

# THE CANADIAN GROCER

GENERAL STOREKEEPER

PUBLISHED  
WEEKLY  
\$200 PER YEAR

VOL. VII.

TORONTO, JULY 7, 1893.

No. 27

# COLMAN'S MUSTARD



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TORONTO and MONTREAL



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**OATMEAL** — Granulated, Mid Cut, Fine Cut, Flour Cut and Round Cut.

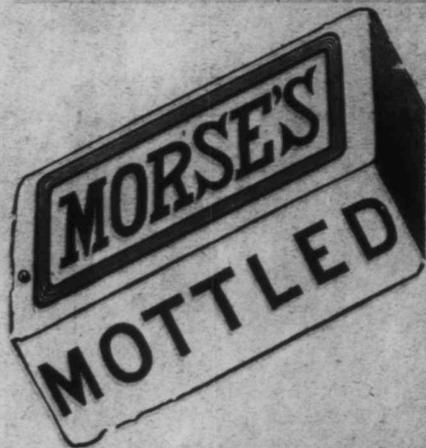
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## REFRIGERATOR

Manufactured by

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The accompanying cut represents our \$55 Grocer Refrigerator. But we make any size or shape to suit the convenience of our patrons and GUARANTEE satisfaction. We also keep in stock a full line for the use of PRIVATE FAMILIES, HOTELS, BUTCHERS, PROVISION DEALERS, ETC.

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**WITHROW & HILLOCK**

130 Queen St. East,  
Toronto.

**CHRIST<sup>TR</sup> JAMES & CO.,** LONDON, ENGLAND.

MAKERS OF THE LEADING

# Pickles, Marmalade, Sauces

In order to introduce the Imperial pint bottles of PICKLES put up by this celebrated firm.

I will, for 3 months, sell them to retailers at \$2.40 per doz.

These Pickles are equal if not superior to those for which \$3.20 is paid.

A jobber wanted in each city in the Dominion to handle these goods.

**M. F. EAGAR, General Agent, HALIFAX, N. S.**

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A  
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PER  
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“Standard Goods are the best to Handle”

THE STANDARD  
PICKLE



LAZENBY'S

DON'T deal in second-rate goods; a reputation for selling the best articles will draw the most trade. . . . .

THE  
STANDARD  
JELLY



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Arthur P. Tippet & Co., TORONTO and ST. JOHN, N.B.

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OF

# Black Teas

Russian  
Imperial  
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CONGOU :

And . .  
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Mallawalla

(Packed in 100 lb. Metal-Lined Cases.)

(Packed in ½ lb. and 1 lb. tin foil pack-  
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Are used by thousands all over Western Ontario, demon-  
strating the fact that rich flavor and invigorating qualities  
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## The Counter Tea Mixer

saved, in one week. Mixing by the hand process, which is objectionable to many customers, is avoided. A uniform quality of liquor in mixed-teas is guaranteed.

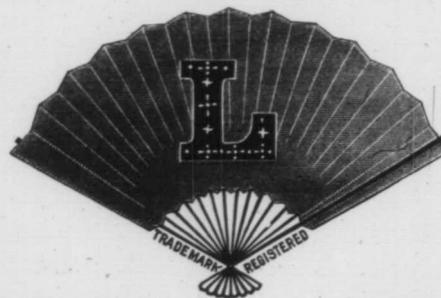
Is an indispensable adjunct to the retail grocers' counter. Why be without one at such a trifling cost; \$1.50 neatly packed, ready for shipment. It will pay for itself in time. We are sole agents for Western Ontario.

**W. H. Gillard & Co.** WHOLESALE GROCERS **Hamilton, Ont.**

**Edward Adams & Co.,** Established 1844. **London, Ont.**

Importers of the Celebrated . . . **"Fan" Brand Teas.**

Rose's Lime Juice, Qt. Bottles.  
Morton's Raspberry Vinegar, Qt. Bottles  
" White Wine " " "  
" Crystal " " "  
Keiller's Dundee Marmalade, 1 lb. Jars.  
" " " ½ lb. Tins.



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Morning  
Congous*

GILLARDS' LONDON PICKLES.

ROBERTS' TABLE JELLIES AND CREAMS

**BURNHAM'S  
CLAM  
BOUILLON.**

## IT IS A GREAT SUCCESS.

Grocers from all parts of the country report that it is a quick seller from the start. Order a case from your jobber at once. Every customer you sell a bottle to will thank you after using it. **Delicious Clam Broth** can be made from it in one minute, with Hot water.

Three sizes, retails at 25c., 50c., and 90c., in bottles only. Order from **James Turner & Co., Hamilton, Ont.,** or write **E. S. Burnham Company, "Manufacturers," 120 Gansevort St., New York, U.S.A.**  
R. H. HOWARD & CO., Toronto. ROBT. MOORE, Travelling Agent, London, Ont.

# THE CANADIAN GROCER

& GENERAL STOREKEEPER

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Published in the interest of Grocers, Packers, Produce and Provision Dealers  
and General Storekeepers.

Vol. VII.

TORONTO, JULY 7, 1893.

No. 27

J. B. McLEAN, President. HUGH O. McLEAN, Sec.-Treas.  
**THE J. B. McLEAN PUBLISHING COMPANY,**  
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The man who hopes to achieve success in any calling needs to trim his sails to catch every favorable breeze. Failure to take advantage of a passing opportunity at a critical moment has been the cause of many failures in life. Many on the other hand have achieved success because they were equal to the task of coping with the emergency which arose at a critical period in their lives. An incident that came under our own observation illustrates this. A boy without either parents or education was employed by a physician as stable-boy. With the surplus coppers that fell in his way he bought candles, and by the light of these he would at night, while either unemployed or waiting for the return of his master, pour over the medical works in the library. This was unknown to anyone. One day a man was brought to the surgery with a broken leg. The doctor was absent and would be for some time, and as there were no other physicians in the neighborhood the outlook for the injured man was not bright. In this emergency the stable-boy stepped forward. He had read a good deal on fractures, and, while he had had no practical experience, he undertook to set the limb. This he did, and with success. So much so in fact that his master could scarcely credit it. Instead of stable boy he became a student with his master and ultimately a skilled and popular

physician. He made use of his opportunities. And so must every clerk or merchant who hopes to achieve success. Every opportunity must be grasped of learning something that will make them better acquainted with the particular trades in which they may be engaged, of cultivating the acquaintance and good will of their customers and of husbanding their resources—the one for the favorable opportunity that may arise for him to start for himself and the other for the opportunity of extending his business or of reaping the advantages that sometimes fall in the way of the man who has a few surplus dollars at hand. This is one of the prices that has to be paid for success, and it is not such an arbitrary price after all.

During the course of an address delivered sometime ago before the Toronto Retail Grocers' Association, Mr. R. A. Donald ventured the opinion that the driver of the delivery waggon might be utilized with advantage as a solicitor of orders. The venture was well made, and it is worthy of consideration by the trade. A good, bright driver can do much in the way of increasing business. He is brought into contact with the housekeepers, and by keeping himself well-informed as to the goods in stock can secure a good many orders that probably his firm would not otherwise get. For instance, his employer may have a new line of this or a new line of that article, a fresh supply of eggs or a choice lot of butter that can be recommended, or a hundred and one things that only need to be mentioned to be sold. The pursuance of this course would also tend to the cultivation of family trade, something every grocer desires more or less to possess. Customers like attention, and one of the ways to cater to this peculiarity is by the means suggested. All drivers may not be qualified to act

also as salesmen, but each could be induced to do his best, and where there is one that could not there is another that could. Let merchants pay adequate salaries and they will soon get drivers of the desired stamp. The man who gives labor its just recompense usually has good drivers as well as good clerks, for when he does get a good man he is likely to keep him. The fewer the changes the better. That is conceded by probably everyone. The driver-salesman needs to be clean, tidy and respectably dressed, but, while uncleanliness is excusable under no condition, a driver or anyone else cannot be expected to dress well when the remuneration is inadequate.

The great National Starch Co. of the United States is losing much of its glutinous properties. At one time it was in the starch world what the Standard Oil Co. is in the oil, the National Lead Co. is in the lead and the Whiskey Trust in the "spiritual" world—the great and mighty potentate. Its loss of power is due to the increasing strength of independent factories, the advent of each one being as it were like so much more diluent to the agreement that held together its component parts. The common stock of the trust comprises about 4½ millions of the 12 millions of the capitalization, and has never paid but one per cent. dividend. Then there is a second preferred stock of \$2,000,000 which is supposed to bear 12 per cent., and a like amount of first preferred stock bearing 8 per cent. interest. In addition the company has issued bonds bearing interest at the rate of 6 per cent. Recently it passed dividends on the preferred stock, giving as an explanation that the money had not been earned to pay it. Under such conditions it is not surprising that its stock should evince so much weakness on the exchange market.

President Cleveland has after all decided to call Congress together earlier than he had

at first intended. It will now meet Aug. 7. After the collapse of the free silver policy of India the newspapers that are classed as his organs stated that the President had decided to remain by his original purpose. Even the day before the proclamation some of them made an announcement to that effect. But the excitement in the financial centres and the public clamor for a still earlier session evidently induced him to change his mind and call Congress together a month earlier than he originally decreed. Speculation is now rife as to results; and while there is a well-settled conviction that the Sherman law will be repealed there is some doubt whether it can be accomplished unconditionally. There is little doubt about the House. The anxiety is in regard to the Senate. Radical silver men proclaim that while the Sherman act has proved ruinous in its effects it cannot be repealed without a compromise which will give silver a better recognition. The repeal of the Sherman act they say will totally demonetize silver, and they declare it their policy to prevent repeal unless a substitute is offered.

#### WHAT MAKES A GOOD CLERK.

Clerks need to be live, energetic, obliging and original. At no time in the history of business was this more imperative than today. And no matter how well qualified a merchant himself may be he has little chance of success if his staff of clerks are not of the desired stamp. Here one meets a clerk who is little better than a machine. He shows the customer just what he wants to see and just what he asks for, nothing more and nothing less. New goods his employer may have in stock, but he apparently knows nothing about them, no matter how desirous it may be that they should be introduced. The only difference between the mechanical clerk and the nickel-in-the-slot machine is this: you drop a word in the ear of the one and a nickel in the slot of the other. The advantage, however, is rather with the latter, because it is cheaper. And if the principle of the nickel-in-the-slot machine goes on extending in the future as it has in the past it is probably but a matter of time before the metal machine will supplant the automatic clerk. You can already get a cup of coffee, a cigarette, and in fact numerous other things by dropping a nickel in the slot, and why not a pound of tea or sugar, or a can of fish meat or vegetables?

A clerk to be of any value must be live and energetic, a man prolific in ideas and that has judgment to turn these ideas to account whenever a favorable opportunity offers. It is the only road to success. If one employer does not recognise your services it is only a matter of time before another will.

Merit will meet with its reward in the long run. Push goods at every opportunity, and if you have a new or desirable line in stock be sure and acquaint each customer of the fact. But tact is as essential as any other qualification. It would be infinitely better for some clerks, and merchants too for that matter, if they never undertook to induce a customer to purchase something in addition to what he or she may have entered the store for. In their anxiety to sell they overdo themselves. It is not advisable to be too pressing; and here is where a good many make a mistake. Never force goods. To state that you have a nice line of such and such an article in stock, to point out its peculiarities as to quality or cheapness, and to politely ask if the customer would like to try it is practically all that is necessary. When they give a negative answer do not persist. People do not like to be bored. Some people are particularly difficult to approach; and this suggests the idea of the advisability of all clerks making a study of human nature in general and of the peculiarities of their customers in particular. No two are constituted alike, and the man who fails to realize this will neither make a successful merchant nor a successful clerk. Learn the likes and dislikes of your customers and how you can best handle them. That is the foundation of success; and there is no other.

#### ABOUT DRIED CURRANTS.

The question of the fall supply of dried currants this year is attracting some attention from wholesale grocers and fruit importers generally in Montreal owing to advices which have been received from time to time during the spring and summer from Patras. These advices stated that a serious disease, "Peronosperos," which proved so disastrous to last year's currant crop, reducing the total yield fully one-third, had re-appeared again. English commercial papers consider the recurrence this year of an enemy so destructive in its attack as an event of the most serious character, not only to the grower, but in a lesser degree to all who are interested in the article as distributors, etc. Of course, it is impossible just yet to estimate with any accuracy the probable extent of the damage, but it is claimed by experts that after last year's attack the vines are likely to be weakened, and so less fitted to resist a relapse. Besides the advices seem to indicate that a very much larger area is threatened this year than before, especially the districts which produce the higher grades of quality. All this is having due effect with importers, some of whom think the influence will be felt seriously even on this side of the water. It has to be noted, however, that others scout the idea, holding that the influence on the range of prices will be so slight as to be prac-

tically inappreciable. Their reason for adopting this view of the situation is the fact that it is well known that there are considerable stocks of old currants held both in London and New York which will, in their opinion, go a long way to off-setting any shortage in this year's crop. In Montreal the stock of old currants is all concentrated in the hands of one firm, and has been so since last fall as THE GROCER pointed out at the time. This firm has been doing all the currant business that has been transacted in a wholesale way in the Province of Quebec and a good percentage of that in Ontario. Since the month of March, however, business has at no time been brisk, and prices have generally ruled about steady. At present the ruling quotation is 5 to 5 3/4c., or about 1c. higher than at the corresponding period last year, owing, no doubt, to the fact of this concentration, and on this account also some argue that they should not go higher.

With reference to the growing crop, we reproduce the following from Patras and Zante:

"In spite of all the precautions and protective measures taken against this destructive disease, Peronosperos is spreading almost in every direction direction where currants are grown. Besides its attacks on the country surrounding Patras, it has now appeared, according to yesterday's telegram of the Mayor to the Nomarche of Patras, all over the Pyrgos district, where last year it made tremendous ravages. What is much more serious is that even the vines which have been sprinkled over with the solution of sulphate of copper have been equally attacked by the disease. This incident keeps in perfect panic all the farmers, who dread that the disease may spread extensively, as was the case last year in Pyrgos and elsewhere. People in Pyrgos, having despaired of the scientific applications, are fasting, and carrying in procession holy images through their estates, imploring the assistance of God."

"By to-day's mail we are forwarding to you several leaves of vines attacked by the Peronosperos, so that you may have before you an evident and real proof of the very much dreaded disease, of which we were in hopes we might have been spared this year. Of course it is unnecessary for us to say that the disease has only just appeared, as was the case exactly at the same time last year, and that it will naturally take its course before we are either freed or ruined by it. But, judging from what we can see to-day we can say in the most positive manner that although the winter was not very severe with us, and although every precautionary measure has been taken against the disease when the vines commenced budding, Peronosperos appeared suddenly all over in a virulent form. It is now spreading vastly, and it seems to us much more destructive than it was last year."

**CHATS WITH BUSINESS MEN.**

"I was in Hamilton Saturday," said W. H. Seyler of Eby, Blain & Co's, to me Monday. "And I dropped into W. J. Ballentine's. Say, but he's just got the Jim Dandy store. It's elegant. And deserves all THE GROCER said about it the other day."

"Yes, that's what I'm at—candling eggs," said a commission man as he dettly gathered up half a dozen eggs and held them up for inspection before the glare of the candle. "You know as the weather gets warmer the quality of the egg deteriorates and of course all the closer inspection is necessary, and as we cannot guarantee with the same degree of certainly the consumption necessarily falls off. Are we finding many questionable eggs? O, about the usual quantity—probably a dozen or more in a case. And that by-the-bye puts me in mind of the fact that as we cannot always, for this reason, credit the country dealer with the exact number of dozen that he consigns us, some of them seem to think that we are robbing them. Why it stands to reason that there must be some loss this hot weather, but some of these fellows don't seem to take that into consideration at all," he concluded as he re-adjusted his "specs" and resumed his inspection.

"Our fishermen are having an unusually good catch of Lake Ontario white fish this season," remarked a dealer to me as with the perspiration streaming down his forehead, he busied himself waiting upon his customers. "For some five or six years the fishermen around Toronto have had a rough time of it. Some days they would catch more than they could find a market for, while other days they would get little or nothing. This season, however, they are each catching on an average three or four hundred weight a day."

"Yes, it is about time Valencia raisins were beginning to move well now," said a wholesale the other day. "Do you know that we sell almost as many Valentias during harvest as for the Christmas trade. You may not think it so, but it's a fact—at least so far as we're concerned. The farmers, you know, use a good many raisins during harvest."

"From what I can learn," said a Front street man the other day, "contracts for new pack salmon are being made at higher prices for special brands and at lower prices for seconds. Then the freights are going to be lower; but I don't suppose I should hardly have told you that."

"I don't know what has got into the people these days," said a broker to me a few days ago, as he impatiently sat down, took off his hat and vigorously mopped his brow.

"About what?" I queried.

"O, they don't drink champagne like they used to, and consequently blessed little of

can I sell. I don't know the reason, but it's true. Maybe scarcity of money has got something to do with it. Why, to give you an idea: At the Jockey Club races last year 43 cases of champagne were consumed, while this year there were only 19. Why, it's terrible. And the worst of it is that there is not the demand for wines generally that there used to be. O, well, I suppose it will be all right again by-and-bye."

BYSTANDER.

**HAMILTON BOARD OF TRADE.**

The annual meeting of the Hamilton Board of Trade was held Monday afternoon. The report of the council of the board was presented congratulating the board on the prosperity of the country and reviewing the action of the board on various matters during the year. A hope was expressed that the smelting works by-law would be passed by the people on Thursday, as well as the bonus by-law for the H., G. and B. railway, and also that the T., H. and B., C.P.R. and other projected roads would be built into the city at an early date.

The report of Senator Sanford on his visit to the commercial congress to the World's Fair was read, and on the motion of Mr. Wood, seconded by Mr. Knox, a warm vote of thanks was passed and tendered to the senator.

The following officers were elected: H. N. Kittson, president; Archdale Wilson, vice-president; C. R. Smith, secretary-treasurer. Council—St. C. Balfour, W. H. Glassco, M. Leggat, A. Gartshore, J. A. Bruce, John Hoodless, W. A. Robinson. Board of Arbitration—J. Turnbull, Robert Thomson, John Calder, F. H. Lamb.

**MEETING OF CATTLE SHIPPERS.**

There was quite a gathering of cattle shippers, both from Ontario and Quebec, in Montreal on Thursday for the purpose of interviewing the several steamship companies there about certain questions which have been discussed in the press of late, and concerning the trade in general. The steamship men invited the several gentlemen in question to meet them in the new Board of Trade building, and amongst those present in behalf of the shippers were Messrs. Dunn, Aikens and Thompson, of Toronto, and Robert Bickerdike, W. Cunningham, Craig, Green and other well-known cattle men of the country. The meeting was an informal one, yet opinions were freely expressed on both sides. After a good deal of conversation the cattle shippers made a formal request of the steamship owners. It is generally well known that the different shipping companies have a conference each week in order to talk over rates and other matters affecting their own interests as well as those of the cattle exporters. Now the latter gentlemen have requested that they be allowed to

send two representatives to participate in this weekly conference. An answer is to be given in a few days.

**PLUCK.**

A tall bony youth of evanescent look applied to a prominent retail grocer for a position as window dresser and was accepted. He had never dressed a window in his life. After the store closed he visited prominent stores, studied their displays, and with the hints thus gained managed to perform his work to the satisfaction of his employer. He was an orphan and poor, but he was in love with a girl. So with a salary of \$8 per week he married, rented rooms at \$8 per month, bought the necessary furniture on the installment plan and commenced housekeeping. Now he is in business for himself and making and saving money. Recently his old employer gave him a dinner in recognition of his faithful services and business standing.

This young chap has pluck, is industrious, economical and persevering. He is neat, bright, inventive, orderly, and gives close attention to details. These magnify success. These are qualities essential to success and costing nothing but self-denial. Besides, our friend believes in early marriages, regardless of income.—American Grocer.

**LIMBURGER'S RIVAL.**

Sauerkraut has hitherto been considered the most odoriferous compound imported from Germany, because, as an old song says, it is

Cabbage which has lain in a very damp cellar. Till it smells so high it can smell no smeller.

But a very formidable rival has now been found to the national dish in a peculiar kind of herrings, duly labeled, in accordance with the Act, "Made in Germany," which formed the subject of a law case before the Assistant Judge of the Westminster County Court, England. The mysterious herrings are sold in tins, their technical name being "Deutsche Delicatessen," in other words "German tasty bits." A firm in the Fatherland sent over some of these delicacies to Mr. Lingen, a restaurant keeper in London, and when that gentleman failed to sell them, owing to their twenty horse-power odor, it sued him for the price, £5 11s. 6d. The restaurant keeper's defense was simple, "Dey smell de schoppe out, and I would get dree months if I sell them. I never smell anything dat was so high." His shopman's opinion was: "Mein Herr, if you no get rid of dem smellerenst fish as ever I smelled ve wll all die of the cholera." Stronger testimony still was produced in the shape of a tin of the "Delicatessen," which was opened for the judge's edification. The court held its nose until the box was carried out of the building, and then gave a verdict for the defendant. Mr. Lingen said he only sold one tin, and the customer who purchased it brought it back and declared that it was more powerful than all the thirty-four odors of Cologne combined.—Manchester Grocers' Review.

## SPECIAL DAYS FOR BUYING TEAS.

DEAR GROCER,—You gave in your issue of June 16th an interesting account of the city retail grocers' reunion, it was, as you describe, a very enjoyable evening, and it seemed to be particularly so to those who indulged in smoking the weed and in handling the cards.

There is just one remark in reference to the speeches which perhaps I ought to explain more fully as I have been somewhat misunderstood. In speaking of the custom of the retail grocers in some cities in England setting apart special days for travelers calling upon them, I spoke more particularly regarding teas, which was one of the most particular points in the debate. Mr. Mills claimed that in selecting and testing of teas travelers were not wanted, and that by their continual calling and hanging around the store they became a nuisance, meaning, as I supposed, that after leaving their samples of teas the travelers are continually calling to know of the results, and that sometimes there is a large number who get congregated together at one time and at one place, almost filling a man's store and leaving but little room for his customers to come and go. It was on this point I particularly spoke advising those buyers who find themselves so much sought after and bored to death by travelers for their much esteemed orders to rectify these things themselves, as the remedy lies entirely in their own hands and not in the hands of the travelers. It is as much a bore to the travelers as it is to the retailers, and perhaps in many instances it is more so. I believe I voice the sentiments of most of my fellow travelers when I say that we would rather be about our other duties than hanging around a man's store like mummies or bags of wind, as Mr. Mills indicated. If the grocers would set apart certain days for examining samples of teas, sugars, fruits, etc., they could have the whole range of samples from different wholesale houses left for them on a certain day, and they would have all the advantage on their side. Samples brought to their own place of business, without having to leave their business for one moment, they could see at a glance, or in a very short time in their own private office or sample rooms, the whole of the stocks in hand, and could make their selections without prejudice or favor. If it came to a close contest between two or more travelers' samples, they could dismiss all others promptly but those whose samples were preferred or in which they were mostly interested. By this means the travelers would be better satisfied with the results and the purchasers would have gained every advantage there was to be offered to them without having the annoyances so much complained of by Mr. Mills, who seemed to voice the sentiments of many grocers present.

If it was known to the trade that Blank &

Co. selected and bought teas or sugars on Tuesdays, the travelers would not fail to call on Monday to know what grade of samples men wanted and they would be sure to have them there on time with any other special samples which they might be offering. They then could go on their way attending to other business, feeling satisfied that their samples were getting the same attention as others. This would be strictly business and equally fair to all parties concerned, and then we travelers would not have so much need of filling our bags with wind and then blowing it off on the buyers. We could reserve most of it, and bottle it, and use it for our wives and families, or for our best girls (that means of course for the younger portion of our fraternity). This would be the means of creating a reform in the home and in our social circles by us travelers having something pleasant to say in our homes and to those with whom we came in contact after business hours (of course this applies only to those of us who keep business hours) instead of being run down and exhausted and feeling annoyed because we had lavished too much of our "eloquence" upon some customers who did not seem to appreciate it and so declined to give us an order.

Permit me also to suggest that every grocer who may be doing, or wants to do, a good business in teas, that they cultivate more and more the trade for tea, by giving it a more personal and practical attention, applying themselves in understanding the different characters of tea and in understanding how to blend them so as to get more favorable and better results both as regards flavor, strength, and better profits. Every store of any pretensions at all should have its tea room, tea book, tea mill or sieve (both are necessary), tea mixer, or a tea board for mixing the tea on; after mixing the different kinds together they should be put back into the chests or half-chests as the case may be, or into the tea-bins made for the purpose, always using care in covering the tea closely to avoid the air or any deleterious odors from getting to it. The tea should be allowed to remain for at least two weeks before using, so that the different flavors may become assimilated, or what is commonly called being blended. In other words, the teas require to remain so long together so as to ripen into a particular flavor required to suit the taste of the blender and his trade. Now I don't think I am divulging any secrets of the trade in stating this, although it may be news for some of your readers. I do this more particularly to show some mixers that just mixing the different teas on the spur of the moment or just at the time of a sale being made, is not blending teas, but merely throwing them together, and you cannot possibly tell what the result will be, or whether your customers will complain or no, and if they do you will be at a loss perhaps

how to answer them (except you happen to be an Irishman), and then, no doubt, your native wit will help you out of the difficulty only to get you into another perhaps more difficult still. It is safer to blend your teas on a principle rather than trust to what is commonly called "luck." In my opinion, there is no such thing as "luck," good, bad, or otherwise. Bad luck means bad judgment, carelessness, or accident; good luck means good judgment, carefulness, or accident. For instance, it is commonly said that if a man dies having no wealth to leave for his family or relatives, they say "Oh, we are not in luck!"; but if a man dies leaving much wealth to his family and friends, they say, "What good luck!" or "Oh, how lucky So-and-so was in having so much money or property left him!" When, in fact, neither the man that left the wealth nor those who received it were lucky. It came from natural causes, results and consequences. So with blended tea, if you blend your teas on a principle you will get the required results and they will be uniform and regular, and no mistakes can happen only through carelessness on your part. And if you should have complaints about your teas, then you are better able to get at the trouble or difficulty, much easier and better, by examining and questioning your customers for the reason, rather than supposing it is the tea or yourself that is to be blamed.

Yours, etc.,

STEPHEN HUSTWITT.

Toronto, July, 1893.

## CEYLON AND ITS TEAS.

The island of Ceylon lies in the Indian ocean between latitudes 6 and 10 north, and between longitude 80 and 82 east from Greenwich, and marks the western boundary of the bay of Bengal. Colombo, the capital, is distant 2,100 miles from Aden, the British port at the southern outlet of the Red Sea, 589 miles from Madras, and about 1,300 miles direct sail from Calcutta on the Hoogli river, one of the cutlets of the Ganges. It is therefore not correct as some suppose, that Indian and Ceylon teas are practically one and the same thing, as, excepting the small quantity of tea grown in Madras the principal tea fields of India are from 1,500 to 1,800 miles from Ceylon as the crow flies. Raintall, exposure to ocean breezes, and the difference of latitude, render the teas from the island very different in all but appearance.

Ceylon is, from point Pedro in the north to Dandra Head in the extreme south 280 miles long, and from Batticaloa to Colombo the capital, about 100 miles in breadth. It is therefore somewhat smaller than Ireland. It is divided into eight provinces, Northern, North Central, North-western, Western, Southern, Central, Eastern and Uva province. Kaidy, the principal town in the interior, is connected by rail with Dimbula

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Kurunegalla and Colombo on the west coast. The provinces are divided into a number of districts with names characteristic of the island alone and very different from district names in India. I will not attempt more than too as samples, Vavoniya-vilan and Kanakarayancaulaur. There are a mass of mountains of great height in the centre of the island Pedrotalagalla, a mountain south of Kandy, being over 8,000 feet high. Although tea was grown in small quantity before 1884, the product for export had only reached such a proportion of the world's crop in that year as to be worth mention. From less than half a million pounds in 1884 it now may be put at about 70 million pounds. The acreage is not so easy to compile as in India, as many of the estates produce, chinchona, cardamoms, lac, and coffee, in addition to their tea business. There are about 1000 tea estates averaging about 200 acres each, or about 200,000 acres in, all showing a little higher yield per acre than in India, being a little over a ton for six acres.

While many estates bear such names as Veilladiya, Gallebodde, Wallagalla, Digalla, etc., yet the influence of the Western invader who, foremost in the fight the world over, would teach the native the use of both Bible and bayonet, is seen in such estate names as Blair Athol, Dumfries, Paisley, Dunvegan, Ben Lomond, Abbotsford, Drayton, Glencoe, Balmoral, etc.

After the custom of Indian tea planters, the Ceylonese planters mark their packages with the name of the estate, or the name or initials of the firm, or both. This is, in most cases, their registered trade mark, and it is of as much importance to have the proper tea in the packages bearing these marks, as that a flour barrel should contain the quality of flour indicated by the brand on the ends.

Ceylon teas are, on account of the very similar climatic and other conditions under which they are cultivated, very like in taste; that is, while as compared with one another there are great differences of taste in liquor, no samples of Ceylon tea could differ as widely as some Indian teas, say a Kangra and an Assam. I make these remarks at the risk of repetition, because the victim (the retail dealer) in many cases gives to the victim (the consumer) some stuff containing perhaps some unsaleable Indian mixed with Ceylon tea and some cheap China tea or worse, a Ceylon dosed with a nice looking Java tea, and the whole thing is to the retail dealer pure Indian tea, because it is in a big rough wooden box without a Chinese label, and marked Pekoe, or Pekoe Souchong!

Trusting that the readers of THE GROCER are not wearied of the subject of tea, I will deal further with this last part of the question in connection with blending of teas.

For the information of enquiring friends, these few remarks about Ceylon and its teas are the result of some reading, and also some independent study, being partly indebted to the Survey Ordnance Map of India and Ceylon by J. G. Bartholomew, F.R.G.S., for many details.

D. S. MACORQUODALE,  
35-37 Front street east, Toronto.

### UNITED STATES FRUIT CROP.

On June 12th to 15th Daniel G. Trench & Co., of Chicago, sent out enquiries to a large number of canners of fruits and vegetables, making enquiry as to what articles they were going to pack, and what percentage of a stand they had of peas, corn tomatoes, and what the prospect was for a full crop. They received responses from nearly all of the leading States where fruits and vegetables are packed, and they run as follows:

New York—Peas, good; corn, full crop; tomatoes, 66 to 80 per cent.; peaches, 66 to 75 per cent.; apples, poor.

New Jersey—Peas, fair; corn, 75 to 80 per cent.; tomatoes, 80 to 90 per cent.; peaches, 50 per cent.

Maryland—Peas, fair; corn, 75 to 80 per cent.; tomatoes, 80 to 90 per cent.; peaches, 50 per cent.

Ohio—Corn, full crop; tomatoes, 66 to 75 per cent.

Indiana—Peas, fair; corn, full crop; tomatoes, 66 to 75 per cent.; peaches, part good.

Kentucky—Corn, 50 to 60 per cent.; tomatoes, good; peaches, fair.

Tennessee—Corn, 50 to 60 per cent.; tomatoes, good; peaches, fair; blackberries, good.

Illinois—Peas, good; corn, full crop; tomatoes, 66 to 75 per cent.; peaches, poor; blackberries, good.

Iowa—Peas, good; corn, full crop; tomatoes, 50 to 60 per cent.

Wisconsin—Peas, good; corn, 50 to 60 per cent.; tomatoes, 40 to 50 per cent.; blackberries, good.

Nebraska—Corn, good; tomatoes, poor.

Colorado—Peas, good; corn, none; tomatoes, full crop; peaches, fair.

Utah—Peas, none; corn, none; tomatoes, good; peaches, fair full.

Alabama—Tomatoes, good; peaches, fair.

Texas—Corn, none; tomatoes, full crop; peaches, good full; pears, good.

Michigan—Corn, 50 to 60 per cent.; tomatoes, fair; peaches, big crop; apples, good.

"Up to the present writing," says Trench & Co., "the stand of vegetables shows as quoted above, and fruits bid fair to make a crop as reported. The spring has been very favorable for peas but unfavorable for corn and tomatoes, as many of the tomato growers lost all of their first settings of plants and had to replant, making the planting very late, or carried by to about the middle of June. Same rule holds good on corn. Now with the good weather, frosts holding off till October, we could hope that the above estimate would be fulfilled as to the pack in the States reported above. Early frosts, of course, and unfavorable weather from now on, would reduce this pack so much the more. We see no reason to expect extremely high prices for canned goods, nor do we see any reason to expect very low prices; packers having no goods in stock, and their jobbers having none on hand, it

leaves the market bare of all kinds of canned goods or such goods as reported above.

"The depression of the money market will have, or is having its effect; however, we would say to all canners, hold firm for your goods—that is, hold for a good living profit on all things packed. The majority of the large canners having sold their pack for 1893 at from 85 to 90 cents for corn delivered, with a 15 cent freight rate, makes it clear to us that those who have not sold can certainly get as much for their pack as those who have sold. This matter lies entirely with the canner himself; if he sticks firm to his prices the jobber and consumer must pay for the goods, and there is no reason why you should not have a good living profit on your pack.

"The pack of canned goods last year was at least two million cases short of what consumption demanded. Goods were brought in from Canada, both corn and tomatoes, and sold in the United States to supply the deficiency, when they had to pay 43 per cent. duty, and this left the Canadian packer a living margin of profit.

"If unfavorable weather should follow from now on, it may have a tendency to cut the crop much shorter than reported above. A very large number of the new canneries that had anticipated going into business, have abandoned it in consequence of the stringency of the money market. This leaves the field all the more clear for those engaged at the present time in the business. Don't attempt to pack too largely, but make such a pack as you can make without overloading yourself, and hold your goods, as we said before, for a good living profit, and we see no reason why you should not be able to get this."

### BEETROOT CROPS IN EUROPE.

The beetroot sugar crops on the Continent do not improve. In France especially complaints continue general, rain being urgently needed. In Belgium and Holland also continued drought has been adverse to the sugar beet, and abundant rains are anxiously desired. The position appears to be relatively better in Austria and Russia in consequence of alternations of rain and heat. Mr. Licht reports in his latest circular that rain is needed in Germany, but that the condition of the beet there is on the whole satisfactory. The general conclusion is that the European sugar crop cannot be expected to prove above an average yield; yet, it is added, a large yield will be required in order to put supplies on a level with demand. The statistical position is therefore likely to influence the market for a long time yet, and is a guarantee against a serious decline, or at least against a collapse of prices.—Manchester Guardian.

### SUGAR IN THE PHILLIPINE ISLANDS.

The sugar crop of these islands form about 9 per cent of the total supply of cane sugar, and in quantity is only exceeded by Cuba, with some 900,000 tons, and Java, with about 430,000 tons.

The cultivation of sugar is practically confined to the following islands: Luzon, Panay, Negros and Cebu. Speaking in general terms, the first supplies what is known to commerce as Manilla sugar, the second and third Iloilo sugar, and the last Cebu sugar, according to the ports from which it is shipped.

None of the sugar is of very high grade, owing to the practical non-existence of modern high-class sugar machinery; but the canes are very rich, and, with better appliances, the product might be made equal to any in the world, especially in the Iloilo district.

Each district produces what is called dry and wet sugar, the former being subdivided into various grades. The process of manufacture of the wet sugars is practically the same all through the Archipelago, but that of dry sugar differs in Luzon from that adopted in the southern islands or Visayas.

Manila dry sugar is what is called clayed sugar, which means that after the juice is cooked in open pans, the mass is poured into earthenware receptacles, or "pilonas," shaped like an inverted cone. A thin layer of liquid mud is put on the top, the moisture from which gradually percolates through the mass, washing the molasses from the crystals, and carrying off the bulk of it through an aperture at the bottom into earthenware jars set underneath.

After standing for some weeks or months the sugar is ready for further manipulation the drying grounds, or "Farderias," which are entirely in the hands of the Chinese, who purchase the "pilonas" from the planters. When they are opened, the sugar is almost white at the top, and gradually becomes darker towards the bottom. The white and dark sugar is mixed together in certain proportions, according to the grade which is to be produced. It is then spread out on mats to dry in the sun, for which one day is sufficient in dry, hot weather. When dry it is packed in mat bags, and is ready for shipment.

In the Visayas the juice is cooked to a very high point, almost all moisture being driven off. The mass is then poured on to large wooden trays, and stirred up to allow the escape of any moisture which may remain. It rapidly crystallizes, after which it is at once packed in the usual mat bags, and suffers no further manipulation before shipment. Why this system is not adopted in Luzon it would be hard to say. One theory is that, owing to the difference in the soil, the sugar which is produced there cannot be

treated in the same way; but I should ascribe it to the inveterate conservatism of the natives, summed up in the expression, which covers such a multitude of anomalies in the Phillipines, "Costumbre del pais," the custom of the country.

Any of you who are acquainted with the modern improved forms of sugar manufacture which are employed in the West Indies and Java, will see how far we are behind in this respect, and will be able to judge what the Phillipines could do under better auspices if, even now, with the rude and inadequate means at their disposal, the planters are able to increase the cultivation, and make it pay, in competition with such formidable rivals.—Sugar Cane.

### THE ACIDS OF FRUITS.

Mr. George W. Johnson in his Chemistry the World, says, in describing the "Vegetable Food of the World": "The grateful acid of the rhubarb leaf arises from the malic acid and binoxalate of potash which it contains; the acidity of the lemon, orange, and other species of the genus Citrus is caused by the abundance of citric acid which their juice contains; that of the cherry, plum, apple, and pear from the malic acid in their pulp; that of gooseberries and currants, black, red and white, from a mixture of malic and citric acids; that of the grape from a mixture of malic and tartaric acids; that of the mango from citric acid and a very fugitive essential oil; that of the tamarind from a mixture of citric, malic, and tartaric acids; the flavor of asparagus from aspartic acid, found also in the root of the marsh-mallow; and that of the cucumber from a peculiar poisonous ingredient called fungus, which is found in all fungi, and is the cause of the cucumber being offensive to some stomachs.

"It will be observed that rhubarb is the only fruit which contains binoxalate of potash in conjunction with an acid. It is this ingredient which renders this fruit so wholesome at the early commencement of the summer, and this is one of the wise provisions of nature for supplying a blood purifier at a time when it is likely to be most needed. Beetroot owes its nutritious quality to about 9 per cent of sugar which it contains, and its flavor is a peculiar substance containing nitrogen mixed with pectic acid. The carrot owes its fattening powers also to sugar, and its flavor to a peculiar fatty oil; the horse-radish derives its flavor and blistering power from a volatile acid oil. The Jerusalem artichoke contains 14½ per cent. of sugar and 3 per cent. of inulin (a variety of starch), besides gum and a peculiar substance to which its flavor is owing; and, lastly, garlic and the rest of the onion family derive their peculiar odor from a yellowish, volatile acid oil, but they are nutritious from containing nearly half their weight of gummy and glutinous substances not yet clearly defined."

### ECONOMY THE IDEA.

In the Mediterranean countries, and in fact everywhere that the orange is grown, the utmost economy is exercised—nothing that will return a particle of fertility to the soil or a cent of revenue to the pocket of the grower is allowed to waste. Even the peel from the culls is saved and the petals as they fall from the orange blooms are religiously gathered up and sold to the perfumer. Perhaps our people would do well to take a few lessons in economy from their foreign friends.

There is, for instance, the matter of making orange wine, marmalade, etc., from the culls, and the business might and should be developed to great proportions during the shipping season.

Of course it would not be practical for each orange grower to manufacture the refuse fruit into these commodities himself, and the only way to utilize it in a profitable manner is by disposing of it to the factories that might be established in every orange-growing section. Each grower could then save his culls, and after a day's packing deliver them to the factories and secure so much per thousand for them. These factories could utilize every portion of the fruit, from the peel to the seed, and while the price paid would be small it would be just that much clear money to the producer.—Florida Agriculturist.

### BAD STOCK KEEPING.

"Why do you suppose it is that you don't sell more goods?" was asked of a country merchant whose trade was not very prosperous. "I don't know. People tell me my prices are too high." "But why don't you put your prices down?" "Because I don't sell goods enough to make it pay."

The above reminds us of the methods of some of our local merchants who are such poor stock keepers that people when shopping seek in vain for certain articles required, that because they have not been of universal demand are not deemed necessary to be kept in stock. "Oh, we don't keep them; we have no demand for such goods," is the common reply to the shopper, who certainly did demand them then and there. "If no havee now can?" as a Chinaman once said. A good merchant will keep anything commonly sought for in his line, even though it be of slow sale. There is such a thing as pushing goods, and thus creating a demand; and while a merchant can not be supposed to keep everything, yet if in his line of trade, any article be called for should be supplied if possible to obtain, or at least a willingness to order on the part of the merchant should be expressed. "We don't keep it in stock" has been the death knell of many an otherwise thriving trade. "I can't bear to shelve goods that do not sell briskly," said a merchant. Well, all we have to say is what the doctor said to the old maid when she said, "Doctor, I can't bear children," to which the doctor replied, "Maybe if you could you'd like them better."—Herald of Commerce.

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### RELATIVE VALUE OF PORK AND WHEAT.

Pork double is its relative value to wheat. That is, \$10 pork would not be as cheap as 65c. wheat in Chicago. Yet \$10 a barrel loss on the stock of mess pork in that market would mean a loss of nearly \$750,000 to the clique on their cash holdings, and probably more than \$1,000,000 more on their long options if, as they claim, they have got the market short 25,000 barrels more than the contract stock. No wonder, therefore, there has not been enough trade in future pork this week to really establish the quotations from day to day. But what is worse for the clique, they are long of September pork, and they cannot force the shorts to cover before the last day of that month unless they outmargin them, as they did on wheat, and compel them to cover in default of margins. But the shorts are generally men as big as the clique, or bigger, and they could not drive most of them in if they called them up to \$25 or \$50 per barrel. Hence the clique have got to lug this stock for three and a half months to come, on a tight money market, with all the risks of a renewal of panic by failures or cholera, in the face of a probable steady accumulation of stocks of all kinds of hog products from now forward, except of the single article of contract, mess pork, which is likely to decrease very slightly, as packers will supply the consumptive demand with summer packed pork, so soon as old mess is gone, so long as pork is relatively higher than other products of the hog. While, therefore, it is possible for the clique to carry the deal out successfully in pork, it would be a bold underwriter who would take the risk off their hands, and an equally bold bank that will furnish the money to carry the deal unless they are margined down by the clique to near the above \$10 basis of real values.

Upon the same relative basis of values with the chief food staple—wheat—other hog products are also too high by nearly, if not quite, 33 per cent., making lard about 63-4c. per lb. and bacon 61-2c. to 7c., according to cuts. While these figures all seem low, we have but to go back less than a year to find nearly the same level. With steadily improving quality of hogs, as shown by the increasing discount on heavy weights here and West, and probable increasing receipts, the packers will continue to sell their current production, if not their future output, of ribs and lard for future delivery in absence of anything like spot demand to take the supply, and the clique must stand in the gap and take the whole surplus of the speculative articles from now to September, as well as carry the increasing stocks, if they carry the deal in lard

and ribs through. Either they must do this or pocket the difference between the present level of prices and that indicated above. They have shown a disposition this week to get out of lard and ribs whenever the shorts would buy, and in fact they made a combined movement along the line early in the week to force them in. But the packers are in the way, and sell now on every bulge, which makes it impossible to get rid of much long stuff.—National Provisioner.

### MERITS OF AUSTRALIAN FRUIT.

At the Imperial Institute, London, according to an English contemporary, a number of fruit experts and others assembled recently, at the invitation of L. L. Smith, the representative there of the colony of Victoria, for the purpose of deciding on the respective merits of some cases of fruit sent over here on the steamship Orient, under the conditions of a prize offered by the International Wine, Fruit, and Grain Exhibition at Melbourne, for the best system of packing fruit for export, the test being the comparative excellence of condition on arrival. Two competitors had entered, and of these one sent four cases of apples and the other six cases of apples and one of pears, though as the pears had become rotten they were not brought into the competition at all. The apples comprised about six different qualities, but they had evidently been packed when too ripe, while the senders, not content with placing each apple in paper, had forced paper shavings into every possible nook and corner in the boxes, thus preventing any current of air from passing through, and causing over-heating. Some of the boxes, too, had not been properly constructed. The only case which arrived in thoroughly sound condition was one of Sturmer pippins, sent from the Tumuc Valley orchard, Pakenham, to which orchard the prize was awarded. The exhibits showed that the growers in Victoria have still a good deal to learn in the choice of varieties suitable for export, and in the matter of packing, but they may be expected to profit from the results of such experiments as that decided upon on Friday week. With regard to apples Victoria is at a disadvantage as compared with Tasmania, with whom, apparently, she wishes to compete in the English market. Victoria being much warmer than Tasmania, her apples are softer, and have not the keeping qualities of those grown in Tasmania; but some of the harder varieties, such as the Sturmers, should prove suitable for export, and to these the Victorians will probably find it better to devote their attention. On the other hand, Victoria has the advantage over Tasmania in respect to grapes, though here also growers and exporters are still in the experimental

stage, with good prospects, however, of final success. It may be added that visitors to the Imperial Institute will find in the Victorian section a varied assortment of canned fruits, preserves, meat, etc., which afford still further evidence of Australia's capacities as a food producer.

### A BETTER WAY THAN CUTTING.

The first expedient of the average merchant or manufacturer who is suffering from active competition of rival firms is to cut prices. It never seems to strike the average business man that there is any other course open to him that promises success in such cases, hence the frequency of price wars, most of which are entirely unnecessary and could easily be avoided if the victims would do a little hard thinking before acting. That other ways are open to a business man when competition threatens to seriously injure his trade is shown by an incident related by the American Miller, in which the hero was a miller, who supplied most of the flour sold by the leading dealer of a certain town, until a disagreement regarding long time on the flour bought was followed by the dealer introducing the flour of a mill at a distance at 25 cents less on the barrel, the sale of which he pushed with all his might.

The miller, however, was equal to the occasion, and he placed an order book in the jewelry store next door, and gave the jeweller a small percentage on every order taken. In front of the jewellery store was a large sign reading, "Orders for F—'s Famous Flour Taken here." This was followed by a price list just a trifle higher than the grocer's prices on the imported flour. He wished to give consumers to understand that his flour was the best, and wisely refrained from giving the grocer any occasion to make a further reduction in prices. But he did not stop at this; he sent a smooth talker from house to house to solicit trade from new as well as old consumers. Orders were delivered promptly, and good fresh yeast was supplied to every new user of the flour.

Before two months had passed the miller sold more flour at home than ever before, and at the end of six months the mill's entire product was sold at home, and brought greater returns to the miller than ever before. The usual practice of millers in such a case is to cut prices of other flours which is followed by cuts by dealers, a price-cutting war follows, much to the disgust and loss of the sellers, and the delight of the buyers.—Merchants' Review.

### PERSONAL MENTION.

H. N. Kittson of W. H. Gillard & Co., of Hamilton, at the meeting of the Board of Trade held in Hamilton Monday, July 3, was elected president.

H. P. Eckardt of H. P. Eckardt & Co., spent a few days fishing on Lake Scugog last week. He hooked some large maskallonge and bagged some of the latest fish yarns that are flying around that locality.

Maitland R. P. Montgomery of Edy, Blain & Co's had a three day's drive through the County of Oxford last week. The apple crop, he says, will be light in that county, and as he took particular pains to investigate he is able to speak with some degree of certainty.

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**COWAN'S**  
**COCOAS AND**  
**CHOCOLATES**

Are Standard, and sold by all grocers

## THE CANADA MEAT PACKING CO.,

MONTREAL,  
BEEF AND PORK PACKERS,

Curers of the Celebrated C.M.P Brand of Smoked Meat, Sugar cured extra-flavored Hams and Bacon.

Compressed Corned Beef. Ox and Lunch Tongue  
Pure Lard a Specialty.

WRITE FOR QUOTATIONS.

### Condensed Mince 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.

**LAWSON BROS.** Manufacturers

Rolled Oats, Rolled Wheat, Flake Peas, Flake Hominy, Flake Barley, Wheatlets, Etc. Put up in bulk, boxes, barrels, and packages.

The Best Goods in the Dominion.

259 and 261 King St. W., Toronto, Ont.

**X. L. C. R. SOAP**

\$2.25 per 1/2 Gross. For cleaning Silver, Nickel Steel, and Household Utensils generally.

Has no equal in the market.

L. E. LAWSON,  
261 King St. West - - TORONTO, ONT.

### JOHNSTON'S FLUID BEEF

is the product of

Ox Beef of Prime Quality.

It supplies the life principles of Beef in a form

Easy of Digestion.

The Great Strength-Giver.



[Importers, wholesale merchants and manufacturers should send any items intended for this department so that they may reach the head office not later than Wednesday morning. The editor will always welcome such information.]

At a meeting of the council of the Board of Trade Monday N. H. Cowdry, grain merchant, of Lindsay, and Charles A. Hunter, broker, of Toronto, were elected to membership.

A circular issued by Farm and Home, of Wilmington, Del., says that from present appearances the peach crop of the Delaware and Chesapeake peninsula will be very large and the fruit fine.

A Nanaimo grocer named W. S. Santo has departed for parts unknown beyond the international boundary, leaving behind full many mourning creditors. He had been in business about a year.

Angus Morrison, of London, Ont., who for a quarter of a century has been the principal representative in Ontario of the Imperial Oil Company, has accepted the position of manager of the Hamilton branch.

A London exchange says that a German inventor claims to have produced a lozenge made of compressed tea with a saccharine centre, so that the traveller may be able to carry a number of cups of tea in his vest pocket.

Nelson's, South Kootenay, Board of Trade asks the Dominion Government to improve the mail facilities of the district, and calls upon the Provincial administration to make without delay a ten mile wagon road from Watson to New Denver.

As a result of the new railway rates the carriage for heavy groceries to Coventry from London shows an increase on the old rates of 2s. 6d. per ton, say an English exchange. For packages and mixed groceries the old rate was 32s. 6d., and the new charges amount to 30s. per ton.

A Torontonian who is engaged in the hay trade has received a cable from Rouen, France, stating that an unlimited quantity of hay can be sold at that port at 170fr. or \$34 per ton. It is likewise said that two special steamers have been chartered to carry hay from the St. Lawrence to the French ports.

The shipments of Nova Scotian apples to Great Britain have steadily increased for some years past, but there is some danger of the business being seriously injured by the dishonest practices followed by some people in the trade. Reputable concerns are moving to have such practices stamped out. They have also been agitating for bet-

ter transport facilities, and it is now stated that the Furness Steamship Company will soon have ready for the St. John, Halifax and London route two steamers specially equipped for the apple trade.

Combination in buying is to be tried by one of the grocers' associations in England, the system being confined at first to proprietary articles. The system has long been employed by the retail co-operative societies in England, and has met with some success in the grocery trade in the United States.—*Merchants' Review.*

According to reports received at the Fisheries Department, 9,207 barrels of fresh mackerel were landed by the American fleet at Boston during the week ending Saturday last. Reports from the vessels on the Grand Bank show that the highest catch to date was 150,000 lbs. of cod by one vessel. Another vessel has captured 140,000 lbs., and several are reported with 100,000 lbs. each.

According to a cable of Monday last, Herbert Gardner, President of the Board of Agriculture, states that a microscopic examination of the lungs of animals landed from the steamship Lake Winnipeg, from Montreal, has proved that the animals had been affected with contagious pleuro-pneumonia. The prohibition against the importation of Canadian cattle must therefore be maintained.

Kingston Despatch: The St. Regis Indians, who usually gather the strawberry crop in the Athens section, have formed a combine, and this season ask more for picking than the farmers, in many instances, feel inclined to pay. They want their fare paid one way, to be supplied with milk and potatoes, and 2 cents per basket for picking. To accede to the demands of poor Lo would unduly enhance the price of the fruit to the consumer, consequently the red men sit idle in their wigwams, while the pale face gathers his own berries.

The distillers who recently withdrew from the whiskey trust have decided to assist the Attorney-General of Illinois in every possible way in his efforts to destroy the combine. They have drawn up a statement giving a history of the trust from the date of organization in 1887, and have sent it to the attorney-general. Members of trusts are referred to as robbers; robbers are thieves, and this would lead to the old question, "Is there honor among thieves?"—*Western Commercial.*

At the suggestion of an English gentleman who has visited Australia and who knows the difficulties which exist in obtaining good fish at the antipodes, Mr. Parmalee, Deputy Minister of Trade and Commerce, has written Mr. Olds, the general freight agent of the C.P.R., for lowest through rates from Halifax and St. John to Sydney, New South Wales, on dried fish and canned lobsters. Mr. Olds replied, quoting a very low figure

on experimental shipments in order to test the possibility of working up a trade. This should afford an opportunity to some enterprising dealers in the maritime provinces.

A late dairy invention of an American is calculated to stir the dead and gone grandmothers of the present generation into life again, that they may hold up their hands in disapproval of the methods of their time saving descendents. By means of the milk-separator two thousand pounds of warm milk may be separated into cream and milk in an hour's time, and by adding to this the attachment called the butter-maker, the shrewd dairymaid may milk her cow into the "feeder" of the separator and remove well-made and stamped pats of butter from the opening of the patent butter-maker. We have not yet heard that the cows have the least interest in or objection to the new process.—*Critic, Halifax.*

Wife—Well, dear, where's the coffee?

He—What coffee?

Why, that which I told you to bring home from the grocery.

He—Umph! I forgot all about the coffee.

Wife—Why, no, dear you didn't. I smell it on your breath. You surely must have been sampling it.

He—Well, yes; I did sample it some; but—but I wouldn't take it. There's nothing I so detest as mean coffee.

#### LEMON TREE CULTURE.

A lemon tree should bear as much in five years as an orange tree at seven years. If in a right locality there is no necessity for a failure in lemon culture; all it needs is intelligence and a strict attention to business. This is necessary in almost any kind of business, although in some kinds of farming moderate returns are had when there is lack of both elements. The time is coming when the orange market will be overdone, and the orchardist will be compelled to play second fiddle to the packer and middlemen. Such a state of affairs cannot obtain in the lemon business during the lifetime of anyone now ready to plant an orchard.—*Ex.*

## To Grocers - -

Teas of all kinds, repacked into Half Chests and Cattie's of all Sizes.

Teas reconstructed, coopered, matted, and caned promptly, and at low prices.

BY \_\_\_\_\_

**BLAIKLOCK BROS.,**  
17 Common St., MONTREAL.

# STRAWBERRIES

We are offering  
A Deal in 2lb. Strawberries.

Packed in Heavy Syrup. Quality the Best.

This is a Snap Shot,  
Only Open for a Few Days.

Price \$1.30 . . .  
. . . per dozen.

H. P. Eckardt & Co., WHOLESALE GROCERS Toronto

## FOOD FOR BABIES



STERILIZED.

Pronounced by Physicians to be

Free  
From  
Disease Germs

DELAFIELD, MCGOVERN & CO.,

91 Hudson St., Sole Agents.  
NEW YORK.

33 RIVER STREET,  
CHICAGO.

215 CALIFORNIA ST.,  
SAN FRANCISCO.

For sale in Canada by

JAMES TURNER & CO  
Hamilton, Ont.

## Todhunter, Mitchell & Co.,

—DIRECT IMPORTERS OF—

### HIGH GRADE COFFEES,

Old Government Java, Arabian Mocha, Plantation Ceylon, Maracaibo and Santos.

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

TORONTO.

### We Offer to the Trade :

GREENBANK Double Concentrated Lye, solid and powdered, in tins.

GREENBANK Caustic Soda, in barrels, 98 %.

GREENBANK Chloride of Lime, in metallic tins of 1/4, 1/2 and 1 lb.

L. CHAPUT, FILS & CIE, WHOLESALE GROCERS Montreal

### ARRIVING THIS WEEK:

From the Finest Gardens in Ceylon. . . .

Chests, Choicest Tippy Pekoes.

ALSO

Half Chests, Choicest Pekoe Congous.  
Caddies, Choicest Scented Orange Pekoes.  
Caddies, Choicest Formosa Oolongs.

REGAN, WHITE & CO. - - - - Montreal

## CAVERHILL, HUGHES & CO.

IMPORTERS

AND

WHOLESALE GROCERS

309, 311 and 313 Commissioner  
Cor. St. Peter Street.

MONTREAL

## COLLECTION OF DEBTS IN FRANCE.

Some information relating to the subject of the collection of debts in Great Britain has been given in recent issues of the Merchants' Review, and below we print an extract from the United States Consular Reports for June, showing the manner in which creditors in France obtain their just dues from slow-paying or dishonest debtors:

The first step which it is necessary for a creditor in France to take before he can use legal means to collect a debt due him is to obtain a judgment against the debtor. This judgment, provided the amount does not exceed \$40, is rendered by the local justice of the peace, who, upon the payment of a small fee on the part of the creditor, despatches through the mail a printed notice addressed to the presumably embarrassed party. The notice directs the delinquent to appear upon a certain day and at a given hour before the magistrate in question, there either to arrange for a settlement of the account or to show cause why he should not pay the whole or part of it. If a compromise can be made, well and good; if not, the defendant is a second time summoned to appear. Should he then flatly refuse payment, or if he protests his inability to liquidate or fails to put in an appearance, judgment is rendered against him. The cost of the judgment, together with that of the summons, is defrayed by the plaintiff, and a copy of the former is sent to the debtor. He has then three months' grace, during which period he may appeal before a civil court the judgment already handed down. Failing to do this, or admitting, for argument's sake, that the case goes to trial and that the judgment of the lower tribunal is sustained, the plaintiff puts the entire matter in the hands of a huissier, or recog-

nized debt-collector. This officer of justice, if he can be called such, is indirectly an appointee of the State, though he receives no compensation from its exchequer. Like notaries, advocates, and counselors, he is an independent individual, locating his office where he chooses, and depending for a livelihood upon his fees. His functions partake of those of both the bailiff and process-server; but his methods as well as his prerogatives, resemble neither the one nor the other.

The huissier, upon request of the creditor makes an abstract statement of the conditions of the debt. This resume, written on paper stamped and water-marked by the Government—as, in fact, are all legal acts passed in France—is known as a "signification," and is handed in person to the debtor. The fee for preparing and serving the same varies according to the length of the instrument, and not according to the importance of the debt. Its average cost may be placed at \$2.50. The signification is nothing more or less than a full statement of the case and a request for immediate payment.

Should the debtor disregard or ignore this document an "assignation" is served upon him, which is, in turn, a mere repetition of the other. Again, if, after the receipt of this notice, the debtor fails within a period of eight days to settle the amount due, a third notice to the effect that his furniture and belongings will be seized is placed in his hands by the huissier.

The expense entailed in the preparation of these notices, their cost being from \$2 to \$3 each, is defrayed by the creditor. If, at any moment the debtor agrees to liquidate in full, he is not only required by law to discharge his original obligation, but to add to it the costs of the judgment and fees of the huissier. If his furniture is sold in order to satisfy the debt, enough must be placed at the disposal of the auctioneer to cover both the original debt and the costs of the abortive collection. In this way the creditor is practically insured against loss, while the debtor only augments by procrastination the amount of his indebtedness.

On the other hand, presuming the court to have decided the case against the creditor, the plaintiff and not the debtor is obliged to pay the costs. Not only that, but he must pay as well the legal fees of the opposing counsel, as his adversary would be forced to do should he lose the suit.

Not the least important of the huissier's functions in France is the collection of moneys due for unpaid rent. In this instance no judgment is required. The landlord has simply to ask for and receive the authorization of a referee or the president of the civil tribunal in order to employ legal means for the re-

covery of the arrears. If payment is not forthcoming within a certain specified time, a provisory seizure is made of the tenant's effects, and if at the end of the month, and after numerous threats, settlement is not made, judgment is given and furniture or other property is attached.

Whether or not this system of debt-collecting is a better or worse one than that which exists in the United States is a matter of opinion.

The huissier is in the Republic of France an individual to be feared by all whose finances are run on the same scale as were those of Mr. Wilkins Micawber. But his prerogatives, happily for the debtors, are in some degree limited. Unlike certain agents of the law, his work—his attachments, seizures, threats, evictions and process-serving—must be performed between the rising and the setting of the sun. This gives him about sixteen hours of activity in midsummer and eight at Christmastide.

It appears, therefore, that the contrast between the conditions of the American and the French retailers, as regards the assistance which the law renders them in the collection of debts, is quite as marked as in the case of British versus American retailers. The spirit of democracy seems opposed to the punishment of debtors, whether they are able to pay their debts or not, hence it is not surprising that this country should have gone to greater lengths than Great Britain in making smooth the path of the dead beat. But France has cast off monarchical government, yet provides ample safeguards for the retail creditor and no doubt reaps the fruits of her wise policy in a sounder condition of business than would otherwise be the case. When retail distributors are practically placed at the mercy of unscrupulous consumers, as in this country today, the injury inflicted is not restricted to the immediate sufferers, but eventually affects the entire business community. Consequently it is not in the interests of the retail class of traders alone that a change in the exemption laws of the various States is demanded, but of the country at large. The worst sufferer is, however, the retail merchant, and he should not rest until he is afforded requisite protection by the law.—Merchants' Review.

Her mother had gone out of town and left the dear, sweet, cooking school girl in charge of the house, and breakfast was nearly an hour late when her father asked the matter. "Well, papa," she said, "the coffee has been boiling for thirty minutes, and it hasn't melted yet."

Grocer (meeting friend on the street) "I thought you said you'd me that five dollar bill that you owed me?"

Creditor—"I did mean to, but when I went to the postoffice to mail it, I found this placard on the walls: 'Post no bills.'"



TO YOU IT IS

PROFITABLE and a QUICK SELLER. Thousands testify to its PURITY and Wonderful washing qualities in HARD or SOFT WATER.

TRY IT.

ROYAL SOAP CO.,  
Winnipeg, Man.

J. F. EBY

HUGH BLAIN

# DRIVES



**Tea:**      **Oolong**   -   -   **at 11c. and 12c.**  
              **India**     -   -   **at 17c. and 18c.**  
              **Japan**    -   -   **at 12½c. and 14c.**

(These are special values—Send your order at any time.)

## Raisins

**Off Stalk—Valencias,** good  
sound fruit at \$1.00 box.  
**Finest selected at 5½c. and 6c.**

## Salmon

At **\$1.10, \$1.15,**  
**\$1.40** and  
**Horse Shoe-flat at \$1.60.**

(Horse Shoe, flat are the finest Salmon packed.)

---

# Eby, Blain & Co.

WHOLESALE GROCERS, **TORONTO, ONT.**



WE HAVE ADOPTED

# A DOG'S HEAD

for our trade mark. Everything sold with this tag on it will be of superior quality.

EMPIRE  
TOBACCO  
Co.

MONTREAL

## THE GROCER AND THE KITCHEN.

It not infrequently happens that the kitchen robs a grocer of his customer, injures his reputation, calls in question his accounts and stirs up no end of trouble. This is often the case where the route system is the custom of the place or neighborhood. Scores of customers are personally unknown to the grocer, who has never met, nor is likely to meet them. Orders are sent via the kitchen or given direct by its autocrat—the cook.

This means that the patronage of many of the best customers is entirely dependent upon the relations established between the driver of the wagon and the cook. In cases where a steward manages the household commissary the case is little if any better. Bribes are demanded in the shape of a bottle of Old Rye, a dress, or some other article. In many cases a handsome fee is expected if harmony is to continue between the kitchen and the grocer. If the demands of the steward or cook are not granted complaints may be anticipated, that the butter sent was not fit for use except as wagon grease; that the coffee was horrible; the tea of wretched flavor; the flour no good; the ham stale and tough, if not tainted.

Sometimes the driver of a rival grocer will bribe the kitchen to spoil the goods of the competitor in order that that the cook may have a good excuse for transferring the account. There is no end to the devices of the kitchen to thwart the endeavors of the grocer to please some of his best customers. What is the remedy? The answer is not easy. Some grocers allow their salesman to bribe the kitchen, finding it more profitable to accede to its demands than to refuse. We believe the manly way is to resist every irregular demand, and wherever there is any disposition on the part of the kitchen to discredit the quality of goods, to promptly notify its master or mistress of the situation.

It is also common for route-drivers to volunteer gifts to the kitchen in order to secure heavy orders. They put a premium on theft and waste. Goods are delivered that go from the kitchen unopened to the friends of the cook. Only recently a housekeeper in looking over her storeroom found several unopened packages of coffee, oatmeal and other articles. The quantity of sugar and butter charged in her account was more than twice the consumptive capacity of the family. Is it any wonder that under such circumstances customers complain of the size of their accounts and charge the grocer with error, and intimate that there is fraud? Efforts should be made by grocers to make the acquaintance of customers; to have stores so inviting as to induce their making frequent visits. This is one reason why the fixtures and surroundings of a grocery should be in keeping with the taste and habits of those it serves. Evils will always be present so long as human nature is as it is. The quickest and best way to reach such an evil as that

under consideration is to refuse to compromise with the kitchen; in short with any sort of questionable practice.

## MEAT-EATING AND BAD TEMPER.

"In no country," declares Mr. Ernest Hart in London Hospital, "is home rendered so unhappy and life made so miserable by the ill-temper of those who are obliged to live together as in England. If we compare domestic life and manners in England with those of other countries where meat does not form such an integral article of diet, a notable improvement will be remarked. In less meat-eating France urbanity is the rule of the home; in fish and rice eating Japan harsh words are unknown, and an exquisite politeness to one another prevails even among the children who play together in the streets. In Japan I never heard rude, angry words spoken by any but Englishmen. I am strongly of opinion that the ill-temper of the English is caused in a great measure by a too abundant meat dietary combined with a sedentary life. The half-oxidized products of albumen circulating in the blood produce both mental and moral disturbances. Brain-workers should live sparingly if they would work well and live long. Their force is required for mental exertion, and should not be expended on the task of digestion, for 'they should remember that the digestion of heavy meals involves a great expenditure of nerve force.' The healthful thing to do is to lead an active and unselfish life, on a moderate diet, sufficient to maintain strength and not increase weight."

## BUSINESS SKIN FLINTS.

In a recent murder trial, where a druggist's clerk was shot and killed during night service, the shameful fact was disclosed on testimony that the faithful fellow, who was a qualified prescriptionist of admitted ability, not only was subject to the arduous and responsible duties of a competent prescription clerk, required to do night work, and whose blood was shed while at his post of duty, but that all this was undergone at the magnificent salary of \$6 a week! Human life and human blood is cheap indeed, when so ruthlessly sacrificed for any penurious employer, so insignificantly small that his soul would crawl through a sixpence with a hole in it to save a dollar. That the employee is a party to the bargain with the employer is no excuse for niggardly wages by the latter when the wage-earner is worthy of his hire. There is something radically wrong between capital and labor that compels wage-earners in responsible positions to accept starvation wages or starve with no wages at all, because a standard has been fixed by those willing to work for nothing and board themselves. The old question of Cain, "Am I my brother's keeper?" must be answered at the final reckoning by many a business skin-flint.—Herald of Commerce.

# Strang & Co.

WHOLESALE COMMISSION  
AND MANUFACTURERS' AGENTS  
**WINNIPEG, MAN.**

Correspondence and Agencies Solicited.  
We are open for a first class Canned Goods Agency.

**FOR DAIRY**  
**BUTTER**  
**OR DRESSED**  
**POULTRY**

Write or Wire

**PARSONS PRODUCE CO.**  
WINNIPEG—MANITOBA

**BUCHANAN & GORDON,**  
Brokers and Commission Merchants and  
Manufacturers' Agents.  
**WINNIPEG**

Representing in Manitoba and the  
North-West Territories:

ARMOUR & Co., Chicago, Ill.  
THE ARMOUR PACKING CO., Kansas City, Mo.  
THE B. C. SUGAR REFINING CO., Ltd., Van-  
couver, B. C.  
HIRAM WALKER & SONS, Ltd., Walkerville  
Ont.  
JOHN DEWAR & SONS, Tullymet Distillery  
Perth, N. B.  
PERINET ET FILS, Reims, Champagne.

Warehouses on C. P. R. Track.  
EXCISE, CUSTOMS AND FREE,  
AND LOW RATES STORAGE.  
CORRESPONDENCE SOLICITED.

### NOTICE

The British Columbia Fruit Canning and  
Coffee Co'y, Ltd.

**VANCOUVER, B.C.**

Having largely increased their capacity. We ad-  
vise all dealers to see their price list before plac-  
ing their orders for Jams, Jellies, Canned Fruits,  
and Canned Vegetables.

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

Blend No. 1 at 35c., either ground or whole roasted  
" 2 at 33c. " " "  
" 3 at 30c. " " "

Their Flavoring Extracts are of the choicest  
quality.

## CARD'S CELEBRATED Canadian Tomato Chutnee.

IMPARTS A

Delicious flavor to Hot and Cold Meats,  
Gravies, Soups, Curries, Etc.

As used on the table of the late Sir John A. Mac-  
donald, (Ernscliff), Albany Club, Queen's  
Hotel, Walker House, Toronto, etc.

On sale by all Wholesale Grocers.

PREPARED ONLY BY

**M. P. CARD,**  
CUELPH, ONT.

### LAURENCE GIBB

Provision Merchant,

83 COLBORNE STREET, - TORONTO.

All kinds of Hog Products handled. Also Butter  
Cheese, Poultry, Tallow, Etc

PATENT EGG CARRIERS SUPPLIED.  
Good Prices paid for Good Dairy Butter.

### JAS. DICKSON & CO.,

26 WEST MARKET STREET,

Provision and Commission Merchants.

Eggs, Butter, Hams, Lard, Bacon, Cheese, Dried  
Apples, Finnan Haddies, Dried Cod Fish, bought  
or sold on commission. Agents for all lines of  
Canned Corned Beef. Egg Carriers supplied.

### PARK, BLACKWELL & CO.

(Limited.)

— SUCCESSORS TO —

### JAS. PARK & SON, TORONTO.

Full lines of Superior Cured Hams, Break-  
fast Bacon, New Special Rolls,  
Beef Hams, Long Clear Bacon,  
Butter, Cheese, Lard, Eggs,  
Etc.

Write for Price List.

### W. A. McClean & Co.

OWEN SOUND.

## PORK PACKERS

CURERS OF THE

### Diamond A Hams

FOR SALE—LONG CLEAR BACON,  
HAMS, BACKS, BELLIES and SPICED  
ROLLS.

Write for Quotations.

### THE

## Winnipeg Produce and Commission Co. Ltd.

Commission Merchants and  
Manufacturers' Agents. . . .

WINNIPEG, - - MANITOBA.

Consignments and Correspondence Solicited.  
Good Warehouse Facilities.  
Agencies Wanted.

## S. K. MOYER,

Commission Merchant,

76 COLBORNE ST.,  
TORONTO.

—: DEALER IN :—

Bananas, Pine Apples, California, Messina  
and Valencia Oranges, Lemons  
dates, Figs, Fresh Fish, etc.

Orders Solicited.

GEORGE MCWILLIAM.

FRANK EVERIST.

### MCWILLIAM & EVERIST

Fruit and Commission Merchants  
25 and 27 Church street,  
TORONTO, ONT.

We are receiving direct shipments every week  
of BANANAS, TOMATOES, POTATOES, CAB-  
BAGE, Etc. in their season, also all kinds of  
small fruits. A full line of Lemons and Oranges  
now in stock.

All orders will receive our best attention.

## J. CLEGHORN & SON

94 Yonge Street, Toronto.

California Riverside Navels  
" Riverside Seedlings Oranges.

Our First Car just arrived, good color, juicy  
and sweet, better stock than we have ever had.  
Messina Lemons, Figs, Dates, Nuts, Almeria  
Grapes, Bananas, Pines, etc. in stock. Full line  
Fish and Oysters during Lent.

## WILLIAM RYAN, PORK PACKER

Toronto, Ont.

HAMS, MESS PORK,  
BREAKFAST BACON, SHORT CUT,  
ROLLS, LARD.

WRITE FOR PRICES.

### McLAREN'S



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

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



[As there is often inequality in the prices of the various sellers on this market, owing to differences in buying conditions and other circumstances, and as prices are modified by both quantity and quality, the quotations given below, and in our Prices Current, necessarily take a wide range.]

### TORONTO MARKETS.

TORONTO, July 6, 1893.  
GROCERIES.

Nothing materially new has developed since our last review. The volume of business has been fairly satisfactory and if anything rather larger than a week ago, although still not so large as a fortnight ago. Travelers' orders denote some improvement in the country, but trade locally is quiet. Prospects are brightening. Reports regarding the cereal and fruit crops are even more assuring than some weeks ago. The only fruit that does not promise a good yield is the apple. The most unsatisfactory feature about the situation is in regard to payments, which merchants generally say are not up to the mark. Coffees seem a little better outside, but on the local market they still fail to attract attention. Sugar has ruled firm and unchanged, with demand fair. Dried fruit, particularly currants, is in better demand. The tea market is dull and disappointing. A good business is being done in canned goods and prices in this line rule steady.

#### COFFEE.

The local market continues quiet and featureless. The foreign markets are reported strong and Rio are a fractionally higher in New York for spot goods. We quote as before: Rio, 19½ to 21½c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 21 to 22c.; Java, 30 to 32c.; Mocha, 26 to 27c.

#### NUTS.

The market remains much as before. We quote Brazil nuts 11 to 11½c. a pound; Sicily shelled almonds, 32 to 35c. a pound; unshelled, 16 to 17c.; peanuts, 13 to 14c. for roasted and 11 to 12½c. for green; cocoa nuts, \$5 to \$5.50 per sack; Marbot walnuts 11½ to 12c.; pecans 13½ to 16c.

#### DRIED FRUIT.

The market is fairly active. Demand for Valencia raisins shows some improvement and there is now a good trade doing in this line. The idea for off stalk is 3¾ to 4½c. a pound for seconds, 5¼ to 6c. for fine layers, ordinary selects, 6¾c.; fancy selects, 7 to 7½c. according to quality. Sultana raisins are in fair demand at 5½ to 6c. for ordinary fruit and 6 to 6¼c. for good. Filliatras currants, in barrels and half barrels are in light supply both here and in New York. Practically the only currants offering in New York at the moment are a few provincials in barrels, and half barrels and

cases. Demand for prunes has flattened out as is usual at this season; 7¼ to 8c. is still the idea in cases. Dates dull and unchanged at 5 to 5½c. There is a plentiful supply of cheap figs for cooking purposes at prices ranging from 4 to 6½c., but demand is only fair.

#### RICE AND SPICES.

Demand is fairly active for rice. Round lots of B have been selling at 3¾c. Japan rice at from 5½ to 5¾c. has been moving freely.

Spices quiet and unchanged. Whole ginger is quoted at 20 to 25c.; pure white pepper at 20 to 28c., and pure black at 14 to 16c.

#### SUGAR.

The market remains in much about the same position as a week ago. The Canadian refiners continue to indulge in bullish talk, and will neither shade nor make contracts. The Woodside refinery on Tuesday advanced prices to 5¾c. for granulated. This is equal to the outside figure wholesalers are now getting, and this therefore practically means that this refinery is out of the market on granulated at present. The buying is still of a hand-to-mouth character, and at the moment it seems the safest course to pursue. The idea is still 5½ to 5¾c. for granulated and 4½ to 5¼c. for yellows.

Willett & Gray, New York, in their statistical for June 29, have the following to say on sugar:—The week—Raws declined ½c. Refined unchanged. Receipts, 32,785 tons. Meltings, 25,000 tons. Total stock in four ports, 88,812 tons, against 81,027 tons last week and 153,453 tons last year. By cable: Stock in Havana and Matanzas, 131,000 tons, against 135,000 tons last week and 185,734 tons last year. The six principal ports of Cuba give for the week: Receipts, 9,000 tons; exports, 12,000 tons; stock, 211,000 tons, against 214,000 tons last week, and 250,077 tons last year. Total stock in all the principal countries, 993,512 tons, against 1,311,690 tons at same date last year. Afloat to the United States from all countries estimated, 60,000 tons, against 75,000 tons last year.

Raws—The market has been very uninteresting at home, and without any undue excitement during the week, but the general tendency has been, and is at the close, of a weakening nature. Sales of centrifugals at ½c. decline followed the sale of molasses sugar noted last week at the same decline, and during the week a cargo or two of centrifugals have been constantly on the market, with only now and then a buyer, and at the close buyers appear to have withdrawn entirely. Increased offerings of a few more cargoes might lead to a further extension of the present reaction in prices, which is not desired by any interest at this time. European markets have gradually declined from 19s. for beets to 18s. 4½d., with a recovery to 18s. 6d. at the close. The new crop delivery followed the same course, declining from the highest point yet made, of 15s. 6d. to 14s. 10d., with a recovery to 15s. 1½d. All sugar markets are most sensitive now, as it is natural with the prices at the present level for deliveries before October, and at a much lower level for deliveries afterwards. The question uppermost in holders' minds is, through what process will these varying quotations become united, as they must eventually.

Refined—Monetary as well as prudential reasons continue to urge the country to a hand-to-mouth basis, and, until such basis is reached the demand for refiners' stock must remain small, even though the demand is in-

creasing for the grocers' stock, as is now generally reported. A more active business may and should set in after the holidays, which will naturally tend to steady and support both the raw and refined markets. There has been no change in quotations of granulated, and there are no indications of any for the present.

Cuba—Receipts are larger this week than anticipated, and necessitate an increase in our crop estimates, which we now return to 800,000 tons. Regarding the next crop, the very best of information, at this early stage of the crop, is of a most brilliant prospect. The spring season, with abundant rains, set in earlier by a month and a half this year compared with last two years, and the general appearance of the cane fields is most promising. Increased planting of cane has taken place, and if the weather during July, August, September and October continues to be so favorable as heretofore, having also the good luck not to be visited this year by hurricanes, a crop around 950,000 tons may easily be reached.

#### SYRUPS AND MOLASSES.

The movement in syrups is largely confined to half-barrels. As a rule 2¼c. is the lowest figure quoted, but there is a dark syrup on the market that can be obtained at 2c.

Molasses continues to rule dull and unchanged. The idea seems to be 28 to 35c. for Porto Rico and 30c. for New Orleans.

#### TEAS.

The market is dull and featureless, and the movement is confined to small parcels. New Japans do not seem to have met with as good a demand as anticipated. We quote: Japans (1892-3)—Low grade and common, 15 to 18c.; medium, 18 to 20c.; fine, 20 to 25c.; new Japans, 30 to 32c. for medium and 32 to 35c. for fine. Blacks—Low grades congois, 14½ to 16½c.; medium, 18 to 23c.; fine, 30 to 45c.; fancy, 60 to 70c.

#### BUTTER AND CHEESE.

The butter market does not seem to be as good as it was, particularly from an exporter's point of view. It does not follow, however, that butter can be bought any cheaper, (Continued on page 20.)

ARE YOU BUYING—  
LEMONS, ORANGES,  
BANANAS, MELONS.  
CLEMES BROS.

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TORONTO

CALL FOR—  
Lakeport  
PRESERVING CO'S  
Canned Goods

And get the best goods on the market. They have no equal for excellence in Flavor and Pack.

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**KENT Pickles . .**

Are honestly put up from the best materials procurable. They will benefit your trade, as, where once introduced they will be asked for again.

PACKED ONLY IN

20 oz. Bottles and 5 gal. Pails.

THE KENT CANNING & PICKLING CO. CHATHAM, ONT.

**THE "Lion Brand"**

is so popular that **UNSCRUPULOUS** packers have adopted it. To prevent the public from being imposed on we have in addition lithographed the word **"BOULTER"** across the face of each label in a distinctive color. Look out for the word **"BOULTER"** if you want first class "canned goods."

Bay of Quinte Canning Factories. PICTON and DEMORESTVILLE. **W. BOULTER & SONS,** PROPRIETORS, PICTON, ONT.

**LYTLE'S PICKLES**



ARE THE BEST.

Try them and be convinced. Once used, will have no other.

**T. A. LYTLE & CO.,** Vinegar and Pickle Manufacturers, TORONTO.

PUT **TEXAS BALSAM** IN STOCK

The Great Healer for all kinds of wounds on Horses and Cattle. \$3.00 worth only costs you \$1.80. Express prepaid. Cash with order. C. F. SEGSWORTH, 6 Wellington St. East, Toronto. Sample 25c. postpaid.

**MAPLE PRODUCTS**

Having large warehouses at Sherbrooke, the centre of the largest Maple product territory in the world. We offer to the trade, all Maple products of the finest quality, in quantities and packages suited to any locality. Special inducements on car lots.

Address

Sherbrooke Maple Product Co., Sherbrooke, P. Q., Canada.

Boy Brand Corn UNBLEACHED

**DAILEY'S**

Boy Brand Tomatoes



Please try them. Can be obtained at all Leading Wholesale Houses. **Kingsville Preserving Co., (LIMITED.)** KINGSVILLE, ONT.



**Keep your EYE**

on the

and your mind on the fact, that every can of goods put up by us, has printed in large letters the name describing the contents of the can truthfully, and Delhi Canning Company, Delhi, Ont., which is a guarantee that the contents are just as represented and strictly first-class. Yours truly,



TRADE MARK

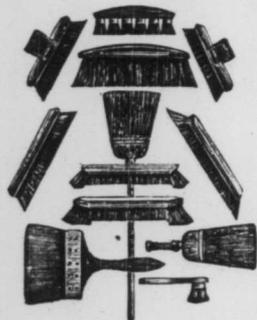
**DELHI CANNING CO.**

The Windsor Patent Brush Co. Ltd. WINDSOR, ONT.

Make a Full Line of Saleable

**BRUSHES, WHISKS AND BROOMS**

For the General Trade.



## CANNED GOODS.

TORONTO.

A good steady trade is being done and the market generally wears a sort of satisfied air. Demand has slackened off a little for tomatoes, but there is still a fair movement nevertheless; 85 to 90c. is the idea as to price, and where there is any cutting being done it is as a rule to meet competition at outside points. The demand for peas is exceptionally good taking into consideration the fact that the green article is on the market; 85 to 90c. are the ruling prices. There is not so much heard about the scarcity of corn as a few week ago. Stocks however, it is well known, are light and some of the factories are cleaned completely out. At the same time it now looks as if there will not be much of a shortage after all. This is probably in part due to the fact that the demand, while good, has not been as big as anticipated. Ordinary goods are quoted at 85 to 90c. and choice brands at \$1 to \$1.25. Stock of peaches is light, demand small and prices unchanged at \$2.10 to \$2.25 for 2's and \$3 to \$3.25 for 3's. Apples are meeting with a good demand and they are getting scarce; \$2 to \$2.25 is the idea for gallons and 85c. to \$1 for 3's. Plums are also scarce and in fair demand at \$1.45 to \$1.55. Raspberries are in light demand at \$1.75 to \$2. Strawberries, the season is about over, and the idea as to price is \$1.75. Demand for salmon is active and first-class brands are about cleaned out; good red fish is selling at \$1.50 to \$1.65 for talls and \$1.70 to \$1.80 for flats; fish of not so well known brands can be obtained at \$1.30 to \$1.40. Lobster is a little firmer, although no actual change has taken place in quotations; talls sell at \$1.90 to \$2.10 and flats at \$2.50 to \$2.70. A fairly good seasonable demand is reported for meats.

MONTREAL.

The canned goods market is steady, the feature being the scarcity of salmon, which is much sought after and \$1.50 to \$1.60 is freely bid on spot. Fruits are in fair demand, but tomatoes are a very slow sale.

## MARKETS—Continued

but the market does not display the same life as a week or so ago. Dairy butter is in fair demand, at 14 to 16c. for good to choice tubs and pails and 16 to 17c. is quoted for fine crocks. Only a few large rolls are offering, and they sell at 15 to 16c. Pound dairy rolls are higher at 17 to 18c. and wanted.



You can't recommend SURPRISE SOAP too strongly for washing clothes. We will mail you a sample cake to test it yourself if you send us your address.

The St. Croix Soap Mfg. Co.,

Branches:

St. Stephen, N.B.,

MONTREAL: 17 St. Nicholas St.

TORONTO: Wright &amp; Copp, 40 Wellington St. East.

WINNIPEG: E. W. Ashley.

Demand for creamery butter is fair. Good to choice tubs sell at 20 to 22c., and there is a medium article that can be obtained at 18c. Pound prints are moving at 22 to 23c.

Cheese is in fair demand and the market easier, with buyers and sellers apart in their views; 9 to 9½c. are the ruling prices at the factories, although there is some cheese of not well-known brands that can be obtained at less than 9c., the inside figure quoted; 9½ to 10c. are the prices jobbers are getting.

## COUNTRY PRODUCE.

BEANS—Scarcely anything doing. Jobbers are paying \$1.30 to \$1.40 for hand-picked beans and are selling at \$1.40 to \$1.50.

DRIED APPLES—Quiet with stocks nearly exhausted. Jobbers have been buying small lots at 3½ to 4c., and 4½c. seems to be the outside figure they are getting.

EVAPORATED APPLES—Stocks short, only a dealer here and there seeming to have any. The few that there are are being jobbed out at 8½ to 9c. There have been sales of evaporated quarters at 7¼ to 7½c.

EGGS—The supply is diminishing and the "loss off" is getting larger. Demand is fair and prices steady at 11½ to 12c.

HONEY—Dull and unchanged, extracted selling at 5c. for dark and 7 to 8c. for white.

POTATOES—Dull and weak. Old potatoes are quoted at 60c. on track, and all sorts of prices up to 75c. are asked for small lots. New American potatoes are selling at \$3 per bbl. and demand is fair.

ONIONS—There is the usual demand at \$2 to \$2.25 per sack for Egyptian onions and at \$2.25 to \$2.50 per crate for Bermudas.

HOPS—There is not much doing. Small lots are selling at from 17 to 18c., and lots of five or more bales at 15 to 17c., according to quality. A New York report, under date July 3, says: "Several local dealers reported additional purchases in the interior New York markets at prices that were refused a week ago, and letters from some points indicated that not a few late strong holders are more inclined to sell, probably in view of favorable condition of the growing crop and falling off latterly in export buying. In the local market there was hardly any business outside of ordinary sales to home brewers, the most of which were extremely close to present cost in the interior. A cable report received Saturday stated that crop prospects in Germany are still poor, but more favorable in Austria, France and Belgium, and generally good in England. The European markets to all accounts remain quiet pending the development of the crops."

## HOGS AND PROVISIONS.

There are only a few dressed hogs offering, but there are quite enough for the demand. Prices are much as before at \$7.50 to \$8. Hog products continue firm and in good demand. A carload, consisting of green rolls, hams and long clear, was shipped the early part of the week. The prices obtained were 11¼c. for hams, 9½c. for the rolls and 10½c. for the long clear. Stocks are now pretty well rounded up.

BACON—Long clear, 10½ to 11c. Smoked backs 12½c., bellies, 13¼ to 14c. rolls 10½ to 10¾c.

HAMS—In good demand and firm at 13 to 13½c. for smoked.

SYMINGTON'S

**C**OFFEE  
ESSENCES

.. UNEQUALLED ..

ASK FOR THEM

WHOLESALE AGENTS

STANWAY &amp; BAYLEY

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HILLS & UNDERWOOD'S  
ENGLISH  
MALT VINEGAR.

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WILL FIND IT  
TO THEIR INTEREST

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## BRANTFORD STARCHES

The Purest and Best in the Market.

*British America Starch Co., Ltd.,*  
BRANTFORD, ONTARIO.

### The Norton Manufacturing Co.

E. P. Breckenridge, President.  
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C. C. Warren, Secretary.  
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MANUFACTURERS OF

## TIN CANS

By Automatic Machinery.

Fruit, Paint, Lard, Baking Powder, Fish,  
and Seamless Lobster

CANS.

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

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## BELLEVILLE CANNING CO.

PACKERS OF THE

### "Queen Brand"

Fruits and Vegetables.

The superiority of this Brand has been shown by the demand we have had and the number of Repeat orders. We intend exercising greater care than formerly in order that we may maintain the standard of quality. It is our intention to double our output this season, and would respectfully ask the trade to enquire for

.. THE QUEEN BRAND ..

Every Can Guaranteed.

WOODEN WARE,  
WILLOW WARE,  
BROOMS, BRUSHES,  
PAPER AND TWINE,  
GROCERS' SUNDRIES,  
ETC., ETC.

### WALTER WOODS & Co.

Manufacturers, Importers,

AND

Wholesale Dealers . . .

74, 76, 78  
McNAB ST. Hamilton, Ont.

## GRIMBLE'S English Malt Six GOLD Medals VINEGAR

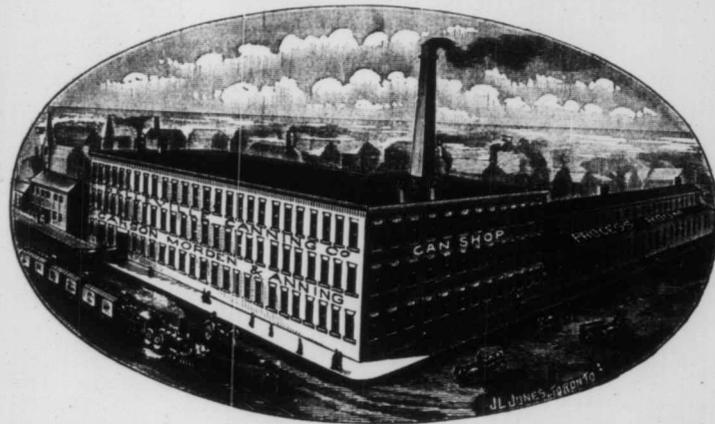
GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

### GILLARD'S Specialties

High Class, English Made,

"NEW" Pickles and "NEW" Sauce.

GILLARD & CO., WALLHAMSTOW, LONDON, ENG., and of  
Wholesale Grocers in the Dominion.



Largest Factory in Canada, situated at Belleville, Ont., Canada.

## MARKETS—Continued.

LARD—Pure Canadian is 13c. in tubs, 13¼c. in pails and 12¾c. in tierces. Compound 10 to 10½c.

BARREL PORK—Canadian heavy mess \$21, Canadian short cut \$22, shoulder mess \$19.50.

DRESSED MEATS—Beef fores are 5 to 5½c., hindquarters 9½ to 10c., mutton 7 to 9c., lamb 15 to 17c.

## GREEN FRUIT.

Trade is brisk all round. Demand for oranges has fallen off, but prices are well maintained. Lemons are still selling freely and prices are firm and tending upwards. The market is well supplied with bananas and demand is absorbing them at steady prices. A demand is arising for watermelons but prices are 10 to 15c. lower than a week ago. The season for pineapples is almost over, receipts being confined to a few "sugar loaves" which sell at from 16 to 20c. We are now beginning to get our own fruit and vegetables and receipts of those of American growth are falling off. Cabbage is getting scarce, and the strawberry season is nearing its close. Raspberries, red currants and cherries of home growth are arriving. We quote: Oranges—Messinas, ½ boxes of 80's \$2.50; ½ boxes of 100's, \$2.50 to \$2.75; lemons, \$4.50 to \$5.25; bananas, \$1.50 to \$2; strawberries, 4 to 7c.; raspberries, 50 to 85c.; cherries 90 to \$1.25 per basket; red currants \$1 to \$1.25 per basket; tomatoes \$1.65 to \$1.75 per crate; cucumbers, \$2.50 per crate for American and 75c. per dozen for Canadian; beans, \$2.25 to \$2.50 per crate; cabbage, \$2.50 per bbl. for Canadian. California fruit—Apricots \$2.25 peaches \$2.00 to \$2.25, cherries \$1.75 to \$2. Watermelons, 30 to 35c. each

## FISH.

Supply and demand good. About the only change is a decrease in the price of blue back herring, which is now quoted at \$2 to \$2.50. We quote: Fresh sea salmon, 15c.; skinned and boned codfish, 6½c.; Labrador herring, \$3 per half bbl.; shore herring, \$2.75 per bbl.; Digby herring, 11 to 12½c.; boneless fish, 4c.; boneless cod, 7 to 8c.; pike, 5 to 6c.; perch, \$2 to \$3 per 100 as to size; blue back herring, \$2 to \$2.50 per hundred; blue pickerel, 4 to 5c. a lb.; yellow ditto, 7 to 8c. a lb.; shad, \$3 a dozen; salmon trout and white fish, 7c.; eels, 6 to 8c. a lb.

## HIDES, SKINS, TALLOW, WOOL.

HIDES—The market is still in a demoralized condition and prices are lower, the wholesale quotations for buffs being 4¾c.

SKINS—Calfskins are easier, though select skins are still selling at 7c. Lambskins are higher at 40c. and pelts at 25c.

TALLOW—Is weaker, jobbers paying 5c. and selling at 5½ to 5¾c. according to quality. Rough is unchanged at 2c.

WOOL—Is coming in freely, people in the country being anxious to sell, and the price for straight lots is 17c. Some of the mills are beginning to buy.

## PETROLEUM.

No change have yet been made in prices, consequent upon the new tariff which went into force Saturday last, but it is expected that there will be in a few days. We quote in bbl. lots, Toronto: Canada, 13 to 13½c.; carbon safety, 17½ to 18c.; Canada water white, 19c.; American water white, 21 to 22c.; photogene, 25c.

## MARKET NOTES.

Lucas, Steele & Bristol, of Hamilton, are quoting for a few days a limited quantity of

3-lb. apples at 75c., 2-lb. blue plums at \$1, 2-lb. raspberries at \$1.40, 3-lb. "Boy" brand tomatoes at 75c., 2-lb. "Boy" brand corn at 75c.

Davidson & Hay have a shipment of almondine in stock.

A carload of Liverpool salt sold this week here at 63c. in bags.

Warren Bros. & Boomer have a job line of canned salmon in flat tins at special prices.

Musson & Co. have some attractive colory coffees, new crop, on the way.

Smith & Keighley are offering a job lot of Valencia raisins at 3¾c. per pound.

Davidson & Hay are in receipt of a carload of "Stag" brand salmon.

Wright & Copp received two large orders from Quebec this week for Snider's catsup and soup.

H. P. Eckardt & Co. have got a few boxes of evaporated apples which they are offering at 7c. to close out.

Sloan & Crowther are in receipt of a carload of Britannia brand salmon. It completes their purchase of this brand.

Eby, Blain & Co. are offering special value this week in canned salmon, raisins, and teas. See their advertisement.

By Government regulations the shipment of new crop currants from Greece will not be allowed before August 28.

Lovers of shrimp can now have their taste satisfied by purchasing the "Cotton Bale" brand sold by Eby, Blain & Co.

The coming crop of Sultana raisins is estimated by Smyrna authorities at 23,000 to 25,000 tons, against 35,000 tons last year.

Perkins, Ince & Co. have received the first samples of new season's Moning Congous. They make a specialty of these teas.

H. P. Eckardt & Co. have a shipment of "Quail on Toast" brand of boneless fish in one pound packages. The stock is new.

T. Kinnear & Co. are in receipt of a shipment of "Prize Medal," four crown, currants in cases, which they are offering at a very low figure.

The crop of Smyrna figs this year will probably prove about the same as that of last year. First shipments via England are expected during August.

Perkins, Ince & Co. have placed an order for a round lot of Pettijohn's California Breakfast Food, and will have it in stock before THE GROCER reaches its subscribers this week.

The third annual picnic of the London Retail Grocers' Association on July 26 promises to be more than usually successful, which is saying a good deal. The managing committee already have arrangements well under way.

New Japan teas ex Empress of Japan are being offered by W. H. Gillard & Co. at 19 and 20c. for prompt shipment. Merchants

(Continued on page 24)

## FLOUR AND FEED.

## TORONTO.

The flour market continues to rule dull, business being merely of a local nature. Feed is in fair demand and steady. Oats are in good demand and higher.

FLOUR.—City millers' and dealers' prices are: Manitoba patents, \$4.20 to \$4.25; strong bakers' \$3.75 to \$3.90; white wheat patents, \$3.50 to \$3.90; straight roller, \$3.15 to \$3.20, low grades, per bag, \$1.00 to \$1.25; Ontario family \$3.15 to \$3.40.

Car prices are: Toronto freights—Manitoba patents, \$4.00 to \$4.15; Manitoba strong bakers', \$3.70 to \$3.85; Ontario patents, \$3.50 to \$3.60; straight roller, \$2.85 to \$3.10; extra, \$2.65 to \$2.70; low grades, per bag, \$1.00 to \$1.25.

MEAL—Oatmeal is \$4.10. to \$4.30. Cornmeal is \$3.25 to \$3.50.

FEED—Bran (ton lots) \$13.00, do (on track) \$11.00 to \$11.50, shorts (ton lots) \$15, ditto (on track) \$12.50 to \$13; mixed feed \$20 to \$22, feeding corn 57 to 58c., oats 39 to 40c. on track.

HAY—Baled timothy quiet and unchanged. We quote \$10 to \$10.50.

STRAW—Demand poor and prices unchanged at \$5.50 to \$6.

## MONTREAL.

The flour market is dull and easier in tone, straight rollers being now offered at \$3.15 to \$3.25, and extras at \$2.90 to \$3.05. We quote Winter wheat, \$3.90 to \$4.10; Manitoba patents, best brands, \$4.10; straight rollers, \$3.15 to \$3.25; extra, \$2.90 to \$3.05; superfine, \$2.60 to \$2.90; Manitoba strong bakers', \$3.65 to \$3.80; Manitoba strong bakers', best brands, \$3.80 to \$3.90.

## BUSINESS CHANCES.

Advertisements inserted under this heading two cents per word each insertion.

AN OPPORTUNITY—A FIRST CLASS GROCERY business for sale in the city of Toronto. Last year's business \$80,000; ill health only cause for parting with it; finest stand and premises; to rent, good house over store; all heated with hot water system; advertiser owns property and will sell only to first-class live man; money required, between four and five thousand; closest scrutiny desired. Address A. B. C., care John I. Davidson, Esq., 86 Yonge St., Toronto.

"BUILD TO-DAY THEN,  
STRONG AND SURE,  
WITH A FIRM AND  
AMPLE BASE."  
—Longfellow.

**DO YOU?**

WISH THUS TO BUILD,  
an advertisement  
in the  
**CONTRACT-  
RECORD,**  
TORONTO  
will bring you  
tenders from the  
best contractors.



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The Western Milling Company  
(Limited.)

**REGINA, ASSA.**

Manufacturers of all kinds of  
High Grade Flours,  
Hungarian Patent,  
and Strong Bakers.

We also handle Hard Wheat Oats, and  
other kinds of feed.

We would solicit the patronage of the  
Millers' of the Eastern Provinces, wanting  
Manitoba Hard Wheat. All orders en-  
trusted to us will be carefully and promptly  
filled.

Correspondence Solicited.

**OATMEAL**

**Dominion Mills,  
LONDON.  
Excelsior Mills,  
MITCHELL.**

Write or wire for Thomson's Brands  
ROLLED OATS PINHEAD & STANDARD MEALS  
SPLIT PEAS, POT BARLEY, CORN MEAL, ETC.  
All kinds of Chop and Mill Feed.

**GENERAL GRAIN DEALER.**

Highest price paid for Oats and Peas in car lots

**WALTER THOMSON,** London and Mitchell.

**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 quan-  
tities, write or wire, and will reply promptly  
Can ship via Canadian Pacific or Grand Trunk  
Railways.

**R. & T. WATSON, Manufacturing Confectioners,**

**I**F you wish to handle the MOST SALABLE  
CONFECTION in the market, try BALA LICO-  
RICE. We are Headquarters for Fine Choco-  
lates, Creams, Swiss Fruits and One Cent Goods,  
Icing Sugar, Cake Ornaments, etc.

SEND FOR PRICE LIST.

**75 Front Street East, - - TORONTO.**

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. Try them.

**COX'S GELATINE** Always Trustworthy.  
ESTABLISHED 1725.

AGENTS FOR CANADA:-  
C. E. COLSON, Montreal.  
D. MASSON & CO., Montreal.  
ARTHUR P. TIPPET & CO.,  
Toronto, St. John, N. B., and Montreal.

Established in Paris, 1770. 40 Prize Medals

THREE LEADING FACTORIES-  
Paris, London, Strasbourg

**Compagnie  
Francaise**

Purveyors by Special Appointment to  
H. R. H. the Princess of Wales.

SUPERIOR CHOCOLATE  
(Yellow Wrapper.)

PURE COCOA POWDER,  
½-lb. and 1-lb. Tins.

CHOCOLATE WAFERS,  
A delicious eating Chocolate.

HIGH LIFE BONBONS,  
The most tasteful Dessert Sweetmeat.

**BEST QUALITY**

**MARMALADE, JAMS,  
JELLIES, ETC.**

We are now taking orders for the celebrated Marmalade, etc., manufactured by  
Messrs. Chas. Southwell & Co., London England. Handsomely put up in 1 lb.  
glass jars, and the quality superior to anything ever brought into Canada.

CANDIED PEELS-for the Fall Trade-CITRON, LEMON, ORANGE.

Write for Price Lists and  
Samples to

**FRANK MAGOR & CO., 16 St. John St., Montreal.**



WE MAKE THE  
**FINEST TEA CADDIES IN CANADA**

Spice, Baking Powder, Tobacco Tins and  
TIN SIGNS, Lithographed or Japanned.

In 3 and 5 lb. Lithographed Tea Caddies we can make an  
original design for each customer.

**TRY THIS PLAN FOR INCREASING SALES.**  
Write our nearest house for Prices and Catalogue.

**THE McCLARY M'FG COMPANY**  
London. Toronto Montreal. Winnipeg.

**The Imperial Rubber Stamp Works**

Rubber Stamps, Stencils,  
Branding Irons, Seals, etc.  
Estimates given. Orders by mail promptly at-  
tended to.

102 ADELAIDE ST. WEST - - - TORONTO.

**EPPS'S COCOA**

¼ lb. packets, 14 lb. boxes secured in tin.  
Special Agent for the Dominion:

**C. E. Colson, Montreal**

who have been holding off for a low priced new May-picked Japan have now an excellent opportunity to fill their wants.

The Counter Tea Mixer is becoming more popular, retailers beginning to realize its many advantages. W. H. Gillard & Co., of Hamilton, who are sole agents for Western Ontario, report very large sales of this unique little machine. Grocers making a specialty of teas should be provided with one.

The Winnipeg Produce and Commission Co. (Ltd.) has been incorporated. Joseph Carman is manager, and the firm announces that it is prepared to receive consignments of green, dried and evaporated fruits, produce of all kinds, canned goods, maple products, job lots of groceries, etc. Correspondence will receive the firm's prompt attention.

In jobbing quarters there is little confidence in the immediate future of the tea market. It is admitted that prices are low and the consumption is well up to the average for the season; but prospective heavy offerings through the auction room lead to the belief that importers are not enjoying a very enviable experience.—New York Journal of Commerce.

The St. Croix Soap Mfg. Co. have secured the services of J. F. Wallace to represent them in Ontario for the sale of Surprise soap. Mr. Wallace is well known in the Northwest, which territory he has been covering for several years for Taylor, Scott & Co., and his genial manner and business methods will soon win for him a warm spot in the hearts of patrons nearer at home. H. M. Hirschburg, who has been representing the company for the past few months, is no longer with them.

#### MONTREAL MARKETS.

MONTREAL, July 6, 1893.  
GROCERIES.

The week has not shown any unusual development in the grocery market, business ruling on the quiet side. It is worthy of remark however that advices from the country show a better line, and on this account many of the houses anticipate improvement in the volume of trade shortly. There are no striking changes in any of the leading staples. Advices on raw sugar indicated easiness at one time, but the fact had no effect on values here at all. Syrups and molasses rule much the same. Tea is rather easy in tone, with sellers anxious to clean up before the new crop is on the market in earnest. Coffees and spices are about the same, while dried fruit and rice are essentially steady in tone. Canned goods furnish no feature except that there is a scarcity of salmon on spot and a good demand for the article.

#### SUGAR.

The sugar market does not show much change, the tone on spot ruling as steady as ever. A little easier feeling was noticed in

raws at one time toward the middle of last week, but latterly the market has firmed up again. On spot refined is firm with the demand more active, but refiners accepting orders only for prompt delivery, and there does not seem to be any prospect of decline in the near future. The stocks in the country are low. We quote granulated 5½c. and the lowest yellows 4½c. with prices running up to 5¼c. according to grade.

#### SYRUP AND MOLASSES.

There is no change in the position of the molasses market. The combine still keeps the price at 30 to 34c. and outsiders continue to sell at 30 to 31c., a fairly good business being reported at this basis. According to advices from Barbadoes exports from there show a decrease to Canada and an increase to the United States.

In syrups, sales of several large lots of American stock have been made on Western account at 18¼c. per gallon. Canadian syrups have been enquired for, and sales are noted at 2½c. per lb. in the wood.

#### TEA.

The tea market rules on the easy side, with rather more buyers than sellers, but a fairly good movement is reported, Japans changing hands at 20 to 25c. We quote:—Japan, common, 11 to 13c., medium 15 to 17c., fine 18 to 21c., and finest 24 to 30c.; black and green are quiet and do not furnish any change.

#### COFFEES AND SPICES.

The coffee market has shown a downward tone in New York, but there is a fairly steady tone here. We quote: Jamaica, 19 to 20c.; Maracaibo, 20½ to 22c.; Rio, 19 to 21c.; Java, 24 to 28c.; and Mocha, 25 to 28c.

In spices there is no particular change, and we quote: Jamaica ginger, 16 to 18c. for common and 20 to 24c. for finer qualities. Black pepper, 8 to 9c.; pimento, 6½c.; nutmegs, 50 to 52½c. and \$1.

#### RICE.

There has been a good movement in rice in a jobbing way and the tone is firm. Advices from Burmah speak of an excited feeling. We quote ordinary \$3.85 to \$4; Japans, \$4 to \$4.50; Patnas and Carolinas, \$4.50 to \$6.50.

#### DRIED FRUIT.

The dried fruit market is essentially quiet and steady. Old stocks of off-stalk Valencia raisins are steadily diminishing, and it looks as though they would be well cleared up before any new goods arrive. There is no layers here in first hands. We quote off-stalk 31-4c. Currants are about the same, with little doing. Continued reports of damage to the growing crops in Greece is attracting some attention, but has had no effect on values here. We quote 5 to 53-4c. according to quality for good sized lots.

#### GREEN FRUIT.

There is a brisk demand for lemons, further large export orders having been filled on United States account, and prices are firm at \$2.75 to \$4, according to quality and size of package. Oranges also have been in fair demand, and we quote \$1.50 to \$5, according to brand and size of package.

Pineapples have ruled irregular in price at 14 to 16c.

Bananas are steady. The steamer City of Kingston arrived on Monday from Jamaica with 12,500 bunches of bananas, 600 bags of coconuts, and a quantity of sugar, rum, ginger, etc. The bananas were in excellent condition, and found a very ready sale. There was a

good demand from the West and Buffalo, but the greater portion of the cargo was disposed of here, the prices realized being as follows: No. 1's, \$1.50; No. 2's, \$1.10; No. 3's, 70c.; No. 4's, 60c. Coconuts sold at \$4 per 100.

#### BEANS.

Beans are in liberal supply and prices are softer, although there is no actual change. Hand-picked are quoted at \$1.60 to \$1.65, and ordinary \$1.25 to \$1.30.

#### HONEY.

There is no change in the market, which rules at 6 to 8 1-2c., according to quality.

#### HOPS.

Brewers still keep out of the market and business is quiet in consequence. We quote 6 to 8 1-2c., as to quality.

#### POTATOES.

The market is easier, and prices are much lower than last week in consequence of increased receipts. We quote 50 to 60c. per bag of 90 lbs.

#### PROVISIONS.

The provision market continues dull and neglected. Smoked meats alone show any life, and attention is solely confined to them. Canadian short cut, per brl., \$21 to \$22; mess pork, Western, new, per brl., \$22.50 to \$23; hams, city cured, per lb., 12 1-2 to 13 1-4c.; lard, Canadian, in pails, 12 to 12 1-2c.; bacon, per lb., 11 1-2 to 12 1-4c.; lard, common refined, per lb., 10 to 10 1-2c.

#### EGGS.

The egg market rules easy. Receipts in the west are lighter, but arrivals here are still too heavy for the demand, which continues slow at 11 to 11 1-2c.

#### BUTTER.

The butter market is about the same. Salesmen in the country, although they still ask rather full figures, in some cases show a most accommodating disposition, as some of them were offering creamery to-day at 20 1-4c., which is a shading on their ideas of last week. But even at this concession exporters claim that they cannot afford to pay any such price in the country. We repeat our previous quotations and remark that very little business is passing. Creamery, 19 1-2 to 20c.; Townships, 17 to 17 1-2c.; Western dairy, 14 1-2 to 15 1-2c.

#### CHEESE.

As many anticipated, prices paid at the Ogdensburg board on Saturday were an advance on the ones ruling the week before. This makes it evident that buyers had to have the cheese and paid full figures for them. All in all, from various reports to hand the inference is that the June make of cheese is pretty closely sold up, and the fact will, no doubt, have due effect on the views of factorymen, as with cheese as well sold up as it is they are not likely to be very urgent sellers. On the whole, therefore, the season so far must have been decidedly profitable to them, except in the case of those who were so unfortunate as to be caught in the Thompson difficulty which from present appearances looks as though a good many factorymen would lose such a lot of money. The tone on spot, in view of the country purchase, is steady, although there was not much business doing. Sellers asked our quotations as below, and business was done on the street within our figures. At the wharf this morning 2,500 cheese by boat and 1,000 by rail were offered. The quality was about the same as last week, and all of it was sold at 8 3-4 to 8 7-8c. Finest Ontario colored, 9 1-4 to 9 3-8c.; fin-

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If you are open to purchase

# Job Lots

Call and see us. Great inducements offered to clear out remnants.

**New Goods Opening Daily**

**JAMES A. SKINNER & CO.**

Importers of Crockery, China, Glassware, Lamp Goods, Etc.

54 and 56 Wellington Street West. **TORONTO**

Branch in Vancouver, B.C.

ESTABLISHED 1851.

WE OFFER

**.. TOMATOES ..**

in 3 lb. Tins

Quality Guaranteed,  
at **80c.** per doz.

**N. QUINTAL & FILS,**  
WHOLESALE GROCERS,  
274 St. Saul Street, Montreal.

# CHEESE ..



WE have a few very fine September Cheddar's and Stilton's which are just coming into prime condition. For first-class trade there are none better. Send for quotations.

**F. W. FEARMAN,**  
**HAMILTON, ONT.**

**J. W. LANG & CO.**

Tea, Sugar .  
Syrup . . .  
Canned Goods

Wholesale Grocers,

59, 61, 63 Front Street East  
**TORONTO**

# Seasonable Goods

Canned Salmon—"Brittania" talls and "Clover Leaf" flats, also full lines of Aylmer Canning Co's Meats, Chicken, Turkey, Duck, Lunch Tongue and Pigs Feet.

**SLOAN & CROWTHER,**  
WHOLESALE GROCERS,

19 Front St. E., Toronto.

# Canned Salmon

CHEAPEST GOODS OFFERING.

Immediate delivery.

Special quotations for round lots.

**WARREN BROS. & BOOMER,**

35 and 37 Front St. East, **TORONTO**

# First Arrival.

New Season's Japan Tea, 1893 4

**NOW IN STORE.**

Style and Quality Superb.



May 29th, 1893.

Smith and  
Keighley

9 Front St. E., Toronto.

**JUST TO HAND.**

Samples of

NEW SEASON'S  
**Moning  
Congous**

**PERKINS, INCE & Co.,**  
41-43 Front Street East, Toronto.

**JOHN BURGESS & SON**  
SAUCE  
AND  
PICKLE

**MANUFACTURERS,**  
**107 STRAND** Corner of the Savoy Steps, London, W.C

Vide Sir Walter Scott's "St. Ronan's Well," Chaps. XVI. and XXX.

Lord Byron's "Beppo," VIII.

**SEELY'S Flavoring Extracts**



have stood critical test for 31 years.

Their—  
Purity, Strength  
and Rich Flavor

have made them the  
**STANDARD GOODS  
OF AMERICA.**

The most attractive line in the market.

Send for our Illustrated Price List.

Seely Manufacturing Co.

Detroit, Mich. - Windsor, Ont.

# Victoria Tea.

Just to hand, large consignment of this special blend. CEYLON TEA in 1 lb. and ½ lb. packages.

**T. KINNEAR & CO.,**

WHOLESALE GROCERS,

49 Front St. E., **TORONTO.**

**Elliott, Marr & Co.,**

Importers of Teas

—AND—

Wholesale Grocers.

**LONDON, ONT.**

**MONTREAL Markets Continued.**

est Ontario white, 9 to 9 1-8c.; finest townships, 9 to 9 1-8c.; finest French colored, 8 7-8 to 9c.; finest French white, 8 3-4 to 8 7-8c.; under grades, 8 1-2 to 8 5-8c.; cable, white, 45s.; cable, colored, 47s. 6d.

**MONTREAL TRADE NOTES.**

Advices on sugar were somewhat easier at one time toward the close of last week, but the fact had no effect on the firm local position.

Advices state that the Empress of India, sailing from Yokohama on the 23rd, carried 4,000 packages of Japan teas for New York, 4,000 for Chicago, and 4,000 for Canada.

Burman advices to rice brokers here state that if war breaks out between France and Siam prices are sure to go up, as a blockade of Siam, one of the largest rice exporting countries in the world, will be a serious thing.

Latest advices continue to note heavy damages to the growing currant crop in Greece, and the fact is occasioning more interest here, as it now looks as though the damage would be unprecedented.

The shipments of Barbadoes molasses to Canada this season are placed at 18,406 puncheons, against 23,489 for the same time last year, a decrease of 5,083 puncheons. On the other hand those to the United States have increased 7,209 puncheons, being 13,681 puncheons, against 6,472 puncheons for the same period last year.

Lighthound, Ralston & Co. practically control all the currants in first hands in Eastern Canada, and they have been doing all the wholesale business for this section in consequence.

The Tamilkande Tea Company state that their sales for the month of June just past were the largest they have had to report.

It is understood that Caverhill, Hughes & Co. have secured the agency for Liffon's well-known lines of teas.

**FACTS ABOUT CINNAMON.**

Cinnamon is an evergreen and a species of the laurel family. It is cultivated the nearest to perfection in the island of Ceylon, where it often attains a height of thirty-five or forty feet. The trunk is short and upright, with wide-spreading and heavy foliaged branches; the leaves are very similar in shape to those of the common laurel, standing in opposite pairs upon short foot stalks—dark, bright green above, and pale beneath, with whitish stripes. The fruit is about the size of an olive, soft, with a sickly taste, and a dark blue color; it encloses a nut with a kernel. The wood is very soft and white, and almost useless, except for firewood. The root is thick with numerous branches, and yields abundance of camphor. The outer bark

is smooth and of a greyish color; the inner bark is the cinnamon of commerce, and possesses a rich, sweet, pungent flavor. What are called cassia buds are the hexangular fleshy receptacles of the seeds; they are nail-shaped and much resemble a clove. They are prepared or cured precisely the same as the bark. The finest selected are packed in cases of 112 lbs. each, but those of an inferior quality in bags.

The Cinnamon tree is a native of Ceylon, but is now grown in Malabar, Java, Sumatra and Cochin China. There are several varieties, probably modified by soil and climate. Pure quartz sand is the soil in which it thrives best; that of the large cinnamon garden near Colombo in Ceylon, is of a hard, rocky and sandy nature, nearly on a level with Lake Colombo. Its situation is sheltered; the climate is very damp, showers are frequent, and the temperature is high and uncommonly equable. Trees which grow on rocky situations yield the best and most pungent aromatic bark, taken from the young shoots when the leaves are of a slightly reddish color. The tree ought not to be peeled before about the ninth year, and the proper time is from May to October. After the bark is taken off it is bound tightly up for two or three days, which causes it to undergo fermentation that facilitates the separation of the outer from the inner bark, the latter of which is known in commerce as the "First Sort Long." The substance then soon dries, curls up, and forms a quilled or pipe appearance. These quills or pipes, averaging about ten inches in length, are inserted into each other. The cinnamon is then carefully examined, sorted and put up in bales weighing 92 1-2 lbs., wrapped in double hampen cloths, the tare allowance for which should be two lbs., with an additional one lb. per bale for draft. The length of each bale is 40 inches, and when completed it resembles a roll of oil cloth. There is a standard classification for Ceylon cinnamon termed "piles." Each pile is subdivided into three numbers. Thus, number one, pile one, would be the finest and highest distinction; number two, pile one, the second; number three, pile one, the third; and number one, pile two, the fourth grade, and so on. This spice is thus sold by auction entirely from its classification in the London cinnamon sales, which are held every quarter of a year in Mincing lane.

The best Ceylon cinnamon is of a light yellow color, with an ivory-like grain, nearly as thin as paper, smooth, shining, admits of a considerable degree of bending before it breaks, fracture splintery; has a pleasant, warm, aromatic flavor, slightly astringent, with a mild degree of sweetness. When chewed the pieces become soft and seem to melt in the mouth. Other varieties of cinnamon found in trade are coarser and thicker, and are not so pungent and sweet. The ordinary uses of cinnamon as a spice for seasoning are well known; it is, besides, an article of the materia medica, but is chiefly employed as an accompaniment to other medicines. Cinnamon and cassia in their use differ from each other in little, excepting the degree in which the aromatic principle and flavor exist.—Merchants' Review.

**BUSINESS AND RULES.**

A good merchant, who lived in Florence in 1400, Agnolo Pandolfini by name, wrote out in his old age some of the rules and methods of business which had helped him to attain success in life, and this is what he says in regard to the management and advertising of his business: "I would have many workmen and boys, and would not put my own hand to anything, further than to command, provide and regulate, so that each one did his duty; and often I would say to them, 'Be honest and just, reasonable and friendly, not less with strangers than with friends; with everyone be truthful, and take good care that no one goes out of the shop deceived or discontented by your cunning or hard dealings, for this would be to lose liking and good will. A pleasing seller will always have plenty of customers, and among artizans good fame and competition do more than wealth.' I should command my workmen to sell nothing too dear, and with whatsoever debtor or creditor they made engagements, the contract should always be distinct and clearly expressed; that they should never be importunate, proud or evil-speaking, not quarrelsome, but agreeable, and, above all, anxious and diligent in writing, and in regard to what has been written."—Fame.

Butter in good demand; large rolls, pails, crocks, and best store-packed tub selling 15 to 16c.; choice dairy tub, 17c., no stock on hand. Eggs, 12c. We charge five per cent., and prompt returns by registered letter.

**JOHN HAWLEY, Provisions and Commission**  
88 FRONT ST. EAST.

Established 1870.

Egg Trade a Specialty.

**Milk Granules**

The Ideal Food for Infants!

It contains nothing that is not naturally present in pure cow's milk.

It is absolutely free from Starch, Glucose, and Cane Sugar, and when dissolved in the requisite quantity of water it yields a product that is

The Perfect Equivalent of Mother's Milk

# SAFE WANTED

Large Fire Proof Safe Wanted at once. State dimensions and price. Address H. M., GROCER Office, Toronto.

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## Spanish Blacking

EXCELS ALL OTHERS

- It contains more oil and keeps the leather softer and more pliable than any other.
- It gives a beautiful bright polish, and holds the polish longer than any other.
- It does not burn or injure the leather.
- It gives a quicker polish than any other.
- It resists dampness from the foot.
- It does not rub off on the clothing.
- It is the handsomest put up blacking in the world.
- It will never get hard or dry up, it will keep for years in any climate.
- It is altogether the best polishing blacking made or sold in Canada, and we challenge the makers of the world to produce a blacking to equal it.

The F. F. Dalley Co.  
of Hamilton, Limited.



## ADAMS' TUTTI FRUTTI

Send for Beautiful Advertising Hangers Free

**ADAMS & SONS' CO.,** 11 and 13 Jarvis St.  
Toronto, Ont.



## You Can't Beat It

Sold only in Cans by the Live  
Wholesale and Retail  
Trade

and Manufactured by

**THE HAMILTON COFFEE  
AND SPICE CO. . . .**  
HAMILTON, ONT.

# Lightbound, Ralston & Co.

Wholesale Grocers,

HEADQUARTERS FOR

MONTREAL

## TEAS OF ALL KINDS

Japans,  
Young Hysons,

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Ceylons,

Assams,  
Dargeelings.

## Canned Goods

PROPRIETORS OF THE JUSTLY CELEBRATED

**"Empress Queen Brand"**

Canned Vegetables, Salmon, Lobsters, Etc.

## DRY GOODS.

## MONTREAL MARKET.

The week just past has been of a dragging character in dry goods owing to the approach of the midsummer holidays. Buyers are mostly all home from England and the Continent, and the selections of fall goods which the houses are now commencing to receive are giving general satisfaction. With regard to fall purchases reports from travellers who are mostly all out indicate the same conservative spirit on the part of buyers that we have previously noted. A few orders, however, have been coming in, and it is satisfactory to note that sorting up business still continues good for light dress goods, seersuckers, cashmeres and colored cottons. Gingham of all kinds have also met with a fair enquiry, as have also cottons. Remittances continue much the same as they were.

The most of the business houses closed from Friday evening until Tuesday morning on the occasion of Dominion Day.

Wm Agnew & Co. have received this week some fine lines of French goods. Notable in this connection has been some lines of Jacquardes in the fashionable colors, also some handsome lines of cashmeres.

Gault Bros. were busy during last week receiving fall supplies. Among them were several lines of foreign and domestic tweeds and worsteds. In this connection checks and plain patterns in moderate toned shades promise to be the go.

Caverhill, Kissock & Co., were busy stock-taking last week, and so were the other millinery houses.

Mr. Furner, the well-known dry goods merchant of Winnipeg, was in town during the week. He was on his way to the other side to make fall purchases. Mrs. Furner accompanies him.

Mr. J. H. Carnegie, one of Messrs. Jas. Johnston & Co.'s buyers, has not yet returned from the other side. The delay was occasioned by a severe attack of typhoid fever which laid Mr. Carnegie up for over a month. The trade will be glad to know that he has recovered, however, and is expected back sometime this week.

Mr. Andrew Gault, the senior partner of Gault Bros., and president of the Colored Cotton Company, is in Europe at present.

The dry goods trade have a conference with Mr. David Morrice this week in regard to the cutting on domestic cotton staples and what can be done about it.

Some nice lines of German velvets and silks have been received by Wm. Agnew & Co.; also some heavy German beaver cloth for ladies' mantles in shades of blue, slate color, and blue black.

## TORONTO MARKETS.

A clearing line of this season's worsted trouserings in colored goods is being offered by W. R. Brock & Co. at about 40 to 70 per cent. below their value.

Gordon, Mackay & Co. have opened a job line of ladies' Windsor ties, enabling them to offer \$1.75 goods for \$1.20 and \$3.50 goods for \$2.25.

Alexander & Anderson's travellers have started out this week on their respective routes with a full range of samples for the coming season.

John Macdonald & Co. have received some new shot bengalines in bright greens and Humboldts—the new shades. Black and colored velveteens are to hand, in a full range of qualities and colors. Some novelties in fancy silk lisse ruchings and frillings in bright and pretty colorings and in the newest designs. A shipment of 100 cases of French black and colored henriettas are to hand, with full ranges in blacks in all the latest colorings.

Alexander & Anderson have just received some scarce shades in colored velveteens. They were particularly fortunate in securing the scarce and seasonable goods. Scarce shades in cashmeres are also to hand.

W. R. Brock & Co. have received a further shipment of lace goods, comprising black and cream fancy laces, Irish trimmings, torchon laces, veilings and complexion nets, and low priced lace curtains.

Gordon, Mackay & Co. have received another shipment of the famous ebony dye fast black bottom hose that they are running at \$2.25 per dozen. This is their third repeat of these goods this season.

Caldecott, Burton & Spence are in receipt of a shipment of Japan silks in creams and light colors. They have now a full range of prices in stock. Summer costumes are being made, to a very large extent, from this class of goods. Velveteens are being received largely in anticipation of big fall requirements.

W. R. Brock & Co. are making a very complete exhibit of black and blue worsteds, black and blue serges, black and blue trouserings, in all popular makes and qualities. With these staples, which they consider all-the-year-round goods, they show a full range of flannels, etc., for summer suitings.

Gordon, Mackay & Co. are fortunate in having a full stock of Canadian mixed socks. These goods are scarce; their prices are 87 1-2 cents, 95 cents, \$1.10 and \$1.25 per dozen.

John Macdonald & Co. have a drive in silk-shot metal-fitted braces. They have also a drive in men's tweed rubber coats with officers' capes; the prices are said to be 25 per cent. less than previous prices on these goods. A case of very

fine smoking and lounging coats in sizes 38 to 42 has been opened up. These are choice West End of London garments, and excellent in quality and finish. Tailoring braids and wide militarys are to hand. These are scarce goods, and since this order was placed the prices have risen. A full assortment of genuine celluloid waterproof collars are to hand; also harvest mitts and overalls in all materials.

Gordon, Mackay & Co. are clearing their stock of ladies' belts at a discount of 25 per cent. They also offer at the same discount the remainder of their stock of men's neckwear.

W. R. Brock & Co. have been receiving several cases of small wares to assort up their stock; many scarce lines will now be found in full range again, such as black and white hooks and eyes, elastics, garter webs, in whites, greys, etc., black and colored velvets in 18 yard end lengths, more economical on account of the varying lengths of skirts, livery buttons, H.B. marking cotton, mohair buttons, etc.

Parisian and Lyons veilings in new patterns and colorings are to hand with John Macdonald & Co. They have just passed into stock six cases of black and colored silk velvets. The colors are the latest, and very special values are shown in blacks; these goods are for the millinery trade.

Cream serges are in good exhibit with Alexander & Anderson. They also report a strong enquiry for navy and black Estimane serges. Creams and cardinals in Estimanes and fancies are having considerable demand for the moment. American and English challies in ranges of both light and dark grounds are selling well for the midsummer trade.

W. R. Brock & Co. have purchased a manufacturer's stock of heavy braces, consisting of over 6,000 pairs. These are put up in dozen bundles, and will be sold at a price which will allow them to be retailed at 12 1-2 to 15c. The regular retail price of these goods is 20 to 25 cents.

A shipment of wool boating shawls has been received by Caldecott, Burton & Spence. They are showing some great value at 37 1-2, 55, 75, 95 cents and \$1.25. These numbers are especially good. They have also a splendid range of higher priced novelties in the way of silk mixtures. Another novelty in these goods is the range of shot effects, plaids and fancies, in which the colorings are very rich. They designate these the "Royal Wraps."

Wyld, Grasett & Darling have received a shipment of linens. Checked glass cloths are shown in large range and at extra values. Large lines of crashes, brown and white towellings, pure finished flax towellings, are all in full stock. Their well-known numbers of loom-dice and damask tablings are also restocked. Some nice things in delainettes and summer prints are being shown, as well as a large range of small neat patterns in colored indigos.

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THOUGH HUNGRY

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Pettijohn's  
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BREAKFAST FOOD

... WILL SATISFY YOU.

Nourishing, Palatable, Delicate ...  
It has no equal as a Breakfast Food.

DAVIDSON & HAY,  
EBY, BLAIN & CO.,  
H. P. ECKARDT & Co.,  
PERKINS, INCE & Co.,  
SLOAN & CROWTHER,

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WRIGHT & COPP, Dominion Agents, Toronto

Will supply samples on application.

Try It



Wholesale Grocers Sell It.

Write us for particulars.

WRIGHT & COPP,

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TORONTO.



A Popular Table Luxury,

A Culinary Article,

AND

A Perfect Infant Food.

COMPLETELY STERLIZED

FOR SALE BY ALL WHOLESALE GROCERS

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WRIGHT & COPP, Toronto

.. SEE THEM ..

Batty's

.. WE SELL THEM ..

Pickles

Sauces

ETC.

TORONTO:

EBY, BLAIN & Co.  
H. P. ECKARDT & Co.  
PERKINS, INCE & Co.  
SLOAN & CROWTHER.

WARREN BROS. & BOOMER.

KINGSTON: A. GUNN & Co.

MONTREAL:

CAVERHILL, ROSE, HUGHES  
& Co.

HUDON, HEBERT & Co.

HAMILTON:

JAS. TURNER & Co.



WRIGHT & COPP, Dominion Agents, TORONTO

**DANISH BUTTER INDUSTRY.**

A large increase in the importation of butter into the United Kingdom from Northern Europe has taken place in recent years. Within the last ten years the receipts of Danish butter in the ports of this country have risen nearly three-fourths, or from 304,722 cwt. to 876,211 cwt., and those from Sweden in a still 234,987 cwt. It has, therefore, been greater ratio, or from 67,821 cwt. to deemed desirable to collect the information at present available in the Intelligence Department of the Board of Agriculture on the condition of dairy farming and the development of the trade in dairy products in those countries. While the supplies furnished by Germany have not augmented in this interval, so much activity has been recently shown in developing dairy farming in Schelswig-Holstein and other northern provinces of the German Empire as to justify the including of that country in the present survey. From the reports which have been issued we give the following relating to Denmark and Sweden:

Almost all Danish agriculturists, whether the landed proprietor with his 300 cows, or the crofter with his one or two, with like zeal and with equal profit, comparatively speaking, take part in the manufacture of butter. This has been mainly brought about by the adaptation of centrifugal power for obtaining the cream from the milk, introduced into the Danish dairies about ten years ago. At the present time steam centrifugal separators are employed in all parts of the country by large proprietors and farmers. The dairies are either run by landowners who buy milk from small farmers and occupiers, or co-operative societies are formed by the farmers themselves for the purpose of establishing factories, to which the milk is consigned by the shareholders and made into butter. The trade in Danish butter is now arranged in such a manner that the English merchants and dealers telegraph their orders weekly on Thursday to the wholesale exporters in Denmark, and the butter is dispatched by steamship on the following day. The freight

is paid by the purchasers, and the price is regulated by the Copenhagen quotation on the day of shipment. The market price of Danish butter is fixed by a committee at Copenhagen, consisting of a chairman elected by the Association of Wholesale Dealers; four of the largest butter exporters in Copenhagen; a local dealer; a butter broker, and a dairy farmer representing the Zealand Co-operative Agricultural Society.

In Sweden great advantages result from the fact that young men who are going to farm their own land, or to make a livelihood by farming, learn their profession at one of the two State agricultural colleges, just as future soldiers and sailors learn their profession at the State naval and military colleges. One rather unfortunate consequence of the improved methods employed in Sweden has been that whereas the quantity of more expensive butter has vastly increased, the quantity of ordinary butter has greatly diminished, and this circumstance has placed butter beyond the

reach of many of the poorer household in which it was formerly abundant.

In Southwest Sweden dairies have increased greatly during the last eight or ten years, and may be classed as follows: Estate dairies, which only use the milk produced on the estate; estate dairies, which, besides the milk produced on the estate, receive milk from the producers; dairies belonging to private persons or to companies, and co-operative dairies, in which the producers of the milk are interested as shareholders. The principle of the co-operative dairy is that the farmers in a district jointly build a dairy, where the milk produced by them is refined for their mutual benefit. By these means the farmers take the dairy industry into their own hands. The whole profit goes to the producers of the milk, and expensive intermediate parties are avoided. Practically all the butter exported goes to England. The export of butter in 1890 is given above as 294,479 cwt., and the import of butter into the United Kingdom from Sweden in that year was 224,235 cwt.—Grocers' Review.

## STERLING SOAP :::

**T**HERE is no end to the good things grocers and consumers are saying about our STERLING SOAP. If quality is considered worth anything, STERLING is the cheapest SOAP because it is the BEST.

Manufactured by

**Wm. Logan**

ST. JOHN, N.B.

## ..MOLASSES..

We make low prices. Delivered, freight and duty paid per Imperial gallon to any point in Canada.

Samples upon application. . .

**N. W. Taussig & Co.**

96 Wall Street, NEW YORK

Atlantic Sugar House, BROOKLYN.

Cable Address,  
"Taussig, New York."

### CANADIAN AGENTS:

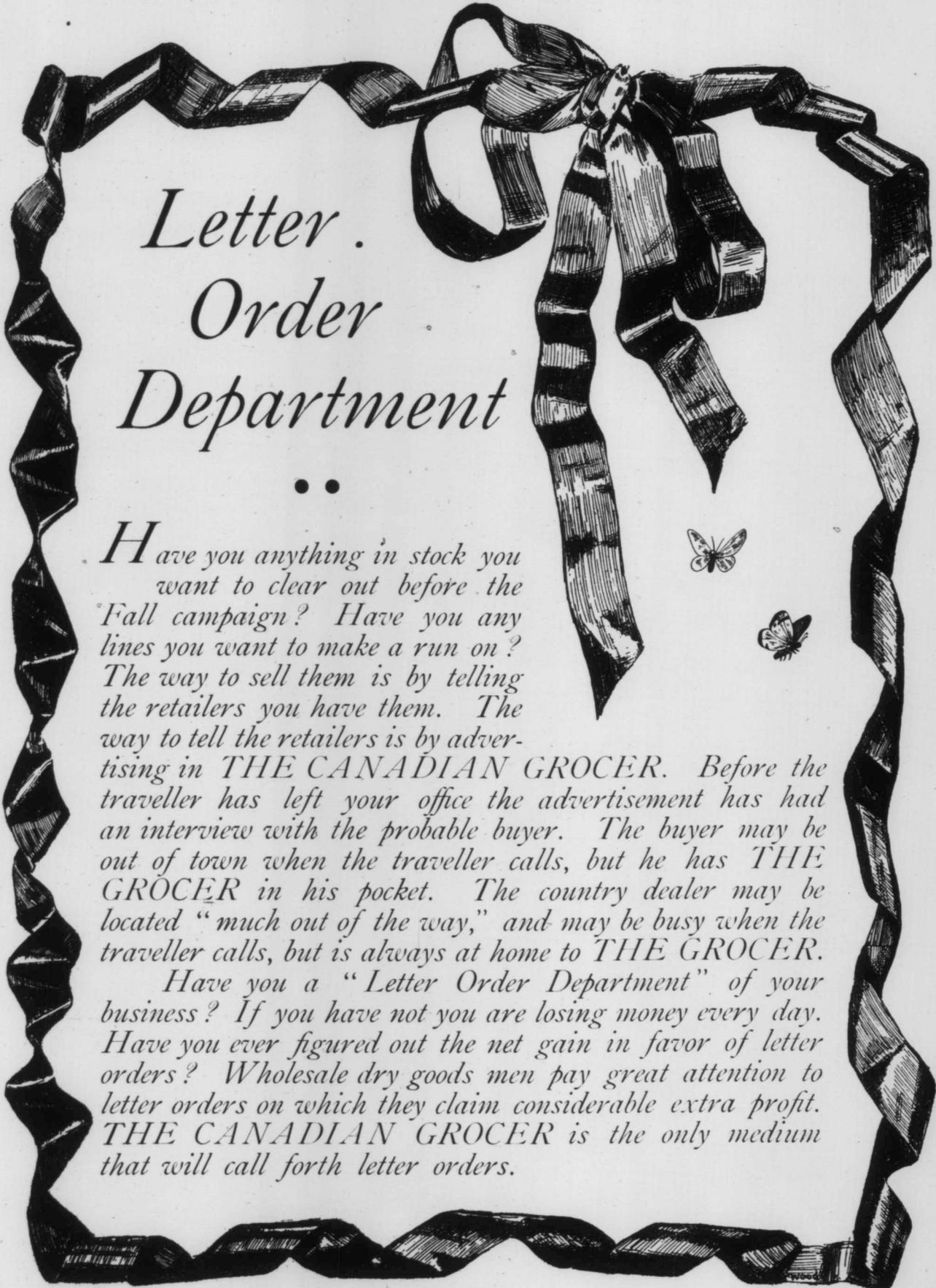
R. S. McINDOE,  
Toronto.

JAS. SIMPSON & SON,  
Hamilton.

L. H. DOBBIN,  
Montreal.

J. WINFIELD,  
Quebec.

M. F. EAGAR,  
Halifax.



*Letter .  
Order  
Department*

• •

*Have you anything in stock you want to clear out before the Fall campaign? Have you any lines you want to make a run on? The way to sell them is by telling the retailers you have them. The way to tell the retailers is by advertising in THE CANADIAN GROCER. Before the traveller has left your office the advertisement has had an interview with the probable buyer. The buyer may be out of town when the traveller calls, but he has THE GROCER in his pocket. The country dealer may be located "much out of the way," and may be busy when the traveller calls, but is always at home to THE GROCER.*

*Have you a "Letter Order Department" of your business? If you have not you are losing money every day. Have you ever figured out the net gain in favor of letter orders? Wholesale dry goods men pay great attention to letter orders on which they claim considerable extra profit. THE CANADIAN GROCER is the only medium that will call forth letter orders.*



## BUSINESS CHANGES.

## SALES MADE AND PENDING.

The estate of H. A. Seed, fruit, etc., Winnipeg, has been sold to H. A. Holman.

The stock of Mrs. E. A. Hardy, general store, Bridgewater, Ont., has been sold.

The stock of C. E. Armstrong, grocer, Brockville, is advertised for sale by tender.

John N. Robertson, general merchant, Vankleek Hill, is advertising business for sale.

A. L. Calderhead has been registered proprietor of the firm of A. L. Calderhead & Co., cheese exporters, Montreal.

## PARTNERSHIPS FORMED AND DISSOLVED.

Bedard & Henripen, fruits, Montreal, have dissolved.

A. L. Mulligan & Co., grocers, Montreal, have dissolved.

W. J. Murphy has been registered proprietor of the Great Pacific Tea Co. of Montreal.

Lyon Silverman has been registered proprietor of the Canadian Extract of Beef Co., Montreal.

Francois and Moise Vermette have been registered proprietors of the firm of F. Vermette & Co., grocers, Montreal.

James Wilson, general merchant of Kinmount has admitted his son, G. F. Wilson, as partner. Wilson & Son is the style of the new firm.

W. Depati and E. Gagnier have been registered partners to carry on business in Montreal as fruit and fish dealers, under the style of Depati & Gagnier.

## CHANGES.

John Doyle, grocer, Perth, has sold out to N. Andison.

Gray & Cochrane, general merchants, Oak River, Man., have been succeeded by W. T. Cochrane.

W. H. Redding & Co., manufacturers of boots and shoes, Hebron, N.S., has removed to Yarmouth, N.S.

## DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Raymond Brien, grocer, Montreal, has assigned.

P. Houle, flour and provisions, La Baie, has assigned.

The business of B. Winnifrieth, grocer, Hamilton, Ont., is closed.

Noe Forget, general merchant, St. Lucie de Doncaster, Que., has assigned.

J. W. Thurston, general merchant, Yorktown, Man., has compromised at 70c. on the dollar.

Alex. Menard, trader, Montreal, is absent and a meeting of creditors has been called for July 7.

R. J. Bowes & Co., general merchants, etc., Kingston, Marlbank, Collin's Bay and Carleton Place, have assigned to Chas. B. Langley, Toronto.

A. P. Boucher, boot and shoe manufacturers, Montreal, has assigned at the de-

mand of Henry Porter, with liabilities at about \$37,000. The principal creditors are: Hy. Porter, \$29,000; American Leather Co., \$1,440; Galibert Bros., \$3,793.

The Commercial Bank of Manitoba has suspended. At a meeting of the directors held in Winnipeg Monday Duncan McArthur, president, resigned, his resignation being accepted. An approximate statement was submitted, showing liabilities \$1,370,000 and assets \$1,981,000. The liabilities are: Notes in circulation, \$400,000; deposits, \$800,000; loans from Merchants' Bank, \$170,000. Merchants' Bank claim is fully secured. The solicitors of the Merchants' Bank of Canada and of the Provincial Government, two of the largest creditors, Monday last made application before judges for the appointment of liquidators, and Mr. Ferguson, assistant manager Merchants' Bank, Winnipeg, and J. M. Ross, one of the directors of the defunct institution, were appointed.

J. E. Thompson & Co., of Prescott, who for seven or eight years past have been doing business on nearly every cheese market between Toronto and Montreal and have also had dealings as far west as Barrie, are reported to have assigned, and a good many factorymen are likely to lose heavily. The firm originated nine years ago, when W. H. Thompson, who was running a number of factories, sold these out and started in as a buyer. Four years ago he took into partnership his younger brother, J. E. Thompson, and since then they have purchased heavily, not only in the east, but in the western sections as well. They had a warehouse in Montreal for some time, and, though their

principal purchases were consigned, they were known to be buying quite largely on orders for English houses. During the past fortnight the firm has purchased between \$60,000 and \$70,000 worth of cheese, much of it in Eastern Ontario.

## FIRES.

Bishop & Co., general merchants, Rat Portage, have been burned out.

L. S. Belyea, general merchant, and John Kyle, boots and shoes, both of Gibson, N. B., have been burned out.

The lumber mill of the estate of W. H. & J. Rouke, general store and lumber, St. Martins, N. B., has been burned.

The store and dwelling of W. H. Jackson, on the Brock road, about three miles north of Pickering, was totally destroyed by fire on Saturday. Mr. Jackson succeeded in getting part of his household effects and some store goods removed from the burning building. The total loss is estimated at \$1,600, with \$600 insurance; \$400 on the building and \$200 on stock. The fire originated from the pipe of the cooking stove.

## DEATHS.

W. J. Bradley, grocer, St. John, N.B., is dead.

Mrs. A. F. Reykdal, boots and shoes, Winnipeg, is dead.

M. S. Hearne, who carried on business as tobacconist at Hamilton, under the name of A. C. Quimby & Co., is dead.

Spatts (to his grocer)—You seem angry, Mr. Peck. Peck—I am. The inspector of weights and measures has just been in. "Ha, ha! He caught you giving 15 ounces to the pound, did he?" "Worse than that. He said I'd been giving 17."



FORTUNATELY DISGRACED.

MRS. MCGARRAGH (to her youngest)—"That's th' lasht camel on th' shtraw's back. Lave th' table!"

FLANNERY (who is dining with the family and can't cut his corned-beef)—"That kid's in dead luck!"

T  
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BR.

M.

# Thousands of Retailers . .



and Consumers are reached daily and weekly by our Advertisements in the leading newspapers of the Dominion, and are thus being constantly reminded that our

Matches  
Wooden Ware  
Wash Boards  
Indurated Ware  
&c., &c.,

Are the **Standard** goods, and the best in the market. It pays to handle **Eddy's** goods.

BRANCHES AND AGENCIES at Toronto, Montreal, Winnipeg, Halifax, St. John, Quebec, Hamilton, Kingston, and Victoria, B. C.

THE **E. B. EDDY CO.**

**Mammoth Works - - - Hull, Canada.**

**E. BROWN & SON'S**

7 Garrick Street, London, England, and at 26 Rue Bergere, Paris

<b>BOOT PREPARATIONS SOLD EVERYWHERE.</b>			
			
<b>MELTONIAN BLACKING</b>	<b>MELTONIAN CREAM</b>	<b>ROYAL LUTETIAN CREAM</b>	<b>NONPAREIL DE GUICHE</b>
(As used in the Royal Household) renders the Boots soft, durable and waterproof.	(white or black) For Renovating all kinds of Glace Kid Boots and Shoes.	The best for Cleaning and Polishing Russian and Brown Leather Boots, Tennis Shoes, etc.	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.

**What Time Is It?**

Don't Know! Well, get a box of Somerville's "Mexican Fruit," or "Pepsin" Chewing Gum, and find out the easiest way in the world to secure a first-class time keeper.

G. R. SOMERVILLE, London, Canada.



**Licorice  
Lozenges**

Manufactured exclusively by

**YOUNG & SMYLYE,**  
BROOKLYN, N.Y.

These Goods can be obtained from any of the leading first-class houses in Canada.

**MUNN'S FAMOUS BONELESS CODFISH.**

NEW and GENUINE. NOW ARRIVING.

Packed in assorted Boxes, 5-lbs., 10-lbs., 20-lbs., and 40-lbs., containing 1 and 2 lb Bricks, also

**MUNN'S BONELESS CODFISH.**

Packed in 100 lb. Boxes, Whole Fish. Delightful thick Codfish Steak.

Orders can be filled at short notice after this.

STEWART, MUNN & CO., Montreal.

By Royal Warrant, Manufacturers To Her Majesty, The Queen.

THE "MOST POPULAR" BLACK LEAD.  
THE "MOST REMARKABLE" POLISH.

PLEASE ASK FOR AND USE ONLY NIXEY'S SPECIALITIES OF STERLING VALUE.

**Nixey's Black NO DUST Lead**

Hundreds of Testimonials from all parts, including Her Majesty's, Royal Buckingham Palace. HIGHEST REPUTATION HONOURS.

FOR BRIGHT, SILVERY, QUICK POLISH FOR STOVES & GRATES, ALWAYS USE

**"SILVER MOONLIGHT PLUMBAGO" STOVE POLISH.**

Always Bright & Beautiful. In Large Packets 1d. & 2d. each. Use only for Laundry Purposes, producing the best results.

**NIXEY'S "SOHO SQUARE" BLUE**

THE PUREST—BEST—NO SEDIMENT. ONLY HALF THE USUAL QUANTITY REQUIRED.

Eight 1-oz. squares in Box for 6d. Of all Grocers and Oilmen; or write to 18, SOHO SQUARE, LONDON, ENGLAND.

For KNIVES, FORKS, BRASS and STEEL WORK, Etc., Etc. Won't Wear the Blades like others. 6d. and 1s. Tins.

**NIXEY'S "CERVUS" KNIFE POLISH.**

OF ALL STOREKEEPERS EVERYWHERE. Wholesale: W. G. NIXEY, London, England.

Canadian representatives: Canadian representatives:—Mr. W. Matthews, 7 Richmond St. East, Toronto. Mr. Charles Gyde, 33 St. Nicholas St., Montreal.

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B

Biscuit Man

HUNTL given to any tions since 1 awarded the Trade and th following bei "Unrival production ar

To This list is cc day. The price lication, and a and quantities by retail dealer of credit. Goods in larg pay are general prices.

All quotation are under the Editor, and ar tored by any n bing house un name; the ri exclude such f reliable inform

BAKIN



4oz in case. 4 oz. cans, 4 s

Dunn's No. 1. Cook's Gem, i

# English Biscuits

All Grocers should keep a supply of Genuine English Biscuits . . . . .

MANUFACTURED BY

## HUNTLEY & PALMERS

Biscuit Manufacturers to Her Majesty the Queen, Etc.



Reading AND London England

FOR WHICH THERE IS AN EVER INCREASING DEMAND

HUNTLEY & PALMERS have obtained the highest awards given to any English House for Biscuits at all the leading Exhibitions since 1851, and at the Paris Exhibition in 1878 they were awarded the "Grand Prix," the only Grand Prize given to the Biscuit Trade and the highest distinction the Exhibition could confer. The following being the terms of the award :

"Unrivalled House known throughout the world for its enormous production and for the excellent quality of its Manufactures.

For Price List and Terms Apply to :

HUNTLEY & PALMERS, Reading, and 162 Fenchurch St., London, E.C., England.

or to their Representative

MR. EDWARD VALPY, 28 Reade Street, New York.

### THE CANADIAN GROCER PRICES CURRENT.

TORONTO, July 6, 1893.

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

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

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

#### BAKING POWDER.

PURE GOLD, per doz	
5 lb. cans, 1 doz. in case	19 80
1 lb. cans, 1 doz. in case	16 00
3/4 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
9 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
Per doz	
Dunn's No. 1, in tins	2 00
" " " " " "	75
Cook's Gem, in 1 lb pkgs	\$1 75
" " " " " "	85
" " " " " "	40
" " " " " "	65
" " " " " "	12



Empire, 5 dozen 4 oz cans	Per doz \$0 75
" " " " " "	1 15
" " " " " "	2 00
" " " " " "	9 00
bulk, per lb.	15

#### COOK'S FRIEND.

(in Paper Packages.) Per doz	
Size 1, in 2 and 4 doz boxes	\$2 40
" " 10, in 4 doz boxes	2 10
" " 2, in 6 " "	80
" " 12, in 6 " "	7c
" " 3, in 4 " "	45
Pound tins, 3 oz in case	3 0c
12 oz tins, 3 oz in case	2 40
5 oz tins, 4 " "	1 10
5 lb tins, 1/2 " "	14 00
Ocean Wave, 1/2 lb, 4 doz cases	75

OCEAN WAVE	
1/2 lb, 4 " "	1 30
No. 1, 2 " "	1 90
1 lb, 2 " "	2 25
5 lb, 1/2 " "	9 60

DIAMOND BAKING POWDER.	
1/2 lb. tins, 4 doz cases	0 67 1/2
1 lb. " " " "	1 17
1 lb. " " " "	1 98

#### BISCUITS.

TORONTO BISCUIT AND CONFECTIONERY CO.	
Abernethy	8 1/2
Arrowroot	\$0 10
Butter	0 5
" " 3 lbs	0 20
Cabin	0 7 1/2
Cottage	0 8 1/2
Digestive	0 08
Daisy Water	0 16
Garibaldi	0 09
Gingerbread	0 10
Ginger Nuts	0 10
Graham Water	0 09
Lemon	0 10
Milk	0 09
Nic Mac	0 12
Oyster	0 06 1/2
People's Mixed	0 10

Pic Nic	0 09 1/2
Prairie	0 08
Rich Mixed	3 14
School Cake	0 11
Soda	0 06
" " 3 lb.	0 20
Sultana	0 10
Tea	0 10
Tid Bits	0 09
Variety	0 12
Village	0 07 1/2
Wine	0 08 1/2

BLACKING.	
Day & Martin's, pints, per doz	\$3 20
" " " " " "	2 10
" " " " " "	1 10
Spanish, No. 3	4 50
" " " " " "	8 00
" " " " " "	9 00
Japanese, No. 3	4 50
" " " " " "	7 50
Jaquot's French No. 2	3 00
" " " " " "	4 50
" " " " " "	6 00
" " " " " "	9 00
1-gross Cabinets, asst.	7 50
Egyptian, No. 1	9 00
" " " " " "	4 50

#### P. G. FRENCH DRESSING (LADIES.)

For ladies' and children's boots and shoes.	
No. 7, 1 or 2 doz. in box	per doz \$2 00
No. 4, " " " "	1 25

#### P. G. FRENCH BLACKING.

per gross	
1/2 No. 4	\$1 00
1/2 No. 6	4 50
1/2 No. 8	7 25
1/2 No. 10	25

#### BLACK LEAD.

NIXEY'S	
Refined in 1d., 2d., 4d. and 1s. packages, (9lb. boxes)	7s 6d \$2 50
Jubilee in 1 oz. and 2 oz. round blocks in cartons (9 lb. boxes)	4s 3d 2 00

Silver Moonlight, Plum-bago Stove Polish (13 1/2 lb. boxes)	4s 3d 1 50
6 1/2 lb. in large 1d. pkts, 1 gross	8s 6d 3 00
13 lb. in large 1d. pkts, 1 gross	7s 6d 2 50
13 lb. in large 2d. 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.	

#### F. F. DALLEY & CO.

Per gross	
Silver Star Stove Paste	9 00
Packed in fancy wood boxes, each box contains 3 doz.	

#### BLUE.

Reckitt's Pure Blue, per gross	10
NIXEY'S	
Soho Square in 8 lb. boxes, of 16x6d. boxes, London	6s 0d
Soho Square in 8 lb. boxes, of 16x6d. boxes, Canada	\$2 25

#### 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
"Standard," select, 8, 4 strings	2 75
Do. do. 7, 4 strings	2 60
Do. do. 6, 3 strings	2 40
Do. do. 5, 3 strings	2 40

#### CANNED GOODS.

Per doz	
Apples, 3's	\$0 95 \$1 00
" " gallons	2 10 2 20
Blackberries, 2	2 00 2 25
Blueberries, 2	1 00 1 10
Beans, 2	0 90 1 00



# ORIGINAL JELLY WAFERS

Have the original and do not try to sell any others. The best selling Biscuit made in Canada. Price down. Send in for Sample.

Toronto Biscuit & Confectionery Co., 7 Front St. East, Toronto

Prices current, continued—

**CLOTHES PINS.**

5 gross, per box	0 75
4 gross, "	0 85
6 gross, "	1 00

CHAS. BECKER & SONS, per box

5 gross, single & 10 box lots	0 75
Star, 4 doz. in package	0 85
" " " "	1 25
" " " " cotton bags	0 90

**COFFEE.**

GREEN		c per lb
Mocha		28 33
Old Government Java		25 35
Rio		21 22
Plantation Ceylon		29 31
Porto Rico		24 26
Guatemala		24 26
Jamaica		22 23
Maraicao		24 26
TODDUNTER, MITCHELL & CO.'S		
Excelsior Blend		34
Our Own		32
Jersey		28
Laguayra		28
Mocha and Java		35
Old Government Java		30 32 36
Arabian Mocha		35
Maraicao		30
Santos		27 28

**DRUGS AND CHEMICALS.**

Alum	lb	\$0 02	\$0 03
Blue Vitriol		0 06	0 07
Brimstone		0 03	0 04
Borax		0 12	0 14
Camphor		0 80	0 85
Carbolic Acid		0 80	0 80
Castor Oil		0 07	0 08
Cream Tartar		0 28	0 30
Epsom Salts		0 02	0 02
Paris Green		0 16	0 17
Extract Logwood	bulk	0 13	0 14
" "	boxes	0 15	0 17
Gentian		0 10	0 13
Glycerine, per lb		0 17	0 20
Hellebore		0 16	0 17
Iodine		0 50	0 60
Insect Powder		0 30	0 35
Salpetre		0 08	0 09
Soda Bicarb, per keg		2 50	
Sal Soda		1 00	1 25
Madder		0 12	

**DURABLE PAILS AND TUBS**

WM. CANE & SONS, MANUFACTURING CO  
NEWMARKET.

	Per doz.
Steel hoops, painted and grain'd	2 30
Brass hoops, oiled and varnish'd	3 25
No 1 tubs	9 50
No 2 "	8 50
No 3 "	7 50

**EXTRACTS.**

Bailey's Fine Gold, No. 8, p. doz	\$0 75
" " " " " 1 1/2 oz.	1 25
" " " " " 2 1/2 oz.	1 75
" " " " " 3 1/2 oz.	2 00
(SEELY'S FLAVORING) per doz	
Concentrated, 2 oz. full measure	1 75
4 oz. " "	3 00
In Lemon, Vanilla and Assorted	
Flavors. Less 10 per cent. discount	
in gross quantities or more	

**FLUID BEEF.**  
JOHNSTON'S, MONTREAL per doz

Cases, No. 1, 2 oz tins	\$2 75	\$3 00
" " " " " 4 oz tins	4 50	5 00
" " " " " 8 oz tins	8 00	8 75
" " " " " 1 lb tins	12 60	14 25
" " " " " 2 lb tins	25 00	27 00

**FRUITS.**

FOREIGN.		c. per lb
Currants, Provincial, bbls.		5 1/2
" " " " " 1/2 bbls		5 1/2
" " " " " 1/4 bbls		5 1/2
" " " " " cases		7 1/2
" " " " " 5-crown Excelsior (cases)		8 1/2
Dates, Persian, boxes		5 1/2
Figs, Elemes, 1 doz., per box		10 10
" " " " " 10 lb boxes		10 11
" " " " " 30 lb bxs. 7 crown		14 14
Gold medal washed Turkey bgs abt 6 lbs., finest grade grown		10 1/2
Prunes, Bosnia, cases		7 1/2
" " " " " cases, new		4 1/2
Raisins, Valencia, off stalk old		6 1/2
Selected		6 1/2
Layers, Sultanas		6 1/2
Raisins, Sultanas		6 1/2
" " " " " Eleme		
" " " " " Malaga:		
London layers		2 25
Loose muscatels, Califor	1 60	1 70
Imperial cabinets		3 50
Donnoisseur clusters		4 50
Extra dessert		4 50
" " " " " gra.		
Royal clusters		3 40
Fancy Vega boxes		3 50
Black baskets		3 40
" " " " " qrs		
Blue		
Fine Dehesas		
" " " " " qrs		
Lemons	3 00	3 50
Oranges, Jamaica	2 75	3 00
" " " " " Valencia	4 50	
" " " " " Florida	3 00	3 50
" " " " " Seedlings		
" " " " " Navels		
DOMESTIC		
Apples, Dried, per lb	0 05	
do Evaporated	0 09	0 09

**FRUITS.**

Oysters, per gallon	1 25
" select, per gallon	1 75
Pickeral	per lb
Pike	0 06
White fish	do
Manitoba White fish	do
Salmon Trout	do
Lake herring	p. 100
Pickled and Salt Fish:	
Labrador herring, p. bbl	
Shore herring	
Salmon trout, per 1/2 bbl	
White Fish, 1/2 bbl	
Dried Fish:	
Codfish, per quintal	
" cases	
Boneless fish	per lb
Boneless cod	
Smoked Fish:	
Finnan Haddies, per lb	0 07 1/2
Blotera	per box
Digby herring	0 12
Sea Fish: Haddock per lb	0 05
Cod	0 05
B.C. salmon	0 13
Market Cod	0 05
Frozen Sea Herrings	2 65

**FRUITS.**

Apples, Dried, per lb	0 05
do Evaporated	0 09

**FRUITS.**

Oysters, per gallon	1 25
" select, per gallon	1 75
Pickeral	per lb
Pike	0 06
White fish	do
Manitoba White fish	do
Salmon Trout	do
Lake herring	p. 100
Pickled and Salt Fish:	
Labrador herring, p. bbl	
Shore herring	
Salmon trout, per 1/2 bbl	
White Fish, 1/2 bbl	
Dried Fish:	
Codfish, per quintal	
" cases	
Boneless fish	per lb
Boneless cod	
Smoked Fish:	
Finnan Haddies, per lb	0 07 1/2
Blotera	per box
Digby herring	0 12
Sea Fish: Haddock per lb	0 05
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**FLY PAPER.**

TANGLEFOOT.

Tanglefoot, 1 box double sheets and 2 holders	60
Tanglefoot 1 case (ten boxes)	\$5 25

**GRAIN.**

Wheat, White	0 65	0 68
" Red Winter	0 62	0 63
" Goose	0 61	0 62
Wheat, Spring, No 2	0 62	0 63
" " " " " No 1	0 85	0 86
" " " " " No 2	0 83	0 84
" " " " " No 3	0 74	0 76
Oats, No 2, per 34 lbs	37	38
Barley, No 1, per 48 lbs	43	44
" " " " " No 2 extra	39 1/2	40
" " " " " No 3	36	37
Rye	53	55
Peas	57	57 1/2
Corn		

**HAY & STRAW.**

Hay, Pressed, "on track	9 50	10 00
Straw Pressed,	5 50	6 00

**HARDWARE, PAINTS AND OILS.**

CUT NAILS, from Toronto

50 to 60 dy basis	2 30
40 dy	2 35
30 dy	2 40
20, 16 and 12 dy	2 45
10 dy	2 50
8 and 9 dy	2 55
6 and 7 dy	2 70
5 dy	2 90
4 dy A P	2 90
3 dy A P	3 30
4 dy O P	2 60
3 dy O P	3 30

HORSE NAILS:

" O " 60 and 10 to 60 and 10 and 7	
HORSE SHOES:	
From Toronto, per keg	3 65
SCREWS: Wood—	
Flat head iron 7 1/2 p.c. dis	
Round " " 7 1/2 p.c. dis	
Flat head brass 7 1/2 p.c. dis	
Round head brass 70 p.c.	

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

1st break (25 in and under)	1 35
2nd " (26 to 40 inches)	1 55
3rd " (41 to 50 " )	3 40
4th " (51 to 60 " )	3 70
5th " (61 to 70 " )	4 00
ROPE: Manila	0 11 1/2
Sisal	0 09 1/2
New Zealand	0 08 1/2
AXES: Per box, \$6 to \$12.	
SHOT: Canadian, dis. 12 1/2 per cent.	
HINGES: Heavy T and strap	0 4 1/2
" " " " " Screw, hook & strap	0 3 1/2

WHITE LEAD: Pure Ass'n guarantee ground in oil.

25 lb. irons	per lb	4 1/2
No. 1		4 1/2
No. 2		4 1/2
No. 3		4

TURPENTINE Selected packages, per gal

gal	0 15	0 47
LINSEED OIL, per gal, raw	0 60	0 62
Boiled, per gal	0 63	0 65
GLUE: Common, per lb	0 10	0

**INDURATED FIBRE WARE.**

1/2 pail, 6 qt.	\$4 0
Star Standard, 12 qt	4 5
Milk, 14 qt.	5 50
Round bottomed fire pail, 14 qt.	5 50
Tubs, No. 1	15 50
" " " "	13 25
" " " "	11 00
Nests of 3	3 40
Keelers No. 1	10 00
" " " "	9 00
" " " "	8 00
" " " "	7 00
Milk pans	3 25
Wash Basins, flat bottoms	3 25
" " " " round	3 50
Handy dish	3 75
Water Closet Tanks	18 00

**JAMS AND JELLIES.**

DELHI CANNING CO

Jams assorted, extra fine, 1's	2 25
Jellies, extra fine 1's	2 25
TORONTO BISCUIT & CONFECTIONERY CO	
Jams, absolutely pure—apple	\$0 06
Family	0 07
Black and Red currant, Rasp- berry, Strawberry, Peach and Gooseberry per lb	0 12
Plum	0 10
Jellies—pure—all kinds	0 10
These goods are put up in glass jars and in 5, and 10 lb. tins and 28 lb. pails.	
Marmalade—orange	0 12

**KNIFE POLISH.**

NIXEY'S

"Cervus" boxes of 1 doz.	
6d London 5s., Canada	\$2 00
"Cervus" boxes of 1 doz.	
1s. London 10s., Canada	\$4 00

**LICORICE.**

YOUNG & SMYTHE'S LIST.

5 lb boxes, wood or paper, per lb	0 40
Fancy bxs. (36 or 50 sticks), per box	1 25
"Ringed" 5 lb boxes, per lb	0 40
"Acme" Pellets, 5 lb cans, per can	2 00
"Acme" Pellets, Fancy boxes (30s) per box	1 50
"Acme" Pellets, Fancy paper boxes, per box (40s)	1 25
Tar Licorice and Tolu Waters, 5 lb cans per can	2 00
Licorice Lozenges, 5 lb glass jars	1 75
Licorice Lozenges 5 lb cans	1 50
Purity" Licorice, 200 sticks	1 45
" " " " " 100	0 72 1/2
Imitation Calabria, 5 lb bxs plb	0 25

**MINCE MEAT.**

J. H. WETHER'S—ST. CATHARINES

Condensed, per gross, net	\$12 00
---------------------------	---------

**MUSTARD.**

ELLIS & KEIGHTLEY'S.

Durham, Fine, in 1/2 and 1 lb tins	25
" " " " " per lb	22
" " " " " Fine, in 1 lb jars	22
" " " " " Fine, in 4 lb jars	70
" " " " " Ex. Sup. in bulk, per lb	30
Superior in bulk, p. lb	20
Fine, " "	15



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 1-2 and 3 Cwt. Drums, and 400 lb. Casks Net Weights.

Ordres for direct Importation from the Wholesale Trade Only.

WINN & HOLLAND, - - MONTREAL.  
SOLE AGENTS FOR THE DOMINION OF CANADA.

Prices current, continued—

HIGGINS' EUREKA SALT.	
F.o.b. Montreal—	Per Sack.
Full sacks, 224 lbs.	2 30
Quarter sacks, 56 lbs	0 58
Sacks con'g 16-14 lb. p'kts.	2 75
F.o.b. Toronto—	
Full sacks, 224 lbs.	2 60
Quarter sacks, 56 lbs	0 67
Sacks con'g 16-14 lb. p'kts.	3 00

SYRUPS AND MOLASSES.

SYRUPS.		Per lb.
D.	M.	bbls. & bbls.
D.	M.	24
B.	V.B.	24
E.V.B.	E. Superior	24
XX	XXX	24
Crown		3 31

MOLASSES.		Per gal
Trinidad, in puncheons.	0 32	0 35
" " " bbls.	0 36	0 37
" " " 1/2 bbls.	0 40	0 40
New Orleans, in bbls.	0 30	0 52
Porto Rico, hdds.	0 38	0 40
" " " barrels.	0 42	0 44
" " " 1/2 barrels.	0 44	0 46

SOAP.

Ivory Bar, 1 lb. bars.	per lb	6
Do. 2, 6-16 and 3 lb bars	"	5 1/2
Primrose, 12 oz. cake, per doz.	48	
John A, 10 oz. cake, per doz.	50	
Mayflower, 12 oz. cake, per doz.	48	
Gem, 3lb bars per lb.	4	
" 13 oz, 1 and 2 lb. bars	4	
Queen's Laundry, per bar.	7	
Pride of Kitchen, per box.	2 75	
Sunshine, boxes, 100 tablets	6 50	
" " " 50 "	3 40	

Per lb	
Eclipse	0 05 1/2
Ruby, 10 oz.	0 42
Monster, 8 oz.	0 30
Detroit, 14 oz.	0 48
Lily White	0 90
Everyday	0 80
Queen City, 14 oz.	0 72

Per box	
Mottled in 5 box lots, 100 bars.	5 25
" " " 60 bars.	3 20
Electric	2 50
Hard Water Electric	2 50
Royal Laundry	3 10
Octagon	4 50

Per doz	
Royal Magnum	0 30
Anchor, Assorted	0 25
" Castile	0 45
Morse's Assorted	0 50
Morse's Rose	0 50
" Windsor	0 50
" Castile	0 50
Bouquet, paper and wood	0 50
Prize Magnum, White Castile	0 72
" " Honey	0 72
" " Glycerine	0 72
" " Oatmeal	0 72

Per box	
Sweet Briar	0 72
Extra Perfume	0 85
Old Brown Windsor Squares	0 80
White Lavender	1 00

Per doz	
White Castile Bars	0 85
White Oatmeal	0 85
Persian Bouquet, paper	2 50
Oriental	0 45
Pure Coconut, 3 doz. bxs, wood	0 50
Heliotrope paper	1 50
Carnation	0 60
Rose Bouquet	0 60
Cocoa Castile	0 50
Arcadian	0 45
New Arcadian, per gross	5 00
Ocean Bouquet	0 45
Barber's Bar, per lb	0 25
Pure Bath	1 00
Magnolia	1 00
Oatmeal	0 85
Unscented Glycerine	0 90
Grey Oatmeal	0 60
Plain Honey	0 75
Plain Glycerine	0 75
Plain Windsor	0 75
Fine Bouquet	1 00
Morse's Toilet Balls	0 90
Turkish Bath	0 60
Infants' Delight	1 20
Surprise (10 cakes)	5 00
Sunlight	3 50

TEAS.

CHINA GREENS		per lb
Gunpowder—		
Cases, extra firsts	42	50
Half chests, ordinary firsts	22	38
Young Hyson—		
Cases, sifted, extra firsts	42	50
Cases, small leaf, firsts	35	40
Half chests, ordinary firsts	22	38
" " seconds	17	19
" " thirds	15	17
" " common	13	14

PING SUEYS.

JAPAN.		per lb
Half Chests—		
Finest May pickings	38	40
Choice	32	36
Finest	28	30
Good medium	23	24
Medium	19	20
Good common	16	18
Common	13	15
Nagasaki, 1/2 chests Pekoe	16	22
" " Oolong	14	15
" " Gunpowder	16	19
" " Siftings	7	11

BLACK.		per lb
Congou—		
Half Chests Kaisow, Mon-	12	60
ing, Pakling, Kaisow	18	50

INDIAN.		per lb
Darjeelings	35	55
Assam Pekoes	20	40
Pekoe Souchong	18	30

CEYLON.		per lb
Broken Pekoes	35	42
Pekoes	20	40
Pekoe Souchong	17	35

TOBACCO AND CIGARS

British Consols, 4's; bright twist	67 1/2
5's; Twin Gold Bar, 8's	64
Ingots, rough and ready, 8's	57
Laurel, 3's	57
Brier, 7's	55

Index, 7's	50
Honeysuckle, 8's	58
Napoleon, 8's	54
Royal Arms, 12's	55
Victoria, 12's	53
Brunette, 12's	50 1/2
Prince of Wales, in caddies	51 1/2
" " in 40 lb boxes	51
Bright Smoking Plug Myrtle, T & B, 3's	60
Lily, 7's	55
Diamond Solace, 12's	50
Myrtle Cut Smoking, 1 lb tins	70
1/2 lb pg, 6 lb boxes	70
oz pg, 5 lb boxes	70

EMPIRE TOBACCO COMPANY.

CUT SMOKING.		per lb
Golden Plug, 2 oz. pkg boxes, 5 lbs.	65	
Uncle Ned, 2 oz. pkg, bxs 5 lbs	60	
Gem, 2 oz. packages, 5 lb boxes	61	
Gem, 8 oz tins in 5 lb cases	70	

PLUG SMOKING.		per lb
Golden Plug	56	
Uncle John, 3 x 6, 3s. caddies	54	
10 1/2 lbs	53	
Gem, 3 x 6, 3s. caddies 16 1/2 lbs.	51	
St. Lawrence, 2 x 3, 7s. caddies about 17 lbs.	48	
Banner, 2 x 3, 7s. caddies about 17 lbs.	46	
Spring, 2 x 3, 7s. caddies about 17 lbs.	46	
Louise Solace, 12s. caddies about 16 lbs.	46	
Florence, Solace, 12s. caddies about 17 lbs.	42	
Hawthorne, 8s. butts 23 lbs.	47	
Something Good, 6s. butts 21 lbs	46 1/2	

FANCY SWEET CHEWING

Good Luck, spun roll, 16 boxes 4 lbs.	65
Empire, 3 x 6, 4s. spaced 8s. bxs 4 lbs.	61
Top, 16 oz. spaced 8s. boxes 4 lbs	60
Joy, 3 x 12s., 14 oz. Spaced 6s. Rough and ready. Butts 25 lbs	52
Judge, 2 x 3, 8s. Flat. Caddies about 20 1/2 lbs.	50
Currency, 3 x 3, 7s. Rough and ready. Caddies about 21 lbs.	49
Kentucky, 1 1/2 x 3, 13s. Caddies about 21 lbs.	50
Kentucky, 1 1/2 x 3, 7s. Caddies about 21 1/2 lbs.	49

BLACK SWEET CHEWING.

Star, Narrow, 12s. Butts about 22 lbs.	47
Morning Star, 12s. Butts about 22 1/2 lbs.	43 1/2
Montreal Twist, 12s. Caddies about 23 lbs.	44
Anchor Twist, 12s. Caddies about 23 lbs.	42 1/2

CIGARS—S. DAVIS & SONS. Montreal.		Per M
Madre E' Hijo, Lord Landsdown	60	00
" " Panetelas	60	00
" " Bouquet	60	00
" " Perfectos	85	00
" " Longfellow	85	00
" " Reina Victoria	80	00
" " Pins	55	00
El Padre, Reina Victoria	55	00
" " Reina Vict., Especial	50	00
" " Conchas de Regalia	50	00
" " Bouquet	55	00
" " Pins	50	00
" " Longfellow	80	00
" " Perfectos	60	00
Mungo, Nine	35	00
Cable, Conchas	30	00
Queens	29	00

Cigarettes, all Tobacco—		Per M
Cable	7	00
El Padre	1	00
Mauricio	15	00

DOMINION CUT TOBACCO WORKS, MONTREAL.

CIGARETTES.		Per M
Athlete	7	50
Puritan	6	25
Sultana	5	75
Darby	4	00
B. C. No. 1	4	25
Sweet Sixteen	3	75
The Holder	3	85
Hyde Park	10	50

CUT TOBACCO.		per lb
Puritan, tenths, 5 lb. boxes	75	
Old Chum, ninths, 5 lb. boxes	70	
Old Virgin, 1-10 lbpkg, 10 lb bxs	62	
Gold Block, ninths, 5 lb boxes	73	

CIGARETTE TOBACCO.		per lb
B. C. N. 1, 1-10, 5 lb boxes	83	
Puritan, 1-10, 5 lb boxes	83	
Athlete, per lb	1 15	

PLUG TOBACCO'S.		per lb
Old Chum, plug 4s. Solace 16 lbs.	68	
" " " 8s " 16	68	
" " " 8s. R. & R. 12 1/2	68	
" " " chew 7s. R. & R. 14 1/2	58	
" " " 7s. Solace 14 1/2	58	
" " " 8s. R. & R. 16	58	
" " " 8s. Solace 15	58	
O. V. - plug 8s. Twist 16	58	
O. V. - " 3s. Solace 17 1/2	58	
O. V. - " 7s. " 17	55 1/2	
Derby, - " 12s. " 17 1/2	51	
Derby, - " 7s. " 17	51	
Athlete, - " 5s. Twist 9	74	

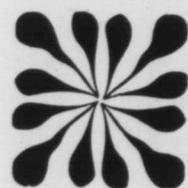
WOODENWARE. per doz

Pails, 2 hoop, clear No. 1	1 70
" " " " No. 2	1 90
Pails, 2 hoops, clear No. 2	1 60
" " " " " No. 2	1 80
" " " " " painted	1 80
Tubs, No. 0	9 50
" " " 1	7 00
" " " 2	6 00
Washboards, Globe	1 90
" " " Water Witch	1 40
" " " Northern Queen	2 25
" " " Planet	1 70
" " " Waverly	1 60
" " " X X	1 50
" " " X	1 30
" " " Single Crescent	1 85
" " " Double	2 75
" " " Jubilee	2 25
" " " Globe Improved	2 00
" " " Quick and Easy	1 80
" " " World	1 75
" " " Rattler	1 30

Matches, 5 case lots, single case		per case
Parlor	1 75	1 80
Telephone	3 40	3 50
Telegraph	3 60	3 70
Safety	4 20	4 30
French	3 60	3 75
Railroad (10 gro. in case)		
Single case and under 5 cs.	33	70
5 cases and under 10 cases	3	60
Steamship (10 gro. in case)		
Single case and under 5 cs.	3	50
5 cases and under 10 cases	3	40

YEAST.		per box
BARM MFG. CO.		
1 box containing 2 doz. 5c. pkgs.	0	50
1 " " 2 doz. 10c. "	1	00

# The St. Lawrence Sugar Refining Co's



GRANULATED  
and **YELLOWS** ... ARE PURE ...  
and **SYRUPS** ..

**No Blueing** Material whatsoever is used in the  
manufacture of Our Granulated

**THE CANADA SUGAR REFINING CO'Y [LIMITED],**  
**MONTREAL.**

Manufacturers of Refined Sugars of the well-known Brand

*Redpath*

Of the Highest Quality and Purity, made by the Latest Processes, and the Newest  
and Best Machinery, not Surpassed Anywhere.

**Lump Sugar**, in 50 and 100 lb. boxes.

**"Crown" Granulated**, Special Brand, the finest which can be made

**Extra Granulated**, very Superior Quality.

**"Cream" Sugars**, (not dried.)

**Yellow Sugars** of all Grades and Standards.

**Syrups** of all Grades in Barrels and Half Barrels.

**Sole Makers** of high class Syrups in tins, 2 lb. and 8 lb. each.

THE CANADIAN GROCER

**Travellers' Guide.**

**- The Alberta Hotel -**  
CALGARY, N.W.T.

Strictly first-class. Headquarters for Commercial Men. Large sample rooms.  
H. A. PERLEY, Prop.

**The Hilliard House**  
RAT PORTAGE, ONT.

Strictly first-class. The favorite commercial house along the line of C. P. R.  
LOUIS HILLIARD, Prop.

**Golden Finnan Haddies**  
CANNED

Messrs. Jas. Simpson & Son.  
of Hamilton, are Selling Agents for Ontario and Winnipeg.

Mr. Leonard H. Dobbin,  
of Montreal, Selling Agent for Montreal and Quebec Cities.

All orders given them will be promptly attended to.

**NORTHROP & CO., St. John, N.B.**

**STAMINAL**

Supplies the feeding qualities of **Beef and Wheat**, and the tonic qualities of **Hypophosphites** combined in the form of a **Palatable Beef Tea**.  
A Valuable Food and Tonic.

**Apsted Bros.**

make a Specialty of  
**Fine Book and Job Printing**  
54 Yonge St.  
Toronto

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

**THE BRADSTREET MERCANTILE AGENCY**

THE BRADSTREET COMPANY,  
Executive Offices, PROPRIETORS.  
NOS. 279, 281 AND 283 BROADWAY, NEW YORK  
Office in the principal cities of the United States, Canada, the European Continent, Australia and in London, England.

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

TORONTO OFFICE 36 Front St. East and 27 Wellington St. East.  
THOS. C. IRVING, Superintendent.

**THE Oakville Basket Co.,**

MANUFACTURERS OF



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

For sale by all Woodenware Dealer

Oakville, Ont.

**DURABLE PAILS AND TUBS.**

TRY THEM



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

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

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

**ORDER  
IVORY BAR  
SOAP**



**Crosse & Blackwell**

CELEBRATED FOR

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

—SOLD BY—

**All Grocers in Canada**

# A Customer's Life . . . .

Should be taken care of, so do not allow them wear it out upon a poor, ordinary Washboard when you can offer them

## The Northern Queen . . . .

For a few cents, Only have them try the board and your reputation is made. Manufactured only by

**TAYLOR, SCOTT & Co.,**  
TORONTO

You Would Be **Greatly Surprised**  
IF YOU GOT . . .



### The "PITTSBURGH"

MADE IN . . .  
Hanging  
Vase  
Piano  
Banquet

The "Pittsburgh" burner is made in two sizes. The small size is 80 candle power while The Mammoth Hanging Lamp is 300 candle power, lighting a room 40 ft. square, brilliantly. Write for Primer.

**GOWANS, KENT & Co.,**

Sole Agents for Canada

TORONTO and WINNIPEG.

**CHAS. SOUTHWELL & Co.,** LONDON, ENGLAND.

ENGLISH JAMS, JELLIES, PRESERVES, AND MARMALADES.  
SPECIALTY IN CLEAR JELLY MARMALADES

"Scotch Home Made," } Made from Seville Oranges.  
"Perfection," }  
"Lemon Jelly Marmalade," "Messina Lemons."  
PUT UP IN GLASS JARS SPECIALLY PREPARED FOR EXPORT.

Chas. Southwell & Co. are also manufacturers of Candied Peels, Excelsior Packet Concentrated Jellies, etc. etc. All goods having their brand are exceptionally choice quality.

FULL PRICE LIST ON APPLICATION. WORKS: DOCKHEAD, LONDON, ENGLAND.

## Toronto Salt Works,

128 Adelaide East,  
TORONTO

Dealers in Table, Dairy, Meat Curing, Barrel, Rock Lump, and Land Salts.

Higgin's Eureka and Ashton's English Dairy Salts. Land Plaster.

**LEMONS** If you want Lemons, write us.

WE HAVE GOOD  
Ordinary Lemons, \$2.50 to \$3.00 per box.  
Choice " 3.00 to 3.50 "  
Fancy " 3.75 to 4.25 "

All good value. Oranges, Bananas, Pineapples, Coconuts, and all goods in our line at right prices.

**DAWSON & Co.,**  
Fruit, Produce and Commission Merchants  
22 West Market St., Toronto.

FAC SIMILE OF PACKAGE.



**Oakey's**  
'WELLINGTON'  
KNIFE POLISH

The Original and only Genuine Preparation for Cleaning Cutlery.

JOHN OAKLEY & SONS,  
Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, &c.,  
Wellington Mills, London, England  
REPRESENTATIVE IN CANADA:  
JOHN FORMAN, 18 St. Alexis St., MONTREAL.

HYDE PARK, ATHLETE, PURITAN, DERBY, SWEET SIXTEEN CIGARETTES.

ALL THE LEADING WHOLESALE TRADE HANDLE OLD CHUM PLUG AND CUT SMOKING TOBACCO.

ALL THE LEADING WHOLESALE TRADE HANDLE OLD CHUM PLUG AND CUT SMOKING TOBACCO.



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\$3.10 prices for plication.

H. A. TO