

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

# THE CANADIAN GROCER

VOL. VIII

TORONTO, JULY 27, 1894.

No. 30

## COLMAN'S MUSTARD



**BEST ON EARTH**

MANUFACTURERS TO HER MAJESTY THE QUEEN, Etc.



# HUNTLEY & PALMERS

*ENGLISH BISCUITS*

The Largest Biscuit Manufacturers in the World

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

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

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

MADRE P. HIJO (7 SIZES).

EL PADRE AND CABLE EXTRA.

FINE GOODS OUR SPECIALTY.

MUNDO CIGARS, EXCEPTIONALLY FINE.

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

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**SOMERVILLE'S "MEXICAN FRUIT."**

**LARGE SELLER. PAYS WELL. KEEP IT IN STOCK.**

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**C. R. Somerville**  
LONDON, ONT.

**Standard Goods** THE **Best to Handle**

**Pure Epsoms**

To obtain these specify

**BRAMWELL'S**

They are the purest that can be made.

No Dirt. No Moisture.

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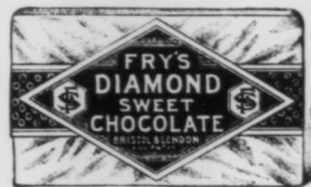
It contains no foreign matter and is packed in bags or barrels.

**Pure Castile**

**SOAP**

**Red Lion Brand**

QUALITY NEVER VARIES



**MACURQUHART'S**  
Worcestershire  
**SAUCE**

It Increases the Appetite.  
Aids the Digestion.  
Is the Best for All Purposes.

**FINEST QUALITY**  
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FOR SALE BY

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## Finest Scotch Fish

FRESH HERRINGS  
KIPPERED HERRINGS  
HERRINGS in Tomato Sauce  
BLOATERS  
DIGBY CHICKS  
COD ROES, ETC.  
WHITE SALTED HERRINGS

In Barrels, Halves, Firkins and Kegs

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

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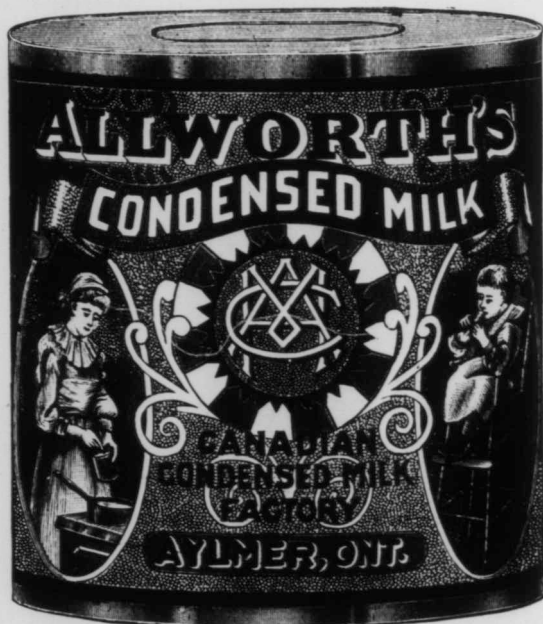
Which for years have given satisfaction. Also ask for samples of our  
**STANDARD BLENDED TEAS** in bulk, to suit any water.  
They are unsurpassed for delicacy of flavor and strength.

Steel, Hayter & Co.

11 and 13 Front St. East, TORONTO

Growers and Importers

## Necessity Knows No Law



THERE is no law to compel a man to  
keep our Condensed Milk and Evap-  
orated Cream, but it is a necessity if he  
wishes to retain his customers. Our goods  
are favorites wherever they have been tried,  
so you are providing yourself with a sure  
thing when you order “**Allworth's.**”

G. G. ALLWORTH & CO., Aylmer, Ont

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**Order  
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**Before  
Them**

Put up only in Sealed Lead Packages. Cases, 60 lbs. each

## ROSE & LAFLAMME

EASTERN AGENTS

Montreal.



... AVOID ...  
**COMPLAINTS, ANNOYANCE AND LOSS**  
BY HANDLING  
**TANGLEFOOT**

SEALED  
**STICKY FLY PAPER.**



EACH DOUBLE SHEET OF  
**TANGLEFOOT**

Is separately sealed with our Patent Wax Border and remains in perfect condition until used. Every sheet will please a customer.

**PROFIT 125 PER CENT.**

**PRICES FOR THE EASTERN PROVINCES OF CANADA.**

55 CENTS PER BOX. \$5.00 PER CASE.  
IN FIVE CASE LOTS \$4 75 PER CASE.

Each box contains 25 double sheets and one holder. Each case contains 10 boxes.

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FOLLOWING JOBBERS**

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Evans & Sons, Ltd.  
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**ARE SUPERIOR TO ALL OTHERS**



**SNIDER'S  
Tomato  
Soup**



**SNIDER'S  
Tomato Catsup**

All grocers should recommend them because they are the best.

**WRIGHT & COPP**

Dominion Agents . . . . TORONTO

**Soufflet Cases**

**Pie Collars**

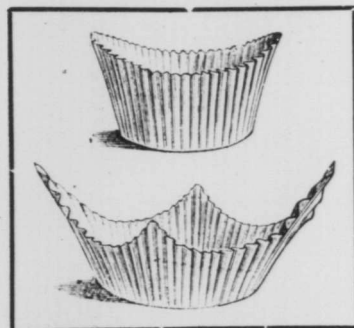
**Ice Cases**

MANUFACTURED BY

**MANSELL, HUNT, CATTY & CO., Ltd.**  
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INDIVIDUAL CRIMPED CASES

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

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

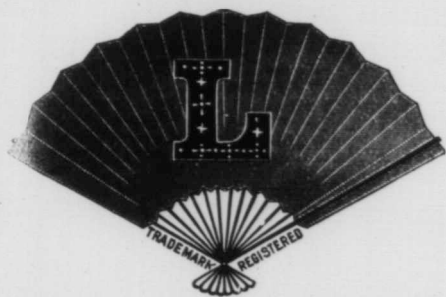
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We have now in stock a full line of

NEW SEASON'S

Fan Brand Japan Teas

To Retail at 25c., 30c., 40c., 50c. and 60c.

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ESTABLISHED 1844.

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High-class **JAMS** (Kentish Fruit)

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**MARMALADES**

SPECIALTY IN

Clear Jelly Marmalades, Orange, Lemon, and Citron Peels

ORDERS CAN BE BOOKED THROUGH

New Season's Marmalades  
Now Ready . . . . .

Messrs. Frank Magor & Co., 16 St. John St., Montreal  
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Marshall's  
Are the Best to be  
Had

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

Fresh Herrings  
Herrings in Tomato Sauce  
Herrings in Shrimp Sauce  
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Herrings a-la-Sardine  
Preserved Bloaters, Etc.

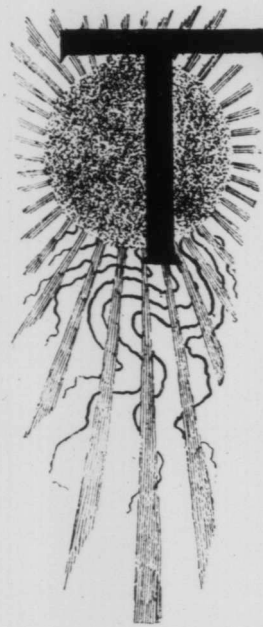
FOR SALE BY ALL LEADING GROCERS.

Marshall & Co.

Spring Garden Works, ABERDEEN, SCOTLAND.

WALTER R. WONHAM & SONS,

Sole Agents for Canada, MONTREAL,



# TEAS...

New Japans

New Japans

New Japans

EARLY CROP MAY-PICKED  
YOKOHAMA.

Keen buyers and judges of value—your best interests will be served by inspection and comparison of the grand values we offer.

Our selections this season have been made with exceptional care, with the result that our large and varied range of New Japans show more than ordinary inducements to buyers.

Kindly write us for Samples. We want your business and are willing to risk our reputation upon the result.

W. H. Gillard & Co., Wholesalers Only, Hamilton, Ont.

DO  
YOU  
SELL

**GANDY**

WE MANUFACTURE IT IN  
EVERY CONCEIVABLE FORM

WILL SHIP A SAMPLE LOT ANYWHERE

WM. PATERSON & SON

BRANTFORD



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

# THE CANADIAN GROCER

Vol. VIII. (Published Weekly)

TORONTO AND MONTREAL, JULY 27, 1894

(\$2.00 per Year) No. 30

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.  
**THE J. B. McLEAN PUBLISHING COMPANY,**  
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## WARNING TO SUBSCRIBERS.

We understand there is a scoundrel in Winnipeg, named O'trosser, who claims to be our agent. He has already called upon several of our subscribers, and in one or two cases succeeded in obtaining money. Friends, he is an impostor; he is not our agent, never was, and never will be, so please look out for him. Of course, our journals have never such an enviable reputation that people insist upon working for us whether we like it or not. We don't like it. Mr. John Cameron and F. W. Armstrong are our only authorized agents in Manitoba, Northwest Territories and British Columbia. They are well known and thoroughly trustworthy.

OUR cousins across the border are congratulating themselves over their export trade for the past fiscal year. And they certainly have some reason for so doing. Their total exports were \$869,181,345. This was the enormous total of \$237,275,407 in excess of imports compared with last year. And herein it is that our cousins glory. Last year, it will be remembered, they put on sackcloth and ashes because the balance of trade was against them to the extent of \$18,735,728. Under analysis, however, these figures lose some of their brightness. In the export of what is termed the principal class, included in which are such articles as breadstuffs, provisions and live animals, cotton and petroleum, and which the nation is most desirous of sending abroad, there is a decrease of about \$3,000,000. This does not afford

much consolation to the agriculturalist, nor to the storekeeper, whose welfare in turn depends much upon the condition of the farmer. What matters it to the farmer if the manufacturer is sending more goods to foreign markets? Not a great deal, no matter what consolation other people may draw from it. It is regarding his own products that he is concerned—directly, at any rate.

The exports of what is classified as minor articles showed the enormous increase of over \$40,000,000, compared with last year. But what has been the principal cause of this, if not the cause? Certainly not good times, or that manufactures of the United States have gained to that extent in popularity. To the fact that the manufacturers across the border were willing to sell to foreign countries their large surplus stocks at almost any price they could get in order to lift from their shoulders the burdens that were heavier than they could bear, must be ascribed the principal cause. Tariff walls that have hitherto been looked upon as insurmountable have been surmounted in the haste of finding a market. At least it is a well known fact that Canada has seen goods from the United States coming across her border that hitherto either did not come at all or only in much smaller quantities. And what is Canada's experience is probably the experience of other countries whose trade and financial condition is better than that of the United States. In a word, the increase in the exports of what are termed minor articles, such as manufactures and machinery, was due to extraordinary circumstances, namely, the financial crisis. But it is a source of some satisfaction to the people of the United States that they were enabled to sell foreign countries so much more goods than last year even if

they did have to sacrifice prices and profits in order to do so. It is just what a wise business man does when he wants to lighten his burdens.

\* \* \*  
The decree of the Government of the Dominion prohibiting the importation of adulterated tea is giving satisfaction to others than Canadians. Leading tea men of New York express satisfaction. Everybody knows that most of the adulterated teas which have found their way into Canada in the past have been those which the inspector at the port of New York had previously rejected. Only last year, it will be remembered, there was a wholesale rejection of adulterated Pingsuey teas at New York, and a wholesale entry of them subsequently into Canada. And this was the last straw that broke the patience of the trade in this country and induced them to make such representations to the Government that ultimately led it to issue the prohibitory decree that it did the other day. The reason whereof the tea men of New York are glad at this move of the Dominion Parliament, is that there is less inducement to ship spurious tea to New York. The tea adulterators in the past knew that if their goods failed to pass the inspector at the latter place there was in Canada a market for at least a part of them. Now, with Canadian ports closed against the spurious tea, the chance of finding a market for it on this continent is reduced to a small point indeed. Hence New York is not likely to be bombarded with this objectionable class of tea as often as it has been, and the tea men there anticipate more peace of mind thereat.

\* \* \*  
Numbered appear to be the days of the Chinese tea adulterators; and there are a concomitant of circumstances contributing towards that end. A year or two ago the

Chinese government, recognizing the evil's resulting to the tea trade therefrom, issued a decree to all whom it might concern, prohibiting the adulteration of tea, and threatening penalties dire if any of its subjects were found violating it. The effect, judging from even the adulterated teas that have found their way to this continent, has not been very wholesome. But still the decree itself shows that the authorities are doing something towards mitigating the evil. In England, tea not accounted fit for consumption is denied entry. Across the border there are inspectors whose duty it is to keep out the spurious article, and now Canada has awakened to her duty and forbidden the importation of any more of the adulterated tea which has so long found a market within her borders. Another obstacle to the entry of adulterated teas into the United States is seen in the fact that a number of leading importers in that country are sending notices to tea men in Amoy and Formosa to the effect that tea will be rejected when not delivered pure. John Chinaman's opportunities for palming off spurious tea on the consuming markets of the world are indeed getting within narrow limits.

\* \* \*

The white bean market in the United States has a little more interest for Canadians just now than is usual, in view of the fact that buyers from that country have been here lately making purchases which have resulted in an appreciation of values on the home market. Some time since large shipments arrived at New York, which in the opinion of a good many were not wanted. To the surprise of those who did not see eye to eye with the shippers the beans were soon picked up; and, what was stranger still, prices appreciated. This hardening tendency has been maintained, and to-day medium beans are worth \$1.55 to \$1.60. This is the bean which is most favored, while its stocks are lightest. The importation of beans into the States last year appear to have been liberal, but for some reason or other the demand has been so heavy that present stocks are thought to be no more than 20,000 bags at the outside, while the amount in transit is only about 7,000 bags. The complaint is that the farmers in the United States, in spite of a heavy protective tariff of 41 $\frac{1}{2}$ ¢ per 62 lbs., have not paid as much attention to the cultivation of beans as they should have. Now, however, they may be induced to cultivate this article of food more extensively, although the fact that the proposed new tariff is about one-half lower than the old one will probably prevent the movement along this line from being as general as it otherwise would have been. One thing seems certain, however, Hungary and other exporting countries will try to cater for more of the bean trade of the United States than they have hitherto.

### THE TARIFF.

THE House of Commons finally disposed of the tariff bill on Friday last. The bill was introduced March 27, so it occupied four months, lacking one week in making its journey through the House.

It might have been put through more expeditiously, although no one complains much on that score, seeing that the United States Congress has been pegging away for nearly a year, and is still apparently far from the goal.

Then whether the time occupied in dealing with the bill had been long or short would not have mattered so much, in view of the fact that the tariff went into force the day following the submission of the matter to the House.

But if fault cannot well be found with the time occupied in fashioning the tariff bill, the same can hardly be said regarding the way in which the fashioning was done. Those employed at the task were not novices. They were tried and old hands at the business.

The fault with them was they lacked decision.

For a year prior to the bill being brought down the members of the Cabinet visited every important section of the country. They consulted with all classes who were supposed to be worth consulting. In camera they listened to what the manufacturers and the wholesalers had to say, and in private and in public they heard the pros and cons of the farmers, although we do not remember their consulting the retail merchants of the country. But this may be a lapse of memory on our part, or perhaps on the part of the Ministers.

At any rate the Minister of Finance and his colleagues collected a lot of evidence, and enough supposed to be to guide them in the arduous undertaking of revising the tariff.

And the measure as it was brought down on March 27 really looked as if they had made fairly good use of the information they had collected. The bill was, generally speaking, along the lines asked for by the wholesalers, and the farmers and the consumers concluded that the bill tended to lighten their burdens and were fairly satisfied. But some of the manufacturers were not. Herein lies the secret of most of the changes which were subsequently made in the bill. And to-day there is dissatisfaction among the great mass of the business men of this country, where, on the 28th of March last, satisfaction obtained to a more or less extent.

But the dissatisfaction is perhaps not so much with the tariff as it ultimately stands as with the way in which the Government played battledore and shut'cock with so many of its clauses. The duty on rice was one thing to-day, something else to-morrow,

and another thing next day. The same thing may be said of woollens, of cottons, of teas, of coffees, and of many other staple lines appertaining to the grocery and other trades.

We had much to be thankful for in that we had not a United States Congress to mold and fashion our tariff, but at the same time Canadians cannot help wishing that their tariff revisors had shown a little more independence and appreciation of their duty.

### THE MACKEREL TRADE.

HALIFAX fish exporter is, according to the Chronicle of that place, in receipt of the subjoined circular from a prominent fish importing firm in Boston. The warning and suggestion it contains should be heeded and promptly acted upon by our fishermen, fish packers and fish exporters, otherwise our people may wake up some fine day to find their mackerel trade gone from them:

It has seemed to us that during the past two years there has been more damage to lots of mackerel that have been received from Nova Scotia and P. E. I. from stain, rust, etc., than we have known before, and from close observation there is no doubt in our minds that the cause is chiefly owing to too little salt being used in the packing. That barrels are full of strong pickle is not sufficient; a liberal quantity of salt should always be used. We have consulted our leading packers and dealers about this and they agree fully with these ideas.

It has been more or less talked since Irish mackerel have been imported that when prices should again run low that kind would cease being brought to this country; as such fish are now coming forward and packing going on specially for our markets, this idea can no longer be entertained. The methods of handling this kind of mackerel have been greatly improved, the color of the fish is white and compares favorably with our home packs, the weights are good, frequently overrunning, and such care is being taken with the cull that they get the preference and bring better prices than provincial caught fish. Besides, the latter are more or less neglected when markets are quiet. Something should be done to cause your fishermen and packers to change their careless handling; better color of fish by more careful soaking, full weights, better barrels that will hold pickle, and a more uniform inspection are some of the requirements that are necessary. If a reform is not brought about, the prejudice that acquired so strong a hold last season will increase and become permanent, greatly to the injury of the trade you have in this kind of fish.

St. Thomas Board of Trade has decided to picnic at Courtright and Port Huron, per M.C.R., this year.

## MONTREAL GROCERS' OUTING.

ONE of the best picnics of the year at Montreal has always been that of the Retail Grocers' Association of that city. The one which they held on Wednesday of last week, and which THE GROCER's correspondent attended, was no exception to this rule.

The grocers appear to have a binding contract with that unstable individual, the clerk of the weather, for the right sort of a day.

Every year sees them set out on a glorious summer morning, and the current season saw the rule observed. In fact, if anything, the only drawback was that it was too fine. The sun beat down on the pleasure seekers with that tropical fierceness that makes the preservation of a boiled shirt impossible, and is a regular harvest for the laundry man.

St. Rose, the pleasant and picturesque village on one of the many branches of the Ottawa, was the objective point this year, and nearly all the old faces were seen at the Canadian Pacific station. There was the president, John Johnston, with what the ladies call his loves of whiskers, and his persuasive tongue, the gif. of the Emerald Isle; and genial A. D. Fraser, whose care of the press representatives is proverbial. Ever in the thickest of the work of seeing all the arrangements carried out was Bernard Connaughton and his distinctive white leghorn of generous dimensions. In fact all the good fellows of the trade were on hand, for the day is always generally observed. So much for the actual members of the association; but there are guests without which no grocers' picnic would be complete.

Why, the knights of the scoop and scales would be lost if Geo. Waite, who knows so well how to sell produce and provisions, and the games run off, was not on hand. It would be the same with the other judges, for J. C. Wilson's (of J. C. Wilson & Co.) presence is as indispensable at the picnic as his paper bags are to the grocers in their business. They could not get on either without G. Lightbound (Lightbound, Ralston & Co.), D. Laporte (Laporte, Martin & Co.), F. Hughes (Caverhill, Hughes & Co.), Chas. Langlois, whose butter so many of them handle, and others.

Well, they were all there, and no one can say that they enjoyed themselves.

It took two trains, which were under the personal supervision of genial Harry Ibbotson, the passenger agent of the C.P.R., to convey the grocers, their wives, children, cousins, aunts, and friends, to the number of 1,000 in all, to the pleasant grove on the river bank at St. Rose.

Arrived there the first thing that caught the eye was the handsome and roomy pavilion tent in which the grocers give their daily celebrated luncheons.

If a grocer does not know how to live no one does, and the spread they gave at their

annual outing is ample testimony to this. After the games, the results of which will be found elsewhere, had been run off, Pipers Matheson, Riddell, and Ferguson, of the Royal Scots, who have piped the grocers in to dinner ever since the inauguration of their annual picnics, performed the same ceremony over again, and the good things were thoroughly discussed by about 1,000 of the pleasure-seekers.

Of course, speeches were in order after the inner man had been provided for, and they contained some practical thoughts, both from the members and their guests.

President John on, of course, like a loyal north countryman, submitted the toast of "The Queen," which was duly honored.

A. D. Fraser, who always does so much to look after their entertainment, appropriately proposed "The Health of the Guests." This elicited responses from J. C. Wilson, George Waite, George Lightbound and H. Laporte. "The Judges," proposed by S. Demers, was replied to by F. Hughes, Charles Langlois and T. L. Paton. John Scanlan gave "The Health of the Wholesale Trade," which brought forth short speeches from all the gentlemen of the trade above enumerated. "The Ladies," "the Press," "the Ginger Ale Men," and "the Chairman" followed in their due order, and the party broke up to enjoy themselves as they saw fit in the cool recesses of the grove or on the river.

There was dancing, also, in a roomy pavilion to the music of a fine orchestra, and which, despite the sultriness, was well patronized by the young folks.

The results of the games were as follows: Quoits—B. Connaughton, 1; W. Osgoode, 2; H. McPhee, 3.

One hundred yards dash, open to boys of twelve years and under—F. Dowse, 1; O. Leveille, 2; W. Johnston, 3.

Seventy-five yards dash, open to girls of twelve and under—E. Long, 1; Jessie Kendal, 2; Gracie Young, 3.

Quarter-mile race, open to bookkeepers and salesmen employed in the retail grocery trade—J. Glashen, 1; J. Laughran, 2; Z. Mantha and Thos. Elliott, 3.

Quarter mile race, open to drivers and salesmen employed in the retail grocery trade—J. Fortier, 1; J. Black, 2; W. Gagne, 3.

Running high jump, open to grocers and their employees in the retail grocery trade—J. Charette, 1; A. Lavoie, 2; J. T. Watson, 3.

Quarter-mile race, open to city travelers in the wholesale grocery trade—W. Duckworth, 1; Lapointe, 2; O. Parent, 3.

Quarter-mile race, open to all employees in the wholesale biscuit trade—A. J. Duncan, 1; H. Maille, 2; F. Collin, 3.

Running hop, step and leap, open to grocers and their employees in the retail trade—R. Doyle, 1; J. Frigon, 2; J. Charette, 3.

Potato race—A. E. Lavoie, 1; W. J. Wilson, 2; T. Westlake, 3.

Quarter-mile race, open to bread, ale and ginger ale drivers—P. Creamer, 1; T. Reynolds, 2; W. Fyfe, 3.

Fat man's race, 100 yards—J. E. Manning, 1; Martin Elliott, 2; N. Lapointe, 3.

Running long leap, open to grocers and their employees in the wholesale and retail trade—J. P. Frigon, 1; P. Grace, 2.

One hundred yards dash, open to retail grocers, members of committee—B. Taylor, 1; J. P. Dixon, 2; N. Marchand, 3.

Quarter-mile race, open to subscribers employees—J. Atter, 1; A. J. Duncan, 2.

Consolation race—T. Scott, 1; P. H. Hart, 2; N. Fortier, 3.

Guessing competition, open to ladies only—Mrs. D. Currie, 1; Miss Gerie Foster, 2; Miss B. Levesque, 3; Mrs. R. Walsh, 4.

The donators of the prizes were: A. S. & W. H. Masterman, cash, \$5; J. A. Vaillancourt, cash, \$5; Laporte, Martin & Co., cash, \$10; Caverhill, Hughes & Co., cash, \$15; N. Quintal & Fils, cash, \$30; L. Chaput, Fils & Co., cash, \$10; Chas. Langlois & Co., cash, \$10; D. Hatton & Co., cash, \$5; Viau Frere, cash, \$5; the St. Lawrence Sugar Refinery, cash, \$50; the Canada Sugar Refinery, cash, \$25; S. H. & A. S. Ewing, cash, \$10; Wm. Dow & Co., cash, \$25; J. O. Villeneuve & Co., cash, \$15; the Canadian Brewing Co., cash, \$25; J. C. Wilson & Co., cash, \$10; Hudon, Hebert & Co., cash, \$25; James Harper, cash, \$5; D. H. Reynolds & Co., cash, \$10; Fleishman & Co., cash, \$5; Thomas Kinsella, cash, \$5; H. slop Meldrum, cash, \$5; Dawes & Co., cash, \$25; Christie Brown & Co., 1 silver water pitcher, 1 berry dish, 1 salt dish, 1 salad dish, 1 cake basket; D. Masson & Co., 4 cases claret and cocoa; Lightbound, Ralston & Co., 1 fancy cabinet of black tea; M. Lefebvre & Co., 1 keg pickles; M. Hickey, 1 barrel flour; The Lang Manufacturing Co., 1 silver cup, 1 butter cooler, 1 picklestand; C. Robillard, 1 gold medal; C. Peverly, 1 case Astral oil; Le Prix Courant, 1 gold medal; St. Croix Soap Co., 1 box Surprise soap; James Dalrymple, 1 barrel flour; Messrs. Gladu Frere, 1 box biscuits; Samuel Rodgers & Co., 1 barrel coal oil; W. Strachan & Co., 1 box Gilt Edge soap; Joseph Tet'ey, 1 silver teapot; Vipond & McBride, 1 silver statue; Ewing, Herron & Co., 1 silver medal; John Taylor & Co., 1 box Diamond soap; Geo. Childs & Co., 1 gold medal; the Montreal Biscuit Co., 1 case solid silver spoons; P. Grace & Co., 1 gold headed cane; W. D. McLaren, 1 box Cook's Friend; Evans & Sons, 1 case lime juice; J. Barsalou & Co., 1 case soap powder; Chase & Sanborn, 1 Bohemian crystal set, 1 china 5 o'clock tea set, 1 fancy vase lamp, 1 flower stand; Thos. Doherty, 1 caddy tea; A. Brisette & Fils, 1 case champagne.

### TORONTO GROCERS' EXCURSION.

THE members of the Toronto Retail Grocers' Association had their annual outing Wednesday last. Their destination was Niagara Falls and Buffalo.

I have attended several grocers' excursions and picnics, but I never participated in one at which I had such an enjoyable time, and if anybody else did not it was his or her own fault.

In numbers there were not as many as last year. The thunder storms of the previous day and night doubtless deterred many from going that otherwise would have. But the primary loss was theirs, although the association lost by their absence and the excursionists missed their company.

But if the night before was stormy the day following was not. "A bit of a haze" veiled the sun and obscured distant views on land and sea, but a lovelier day, taking it all in all, could scarcely have been secured. The veil of mist toned down the heat of the sun, and a stiff breeze contributed its part towards tempering the atmosphere. On the lake, instead of the rolling waves which a good many expected to see there were nothing worse than dancing glistening wavelets.

If the crowd was not as large as that at last year's excursion, it was none the less representative. Most of those who are always seen at the annual outings of the Toronto Retail Grocers' Association were there, while many new faces were to be seen.

Don't understand that the attendance was small, for it was not. It was not of the proportion that it usually is. But it was big enough to make the excursion a success from a financial point of view, if that is to be the principal point from which its measure of success is to be viewed.

But everybody knows that this is not the principal concern of the Retail Grocers' Association of Toronto. The end it has in view is a right royal good time, although it of course does not want to pay too highly for it. And it always does have a good time, whether it be at summer outings or winter "At Homes;" and the length of its purse is never shortened thereby either.

The greater portion of the excursionists took the early morning boat, but a good many followed in the later boats. The point of destination for most of the excursionists was of course Niagara Falls. Its attractiveness never fades. On the contrary its attractiveness, in consequence of the devices of man, is ever increasing, and this season is by no means an exception to the rule, thanks particularly to the enterprise of the electric railway people, who have greatly increased the facilities for the transportation of excursionists and tourists.

But however these facilities may have contributed towards the enjoyment of Wednesday excursionists, they were supplemented

by the excellent arrangements which had been prepared for their entertainment and comfort by the excursion committee. The committee did its duty well.

Those who went to Buffalo had their choice of the railroads or the steamboat route from Chippewa. Most took the railroads. It gave them about six hours in the "Bison City," while those who took the steamboat route merely had time to doff their hats at the city, the scheduled time there being only thirty minutes. But the small party that took the latter means of reaching Buffalo undoubtedly had the best of it; and I know what I am talking about from experience.

The route from Chippewa to Buffalo, via the Columbian, is delightful. The scenery on either side of the river is an ever-changing panorama of beauty. There is Navy Island with its primeval beauty and historical reminiscences, and American Island during nearly the whole of its entire length of 15 miles, dotted with pretty little summer residences, antique, and, in some instances massive, club houses, with here and there pretty little parks, while fields of waving grain, ripe unto the harvest, and orchards rich with ripening fruit, with prosperous-looking farm houses and barns nestling between the green foliage, greet the eye on either side.

While we were waiting for the Columbian at the landing opposite Navy Island, some of us amused ourselves searching for bullets, relics of the Mackenzie rebellion, which had recently been turned up by the navy's pickaxe and shovel and washed into view by the recent rains. A few of these relics of Canada's long ago internecine troubles were found, but although I was unfortunate in this respect, I found a couple of silver coins, one had the superscription and image of Queen Victoria and the other the superscription and image of the American eagle. I could not convince the party that these coins, too, were relics of the rebellion of '37, although they were covered with clay, and I had to confess the likelihood of their being what was contended, namely, the evidences of some returning Yankee excursionist sprinting for the boat. At any rate, whatever the coins were, they helped to pay my expenses.

#### EXCURSIONETTES.

The bulk of the excursionists missed the six o'clock return boat; consequently, did not reach home till nearly ten o'clock.

J. G. Gibson was one of the fortunates who caught the six o'clock boat, but his heart was with the great majority behind, and he got off at Niagara-on-the-Lake, and waited till it came down on the next boat.

"There are not as many here as last year, but we have the old heads."—D. W. Clarke.

Frank Johnston got possession of the money bag, and then went to Buffalo. But he came back, though 'twas on the late boat.

The trio who feasted sumptuously—E. B.

Dewey, Frank Johnston and James Motimer.

President Donald honored Buffalo with his presence.

"I saw John Charters in Buffalo. He has been in business there about four months and is doing a rattling fine trade."—W. I. Armstrong.

Fred. Mauthie missed the early return boat, and got a ferryman to row him across to Lewiston, where the facilities are more congenial to those who have to wait for late boats.

Secretary Corrie's face wore an expression that told of anything but disappointment.

Hon. Secretary Mills was, as usual, solicitous for the entertainment of the excursionists.

Ghonna's orchestra supplied the music, and 'twas good.

W. J. Sykes was here, there and everywhere with bunches of tickets for the trip to Chippewa via the electric railway. And the cause of his ubiquity was that his tickets were cheaper than those obtained by the ordinary means.

The Extractor of Pleasure was A. R. Williamson.

President Owen, of the City Travelers' Association, returned on the early boat, and a good many missed the pleasure of his company.

### BE BRIGHT AND YELLOW SUGARS.

DEAR GROCER,—The remarks in last Friday's Mail re Sugar are correct and to the point, but not strong enough. It has been and is now impossible to get a decent bright sugar, and as for nice yellows they are a thing of the past—the smell from many of them reminding one of the days of low grade Scotch sugars. This applies to Montreal as well as to Lower Province goods. What can we do to remedy this state of affairs? Yours, etc.,

HAMILTON RETAIL GROCER.

### AGENTS WANTED.

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

**BRYANT'S ROOT BEER**—AGENTS WANTED for Montreal, Winnipeg and British Columbia; sole control of province given. Apply BRYANT, CANADIAN GROCER Office, Toronto. 33

Established 1850

## MICA GOODS

To hand a large consignment of

### Canopies for Gas Globes

Will fit any shape.

Adjustable Cylinders for

### Silk Lamp Shades

### Protectors for Candle Shades

Will fit any holder.

Write us for Quotations.

**James A. Skinner & Co**  
TORONTO, ONT. VANCOUVER, B.C.

# COFFEE

No better can be found than  
L. P. & CO. brand

Order a 25 lb. Can. We guarantee it.

Lucas, Steele & Bristol

Wholesale Grocers  
..... HAMILTON

Ex. "Empress of Japan" arrived in Vancouver on the 12th inst.  
Our travelers are showing samples

# Yokohama Japans

Wonderful values will be in store in a week.

BALFOUR & Co.

HAMILTON.



## JAMES TURNER & CO.



## HAMILTON



**SLOVENLY VS. NEAT STORES.**

BY NOMAD.

I AM not a grocer, but in the course of my business I am forced to visit many of the grocery stores in Toronto and surrounding country; and I have come to the conclusion that the amount of business that they do and the class of custom that they control depends greatly upon their exterior and interior appearances.

You enter one store, and when on the threshold your nasal organ is assailed with the smell of coal oil, cheese of great strength, decaying potatoes, etc., and you quickly find out that the general arrangement of the store in question is in keeping with the smell.

A bag half full of potatoes stands in front of the counter where the customer will stand, while the floor is strewn with peas, etc., that have fallen from other sacks which stand around wherever chance happens to have placed them. On the counter you will find a pile of soap, with loaves of bread piled up against them, and no attempt seems to have been made to separate articles of food from other goods that are likely to contaminate them. Two or three sheets of fly paper lie around where they are an offence to the eye and a menace to the clothes of customers. On the shelves dust is thick and the labels on the bottles and tinned meats, etc., are dull

and fly specked. Then when the frowny headed, dirty aproned storekeeper shakes his chronic drowsiness off long enough to complain bitterly of the dulness of business in general and his own in particular, you cannot help wondering how anybody could ever have had the courage to eat anything that has come out of such a dingy and dirty store, and been handled by such a slovenly individual as the owner of it.

Of course you will say that I am piling it on, and that very few of the grocers resemble the description that I have given, but you would be surprised if you were to take a tour of inspection, how many you would find that resemble it to a greater or lesser degree.

A great deal of the lack of business done by the smaller class of grocery stores can be traced to the untidiness of the store, the dingy appearance of the windows, and the absence of neatness of dress and manner about the attendant or owner.

It is not necessary that you should have costly fixtures for your store in order to make it clean and inviting, but you will find that nothing will be lost by wearing a clean apron, and forbearing from wiping your hands on it after you have been handling molasses or coal oil.

The stores that I find do the most business are those in which an air of neatness prevails, where the clerks are obliging and

clean, the stock is arranged with some attention to appearance, and where goods of different class are kept separate as they should be.

The show window, which is the index to the interior of every store, should be kept stocked with seasonable goods effectively arranged, and the windows kept clean so as not to mar the effect of your window display.

I have lately been brought in contact with grocers keeping stores both on the neat and slovenly plan, and have found in nearly all cases that the most grumbling about the slackness of trade and hardness of times comes from the slovenly ones. I fear that I have overstepped the bounds in criticizing a trade of which I am not a member, but I wished to show how the general appearance of grocery stores affected an outsider.

"Oh, had some power the giftie gie us,  
To see ourselves as others see us."

**WITH THE RETAILERS.**

THE store of A. S. Brubasher, Elmira, was the scene of a little excitement the other day. The cause was a tarantula that had been espied in a bunch of bananas. The customers and others who had heard all kinds of stories about this reptile became excited. But somebody managed to secure the tarantula, and now it sleeps the sleep that knows no waking in a

**SOAP**

Can be bought at all sorts of prices, because it is made up of all sorts of materials — good, bad, and very bad! : : : : :

WHAT ABOUT  
THIS SOAP?



EVERY BAR IS  
WARRANTED!

The wrapper around every bar contains a \$5,000 guarantee that the soap is PURE. Think what this means! While it puts a tremendous responsibility upon the makers, yet it means satisfaction and absolute safety to the consumers, and this is one reason why **SUNLIGHT SOAP** has a sale more than double that of any other soap in the world.

It is **SAFE TO BUY, TO RECOMMEND, AND TO USE**

## AGENCIES:

FRANK MAGOR & CO., MONTREAL.  
G. W. HUNT, OTTAWA.  
SEETON & MITCHELL, HALIFAX.  
SMITH & TILTON, ST. JOHN, N. B.  
JOS. CARMAN, WINNIPEG.  
C. R. KING, VICTORIA, B. C.

**LEVER BROS., LTD.**

CANADIAN HEAD OFFICE: } TORONTO

little of alcohol in Mr. Brubasher's window, and is looked at with interest unmixed with fear by a large number of persons every day.

T. S. Ford, groceries and dry goods, Mitchell, is refitting and beautifying his store.

F. Quirk, wine and spirit merchant, Stratford, formerly of the firm of C. Flaherty & Quirk, recently married a St. Thomas lady, and wishes he had joined the benedicts several years ago. But it's better late than never. Congratulations.

Walsh Bros., of Stratford, are making extensive alterations in their store. It is being refitted and painted, and by no means least of the improvements is the putting in of a cash railroad, which has been necessitated by the demands of the business. Walsh Bros. are also opening up a wine and spirit store in a building down the street from their present premises, while on their stud

farm they have a number of fancy horses ready for purchasers.

F. King, of Tavistock, who met with an accident some time ago, is convalescent and again able to take charge of his business, which is one of the largest in the West.

W. A. McClean & Co., of Owen Sound, find trade with them in their retail store good and fully up to that of last year at this time.

S. Hill, of Markdale, is in receipt of a car load of sugar which he is selling at a price which is attracting a good deal of attention.

E. Berwick & Son, of Shelburne, are in receipt of two car loads of sugar and a large quantity of new season's Japan tea, direct importation. Business is good with E. B. & Son.

McClarty Bros., of Owen Sound, report trade good, and as Billy is looking the same it is evidently so.

W. A. Grier, of Owen Sound, has had many dollars added to his bank account, the

result of his purchasing the stock of Notter & Scott last spring.

Cantleon Bros., of Clinton, find business good in both groceries and crockery. This firm handles butter and eggs extensively, and has sent a good deal of butter to the Maritime Provinces lately.

B. C. Strachan, of Goderich, who is reputed to have one of the finest stores in the north, has lately secured the copyright of a new story and accompanying song, "When the Robin Comes Marching Home," which he gives occasionally for the delectation of his customers and his friends.

P. Anderson, of the "Noted Tea Store," Guelph, is in receipt of a letter from his son reporting his arrival safely on the other side of the "herring pond."

J. S. Ireland, formerly of Wroxeter, has rented the store in Owen Sound formerly occupied by Notter & Scott. He was in Toronto a few days ago and purchased a

# 1894 Congous

We have received this week direct shipments of **NEW SEASON'S**

THESE TEAS SHOW EXCELLENT VALUE.

Write us for Samples and Quotations . . . . .

## Fine Moning and Panyong Congous

Davidson & Hay Wholesale Grocers Toronto.

EXCELLING ALL OTHERS IN

## BREAKFAST CEREAL FOODS

Our New Goods  
In 2 lb. Pkgs.  
2 doz. per Case

Desiccated Rolled Wheat  
Desiccated Rolled Barley

Desiccated Rolled Oats  
Self-Rising Buckwheat Flour

The most attractive goods yet offered to the trade. Beautifully put up in handsome lithographed cartoons of convenient size. Superior quality of the goods will ensure large and steady sales.

Write us at once for complete set of samples, prices and particulars, then place a sample order with your wholesale grocer, or direct to us. Just the goods for summer trade.

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

MONTREAL, P.Q.—Howe, McIntyre Co., Agents.  
QUEBEC, P.Q.—Whitehead & Turner.  
ST. JOHN, N.B.—Jardine & Co.  
HALIFAX, N.S.—Bauld, Gibson & Co.

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



**BARTON'S BAKING POWDER**

**PUREST, BEST AND GOES FARTHEST**  
Phoenix Coffee and Spice Mills, Toronto

## SEASONABLE GOODS

Can Meats and Can Fish  
Pickles and Sauces  
Hire's Root Beer  
Eagle Japan and Ceylon Teas

Will draw Trade. Try a sample package.

### — M. MASURET & CO. —

Tanglefoot

Sticky Fly Paper  
Pays a Good Profit.

Wholesale  
Grocers }

LONDON, ONT.

well assorted stock. His store is one of the finest in Owen Sound, and as Mr. Ireland is a thorough grocer and a genial fellow, he may naturally be expected to do well.

Watson Bros., of Guelph, are in receipt of a large consignment of fruit. This firm is making a speciality of fruit this season.

John Whitesides, of Huntsville, was in Toronto on business last week.

"For better or for worse; for richer or for poorer," etc., were the words uttered a few days ago by — Sykes, son of Charles Sykes, merchant, Victoria Harbor. THE GROCER congratulates and wishes Mr. and Mrs. Sykes many happy years of married life.

Isaac Gilpin, who was reported in last week's GROCER to be opening up a new store in Victoria Harbor, has changed his mind. The store which he built he has sold, and he will enjoy the life of a private gentleman a little longer.

#### A CURIOUS RECORD.

A methodical man died in Berlin recently at the age of 73 years. When 16 years old he began keeping a record, which he continued for 52 years, which, says an exchange, is the best commentary we have seen on the life of a mere worldling. His book shows that in 52 years this "natural man" had smoked 638,715 cigars, of which he had received 43,692 as presents, while for the remaining 585,021 he had paid about \$10,433. In 52 years, according to his bookkeeping, he had drunk 28,780 glasses of beer and 36,086 glasses of spirits, for all of which he spent \$5,340. The diary closes with these words: "I have tried all things, I have seen many, I have accomplished nothing."

#### EBY, BLAIN & CO. REORGANIZE.

EBY, BLAIN & CO., who for some fifteen years have been numbered with Toronto's wholesale grocers, are turning the firm into a joint stock company.

A notice to this effect appeared in the Ontario Gazette of Saturday.

The applicants for incorporation are: Joseph Fisher Eby, merchant; Hugh Blain, merchant; James Walton Borsbery, traveler; Robert William Ritchie, traveler; Joseph Henry Devany, traveler; John Arbutnutt Milne, traveler; Wilhelm Heinrich Seyler, clerk; William James McMurtry, insurance manager, and Charles Corbishley Bennett, accountant, all of Toronto; and the first directors of the company are to be J. F. Eby, Hugh Blain, W. J. McMurtry, W. H. Seyler, and C. C. Bennett.

The name of the company is to be Eby, Blain & Company, of Toronto, Limited, and the capital stock is to be \$150,000 in 150,000 shares of \$100 each.

A pleasing complexion about the new company is that some half dozen of the employees of the old firm are joining their employers in promoting the new business. Such a combination cannot fail to be of substantial advantage to the new concern, and demonstrates the mutual confidence and appreciation which must have existed among these gentlemen during the past.

This is an era for the formation of joint stock companies, and there is much that can be said in favor of it. It means the concentration of capital, and, consequently, stronger firms. Furthermore, governmental supervision is created, the advantage of which is obvious, while where there is a joint stock company there is a board of directors whose

counsel and advice naturally tend to improve business methods and increase the chances of success. Two heads are better than one, and half a dozen or a dozen are better than two in devising ways and means to develop and push trade.

Eby, Blain & Co. has long been recognized as ranking amongst the most live and energetic business firms in Canada, and judging from the personnel of Eby, Blain & Co., Ltd., it is not likely to lose any of its lustre in this respect.

#### PREPARING STILTON CHEESE.

A tin cylinder open at both ends is required, 6 inches long and 12 inches in diameter, with perforated sides to allow the escape of the whey. Lamb's maw is used as a rennet, and a lemon filled with cloves is placed in the curd. Nine gallons of fresh milk and the cream from 2 to 3 gallons of milk are used for 1 cheese. The milk is heated to its natural temperature before adding the rennet. When the mass is curdled, it is strained through a cloth, broken short and allowed to remain quiet, wrapped in the cloth, until it is fit to be cut. The tin cylinder is then placed upon a board and filled with alternate layers of curd and salt and covered with another board.

The cylinder with the cheese is turned over every 2 or 3 hours for the first day, and 2 or 3 times a day for the succeeding 3 or 4 days, after which the cheese is taken out, wrapped in a cloth wet with boiling water, and pressed until it is dry. It is turned twice a day, and protected from flies and insects. Considerable time is required to make it fit for the table.

#### JUST RECEIVED

## 200 Half Boxes Currants

(Finest Quality) also

## 1000 Puncheons Choicest Barbadoes Molasses

Ex. Barque "Prince Georges."

**Laporte, Martin & Co.** Wholesale Grocers **Montreal**



# ELEME RAISINS..

We have arriving in a few days a shipment of very fine quality Eleme Raisins. These are good enough to take place of the best fine off stalk Valencias which are now so scarce as to be practically out of the market. This fruit is packed in 56 pound Boxes. Quantity is limited. Please communicate with us at once if in need.

**H. P. ECKARDT & Co.**

Wholesale Grocers . . . .

. . . . TORONTO.

## Herrings

Morton's Kippered  
Morton's Fresh  
Morton's in Tomato Sauce  
Marshall's Kippered  
Marshall's Fresh  
Crosse & Blackwell Kippered  
New Pack.  
Thistle Haddies—just arrived.

**T. KINNEAR & CO.,**

49 Front St. E., TORONTO.

## "BLUE LABEL."

We have been appointed sole agents for the famous Blue Label Tomato Catsup. Ask our travelers for quotations.

**SLOAN & CROWTHER,**

WHOLESALE GROCERS,  
Toronto.

Canned Meats,  
Canned Fish,  
Pickles, Sauces, etc.

Now is the time to stock up for the picnic season.

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

WHOLESALE GROCERS  
59, 61, 63 Front St. East, TORONTO

## Rio Coffees

Now in stock ex S.S. Salerno  
Extra Choice Selection.

**WARREN BROS. & BOOMER**

35 and 37  
Front St. East, TORONTO

**lliott, Marr & Co.,**

Importers of Teas

—AND—

Wholesale Grocers.

**LONDON, ONT.**

1894

**L. CHAPUT, FILS & CIE,**

.. MONTREAL ..

WHOLESALE GROCERS

Importers of

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

Established 1842

IMPORTED

**PICKLES**

**PATERSON'S  
"EUREKA"**

**INDIAN CHUTNEY**

Sole Agents for Toronto,

**PERKINS, INCE & Co.**

41 and 43 Front St. East

Headquarters

FOR

**-SALMON-**

**SMITH & KEIGHLEY**

9 Front St. E., TORONTO.

# McALPIN TOBACCO Co.

Manufacturers,

Toronto, Can.

## Our Specialties

CHEWING

**BEAVER PLUG** (Bright)

Jubilee Plug (Chocolate)

Tecumseh Plug (Bright)

AND

**GOLD SHIELD** (Black)

ALSO

FINE CUT CHEWING

Standard Kentucky

and

Apricot

• • •

SMOKING PLUG

Woodcock

Solid Comfort, etc.

See "Prices Current."

**McALPIN TOBACCO Co.**

TORONTO

### TRADE CHAT.

**G**OWANS, Kent & Co.'s employees spent a merry day Thursday last at Bay View Park, going on the steamers Macassa and Modjeska.

Manitoba Provincial Exhibition opened in Winnipeg, Monday.

It is now reported that the Western Ontario peach crop will be small.

Ballantyne & Sons shipped the last half of June cheese from Goldstone factory on Thursday of last week.

J. Van Sommer, who has closed his general store at Goldstone, has removed the balance of his stock to Port Elgin.

The storehouse of Galt Bros., Calgary, was broken into the other day and a quantity of tea and beef stolen.

Business is reported to be quieter in New Glasgow this summer than it has been for many years.

J. F. Honor's grocery store, Port Hope, was damaged to the extent of \$1,000 by fire the other day. Incendiarism is believed to be the cause.

The Ingersoll Packing Company refuse to buy hogs from Chatham district because the flesh is too soft. A prominent breeder thinks it is because the hogs are fed on beans.

Little lumps of logic  
Mixed with business brain  
Made your ad. effective  
And credit loss and gain.

—JED SCARBORO.

A fire in the premises of Theophile Desroches, grocer, at 439 Amherst street, Montreal, the other night about 11 o'clock, did damage to the extent of \$2,000. A valuable horse was suffocated.

Last week forty fine cheese, averaging over 70 pounds in weight, were made in the Brooklin factory, being the largest turnout for any week since it has been in operation. A shipment of 75 was made again this week.—Ex.

This year seems, up to date, to be the best fishing season Newfoundland has had for twenty years. The shore fishery generally is very good. Business is brisk and public confidence is completely restored in the island.

Reports to the Ogilvie Milling Company estimate an excess of three to four million bushels over the crop of last year in Manitoba alone. In some districts the farmers will be cutting by August 1st, and by the 10th it is expected the harvest will be general.

At a meeting of the council of the Board of Trade, on Monday, the eighth annual report of the gratuity trustees was received and adopted. It showed that there were 45 transfers made this year, the average age of those relinquishing their interest being 44, and of the new participants, 37. There had been eight deaths, which had been duly assessed upon the subscribing members. The average age of those who died was 61, and

the death rate for the past eight years has only reached a fraction over the expectancy of 1 per cent. The amount on mortgage \$57,250, invested on property appraised \$118,000. The amount in bonds is \$38,000. The average rate of interest is a fraction over 5 per cent. The total amount of gratuities paid was \$15,597, the average amount of each payment being \$1,559. The number of beneficiaries was 50. On July 1st, 1891, there were 851 subscribers.

The store of Hartley Bros., Brantford, was robbed the other night. Entrance was gained by cutting a screen in the back door so as to permit of the bolt being slipped back. The till was forced open, but did not yield anything, as the money had been taken away Saturday night. The thieves consequently rewarded themselves by taking some tobacco, cigars, cans of salmon and other articles.

There are now being exhibited in the rotunda of the Toronto Board of Trade two cases of lemons, of the Lisbon variety, grown on the Kinnerong Hill, near Sydney, N.S.W., and picked by the students of the Agricultural College, adjacent to that city.

The firm of Davis Bros., general dealers, have lately admitted James Hickman into partnership, under the name and style of Davis & Hickman. Mr. Hickman's capital and business experience will put the firm in a better position than ever.—Pick-Me-Up, Pictou, N.S.

E. B. Eddy, the celebrated manufacturer, of Hull, Que., is in town, the guest of Prince of Wales' Hotel. Eddy's woodenware and indurated fibreware are used in almost every house. Mr. Eddy came to Hull about forty years ago with something less than \$75 in his pocket, and to day he claims to be the largest manufacturer in Canada, giving employment to 2,200 people. He says he has done more to develop the manufacturing interests of Canada than any other live man.—Pick-Me-Up, Pictou, N.S.

The fruit of British Columbia has been seriously affected by fruit pests this year. The tent caterpillar is playing havoc with ornamental and fruit trees. The woolly aphid is also showing itself and has worked a great deal of havoc. R. M. Palmer, provincial inspector of fruit pests, has issued circular letters to all the fruit-growers in the province warning them against the insect plague and advising as to their destruction.

The Vancouver Advertiser says: "At about 12.40 yesterday noon the Great Northern engine, No. 218, ran into Vancouver at the end of a run slightly exceeding 2,000 miles. Sir William Van Horne congratulated Mr. Connor, the engineer, in having thus made the record for the longest straight away run upon rails, the former longest being only some 1,066 miles." President Hill, of the Great Northern, and other officials of that road, accompanied Sir William's party to the Terminal city.

# "FIVE LETTERS FROM HOME"

## 1

RICHMOND STATION, QUE., Feb. 20th, 1893.  
THE EUREKA SALT MFG. CO.

GENTLEMEN,—About five years ago I bought from you the first Higgin's "Eureka" Salt I ever handled. I had to do a good deal of persuading to make customers believe it was worth the difference more than common salt, but I now have not the least trouble selling 800 to 1000 sacks per year at a fair profit.

I might also say that the quality of the butter in this section has certainly improved, since dairymen commenced using Higgin's "Eureka" Salt. I am satisfied it is the cheapest and best salt in the market.

Yours truly,

R. F. McKEE.

## 2

WATERLOO, QUE., Feb. 20th, 1893.  
THE EUREKA SALT MFG. CO.

DEAR SIR,—We have sold Higgin's "Eureka" Salt for the past nine years, and are much pleased to say that it gives perfect satisfaction. The best dairies in this section will use no other.

Yours truly,

ROBINSON & SON.

## 3

MONTREAL, Feb. 21st, 1893.

THE EUREKA SALT MFG. CO.

DEAR SIR,—For the past eight years I have handled Higgin's "Eureka" Salt and each year I find my sales largely increase. I distribute your salt amongst a large number of creameries, whose output I sell, and I find that the quality of their butter has much improved since they started the use of "Eureka" Salt.

My customers are all so pleased with your salt that they will not now use any other in their butter. They find that in the end it is the cheapest salt to use. I shall always recommend "Eureka" to my customers. I remain,

Yours truly,

J. A. VAILLANCOURT.

## 4

ST. MARC, QUE., Feb. 14th, 1893.

THE EUREKA SALT MFG. CO.

GENTLEMEN,—I take pleasure in recommending Higgin's "Eureka" Salt to all creamery and other butter makers, as I have found it the best to use. I have found it much better and cheaper to use in the long run than any of the other cheaper grades of salt. The difference in price is more than made up by the superior flavor of the butter as well as making the butter keep much better. I remain,

Yours truly,

ALEXIS CHICOINE.

## 5

LENNOXVILLE, Feb. 7th, 1893.

THE EUREKA SALT MFG. CO.

DEAR SIR,—We have handled Higgin's "Eureka" Salt for a number of years now, and the quality we find gives every satisfaction to our customers and they will not now take any other salt.

The salt is having an increased sale each year, and now there is but very little salt sold through this section of other brands. Yours truly,

C. R. CLOUGH & CO.

## Will You be Another ?

IT  
WILL  
PAY YOU  
WELL

We are Agents

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

# Indurated Fibreware

from *Induratus* (Latin) hardened, and *Fibre* (French) the fine, stringy substance found in animals and plants,

Is a ware made of the toughest wood fibre, specially prepared, then shaped by tremendous hydraulic pressure, and hardened or indurated, by chemical process. First manufactured in this country in 1884, it has been constantly improved on since, and has now reached the acme of perfection.

**Indurated Fibreware** is made into Tubs, Pails, Milk Pans, Wash Basins, Bread Pans, Butter Bowls, Butter Tubs, Cuspidors, etc. Its peculiar advantages are that it

- Will not shrink or swell.
- Will not taint milk or any liquid.
- Cannot leak, water-soak or rust.
- Has no hoops to rust or drop off.
- Being seamless, bottom cannot drop out.
- Is lighter than a wooden pail.
- Imparts no taste or flavor to its contents.
- Is proof against kerosene, benzine, vinegar, and ordinary acids.

In addition to its many superior qualities, this ware is forced upon the notice of the public by most persistent and aggressive advertising throughout Canada.

To keep up with the times you must have in stock

## E. B. EDDY'S INDURATED FIBREWARE

Factories at Hull, Canada.

Branches and agencies in chief cities.

# MARKETS AND MARKET NOTES

## TORONTO MARKETS.

TORONTO, July 26, 1894.  
GROCERIES.

A FAIRLY good business is doing on the street, although the turn-over is scarcely as large as a week ago. This is probably more marked in sugars, but this is only natural after the brisk demand that was experienced last week. Values rule as before, although they scarcely exhibit the same strength they did a week ago. Canned goods are much as before, the demand being fair for the season at unchanged prices. While sugar is occupying rather less attention than a week ago, tea on the other hand is occupying more on account of the new teas which have arrived or are arriving. The improved demand noted a week ago for molasses has been maintained, but syrups are still seasonably dull. Foreign dried fruits are still scarce and in demand at firm prices. This applies particularly, of course, to Valencia raisins.

### CANNED GOODS.

Demand continues to ease off for tomatoes, although there is still a fair seasonable trade doing at the unchanged prices of 85 to 90c. Corn is in fair demand and firmer at 90 to 95c. Peas are quiet and firm at 82½ to 85c. The Packers' Association reports a fair movement in all kinds of canned vegetables, particularly peas. There is a good seasonable movement in salmon at the old prices of \$1.25 to \$1.35 for tall tins and \$1.50 to \$1.60 for flat tins. Fresh shipments of new lobster are arriving and there is a fair demand, and we quote tall at \$1.80 and flats at \$2.25 to \$2.50. There is a continued demand for canned peaches, but other kinds of fruit are dull. We quote: Peaches, \$3 to \$3.25 for 3's, \$2 to \$2.25 for 2's; raspberries, \$1.65 to \$1.80; strawberries, \$1.90 to \$2.10; apples, 3's, \$1 to \$1.10, gallons \$2.75, and preserved fancy quarters at \$1.35 to \$1.40.

Epitomized, the weekly report of the Packers' Association regarding the fruit and vegetable crops is as follows: Raspberries, injured by drought and only quarter to half crop, none being packed by some canneries. Plums, large crop in Niagara district and around Hamilton, but apparently short in other districts. Pears, fair to good. Peaches, large crop in the Niagara district. Apples, while very good in some districts, in others the fruit is falling off and not turning out as well as anticipated. Peas, the packers are through packing; crop good in the east, and while abundant in isolated instances in the west, generally speaking the crop in that part of the country was short. Corn is on the whole promising

well, but rain is wanted. Tomatoes are here and there reported to be unsatisfactory, but the outlook is good on the whole.

### COFFEES.

Trade is fair and prices unchanged. We quote green, in bags, as follows: Rio, 20½ to 23c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 21½ to 22½c.; Java, 30 to 32c.; Mocha, 27 to 28c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 22c.

### NUTS.

Dull and unchanged. We quote as follows: Brazil nuts, 11 to 11½c. lb.; Sicily shelled almonds, 25 to 26c. a lb.; Terragona almonds, 12½ to 13c.; peanuts, 10½ to 11c. for roasted and 8 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12½ to 15c.; Marbot walnuts, 12 to 13c.; Bordeaux walnuts, 11 to 12c.; filberts, 9¼ to 10¼c. for sacks and 10½ to 11c. for small lots; pecans, 12½c.

### RICE.

There is a good demand for "B" at 3½ to 3¾c. We quote as follows: "B," 3½ to 3¾c.; extra Japan, 5¼ to 5¾c.; imported Japan, 5¼ to 6¼c.; tapioca, 4¼ to 4½c.

### SPICES.

There is a good demand at unchanged prices. We quote: Pure black pepper, 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 28 to 30c.; cloves, 25 to 30c.; pure mixed spice, 23 to 25c.; cream of tartar, 25c. per lb.

### SUGAR.

Market is steady, but there is not the same strong undertone that was apparent a week ago. People are not talking of advances. Neither is the demand as active as it was a week ago, but retailers' stocks are light although the buying so far this season has not been up to expectations. The idea as to price is still 4¾ to 4½c. up for yellows, with raw quoted at 3¼c.

Willet & Gray's statistical: Raws advanced 1-16c. Refined advanced ¼c. Total stock in all the principal countries, 1,104,141 tons, against 871,267 tons at same date last year. The raw market during the week has been controlled entirely by the expectation that the tariff bill would be put through in season to take effect August 1st. All sugars available for arrival at that date met with ready buyers at 3 3/16c. for 96 test, while all sugars for later delivery met with no demand at all. At the close, however, the market is at a standstill, and is uncertain which way to turn, because of the failure of the Conference Committee to reach an agreement on the tariff bill. This will cause delay and may necessitate the change of date from August 1st, which would lengthen out the time for arrival of sugar, free of duty,

and give opportunity for Cuba and the West Indies to dispose of balance of their crop.

### SYRUPS.

No new features. Demand is small and prices unchanged. We quote: Dark, 25c.; medium, 28 to 30c.; bright, 35 to 40c.; very bright, 45 to 50c.

### MOLASSES.

Demand still continues to be a little better than is usual at this time of the year, principally at prices ranging from 25 to 45c. New Orleans, barrels, 26 to 28c.; half-barrels, 30½ to 32c.; Barbadoes, barrels, 28 to 32c.; half-barrels, 30 to 34c.

### TEA.

Shipments of new season's Monings and Foo Chows are to hand this week, and the market exhibits more life in consequence. The quality and value of the Moning teas were referred to last week, and much the same remarks as applied to them apply to the Foo Chow teas, they showing good quality and far better value than the teas which arrived this time a year ago. These are about the only teas which are at the moment receiving much attention from wholesalers. There are not many China black teas going into the hands of retailers yet, but jobbers report a good demand for new season's Japans around 18 to 20c., and a fair movement in Japan and Ceylon teas. Green teas are quiet, and new Young Hysons will be 2 to 3c. higher than last year. First Young Hysons are very scarce, while good cup Young Hysons of any kind cannot be got. New China green teas will not be here for about five weeks, but Pingsueys are due to arrive in about three weeks. In the latter kind of tea buyers have been more careful this year, and the result is an improvement in the quality, being good in both cup and style. We hear of offers being made for Pingsueys to take the place of first Young Hysons.

Mail advices from London, under date of July 13, state that duty payments during the first six months of the year show a substantial increase in the home consumption. The use of China tea has fallen to only 12 per cent. of the total, as against 20 per cent. consumed during the same period last year. Export figures show a gradual expansion in the use of British grown teas in foreign markets. Nearly all the Indian tea offered was of new season's growth. "Buyers" say the advices are devoting their attention to the better liquoring parcels and quality is receiving its reward in the prices realized. Poorer liquoring parcels are perhaps a trifle cheaper on the week. In Ceylon tea, bidding was brisk notwithstanding the arrival of some heavy cargoes which will be placed on the market

directly; low priced teas are in strong demand at present quotations, whilst the better liquoring and fine parcels show a further advance.

## DRIED FRUITS.

Dried fruits of all kinds are in limited supply on spot, and prices are well maintained, especially in Valencia raisins. Stocks of the latter are almost exhausted. As far as we are aware there is only one wholesale house in the city that has any layer Valencias, and it is holding them at high prices. Off-stalk is all the other houses appear to have. Demand continues good. We quote: Off-stalk, 6 to 6¼c.; fine layers, 8½ to 9c. Currants are in fair demand at steady and unchanged figures. We quote as follows: Provincials, 3½ to 4c. in brls., half brls., 3¾ to 4¼c.; Filatras, 4 to 4¼c. in brls., and 4¼ to 4¾c. in half barrels; Patras, 5 to 5½c. in barrels, 5¼ to 5¾c. in half brls., 5 to 6½c. in cases; Vostizzas, 6½ to 7½c. in cases, 6¾ to 7¾c. in half cases; Panariti, 8½ to 9c. Prunes are quiet and unchanged. We quote: U's, 5½ to 5¾c.; B's, 7½c.; bags, 3¾c.; casks, 4½ to 5c. Figs are dull and featureless. We quote: Small boxes, 7½ to 8c.; 5 lb. boxes, 7½ to 8c.; 10 lb. boxes, 10c.; 28-lb. boxes choice Eleme, 11c.; 6-crown, 12½c.; 7-crown 13½c.; bags, 28-lb., 6½ to 7c. Dates quiet and unchanged, at 4¼ to 5c.; selected Hollowee dates, 8½ to 9c.

## BUTTER AND CHEESE

There has been no material change during the week in butter. Prices if anything are a little easier than they were a week ago. Demand is nearly altogether for choice dairy butter, low grades being but little wanted, while more of it is arriving. The idea for choice dairy tubs is 17c; some jobbers are trying to get ¼c. more than this figure, but it is asserted that they seldom get it. Jobbers are buyers at 16c. Straight store-packed is being taken at 14 to 15c., and jobbers are selling at 1c. advance. Dairy pound rolls are coming in more freely, but still they are not plentiful, while the demand is good. Creamery tub butter is offering freely, but buyers are few. Creamery pound prints are coming forward more freely, but as dairy pound rolls are more plentiful, they are not so eagerly sought after as they were. We quote jobbing prices as follows: Dairy—Choice tubs, 17 to 17½c.; straight store, 15 to 16c.; crocks, 18c.;

bakers' butter, 13 to 15c.; pound rolls, 19 to 20c. Creamery—Tubs, fresh, 20 to 21c.; pound prints, 22 to 23c.

There is only a small business doing in cheese, demand being on consumptive account. Prices are a little stiffer, however, 10c. now being the idea.

## PROVISIONS.

Demand continues to increase for smoked meats, and prices are firmer, lowest quotations on small medium hams being 11c., and we quote long clear fractionally higher. We hear of some shipments of round lots of meats to the Northwest.

BACON—Long clear, 7¾ to 8c.; smoked backs, 10½ to 11c.; breakfast bacon, 11 to 11½c.; rolls, 8¾c.

HAMS—11c. for smoked, and 10c. for pickled.

LARD—Pure Canadian 8½ to 8¾c. in tubs, 9c. in pails and 8¼c. in tierces. Compound, 7¼ to 7½c.

BARREL PORK—Canadian heavy mess \$17 to \$17.50; Canadian short-cut, \$18.00 to \$18.50; shoulder mess, \$14.50 to \$15; clear mess, \$15 to \$15.50.

## GREEN FRUIT.

Demand is fair only for lemons, while supply is plentiful and prices easy. There are not many oranges on the market and there are not many wanted. Red oranges are due to arrive. Bananas are plentiful and cheap, a great deal of the fruit arriving being overripe. Several carloads sold at auction as low as 40c. per hundred bunch lots, while the maximum touched was \$1.30. Ordinarily the price is \$1 to \$1.50. Demand is good, better in fact than is to be expected in view of the large quantity of domestic small fruits on the market. Some nice shipments of domestic peaches are arriving on the market, and there is a fair demand for them at quotations. Several carloads of water melons have arrived during the past week, and there is a good demand for them. There is a big demand for tomatoes. Both supply and demand is good in small fruit. Gooseberries are nearly out of the market. We quote: Oranges, California, \$3.75 to \$4.25; Messinas, half-boxes, 80's \$2.25, 100's \$2.50, boxes, \$4 to \$4.50. Lemons, \$3.75 to \$4.25. Bananas, \$1 to \$1.50 per bunch. Water-melons, 20 to 30c. each. Raspberries, 7 to 8½c. Cherries, \$1 to \$1.75 per basket. Red currants, 50 to 80c. per basket. Black currants \$1.25 per basket. Gooseberries, large varieties, \$1.20 per basket. Huckleberries, 80c. to \$1 per basket. Celery, 60 to 70c. per doz. Baltimore cucumbers, \$1.25

to \$1.75 per crate; in brls., 35 to 40c. per doz. Cabbages, \$1.25 to \$2 per brl. Tomatoes Mississippi, \$1 to \$3 according to package Peaches, 75c. to \$1 per basket.

## COUNTRY PRODUCE.

BEANS—Quiet, with medium held at 1.20 to \$1.30 and hand-picked at \$1.35 to \$1.40.

DRIED APPLES—There have been sales of odd boxes at 6c. per lb.

EVAPORATED APPLES—Some enquiries are reported, but it seems it was not possible to supply them.

POTATOES—Demand is good, but there are not many coming forward, and prices are firmer at \$2.50 per barrel.

EGGS—There are more coming in, while demand is dropping off, causing an easier feeling in prices; 10½ to 11c. is still the range quoted, but the outside figure is not the ruling price. Complaints are again heard of the arrival of a good deal of held stock which has deteriorated in quality.

HOPS—Quiet at 12 to 15c. for 1893's. Package hops, 20c. per lb.

ONIONS—Egyptian onions are dull and easy at \$1.40 per sack.

MAPLE PRODUCTS—Are dull and nominally unchanged. We quote: Syrup, wine gallon tins, 65 to 70c.; 5 gallon packages, 60 to 75c.; sugar, 1 lb. cakes, 7½ to 8c.; small cakes, 9½ to 10c.

HONEY—New honey is being offered at 12½ to 15c. for comb, but no transactions are reported.

## HIDES, SKINS, WOOL AND TALLOW.

HIDES—Are plentiful but of very poor quality, and it is difficult to make up a car of good buff selection. Jobbers are selling at 3½c. and pay ½c. less.

SKINS—Pelts are alleged to be much too high in price owing to the low price of tanned stock. We quote lamb skins at 30c. and pelts at 25c.

WOOL—Is coming in freely, but dealers claim to be "buying it in the dark," although they have been paying lower prices than was ever known before in the history of the trade. The prices they are now paying are: Ordinary combing, 17c.; fine clotting and down, 18 to 19c.; rejections, 12 to 13c. and unwashed, 10 to 11c.

TALLOW—Is more plentiful, but it is arriving in bad condition. Dealers are paying 4¼ to 5¼c. and selling at 5¼ to 5½c.

## FISH.

There is only a little white fish and trout coming forward, and this is not enough to supply the demand. Prices are in consequence higher. We quote as follows: Skinned and boned codfish, 6½c.; shore herring, \$4 per brl.; boneless fish, 3½ to 4c.; boneless cod, 5 to 8c. Lake Erie herring, \$1.75 to \$2 per 100; blueback herring 4c.; blue pickerel, 4 to 5c. lb.; yel. ditto, 5 to 6c. per lb.; salmon trout

THE BRAND

**IVARS** & CO.

DENIA SPAIN

**VALENCIA**

**RAISINS**

Are  
Second to  
None

Telephone No. 471. Established 1870.

**JOHN HAWLEY**

Provision and Commission Merchant

Butter Lard Cheese  
Eggs Apples Etc.

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

88 Front Street East, TORONTO

**WHITE & CO.** 70 Colborne St., Toronto.

WHOLESALE COMMISSION MERCHANTS

DEALERS IN

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

Consignments Solicited. Write for Quotations.  
Tel. 867.

**JAMES A. HENDRY**  
WHOLESALE AGENT

Representing ONTARIO ST., KINGSTON.

The Canada Sugar Refining Co., Ltd., Montreal.  
The E. B. Eddy Co., Ltd., Hull.  
The Geo. E. Tuckett & Son Co., Ltd., Hamilton.  
The Adams & Son Co., Toronto.  
Libby, McNeill & Libby, Chicago.  
Lumsden Brothers, Hamilton.  
John Sealy, Saint John, N.B.

Orders Solicited. Prompt Attention Guaranteed.

THE

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

Are prepared to receive consignments

Fruit, Tomatoes,  
and all kinds Produce.

**COLD STORAGE**



And Freezing

Splendid cooling rooms for Summer.

Write for rates.

WE ALSO HANDLE

FISH, ORANGES AND LEMONS

**Aikenhead & Sloan**

13 Church Street TORONTO

- We have them -

**Peanuts**

Roasted or Green

Fresh Goods :- Best Values

**CLEMES BROS.**

TORONTO

MARKETS—Continued

6½c.; white fish, 7c.; pike, 5c. lb.; had-dock and cod, 5½c. per lb.; steak cod, 5 to 6c.; large halibut, 10c.; brook trout, 25c. per lb.

SALT.

Trade has greatly improved during the last week and is now quite brisk. Prices are unchanged. We quote: Dairy, \$1.50, special grade; brls., 90c.; coarse sacks, 58c.; fine sacks, 70c.; American rock, \$10 per ton.

PETROLEUM.

Trade remains much as before. We quote, in 5 to 10 brl. lots, imperial gallon, Toronto: Canadian, 12 to 12½c.; carbon safety, 15½ to 16c.; Canadian water white, 16 to 17c.; American water white, 18 to 19c.; photogene, 20c.

The Petrolia Advertiser in its weekly report says:—"Petrolia Crude: 93 cents per brl. Oil Springs Crude: 94½c. per brl. Refined, 5¾ to 6¼ cents in bulk, or 8½ to 9 cents in barrels in car lots f.o.b. here. The crude market is much firmer, although there is no advance in the price. Oil men are anxiously watching developments in Newfoundland, whither some of the drillers have gone to search for the greasy fluid."

MARKET NOTES.

Perkins, Ince & Co. have to hand a shipment of layer Valencia raisins.

Clemes Bros. have shipments of Tennessee apples and tomatoes to hand.

Davidson & Hay have a third shipment of Noble's lobsters, ½s., now on the way.

A shipment of new Japan tea is to hand with T. B. Escott & Co.

W. A. McClean & Co., Owen Sound, are doing a big trade in bacon, hams and long clear on Northwest account.

A shipment of Chicago meats, including potted meats in ½s. and ¼s., has been received this week by Davidson & Hay.

Dawson & Co. are in receipt of one car of tomatoes and another of "Cantelope" and "Little Gem" musk melons.

D. Gunn, Flavelle & Co. are shipping two carloads of meats to the Northwest at advanced prices.

(Continued on page 22)

ESTABLISHED 1890.

**JAMES E. PATMORE,**  
LONDON, ONTARIO.

EXPORTER OF

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

AND

Produce Commission Merchant.

**BUTTER, CHEESE AND EGGS**

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

Prompt and personal attention to all favors. Correspondence solicited.

**OLD POTATOES** Are almost out of the market, but we still have a few cars to offer.

Will be offering New Potatoes next week. We thank our numerous customers for their liberal support during past season.

**WM. HANNAH & CO.**

78 Colborne St., Toronto, Ont

**J. Hunter White**

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

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

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

**FIRSTBROOK BROS.** TORONTO, ONT.

**BOX MAKERS**  
WOOD PRINTERS, ETC.

SPECIALTIES:  
EGG CASES, SHIPPING CASES, BERRY, SOAP, SPICE AND CIGAR BOXES.

**BANANAS ORANGES**  
.. LEMONS ..

And all kinds of Tropical and Domestic Fruits.

**A. G. GIBSON & CO.,**

Correspondence Invited. TORONTO.

**FOR SALE AT A BARGAIN**

**Steam Peanut Roaster**

**HUGH WALKER & SON**

Wholesale Fruit and Commission Merchants  
GUELPH, ONT.

**Graham, McLean & Co.**

Produce and Commission Merchants

77 Colborne St. TORONTO.

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

**RUTHERFORD & HARRISON**

Wholesale Produce and Commission Merchants

76 FRONT ST. EAST, - - - TORONTO.

We are open to buy large or small quantities of

**BUTTER AND EGGS**

Write us particulars.

Correspondence invited. Consignments solicited. Egg Carriers supplied.

Liberal Advances Made on Consignments

**IF YOU WANT CASH,**

Send your Fruit and Produce

TO THE

**DOMINION PRODUCE CO.**

66 and 68 Colborne Street, Toronto

And get Highest Prices and Prompt Returns. Fruit returns remitted daily.

## MARKETS.—Continued

H. P. Eckardt & Co. are offering special value in Eleme raisins.

H. P. Eckardt & Co. have received shipment of new season's Moning Congous. Quality is exceptionally good.

The Marsh Hill creamery is putting up butter in pound prints for D. Gunn, Flavelle & Co.

Eby, Blain & Co. are in receipt of a carload of New Orleans molasses in barrels, which is said to show good value.

One hundred barrels early apples are wanted this week by White & Co., 70 Colborne street, Toronto.

Todhunter, Mitchell & Co. are introducing this season a new package of pickling spice under the name of "Dominion Mills Brand."

S. L. Vanstone, of Brantford, is advertising "Salada Ceylon Tea" in the Brantford Expositor.

Exhibits of Grand Mogul tea were at the following towns the past week: St. Thomas, Aylmer, Tilsonburg and Brantford.

M. Masuret & Co., of London, remind the trade that Tanglefoot and Hires' root beer are good sellers at a good profit just now.

See Wm. Paterson & Son's candy advt. on page 6. If in want of anything in this line, this firm can supply you.

The peanut season is now in full swing. Wm. Paterson & Son claim to be headquarters. Get samples and quotations from them.

Todhunter, Mitchell & Co. announce a big reduction in the price of Fruit Puddine, rendered possible by the changes in the tariff.

Proof vinegar is reported by T. B. Escott & Co., of London, to be going out fast. The firm report similarly in regard to "Lion Digestive Coffee."

"We have a good article in our Eagle Japan and Ceylon teas," write M. Masuret & Co., "and our friends throughout Western Ontario know it."

W. H. Gillard & Co., of Hamilton, are offering a fine range of early May pickled Japans at prices, they claim, that make the lines valuable.

The canned whole pineapple and grated pineapple, offering by Lucas, Steele & Bristol, is meeting with much favor. Their rennet wine is also going off well.

The Japan teas ex the Empress of Japan, which Lucas, Steele & Bristol delivered this week, are eye-openers. Their customers are much pleased with the quality.

Davidson & Hay report the arrival of new season's Moning and Panyong Congou teas. They were received Monday, and the honor of being the first on the market is claimed for them.

Intending exhibitors at the Toronto Industrial Exhibition will do well to bear in

mind that the last day for entries for manufacturers is the 11th of August next. As there is no exhibition at Montreal this year there are unusual demands for space, and applications should be made early.

The Retail Grocers' Association of London held its annual picnic Wednesday, but at the hour of going to press our report had not arrived. It will appear next week.

W. H. Gillard & Co. report that their customers almost to a man handle New York ginger ale, and that their average sales of this are 150 cases a day during the hot weather.

A new supply of the Myrtle peaches are now in Lucas, Steele & Bristol's warehouse. They also have some of the Derby brand. This firm offer very attractive sardines from Dandicolle & Gaudin, of Bordeaux.

P. C. Larkin & Co. report the opening last week of three good agencies for the sale of Salada Ceylon tea in the city of Brantford. Moral: When you have a good thing to sell, advertise it in THE GROCER.

The Toronto Biscuit and Confectionery Co. get out a new biscuit every little while, the last one being "Peach Cake," and it has proved a bonanza to everybody handling it. We have been presented with a sample, and can speak from experience.

The John on-Locke Mercantile Company, of San Francisco, commission merchants, have telegraphed Walter Baker & Company as follows: "You have just been awarded special prize at Midwinter Fair, which exceeds in value and consideration gold medal, and is highest award Exposition gives. Congratulations."

Crops along the line of the Midland and Northern railways are in excellent condition. The farmers are now in the midst of haying, but unfortunately their barley and fall wheat crops are awaiting the sickle, leaving them in the position with three crops on their hands demanding attention at the same time.

Agencies for the sale of Salada Ceylon tea were opened in the following towns during the week ending July 14th: Grimsby, Waterdown, Dundas, Simcoe, Port Dover, Jarvis, Hagersville, and Caledonia; and during the past week at Preston, Drayton, Palmerston, Mount Forest, Moorfield, Maple, Acton, Hespeler, and Fergus. P. C. Larkin & Co. report the sale of "Salada," to have increased in Toronto during the last three months to more than three times what it was during the same three months of last year. It is now on sale in 432 stores in Toronto alone.

Goods entered for consumption in June amount to \$9,421,493, and duty collected, \$1,285,374. This shows a decrease of \$2,579,557 in volume, and \$569,324 in duty. The exports for the month were \$13,225,873, showing the slight falling off of \$146,422 from last June.

## MONTREAL MARKETS.

MONTREAL, July 26, 1894.

## GROCERIES.

THERE is little change to note in the grocery market, which does not present many new features this week, nor is business as a whole especially active, but rather dull. In consequence of the unsettled feeling in New York there has been an uncertain tone about sugar, but up to the time of this writing business was doing from the refineries at the prices we quoted last week. In syrups and molasses trade is of the quiet order, with nothing very special to mention. The same can be said of coffees and spices. New crop Japan teas are now actually on the market. As we pointed out specially last week their cost is reasonable and the quality desirable, but so far no great occasion of activity is to note. In dried fruit the bareness of the market of Valencia raisins is the sole feature. There has been notable activity in canned goods in the matter of ordering fresh supplies of salmon and fruit, the details of which are given below. Values on salmon, it will be seen, are higher. Other lines furnish nothing calling for special mention here.

## SUGAR.

There has been little change in the actual position of the sugar market during the week, though the excitement in New York consequent upon the developments at Washington caused an unsettled feeling. However, though higher prices have been spoken of in consequence of this, the basis from the refinery is still 4½c. for granulated, the decline noted in our last, which is the ruling figure up to the time of this writing. On yellows the range is 3 1-16 to 3¼c. The demand at these prices has been of moderate volume, and refiners complain that the turn-over is not what it should be for this season. Outside advices regarding New York and London continue of much the same tenor.

## SYRUP.

There has been no change in the syrup market, demand continuing slow. Despite the fact that one refiner has cleared out his stock, there is no lack of supplies here. The tone is steady, prices ruling unchanged at 2 to 2½c. for bright and 1 to 1¼c. for dark.

## MOLASSES.

No new or important feature has transpired since our last in the molasses market. At the time of writing the demand is limited and sales are confined to small lots for actual wants. There is no change in prices which we quote: Round lots 28c., car lots 29c. and single puncheons 30c.

## TEA.

The only noticeable feature in the tea market is the fact that new crop Japans, ex Empress of India, are now on the market, and some sales have transpired at 14 to 20c. On the whole, however, the demand is not



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

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

GEORGE MCWILLIAM. FRANK EVERIST  
 TELEPHONE 645.  
**MCWILLIAM & EVERIST**  
 GENERAL... **FRUIT**  
 Commission Merchants  
 25 and 27 Church street,  
 TORONTO, ONT.  
 Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.  
 All orders will receive our best attention.

**LARD**  
 Especially put up for the best family trade in  
 Guaranteed Pure Kettle Rendered.  
**1 LB. BOXES**  
 Convenient, the best way to handle lard.  
 All our Meats are branded with our Trade Mark  
  
 Burnt in the Skin of Each piece.  
**F. W. FEARMAN HAMILTON**

**MATCHLESS STOVE POLISH**  
  
 Will Please Your Customers.  
 MATCHLESS  
 IMPROVED No. 1  
**MATCHLESS STOVE POLISH**  
 REQUIRES NO MIXING. NO DUST. LITTLE LABOR. GOOD POLISH. DURABLE.  
 DIRECTIONS.—Apply with damp Woolen Cloth or Brush. Polish with a dry Woolen Cloth or Brush.  
 KEEP COVER ON BOXES  
 ROBT. RALSTON & CO. MANUFACTURERS HAMILTON, ONT.

**MONTREAL MARKETS—Continued.**  
 specially brisk. As we have noted, however, the tenor of primary advices continues firm, and with further arrivals of new crop business in teas should expand shortly to more generous proportions. The quality of the new goods offering is desirable, and the cost very reasonable, so that this should be an inducement. We quote: Japan teas, common, 10 to 13c.; medium, 14 to 17c.; fine, 18 to 21½c.; and choicest, 23 to 29c.

**COFFEES.**  
 There has been a fair business doing in coffees, 25 and 50 bags of Maracaibo changing hands at 19 to 19½c., and smaller lots at 20½ to 22c. We quote: Java, 24 to 28c.; Mocha, 25 to 28c.; Maracaibo, 19 to 21c.; Jamaica, 19 to 21c., and Rio, 18 to 21c.

**SPICES.**  
 There is no change in spices, which rule steady in value, with a fair business doing on the basis last quoted. We quote: Black pepper, 6 to 7½c.; white pepper, 10 to 12½c.; cloves, 7½ to 9c.; cassia, 9 to 10c.; nutmegs, 60 to 90c., and Jamaica ginger, 15 to 18c.

**RICE.**  
 A fair average business is doing in rice, and the market rules moderately active and steady. We quote: Standard, \$3.45 to \$3.70; Japan, \$3.95 to \$4.25, and Patna, \$4.25 to \$4.75.

**DRIED FRUIT.**  
 Remarks made last week regarding dried fruit may be repeated, and until offers are made to arrive on new supplies the market is not apt to be interesting. California stock has been offering here in the place of Mediterranean fruit, the stocks of which, as already noted, are exhausted. In fact, as THE GROCER pointed out early in the summer, the new fruit will arrive on a market better fitted to receive them than ever before. There is no change in currants, which meet a small jobbing demand at former prices. We quote: Off stalk Valencias, 4½ to 4¾c.; fine, 5 to 5¼c.; layers, 6 to 6½c.; currants, 3 to 3½c.

**NUTS.**  
 There is no change in nuts, business in which is of a hand to mouth character. We quote: Almonds at 11½ to 12c.; shelled do., 23 to 29c.; shelled walnuts, 18  
 (Continued on page 26)



**THE Eureka Refrigerator,**  
 PATENT.  
 Manufactured by the Eureka Refrigerator Co., of Toronto. 54 Noble St.  
**Wilbert Hoey**  
 Manager  
 This cut shows our grocer refrigerator in three sizes. We also keep in stock a large assortment for family use.  
 Send for Catalogue.

Produce Consignments  
 SOLICITED BY  
**WITT, MACAULAY & CO.**  
 64 Colborne St., TORONTO  
 HIGHEST PRICES QUICK RETURNS

**WILLIAM RYAN, PORK PACKER**  
 —AND—  
**COMMISSION MERCHANT**  
 Consignments of BUTTER, EGGS and COUNTRY PRODUCE Solicited.  
 70 and 72 Front St. East, Toronto, Ont.

**S. K. MOYER,**  
 Fruit and Commission Merchant  
 76 COLBORNE ST., TORONTO, ONT.  
 DEALER IN FRESH FISH, BANANAS, LEMONS, DOMESTIC FRUITS and VEGETABLES.  
 Orders Solicited.

**D. GUNN, FLAVELLE & CO.**  
 Maple Leaf Brand  
**SMOKED MEATS**  
 AND—  
**PURE LARD**  
 WRITE FOR PRICES  
 76-80 Front St. East, Toronto

**Klenzine**  
 100 8-oz. Packages in each Box.  
  
**FOR WASHING—CLEANING AND SCRUBBING**  
 RUB NO MORE!  
 Washes clothes without hard labor, or injury to hands or fabric.  
 Manufactured by The Klenzine Co., Chicago, Ill  
 Sole Agent for Canada  
**JOHN A. MOODY,**  
 Commission Merchant,  
 LONDON, ONT.  
 GRAIN, FLOUR and PRODUCE.  
 Price \$3 per box for quick orders

# FLOUR AND FEED

**S**PEAKING on the subject of the flour and feed trade, city dealers state that there is little flour selling owing to the lack of home baking that is being done and the number of people that are out of town. Breakfast cereals, such as rolled oats, etc., are also moving very slowly. The demand for feed is about the average, considering the season, and some dealers report trade in this line a little more brisk than it was last summer. There is very little demand for hay, and it is selling at from \$8.50 to \$10 in car lots. Straw is slow and there is no demand for bale straw, though there is some sheaf straw selling. Bran and shorts are quiet, but there is a fair demand for chicken feed. City dealers say that people are buying very lightly this month, and that collections are hard owing to the fact that people have recently paid their taxes and are short of ready money. There has been some cutting of prices during the recent dull times, but not so much as in many other lines, the margin being too small to allow much cutting.

## THE MARKETS.

### TORONTO.

**FLOUR**—There is but little change in prices. Manitoba has dropped 10c. per brl., and strong bakers' is selling at 5c. per brl. less than last week.

**BRAN**—There is a very small demand and dealers are not carrying large stocks. City mills are selling at from \$13.50 to \$14 per ton.

**SHORTS**—Trade is quiet and no change in price is reported. City mills are selling at \$16 per ton.

**SCREENINGS**—The demand is fairly good at from \$12 to \$12.50 per ton.

### MONTREAL.

The demand for flour on local account continues good, and the market in consequence is fairly active and about steady. There was also some enquiry for export, but cables were easier and bids lower, which millers would not accept. Winter wheat, \$3.60 to \$3.70; Manitoba patents, best brands, \$3.50 to \$3.60; straight roller, \$3; extra, \$2.75 to \$2.90; superfine, \$2.50 to \$2.65; Manitoba strong bakers', \$3.40 to \$3.50; Manitoba strong bakers', best brands, \$3.45 to \$3.50.

In feed an active business is doing for this season of the year; in fact, millers state they never remember being kept so closely sold up at this period before. One firm reports sales of 17 car loads of bran at \$15, and a large quantity of shorts at \$17. Mouillie is also moving freely at \$20. Bran, \$15; shorts, \$17; mouillie, \$20.

The market for oatmeal rules quiet, with only a fair jobbing trade doing at about quotations. Standard, brls., \$4.25 to \$4.30; granulated, brls., \$4.25 to \$4.30; rolled oats, brls., \$4.50 to \$4.60; pot barley, per brl., \$3.90; split peas, per brl., \$3.40.

### ST. JOHN, N.B.

In flour market is dull and weak with little prospect of being better. Oatmeal is now above the best flour, and a strong market with prices a little higher. Cornmeal is up five cents with market firm. Middlings continue scarce and high. Oats are lower. Hay very weak with prospects of a very large crop. We quote: Manitoba, \$4.25 to \$4.35; best Ontario, \$3.50 to \$3.60; medium, \$3.35 to \$3.50; oatmeal, standard, \$4.65 to \$4.75; rolled, \$4.65 to \$4.75; cornmeal, \$2.70 to \$2.75; granulated, \$3.50; middlings on track, \$21; bran, \$19 to \$21; cottonseed meal per ton \$30; oats, on track, N. B. and Ontario, 45 to 47c.; beans, h.p., \$1.55 to \$1.60; prime, \$1.45 to \$1.50; split peas, \$3.65 to \$3.85; round peas, \$3.65 to \$3.75; pot barley, \$3.85 to \$4.00; hay on track, \$10 to \$10.50.

The British ship Clan Robertson, of some 1,900 tons, is now en route to this port from Hong Kong with a cargo of tea under charter to the C. P. R. Her cargo consists of about 2,500 tons. She left Hong Kong on July 6, and is expected here about the middle of next month.—News, Vancouver.

## A BUSINESS FINDER.

Cobwebs: How do you find business?

Rustle: Advertise for it, of course.

No amount of argument can suppress the fact that a good advertisement, rightly placed, is a business finder; and when trade is slow is just the time advertising should be pushed in the most careful and persistent manner possible.—Exchange.

## "SALADA"

CEYLON TEA  
IN LEAD PACKETS.

Retailed at 40, 50, and 60 cts.

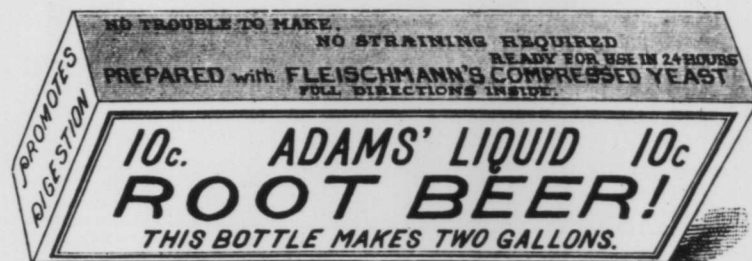
If you want your Tea trade to be a pleasure as well as a profit, apply for the Agency of "Salada" if we are not already represented in your town.

P. C. LARKIN & CO.

WHOLESALE AGENTS.

25 Front St. East.

TORONTO.



10 AND 25c. SIZE.

The Canadian Specialty Co.

Dominion Agents.

38 Front St. East, TORONTO, ONT.



W. A. McCLEAN & CO.

Pork Packers - Owen Sound

CURERS OF THE FAMOUS—

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

WRITE FOR QUOTATIONS

... WE OFFER OUR ...

# Queen Brand of Flour



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

M. McLAUGHLIN & CO.

TELEPHONE 636.

Royal Dominion Mills, TORONTO.



## Park, Blackwell

& CO., Ltd.

**PORK PACKERS**

AND

Wholesale Provision Merchants

**TORONTO**

Lowest prices to the trade.

SAMPLE ORDER SOLICITED.

## 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 Oat hulls in carloads or less quantities, write or wire, and will reply promptly. Can ship via Canadian Pacific or Grand Trunk Railways.



## FOAM YEAST

A NEW DISCOVERY. TRY IT.

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

36 packages to a box, price \$1.00.

A sample box sent to any address. Acknowledged by all who have tried it, **THE BEST.**

**FOAM YEAST CO.**

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

## BARTON'S BAKING POWDER

PUREST, BEST AND GOES FARTHEST  
Phoenix Coffee and Spice Mills, Toronto

## MONTREAL MARKETS—Continued

to 21c.; Grenoble walnuts, 11½ to 12c.; filberts, 7½ to 8c.; pecans, 7½ to 8c.; Brazils, 9 to 10c., and peanuts, 7 to 9c.

## CANNED GOODS.

There has been considerable business in canned goods on this market since the date of last writing. Salmon has been one of the active lines, the feeling ruling strong, while a noticeable advance in values has been established. Sales are reported of 1,000 cases, Lynx brand at \$3.60 f. o. b. on the coast, and they are now held firm at \$3.65 f. o. b. on the coast. Another lot of 50 cases of Clover Leaf was placed at \$4.15 for flats and \$3.65 for talls. There has been a good enquiry for canned fruit, 100 box lots of evaporated apricots changing hands at 8½ to 9c. per lb. on the coast and 50 case lots \$1.90 delivered in Montreal, also 50 case lots of peaches at \$2 to \$2.50 Montreal. In addition to this large purchasing of future supplies quite a movement in a small way has transpired in pears, green gages, cherries and assorted plums. We quote: Lobsters, \$6 to \$6.50 per case; sardines, \$8.50 to \$9.50; salmon, \$1.15 to \$1.30 per doz; tomatoes, 80 to 85c. per doz.; peaches, \$2 to \$2.10 per doz.; corn, 85 to 90c. per doz., and marrowfat peas, 85 to 90c. per doz.

## GREEN FRUITS.

There has been no receipt of California green fruit up to the date of the present writing since our last. A fair amount of oranges are changing hands at firm prices. Rodi oranges received towards the close of last week are selling well at quotations. Lemons also meet a fair sale and rule firm under light supplies. There is a fair demand for bannas. Receipts of cherries are light and values higher. Gooseberries, raspberries, and currants, all meet a fair enquiry. We quote: Oranges, \$4 to \$5; lemons, \$3.50 to \$4.50 per box; bananas, \$1 to \$2 per bunch; cherries, Canadian, \$1 to \$1.50 per basket; gooseberries, 50 to 75c. per basket; raspberries, 10c. per box; currants, 5 to 6c. per box.

## COUNTRY PRODUCE.

With large receipts and warm weather and a falling off in the demand, the egg market is weak at present, and values rule easy at 10 to 11c., with a possibility of a decline before the end of the week. New potatoes are selling freely at \$1.50 to \$2 per brl. In hops the market is very quiet in sympathy with the position across the lines. We quote a range of 12 to 13c. for best lots, and old lots 3 to 7c. as to quality.

## PROVISIONS.

A fair amount of business was transacted in local provisions. The demand for pork is limited, which is usually the case at this season of the year, but the movement of hams, bacon and lard is very good. On the whole the market is fairly active and steady. Canadian short cut, heavy, \$18.50 to \$20; do., light, \$17.50 to \$18.50; hams, city cured, per lb., 10 to 13c.; lard, Canadian, in pails,

9½ to 10c.; bacon, per lb., 10 to 12c.; lard, common refined, per lb., 7¼ to 7½c.

## BUTTER.

The butter market remains much the same, and though a lower price is talked of, it is questionable whether 19c. could be cut upon if it was a question of a lot of strictly fancy fine creamery. As a matter of fact there may be said to be more or less of a premium on A1 goods, owing to their scarcity. On the other hand, there is an oversufficiency of goods that will not grade up to finest, and this constitutes an easy feature, for factory men are anxious to realize on these goods if they can, and are comparatively free sellers. With regard to the position on the other side, mail advices of eight or ten days ago convey the impression that a great deal depends on the price of Danish butter, which at the date of writing exhibited a firmer tendency, whether there will be money in Canadian creamery at about its present level or not. It also conveyed the idea that the Britishers were watching the Canadian market more closely than they have done previously this season. We quote: Fine creamery, 19 to 19¼c.; creamery seconds, 18 to 18¼c.; fine townships, 16 to 17c.; fine western, 15½ to 16c.

## CHEESE.

The cheese market is unsettled, though there are indications apparent which make it probable that an order for cheese may possibly be filled cheaper than it could a week ago. In fact, it is possible now in the case of Eastern cheese, on which it may be said that a decline is actually established. It is different, however, in the case of Western goods, which could hardly be got under 9¾ to 9½c., certainly not under the inside. It is worthy of note, however, despite the easier feeling, that there are some orders in the market for cheese at a price. These possibly came under the head of business by firms who regularly ship a certain quantity per month and have it already placed. Some of the business was put through on Tuesday, among which was the purchase of a leading Ottawa valley combination involving 1,000 boxes, partly June and July, at 9¼c.; it is understood, however, this is not given officially as the exact figures were put. At the wharf on Monday the offerings were 4,000 boxes odd, all of which were sold, the ruling price being 9¾c. This is a decline of an ¼c., and in consequence of it we reduce our price on Eastern cheese a fraction. At St. Hyacinthe, also, it is understood that 3,000 boxes or so were bought at 9c. Finest Western colored, 9¾ to 9½c.; finest Western white, 9¾ to 9½c.; finest Eastern, colored, 9½ to 9¼c.; finest Eastern white, 9½ to 9¼c.; under grades, 8¾ to 8½c.; cable, 45s. 6d.

## LIVE STOCK.

The receipts of live stock at the Montreal stock yards at Point St. Charles for the week ending July 21 were 4,142 cattle, 2,270 sheep, 635 hogs, and 170 calves. The feature of

this market to-day was the sharp advance in hogs of 35 to 40c. per 100 lbs., which was due to the small run and the active demand both here and in the West for light weights. Business was active and sales were made freely at \$5.50 to \$5.70 per 100 lbs. live weight. The market for cattle was weak and prices slow, a decline of fully ¼ to ½c. per lb. on account of the heavy supplies and the large number of inferior beasts. A few lots of the best butchers' changed hands at 3 to 3½c., while common to inferior were offered down as low as 1½ to 2¼c. per lb. without meeting with a buyer. A few choice bunches of sheep for export sold at 3½ to 3¾c. per lb., and butchers paid for a few to 3¼c. per lb. live weight. Calves were in light supply and met with a good demand at prices ranging from \$2 to \$8 each as to size and quality.

At the East End abattoir this morning the offerings of live stock were 500 cattle, 250 sheep and lambs, 150 calves, and 20 lean hogs. On the whole business at this market was quiet, and values were lower in sympathy with other markets. A few shippers were present, and some small lots of the best stock offered were taken at 3¾ to 4c. per lb. The attendance of butchers was small, and the demand was limited, owing to the continued warm weather, consequently sales were slow. Choice beeves sold at 3½c.; good at 3 to 3¼c.; fair at 2½ to 3c.; common, at 2 to 2½c.; and inferior, at 1½ to 2c. per lb., live weight. The demand for sheep and lambs was good, and as the supply was not large, prices showed no change. All the best sheep were picked up by shippers at 3½c. per lb., live weight, while butchers paid from 4 to 5c. each, and lambs brought from \$2.50 to \$3.50 each, as to size and quality. Calves met with a ready sale at prices ranging from \$2 to \$8 each, as to size and quality, and the lean hogs sold at \$3 to \$7 each.

## ASHES.

There is no change in the market for ashes, business being quiet and values about steady. We quote: First pots, \$4; seconds, \$3.65; pearls, \$5.40 to \$5.50 per 100 lbs.

THE . . .

## STRATHROY CANNING AND PRESERVING CO.

Packers of all kinds of

(LIMITED.)

### Fruits . . . Vegetables and Meats

All goods guaranteed first-class.

Office and Factory:

STRATHROY, ONTARIO.

**Keep It In Mind**

THAT  
THE DOVER APPLE CO.  
OF PORT DOVER

Are manufacturers of the best  
and cheapest

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

Quotations promptly sent on application

**Again Ahead**



Try a sample case  
of our Bottled  
Pickles, put up in

PURE  
MALT  
VINEGAR

They are the best  
goods packed in  
Canada.

**The Kent Canning  
& Pickling Co.**

CHATHAM, ONT.

IMPROVEMENT THE ORDER OF THE AGE

—AND—

**The "LION BRAND"**

Canned Goods Leads !!

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

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

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

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

**ROYAL  
DANDELION  
COFFEE**

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

Henry J. Keighley, Manager.

468 King st West.

Telephone 1610.

**LYTLE'S  
PICKLES**



Are Superior to all  
others.

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

**LION "L" BRAND**

REGISTERED  
TRADE  
MARK.

PURE GOODS.

JAMS,  
JELLIES,  
VINEGARS,  
PICKLES.



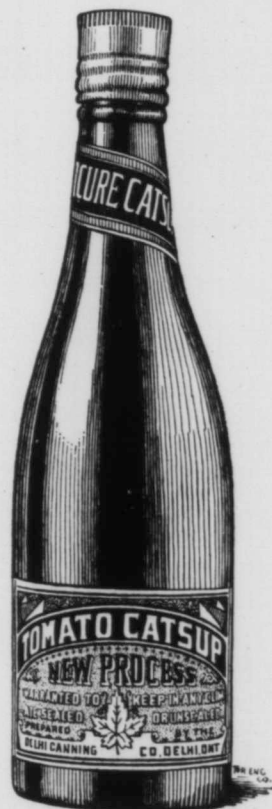
The largest  
factory of the  
kind in the Do-  
minion.

DIPLOMA  
AND MEDAL  
Toronto Exhi-  
bition, 1893.

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

**Money** OR **Reputation**

Which are you after? If it's money, then let us say right here—"Epicure" Tomato Catsup pays good profits, and sells on its merits. If you seek reputation—then handle first-class goods only, and do not delay one minute in ordering "Epicure" Tomato Catsup.



**Delhi Canning Co.**

DELHI, ONT.

## MONTREAL TRADE NOTES.

Vipond McBride & Co. note a good demand for bananas. They have turned over several good lines recently.

Wm. Duckworth, of Caverhill, Hughes & Co., has gone to the Maine seaside for a short holiday.

Cable reports to Rose & Laflamme quote new Halloween dates at 15s. cost, freight and insurance, to arrive.

The expectation is that the increased receipts of new crop Japans will have the effect of expanding the volume of business in teas.

A large and complete assortment of Crosse & Blackwell's well known specialties have just been received by Caverhill, Hughes & Co.

W. C. Wonham, of Walter R. Wonham & Sons, left Tuesday night on a short western trip. Mr. Wonham has just got back from a business visit to Great Britain.

Laporte, Martin & Co. have just received a large consignment of their Japan teas, branded "Victoria" and "Princess Louise." These are good value and well worth a trial.

So far no definite offers to arrive on new crop Valencia raisins have been made of a reliable nature. However 19s. has been spoken of and the expectation here seems to be for a high opening.

Tetley's Tea had a stand at the retail grocers' picnic last week, and people had a chance of judging for themselves of its qualities. Mr. Brown does not neglect any opportunity of pushing the goods he represents.

Advices to Wm. T. Costigan & Co. state that the pack of canned salmon on the coast, owing to recent occurrences, is going to be considerably short of that of last year. Prices have also advanced sharply on the coast.

## ST. JOHN, N.B., MARKETS.

ST. JOHN, N.B., July 26, 1894.

**I**F there is any change in the state of trade here, it is for the better. The decline in the price of hay, and a good demand for it reported from parts of the West Indies, caused it to form quite an important part in the outward cargo of the last steamer, and a reported large crop favors continued low prices. In the lumber market business continues quiet. There is a great deal of pushing being done by the wholesale houses here now in blended tea, each house having its own brand—which is, of course, the best. One of our leading houses intends putting a team on the road. Tea is about the one article which at all pays a profit, and as a good blend is local to the firm selling it—that is, controlled by them—it means if a blend once establishes itself, that a continued profit is the outcome.

**SPICE**—Demand fair. Prices continue steady, no change being reported here. We quote: Cream of tartar, brls., 17½ to 18½c.

boxes, 20 to 25c.; nutmegs, 60 to 90c.; cassia, 18 to 20c.; cloves, whole, 15 to 20c.; ground, 20 to 25c.; ginger, 18 to 22c.; pepper, 12 to 16c.; bicarb. soda, \$2.30 to \$2.38; sal. soda, 1 to 1½c.

**SALT**—Another small cargo of some 5,000 sacks is to hand. Demand fair. We quote: Coarse, 48 to 50c.; factory filled, 95c. to \$1; wood boxes, 20 lb., 20c.; 10 lb., 12c.; brls., 10c.; bags, \$3.10; 5 lb. bags, \$3.25.

**CANNED GOODS**—Demand is better. Stocks of vegetables, particularly corn, are running low. Gallon apples are scarce. We quote: Corn, 90 to 95c.; peas, 90c.; tomatoes, 95c. to \$1; gallon apples, \$2.50; oysters, 1's, \$1.50; 2's, \$2.25; corned beef, 1 lb. tins, \$1.65; 2 lb. tins, \$2.65; salmon, \$1.35 to \$1.40; lobsters, \$1.75 to \$2; peaches, 2's, \$1.70 to \$1.90; 3's, \$2.70 to \$2.90.

**TOBACCO**—McDonald's brands are having more competition than for some time, though they are still the chief brands. Prices quoted are: Crown, 43c.; Pilot, 45c.; Index, 43c.; Napoleon, 49c. McAlpin's brands: Beaver, 62c.; Tecumseh, 65c.; Jubilee, 49c.; Gold Shield, 49c.; Woodcock, 53c.; Army and Navy, 45c. Tuckett's sell at: Smoking tobacco, T. & B. Myrtle Navy, 59c.; Lily, 46c.; Myrtle cut, 70c.; chewing, T. & B., long black, 48c.; Mahogany, 12s., 48c.; Mahogany, 7s., 48c.

**OILS**—Prices are off ½c. on illuminating oils, and an improvement is reported in the quality of Canadian prime oil owing to improvements in its manufacture. Prices to-day are: Burning oil, best American, 18c.; best Canadian, 17c.; prime do, 13½c., 60 days, no charge for barrel. Linseed, raw, 56 to 59c.; boiled, 59 to 62c. Turpentine, 45 to 47c. Cod oil, 28 to 30c. Seal oil, steam refined, 40 to 45c.; pale, 38 to 43c. Olive oil, commercial, 90c. to \$1. Castor oil, commercial, 6½ to 7c. Extra lard oil, 65 to 70c.; No. 1 lard oil, 60 to 65c.

**DRIED FRUIT AND NUTS**—Demand for Egyptian prunes, owing to their being so much lower than usual and of good quality, is particularly good. The sale of California loose muscatels continues. The fact that Valencia layers are out of the market is giving a splendid chance to this grade of fruit to become popular, and being undoubtedly a better summer fruit, it will, from the appearance now, be a stayer. Though price of nuts is low, the demand is quiet. Sultana raisins, 7 to 7½c.; Valentias, 5½ to 5¾c.; London layers, \$2.10 to \$2.20; loose muscatels, 6½ to 7c.; prunes, 5½ to 6c.; currants, barrels, 3½ to 4c.; cases, 4 to 5c.; dried apples, 6¾ to 7c.; dates, 5 to 6c.; figs, 10 to 12c.; Egyptian onions, 2 to 2¼c.; French walnuts, 11 to 12c.; Grenobles, 13 to 15c.; almonds, 13 to 14c.; Brazil, 11 to 12c.; filberts, 9½ to 10c.; pecans, 12 to 13c.; peanuts, 10 to 11c.

**GREEN FRUIT**—The small fruit business is at its height. Strawberries are about over; in no year have they sold lower. While the

cultivated have sold well, one shipment to Boston being 90 crates—4,900 boxes equal 150 bushels—the demand for wild ones in bulk is not up to other years. Raspberries are just beginning. Cherries are not in as large quantities as last year; demand good. The reports from Nova Scotia are for a large plum crop, but a much smaller apple crop than last year. American apples are quoted. Oranges are higher, Messina in boxes being about all there are offering. Gooseberries are plentiful and low. New apples \$6 per brl. We quote: Lemons, \$3.75 to \$4; Messina oranges, \$5; pineapples, \$1.50 to \$2; bananas, \$2 to \$2.50; cucumbers, 45 to 50c.; strawberries, 7 to 8c.; watermelons, 45 to 60; gooseberries, 30 to 40c. per basket; cherries, N. S., 25 to 30c.

**DAIRY PRODUCTS**—N. B. cheese are now offering freely, and are of extra quality. The price has not followed the advance in Ontario owing to the number of factories in competition and the competition of cheap Quebec products. For creamery butter there is but little demand, they holding their price too high for the market. Good dairy is in fair demand. Eggs are slow and buyers very particular. Cheese, 10½c.; butter, 16 to 17c.; eggs, 8½ to 9½c.

**MOLASSES**—Another cargo of Barbadoes is unloading this week. Demand fair. Stocks fairly large. New Barbadoes, 27 to 28c.; fancy Porto Rico, 43c.; choice, 35c.; Antigua, 27 to 28c.; St. Croix, 27c.; sugar syrup, 35c.

**SUGAR**—Demand good. Prices are firm. There is no change in prices. Granulated, \$4.30 to \$4.40; extra C. white, 3¾ to 4c.; bright yellow, 3¾ to 3¼c.; yellow, 3¾ to 3½c.; dark yellow, 3¼ to 3¾c.; Barbadoes, 3¾ to 4c.; Paris lump, 6 to 6¼c.

**FISH**—All dried are firmer, particularly pollock. On account of the low prices at which large cod have been selling fishermen are not sending them here. A few Newfoundland pickled herring are for sale here. Large cod, \$3.25 to \$3.50; medium, \$3.25; haddock, \$1.75; pollock, \$1.65 to \$1.75; salmon, fresh, 11 to 12c. per lb.; bay herring, half brl., \$1.40 to \$1.50; smoked herring, medium, 11 to 12c.; lengthwise, 10 to 11c.

**PROVISIONS**—No changes are reported; demand high. Clear mess pork, \$19 to \$20.50; P.E.I. mess, \$16.50 to \$17; prime mess, \$13.50 to \$14; plate beef, \$13.50 to \$14; extra plate, \$13.75 to \$14.25; pure lard, 10 to 11c.; compound, 8½ to 9½c.; cortolt n<sup>o</sup>, 9¾ to 10c.

Under the Forbes system of drainage, some 5,000 acres of land in Ra'eigh township, Kent county, at one time deemed almost valueless by reason of the inundation which yearly overtook it, have been reclaimed, and a ride recently throughout the reclaimed section revealed 3,000 acres with splendid ripening wheat, which is judged to yield 30 to 35 bushels per acre, while the remainder of the land is more or less under profitable cultivation.

JOLIETTE CANADIAN  
**LEAF TOBACCO**  
 Is cheap and good, and nets the  
 retailer a handsome profit.  
 JOLIETTE TOBACCO CO.  
 JOLIETTE, P.Q.  
 F. W. HUDSON & CO., TORONTO,  
 Canadian Agents.

**WILSON'S  
 PURE MALT  
 VINEGAR**

BAY ST., TORONTO

Made on the English principle.  
 Equal to the Imported and at  
 less cost.

.. WRITE FOR PRICES ..

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



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

**GEO. ROSSITER,**  
 Brush Manufacturer,  
 10 to 14 Pape Avenue, TORONTO

Machine Brushes Made to Order  
 SEND FOR PRICE LISTS

**Books for Retailers**  
 Published for the good of the trade.

**Ideas for Hardware Merchants**  
 As its name implies it is full of ideas  
 for the retail hardware merchant.  
 PRICE, 50 CENTS (Half Price)

**Buying, Handling and Selling of Tea**  
 Being the experience of the most  
 prominent and successful merchants.  
 PRICE, 25 CENTS.

**Pitfalls of the Dry Goods Trade**  
 This is another batch of Prize Essays  
 full of valuable information.  
 PRICE, 10 CENTS  
 Sent, postpaid, on receipt of price.

THE CANADIAN GROCER  
 TORONTO.

You  
 Want  
**Salt**

**WE SELL IT.**

WE HAVE

Windsor salt in 5 grades.  
 Extra fine Table, Fine Table,  
 Dairy, Cheese and Common  
 Fine, 20 different packages.  
 From barrels to glass jars.

**TORONTO SALT WORKS**  
 128 Adelaide St. East,  
 Tel. 2437. ....TORONTO

**GROCERS** Increase your trade  
 by selling . . .

**Golden Finnan Haddies**



EVERY CAN GUARANTEED

Canners Agents:

**NORTHROP & CO. ST. JOHN, N.B.**

McLAREN'S

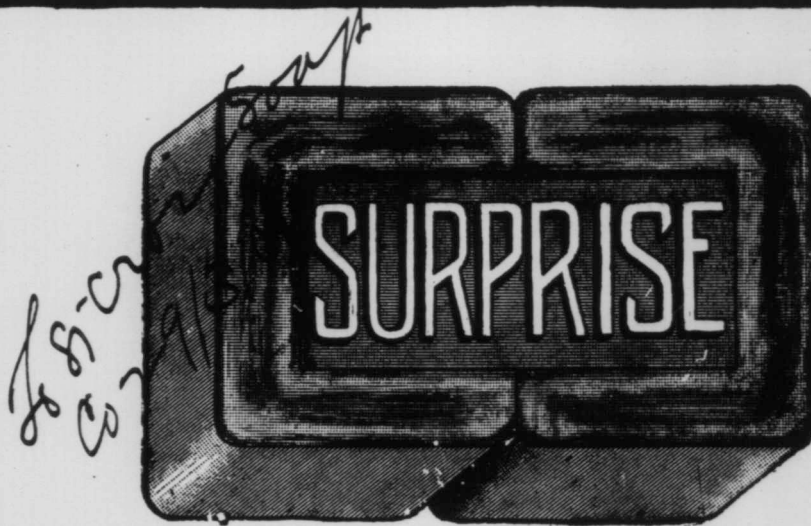


Is Honest Goods and just  
 the Thing on Which to  
 make or Extend a Busi-  
 ness.

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

**BARTON'S BAKING POWDER**

PUREST, BEST AND GOES FARTHEST  
 Phoenix Coffee and Spice Mills, Toronto



**SURPRISE SOAP** has a steady sale all over Canada. It is **Standard**.  
You can be as sure of selling it as you cansugar. The profit is good.

## BRANCHES—

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

The St. Croix Soap Mfg. Co.,  
St. Stephen, N.B.

## PERSONAL MENTION.

**G**EO. F. Anderson, cashier of the Pure Gold Manufacturing Co., left Wednesday last for Manitoba and the Northwest. He will be away about two months.

H. E. Ralston, of Robt. Ralston & Co., Hamilton, Ont., left for Manitoba and N. W. T., on the 20th inst., and will call on the grocery and hardware trades.

C. McLennan, formerly with Gilmour Bros., of Brockville, and now representing Lucas, Steele & Bristol in the west, is making many new friends. His eastern customers will be pleased to hear this.

Charlie Leaney, North Shore traveler for W. H. Gillard & Co., took a holiday to himself last week, and together with W. H. MacDougal, of White River, hied himself unto the home of the restive trout for which White River is noted, with the result that the head of the firm received three fine ones the other morning, totalling nine lbs. thirteen ounces, the largest going three lbs. eight ounces. It's good to have travelers who can catch trout as well as orders.

J. R. Vert, representing the F. F. Dalley Co., of Hamilton, left Tuesday for Montreal with the special purpose of introducing the new blacking, the "English Army," which the firm is putting on the market.

Major John Sloan, of Sloan & Crowther, is still unable to attend business on account

of the cold caught when at camp a few weeks ago with the G. G. B. G., of which he is quarter-master.

Capt. James Adams, of Smith & Keighley, received a letter this week from R. B. Ellis, for many years a leading broker on the street, but who left a couple of months ago for British Columbia to take charge of the Manufacturers' Life Insurance business in that province. In the letter Mr. Ellis speaks in eulogistic terms of his new home, and tells of giant trees which it required twenty-one paces to circumnavigate. Mr. Ellis' friends are glad that he finds his surroundings agreeable.

## U. S. SUGAR CONSUMPTION.

The sugar consumption of the United States for the first half of 1894 as compared with three preceding years was, according to Willett & Gray, 902,116 tons for 1894, against 907,725 tons in 1893, and 821,392 tons in 1892. The decrease this year is 5,609 tons, which follows an increase of 86,333 tons in the year 1893. Under normal conditions there is always an increase in consumption from year to year, but the general depression throughout the country has caused the decrease this year. The sugar consumed during the six months consists of 108,400 tons of domestic production and 793,716 tons of foreign production.

## POOR SUGAR.

EDITOR GROCER,—Complaints are to hand all the time about the poor quality of coffee sugars in the market; also the heavy, bad-flavored yellows we are getting. Retailers all over are kicking—and no wonder. The light-colored sugars have to be taken out with hammer and chisel or pickaxe, while with the yellows a dipper might at times answer.

I was under the impression that with the recent uncalled for addition to the syrup duties, our refiners could afford to rid their sugars of moisture, but it appears the more they get the more they want.

July 24, 1894.

TRAVELER.

## B.C. SALMON NEWS.

Several of the canneries have now begun packing, though the run of fish is still very limited. The fishermen are still getting a considerable number of very fine spring salmon, and large consignments of these are going forward to Montreal several times a week.—News, Vancouver, July 13.

The first shipment of salmon this season has been made by the A. B. C. P. Co.'s Skeena river canneries. The Danube, which came down from the north last Friday, brought with her 1,000 cases in all, consisting of 300 cases of flats and 700 cases of tall, which are now being distributed to various points.—News, Vancouver, July 17.



## A YANKEE TRICK.

SOME time back reference was made in these columns to the memorial of the British Columbia Legislature setting forth the fact that at Point Roberts, in United States territory, close to the mouth of the Fraser River, salmon fishing and canning operations were being carried on to the detriment of the Fraser River industry. It was pointed out that practically these people were amenable to no fishery regulations and that it was therefore advisable that the British Government should acquire the small strip of territory in question either by purchase or exchange. The memorial was duly forwarded; but nothing further has been heard on the subject. The other day, however, the British Columbia Board of Trade were informed by Agent-General Beeton, in London, that 7,500 cases of salmon on passage from San Francisco to London, had been labelled as "Fraser River salmon," whereas the fish were caught and canned at Point Roberts, Washington. He had, therefore, officially represented to the Customs Commissioner, that the labelling was contrary to the Merchandise Mark Act, and detrimental to the Fraser River salmon industry, and asked that the labels be removed from the tins before the goods were permitted to leave the docks. This action on the part of Mr. Beeton is highly commendable and it is to be hoped that his course in the matter will have the result of stirring up British red-tapeism and securing the action which the situation demands.—B.C. Commercial Journal.

## NEW FISH-PREPARING PROCESS.

Prepared fish by a new process is being put on the market by Aikenhead & Sloan, Church street, Toronto. It is put up in sealed glass jars, two different sizes, and the package is nicely labelled and is attractive. The fish put up is white fish and trout, and a commendable feature is that if the consumers did not use all the contents of one jar, it could be put away in the same vessel till required. The price to the retail trade is \$2.40 per dozen for the large jars and \$1.50 per dozen for the small jars. As the firm cannot get all the jars they require, the supply for the next few weeks will be limited.

## COWAN'S HYGIENIC COCOA

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

THE COWAN CO., Ltd.  
Toronto, Canada.

# SOAPS

*Eclipse Bar*

*Morse's Mottled*

*Morse's Best*

ARE THE LEADING

## LAUNDRY SOAPS

AND WILL PLEASE YOUR TRADE.

Manufactured only by

BRANCHES :

Montreal  
Winnipeg  
Vancouver

## JOHN TAYLOR & CO.

PROPRIETORS

Morse Soap Works, Toronto

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

### .. ODART'S SPECIALTIES ..

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

**ODART'S PICKLE - AND - ODART'S SAUCE**

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

## BARTON'S BAKING POWDER

PUREST, BEST AND GOES FARTHEST  
Phoenix Coffee and Spice Mills, Toronto

## CIRCULATING CIRCULARS.

BY NATHANIEL C. FOWLER, JR.

**A**LL men who circulate circulars are not fools, but every fool circulates circulars.

The centre of all advertising is the regular advertisement in the regular periodical.

The men who have built up business without the use of periodical advertising can be counted on the fingers of one hand exclusive of the thumb.

It is safer to follow the rule of success than the law of exception.

Because one man by peculiarly constructed ability, coupled with unusual luck and an almost unconscious grasping of opportunities, has made success along any particular line, does not prove that you and I and others can duplicate his success.

There are certain fundamental principles of debit and credit, of buying and selling, of store management, of regulation of prices, and of advertising, and he who would be successful must follow standard rules more than run in the road of any unproven-to-be-successful originality.

There is as much danger in over-originality as in under-originality.

Brains may be but varnish thick.

That which looks well on the outside may be rotten on the inside.

Fundamental principles owe their origin to the trunk, not to the bark of the tree.

Without the healthy inside the outside can only look healthy, and is not likely to look so long.

The cheaper class of merchants and others who depend entirely upon transient trade, and whose success is even more transient than their business, generally adopt the flyer or circular as the bringer-in of trade.

They do so because the first cost is less than that of the newspaper advertisement, and because they imagine that by controlling the circulation of their own individual medium they reach the people as they want to reach them.

They simply fool themselves.

Do not think I believe there is no value in the dodger, the flyer, and the circular, because there is.

Every product of the printing press can be used to advantage.

The forceps that are all right for pulling teeth, may not be suited for the unscrewing of a nut on a carriage axle.

In the adaption of the method is the success of it.

The flyer which is distributed from house to house is worth a little less than the cost of the white paper, unless such flyer is inclosed in an envelope, personally directed, and delivered by a trustworthy carrier.

Millions of dollars have been thrown away in the production and distribution of cir-

culars, some of them printed in gilt upon coated paper, when the same amount of money expended in the newspaper advertisement would have brought permanent as well as transient business.

Wholesalers, and the majority of retailers, are obliged to issue descriptive catalogues and price lists, but to these I am not referring.

I simply have reference to the so-called dodger, or flyer, which is distributed upon the street, or thrown upon the doorsteps.

A circus can use flyers to advantage, for everybody is interested in a circus, principally because it comes but once a year, and the mere mention of a circus attracts attention; but the success of a circus is of a transient sort—transient in each particular town.

If the business man is going to carry his goods in a cart, and can burn enough red fire around the cart to make himself as prominent as a Barnum, then he can use circulars and exaggerated statements to advantage, but the majority of business men prefer to stay in the same store, on the same street, as long as they can.

Ninety-nine per cent. of the flyers contain from one to twenty-five times too much matter.

Does the merchant ever read circulars of other concerns?

Does his wife pay any attention to the bills handed her at the door?

If he doesn't notice other people's circulars, if his wife pays no attention to them, why should he expect others to read his circulars?

Because a circular reads well to the merchant, to his wife, and to his doctor and minister, is no reason that the circular will read well to those to whom it is sent.

The question is, will the people who can be made to become buyers read the circular?

If they will, send them out, send out a million, send out any number, but don't send them out unless you are reasonably sure of returns, and even then, the circular advertisement, except for the cheapest stores on the cheapest street in the cheapest towns, will never bring adequate return.

The following presents in reduced form a conventional circular. It does not well illustrate it, because the space does not permit of sufficient matter, but the selection of type, and the crowding together of sentences are fairly correct, and no worse than in 90 per cent. of the circulars distributed in any town:

## NOTICE.

The undersigned begs to announce that he has just received large shipments of choice molasses, fine teas, and pure coffees, Bridegroom flour, Kentucky sardines, Egyptian prunes, sticky salt, lemons, exhilarated cheese, dairy butter, and all other things in the grocery line. Good goods at low prices. Please give me a call.

**JOHN SMITH,**  
44 Smith Ave.

In the first place, the word "notice" has no place in business economy. It is right upon the announcements of railroads and express companies, but it never should be used in announcing any line of goods. The firm name at the bottom is in type at least four times too large. The golden rule of advertising is to advertise the goods for sale—not the man who sells them. So many articles are offered that the merchant has produced a conglomeration which will not be read by anybody.

The following is calculated to present an effective circular. It has no heading, largely because the majority of circulars have headings:

I have 200 lbs. of the best 25-cent butter I ever had, and there won't be any of it left day after to-morrow.

**JOHN SMITH,**

44 Smith Av., SMITHVILLE.

The above presents a clean, definite statement, one that will be read and appreciated.

The following advertisement gives another idea of the extreme of brevity:

## CHICKENLESS EGGS.

I have just chartered two hundred hens, and they are to lay eggs only for me. The hens and the eggs are guaranteed.

**JOHN SMITH, 44 Smith Av., Smithville.**

### WHAT BRITISH COLUMBIA CLAIMS.

At the annual meeting of the Victoria, B. C., Board of Trade an exhaustive report was presented. It showed that according to the population of British Columbia, it was the largest manufacturing Province in the Dominion, the number of employees having increased 300 per cent. during the year. Trade continued healthy but not so great as during the previous two years. The Dominion Insolvency Act was approved. The following officers were elected: President, A. C. Flummerfelt; Vice-President, C. E. Renoult; Secretary, F. Etworthy; Council, D. R. Ker, G. Leiser, W. H. Ellis, L. C. Fletcher, H. Bostock, A. B. Gray, H. E. Connon, and H. Croft, with a large Arbitration Committee.



N.B.—The old STANDARD BRAND of HORSESHOE BRAND SALMON still takes the lead, and affords the greatest satisfaction to both dealer and consumer, and its uniform excellence in quality and weight has no equal.

EVERY CAN WARRANTED.

We are also packers of the well and favorably known brands of BEAVER, COLUMBIA and TIGER, all guaranteed prime RED fish.

ALL LIVE GROCERS KEEP THEM.

**J. H. TODD & SON,**  
Victoria, B.C., Owners.

AGENTS—Geo. Stanway, Toronto,  
Agent for Ontario,  
W. S. Goodhugh & Co., Montreal.  
Tees & Pesse, Winnipeg.

**E. A. SHOEBOTHAM**

Broker and Mfrs.' Agent

Representing: LONDON, ONT.

THE FOAM YEAST CO., Toronto. FARWELL & RHINE'S Diabetic and Gluten Flour, Barley Crystals, Watertown, New York. EASY-BRIGHT Stove and Shoe Paste and Polishes, Buffalo, N.Y. THE EDWARDS' PATENT Bar Lunch, School and Shopping Basket, Toronto, Ont. Etc., Etc.

Orders Solicited. Our Goods are Guaranteed

**The British Columbia Commercial Journal**

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

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

SUBSCRIPTION \$2.00 PER YEAR.

Advertising Rates made known on Application

77 JOHNSON ST., VICTORIA, B.C.

**WILL EXCEL ALL OTHERS**

Canada's Great

**INDUSTRIAL**

FAIR

TORONTO

SEPT. 3 TO 15

1894

FAST IMPROVEMENTS THIS YEAR

Exhibits and Attractions Greater and Grander than Ever

ALL ENTRIES CLOSE AUGUST 11th

The Best Holiday Outing of the Year.  
Cheap Excursions on all Railways.

J. J. WITHROW, President  
H. J. HILL, Manager, Toronto

**YOUNG & SMYLYE'S**

**Licorice...**



LEADS

The increasing consumption of Pure Licorice in the Dominion, proves that a good thing is always quickly recognized. Don't forget Y. & S. when getting your supplies.

SEE QUOTATIONS.

**BATTY & CO., LONDON, ENGLAND**

Batty's Nabob Pickles

Crown Pickles

Batty's Nabob Sauce

Batty's Worcester Sauce



For sale by Leading Wholesale Grocers.

WRIGHT & COPP, Dominion Agents Toronto

**Watson's Mexican Sweet Chocolate**

Is absolutely pure, nothing whatever being added but sugar and flavor. For icing cakes or making a cup of Good Chocolate it has no equal.

TRY IT.

Put up in 5c. Tablets.

**BARTON'S BAKING POWDER**

PUREST, BEST AND GOES FARTHEST  
Phoenix Coffee and Spice Mills, Toronto

**The Perfection Mixer,**  
For Tea, Coffee, Spice or Flour.  
Combined Barrel-truck and Rack  
The Handy Counter Changer

MANUFACTURED ONLY BY  
**J. A. GOWANS,** Designer and Manufacturer  
of Special Machinery,  
144 QUEEN ST. WEST, TORONTO.

**WILLIAM ARCHER,** Carpenter and Store Fitter  
VALUATOR,  
STORE, OFFICE AND SHOW ROOM FITTER.  
All classes of Store Fittings, Exhibition Cases  
Show Cases, etc., from the Cheapest to the Most  
Elaborate, made well, quick, and at Reasonable  
Charges. Alterations, Repairs. Estimates Free.  
Post cards promptly attended to.  
114 SPADINA AVENUE,  
Cor. of Adelaide St., **Toronto.**



**CHOCOLAT MENIER** Is Now For Sale  
Everywhere  
in the  
United States  
and  
Canada  
as its use as a table bev-  
erage  
in place of

**Tea, Coffee or Cocoa**  
has become quite universal.

It Nourishes and Strengthens  
If served ICED DURING WARM WEA-  
THER it is most  
Delicious and Invigorating

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

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

**WALTER BAKER & CO.**



The Largest  
Manufacturers of  
**Cocoa and Chocolate**  
IN THIS COUNTRY,  
have received from the Judges  
of the  
**World's  
Columbian  
Exposition**  
**The Highest Awards**  
(Medals and Diplomas)

on each of the following articles, namely:

**BREAKFAST COCOA,  
PREMIUM NO. 1 CHOCOLATE,  
GERMAN SWEET CHOCOLATE,  
VANILLA CHOCOLATE,  
COCOA BUTTER,**

For "purity of material," "excellent  
flavor," and "uniform even composition."

SOLD BY GROCERS EVERYWHERE.

**W. BAKER & CO.,** Dorchester, Mass. U.S.A.  
Branch House, 6 Hospital St., Montreal.

Highest Prize at Chicago.



WILSON'S IMPROVED

**SCALES**

Refrigerators, Butcher Tools

**C. Wilson & Son**

69 Esplanade St. East

Special Prices this month. **TORONTO.**

**A. PAXTON & CO.**

Commission Merchants  
72 Colborne St. - **TORONTO**  
Quote Butter easier for low grades; choice,  
same. Eggs, 11c. Raspberries in pails, 7c.  
Give us a trial.

**EDWARD STILL**

Assignee, Accountant, Auditor, etc.  
1 Toronto Street, **TORONTO.**  
Commercial Accounts and those of Estates, Munic-  
ipalities, etc., thoroughly audited and investigated.  
Charters obtained for Joint Stock Companies.  
Auditor for  
**J. B. McLEAN Publishing Co., Toronto.**



FINEST

**British  
Columbia  
Salmon**

**TURNER, BEETON & CO.**

Owners the old and celebrated  
Skeena River Brands:

**VICTORIA, B.C.**

"Inverness" and "Balmoral"

AGENTS

WATT & SCOTT  
Montreal

WATT & SCOTT  
Toronto

GRANT, OXLEY & CO.  
Halifax

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

**IT TAKES THE LEAD**



THE "ACME" OF SUCCESS IN TEA BLENDING

**JOSEPH TETLEY & CO.**

**MONTREAL.**

**TORONTO.**

**BARTON'S BAKING POWDER**

PUREST, BEST AND GOES FARTHEST  
Phoenix Coffee and Spice Mills, Toronto

# See the Point?



It's time to order Pickling Spice.  
Drop a Card for samples of our  
5 and 10 cent packages. See  
our travellers.

**PURE GOLD MFG. CO.**  
TORONTO

## DRY GOODS.

### TORONTO MARKET.

ANY wholesale house that has not been making special efforts to secure orders has had a quiet time of it during the past week. Domestic goods have been exceedingly dull. The mills are receiving more orders than formerly, but jobbers cannot report the same. Fall goods generally are receiving fair attention from retailers, but the orders are not large.

Collections are very poor. Retailers are renewing in all directions in a way that is discouraging. Wholesalers are frowning on renewals as much as they can, but still find many cases in which they are absolutely necessary. August 4th is looked forward to with much anxiety, although the amount of paper falling due on that day is not so great as usual.

John Macdonald & Co. report a very fair business in sorting orders, owing to the fact that their ranges are very large and their shelves replete with goods needed for present trade. Their fall stock of tapestry and brussels carpets is to hand and being opened up. The range of new designs is very comprehensive. Harvest suits are in good demand at prices nearly ten per cent. lower than last season. Overalls to retail from 50 cents to \$1, flannelette shirts to retail from 30 cents to \$1, and a special line of English braces with heavy fittings, to retail at 25 cents, are three lines much in demand at

present. Spot and stripe flannels for ladies' blouses, wrappers and dressing jackets are shown in good range. Red and blue cotton handkerchiefs are in full stock.

### MONTREAL MARKET.

The wholesale dry goods trade here generally is quiet, though some of the larger general houses report fair sorting orders. It is held, however, that the latter do not compare favorably with those of the same time last year, though some of the houses do report that their fall orders to date are ahead of those of the corresponding period in 1893.

White cotton for future delivery is said to be in good demand, and colored cottons and flannelettes are still in firm request.

There has been a slight change for the better in payments, but the gain, on the average, is not of a very appreciable kind.

## SEASONABLE WINDOW DRESSING.

This is the season for camping outings, and the grocers should make hay while the sun shines.

Many grocers are making a specialty of catering to camping parties and have cards in their show windows to that effect.

Some have their windows dressed to resemble a camping scene. A small tent is placed in the centre of the window, the bottom of which has been strewn with sand, and on the table inside, and surrounding the tent, are arranged tinned meats, condensed milk and various other suitable goods. They make attractive displays.

## A GROCER'S AWFUL BLUNDER.

When the assistant assessors start on their rounds they are notified by the Board of Principal Assessors to tell who they are before asking any questions. One of them, according to a Boston paper, neglected to do this a few days ago when he entered a grocery store, and the proprietor, mistaking him for a representative of Bradstreet's, gave him a fund of figures that almost took his breath away. The grocer said much, however, when he got his tax bill. How a small store could contain so much valuable merchandise was more than the assistant could understand, but he was there to get values, so he said nothing.

The Centre Support is a new device put in the bottom of every Tanglefoot Holder. It is a simple mechanism calculated to raise and support the centre of the sheet of fly paper in the Holder. A sheet thus raised will catch flies much faster than if it lies flat. The Support can be lowered readily when desired to place the Holders in piles. Ten Holders are placed in every case—one in each box—and are intended for presenting with every first liberal sale of Tanglefoot from the box. Every time you sell a case of Tanglefoot you have an opportunity to please ten customers by giving them gratis just what they care for when buying fly paper. The careful dealer takes advantage of this. The Holders are protected by letters-patent.

**BUSINESS CHANGES.**

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**W** H. Merrill, merchant, Montreal, carrying on business under the name of W. H. Merrill & Co., has assigned at the demand of Gault Bros. & Co., with liabilities of about \$3,000. The principal creditors are: Gault Bros. & Co., \$1,250; John Macdonald & Co., Toronto, \$1,000.

S. & J. Armstrong, mills, etc., McKellar, are offering to compromise.

J. G. Oliver & Co., wines and liquors, Toronto, have assigned to E. R. C. Clarkson.

L. M. Jacks, general merchant, Caughnawaga, Que., has assigned.

C. O. Campagne, grocer, Sorel, Que., has assigned.

A St. Philippe (Que.) general merchant, named D. Longtin, has assigned.

J. F. Allen & Co., general store, Copleston, have assigned to C. B. Armstrong.

John Armstrong, grocer, Peterboro', is offering to compromise at 25c. on the dollar.

George Eadie, crockery merchant, Notre Dame street, Montreal, has assigned to Kent & Turcotte.

Charles Swift, boots and shoes, Church street, Toronto, has assigned with liabilities of \$500.

A. H. Johnston, of Mowatt & Johnston, boots and shoes, Brockville, is offering the creditors 65c. on the dollar.

Thos. Hoskin, boots and shoes, Queen west, has effected a compromise with his creditors at 35c. on the dollar.

J. Frappier & Co., grocers, Montreal, have assigned. E. Auclair, in the same line of business at St. Vincent de Paul, has done likewise.

George Bevelockway, general merchant, Nanaimo, B.C., is offering to compromise at 50c. on the dollar.

J. S. Baxter, grocer, Smith's Falls, is offering to compromise at 40c. on the dollar—cash.

A meeting of the creditors of Isabella J. Thomas, grocer, Isabella and Yonge streets, was held a few days ago, when a statement of affairs showed an apparent surplus of \$700. The stock was ordered to be sold.

Marson & Brosseau, grain, etc., Montreal, who have been in difficulties for a long time, made an abandonment of their estate Monday on demand of Duar Mireault. The liabilities are nearly \$200,000. The largest creditor is the Ontario Bank, for \$60,000, only half secured.

Joseph Schaffer, who for more than 30 years has carried on business at Paris, has, on account of several suits against him, been forced to place his affairs in the hands of Richard Tew, assignee, of Toronto. Liabilities, \$5,000. Assets between \$15,000 and \$20,000.



# GRAND MOGUL TEA

Has such a rich full flavor.

Pedlars can't buy it to compete with the regular grocer.

Any pedlar can handle bulk Teas and claim to sell a less than the regular trade do.

Grand Mogul Tea will never be sold to Pedlars.

We protect the grocer.

Our exhibit is now going through the country offering a cup of Grand Mogul Tea to each and all free.

## T. B. ESCOTT & CO.

Sole Agents.

1-2 AND 1 LB. AIR-TIGHT PACKAGES.

NOW IS THE TIME TO ORDER...

# PICKLE SPICE

Last year you had trouble through buying cheap bulk goods. This year you can secure the gratitude of your customers by selling our new

## Dominion Mills Pickle Spice

In 10 cent packages. Extra large size.

The Right Combination. The Right Flavor.  
The Best Value. No Other Like It.

## Todhunter, Mitchell & Co.

TORONTO

# GONDENSED MINGE MEAT

Delicious Mince Pies every day in the year.

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

Sells at all Seasons.

Will not ferment in warm weather.



The best and Cheapest Mince Meat on Earth.

Price reduced to \$12.00 per gross, net.

J. H. WETHEY,  
St. Catharines  
Ont.

T. O'Connell, general merchant, Digby, N.S., has assigned to R. G. Monroe.

Mrs. John W. McLellan, general merchant, Strathlorne, N.S., has assigned.

Rupert Pratt, grocer, Welfville, N.S., has assigned.

Spence & Tucker, lobster packers, Port Elgin, N.B., have assigned.

SALES MADE AND PENDING.

The stock of Isabella J. Thomas, grocer, Yonge street, Toronto, is to be sold by auction on the 25th.

The stock of Anderson Bros., grocers, Toronto, has been sold.

The book debts of L. J. Desrosiers, grocer, Montreal, has been sold at 29c. on the dollar.

The stock of Mowatt & Johnston, boots and shoes, Brockville, has been sold at 75c. on the dollar.

CHANGES.

Mrs. J. A. Stewart, general merchant, Constance, Ont., has sold out to T. Andrew.

A. Hudgin, grocer, Toronto, has sold out store at Dundas and Argyll street to J. W. Shunk.

FIRES.

Sills' roller mills at Meyersburg, near Campbellford, were destroyed by fire Saturday; cause believed to be incendiarism; loss, \$20,000; insurance, \$10,400.

At Clinton, the other day, Cook's flour and feed shop, Young's bakery, and Cantelon Bros' grocery, were slightly damaged by fire, and two stables belonging to Young and Cantelon were burned, as also a fine hound, which was tied in Cantelon's stable.

DEATHS.

T. G. Anderson, general merchant, Arden Man., is dead.

OUR CREAMERY IN ENGLAND.

A new trade is being inaugurated by Marples, Jones & Co., of Mathew street, Liverpool, who have just commenced operations with their first consignment of mild Canadian creamery butter. It is as nearly as possible the same texture and character as Danish creamery butter, and is clean, sweet, and uniform throughout. The consignees are selling it at 88s. to 90s, packed in kiels or 56-lb. boxes. There will henceforward be regular weekly shipments from Ontario and Quebec. The venture should be not only a successful but a popular one, for traders should prefer colonial to foreign produce. Canadian cheese sells largely now in this country, and there is no reason why Canadian creamery butter should not have an equally large sale, and why the enterprising firm who are introducing it should not "do" thousands of packages a week. The butter, it might be said, will take a few days longer on the voyage, but it will get less knocking about than the Continental product, there being but one transshipment. —Grocers' Review, Manchester.

25      IT WILL PAY YOU      25  
to handle our special

**X FINE CARPET BROOM**

RETAILS AT 25 CENTS

Made of Choice Short Corn, Solid Weight, Velvet Finish, Var-  
nished Handle. Freight allowed on 6 dozen lots.

**Chas. Boeckh & Sons**  
Manufacturers  
Toronto

25      All Orders Promptly Filled.      25

You can get a beautiful

**Glass Jar Free**

By buying the equivalent of five boxes Pepsin Tutti Frutti. The gum is packed in it and makes a fine display. It is a handsome article. It is square with bevel corners and ground-in stopper. Capacity four pounds. GET ONE.

**ADAMS & SONS CO.**  
11 and 13 Jarvis Street - TORONTO, ONT.  
Lithographic cards representing Glass Jar sent on application.



Sold by the  
Wholesale  
Grocery  
Trade and  
the  
Manufacturers,

**THE HAMILTON**  
**COFFEE AND**  
**SPICE CO**

Sales  
Increase  
Yearly  
—  
It Holds Trade

A TOTAL  
ECLIPSE

**JOHNSTON'S FLUID BEEF**

Eclipses all Meat Extracts  
and Home-made Beef Tea

IT IS **FIFTY TIMES** As  
Nourishing

And makes a Strengthening and  
Invigorating Beverage.

— PREPARED BY —

**The Johnston Fluid Beef Co., Montreal**

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

**GROCERS** RE-PACKING from will save money using our baskets.

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



SEND FOR PRICE.

**ST. CATHARINES BOX AND BASKET COMPANY**  
ST. CATHARINES, ONT.



**ASK FOR MOTT'S**

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

OTHER SPECIALTIES.  
NOUGAT  
RAHAT LAKUHM  
ALMOND ROCK  
EL MAHNA

**CALLARD & BOWSER'S**



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

MEDALS AND DIPLOMAS.  
PARIS  
SYDNEY  
MELBOURNE

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

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

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

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

THE BEST !!

GOES THE FARTHEST

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

Highest Exhibition Honors.  
Prize Medal, Chicago, 1893

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

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

**BARTON'S BAKING POWDER**

PUREST, BEST AND GOES FARTHEST  
Phoenix Coffee and Spice Mills, Toronto





AH, THERE!!!

QUITE SO!

# Keen's Mustard

Has a reputation of over  
One Hundred and Fifty Years

IT IS THE BEST IN THE WORLD

## CURRENT MARKET QUOTATIONS

TORONTO, July 20, 1894  
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	19 80
5 lb. cans, 1 doz. in case	19 80
4 lb. cans, 1 doz. in case	16 00
2 1/2 lb. cans, 1 and 2 doz in case	10 50
16 oz. cans, 1, 2 and 4 doz. in case	4 60
12 oz. cans, 2 and 4 doz. in case	3 70
8 oz. cans, 2 and 4 doz. in case	2 40
6 oz. cans, 2 and 4 doz in case	1 90
4 oz. cans, 4 and 6 doz in case	1 25
Munn's No. 1, in tins	2 00
" " " " " "	75
Cook's Friend—	
size 1, in 2 and 4 doz boxes	\$2 40
" " 10, in 4 doz boxes	2 10
" " 2, in 6 " "	80
" " 12, in 6 " "	70
" " 3, in 4 " "	45
Round tins, 3 doz. in case	2 00
12 oz tins, 3 doz in case	2 40



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

GILLARD & CO., PROPRIETORS.

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

BARTON'S BAKING POWDER.

1 lb. sealer jars, 2 doz. in case	2 25
1 1/2 lb. jelly jars, 2 " "	2 25
3/4 lb. " " " "	1 25
2 lb. fancy enamelled tins 2 doz	2 75
1 lb. tins, 2 doz. in case	2 00
1 lb. " 3 " " "	1 20
1 lb. " 4 " " "	0 75

### BISCUITS.

TORONTO BISCUIT & CONFECTIONERY CO	
Abernethy	8 1/2
Arrowroot	10 1/2
Butter	6
" " 3 lbs.	20
Cabin	7 1/2
Cottage	8 1/2
Digestive	8
Daisy Wafer	16
Garibaldi	9
Gingerbread	10
Ginger Nuts	10
Graham Wafer	9
Lemon	10
Milk	9
Nic Nac	12

BLACKING.	
Spanish, No. 3	4 50
" " 5	8 00
" " 10	9 00
Japanese, No. 3	4 50
" " 5	7 50
Jaquot's French No. 3	3 00
" " " 3	4 50
" " " 4	6 00
" " " 5	9 00
" " " 1-gross Cabinets, asst.	7 50
Egyptian, No. 1	9 00
" " 2	4 50

P. G. FRENCH BLACKING.	
No. 4	\$4 00
No. 6	4 50
No. 8	7 25
No 10	25
P. G. FRENCH DRESSING	
No. 7, 1 or 2 doz. in box	\$2 00
No. 4	1 75
RALSTON'S FRENCH	
No. 1	\$9 00
" 2	4 80
" 3	3 60
" "	4 50

BLACK LEAD.	
NIXEY'S	
Refined in 1d., 2d., 4d. and 1s. packages, (8 1/2 lb. boxes)	7s 6d \$2 25
Jubilee in 1 oz. and 2 oz. round blocks in cartons (9 lb. boxes)	4s 3d 3 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	4s 3d 3 00
13 lb. in large 1d. pkts, 2 gross	8s 6d 3 00
13 lb. in large 1d. pkts, 1 gross	7s 6d 2 50
13 lb. in large 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.	
Per gross	
Silver Star Stove Paste	9 00
Matchless silver polish	24 00
MATCHLESS STOVE PASTE POLISH	
No. 1	9 00
" 2	7 20
" 3	4 80

### BLUE.

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

### KNIFE POLISH.

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

### CORN BROOMS.

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

BARTON'S BAKING POWDER

PUREST, BEST AND GOES FARTHEST

MUNN'S BONELESS CODFISH.

NEW ARRIVALS.

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

SKINLESS CODFISH in 100 lb. Cases.

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

Stewart Munn & Co., MONTREAL.

FOR PICNICS AND GARDEN PARTIES

Nelson's Brilliant Gelatine is the Best.

Nelson's Jelly Tablets

Economical, Convenient, Delightful.

WHOLESALE OF

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

Prices Current Continued—

Table with 2 columns: Description (Standard, Do. do. 4 strings, etc.), Price (\$2.90, \$2.75, etc.)

CANNED GOODS.

Table with 2 columns: Description (Apples, Blackberries, Blueberries, Beans, Corn, etc.), Price (Per doz, \$0.95, \$1.00, etc.)

Table with 2 columns: Description (Sardines, Mackerel, Salmon, etc.), Price (Per 100, \$1.10, \$1.15, etc.)

CANNED MEATS.

Table with 2 columns: Description (Comp. Corn Beef, Mince Collops, Lunch Tongue), Price (\$1.50, \$1.60, \$2.50, etc.)

Table with 2 columns: Description (English Brawn, Camb. Sausage, Soups, Soups & Bouilli), Price (\$6.90, \$2.75, \$4.00, etc.)

CHEWING GUM.

ADAMS & SONS CO.

Table with 2 columns: Description (Cutti Frutti, Pepsin Tutti Frutti, Orange Blossom, etc.), Price (\$1.20, \$0.90, \$1.00, etc.)

C. R. SOMERVILLE.

Table with 2 columns: Description (Mexican Fruit, Pepsin, Sweet Sugar Cane, Celery, etc.), Price (120, 70, 100, etc.)

CHOCOLATES & COCOAS.

CADSBURY'S.

Table with 2 columns: Description (Cocoa essence, Mexican chocolate, Rock chocolate, Cocoa nibs, etc.), Price (\$1.65, \$0.40, \$0.37, etc.)

TODHUNTER, MITCHELL & CO.'S

Table with 2 columns: Description (Chocolate, French, Caracacas, etc.), Price (Per lb, \$0.30, \$0.35, etc.)

FRY'S (A. P. Tippet & Co., Agents)

Table with 2 columns: Description (Chocolate, Caracacas, Gold Medal, etc.), Price (Per lb, \$0.40, \$0.30, etc.)

JOHN P. MOTT & CO.'S

Table with 2 columns: Description (R. S. McIndoe, Mott's Broma, Mott's Prepared Cocoa, etc.), Price (\$0.30, \$0.25, \$0.32, etc.)

COWAN COCOA AND CHOCOLATE CO.

Table with 2 columns: Description (Hygienic Cocoa, Cocoa Essence, Soluble Cocoa, etc.), Price (\$3.75, \$2.25, \$2.00, etc.)

WALTER BAKER & CO.'S

Table with 2 columns: Description (Chocolate, Premium No. 1, Baker's Vanilla, etc.), Price (Per lb, \$0.45, \$0.60, etc.)

Grocers' Style, in boxes 6 lbs each

Table with 2 columns: Description (Cakes to the lb., Soluble Chocolate, In canisters, Breakfast Cocoa, etc.), Price (\$0.25, \$0.55, \$0.52, etc.)

MENIER FABRICANT DE CHOCOLAT.

Table with 2 columns: Description (Paris et Noisiel, Yellow wrapper, Chamois, Pink, Blue, Green, Lilac, Bronze, White Glace, etc.), Price (Per 120 lb, Per 12 lb, \$0.34, \$0.43, etc.)

Fancy Chocolates.

Table with 2 columns: Description (Fingers, Pastilles, Yellow wrapper, Green, etc.), Price (Per box, \$0.36, \$0.40, etc.)

CLOTHES PINS.

Table with 2 columns: Description (5 gross, single & 10bx lots, Star, 4 doz. in package, cotton bags), Price (0.60, 0.65, 1.25, etc.)

COFFEE.

Table with 2 columns: Description (Mocha, Old Government Java, Rio, Platation Ceylon, Porto Rico, Guatemala, Jamaica, Maracaibo, Cafaroma), Price (c. per lb, 28.53, 25.35, etc.)

TODHUNTER, MITCHELL & CO.'S

Table with 2 columns: Description (Excelsior Blend, Our Own, Jersey, Laguayra, Mocha and Java, Old Government Java, Arabian Mocha, Maracaibo, Santos), Price (\$1.31, \$1.32, \$1.30, etc.)

DRUGS AND CHEMICALS

Table with 2 columns: Description (Alum, Blue Vitriol, Brimstone, Borax, Camphor, Carbolic Acid, Castor Oil, Cream Tartar, Epsom Salts), Price (lb \$0.02, \$0.03, \$0.07, etc.)

RECKITT'S Blue and Black Lead (ALWAYS GIVE YOUR CUSTOMERS SATISFACTION.)



**EDWARDSBURG**  
**Starch Company**  
 CARDINAL, ONT.

Sole Manufacturers of the Celebrated

**BENSON'S**

Canada Prepared Corn  
 Silver Gloss and  
 Satin Starch

USE NO OTHER

Prices current, continued.

**PICKLES, SAUCES, SOUPS.**

Wright & Copp, Agents, Toronto.

Snider's Tomato Catsup, per doz	5 50
" " " pts	3 50
" " " 1/2 pts	2 00
" Chili Sauce " pts	4 50
" " " 1/2 pts	3 25
Snider's Soups (in 3 lb cans)	3 50
Tomato	3 50
Bouillon, Beef, Chicken Consomme, Chicken Gumbo, Cream of Asparagus, Cream of Celery, Cream of Corn, Cream of Green Pea, Julienne, Mock Turtle, Mulligatawny, Mutton Broth, Noodle, Oxtail, Pea, Vermicelli, Vegetable	4 00
Worcester Sauce, 1/2 pts.	\$3 60
" " 1 pt.	\$3 75
" " 2 pts.	6 25
" " 4 pts.	6 50
Pickles, all kinds, pints	3 25
" " quarts	6 00
Harvey Sauce-genuine-hlf. pts	3 25
Mushroom Catsup " "	2 25
Anchovy Sauce " "	3 25

**PRODUCE.**

Butter, creamery, tubs	\$0 20	\$0 21
" dairy, tubs, choice	0 17	0 17 1/2
" low grades to com	0 13	0 15
Butter, pound rolls	0 19	0 20
" large rolls	0 18	0 18
" store crocks	0 18	0 18
Cheese	0 19	0 19 1/2
Eggs, fresh, per doz	3 10	0 11
Beans	1 35	1 40
Onions, Egyptian, bags	2 25	2 25
Potatoes, per bbl	2 25	2 50
Honey, extracted	0 05	0 08
" section	0 14	0 15

**PROVISIONS.**

Bacon, long clear, p lb.	0 07 1/2	0 07 1/2
Mass pork	17 00	17 50
Pork, shortcut, p. bbl.	18 00	18 50
Hams, smoked, per lb.	0 10 1/2	0 11
" pickled	0 09 1/2	0 10
Breakfast Bacon	0 11	0 11 1/2
Rolls	0 04	0 08 1/2
Bacon	0 10 1/2	0 10 1/2
Lard, pure, per lb.	0 08	0 09
Compound Lard	0 07 1/2	0 07 1/2

**RICE, ETC.**

Rice, Aracan	3 1/2	3 1/2
" Patna	4 1/2	4 1/2
" Japan	5	5
" Imperial Secta	5 1/2	5 1/2
" extra Burmah	3 1/2	4
" Java extra	6 1/2	6 1/2
" Genuine Carolina	9 1/2	10
Grand Duke	6 1/2	6 1/2
Sago	4 1/2	5 1/2
Tapioca	4 1/2	5 1/2
Goathead (finest imported)	4 1/2	5 1/2



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

**SAPOLIO.**

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

**ROOT BEER.**

Adams', 10 cents size, per doz.	\$0 90
" " " per gros.	10 00
" 25 cents size, per doz.	1 75
" " " per gros.	20 00

**SPICES.**

Pepper, black, pure	\$0 14	\$0 16
Pepper, white, pure	20	28
" fine to superior	10	15
Ginger, Jamaica, pure	25	27
" African, " "	16	18
Jassia, fine to pure	20	25
Cloves, " " "	18	25
Allspice, choice to pure	12	15
Cayenne, " " "	30	35
Nutmegs, " " "	75	100
Mace, " " "	1 00	1 25
Mixed Spice, choice to pure	30	35
Cream of Tartar, fine to pure	25	32

**KEEN'S MIXED**

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

**STARCH.**

BRITISH AMERICA STARCH CO	
1st Quality White Laundry—	
3 lb. cartons, boxes, 36 lbs.	5 1/2
Ditto " " brls., 175 "	4 1/2
Ditto " " kegs, 100 "	4 1/2
Canada Laundry, bxs, 40 lbs.	4 1/2
Brantford Gloss—	
1 lb. fancy boxes, cases, 36 lbs.	7
Lily White Gloss, kegs, 100 lbs.	6 1/2
1 lb. fancy cartons, cases, 36 lbs	7
6 lb draw-lid bxs, sin c'te, 48 lbs	7
Brantford Cold Water Rice Starch—	
1 lb fancy boxes, cases, 28 lbs.	9
No. 1 Pure Prepared Corn—	
1 lb. packages, boxes, 40 lbs.	7 1/2
Challenge Prepared Corn—	
1 lb. package, boxes, 40 lbs.	7

**KINGSFORD'S OSWEGO STARCH.**



40-lb. bxs., 1-lb. pkgs., new wrappers	8 6
GLOSS 6-lb. bxs., sliding covers (12 bxs. each crate)	9
PURE 36-lb. bxs., 12 3-lb. bxs.	7 1/2
OSWEGO 40 lb. bxs., 1-lb. CORN STARCH pkgs.	8
For puddings, custards, etc.	
ONTARIO 3 1/2-lb. to 45-lb. bxs., STARCH 6 bundles	6 1/2
STARCH IN Silver Gloss	8
BARRELS Pure	7

ST. LAWRENCE STARCH CO.'S	
Culinary Starches—	
St. Lawrence corn starch	7 1/2
Durham corn starch	6 1/2
Laundry Starches—	
No. 1, White, 4 lb. Cartons	5 1/2
" " Bbls	4 1/2
" " Kegs	4 1/2

**Canada Laundry**

Ivory Gloss, six 6 lb. boxes, sliding covers	7
Ivory Gloss, fancy picture, 1 lb packs	7
Patent Starch, fancy picture, 1 lb. cartons	7 1/2

**EDWARDSBURG STARCH CO., LTD.**

Laundry Starches—	
No. 1 White or Blue, cartons	5 1/2
Canada Laundry	4 1/2
Silver Gloss, 6-lb. draw-lid bxs	7
Edwardsburg Silver Gloss, 1-lb. chromo package	7
Silver Gloss large crystals	6 1/2
Benson's Satin, 1-lb. cartons	7 1/2
No. 1 White	4 1/2

**Culinary Starch—**

W. T. Benson & Co.'s Prepared Corn	7 1/2
Canada Pure Corn	6 1/2

**Rice Starch—**

Edwardsburg No. 1 White, 1-lb. cartons	7 1/2
Edwardsburg No. 1 White or Blue, 4-lb. lumps	7 1/2

**SUGAR. c. per lb.**

Granulated	4 1/2	4 1/2
Paris Lump, bbls and 100 lb. bxs	5 1/2	5 1/2
Extra Ground, bbls Icing	5 1/2	5 1/2
Powdered, bbls	4 1/2	4 1/2
Extra bright refined	4 1/2	4 1/2
Bright Yellow	3 1/2	3 1/2
Medium	3 1/2	3 1/2
Dark yellow	3 1/2	3 1/2
Raw	3 1/2	3 1/2

**SALT.**

Bbl salt, car lots	0 90
Coarse, car lots, F.O.B.	0 60
" small lots	0 75
Dairy, car lots, F.O.B.	1 25
" small lots	1 50
" quarter-sacks	0 38
Common, fine car lots	0 70
" small lots	0 85
Rock salt, per ton	10 00
Liverpool coarse	0 75

**BARTON'S BAKING POWDER**

PUREST, BEST AND GOES FARTHEST  
 Phoenix Coffee and Spice Mills, Toronto

CRESCENT BRAND



BRUNNER, MOND & CO., Ltd.

NORTHWICH, ENGLAND

MANUFACTURERS OF

BICARBONATE of SODA

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

SODA CRYSTALS

Of the Finest Quality. In Barrels and Drums. Orders for direct importation from the Wholesale Trade only.

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

Prices current, continued--

SYRUPS AND MOLASSES.

SYRUPS.	Per gallon
Dark.....	25 30
Medium.....	30 35
Bright.....	35 40
Very Bright.....	50 00
Redpath's Honey.....	40
" " 2 gal. pails.....	1 25
" " 3 " ".....	1 50

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 32
Porto Rico, hdds.....	0 38 0 40
" " barrels.....	0 42 0 44
" " 1/2 barrels.....	0 44 0 46



AMMONIA SOAP  
72 bars per box  
1 box...\$3 00  
5 " " 2 85  
10 " " 2 75  
25 " " 2 65



1 Box Lot..... 5 00  
5 Box Lot..... 4 90  
10 Box Lot..... 4 90  
Freight prepaid on 5 Box lots.

SOAP.

Ivory Bar, 1 lb. bars.....	per lb 6
Do. 2, 6-16 and 3 lb bars.....	54
Primrose, 12 oz. cake, per doz.....	8
Sterling (100 cakes).....	4 85

MORSE'S MOTTLED

100 bars.....	\$5 25
67 bars.....	3 25



SUNLIGHT SOAP.  
1 Case..... 3 30  
5 Case lots..... 3 20  
Freight prepaid on 5 cases.

TEAS.

TETLEY'S TEA.	
No. 1 quality.....	50
" " 2.....	35

TETLEY'S COFFEES.

One quality only.....	35
-----------------------	----

CHINA GREENS

Gunpowder—	per lb
Cases, extra firsts.....	42 50
Half chests, ordinary firsts.....	29 38
Young Hyson—	
Cases, sifted, extra firsts.....	42 50
Cases, small leaf, firsts.....	35 40
Half chests, ordinary firsts.....	32 38
" " seconds.....	17 19
" " thirds.....	15 17
" " common.....	13 14

PING SUYERS.

Young Hyson—	
Half chests, firsts.....	28 32
" " seconds.....	16 19
Half boxes, firsts.....	28 32
" " seconds.....	16 19

JAPAN.

Half Chests—	
Finest May pickings.....	38 40
Choice.....	32 36
Finest.....	28 30
Pine.....	25 27
Good medium.....	32 34
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

CONGOU— BLACK.  
Half Chests Kaisow, Mon-  
ing, Paking..... 12 60  
Caddies, Paking, Kaisow... 18 50

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

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

TOBACCO AND CIGARS

British Consols, 4's; Twin Gold  
Bar, 8's..... 59c  
Ingots, rough and ready, 8's..... 57  
Laurel, 3's..... 49  
Brier, 7's..... 47  
Index, 7's..... 44  
Honeysuckle, 8's..... 56  
Napoleon, 8's..... 50  
Victoria, 12's..... 47  
Brunette, 12's..... 44  
Prince of Wales, in caddies..... 48  
" " in 40 lb boxes..... 48  
Bright Smoking Plug Myrtle, T &  
B, 3's..... 60  
Lily, 7's..... 47  
Diamond Solace, 12's..... 50  
Myrtle Cut Smoking, 1 lb tins..... 70  
1 lb pg, 6 lb boxes..... 70  
1/2 or pg, 5 lb boxes..... 70

MCALPIN TOBACCO CO.

White Barley Chewing—  
Duty paid per lb  
Beaver, 12 oz., smooth, 3x12, 5c  
and 10c cuts, 12 lb butts..... 61c.  
Do. 8 oz., R & R, 2x12, 5 and 10c  
cuts, 12 lb butts..... 61  
Do. 16 oz., R & R, 10c cuts, 2x12,  
18 lb butts..... 61  
Jubilee, 7 1/2 to lb, chocolate, 15 lb  
butts..... 58  
Prince George, 8s 2 1/2 lb caddies... 47  
Tecumseh, 9 to lb (fancy chew'g) 65  
Extra Black Chewing—  
Gold Shield, 16 oz., 7 to lb, 20 lb  
butts..... 47  
Black Chewing—  
Standard, 3rds, 4ths, 7s and 12s,  
20 lb. pkg..... 45  
Plug Smoking—  
Woodcock, 18 lb caddies, 7s..... 50  
3rds..... 50  
Sunny South, 6s and 7s, 18 lb  
caddies..... 46  
Solid Comfort, 6s, 18 lb butts... 44  
Special, 7s, extra value, 18 lb  
caddies..... 44  
Cut Tobaccos, Smoking—  
Silver Ash, 1-9ths, 5 lb boxes.... 62  
Puck, mixture, 1-9ths, 5 lb boxes 70  
Cut Cavendish, 1-9ths, 5 lb boxes 65  
Fine Cut Chewing—  
Standard Kentucky, bright, 5 lb  
pails..... 80  
Apricot, dark sweet, 5 lb pails... 65  
Terms, 30 days, less 2 per cent.

CIGARS—B. DAVIS & SONS Montreal.  
Sizes Per M

Madre E' Hijo, Lord Lansdown	\$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.....	60 00
" " Longfellow.....	60 00
" " Perfectos.....	80 00

Mango, Nine..... 35 00  
Cable, Conchas..... 30 00  
Queens..... 29 00  
Cigarettes, all Tobacco—  
Cable..... 7 00  
El Padre..... 1 00  
Mauricio..... 15 00

DOMINION CUT TOBACCO WORKS, MONTREAL.

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

CUT TOBACCOES. per lb

Puritan, tenths, 5 lb boxes.....	75
Old Chum, ninths, 5 lb box.....	70
Old Virgin, 1-10 lbpkg, 10 lbbox	62
Gold Block, ninths, 5 lb boxes.....	73

CIGARETTE TOBACCO.

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.

Old Chum, plug 4s. Solace 16 lbs.	58
" " " 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
" " 3 " ".....No. 3.....	1 80
" " 3 " painted.....	1 80
Tubs, No. 0.....	2 50
" " 1.....	8 00
" " 2.....	4 00
" " 3.....	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.....	3 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 70
Telephone.....	3 30
Telegraph.....	3 50
Safety.....	4 00
French.....	3 00

Steamship (10 gro. in case)	per doz
Single case and under 50s.....	3 10
5 cases, freight allowed.....	3 10

Mops and Handles, comb	per doz
Butter tubs.....	\$1 60
Butter Bowls, crates set'd.....	3 60

BARTON'S BAKING POWDER

PUREST, BEST AND GOES FARTHEST  
Phoenix Coffee and Spice Mills, Toronto

THE ST. LAWRENCE SUGAR REFINING CO'S  
 GRANULATED,  
 YELLOWS  
 and SYRUPS  
 ARE PURE.

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.

**BARTON'S BAKING POWDER**

PUREST, BEST AND GOES FARTHEST  
 Phoenix Coffee and Spice Mills, Toronto

# OILS

Samuel Rogers & Co.  
TORONTO

## NOTICE

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

VANCOUVER, B.C.

Having largely increased their capacity. We advise all dealers to see their price list before placing 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 85c., either ground or whole roasted  
" 2 at 80c., " " "  
" 3 at 75c., " " "

Their Flavoring Extracts are of the choicest quality.

# DUNN'S BAKING POWDER

THE COOK'S BEST FRIEND  
LARGEST SALE IN CANADA.

# DALLEY'S PURE FRUIT

## FLAVORING EXTRACTS



Has not a single Peer in  
Canada for Strength,  
Purity and Flavor.  
Is 50 per cent. better  
value than any other ex-  
tract for same money.  
Try it and be convinced.

The F. F. Dalley Co., Ltd.  
HAMILTON  
Sole Manufacturers.

CHARLES F. CLARK, EDW. F. RANDOLPH  
PRESIDENT. TREASURER.  
ESTABLISHED 1840.

## THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,  
Executive Office, PROPRIETORS.

NOS. 279, 281 AND 283 BROADWAY, NEW YORK

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

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

TORONTO OFFICE 36 Front St. East and  
27 Wellington St. East.  
THOS. O. 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 Dealers

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.

# ALLAN LINE

ROYAL MAIL STEAMSHIPS

Liverpool, Londonderry, and Montreal Mail Service

STEAMSHIPS.	From Montreal.	From Quebec.
PARISIAN.....	July 28	July 29
MONGOLIAN.....	Aug. 4	Aug. 5
*LAURENTIAN.....	" 11	Not calling
SARDINIAN.....	" 18	Aug. 19
*NUMIDIAN.....	" 25	Not calling
PARISIAN.....	Sept. 1	Sept. 2

And weekly thereafter.

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

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



## Dominion Clothes Pin

They are the Best.  
Send for Prices in Case Lots.  
C. C. BROWN,  
DANVILLE, QUE.

# BARTON'S BAKING POWDER

PUREST, BEST AND GOES FARTHEST  
Phoenix Coffee and Spice Mills, Toronto

ORDER  
IVORY BAR  
SOAP

No Dinner Table is perfect without one or two delicious jellies and no Grocer's Stock complete without

# GOODALL'S JELLY SQUARES

Which make delicious and nutritious Jellies in a few minutes and at little expense. The Squares are complete in themselves for making Lemon, Orange, Raspberry, Strawberry, Cherrv, Vanilla, Aspic, Pineapple, Black Currant, Red Currant, Almond, Plain, Champagne, Noyeau, Sherry and Port Wine Jellies, and are sold in boxes containing half-pints, pints and quarts.

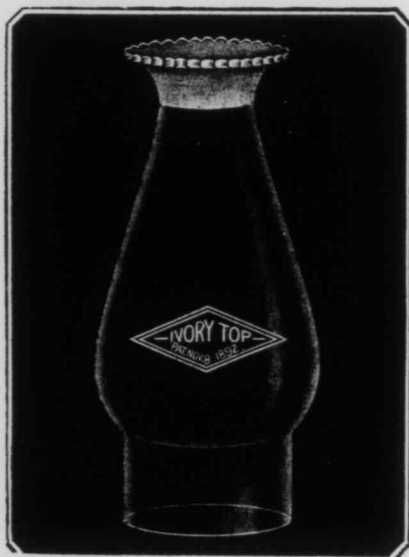
Proprietors

**GOODALL, BACKHOUSE & CO.**

**LEEDS, ENGLAND.**

C. H. BINKS & CO., Montreal, Agents for Canada.

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



ASK TO SEE A SAMPLE

OF OUR

**"IVORY TOP"**

**LAMP CHIMNEY**

It is a Pure Flint "AMERICAN" Chimney that heat will not break. Made especially for good retail trade.

**Gowans, Kent & Co.**

TORONTO AND  
WINNIPEG.

**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.

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

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

**GROCERY BROKERS**

**W. G. A. LAMBE & CO.,**  
TORONTO.

AGENTS FOR  
THE ST. LAWRENCE SUGAR REFINING CO.,

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

The Original and only Genuine Preparation for  
Cleaning Cutlery.

**JOHN Oakey & Sons, Limited,**

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

**Wellington Mills, London, England**

REPRESENTATIVE IN CANADA:

**JOHN FORMAN, 18 St. Alexis St.,**  
MONTREAL. s p

ALL THE LEADING WHOLESALE TRADE HANDLE OLD CHUM PLUG AND CUT AND DERBY SMOKING TOBACCOS.  
FINE GOODS OUR SPECIALTY.  
MUNGO CIGARS, EXCEPTIONALLY FINE.