.

How is your stock
of Dairy Salt?

We will look for an
order from **YOU**.

TORONTO SALT WORKS

128 Adelaide St. East,

....TORONTO

SITUATIONS WANTED.

Advertisements under this heading, two cents per word
each insertion, payable in advance.

BY YOUNG MAN, AS GROCERY CLERK. HON-
est, upright, energetic, some experience. Un-
derstands window-dressing. Owns and operates good-
sized printing press which can be made of value to
employer. Can do bookkeeping. Wages not so much
an object as a good insight into the business. Refer-
ences. Town preferred. Address "HUSTLER," GROCER
Office. (37)

WILLIAM ARCHER, Carpenter and Store Fitter
VALUATOR,

STORE, OFFICE AND SHOW ROOM FITTER
All classes of Store Fittings, Exhibition Cases
Show Cases, etc., from the Cheapest to the Most
Elaborate, made well, quick, and at Reasonable
Charges. Alterations, Repairs. Estimates Free.
Post cards promptly attended to.

114 SPADINA AVENUE,
Cor. of Adelaide St., Toronto.

**MUNN'S
BONELESS CODFISH.**

NEW ARRIVALS.

Send in your orders. Full stock on
hand of Assorted Boxes, 5 lb., 10 lb.,
20 lb. and 40 lb. boxes; also

SKINLESS CODFISH in 100 lb. Cases.

The Munn Brand, after a most severe
test, gained the only medal awarded
at the World's Fair this summer,
which speaks highly for the merits of
this article.

Stewart Munn & Co.,
MONTREAL.

IF YOU VISIT THE
OTTAWA or LONDON

EXHIBITION

Come and try a cup of



**SERVED
FREE**

The "Acme" of Success in Tea Blending.

JOSEPH TETLEY & CO.

MONTREAL

TORONTO



ALLAN LINE

ROYAL MAIL STEAMSHIPS

Liverpool, Londonderry, and Montreal Mail Service

STEAMSHIPS.	From Montreal.	From Quebec.
SARDINIAN.....	Sept. 22	Sept. 23
*NUMIDIAN.....	" 29
PARISIAN.....	Oct. 6	Oct. 7
MONGOLIAN.....	" 13	" 14
*BUENOS AYREAN.....	" 20
LAURENTIAN.....	" 27	Oct. 28

And weekly thereafter.

The Steamers of this service carry all classes of passengers. The Saloons and Staterooms are in the central part where least motion is felt. Electricity is used for lighting the ships throughout, the lights being at the command of the passengers at any hour of the night. Music rooms and Smoking room on the promenade deck. The Saloons and Staterooms are heated by steam. Steamers are despatched from Montreal at daylight on the day of sailing, and sail from Quebec at 9 a.m. on Sundays. Steamers with a * will not stop at Quebec, Rimouski, or Londonderry. **RATES OF PASSAGE**—Cabin, \$45 and upwards, according to location of Stateroom and number of persons occupying same; all having equal privileges elsewhere. Second Cabin, \$30 single, \$60 return. Steerage to Liverpool, London, Glasgow, Belfast, or Londonderry, at lowest rates. Steerage passengers are provided with bedding and every requisite for the voyage without extra charge.

H. & A. ALLAN, Gen. Agents, Montreal, or H. C. BOURLIER, 1 King St., Toronto

BUSINESS TALKS TO BUSINESS MEN

If your advertising has failed to bring you wished for results it is more than likely that you were alone to blame for it.

The great majority of the American people reason sensibly upon all that they read and hear.

They resent the implication that they are standing around ready to be filled full by all sorts of braggart assertion from all sorts of pretentious claimants.

They button up their pockets all the closer when the "never failing cure for all ills" makes its appearance in their local papers, threatening them with "dire calamity" if they hesitate a moment to avail themselves of "the only" remedy.

There is positive danger in claiming too much.

Of course, a certain class of advertisers will remind you of this, that or the other "Proprietary" article that created such a furore five, ten years or so ago.

They'll tell you of the thousands of dollars spent in advertising and in salaries, and yet—

It never occurs to them to wonder why so many of these concerns were lost almost in a night, and their very names are now recalled with difficulty.

Many of these articles had positive merit, and deserved a better success than they had.

The managers went on the theory that the American public were fools, and so they ran madly on their career of boasting and claiming and over-praising until the sober second thought of the people turned them away with disgust from the remedies, and the advertisements no longer won their attention or dollars.

Extravagant claims for anything on earth are sure to result in disappointment.

The American people are a sensible and thinking race.

They prepare their advertising in a sensible manner. They tell the story briefly, pointedly, and humanly. They do not boast, they reason, and then as a rule prove their arguments by testimony of the strongest character they have.

The honest, upright and almost always successful advertiser is the one who appeals to the heart, the mind, the judgment of the readers.

The first duty of a business man is to win friends through their faith in him and in what he has to sell them.

If you have an article of general use, try a line of advertising and bring your own special brand more prominently before the public. Never mind how many similar articles there may be, yours will eventually become the leader.

Look at the baking powders, the washing powders, the \$3 shoes.

What name do these three suggestions bring to your mind?

All that you need to do is to tell your story modestly and pleasantly—confidently, truthfully, and persistently—and your success is sure.—Printers' Ink.

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.

We Have Moved

Owing to increased business, we have been obliged to remove to larger and better premises, at No. 1 Jarvis Street. Our improved machinery and increased accommodation now enables us to fill all orders—large or small—on the shortest notice, and we will always supply the purest and best goods at closest price. We continue to manufacture **Barton's Baking Powder**.

G. F. Marter & Son

SUCCESSORS TO BARTON, SON & CO.

Phoenix Coffee and Spice Mills
Cor. Jarvis and Esplanade

...TORONTO

Do Not Send Any Orders!

Owing to the exceptional demand for

MacLaren's Imperial Cheese

We positively cannot fill new orders for one week.

A. F. MacLAREN & CO., - TORONTO

ADULTERATED FOODS.

The question of adulteration of food and drugs in the United States is discussed in detail in the report of special agent Alex. J. Wedderburn of the Agricultural Department. After referring to the fact that the public ideas of adulteration of food are in many cases very much exaggerated, the report says: It has been proved that adulteration is general and increasing, and that no kind of food, drugs or liquors is free from the finishing touches of the manipulators. Whether the intent be criminal and vicious or simply fraudulent, the result is the same, and the people will continue to suffer until the strong hand of federal law steps in to

supplement and support the action of the state.

The extent of adulteration is fully 15 per cent., of which 2 per cent. is of a character injurious to health. But to furnish 65,000,000 people with food, drink and drugs costs not less than \$6,760,000,000, and it is found that the amount of adulteration reaches the immense sum of \$1,014,000,000 annually. As at least 2 per cent. of the whole is deleterious to health, \$135,200,000 constitutes the annual amount paid by the American people for sacrifice of their lives or injury of their health. As there exists no more serious or exhaustive drain upon the resources of the people than the adulteration of their food and drug products, the Federal Government

should enact a law to prevent the transportation of misbranded, poisonous, or deleterious food and drug products from one state or territory into another, not interfering with the police powers of the state. This being done, the various state laws would become effective, and by systematic effort on the part of officials or honest dealers and manufacturers adulterations would be reduced to a minimum and millions of dollars saved annually to the country. The cost of execution of such a law would be moderate, and should be borne by the manufacturers of food and drug products.

C. Stubbs, grocer, South London, lost a trunk that he had left on the G.T.R. station two weeks ago and has not heard of it since. He is out about \$100. The trunk had not been checked.—Advertiser.

The Detroit Woodenware Co'y

The oldest, the largest, and the most reliable woodenware factory in America . . .

Our Motto: Best Goods at Lowest Prices

We manufacture everything in the line of hollow ware

WASH TUBS, all sizes

WATER PAILS, all sizes

SPICE PAILS

CANDY PAILS

LARD PAILS

TOBACCO PAILS

PICKLE PAILS

JELLY PAILS

JAM PAILS

ETC., ETC.

Our prices are the lowest.

Our goods are the best.

Write us for prices

TAYLOR, SCOTT & CO.

Sole Agents for Canada

Toronto

DRY GOODS.

TORONTO MARKET.

HOUSE trade this week has been less than usual, as fewer buyers are in town. Travelers have mostly departed, however, and orders are coming in from them and per mail. Both these classes are for very small parcels, as retailers do not seem to have broken heavily into their stocks. Nevertheless, the sorting trade this season is expected to be brisk, because dealers have bought very lightly in advance, and as soon as they experience an increase of trade they will be forced to sort up often and in a general and extensive way. Fall orders to date are over 25 per cent. less than last year.

This must be made up by an increase in the sorting orders.

Payments are entirely satisfactory, however. This, of course, is a natural result of close sailing to the wind by retailers generally. They have bought less and sold more and consequently can pay for more.

Woolen underwear has taken a boom since the price of wool stiffened. Jobbers and retailers seem to have become satisfied that prices could go no lower under present circumstances and they have bought more freely. Quite a number of manufacturers have cleaned out stock lots and overmakes to the jobbers at prices which has further accelerated this activity. Woolens and other Canadian staples are all active and no further drop in prices is to be reported, nor is one expected.

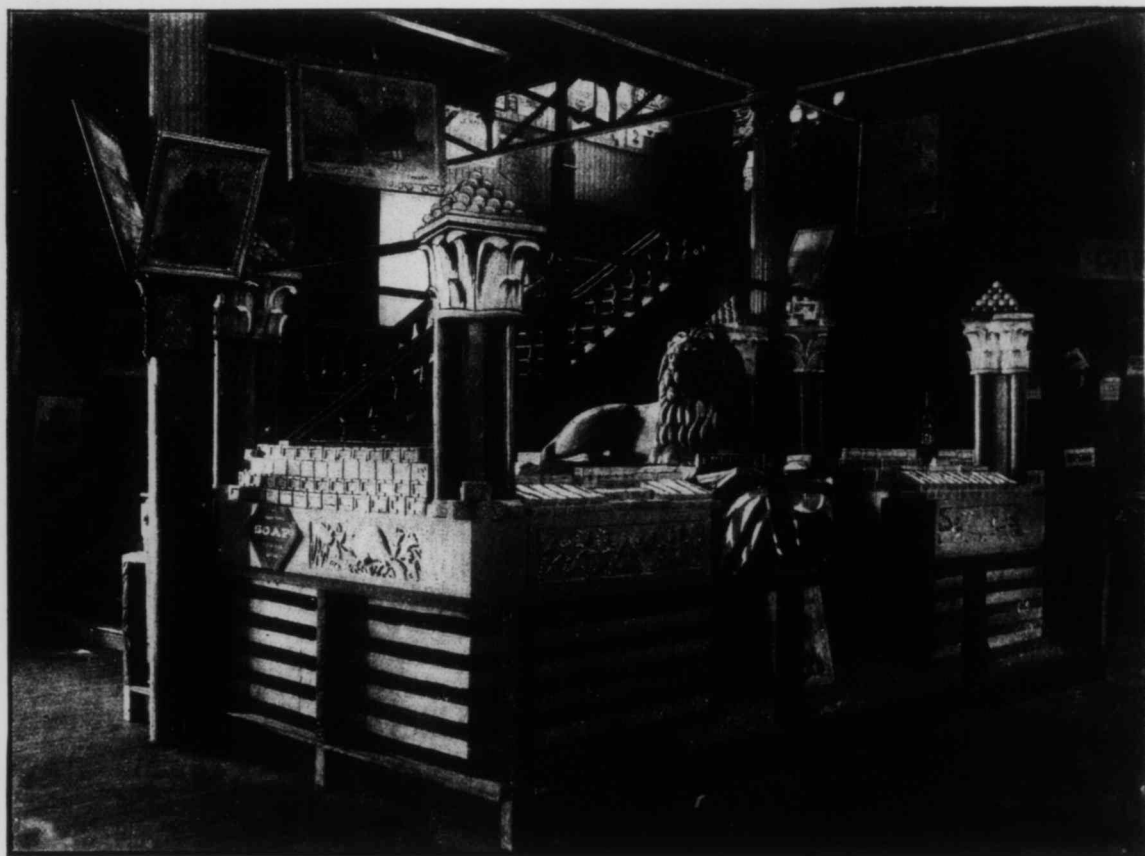
MONTREAL MARKET.

The cooler weather during the past week has had the effect of bringing in a number of country orders, both from travelers and merchants, direct for all lines of fall and winter fabrics.

The warehouses have also continued to receive a number of direct visits from buyers personally who have placed good sorting orders. In fact, it is the general impression that travelers who have just started out on their sorting trip will meet with much better success than on their placing one.

Prices are fairly steady, notably so on cloakings, blankets and woolen goods of all kinds, all of which have met a decidedly improved demand.

Remittances continue much the same as they were, but better returns are expected next month.



JOHN TAYLOR & CO.'S SOAP EXHIBIT INDUSTRIAL FAIR, TORONTO, 1894.

This unique display represents a Pompeian Court with pillars of soap to represent various marbles. The central figure is a lion (made of their well-known **Eclipse** brand) weighing 1,800 lbs.

JOHN TAYLOR & CO. Proprietors Morse Soap Works **Toronto**

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BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

THE creditors of Carson Price, general merchant, Holland Centre, have refused to entertain his offer of 75c. on the dollar, secured by his wife, but agreed to allow an extension of 18 months. His assets are \$13,396.36 and liabilities \$8,960.46.

Alex. Elliott, groceries and liquors, is offering to compromise.

S. Dalston, general merchant, Drumbo, is offering to compromise.

J. Charette, general merchant, St. Marie de Blandford, has assigned.

J. T. Hutchison, general merchant, Mono Road Station, has assigned.

David Donaldson, liquors, Sarnia, has called a meeting of his creditors.

Hirst Bros., general merchants, Nanaimo, B.C., have obtained an extension.

The bailiff is in possession of Smart's tea store, Hamilton, under a chattel mortgage.

U. Mallette, tobacconist, Montreal, is offering to compromise at 20c. on the dollar.

N. Cote, general merchant, St. Fabien, Que., is offering to compromise at 25c. on the dollar.

Alph. Descary, tobacconist, Montreal, has assigned on demand of Alph. Turcotte. Liabilities about \$12,000.

W. S. Loggie, fish and lumber, Chatham, N.B., is compromising with his creditors. He, it is said, owes about \$150,000.

Mrs. Moise Aubin, provisions, Montreal, has assigned on demand of Charles Langlois & Cie., with liabilities of about \$17,000.

CHANGES.

T. A. Shaw is opening a general store at Kewatin.

G. R. Jones, grocer, Moncton, N. B., has sold out to E. E. Ayer.

Colwell Bros., grocers, St. John, N. B., have sold out to Geo. Desbart.

Thos. Todd, baker and confectioner, Uxbridge, sold out to Halley & Wylie.

L. A. Bogy, general merchant, New Denver, B. C., has sold out to Bourne Bros.

A. B. Miller, general merchant, Rainham Centre, has been succeeded by A. Leggat.

McFadden & Co., general merchants, Willescroft, Ont., have sold out to J. A. Collard.

W. R. Erskine, general merchant, Belgrave, has sold out to J. M. Henderson, of Ethel, who takes possession October 1.

SALES MADE AND PENDING.

The stock of R. A. Dubrule, grocer, Montreal, has been sold at 52c. on the dollar.

The stock of A. Major, grocer, Montreal, is advertised for sale by auction. A like fate awaits the grocery stock of James Mulholland, same place.

PARTNERSHIPS FORMED AND DISSOLVED.

Chabot & Dufort, grocers, Montreal, have dissolved.

Thos. Bearss & Son, general merchants, Corinth, have dissolved. Thos. Bearss continues.

FIRES.

Tomlinson Bros.' creamery, Uxbridge, has been burned.

W. A. Robertson & Co., fish, St. Andrews, N.B., have been burned out.

DEATHS.

Thomas Carter, grocer, Winnipeg, is dead.

CONDENSED MINGE MEAT

Delicious Mince Pies every day in the year.

Handled by retailer as shelf or counter goods. No waste. Gives general satisfaction.

Sells at all Seasons.

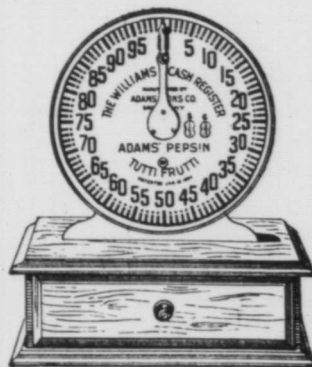
Will not ferment in warm weather.



The best and Cheapest Mince Meat on Earth.

Price reduced to \$12.00 per gross, net.

J. H. WETHEY, St. Catharines Ont.



GET ONE!

ADAMS' Tutti Frutti Cash Register

A SUBSTANTIAL AND RELIABLE ARTICLE
Send for Descriptive Circular.

ADAMS & SONS CO.,
11 and 13 Jarvis St., TORONTO, ONT.



Sold by the Wholesale Grocery Trade and the Manufacturers,
THE HAMILTON COFFEE AND SPICE CO

Sales Increase Yearly
It Holds Trade

JOHNSTON'S FLUID BEEF

THE GREAT STRENGTH-GIVER



The most perfect form of Concentrated Nourishment.

Stimulating Strengthening Invigorating

The Johnston Fluid Beef Co.

MONTREAL.

E. BROWN & SON'S, 7 Garrick St., London, England, and 26 Rue Bergere, Paris.

BOOT PREPARATIONS SOLD EVERYWHERE.			
			
MELTONIAN BLACKING (As used in the Royal Household) Renders the Boots soft, durable and waterproof.	MELTONIAN CREAM (white or black) For Renovating all kinds of Glace Kid Boots and Shoes.	ROYAL LUTETIAN CREAM The best for Cleaning and Polishing Russian and Brown Leather Boots, Tennis Shoes, Etc., Etc.	NONPAREIL DE GUICHE Parisian Polish For Varnishing Dress Boots and Shoes is more elastic and easier to use than any other.

Messrs. SALOMON & PHILLIPS, 33 Spruce St., New York, Sole agents for Canada and U.S. A

ROYAL DANDELION COFFEE

We find it necessary to state that the great celebrity our Royal Dandelion Coffee has attained has induced various imitations. We therefore caution the public against allowing themselves to be supplied with a spurious article, that only being genuine which is put up by us. The **ROYAL DANDELION COFFEE CO.**

Henry J. Keighley, Manager,
468 King st West. Telephone 1610.

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.

Auditor for

J. B. McLEAN Publishing Co., Toronto.

MOTT'S
DIAMOND CHOCOLATE.
IS THE BEST.
ASK FOR
MOTT'S

JOHN P. MOTT & CO
HALIFAX, N.S.
ESTABLISHED 1844

OTHER SPECIALTIES.
NOUGAT
RAHAT LAKUHM
ALMOND ROCK
EL MAHNA

CALLARD & BOWSER'S



BUTTER-SCOTCH
(The Celebrated Sweet for Children).
"Really wholesome Confectionery." Lancet

MEDALS AND DIPLOMAS.
PARIS
SYDNEY
MELBOURNE

St. John's Works, London, W.C., England.

Samples may be seen and quotations obtained of
The CANADIAN SPECIALTY CO., Toronto

SPECIAL APPOINTMENT. (ROYAL ARMS, TO H. M. THE QUEEN.

ASK FOR, INSIST ON GETTING & USE ONLY
"CLEANLINESS"
NIXEY'S
BLACK LEAD
W. G. NIXEY,
LARGEST MANUFACTURER IN THE WORLD.

THE BEST !!!

GOES THE FARTHEST

By Royal warrant, manufacturers to Her Majesty, the Queen.

Highest Exhibition Honors.
Prize Medal, Chicago, 1893

The "Most Popular"
BLACK LEAD
The "Most Remarkable"
POLISH

Canadian Representatives:
MR. W. MATTHEWS, 7 Richmond St. East, Toronto
MR. CHAS. GYDE, 33 St. Nicholas St., Montreal.

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400 in
4 oz. can
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Size 1,
" 10,
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12 oz. tin

Standard Goods

THREE
OF A KIND

Keen's D. S. F. Mustard

Keen's Oxford Blue

Keen's Mixed Spice

Orders for stock are incomplete without an assortment of the above well known sellers.

CURRENT MARKET QUOTATIONS

TORONTO, Sept. 21, 1894

This list is corrected every Thursday. The prices are solicited for publication, and are for such qualities 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.

PURE GOLD.	per doz
5 lb. cans, 1 doz. in case.	19 80
4 lb. cans, 1 doz. in case.	16 00
3 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 70
8 oz. cans, 2 and 4 doz. in case.	2 40
6 oz. cans, 2 and 4 doz. in case.	1 90
4 oz. cans, 4 and 6 doz in case.	1 25
Dunn's No. 1, in tins.	2 00
" " " " " "	75
Cook's Friend—	
Size 1, in 2 and 4 doz boxes.	\$2 40
" " 10, in 4 doz boxes.	2 10
" " 2, in 6 " "	80
" " 12, in 6 " "	70
" " 3, in 4 " "	45
Found tins, 3 doz in case.	3 00
12 oz tins, 3 doz in case.	2 40



9 oz tins, 4 " "	1 10
5 lb tins, 1/2 doz. in case.	14 00
OCEAN WAVE No 10— doz cases.	\$0 75
1-lb. 3 doz cases	1 20
No 1 (14oz) 2 doz case	1 80
1-lb. 2 doz in ases.	2 00
3-lb. 1/2 doz. in cases.	5 75
5-lb. " " "	9 00
" " " "	9 60

W. H. GILLARD & CO., PROPRIETORS.

DIAMOND 1/2 lb. tins, 4 doz. cases.	0 67 1/2
1/2 lb. tins, 3 doz. cases.	1 17
1 lb. tins, 2 doz. cases.	1 98

BARTON'S BAKING POWDER.

per doz.	
1 lb. sealer jars, 2 doz. in case.	2 25
1 1/2 lb. jelly jars, 2 " "	2 25
1/2 lb. " " " "	1 25
2 lb. fancy enamelled tins, 2 doz.	2 75
1 lb. tins, 2 doz. in case.	2 00
1/2 lb. " " " "	1 20
1 lb. " " " "	0 75

BISCUITS.

TORONTO BISCUIT & CONFECTIONERY CO

Abernethy..... 8 1/2	Nelson Tarts..... 11 1/2
Arrowroot..... 10 1/2	Oyster Crackers
Butter..... 6	Square..... 6 1/2
" 8 lb pks 20	" Pearl..... 6 1/2
Cottage..... 8 1/2	Peach Cake..... 12
Coccanut..... 11	Pearl Wafers..... 13
Garibaldi..... 9	People's Mixed..... 10
Gingerbread..... 10	Pilot Family..... 5
Ginger Nuts..... 10	Queen's..... 12
Graham Wafer 9	Reception..... 14
" 2 lb. pks 20	School Cake..... 11
Jam Jams..... 11 1/2	Soda..... 6
Jumbles..... 11	" 3 lb pks 20
Lemon..... 10	Sultana..... 10
Lunch..... 9	Tea..... 10
Molasses Snaps 5 1/2	Variety..... 12
Moss Wafers..... 13 1/2	Village..... 7 1/2
Napoleon..... 12	Wine..... 8 1/2

BLACKING.

Spanish, No. 3.....	4 50
" " 5.....	8 00
" " 10.....	9 00
Japanese, No. 3.....	4 50
" " 5.....	7 50
Jaquot's French No. 2.....	3 00
" " 3.....	4 50
" " 4.....	6 00
" " 5.....	9 00
" " 1-gross Cabinets, asst.	7 50
Egyptian, No. 1.....	9 00
" " 2.....	4 50
P. G. FRENCH BLACKING. per gross	
No. 4.....	\$4 00
No. 5.....	4 50
No. 8.....	7 25
No. 10.....	25
P. G. FRENCH DRESSING per doz	
No. 7, 1 or 2 doz. in box.....	\$2 00
No. 4.....	1 75
" RALSTON'S FRENCH	
No. 1.....	\$9 00
" 2.....	4 80
" 3.....	3 60
" 4.....	4 50

BLACK L FAD.

NIXEY'S	London	Canada
Refined in 1d., 2d., 4d. and 1s. packages, (9 lb. boxes)	7s 6d	\$2 25
Jubilee in 1 oz. and 2 oz. round blocks in cartons (9 lb. boxes).	4s 3d	9 00
Silver Moonlight, Plum-bago Stove Polish (13 1/2 lb. boxes)		
6 1/2 lb. in large 1d. pkts, 1 gross	4s 3d	1 50
13 lb. in large 1d. pkts, 2 gross	8s 6d	3 00
13 lb. in large 1d. pkts, 1 gross	7s 6d	2 50
13 lb. in large 3d. pkts, 1 gross	7s 6d	2 50

Reckitt's Black Lead, per box	1 15
Each box contains either 1 gro., 1 oz.: 1/2 gro., 2 oz., or 1/4 gro., 4 oz.	
Per gross	
Silver Star Stove Paste	9 00
Matchless silver polish	24 00
MATCHLESS STOVE PASTE POLISH	
No. 1.....	9 00
" 2.....	7 20
" 3.....	4 80

BLUE.

NIXEY'S	
"Soho Squar" in 8 lb. boxes, of 16x6d. boxes, London	6s 0d
"Soho Square" in 8 lb. boxes, of 16x6d. boxes, Canada	\$2 25
"Cervus" bag blue, 1 size	2 50
" " " " "	1 25
KEEN'S OXFORD. per lb	
1 lb packets	0 17
1/2 lb	0 17
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16

KNIFE POLISH.

NIXEY'S	
"Cervus" boxes of 1 doz. 6d.....	London 3s., Canada, \$1 15
"Cervus" boxes of 1 doz. 1s.....	London 6s., Canada, \$2 30
For 5 gross and upward	

CORN BROOMS.

CHAS. BOECKH & SONS, per doz	
Carpet Brooms—	net.
"Imperial," ex. fine, 8, 4 strings.	\$3 65
Do. do. 7, 4 strings.	3 45
Do. do. 6, 3 strings.	3 25
"Victoria," fine, No. 8, 4 strings.	3 30
Do. do. 7, 4 strings.	3 10
Do. do. 6, 3 strings.	2 90

MATCHLESS STOVE POLISH



ALL SENSIBLE PEOPLE USE THIS BRAND

Something Tasty

Nelson's Brilliant Gelatine

For Evening Parties and Entertainments.

Something Tasty

Maconochie's Herrings in Tomato Sauce

Maconochie's Bloater Paste

No Grocer's Stock Complete Without Them.

Stocked in Montreal by

FRANK MAGOR & CO., Montreal 16 ST. JOHN ST.

Prices Current Continued—

Table listing various food items like 'Standard' select, Do. do., etc. with prices.

CANNED GOODS.

Large table listing various canned goods such as Apples, Blackberries, Beans, Corn, etc. with prices per dozen.

CANNED MEATS.

Table listing various canned meats like Corn Beef, Herring, etc. with prices.

Table listing soups and bouillies with prices.

CHEWING GUM.

ADAMS & SONS CO.

Table listing various chewing gum products like Tutti Frutti, Pepsin, etc. with prices.

C. R. SOMERVILLE.

Table listing various food items like Mexican Fruit, Pepsin, Celery, etc. with prices.

CHOCOLATES & COCOAS.

CADSBURY'S.

Table listing various chocolate and cocoa products with prices.

TAYLOR BROS. CHOCOLATE & CHICORY

Table listing various chocolate and chicory products with prices.

TODHUNTER, MITCHELL & CO'S

Table listing various chocolate products like French, Caracac, etc. with prices.

Table listing various cocoa products like Fry's, Fry's Monogram, etc. with prices.

JOHN P. MOTT & CO'S

Table listing various cocoa and chocolate products like Mott's, Fry's, etc. with prices.

COWAN COCOA AND CHOCOLATE CO.

Table listing various cocoa and chocolate products like Hygienic Cocoa, etc. with prices.

WALTER BAKER & CO'S

Table listing various chocolate products like Premium No. 1, Baker's Vanilla, etc. with prices.

Table listing various chocolate products like Grocers' Style, Soluble Chocolate, etc. with prices.

MENIER FABRICANT DE CHOCOLAT.

Table listing various chocolate products like Paris et Noisiel, Yellow wrapper, etc. with prices.

Table listing various fancy chocolate products like Fingers, Pastilles, etc. with prices.

CLOTHES PINS.

Table listing various clothes pins with prices.

COFFEE.

Table listing various coffee products like Mocha, Old Government Java, etc. with prices.

TODHUNTER, MITCHELL & CO'S

Table listing various coffee and chocolate products like Excelsior Blend, Our Own, etc. with prices.

DRUGS AND CHEMICALS.

Table listing various drugs and chemicals like Alum, Blue Vitriol, etc. with prices.

RECKITT'S Blue and Black Lead

ALWAYS GIVE YOUR CUSTOMERS SATISFACTION.

Silver Gloss STARCH

ASK FOR BENSON'S CANADA PREPARED CORN

Satin Starch

Pure Rice Starch

Pulverized Starch

Beware of Imitations

Every package bears our name

SOLELY MANUFACTURED BY

THE EDWARDSBURG STARCH CO. LIMITED CARDINAL, ONT.

Prices current, continued.

PICKLES, SAUCES, SOUPS. Wright & Copp, Agents, Toronto. Snider's Tomato Catsup... Chili Sauce... Snider's Soups... Bouillon, Beef, Chicken Con-somme, Chicken Gumbo, Cream of Asparagus...

PRODUCE.

Butter, creamery, tubs. Creamery prints. Dairy, tubs, choice. Low grades to com. Beans, store crocks. Cheese. Eggs, fresh, per doz. Hams, per bag. Potatoes, per bag. Honey, extracted.

PROVISIONS.

Bacon, long clear, p lb. Mess pork. Pork, shortcut, p. bbl. Hams, smoked, per lb. Breakfast Bacon. Rolls. Backs. Lard, pure, per lb. Compound Lard.

RICE, ETC.

Rice, Aracan. Patna. Japan. Imperial Seta. extra Burmah. Java extra. Genuine Carolina. Grand Duke. Sago. Tapioca. Goathead (finest imported).



CRYSTAL.

25 lb sacks. \$1 35. 50 " bags... 2 60.

SAPOLIO.

In 1/4 or grs. boxes, per gross... \$11 3

ROOT BEER.

Adams', 10 cents size, per doz. " fine to superior. " 25 cents size, per doz. " per gross.

SPICES.

Pepper, black, pure. Pepper, white, pure. Ginger, Jamaica, pure. " African. Cassia, fine to pure. Cloves. Allspice, choice to pure. Cayenne. Nutmegs. Mace. Mixed Spice, choice to pure. Cream of Tartar, fine to pure.

KEEN'S MIXED

1 oz. tins, 2 lb bozes, per box... 1 00

STARCH.

BRITISH AMERICA STARCH CO. 1st Quality White Laundry. 3 lb. cartons, boxes, 36 lbs. Ditto. bris., 175. Canada Laundry, bxs., 40 lbs. Brantford Gloss. 1 lb. fancy boxes, cases, 36 lbs. Lily White Gloss, kegs, 100 lbs. 1 lb. fancy cartons, cases, 36 lbs. 6 lb draw-lid bxs, 8 in c'te, 48 lbs. Brantford Cold Water Rice Starch. 1 lb fancy boxes, cases, 28 lbs. No. 1 Pure Prepared Corn. 1 lb. packages, boxes, 40 lbs. Challenge Prepared Corn. 1 lb. ackage, boxes, 40 lbs.

KINGSFORD'S OSWEGO STARCH.



SILVER GLOSS. 40-lb bxs., 1-lb pkgs., new wrappers. 6-lb bxs., sliding covers (12 bxs. each crate). PURE. 36-lb. bxs., 12 3-lb. bxs. OSWEGO. 40 lb. bxs., 1-lb CORN STARCH. For puddings, custards, etc. ONTARIO. 36-lb. to 45-lb. bxs., STARCH. 6 bundles. STARCH IN Silver Gloss. BARRELS Pure.

ST. LAWRENCE STARCH CO.'S

Culinary Starches. St. Lawrence corn starch. Durham corn starch. Laundry Starches. No. 1, White, 4 lb. Cartons. Bbls. Kegs.

Canada Laundry. Ivory Gloss, six 6 lb. bozes, sliding covers. Ivory Gloss, fancy picture, 1 lb packs. Patent Starch, fancy picture, 1 lb. cartons.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches. No. 1 White or Blue, cartons. Canada Laundry. Silver Gloss, 6-in. draw-lid bxs. Edwardsburg Silver Gloss, 1-lb. chrome package. Silver Gloss large crystals. Benson's Satin, 1-lb. cartons. No. 1 White.

Culinary Starch. W. T. Benson & Co.'s Prepared Corn. Canada Pure Corn.

Rice Starch. Edwardsburg No. 1 White, 1-lb. cartons. Edwardsburg No. 1 White or Blue, 4-lb. lumps.

SUGAR.

Granulated. Paris Lump, bbls and 100 lb. bxs. Extra Ground, bbls. Powdered, bbls. Extra bright refined. Bright Yellow. Medium. Dark yellow. Raw.

SALT.

Bbl salt, car lots. Coarse, car lots, F.O.B. small lots. Dairy, car lots, F.O.B. small lots. quarter-sacks. Common, fine car lots. small lots. Rock salt, per ton. Liverpool coarse.

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

Prices current, continued--

SYRUPS AND MOLASSES.

Table with columns for Syrup types (Dark, Medium, Bright, Very Bright, Rodpath's Honey) and Molasses (Trinidad, New Orleans, Porto Rico) with prices per gallon.

Table for Molasses prices per gallon, listing various grades and their respective prices.

SOAP.

Table for Soap prices per lb, including Ivory Bar, Do. 2, 6-16 and 3 lb bars, Primrose, and Sterling.

MORSE'S MOTTLED

Table for Morse's Mottled Soap prices per box in 5 box lots.



Table for Eclipse Soap prices per box, listing various sizes and quantities.

Table for various household goods including Sweet Briar, Extra Perfume, Old Brown Windsor Squares, White Castile Bars, White Oatmeal, Persian Bouquet, etc.



Table for Ammonia Soap prices per box, listing different quantities and prices.



Table for Surprise Soap prices per lot, listing box lot quantities and prices.



Table for Sunlight Soap prices per case, listing case quantities and prices.

TEAS.

Table for Tetley's Tea prices, listing No. 1 quality and other grades.

TETLEY'S COFFEES.

Table for Tetley's Coffees prices, listing one quality only.

CHINA GREENS

Table for Gunpowder, Young Hyson, and other tea varieties with prices per lb.

PING SEUYS.

Table for Young Hyson, Half chests, Hal Boxes, and other tea types.

Table for Congou, Black, Indian, and Ceylon tea prices.

TOBACCO AND CIGARS

Table for various tobacco and cigar brands including British Consols, Ingots, Laurel, Honeyuckle, Napoleon, Victoria, Brunette, Prince of Wales, etc.

Table for White Burley tobacco prices, listing duty paid and various grades.

TEAS.

Table for Cigars prices, listing brands like Woodcock, Sunny South, Solid Comfort, etc.

GIGARS-S. DAVIS & SONS Montreal.

Table for Davis & Sons cigar prices, listing sizes and brands like Madre E' Hijo, Panatelas, etc.

Table for Dominion Cut Tobacco Works prices, listing various tobacco products and cigarette brands.

DOMINION CUT TOBACCO WORKS, MONTREAL.

Table for Cigarette prices, listing Athlete, Puritan, Sultana, etc.

Table for Plug Tobacco prices, listing Old Chum, etc.

Table for Woodenware prices, listing Pails, Tubs, Washboards, etc.

On sales amounting in value as per above list to less than \$20 there shall be an advance of 10c per doz on pails and lard tubs, and of 50c per dozen on wash tubs.

Table for Woodenware prices (continued), listing various household items.

On sales amounting in value as per above list to less than \$20 there shall be an advance of 10c per doz on pails and lard tubs, and of 50c per dozen on wash tubs.

Table for various household goods and matches prices, including Parlor, Telephone, Telegraph, etc.

Table for Soap and Butter prices, listing various brands and quantities.

The British Columbia Commercial Journal

Is the universally recognized leading trade and commercial paper west of Toronto. As an advertising medium to reach the B. C. trade it cannot be surpassed.

The Commercial Journal is devoted to the Lumbering, Mining, Shipping, Commercial and Industrial Interests of British Columbia. It is found on the counter in nearly every retail store in the Province. To reach the retailer you must advertise in The Commercial Journal.

SUBSCRIPTION \$2.00 PER YEAR.

Advertising Rates made known on Application

77 JOHNSON ST., VICTORIA, B.C.

"It is a Convincing Argument"

When endeavoring to sell a customer if you are in a position to say: "This brush or broom was made by

BOECKH OF . . . TORONTO."

And I have never had a complaint of Boeckh's goods in all my business experience. If you handle Boeckh's Brushes and Brooms you are safe. All first-class jobbers sell them.

THE ST. LAWRENCE SUGAR REFINING CO.'S

GRANULATED YELLOWS SYRUPS

ARE PURE

NO BLUEING Material whatever is used OUR GRANULATED
in the manufacture of



When looking for a good packet tea
Don't forget the old established

"MONSOON" BRANDS

Which for years have given satisfaction. Also ask for samples of our **STANDARD BLENDED TEAS** in bulk, to suit any water. They are unsurpassed for delicacy of flavor and strength.

Steel, Hayter & Co.

11 and 13 Front St. East, TORONTO

Growers and Importers

OILS

Samuel Rogers & Co.
TORONTO

NOTICE

The British Columbia Fruit Canning and
Coffee Co'y, L't'd.

VANCOUVER, B.C.

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Besides their regular brands of Ground Coffee, now so favorably known, they quote:

Blend No. 1 at 50c., either ground or whole roasted
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