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**THE CANADIAN GROCER**  
 & GENERAL STOREKEEPER

PUBLISHED  
 WEEKLY  
 \$2.00 PER YEAR

VOL. VI.

TORONTO, OCTOBER 14, 1892.

No. 42

FINE GOODS OUR SPECIALTY.

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Manufacturers by Special Warrant  
 To Her Majesty THE QUEEN

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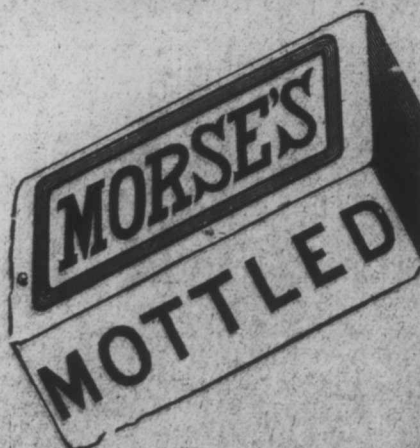
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Discount 10 per cent, till 15th Sept.

Fruit Jars with Corks, Pickle and Preserving Jars with Stone Covers. Special trade discount till further notice 10 per cent.



GLASS BROS & CO., - - London, Ont.

\* The Old Wooden Bucket Must Go \*  
**Indurated Fibre Ware.**



NO HOOPS,  
 NO JOINTS,  
 CANNOT LEAK,  
 SWELL, OR  
 WATER SOAK.

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 MAMMOTH WORKS  
 HULL, CANADA.

# THE E. B. EDDY CO'S

## Indurated Fibre Ware, Wooden Ware, AND WASH BOARDS

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**HULL, CANADA.**

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

Vol. VI.

TORONTO, OCTOBER 14, 1892.

No. 42

J. B. McLEAN, President. HUGH O. McLEAN, Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,  
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AND  
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A year ago methods of road-making appeared to be on the brink of a transition in Nova Scotia, but now they seem to be as conservative as ever. At the last session of the legislature of that province the inception of a reform was effected. An Act was passed, which left it permissive with municipalities to substitute, by direct vote of the people, a road tax for statute labor. The first township elections since the passage of that Act are now being prepared for, and only in one municipality, that of Digby, has it been decided to vote on the matter. The people appear to be perfectly satisfied to leave the condition of the roads in the hands of the pathmasters. It is a pity there was not more of an inclination to give the tax-system a trial, as the adoption of it by a few municipalities might show effects that would influence others to introduce it. The people dislike any addition to their taxes and will usually render service in preference to paying for it. In the same way the Canadian citizen will sooner render a hand in the national defence than help to pay for the support of a professional class devoted to that service. But

the Canadian citizen makes a better soldier than roadmaker.

\* \* \*

The United States refiners failed to keep pace with the demand for sugar in their country because that demand was almost at the maximum point, and because alarm at the cholera excluded beet sugar and reduced the refiners to dependence upon cane for their raw supply. Not only did this cause a shortage in the production of domestic refined, but it also raised the price. That is how it came that Canadian refiners were able to find a market in the United States for large quantities of their product. But it was not expected that they would have the sugar to sell. The same causes were naturally looked for to produce parallel effects in this country and the United States. The virtual embargo on beet root restricted our supply of raw as it did that of the United States, the advance in cane was no respecter of nationalities, being as much for the Canadian as for the United States refiner, while the demand here, as well as across the border, was at high tide. It would therefore seem that our refiners were not favorably situated to take advantage of the spare demand on the other side of the line. But they were. They have to buy their sugar six months ahead of delivery and had received liberal supplies before the advance in the United States. They had since last spring been selling sugar at lower prices than United States refiners were getting. They consequently seized the opportunity to increase their season's sales and to improve on the home price. They did both, and the chance to do so came in just when the stimulus of our late fruits began to wane.

\* \* \*

To be able to submit at all times to an inflexible rule shows a capacity for discipline, but the moralists have probably lauded this virtue too much. The people who are the

slaves of rules in practices relating to health, business, domestic or social life, are the people who get into ruts and become so staidly conservative that they are often disrespectfully alluded to as old fogies. Rules hedge in their very existence, and with self-defined bounds and limits on all sides to their discretion they lose their faculty of judging because they cease to exercise it. People become helpless when they reduce themselves to the state of a mere cog in a wheel. There is one supreme rule for the business man, and that is make full and constant use of your judgment and common sense. Every case has in itself the conditions to determine one's course of conduct, and it is foolish to be pledged to one invariable line of action. The ascendancy of the rule is the tyranny of theory. Practical people deal with individual cases on their merits and do not submit to dogmatism. The people who accustom themselves to try each question on its own merits, not by the prepossession of some pet generalization, become agile-minded, and usually can trust themselves to have the right answer for the right occasion. It is impossible for a man, in the ordinary circumstances of business, to do much by machine methods. In the operation of even the most salutary rules there must be some latitude left for exceptions. To make it a hard and fast practice to insist on spot cash for all goods in all circumstances is not wise. Sickness, misfortune, extreme poverty, forgetfulness of one's purse, and many an other imperative necessity for making allowances may confront the storekeeper, and ask him to waive his rule in favor of a perfectly honest and solvent customer. The man who has the fortitude to say "no" in all these circumstances may be a Spartan, but is not a politic business man. The resolve to mark every article overtly with its price or not to mark any article so, is equally open to objection.

There is many an article that it is wiser not to parade the price upon, as it may at once challenge comparison, to its disadvantage, with some one else's price, and may retard the selling of the article or may necessitate an ignominious retreat from the price. But because these considerations happen to apply to certain lines in stock, that is no reason why their application should be deemed universal. It may be as good policy to mark conspicuously some goods as to leave some others unmarked. Comparison, it may be apparent, will be favorable as against a competitor's prices. In many other questions besides that between cash and credit, marking and not marking, the merchant will perceive the value of leaving his liberty untrammelled. The free play of his discretion is of the utmost value to a man in business nowadays. The widest scope is needed for the fullest success. Some men name a price, and make this quotation an ultimatum. There is no reason why they should always or even often follow this cast iron habit. Others make it a rule to begin a little higher than they mean to end. This too ought to be sparingly and not generally practised. Something must be left for presence of mind.

\* \* \*

We say a man has failed because he gave credit too freely, when perhaps the real reason was that he lost control of his accounts. Another man is said to have failed because his expenses were excessive, whereas if he had kept his profit and loss account well under his eye, he would have come out all right. Some one else fails because too much of his money is in some outside investment, but if his business had been cast in a proper framework of bookkeeping, the money would not have gone out. In nearly every specific form to which a cause of failure is referable, there is a possibility of bad bookkeeping being involved. It is therefore not improbable that it is as fertile a cause of failure in this country as it is in England, and a far more cardinal cause than any other except long and lax credit. It is a pity that every merchant had not the benefit of a through drill in an office before undertaking business on his own account, that he might acquire the systematic habits which control the conscience of the veteran accountant. Such a training would not only make the merchant orderly in his books and commercial methods, but would put him under the influence of ideas that would combat the

temptation to be over-indulgent with creditors. It is not the men who have most need of money that are the best collectors, but it is the men who have the strictest sense of business tidiness. These men do not feel that their bookkeeping is complete until every account is balanced by payment. System makes them better collectors than necessity makes others.

### EVAPORATED AND SUN-DRIED APPLES.

The present phase of the market for the new pack of evaporated apples is a merely tentative one. It is simply a matter of trial offers and bids, and scarcely any of the figures quoted have a substantial basis in a real transaction. The market, like water, always finds its level, however, and the demand when once started will soon bring into equilibrium the diverse quotations that are now to be heard. Some want 9c., some ask 8c., others would be content with 9c. The best test of the tendency of price is in what has actually been paid, and 6¾c. is known to have been taken for November delivery. There is every reason for believing that the centre of gravity is rather low down in the scale of prices. The apple crop is large, in volume probably not much below that of last year. But in quality it undoubtedly is below last year's average. There is a large proportion of the apple crop whose appearance will be against its marketing in the whole state, a great deal of the fruit being marked with specks and spots. Last year such blemishes were almost rare. This will increase the raw material for evaporated apples, dried apples, jelly and cider, but the greater part of the fruit so unfit for shipment will be made into evaporated fruit, as it is the most staple product of that class of apples. A further reason for supposing that much of this raw material will be evaporated, is the fact that evaporated apples are the best paying product when they can command even three or four cents below the highest prices that have been paid in past years. At 9c. they afford a handsome profit to the packer. There was a feeling in the latter part of June and in July that apples would be scarce. This led to several new evaporating being started, the prospective pack being estimated so valuable a property that it was deemed a good thing to have a share in. The orchards have been better than their promise and the pack is almost certain to be large. In addition to the above

mentioned temptation, people were led to start evaporators by the openings that afforded for small capital. The number of evaporators is swollen also by additions from the United States, packers having come over from New York State and put up buildings here, because of a short crop in their own country. It appears reasonable to suppose that the market for the coming year will bear a pretty general resemblance to that of the year just passed. The one circumstance that might favor slightly better prices is the shortage in the production of California evaporated fruits, which, last year being plentiful and cheap, were on a footing of rivalry with our evaporated apples.

From last year we have a surplus of evaporated apples. Though the pack in the United States will be curtailed by the shortage in the crop, the diminished export market will offset that. Germany has debarred United States evaporated apples, because 95 per cent. of their factories evaporated on zinc trays, and the fruit itself was shown upon frequent analysis to yield zinc oxide, a sure poison.

The production of evaporated apples is a large and important industry, but like some other important industries, it is not in the hands of business men. It is so simple a matter to turn from farming or something else to evaporating, that the business requirements are overlooked. That explains the disparity between quotations, and the general aiming over the head of the demand at the opening of the market. It explains also many other unmercantile phenomena in the evaporated apple trade, such as hedging and quibbling after an offer is closed with, toying with a bid to see if anything better can be done, and then in default of better or in certainty of worse, sending along the fruit when the market has taken a drop, and the tenderer has dismissed the matter from his mind. This is too artful for business men. They have a dickering way of feeling the market that is exasperating to dealers, and their quotations appear to have no basis either in cost of production or in calculations based upon the state of the market.

In dried apples the greed of producers, rather than the relation of supply to demand, rules their ideas as to price. About two months ago a spurt took place in the market, and the price went up from a dull 3½c. to a temporarily firm 4¾ to 5c. Then holders became tenacious, though they had no insight into the market to justify their refusing so good a chance to sell. It happened that the apples were wanted for experimental purposes in certain United States distilleries, and that transient demand soon fell away. Now the holders of dried apples would accept 4c. There is a good deal of old dried stock scattered over the country. The call for lumber regions will soon create a market, but there seems little warrant for expecting high prices.

**SPECULATION IN CANNED SALMON.**

There are prospects of some big profits being made by wide awake operators in the east, Montreal especially, on canned Pacific coast salmon, if everything turns out right. Prices opened reasonably low and the speculators in question booked a round lot of stock, it is understood away up in the thousands of cases. They did this in spite of the news of a large pack, and if present indications are any criterion it has been a nice turn of business for them. The trade generally, although disposed to operate ahead to a reasonable extent, did not exhibit any particular anxiety until values at primary points commenced to advance. Then those who tried to secure supplies found out that others were ahead of them and accordingly had to pay the advanced cost. Each week brought stronger advices, news not calculated to give peace of mind to the dilatory ones, and this week the news is even more bullish in tone. Advices recently from canners to agents in Montreal said that supplies on the coast had been totally taken up and that there was nothing now available that could be laid down in Montreal at less than \$1.40 to \$1.45 for red salmon and \$1.37 1/2 for pink. This news was greeted with broad grins of satisfaction by those who had got in their orders at \$1.10 or thereabouts, for the handsome margin they have to work on is apparent at a glance by a comparison of the two prices. In fact although there is a disposition to hold, reports have it that lots have been booked already for a turnover at an advance of almost 40c. per case on what they cost laid down. Even if prices do stiffen the sellers have nothing to complain of, for if a merchant can show a return of almost 25 per cent on all his investments, his balance sheet at the end of the year is likely to present some gratifying figures on the right side of the ledger.

**THE SITUATION IN VALENCIA RAISINS.**

There have been lively times in the dried fruit market, at Montreal, and late news was not pleasing to some speculators who have been booking orders ahead for Valencia raisins at inside figures. It was to the effect that the "Escalona," the last direct fruit steamer from Spain had no more room, and that the very best price was 15s. cost and freight to Montreal. In this case those dealers who have been doing business for forward delivery in November, at 4 1/4 c., are likely to be caught on the wrong side of the market unless there is some radical alteration in the condition between now and the period of delivery. The very lowest price that we have heard of, delivered in Montreal, was 12s. 6d., which did not include freight or storage charges, etc., and even at this there is very little, in fact no profit. But even allowing that there is a margin on the basis, prices at

primary markets stiffened a little too soon, if all reports are true, for some of the people who have been cutting prices to provide for the future. The only alternative then is to fill their orders at less than cost, and it seems likely that this will happen. No advices to hand give any indication of weakness, on the contrary they point to strength. The quantity coming forward direct to Canada, visible at present, is not large, the Avlona having only 40,000 boxes, and although nothing is definitely known yet in regard to the Escalona, there is no reason for believing that she will have a larger cargo. Advices from Great Britain state that the first sales were held in London, on Wednesday, the 21st, about 70,000 boxes being offered, and that fine fruit was very scarce. In New York there are no signs of easiness, quite the contrary in fact. A week ago Monday, the advance on that market was well sustained at 6 1/4 to 7 1/4 c. duty paid, for off-stalk, according to quality, and stocks have been well cleared up since, prior to the arrival of the next boat at that port, while on Saturday reports showed that values were fully maintained. On the other hand, the Spaniards may consign largely, but this is problematical at present. One thing is certain, there has been nothing to warrant the low offers that have been made, except a desire to do a competitor out of business by hook or by crook. The advisability of this method is questionable at the best of times, and it seems likely to be unprofitable in the present instance. In the meantime, actual values are unsettled and will not take any reliable basis until the last direct steamer has left and importers know exactly how they stand. It can be stated for a certainty, however, that Montreal importers have turned over quite a round lot of raisins recently at 5 3/4 c., and in one particular case we know that 5 1/2 c. was made for a fair sized lot of prime stock. These, of course, were figures made a few days ago, but even allowing for some reduction on them, importers will have to get 4 3/4 to 5c. on common grades to let them out on 15s., so that jobbers can hardly sell for less.

**BRADSTREETS ON THE TRADE SITUATION.**

The Canadian Dominion (including Newfoundland) reports 1,287 failures to Bradstreets for the past nine months, as contrasted with 2,326 in a like portion of 1891, the decrease being only 39. But the general improvement in commercial conditions is more particularly shown in the reduced total of liabilities, the aggregate being \$9,290,000, against \$11,139,000 in the preceding year, a decline of nearly 17 per cent. Each of the Provinces of Ontario and Quebec reduced its failure totals this year, the former to a marked degree. This year's decrease of total liabilities of those failing in Ontario amounts to 32 per cent, in Quebec to 22 per cent. while Prince Edward Island, Newfoundland,

and North West Territories also show radical improvement in this direction. In Nova Scotia, as in Manitoba and British Columbia, increased liabilities shown, as compared with last year, are due to relatively heavy failures early in this year. During the past quarter a marked improvement has been shown in this direction.

	Number of Failures for 9 months		Assets.		Liabilities.	
	1892.	1891.	1892.	1891.	1892.	1891.
Ontario.....	555	633	\$1,295,351	\$1,695,433	\$2,855,707	\$4,193,196
Quebec.....	424	459	1,594,231	2,033,543	4,253,701	5,469,820
New Brunswick.....	65	64	294,950	265,950	463,612	409,998
Nova Scotia.....	119	83	428,410	225,500	823,507	412,916
P. E. Island.....	5	9	48,100	71,000	85,000	101,100
Newfoundland.....	3	5	19,000	49,100	37,000	90,400
Manitoba.....	53	44	246,868	148,028	430,430	204,014
North West Ter.....	14	17	25,412	85,385	46,521	139,289
British Columbia.....	43	12	176,531	25,422	296,191	38,915
Totals.....	1,287	1,821	\$8,090,873	\$4,613,363	\$9,290,659	\$11,139,648

**EXPERIENCE IN MORSELS.**

THEN, IT'S "HANG EXPENSE."

A man will go into a grocery store expecting to get six good cigars for a quarter, and will kick up a rumpus if he has to take five. Yet he will go into a hotel or tavern and pay 5c. for an inferior cigar, a regular cabbage leaf, and not say a word

LONG AS THE MORAL LAW.

Some people are surprised that the law the wholesale men tried to have passed in regard to insolvency was thrown out. If they saw it printed perhaps they would be surprised that it was even looked at.

HE WHO HESITATES IS LOST.

A clergyman's wife entered a store the other day and asked if they kept maple syrup. "Yes, m'am," replied the grocer. "Is it pure?" she asked. "That is a hard question to answer," replied the grocer, "seeing that we did not put it up." "Well," said she, "if you can guarantee it pure I will take a bottle, if not I will not." The honest grocer couldn't, and the lady left to buy it off another grocer, a member of her husband's church. He sold her a bottle because he was ready to vouch for the purity of the syrup. It was the same kind of syrup as the other grocer had.

A LITTLE HERE, A LITTLE THERE.

Money is not made now by advertising cheap groceries, because the customer will come in and buy the article you advertise cheap and go to another store and get the article they advertise cheap. She will get one article out of one store and the other at another. You can't catch them that way now. They are too wild.

BLUNT PENCIL.

### TORONTO RETAIL GROCERS' ASSOCIATION.

At the regular meeting of the Toronto Retail Grocers' Association, held on Monday evening in Richmond Hall, the following members were present: President Booth, (in the chair), Messrs. Mills, White, Clark, Gibson, Mulqueen, McCulloch, Marshall, Cleary, Perkins, Roberts, Williamson.

The minutes of last meeting were read and confirmed.

#### NEW MEMBERS.

Mr. Marshall, Queen St. W., and Mr. Hill of Brockton were proposed and duly admitted to membership.

#### SOAP PRICES.

A letter was read from Mr. Richards, Woodstock, re an inquiry at last meeting as to whether he knew the price of his soap was cut. He stated that it was his invariable practice for 30 years to see that all traders got a fair profit on his soap, and he always did what he could to protect retailers and regulate prices. The letter was filed.

The Secretary referred in laudable words to the attention Mr. Wright gave to the complaint about Surprise Soap being cut, and said Mr. Wright had examined the complaint ten minutes after it was reported, and found the irregularity was due to a new trader's ignorance of the price, who had sold from a package of soap before receiving the invoice. That trader had since retired from business.

Mr. White demurred to the report of the interview with Mr. Wright, that it did not cover the points comprehended in the resolution instructing the Secretary. He wished to know if the manufacturers forbade the sale of soap below 7c., or if they did not. That was not answered in the Secretary's report.

The Secretary submitted that the agent had said the company approved 7c. as a price per single cake, but could not prevent some traders selling at 6c.

Mr. Gibson moved that the Secretary write the agents to ask if Surprise soap were to be sold at 6c. or 4 for a quarter. Mr. Mills seconded this and it was carried.

#### ACCOUNTS.

Miscellaneous accounts, embracing items for rent, secretary's salary and commission, printing, postage, etc., amounting to \$57.82 were referred to the Executive Committee.

#### THE SPECIAL FUND.

Mr. Gibson asked the Treasurer how much cash there was on hand in the current account, and how much was in the reserve fund.

The Treasurer replied that the balance on hand in the ordinary fund was about \$80, and that in special fund was about \$590.

Mr. White asked if Mr. Gibson and Mr. Butcher had been entrusted along with Mr. Barron with the care of the special fund.

Mr. Gibson said he had never been asked to take any part of the responsibility for this fund. He disapproved of the money being

held in this loose, unbusinesslike way. Mr. Barron was no doubt good for piles of money, but the Association fund as at present left in his hands was not properly secured, and no member would allow his own money to be held in this way. He would see that the matter was put in the proper shape before next meeting, and was resolved if he was appointed a trustee to act as one.

#### A CHARITABLE SPIRIT.

Mr. Gibson said, that seeing this money was not being applied to any good purpose, it had occurred to him that something might be done with part of it to help along charitable work in this city. The proposition of buying a cot in the Sick Children's Hospital had been made in a private conversation, but he felt that institution was so much favored now that some other institutions were in danger of being neglected, and ought to come in for consideration at the hands of the Association.

Mr. Williamson moved that \$50 be expended to place a cot in the Sick Children's Hospital. This was not seconded.

Mr. Mills agreed that some charitable disposition should be made of a portion of this money, and moved that \$50 be voted to charitable purposes, and that the application of it be left for the Executive Committee to prepare a report upon for the next meeting.

Mr. White approved a liberal and charitable use of spare money in the Association's possession, but he felt that there were too few here to give all the consideration so important a matter deserved. He did not therefore favor the adoption of any final course at this meeting.

Mr. Gibson explained that he aimed to get the matter into such a shape that the Executive could be prepared by next meeting to submit a proposal, so that there might be ample time in the interim for absentees to be advised of any contemplated course of action. It was desirable to have the matter in a clearly defined shape at next meeting, as after that there would not be too much time to have the donation ready for Christmas.

Mr. Mills' former motion not having been seconded and therefore not before the chair, he submitted another resolution, namely, That \$200 of the special fund be set aside for charitable purposes, that the question of how this shall be expended be considered and reported upon at the next meeting by the Executive Committee, and that in the notice sent summoning attendance to the next meeting all members of the Association be advised that this money is to be voted to charitable purposes. Mr. Gibson seconded this motion, and it was unanimously carried.

#### ICE.

A proposal to form the Association into a joint stock company for purchasing and distributing the ice used by members had but one supporter.

Mr. White saw too much analogy between such a scheme and the methods of the Pa-

trons of Industry, methods exhibited in THE CANADIAN GROCER. He thought such matters outside the province of this Association, which had an abundance of business that fell properly within its scope without going outside that scope. This appeared to be the general sense of the meeting.

#### INSURANCE.

Mr. Clark said it would be a saving to grocers if their insurance premiums were made payable every three years instead of every year, and that might be done if the Wholesale Grocers' Guild could be got to operate with the Association for that purpose.

#### ABUSE OF RENEWALS.

The buying on time and getting renewals was the bane of the trade to-day, Mr. Gibson said, as that was the cause of more price-cutting than any other agency. He would like to see that matter taken hold of by the Association, which should draw the attention of the wholesalers supporting such traders to the wrong thus done to upright traders, and ask that the wholesalers desist from backing up by renewals those price-cutters. He felt that this matter was as much within the cognizance of the Association as was the price of soap.

#### PEDLARS' LICENSES.

Mr. Mills understood that several of the pedlars had not yet paid their license fees. The grocer had to pay promptly his tobacco and cigar license fees. He thought the Inspector should be asked if fees were in arrears. He understood that some of the councillors were weak-kneed in this respect. If there was any favor shown it was unfair to traders, packmen and even other pedlars who had to pay their license.

Mr. Booth and Mr. Gibson had been hauled up and fined on the charge of being a week late with their \$1.50 of tobacco license fee, and then it turned out that Mr. Gibson's fee had been paid.

Mr. Mills moved that we get from the proper authorities a statement of the number of pedlars, the amount of license collectable and the amount already collected. Mr. Williamson seconded.—Carried.

#### REUNION.

Mr. Clark thought the members should be brought together in a more informal way once in a while, as social contact promoted friendly feeling. He therefore moved that a dinner or spread of some kind be prepared for in the near future and that the executive committee take the matter up. Mr. McCulloch seconded, and the motion was carried.

#### CONDOLENCE.

Mr. Clark moved, seconded by Mr. Williamson, that letters of condolence be sent to Mr. Westren and Mr. Jones, tendering the sympathy of the Association to each in his bereavement through the death of Mrs. Jones, the daughter of the former and the wife of the latter. The same motion included a like instruction to the Secretary in the case of Mr. Eddy, who has also felt the hand of affliction in the death of his daughter.

The motion was unanimously carried.

The question of sending floral tributes on such occasions was left to be discussed by the Executive Committee.

The meeting then adjourned.



# OUR BULLETIN.

**TEAS.** We cultivate the trade of close buyers. Our lines are complete. New Seasons Japs and Hysons to hand. Send to us for samples.

We are constantly receiving letter orders for our new celebrated Hillwater Tea. What more need be said as to its being a seller? It is put up in pounds, halves and quarters.

**DIAMOND CRYSTAL SALT.** Our sales for this Salt are increasing rapidly. It is absolutely pure. Ask us for the Analysis. We sell the 28 and 56 lb. bags, also in barrels, 20 14's, 35 8's, 40 7's, 60 5's, 100 3's, 115 2½'s and the cases containing 2 dozen packages. This Salt pays a good profit. It is a pleasure to sell it. It always is a pleasure to sell a good article.

**NOW,** as to Coffees. You know how difficult it is to get a coffee that is "regular." One that never varies in quality. Our L. P. & Co. Blends fill a long felt want in this respect. They are always "regular," evenly roasted and never fails to give satisfaction. You should try a tin, say a 25 lb. one. We have three qualities, No. 1, 2 and 3.

**SPICES?** How they differ. Some say one pure Spice is as good as another. Don't believe it. The quality of the **WHOLE SPICE** is the point we are after. Our L. P. & Co. Spices are selected from the best qualities of whole goods. You'll never get any hulls, dust, dirt, sticks or leaves in our pure goods. The prices and discounts are right too. Send for a sample lot.

**REMEMBER.** Letter orders have our personal care. We carry continually a full stock of fancy groceries, sugars, etc.

**LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton, Ont.**

## W. H. Gillard & Co., Hamilton.

Wholesale Agents for **RUSSIAN BLEND CONGOU, IMPERIAL BREAKFAST CONGOU, DALU KOLA CONGOU.**

**MALLAWALLA PURE INDIAN TEA**—in ½ lb. and 1 lb. tin foil packages.

Manufacturers of the Celebrated **DIAMOND BAKING POWDER** and **SPICES.**

**GILLARD'S SPECIALTIES:**—High Class, English made **NEW PICKLES** and **NEW SAUCE.** Nottabad and United Service Sauces.

Old Mill Tomatoes, hand packed—best in Canada—to be had only of us. All live grocers should try them.

**TEAS:**—Our Tea Department is now complete in all grades. Special values in New Season's Japans.

## JAMES TURNER & CO.,

### HAMILTON, ONT.,

Are wholesale agents for the following lines, every one of which is a seller:

Ram Lal's Pure Indian Package Tea,

Bensdorp's Royal Dutch Cocoa,

St. Charles Evaporated Cream,

Munn's "Caplin" Half-tins,

Royal Egg Macaroni,

Batger's Compressed Jellies.

**"MONSOON"** PURE INDIAN TEA. Always reliable, never changes. In cases of 60 1-lb. caddies, or 120 halves.

WE HAVE JUST RECEIVED NUMEROUS LINES OF INDIAN AND CEYLON TEAS, IN CHESTS AND HALF CHESTS.

### STANDARD BLENDED TEAS.

OUR BLENDING DEPARTMENT IS NOW OPEN, UNIFORMITY CAN BE RELIED ON. WE HAVE THE FIRST CHOICE OF THE MARKET AND THE BEST ESTATES AT OUR DISPOSAL, AND GUARANTEE EXCELLENT VALUE. WRITE FOR PARTICULARS.

## STEEL, HAYTER & CO,

11 AND 13 FRONT ST. EAST.

Growers' and Importers, Toronto.

### A TYPICAL CANNING FACTORY.

The following is a good description of work at a typical corn-canning factory:—

The corn is delivered at the factory by the farmers. Each load of ears is weighed and then dumped on the ground. Large open sheds are provided for wet weather. From 40 to 60 huskers are employed. Two men with a team collect the baskets of mammoth ears and deposit them within the factory.

Here business is rushing. A large stationary engine in a wing of the building furnishes power for the numerous machines used in the several stages of the process. The machinery is noisy, the carriers are hurrying to and fro and the floor is wet with escaping steam, water and juice from the corn. Neatness, however, is the rule in preparing and putting up the corn. There is no dust and the work is done in a cleanly manner. The machinery is thoroughly washed twice a day and some of the machines are tightly closed.

The baskets of corn are turned into large inclined tables. Lengthwise of the lower edge of each table and in front of the operator extends a trough a little larger than an ear of corn, and about two feet in length. The ears are thrust forward to the left on dropping into this trough, are gripped and drawn through the sheller and the cob is thrown spitefully into a barrel. The corn slides down a trough into a galvanized pan. Young ladies feed these shellers, of which there are six in operation. The pans of shelled corn are emptied into large vats. At each of these a man stands and dips it with a scoop and turns it upon the sifter. This machine is a circular wire four feet in diameter, over the surface of which move four wooden arms, pressing the corn into the receptacle below and pushing aside the silk and any other pieces of cob or other foreign substances. Next, the corn is treated to a thorough churning or mixing in a machine within which rotary arms are in motion. A syrup of sugar and salt, dissolved in water, is added. It then goes directly into the cooker, which is a long, horizontal cylinder with a steam pipe running through the center. By special machinery the corn is forced into and along this machine in a constant stream in a spiral course and comes out of it into a vertical cylinder very hot. It is thrust into the cans by a pressure of steam. The cans drop down an upright tube from above, and a man jogs each one just its width ahead with a lever. This carries it exactly under the filling point and another empty can drops behind it. As fast as they are filling they slide along a metal table, accelerated by pushes from two or three persons whose business is to send them forward. At the foot of this table a young lady with a can of hot corn fills any that are lacking.

Here they are collected in crates holding a dozen and a half and transferred to the sealers. Several men are employed in this part of the work. They have soldering irons

made to the size of the can tops and can seal them very fast. The tops are laid on the cans by girls, who have them in large baskets and do no other work. A sealer driven by steam is in use and is doing very good work, although it has never been tried until this year and is not as sure as the men. It seals six of the cans at one impression and when the irons are laid on the tops the little "walking beam" that bears down on them moves forward and back two or three times with a very human motion. Great things are expected of this machine when it is perfected.

We omitted to state that a machine driven system of brushes washes the cans clean just before they are collected for sealing. This is not all. After sealing the cans are gathered upon metal crates holding 7½ dozen, and each crate is lowered just below the surface in a tank of hot water. An experienced man inspects each can for bubbles, showing a leak. A solderer sits near by and makes good all such that are found. Then 5 of the large crates of cans are piled in a tier and loaded upon a truck. They are then trundled to one of the range of twelve massive iron retorts, so arranged that they may be easily backed in and drawn in and out. Here for 45 minutes they are subjected to a powerful heat giving the corn its final cooking.

When taken out the cans are carried to the outside platform, where a small boy with a hose directs a stream of cold water on them. Packing away in the storehouse is the last process just now, but labeling and packing for market come along with filling orders.—  
New England Grocer.

### THE GROCERY TRADE OF HAMILTON.

It is a pleasure to visit a city like Hamilton, where it takes nearly a week to call on all the subscribers to THE CANADIAN GROCER. As a representative of that journal everybody welcomes the writer, and if time permits they give us all the attention due to a welcome visitor. There are no grocery-men in any city more genial and full of off-hand courtesy than those in Hamilton. It would give the writer great pleasure to recount his reception in each store if time and space would permit, and at no distant day I hope to do so fully. I do not canvass Toronto or Montreal, but have been in all the leading grocery stores in both places, and I must give to Hamilton grocermen the palm for handsome stores, well assorted stocks, and general fine appearance. While I cannot mention all those worthy of mention in this respect, I trust those not mentioned will consider themselves included in these general comments.

The finest store and stock I believe to be found in Canada is that of James Osborn & Co., James street, and of those approaching nearest to it I will mention a few.

D. Galbreath, King street East; Hasell & Son, corner King and McNab streets; C. H.

Peebles, corner Market and McNab streets; Carpenter Bros., York, near James street; Ballentine Bros., John South and James South streets; J. T. Kavanaugh, York and Bay streets; B. Winnifith, 226 King East; C. Bremner, King and Mary streets; J. H. Horning, John and South; J. W. Eustice, John and South; W. T. Hunter, James and, Barton streets; H. Tayler, 284 King street East; S. Mann, 258 King street East; W. Ronald, the oldest grocer in the city, 20 York street; R. Rowe, corner Ferguson and Ferris streets; A. Hays, corner Wilson and Victoria streets; W. J. O'Brien, 88 James North; Wm. Smye, jr., King street, and West avenue streets; Chas. Holt, Barton East.

The last has just doubled the floor space in his store. Mr. Holt has a tobacco case set in his shelving that is worthy of being duplicated by all grocermen. It is 30x34 inches inside, with glass full size of case, and holds one half butt and five small caddies, one box fine cut chewing or smoking. A double bottom makes a receptacle for two boxes of cigarettes, and a glass of water, which Mr. Holt says will evaporate entirely in about a week. This keeps the tobacco moist, and enables it to hold its flavor and weight, while it is free from all dust or insects. He says his tobacco trade has doubled since he commenced the use of the case.

The wholesale houses in Hamilton without an exception are as solid in structure as they are financially. They do not make a big bluster about what they do, but they "get there" for trade and volume of business, and with that looming mountain behind them they do not fear the encroachment of Toronto or Montreal houses on the trade of this fertile district. The confidence and patronage of the retail trade extend over the whole of Ontario, and all fair and honorable means are used to keep up the reputation honorably earned by long years of fair dealing throughout the country.

Hamilton as a city is not going back, and the economy as well as the push and enterprise of its citizens is a worthy example for some of her larger sisters to follow.

### "Happy Thought"

IS BOUND TO WIN

Merchants that appreciate despatch, neatness, permanency and exactness will use nothing but our new "Happy Thought" Counter Check Book.

No Carbon Paper required. Every page copies to the very edge and nothing to do but use your pencil upon the bill. Surely the invention is a "Happy Thought."

Every Merchant is made happy, contented and safe when they use "Happy Thought." Made in all sizes and shapes of Carter and Grip Books.

Send for samples of "Happy Thought" and Store and Office Supply price list, etc.

**J. K. CRANSTON,  
GALT, ONT.**

Agent for Carter and Grip Counter Check Books as well.

SP

Mention this Paper.

# FRESH ARRIVALS

Bevan's Valencia Shelled Almonds.  
 " Imperial Cabinets.  
 " Connoisseur Clusters.  
 Eleme Figs in 10, 20 and 28 lb. boxes.  
 Natural Figs in 28 lb. boxes.  
 Evaporated California Apricots.

**H. P. ECKARDT & Co.,**  
 WHOLESALE GROCERS, TORONTO.

## To the Trade :

GENTLEMEN :—

We have exhausted the twelve tons of Pepper that we had at stock taking last January, and have placed our order for 200 sacks, about 14 tons, of the finest Tillicherry. You will see that we will be able to fill your orders with the finest goods at the lowest prices for some months to come. Asking you for a continuation of your valued patronage. We remain,

Yours,

**THE SNOW DRIFT CO.,**  
 BRANTFORD

## 3 lb. SODAS

IN

## Red Boxes

**Wm. Paterson & Son**  
 BRANTFORD.

Best Value Made.

## Ocean Wave

## Baking Powder

Sold only in Cans.

## HUDON, HEBERT & CIE.,

Wholesale Grocers

—AND—

Wine Importers,

304, 306 St. Paul St.,  
 143, 145 Commissioners St.

**MONTREAL, CANADA.**

We offer to arrive ex S. S. "Avlona."

Finest Provincial Currants	in barrels and half barrels.
Finest Filiatra	do in barrels and half barrels.
Finest Vostizza	do in half cases.
Valencia Raisins,	"Fine Off Stalk."
do	do "Four Crown Layers."

## L. CHAPUT, FILS & CIE.

Wholesale Grocers, Montreal.

## Caverhill, Rose, Hughes & Co.

WHOLESALE GROCERS,

MONTREAL, P. Q.

## IN STOCK==

New Valencias (Morand's Brand)

OFF-STALK, SELECTED, LAYERS.

## Todhunter, Mitchell & Co.,

—DIRECT IMPORTERS OF—

## HIGH GRADE COFFEES,

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

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS,

**TORONTO.**



[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Tuesday.]

M. Masuret, London, was in Toronto for a few hours this week.

A movement is said to be on foot among the Canadian sugar refiners to introduce the New York trust system into Canada.

In Montreal, the other day two pedlars were each fined \$40 and costs for trading without license.

The steamer Aladdin, from Sourabaya, Java, reached Grosse Isle the other day with a cargo of sugar. All were reported well on board.

Jacob Johnston, of Allanford, Ont., has sold out to Richard Buckley, formerly of Chippewa, Hill. Mr. Johnston opens in Wiarton.

William Park, son of the well-known provision dealer, has gone in with J. W. Lang & Co., and will represent that firm in this city.

Victoria capitalists are preparing to start a second soap factory in Nanaimo. They appear to consider that there is a large field there for such products.

J. W. Irwin, grocer, Clinton, Ont., has secured a store in the new McKay block being erected there, and is having it fitted up in the most approved manner.

George Simms, Nippissing, Ont., was in town this week and renewed his subscription to THE GROCER. Mr. Simms was very much pleased with our Fall Number.

A patent apple barrel, constructed to secure ventilation, is proving very unsatisfactory to Canadian dealers on account of the injury done to the fruit by the sharp edges of the separated staves.

The Dominion Mercantile Co. Ltd., Wauhaushene, want two clerks for a general store—must be thoroughly up in dry goods; energetic and not afraid to work; state age, experience, wages, and whether married or single.

The Tri-State grocer is the name of a new semi-monthly, of which the first number has reached our table. It is published in Toledo, and makes a promising start out, its form and matter being both up to the standard of the times.

With reference to the tobacco which was seized in Ottawa some time ago, at several leading grocery stores by inland revenue officials for being kept for sale other than in

the original packages, and which consequently bore no evidence as to whether the duty had been paid or not, it is understood that the department has decided to release the tobacco, the parties paying the duty and a slight fine.

The Montreal Retail Grocers' association held the first meeting of the season in the Mechanics' Institute building on the evening of the 6th inst. Mr. D. A. Fraser presided in the absence of the president. Only routine business was transacted.

The marriage, on Saturday last, of James Ince, of Perkins, Ince & Co., to Miss Ethel McCarthy, daughter of Dalton McCarthy, was one of the notable society events of the season. Mr. and Mrs. Ince are now on their bridal tour in the United States.

On the 5th inst. Wellington Bradshaw, grocer, Peterboro, Ont. and Miss E. Butcher, daughter of Robert Butcher, were united in marriage at St. Luke's church in that town, the ceremony being performed by the rector, Rev. H. Symonds. After the wedding dinner the happy couple left for a trip west.

New Orleans claims to be headquarters for the banana trade of the country. Last season 4,173,000 bunches of bananas were received and distributed to all parts of the country. It is a fact worthy of note that the banana has grown rapidly in popular estimation and the consumption is rapidly increasing.

It is complained that low grade Canadian flour is shipped in very inferior barrels to the West Indies. In addition to the desirability to secure packing on the flour's account, sound material in all packing cases has a special value in the West Indies, as it can be used bales and other packages in which goods are shipped from the Islands.

G. Hector Clemes is representing THE CANADIAN GROCER at the Food Exhibition at Madison Square Garden. Mr. Clemes has made many friends among the exhibitors. We understand that the Canadian grocery trade will be presented with a special number of THE GROCER at an early date, descriptive of the various exhibits, etc.—N.Y. Daily Commercial Bulletin.

Last week we had the pleasure of a call from E. B. Smith, Brandon, Man., who came east for ten days to enjoy a well-earned holiday. Mr. Smith is well-known throughout Ontario, having represented for several years the firms, Stewart & Co. and Brown, Balfour & Co. of Hamilton. Five years ago he, along with his partner, Mr. Burton, also of Hamilton, went to Brandon, and there started a wholesale grocery establishment under the style of Smith & Burton, where they have met with the success their enterprise merited.

The Ontario Government has incorporated companies as follows: The Newberry Creamery Company, with capital stock of \$3,000, the promoters being J. M. Taylor of

Cedar Springs, Amos Fennell, sen., Chas. Tucker, John H. Booth, Samuel Felker, James Douglas, Geo. A. Heatherington and Jos. L. Heatherington, of Newberry, County Middlesex; and the F. F. Dalley Company of Hamilton, with capital stock of \$90,000, the incorporators being F. F. Dalley, E. A. Dalley, Maria Dalley, Chas. H. Sanders, J. R. Vert and Thomas Hood, all of Hamilton. The last named company is empowered to manufacture and deal in medicines and drugs, spices, coffee and teas and grocers' sundries.

### THE RETAIL GROCER.

As the boy is father of the man, so is the successful clerk the father of the successful grocer. I was in an uptown grocer's store on the Boulevard last week, and while waiting to address the proprietor, glanced carefully around and took in the general ensemble of the stock and fixtures. The store furniture was new, of the latest pattern, well designed for display, and the stock of such nature as to warrant the belief that the merchant catered to a fancy trade.

But how was the stock displayed? The general arrangement was good, but there was an evident slovenliness and lack of attention to the matter of keeping the shelves filled up, a can or two lacking in a display pile of fruits or vegetables which might easily have been arranged, the hopper of the coffee mills and the beams of the scales, while polished, had evidently been "slopped over" by a careless hand. There were two clerks behind the counter in addition to the proprietor, who was taking an order from a lady customer. As soon as he had finished, and almost before the lady had passed out of the store, he commenced a tirade of abuse on one of the clerks about some sin of omission or commission, and the poor fellow was cowed by the attack that he had nothing to say. His fellow clerk looked equally abject, as much as to say, "Guess it will be my turn next." This incident exposed the secret of a rich, but slovenly store. A bullying "boss" and an unthankful, careless service. The proprietor met me in an artificial, suave manner, and after transacting my business I took occasion to ask a neighboring grocer, with whom I was well acquainted, "What kind of a man is—?" "A first class grocer. Why do you ask?" was the reply. "He was roasting one of his clerks before the customers a little while ago," I answered.

"Oh, that's nothing. He's had to my knowledge four new clerks during the past six months, some of them good men, too.—St. Louis Grocer.



### "CAIRN'S" HOME MADE MARMALADE

We are now taking fall orders for October shipment. Please order early as our stock is limited.

**BLAIKLOCK BROS, MONTREAL.**  
General Agents for Canada  
TORONTO AGENTS:  
**WRIGHT & COPP,**  
40 Wellington St. East, Toronto

J. F. EBY.

HUGH BLAIN.

**RAISINS**  
 NEW  
 London Layers.  
                   Black Baskets.  
                   Blue do  
 Imperial Cabinets.  
 Extra Dessert Clusters.  
**NUTS**-Valencia.  
           Shelled Almonds.

**FIGS**  
 NEW  
**Eleme** IN  
 14 oz. boxes.  
 5 lb. " "  
 10 " " "  
 20 " " 5 Star.  
 28 " " 5 "  
 60 " " 7 "  
**Natural** in Bags.

*Eby, Blain & Co.,*

Wholesale Grocers.

TORONTO, ONT.

**THE FOOD EXPOSITION.**

The Food Exposition at Madison Square Garden, New York, progresses, as the second week sees further the success of the same. Thousands of New York's citizens, and visitors from all parts of the country, have seen the sights, and thousands more are going to take them in. In our last issue we were unfortunate enough to be crowded for space, and the following justly worthy displays were thus left out:

- Geo. V. Hecker & Co.—Cereals.
- The Ceylon Tea Co.—Teas.
- H. D. Thatcher & Co.—Baking Powder.
- Durea's—Corn Starch.
- Horlick's—Milk Food.
- Fould's—Wheat Germs.
- Mosquero Julia—Soup.
- Davis—Baking Powder.

Mathieu & Journet are the caterers, and have an elaborate cafe and restaurant to the left of the entrance from Madison avenue. This firm are justly celebrated for their catering, having had some of the largest hotels and summer resorts under their supervision from time to time.

Mr. Maher, in charge of the booths of the Fairbank Canning Co. and Nelson Morris & Co., of Chicago, is an old Canadian boy, who for years resided in Toronto, being at one time with the Crompton Corset Co.

John Cams is ever popular at the St. Charles Evaporated Cream booth. He has been in the employ of Delafield, McGovern & Co. since the foundation of the company.

Mr. Bierach studies the interest of his company, and is ever ready to

show the teas as sold on the market by the Ceylon Tea Co. to visitors and merchants.

G. H. C.

**TANNIN IN TEA.**

"Some examples which have been forwarded to us," says the British Medical Journal, "of the results of analyses for tannin and theine in tea indicate considerable variation in the amount of tannin, according to the quality of the tea, and the state of growth at which it is picked. In some blends of China teas the percentage of tannin extracted by infusion for 30 minutes was 7.44; theine, 3.11; and a similar result was given in the examination of the finest Moning; while, on the other hand, with fine Assam tea a percentage of 17.73 of tannin by weight was extracted after infusion for 15 minutes, and two blends of Assam and Ceylon tea gave, respectively, 8.91 and 10.26 of tannin. On the whole, it is probable that the Indian teas are much more heavily loaded with tannin than the China or Japan teas. Moreover, the common method of prolonged infusion in boiling water is well calculated to extract all the tannin, while it dissipates the flavor of the tea. To be drunk reasonably, tea should not be infused for more than a minute, and with water of which the temperature does not exceed 170 degrees F. It should be taken without sugar or milk, which would drown the flavor of the delicate and aromatic infusion thus obtained. This at least is how tea is drunk both in China and Japan,

whence we have borrowed the use of it. With our European method of prolonged infusion in boiling water we destroy all the best flavor of the tea, and we extract such heavy proportions of tannin as to cultivate indigestion as the result of tea drinking. Indigestion is unknown among tea drinkers in the East, and it is in all probability only the result of our defective use of the leaf."

The scientific explanation of the mould is that when a barrel of pickles is left open to the air, a spore (germ) happens to fall into the barrel, and finding suitable matter on which to feed, it begins to vegetate or grow. This it does by absorbing material, and the spore rapidly lengthens into a long, thread-like filament, which may be single or branched. In a short time this thread sends up branches which bear new spores as above described, and soon the whole surface of the vinegar is covered with a scum which consists of the threads or mycelium, as they are called, and spore branches. This mycelium penetrates quickly throughout the whole mass of the pickle, which rapidly becomes soft and worthless. One of the best-posted pickle dealers in the city says that he will guarantee that if the scum is stirred or broken daily there will be no loss; but he insists that the process must be done every day. Where this is neglected, the pickles will spoil. Some grocers claim that a few drops of oil of cloves put in the open barrel will prevent the mould forming. Be careful not to use too much, say from seven to ten drops well stirred in.—American Grocer.



DID  
IT  
EVER

Strike you that you can  
save money by buying  
direct from us.

We can give you the  
best goods at lowest  
prices. Send for a  
sample caddy or two.

Empire Tobacco Co.,

MONTREAL.

### THE PRESENT PHASE OF THE VALENCIA RAISIN MARKET.

The following article, forwarded by our Montreal correspondent at the last moment, both supplements and modifies the earlier view of the Valencia raisin market that is given on another page:

Keen competition by sellers of foreign dried fruits has been the chief feature of the week in the Montreal grocery market. It has not resulted in any wide movement of business, however, for the parties to the war, in their anxiety to outdo one another, have overreached themselves by confusing buyers. The latter have been the recipients of so many different circulars and offers that they really don't know whether to buy or not, and the market is in a very unsettled state. Fruit has been offered as low as 4 1-4c., and this, according to all accounts, means that the seller is willing to turn over his purchases at a loss, for the very best cable quotation received does not allow of a margin at any such figure. In fact, the best possible price, even on common fruit, is 4 3-8c., and at this the margin is so narrow as to be unprofitable, for 4 1-2c. is about a reasonable figure for common ordinary fruit, with 1c. more for the superior grades. It is easy to see, therefore, that the market is mixed up, so much so that the more sensible dealers are contemplating the advisability of storing their lots to sacrificing them at present.

It was thought last week that the cutting had been stopped owing to the firmness elsewhere, but the arrival of the steamer Avlona with 55,000 odd boxes started the ball again.

There is nothing in the conditions apparent to warrant present circumstances. The Montreal market on its present basis is two shillings at least below New York, Denia or London; and the quantity coming forward to Canada direct is not excessive in view of our consumptive capacity. With the lots already arrived and those yet to come forward ex Escalona, the direct shipments to Montreal will not exceed 100,000 boxes, if they reach that figure, whereas the annual consumption of raisins in Canada is approximated by old importers at 300,000 boxes. With outside markets above ours, it is difficult to see in the face of the above figures why there should be any special reason for anxiety. It is true that California raisins are driving out foreign fruit to a certain extent across the line, and that this cuts down the outlet, but while New York keeps as firm as it does, there is no reason to anticipate a break. The unsettled feeling must be

due to something else then, and the only explanation is that some operators have lost their heads. Report says that there has been considerable investment in cheap lines, and probably there is a fear of being stuck. Advices received recently from Denia lend color to this assumption, for they state that the excessively low bids have tempted packers to doctor up old held stock and send it in this direction. This is a fact which buyers might bear in mind, for, if true, it necessitates considerable discrimination about purchasing, in view of the low offers that are being made. For good prime fruit, however, there is no reason to anticipate such low figures as some sellers are offering, and if a buyer is satisfied with his inspection of the goods, it might be a good thing to close.

### MONTREAL TRADE NOTES.

Fresh Almeria grapes are due ex Sarnia, and are selling to arrive at \$5.50 to \$6 per keg.

New Spanish onions are now offering on this market, and meeting with a good demand at 75 to 80c. per crate.

Jobbers are anxiously enquiring for shell walnuts, which are due ex Dracena, from Bordeaux. Sales have been made to arrive at 25c., and as the quantity advised is small, there is a prospect of a further advance in prices.

Canners' agents report a good demand from jobbers for salted B. C. red salmon. Several round lots have been placed at \$12 per barrel.

Quintal & Freres are offering some fine canned tomatoes, which are meeting a fair call, considering the general quietness of the canned goods market.

New figs to arrive are offering from first hands at Montreal at 11 to 15c., but the demand is not especially brisk.

If cables to Montreal shippers are reliable, speculators who have paid \$1.50 and more for apples at the orchard up west will have to do some close figuring. First sales of Canadian fall apples in Liverpool have been made as low as 8s., and this does not net \$1 per barrel in Montreal.

There are more reports of good profits on B. C. canned salmon by Montreal operators. An agent wired an order for a round lot of pink fish at equal to \$1.37 Montreal, and before the goods were shipped they had been turned over to another at an advance of 10c.

The multitude of offers which are being made on dried Valencia raisins is mixing up buyers so much that they hardly know what to do. At some of the offers sellers stand to lose an eighth of a cent per lb. at least.

Lightbound, Ralston & Co., the enterprising wholesale grocers of McGill street, have just issued one of their characteristic and useful circulars to their patrons. It is replete with valuable information to buyers.

For dried fruits when shipped ex wharf from Montreal the following is the tariff:—Ottawa, Brockville and points east, 13c. per 100 lbs.; Kingston and points west of Brockville, 14c.; Toronto and points west of Kingston, 15c.; Hamilton and points west of Toronto, 16c.; London and points west of Hamilton, 17c.; Windsor, etc., 20c.

# NEW FRUITS ARRIVED

J. Morand's Off-stalk Valencias. Eleme Figs, 1, 2, 10, 30 lb. boxes.  
 " Selected Valencias. Currants, bbls, hf.-brls, and cases.  
 " Layer Valencias. Vostizza Currants, cases and hf.-cases.  
 Sultana Raisins. Also

New Canned Goods-- Corn. Maple Leaf Salmon.  
 Peas. Horse Shoe Salmon.  
 Tomatoes, &c. Express Salmon.

## DAVIDSON & HAY,

Wholesale Grocers,

36 YONGE ST.

TORONTO.

### EPPS'S COCOA

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

C. E. Colson, Montreal

### MUNN'S Famous

### Boneless Codfish

NEW and GENUINE.  
 NOW ARRIVING.

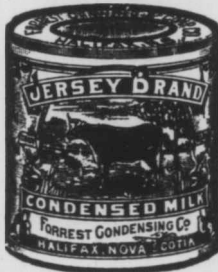
Packed in assorted Boxes, 5-lbs., 10-lbs.,  
 20-lbs., and 40-lbs., containing 1 and 2 lb.  
 Bricks, also

### MUNN'S Skinless Codfish

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

Orders can be filled at short notice after this.  
 Stewart, Munn & Co.,  
**MONTREAL.**

### "JERSEY BRAND" CONDENSED MILK.



It is guaranteed Pure and Unskimmed,  
 An excellent food for Infants.  
 We make only the one quality—**THE BEST.**  
 Buy only the **JERSEY BRAND** for all pur-  
 poses. Sold by Grocers, Outfitters and others.

MANUFACTURED BY  
**FORREST CANNING CO'Y,**  
 HALIFAX, N.S.  
**STANWAY & BAYLEY, Agents, Toronto.**

### GRIMBLE'S English Malt Six GOLD Medals VINEGAR

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

### GILLARD'S Specialties

High Class, English Made,

"NEW" Pickles and "NEW" Sauce.  
**GILLARD & CO.,** WALLHAMSTOW, LONDON, ENG., and of  
 Wholesale Grocers in the Dominion.



GOOD-BYE, MILKMAN!

WE USE AND SELL

## Highland Evaporated Cream

(UNSWEETENED)

A pure fluid milk extract, prepared from milk of the most perfect quality.  
 It is the safest and most delicious form of milk for the table, all cooking purposes and  
 the nursery.

FOR SALE BY ALL WHOLESALE GROCERS.

PREPARED ONLY BY

**HELVETIA MILK CONDENSING CO.,**  
**HIGHLAND, ILL., U. S. A.**

WRIGHT & COPP, Ontario Agents.  
 Toronto

L. H. DOBBIN, Montreal,  
 Quebec Agents.



## TORONTO MARKETS.

TORONTO, Oct. 13, 1892.  
GROCERIES.

The brisk movement maintained by trade during the past several weeks begins to flag. It appears to have got to the end, for the time being, of whatever of staying power the demand had in it. Sugar is dull, stock plentiful and demand subsiding. Dried fruits are not causing nearly the interest since they have begun to come in stock that they did before. Tea is fairly active, but not up to the expectations that the state of stocks and prices built up. Canned goods are very feeble. General groceries in sorting up orders move out in a routine sort of way. In no line is there any special enthusiasm. Everything is in a state of preparation, stocks being reinforced just now at many points, new Valencia raisins, Sultana raisins, Malaga raisins, currants, figs, peels, almonds, canned corn, canned peaches, canned salmon, etc., being among the lines that are now moving into stock. Prices lack the brace that a steady and rather stiff set of the demand gave them, and are now softer in some goods, notably sugar. Canned vegetables are cheaper, salmon is no firmer, and both currants and Valencia raisins are easier. Payments, usually at their best at this season, are not perceptibly above or below the October average.

## COFFEES.

The influences in the ascendant now in the coffee market are on the bull side entirely. All Brazil coffees are quoted  $\frac{1}{2}$ c. to  $\frac{3}{4}$ c. higher, and on this continent prices have not gone up so far upon Rios and Santos as they have in Europe. If there is no relapse we are likely to feel the effect in this market, as there is nothing between our prices and those of New York but a very small stock. We still quote price  $18\frac{1}{2}$ c. Java and other East Indian coffees are likewise higher. Old colony Java is entirely exhausted in first hands. The finest sample is quoted at 40c. in the green state. From that prices shade down to 32c. according to quality. Mocha is 28c. upwards.

## DRIED FRUIT.

The stock of new Valencia raisins has been considerably increased since last report and prices have eased, as they always do upon shipments subsequent to the first. Off-stalk on spot is quoted at 6 to  $6\frac{1}{2}$ c., a cut having been started which brought the selling price rather unexpectedly to this quotation. Quotations on fruit to arrive are made as low as  $5\frac{1}{2}$ c. We are now below the New York market. The latest cables report a stronger tone at Demia, so that we appear to be following a very independent course here. The importations have been, so far, light as compared with years previous to last, and in the United States, though they have been

below what they were a year ago, they have been above what they were expected to be, the shortage in the crop of California raisins and the preference in the United States for Valencias having caused a better market in the United States than the early prospect promised. Selected Valencias are from 7 to  $7\frac{1}{2}$ c., layers  $7\frac{1}{2}$ c. Sultanas are quoted from  $7\frac{1}{2}$  to 10c. A cable advice on Tuesday reported an advance of 2s. in the primary market. Part of this advance was on first cost and part of it on freight. The bulk of the stock likely to be distributed on this market was bought, however, before the advance. Currants are generally quoted at  $6\frac{1}{2}$ c. in half barrels, but they are weaker both on spot and in Patras, and the supply is now of good proportions. The portion of the Avlona's cargo for this market is now to hand. Hence  $6\frac{1}{2}$ c. is a price now generally acceptable. The Malaga raisins to hand are quoted as follows: London layers, \$3.25 to \$3.50; connoisseur clusters, \$4.25 to \$4.50; black baskets, \$3.75; blue baskets, \$4.75. London layers appear to be a diminishing import. Prunes are reported higher in Trieste. New Eleme figs are now in the stocks of nearly all jobbers. The new crop shows fair quality. Fourteen ounce Elemes are 10c., 10 and 30 lb. boxes are 11 to  $12\frac{1}{2}$ c. 7-crowns are 16 to 17c. New pecans are quoted 16c. There are also some new Valencia shelled almonds at 28 to 32c. There is a reported shortage. The crop of Tarragona almonds is said to be practically exhausted for export. A few small parcels at very high prices are all that is now obtainable in the primary market. The undried samples of Bordeaux walnuts show very fine quality.

## RICE AND SPICES.

The call for rice is not appreciably greater or less this week than it was last. Prices range from  $3\frac{3}{4}$ c. upwards.

Spices afford little matter for comment. They are cheap and go into consumption with few ups and downs in the rate of movement.

## SUGAR.

Those who had sugar on long contracts reckoned themselves fortunate when the  
(Continued on page 16.)

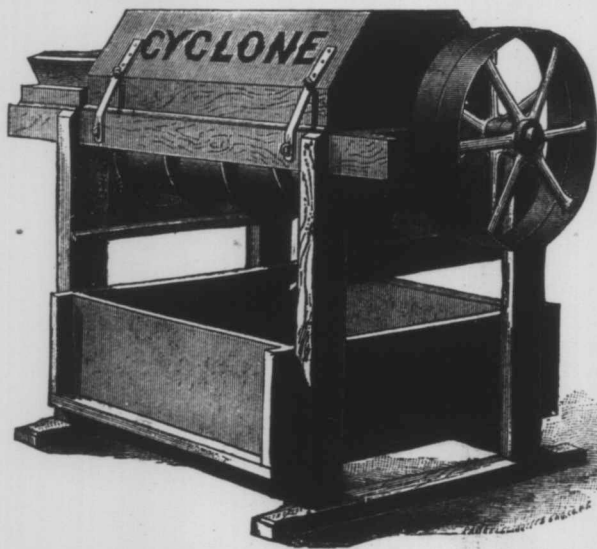
## CANNED GOODS.

## TORONTO.

The aphorism that time is the mender of all things, works by contraries in the canned goods market. The last state of that market is likely to be worse than the first, as the older the price problem gets the worse it gets. Packers are crowding one another down and this week prices on several lines are 5c. a dozen easier for jobbers than they were last week. Canned vegetables are described as "sick" and are apparently very sick. There is a wonderful unanimity among jobbers to leave them alone, unless for the covering of present wants. Big contracts are hard, almost impossible to effect. The corn pack is coming into stock, and from the extent of offerings it appears to be a large one. Tomato canning continues and there is no lack of raw material. Prices for round lots of assorted vegetables quote from 85c. upwards. This low quotation does not stimulate the demand, however. Fruit is as dull as vegetables are. New peaches and pears are offering, but as there is some stock of the old pack it avails but little that the present pack is small. Buyers are not forthcoming. The prices are regarded by buyers as too high, peaches being quoted at \$2.50 for 2's and \$3.50 for 3's. Salmon does not go up rapidly, notwithstanding the strong position at the coast. Here jobbers are still selling at from \$1.45 upwards.

The B.C. Commercial Journal says: There are four canneries on the Fraser River packing cohoes. These are very inferior fish to the celebrated sockeye, which has made the brands of the Fraser River canneries famous throughout the world. This is the first time since the short pack of 1888 that any of the canneries on that river have packed cohoes, and it is only done this year on account of

## To Canning Men.-OUR CYCLONE PULP MACHINE



For making tomato pulp and preparing pumpkin and squash for canning is very well known to all the canners in the United States, and a few of them are in use in Canada. The high tariff has prevented their being used extensively heretofore.

We are now manufacturing these machines at Oakville, Ont., to enable our Canadian friends to obtain them without paying a heavy duty; but we shall make only a few of them unless ordered. Those who contemplate purchasing, should send their orders promptly to insure the saving of duty, as late orders will have to be filled from stock in the United States which will be subject to a 30 per cent duty.

Address

THE BUCKLIN CAN-FILLER CO., KEYPORT N. J.



**HENDERSON & LIDDELL,**

3 Eastcheap, London, Eng.

DEALERS IN

Sugar, Dried and Green Fruit,  
Rice and Canned Goods

Are prepared to enter into correspondence regarding purchase or consignments of all Canned Goods, Green Fruit, &c.

H. & L. have been in business over 40 years and have Travellers all over England. Highest References. SP

**NEW ELEME FIGS,**

MAIORI LEMONS,

MALAGA LEMONS,

JAMAICA ORANGES.

**SPANISH ONIONS,**

JERSEY SWEET POTATOES,

CAPE COD CRANBERRIES.

**CLEMES BROS.**

Phone 1766. TORONTO, ONT.

**THE "Lion Brand"**

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

**Bay of Quinte**

**Canning Factories.**

PICTON and DEMORESTVILLE.

**W. BOULTER & SONS,**

PROPRIETORS,

PICTON, ONT.

**RED RASPBERRY JAM.**

The Largest and Finest Stock

IN THE DOMINION OF CANADA.

APPLY TO

**THE SIMCOE CANNING CO.,**

SIMCOE, ONT.

It always pays to  
**BUY THE BEST**

Goods. Fresh Fruits and Vegetables can be had every day, by using the Lakeport Preserving Co's Canned Goods. All goods guaranteed. Try them once and you will use no other.

**Lakeport Preserving Co.,**

Lakeport, Ont.

Factories at Lakeport and Trenton

**Canned Goods.**

We  
Pack  
Only  
the  
Best.

Have you goods bearing my name in stock? They are always the same, always reliable.

**D. W. DOUGLAS,**  
St. Johns, P.Q.

**MAPLE PRODUCTS.**

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

Address

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

Boy  
Brand  
Corn



**DAILEY'S**

Please try them.  
His boys eat them.

Prepared by the  
**Kingsville  
Preserving Co.,**  
(LIMITED.)  
KINGSVILLE, ONT.

Boy  
Brand  
Tomatoes



**BUYERS!**

OUR interests are identical. It has paid us to pack a superior quality of Canned Goods. It will pay you to sell them. Our sales for 1892 have doubled 1891.

You may double yours by securing now, while the price is right and stock fresh and complete, a full assortment of our leading lines.

All of which is guaranteed strictly A1.

**Delhi Fruit and Vegetable Canning Co.,**

FACTORIES : Delhi, Ont., and Niagara on the Lake.



the short pack secured by the canneries. It is understood that all cohoec fish placed on the market will be labeled as such, and will not be sold under the established brands of recognized excellency.

## MONTREAL.

While there is no large movement in canned goods there is a very fair movement in all lines in a jobbing way. The feature of the market is the strength in salmon which is now quoted at \$1.50. Round lots of Horse Shoe brand and British American have sold at \$1.45 net cash 30 days.

(Continued from page 14.)

market took the favorable turn that seems not to have come to an end. The holders of contracts could then job it out below what it would cost them to buy it at in the current market. But some of the jobbers so favorably circumstanced found the demand, active as it was, proving too slow for the absorption of all this previously bought stock, and with the fruit season waning they began to feel anxious about the future. They sold as much as they could to other jobbers who had not the fore-sight to make contracts, but even this means of unloading was too tardy for the swifly-fleeing opportunity, and the sugar market weakened before the contract men were through with it. The refiners have suddenly reduced the price of granulated from  $4\frac{3}{4}$  to  $4\frac{1}{2}$ c., and the latter price is more remarkable for its weakness than for its strength. Though refiners do ask 4.50c., and freight is .15c. to .16c., which makes the cost laid down here 4.66c., jobbers are selling at  $4\frac{3}{8}$ c., i. e., 4.62 $\frac{1}{2}$ c., and some are offering at 4.60. Yellow has fallen back in the same ratio, or further, and is now quoted at from  $3\frac{1}{2}$ c. up. The demand is forsaking the market for the moment, prices have fallen in the United States, brought down by the Trust to cope with English and Canadian importations, and we are entering upon a quiet spell. All this indicates that sellers have more to fear than to hope from the early future of the sugar market. It is said that refiners refrained from lowering prices sooner than they did, out of consideration for buyers who had laid in big stocks.

Willett & Gray, New York, in their weekly sugar statistical say:

The Week—Raws declined  $\frac{1}{8}$ c. Refined declined 3-16c. Net cash quotations are: for Muscovados, 3; Centrifugals,  $3\frac{1}{2}$ c.; granulated, 4.72c. Total stock in all the principal countries, at latest uneven dates, is 460,517 tons, against 501,441 tons at same uneven dates last year. Stock in Havana and Matanzas, by cable, 20,000 tons, against 96,522 tons at same time last year.

The month of September—Receipts, 130,014 tons. Meltings, 135,833 tons. Stocks decreased 25,719 tons. Last year, in September, the receipts were 77,033 tons and meltings 145,000 tons, and stocks decreased 35,776 tons.



You can't tell who will ask for Surprise Soap. If you don't have it, you lose a sale and a good profit.

We sell it? So do all the best jobbers in Canada.

## The St. Croix Soap Mf'g Co.,

Branches:

St. Stephen, N.B.,

**MONTREAL:** 17 St. Nicholas St.**TORONTO:** Wright & Copp, 40 Wellington st. east.

Raws—After the large business noted at the close of the preceding week the market became quiet, and has continued so during the present week, the few transactions being on the basis of previous quotations for Muscovados, but at  $\frac{1}{8}$ c. per lb. decline for Centrifugals. Present supplies have been increased by large receipts, say 11,000 tons in excess of requirements for meltings. These receipts came from—Cuba 11,429 tons, Europe 14,552 tons, British West Indies 6,279 tons, East Indies 11,800 tons, other countries 2,700 tons. The cholera has entirely disappeared from our harbors, and there is no occasion for anxiety about supplies.

Refined—With the decline in raws and the releasing of large quantities of supplies previously held out of market, the market for refined quickly responded with a decline of 3-16c. per lb for hards and  $\frac{1}{4}$ c. for softs. At the decline the demand has not increased for the reason that previous purchases, delayed in delivering, are not yet consumed. The recent interruptions of the trade also brought into the country about 10,000 bbls of refined sugar from Canada and a considerable amount from England. The decline of the week will end such importations. Deliveries can now be made promptly of all grades, and no delays need be anticipated for remainder of year. While the conditions of supplies of raw sugars for some time may prevent a further decline, there is no reason to look for another advance in granulated, but rather a firm and steady market for some time to come.

## SYRUP AND MOLASSES.

The supply of syrups is still overtaxed by

the demand, not that the demand is large, but that the supply is small. The price is therefore firm at the refineries, particularly on low grades, which have the preference. The moment appears to be favorable to United States goods, and these are offering, but the low prices do not inspire confidence in the purity of the goods. There is a lot of very old syrup on this market, owned by a Montreal jobber, that are anybody's who will pay  $\frac{1}{4}$ c. a pound for them. They were bought at  $3\frac{1}{2}$ c., but have greatly deteriorated. The lowest grades of new syrups range from  $2\frac{1}{2}$  to  $2\frac{1}{4}$ c. here.

Molasses has not much support in the state of current trade on this market. Shortage in the cane crop causes an advance in New Orleans molasses. All West Indian remains as quoted in Prices Current.

## TEAS.

Notwithstanding that wholesalers do not buy tea freely, importers are firm in their attitude and the market remains steady in the position it assumed early in the season. The sale of the large shipment of Japans that was sent forward to Chicago a short time ago strengthened the selling side. The bulk of this tea was low in quality, lower in fact than the lowest requirements of Canadian trade. There is a scarcity of really choice grades of Japans ranging from 25c. upwards, a scarcity almost as marked as in low and medium grade teas. Repeated advices confirm the report that the available supply for export from India is 3,000,000 lbs. less than it was last year, and state that the proportion of common teas will be much smaller than it was expected to be. The perception of these

**CANNED  
GOODS  
—A—  
SPECIALTY.  
WRITE US.**

ESTABLISHED 1860.  
**STANWAY & BAYLEY.**  
BROKERS  
AND  
GENERAL COMMISSION MERCHANTS.  
44 FRONT ST. EAST. TORONTO.

**PACKERS'  
AGENTS.  
SALMON,  
VEGETABLES, Etc.  
WRITE US.**

Trade Mark

Bull's Head

SOUVENIR  
of  
Garrow Works

NORWICH

with  
*J. & J. Colman's*  
Compliments.

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# CARROW WORKS, NORWICH.



TWENTY miles up the level marshes behind Yarmouth, on the Eastern Coast of England, there stands on the river bank the gigantic home of an industry whose principal products, Mustard, Starch, Corn Flour, and Blue, are known in every town and city of Europe, and whose reputation is world-wide. Travellers up the river or along the railway, which skirts the huge pile of buildings locally known as Carrow Works, can hardly credit that such extensive premises are all utilised for the production of the articles named, and consumers would never dream that the preparation of the neat, ornamental, inexpensive packages which bear the name of "Colman," maintains in daily activity powerful engines working several hundreds of ingenious and complicated machines, furnishes constant employment for upwards of two thousand persons, and directly supports between five and six thousand souls. These packages afford a marvellous illustration of the combination of divers industries with the most minute subdivision of labour to produce a given result.

The Works themselves stand at the foot of the slope of Car Hoe, or Carrow, just outside Conisford (Cynning's Ford), a busy thoroughfare from the time when an Engle Chieftain established himself there as king. The river Wensam, which flows below the two-thirds of a mile of buildings, stores, and quays of Carrow Works, was for centuries a highway of commerce between the Continent and Norwich, when that city was the seat of the chief manufacture of England. But interesting as these memorials of past relations and intercourse between the Continent and Norwich may be, we must leave them to enter upon our description of the industry which has re-introduced the name of the old English city into our markets, shops, and homes.

The Works at Carrow consist of a range of lofty mills (sending up five chimney-shafts from 100 to 140 feet high), granaries, warehouses, stores, factories, workshops, wharves, timber and coal yards, covering nearly twenty-six acres of ground. A double line of railway (with sidings and turn-tables) is laid in direct connection with the main lines of the Great Eastern Railway system. By means of a private wire between the Works and 108 Cannon Street, London, a distance of one hundred and twenty miles, communication is always open between the manufactory and the large warehouses in the heart of the Metropolis of Great Britain.

These Works are the growth of only thirty-seven years, though the industry itself and the Firm are of far older date, the business having been transplanted from Stoke—a few miles distant—to Carrow, where greater facilities were afforded for its development. The Works are unrivalled, at any rate in Eastern England, for the concentration in a corresponding area and on such an enormous scale, of the varied industrial pursuits of a great manufacturing centre.

Four times each day the broad avenue through the Works wears for a brief interval the lively bustle of a thoroughfare in the heart of a big city, as the 2,300 operatives enter upon or leave work. To find one's way about the place is a matter of difficulty, and to make a tour through the various departments, whose aggregate flooring is more than a million superficial feet, is an utter impossibility without an experienced guide. The following description of these Works may not be uninteresting.

## MUSTARD MILL.

CONTEMPORANEOUS with, and consequent upon, the growth of Carrow Works, has been the extensive cultivation of Mustard in Eastern England.

There are two varieties of seed used for manufacturing purposes, "Sinapis alba," or white seed, and "Sinapis nigra," or brown seed. The origin of the French name with which we are familiar, arose, according to an old black letter in the archives of Dijon, as follows: "In 1322, Philip the Bold, Duke of Burgundy, granted to the town of Dijon armorial ensigns with the motto 'Moult me tarde' in old French, 'I long (or wish for) ardently,' which being sculptured over the principal gate, by some accident the middle word became effaced. The merchant dealers in the seed, intending to ensign their pots with labels of the city arms, copied the imperfect motto as it then remained, 'Moult tarde,' and hence the name which the article retains to the present day."

The seed is chiefly grown in Lincolnshire, Yorkshire, Cambridgeshire, and Essex; a fair proportion is imported from Holland, where the harvest is earlier, but the best qualities are grown in the English counties named. The great Mustard Fair at Wisbech is held in October, but large quantities are also sold later in the year at Selby and Hull. As a crop, it is one that few agriculturists care about. It is very exhausting to the soil, and as a consequence the land requires heavy manuring. The quality, too, of the seed is seriously damaged if the weather be unfavourable during harvesting. Though it is difficult to arrive at an estimate of the quantity of mustard seed produced and consumed annually, it is certain that many thousands of acres in England are under cultivation with this plant for the purpose of seed. The yield on the average may be taken at about three quarters per acre; four quarters would be an exceptionally good crop. The money value varies from year to year, according to the season and the state in which the crop has been secured. Many growers send in the bulk of their crop to Carrow, leaving

the price to be fixed by the purchasers, in whose honour and integrity they have the most complete confidence.

All the English and most of the foreign-grown seed is delivered into the interior of the Works from the railway trucks. Deposited, just as it has been superficially dressed by the growers, in warehouses capable of holding one hundred thousand sacks, the seed has to undergo two or three preliminary operations



before it is fit for the process of manufacture into table mustard. To ensure the complete removal of any dirt the seed is first thoroughly dried in kilns. Engines

disperse the waste hot-air, and labourers at intervals turn over the seed, a work which, though of brief duration, induces an amount of exhaustion that entitles the men to repose until their services are again needed. Issuing through shoots from the kilns to another floor, the seed is put into dressing machines, similar in construction to those used on farms, except that the sieves are finer, and by these, the undersized seeds and extraneous matters are riddled out, and a cloud of fine dust winnowed away. Thoroughly cleansed, the seed passes into and down a series of tubes conducted through the floor into a room below, and issues from a rayed arrangement of pipes upon sloping metal plates, whose lower edges dip towards the point of contact of sets of short thick rollers, fixed on continuous spindles, fitted with gearing which is acted upon by large intermediate spur-wheels, driven by powerful engines. Ever steadily gliding down the metal slopes with a murmuring as of water, the seed falls between the rollers which work upon each other, and descends into hoppers beneath as a pale olive-green mustard meal. But the rollers only perform the rough work of breaking up and crushing the seeds. The complete pulverisation is effected by the mechanical action of rows of giant pestles or pounders, longer than weavers' beams, each tipped with a mass of rounded polished metal, that rise and fall in unison with heavy monotonous thuds, heard above the whirring of wheels and shafting, and the clatter and rattling of scores of sieves. These pestles which pound this whole-meal mustard are worked in precisely the same way as the stamps of ore-crushing machines, the up and down motion being obtained by means of a number of cams revolving on immense spindles.

The next process is that of separating the bran from the flour of the mustard. Numbers of sieves of silk lawn fixed in frames, maintained in continuous condition of violent agitation by the action of eccentric wheels, perform this operation, retaining the fragments of husks while they precipitate the flour in a fine golden shower. To the unpractised eye this flour is a bright yellow, perfectly free from husks; but contrast it with the flour which has passed through a second series of sieves, of such gossamer texture that there are three hundred strands of silk to the square inch, and it is seen to be a dark yellow, while the additional minute particles of husk abstracted by the second set of sieves explain the lighter hue of the falling cloud. An equable temperature has to be maintained in the mill where all these different processes are in operation, for a moist atmosphere would cause the minute atoms of mustard flour to clog, and thus prevent them passing through the delicate sieves. Dry and warm, the several floors are pervaded, in the immediate neighbourhood of the various machines, with an impalpable dust which gilds the clothing of the workmen and titillates the nostrils and throat of the visitor unaccustomed to mustard in that form. So far as the manufacture of table mustard is concerned, the husk is done with, and treated as a residual—its future career being considered later on in this sketch.

This, roughly speaking, is the method by which the mustard flour is obtained, but the processes require, for their successful carrying out, the greatest skill and knowledge and long practical experience. The fine flour of mustard having been precipitated is ready for further manipulation. Wheeled in large tubs, mounted upon runners, from the mill through a tubular bridge spanning the tramway track into the packing department, the mustard flour is brought into contact with other manufactures in which the evidences of various contributory industries are so apparent as to demand attention before we can re-lise the whole extent of operations employed in the production of a packet of Colman's Mustard.

We have not hitherto alluded to the mixture of the flour of the brown and white varieties of seed. This varies in proportion to the different qualities of mustard required. The brown seed contains a substance known as myronic acid, which exists in combination with potash, and also another body called myrosin. When the flour of brown mustard seed is moistened with cold water a singular change takes place—the myrosin, which seems to act as a kind of ferment like diastase in malt, re-acts upon the myronate of potash and develops the volatile oil of mustard, an excessively pungent liquid, a mere drop of which applied to the skin raises a blister in a moment. White mustard contains practically no myronic acid, but it contains an acrid substance known as sinabin, which is absent in the brown seed. The two flours must be thoroughly incorporated, to prevent a streaky or mottled appearance, which would seriously affect its commercial value. This, though apparently a simple operation, is in reality both a difficult and important one, as the manufacturer has two problems to solve: first, the development of the highest amount of the volatile flavouring essence; and secondly, to fix it so that this aromatic property shall be preserved. It is well known to the trade that the more delicate the aroma, and finer the quality of mustard, the more apt it is to deteriorate

from the rapid chemical and atmospheric changes which the delicate volatile oils undergo. In fact, the finer and purer the mustard, the sooner does it oxidize, the first stage of which is apparent in the dirty and somewhat objectionable brown tint it assumes. It will be readily seen that one of the greatest secrets of success lies in the judicious blending of the flour of the brown and white seeds, so as to develop to the highest extent the peculiar virtues of both. Each has totally distinct properties, which act and re-act beneficially upon one another. The white seed possesses but little pungency, and is comparatively insipid, but develops a peculiar ferment, which brings out fully the pungent flavour of the brown seed. It is this judicious blending which constitutes the great art of the mustard maker. The brown seed being more expensive than the white variety, is used sparingly in the lower-grade mustards of commerce. It follows, therefore, that the only guarantee of quality the consumer has, is the name of the manufacturer. A so-called "genuine" mustard can be made from seed of so low a quality, that a firm like Messrs. J. & J. Colman would only feel justified in using it for inferior grades. To be "genuine," therefore, is not necessarily a recommendation. At Carrow six grades are manufactured to meet the requirements and purses of the customers, three of which can be had either as pure or mixed mustard, and for these the same price is charged whether pure or so-called condiment is selected.

The lower qualities, containing minute particles of husk, retain more of the oil than the finer qualities, and consequently when packed would become agglutinated and lumpy. To prevent this agglutination in the lower qualities, and to make the finest grades which would otherwise be too pungent for the majority of consumers palatable, the manufacturer is compelled to introduce some innocuous foreign matter such as wheaten flour, which is manufactured in an adjoining mill, a description of which will be found further on.

The illustration opposite represents one of the floors in the mustard mill where the separation of the flour of mustard from the husk is effected. A description of the process having already been given, no explanatory remarks are needed.

Before passing on, a word or two on the so-called adulteration of mustard is needed. Public analysts have strenuously endeavoured on many occasions to bring the Firm and their agents under the provisions of the Adulteration of Food and Drugs Act.

When this Act first came into force, analysts set up an ideal standard of purity and defined adulteration to be the *abstraction* from, or the *addition* to, an article of any substance with a view of lowering its quality. If they had used the words "the addition or abstraction of any article that is directly or indirectly injurious to health," no difficulty or misapprehension could have arisen. As it was, the doctors differed materially. Some contended that the facing of tea with innocent colouring matter in itself was as justifiable as the colouring of cheese by annato. Dr. Stevenson, an analyst of the highest authority, thought that where mixing and colouring was *not done with the intention of defrauding*, and was not injurious in itself, it should not be interfered with, and that it would be useless to aim at a theoretical standard which it would be impossible to attain. Some extreme purists were for treating the addition of farina and saccharine to cocoa as adulteration within the meaning of the Act; whilst another eminent authority firmly denied that this could be the case, since additions are absolutely necessary to produce the articles of commerce known as soluble cocoa and table mustard. No one can call the addition of necessary foreign ingredients, such as farina and sugar to commercial cocoa, or farina to commercial mustard, when in suitable quantities, an adulteration. Neglect of this obvious rule has led to much needless and vexatious litigation. Fortunately, in such cases the Somerset House authorities in London, who constitute a Court of Appeal, take a broader and more liberal view, and have quashed many convictions. The composition of mustard flour is so little understood, even by many analysts, that in more than one instance Messrs. J. & J. Colman's "warranted pure" qualities have been certified as adulterated, and great trouble and expense have been incurred by the Firm in exposing error, much to the discomfiture of incompetent analysts. A case of this kind occurred at Bridgwater, in June, 1886, where the proceedings were stopped as soon as it was intimated that the analysis was disputed. The Firm have always honourably defended their agents when it has been proved that they sold the mustard as received, and supplied the purchaser with the notice of admixture which the law requires, and no conviction has ever been recorded against them.

The necessity of using some innocent ingredient which will absorb the excess of oil is shown by the fact, that in the Government Navy Victualling Yard, rice flour is used, and in some cases capsicum and ginger added.

## TIN WORK SHOP.

JUST as we followed the mustard seed from the warehouse through the various processes of manufacture till it disappeared as mustard condiment in the packing department, so we will pursue a case of sheet tin from the Store through a number of mechanical operations till it also, in the form of circular, square, oval, or octagon canisters, reaches the same destination. In a lofty building of several large floors, the upper storeys being reached by a spiral stone staircase ascending between thick fire-proof walls, the tin shops are no less interesting than the mustard mill. Upon each floor there is an array of machines working with exactness and precision, beneath the overhead complicated shafting and belting. One is not prepared to find such exquisite machinery and so many individual operations pressed into the manufacture of so simple an article as a tin for holding mustard; eight different machines, however, are required to form and put together the three parts, body, top, and bottom.

Machine No. 1 cuts the sheets of tin into strips of a breadth equal to the length of the canister; machine No. 2 divides the strip into pieces of a width rather greater than its circumference; machine No. 3 turns up one edge, and turns down the other; machine No. 4 welds the clasped edges together, and strikes out the tin into the form required; machine No. 5 prepares narrow slips of tin; machine No. 6 punches from them circular pieces with upturned edges for bottoms; machine No. 7 produces lengths of tin slightly wider than No. 6, and machine No. 8, with one punch, extracts from them round pieces, and with another knocks down the half an inch of margin, and turns out finished lids. Several sets of each description of machine are employed in these different operations, which are performed with great rapidity. Two boys, for example,

working at a machine which welds together the joint, and gives at the same time rigidity of form to the canisters, can turn out thirty-six gross in less than a working day. The bottoms are fastened to the canisters by means of special machinery made by the engineers employed on the Works. One of the most interesting sights in this department is to watch the manufacture of a small tin which is ultimately filled with an ounce of mustard, and known to the trade as the Penny Tin. The marvellous rapidity with which the boys make these tins fills one with astonishment, and has the appearance, in some instances, of legerdemain. On the decorated tins, the printing of which will be referred to later on, skilled workmen alone are employed, and a separate room is set apart for their use. Similar machines to those described in the boys' room are used, but seeing that these tins are to hold from four to six pounds weight of mustard, it is necessary that the joints should be more carefully finished, and soldering is necessary to make the various parts secure. The soldering-irons are kept constantly hot by means of gas and compressed air, and the dexterity with which the men use these, and the rapidity with which they turn out the finished tins, are only attained by long practical experience.

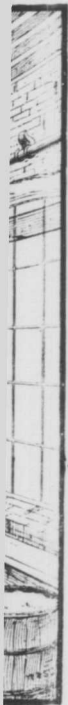
The number of tins made in this department amounts to many millions yearly. In an adjoining store-room the tins are closely and conveniently arranged, and are issued to the foremen of the packing departments as required. Some years ago this building—with its machinery and over half a million tins—was entirely destroyed by fire. To prevent as far as possible a similar occurrence, each floor has a hydrant with hose attached, and through loop-holes in the fire-proof tower alluded to, complete command of the building is insured, without danger to the firemen.

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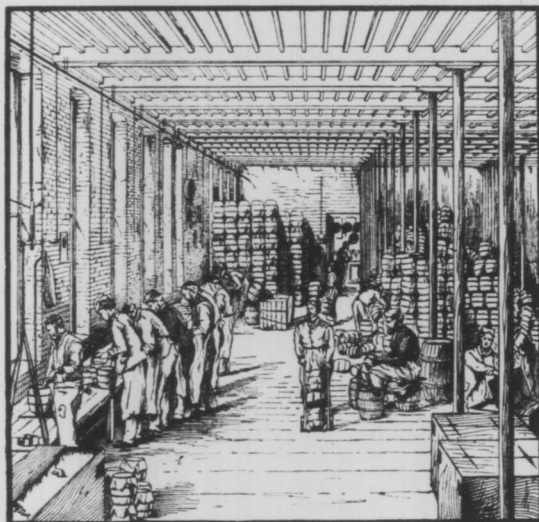


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## MUSTARD PACKING.

**T**o this department we will now direct our attention. Hither, bins on runners bring the mustard from the adjoining mustard mill, and lifts drop down the canisters from the store-room to be filled. Mustard packing is a business carried on upon several floors; boys fill and label the tins; girls make up and label the tinfoil packets and some of the smaller tins. Here there is rapid manual labour, unaccompanied by the sound of machinery save the hum from surrounding mills and workshops. Scrupulous cleanliness characterises these floors, as it does all the apparatus in the mustard mill. Picture a long room capable of comfortably seating eight hundred people, its walls, ceiling, and columns bright with the light-coloured fire-proof asbestos paint, and the floors covered with groups of six lads, each group clustered around a bench, a bin of mustard, and a set of scales, and behind them a rack. Each group is engaged in the simple business of filling and labelling canisters, and each boy performs a single operation that no time may be lost in the laying down one tool and picking up another. Thus, boy No. 1 weighs out mustard, which he puts into a canister held by boy No. 2, who presses it down with a wooden rammer, and claps on the lid, around the rim of which boy No. 3 winds a narrow strip of glued paper, and pushes on the package to boy No. 4, who wraps around it the label, which boy No. 5 has overspread with a thin solution of glue, and which boy No. 6 arranges with neatness, and finally sets up the finished work on the rack. By this distribution of labour among the six boys, two thousand five hundred canisters are filled daily by each group. The decorated tins do not require labelling, but need more

careful packing. To accomplish this, older and steadier lads are engaged upon the work. As soon as a tin is filled, the inner lid is fastened down, and securely sealed with an impress of the "Bull's Head," the trade mark of the Firm. This is deemed necessary, as a guarantee that it contains "Colman's Mustard."



To prevent the delicate colour work being damaged by friction during transit, the tin is then wrapped in paper and put on one side until required by the packers.

Though the greater part of the manufactured mustard is sent out in tins, much is packed in casks manufactured at the cooperage. These vary in size from 6 lbs. to one of 144 lbs. As in the case of decorated tins, extra care is required in manipulating casks, and only experienced men are engaged upon the work. In a lofty room the mustard is weighed, the casks filled, lids carefully secured, and the quality stencilled upon them. Here may be seen hundreds of barrels all filled, piled one upon the other, and ready to be sent out as occasion requires. The illustration needs little or no explanation. The men on the left are all engaged weighing and packing, whilst those sitting down are occupied in stencilling upon the lid and side of the cask the quality of mustard it contains and the name of the manufacturer.

On other floors the filled mustard tins are put into wooden boxes, upon which are stencilled figures, indicating the order, date, and weights. These floors resemble the platforms of a goods department at a large railway terminus, except for the cleanliness and order, and a uniformity of structure in the piles of packages. They may indeed be regarded as goods platforms of the Great Eastern Railway, as the piles of packages are loaded directly from the floors into the trucks drawn up alongside on the tramway, the Company accepting the weights sent in by the Firm. Our canister or our cask of mustard is now ready for sale to the public, but has to pass through the hands of the wholesale provision dealer and the retail shopkeeper before it can reach the consumer.

This mustard has obtained unrivalled honours at International Exhibitions—London, 1862, the only Prize Medal; Dublin, 1865, and again in 1872, the only Prize Medals; Paris, 1867, the only Silver Medal and Highest Award; Moscow, 1872, the Grand Gold Medal; and the only Gold Medal, Paris, 1878.

## PRINTING DEPARTMENT.

**I**n the manufacture of the large octagon canisters, decorated with the artistic designs so familiar to the public, the tin is subjected to a series of preliminary processes before it is cut into the required sizes, and made up. Let us follow these prepared lengths of tin through processes which fix upon them their ornamental designs. In an airy, well-lighted room, with a prospect of meadow, stream, and wooded upland, an artist prepares the design on stone and hands it over to the foreman of the printing and lithographic works, who prints off impressions with machines of the newest pattern. This paper has first to be calendered to impart the desired surface, and then undergoes special treatment before it is ready for the machine. As soon as the artistic design has been printed, the sheets are handed to the foreman of the adjoining room, by whom alternate layers of lithographs and slightly varnished sheets of tin are passed in a thick heap between the rollers of a pressing machine. This causes the pictures to adhere firmly to the surface of the metal. Immersed one by one in water, the paper rapidly becomes saturated, and leaves the metal, the design being indelibly fixed on the tin, perfect in every detail. Dried on racks in heated stoves, the sheets of tin are now ready for the mechanical operations described on the previous page.

The large iron and wood tablets used in advertising Mustard, Starch, Corn Flour, and Blue throughout the United Kingdom, are all produced in this depart-

ment. Plant specially adapted for decorating iron, wood, glass, or other hard surfaces is in full operation. In the letterpress room are machines by which much of the fine colour work, so characteristic of Messrs. J. & J. Colman's labels, is produced.

The demand for labels, wrappers, etc., is immense, and although this department is unable through want of space to supply all that are wanted, yet it is able to print many of the millions required during the year, exclusive of a vast number of show-cards, tablets, and posters. As the sheets leave the printing machines they are at once transferred to the packing room, where by means of two powerful cutting machines of the most modern type, the employees constantly replenish the ever diminishing store of labels. This store is in charge of a responsible keeper whose sole duty is to issue labels to the various departments, and his record of the output is a check upon the number of canisters, tins, or starch-boxes filled. In addition to the printing of labels, etc., many of the books required by the Firm are here printed and bound, designs for labels engraved, and stereotyping carried on. The lithographic stones required are imported direct from the quarries, and two men are constantly engaged in grinding down uneven surfaces, or imparting the final polish by means of snake-stone. To ensure absolute cleanliness the entire building is lighted by electricity.

## STEAM COOPERAGE

THE illustration here given represents this interesting department. We have already stated that a considerable quantity of mustard is sent out in bulk, as well as in packets for canisters. The former is to enable shopkeepers to sell small quantities by weight. Casks are manufactured at the cooperage in which to pack loose mustard; and the cooperage is as remarkable as many of the other departments of the Works, for the adaption of steam and hydraulic power to a number of machines, each constructed for the performance of a simple operation. Best Canadian oak is used for the manufacture of the casks. A powerful steam engine drives a bench saw which cuts the riven timber into staves, a machine which planes them, circular saws which cut them into lengths, and another machine which tapers the staves towards the ends. A lad "sets up" the staves inside an iron hoop and places them thus lightly held together over gas stoves, whose heat makes the wood slightly elastic. Subjected for a short time to this heat, they are put under a hydraulic press which forces on them a smaller iron hoop, and after another warming they are passed beneath other presses where more iron hoops are driven on, a few inches apart from each other. Cut with mathematical accuracy, and jammed together by machinery, the circle of staves is made water-tight. Placed in another machine a slot is cut within the rims for the insertion of the bottom and lid. The latter are each made from two pieces of oak, joined together by two headless nails, machines boring the holes into the sections, and closing them upon these fasteners. These hidden nails are the only pieces of metal left in the finished cask, for, as the cooper beats around them stout withes of elastic hazel, in which he dexterously cuts notches that interlock, the iron hoops, forced on by the hydraulic presses, are knocked away. Some thousands of casks, of various sizes, are manufactured weekly. A stranger would



naturally suppose that the heap of sawdust and shavings which accumulates in this department is wasted, or, at best, is sent to the furnaces, but this is not so. Put into bags or sacks, it finds its way to Great Yarmouth, where it is more profitably employed in the curing of herring; and it may be here incidentally men-

## OIL MILL.

WHILE the mustard is being sent abroad, or to the home markets, the husk which we left reduced to a comminuted condition is destined for still more dreadful ordeals. Conveyed to the basement of the mill it is ground to powder beneath the rolling of ponderous edge stones. The powder is then placed in steam-jacketed cylinders for the purpose of opening the cells from which the oil, a valuable residual, may be expressed. The extraction of the oil is effected after the well-sweated powder has been put into long bags and placed in a hydraulic press. Under a pressure of some two hundred tons, the oil exudes from the amorphous contents of the bags, which, when emptied, yield a hard, corrugated cake, sold to farmers as a manure, at about £3 to £3 10s. per ton. Much of this cake finds its way to France, where it is in great request as a fertilizer in vineyards. It is no uncommon sight to see hundreds of tons of this cake piled up to the very ceiling, in the basement of this building. The escaping oil falls into a large cistern, from which it is pumped into one of twenty-two vats, and partially refined, a process which is completed in half-a-dozen tanks, each of which would make a small swimming bath. Here it remains for some weeks, subjected to a heat of one hundred degrees. Both the refined oil and the precipitated fatty matter are in demand by manufacturers in the north of England, the former being used both as a lubricant and for lighting purposes. Its value depends upon the condition of the Oil market, the price ranging from £22 to £25 per ton.

tioned, that, at Yarmouth, Messrs. J. & J. Colman have warehouses in which is stored raw material for manufacturing purposes, such as rice, soda, strawboards, etc.

## FLOUR MILL.

IN this large mill is manufactured the flour required in the Mustard Department, and to which reference was made on page 7. It has a fine river frontage, affording a ready means of carrying goods by barges or wherries, and is also connected by rail with the Great Eastern system. This mill, which at one time worked with thirteen pairs of stones, has recently adopted the Simon's System of Roller Milling, with the latest modern appliances. Fifteen sacks of the finest flour are manufactured each hour, and to keep this machinery in active operation no less than 3,000 sacks of wheat are required weekly.

The wheat when thoroughly washed and dried is conveyed by a series of spiral worms to wheat-cleaning machinery, where it is passed on to barley and cockle cylinders, which remove the oats, barley, rye, and small seeds. It then passes over a magnetic separator, to remove nails, etc., after which it is again conveyed by elevators and deposited into bins. From these bins the grain is measured and mixed off in proportions rendered necessary in the process of manufacture.

The process of reducing this wheat into flour and offals is carried out in the following manner: The cleaned wheat is drawn off from one of the four clean wheat bins, and is weighed on an automatic weighing machine, whence it goes to the break rolls. After passing through the first break rolls, the product is lifted up to the top of the mill by an elevator and falls into the first break rotary scalper, which separates the small grits and flour from the partially broken grain. The partly broken grain passes on to the second break rolls, which reduce the wheat a little more. After passing through these, the material is again lifted up as previously to two second break rotary scalpings as before. This process is repeated in the third and fourth breaks, each break gradually reducing the wheat until all the floury material is removed from the bran. The cleaned bran, after leaving the fifth break roll, passes into two bran dusters, consisting of a conical cylinder covered

This oil has also been found most efficacious in the treatment of rheumatic affections, and for many years thousands of applicants were annually supplied gratuitously. An announcement in *Truth*, in December of 1885, so considerably increased the number of applications that, in self-defence, Messrs. J. & J. Colman were obliged to withdraw the concessions made, indiscriminate gratuitous distribution being no longer practicable. They have now introduced a specially prepared article of greatly increased pungency, which is supplied to the public through grocers and druggists. Many unsolicited testimonials as to its efficacy have been received, and by the steady sale it would seem as if the "Concentrated Mustard Oil" had now found a permanent place amongst our so-called "household remedies."

The valuable properties of pure mustard as a rubefacient led the firm to introduce their "Sinapism" or New Mustard Plaster. The greatest care is exercised in the manufacture to ensure a thoroughly reliable article. The prepared mustard is placed between two pieces of linen and then passed through an embossing machine, after which the sheet is cut into squares. These are dried and packed in tinfoil ready for use. The special characteristics claimed for these Sinapisms over all other kinds of mustard plasters, are rapidity of application, cleanliness in use, and certainty of prompt action when applied.

with very fine wire. The bran, after all the remaining portion of the flour has been removed, passes to the flour warehouse, where it is sacked off, weighed and made ready for delivery. The number of machines used to this stage in the mill is sixteen double sets of roller mills, four rotary scalpings, two scalping reels and two bran dusters.

Having completed the break process, there remain the chop material, known as semolina, middlings, dunst and flour (and with these are mixed up small particles of bran, which have passed through the sieves to be dealt with). The semolina which has been separated by the double scalpings from the flour, dunst and middlings, passes direct on to seven semolina purifiers. The purified semolina, which has come through the sieve, now falls into the reduction rollers, where it is passed between smooth chilled iron rollers, which crush it into flour. It is then elevated to the centrifugal flour-dressing machines. The fine flour obtained from these machines is conveyed to the flour sack. Any material too coarse to go through the silk is tailed over the machine, when it is re-purified and sent to more reducing rolls, where the action is repeated as before, and so on until nothing is left but offals. The finer portion of the chop, consisting of flour and middlings, is taken to hexagonal silk reels, and the flour sifts through, the larger particles of middlings tail over and are sent to purifiers, then to rollers to be reduced, and finally to centrifugal silk reels to be dressed. All the flour, as it comes from these dressing machines, falls into worm conveyors, which carry it into the flour warehouse to the packing machines, where it is sacked off, weighed, labelled, and made ready for delivery.

The quality of this flour is of the finest, fully maintaining the reputation of the Firm in this branch of manufacture. Not only is it supplied to the bakers for miles around, but also in small bags of from 5 to 6 lbs. in weight to grocers for retail use in different parts of the country.

## SAW MILLS AND WOOD BOX SHOP.

**T**O meet with promptness the orders pouring in from all parts of the world, the deal boxes in which the various goods are packed are made on the Works. From lofty stacks of well-seasoned timber, covering six acres of ground, the sawyers draw their daily supply of deals. Hundreds of deals pass daily

great industry. From the circular saws, some sections of wood are submitted to the action of beautiful mortise and tenon-cutting machines if designed for export cases, others to that of simpler machines which chamfer the edges if intended for small boxes. Four machines nail the rough boxes together. Complex in construction, these nailing machines are simple in action. A number of little cups fixed upon an endless band are fed with nails by a boy, and as the band is slowly propelled to the front of the machine the nails drop down tubes, beneath which another lad holds, in previously adjusted slides, the two pieces of wood, and the nails are driven home by simultaneous blows. The nailing is distributed among these machines, two fastening together ends and sides, and two knocking on the bottoms. When all these various processes have been completed, it is an easy matter to join the pieces, which fit together like a Chinese puzzle, only with far greater exactness. The larger boxes are fitted together by joiners who, like the bees, work in cells or apartments whose walls are the fruits of their labours. In the illustration given here these nailing machines will be seen on the right, but only a faint impression is conveyed of the busy scene this department affords.



through four steam saw-benches, fitted with four or five blades, which cut them into planks. These are passed on to machines which plane, smooth, and deliver them over to circular saws. Here they are severed into sizes suitable for sides, ends, bottoms, and lids of boxes. This is one of the noisiest departments of our

puts a pile of slabs on the table, and the bottom slab in every case travels under the cylinder, and comes out with the world-renowned name printed upon it.

The drawing of this interesting process will be found in the left-hand corner of the preceding illustration.

To give some idea of the work done it is only necessary to say that nearly ninety-five thousand boxes are turned out monthly, in which to pack the Mustard, Starch, Corn Flour, and Blue. The best wood working machinery produced by Ransomes, Worsams, and other eminent makers is used.

The printing of the ends and sides of the boxes is done before they are pieced together, by means of a somewhat novel form of cylinder press from brass-cut type. The machine keeps two boys, one feeder and one taker-off, constantly at work; the first boy

## STARCH FACTORY.

**T**HIS factory has nine acres of flooring. Most persons are doubtless aware that starch is contained in larger or smaller quantity in most seeds, fruits, and roots. The manufacturer must, however, select those articles which contain the finest quality and the largest quantity of starch. Among these, rice, wheat, maize, and potatoes may be regarded as standing in the front rank. Messrs. J. & J. Colman manufacture entirely from rice, chiefly grown in Bengal and Madras. Great care and experience are required in the selection and grouping of the various qualities of rice, in order that the product may be of a uniformly good quality and colour. The rice arrives in bags made of gunny, holding from one to two cwt. It is at once carefully dressed and winnowed through sieves properly arranged for this purpose, to free it from every particle of dust and dirt contracted during the somewhat careless process of harvesting. It then finds its way to a room, where, in order to soften it, and thus to render the operation of grinding more easy, it is subjected to a steeping process. After some hours the rice in its softened condition is finely ground by ordinary mill-stones, similar to those generally used for grinding flour. From fifty to one hundred pairs of these are constantly at work night and day in the starch department. The ground rice issues from the stones in a thin stream of about the consistency of cream, its constituent parts being starch, cellulose, or as it is technically called "fibre," and gluten. In order to separate the starch from the other substances, the ground rice is run into large wooden vats, where it is agitated in water for some time and allowed to stand, when the cellulose, or "fibre," and gluten gradually settle to the bottom of the vessel, leaving the starch in suspension in the water above. By means of valves this is then drawn off, and the starch is allowed to deposit in large shallow zinc vats. The cellulose, or fibre, and the gluten, which are regarded as by-products, are carefully washed, and the water removed from the material by pressure. Square cakes are thus formed, which are sold as cattle food, containing, as they do,

excellent flesh and muscle-forming properties. To return to the starch. As soon as the deposition has taken place in the zinc vats, the water is drawn off, and the starch is found in a thick layer on the floor of the vat in a semi-solid and pure state. It is then placed in long narrow boxes made of wood, perforated with numerous holes, and lined with a cloth of fine texture, specially made for the pur-



pose. Here it remains until the the moisture drains out and starch has become quite solid, although still retaining a considerable quantity of water. As soon as



it has become sufficiently hard it is removed from the boxes, and each long block is equally divided into eleven smaller ones, measuring about six inches each way. These blocks or cubes are then removed to the finishing room represented in the illustration on preceding page. The doors leading from the ovens in which the cubes have been subjected to the preliminary drying process, will be observed on the left. Next to these ovens are tables on which the cubes are placed about three deep, to be ready for the cleaning or shaping process, with which operation all the girls seen on the left of the illustration are occupied. This shaping and cleaning is performed by means of a broad sharp knife, and it takes the girls some weeks before they are able to turn out the cubes clean, of the proper shape, and at the same time in a rapid manner. The cubes are next transferred to the benches seen on the right

half of the illustration. Here they are rapidly papered (an operation requiring considerable dexterity), bound up with specially made twine, labelled and placed in kilns for the completion of the drying process. The doors of some of these kilns may be seen open on the extreme right.

In the process of drying, which takes several days to complete, a contraction takes place, which has received the technical misnomer of "crystallizing," and when the cube has, so to speak, crystallized quite through, the starch is ready for the warehouse. There are three of these, each capable of holding, if required, about one thousand tons. To them the papers containing the dried blocks of starch are now removed, and placed in large stacks or piles, each stack representing from ten to fifteen tons.

## CARD-BOARD BOX AND STARCH-PACKING DEPARTMENT.

**S**TARCH is sent out in various ways to suit customers. If the papered cubes are required, they are neatly labelled, and placed in strong deal packing cases—the larger quantity of starch sent out being in this form. For the fancy trade, handsomely made card-board boxes, decorated with tasteful wrappers, and pictures of an ornamental character, are produced in all sizes and weights from 4 lbs. down to 1 oz.

Our illustration gives a peep into the card-board box department, and the various operations required to produce the boxes. Girls only are employed, and their comfort and well-being is ensured by the supervision of a respectable forewoman, who exercises a strict though kindly discipline on those placed under her charge. On the left the lids are being prepared, whilst in the centre the bodies and bottoms are being rapidly manipulated. On the right will be seen the finished boxes and lids placed in stacks for drying before being fitted together. Ingenious machinery is in use for cutting and shaping the card-boards, wood-pulp boards, etc., which very materially contributes to the rapidity with which the boxes are turned out. Part of the machinery is similar to that employed in the tin-box department, the only difference being that card-board is used instead of tin plates. Perhaps the most interesting machine is one called the "guillotine," whose murderous-looking blade cuts its way with irresistible power through the piles of card-board placed beneath it.

Every size is kept by itself, and on each pile is a label showing the number of boxes it contains. Girls from the adjoining packing-room remove them as required, and to this department we will now wend our way. A most pleasing impression is made as we enter the room, which presents a hazy appearance through the starch dust that pervades it in all directions. As this settles on the hair of the workers it gives them a look which reminds one of bygone days, when powdering the hair was considered fashionable. To judge from appearances, the girls are healthy, happy and comfortable enough. Men bring from the cellars beneath the papered cubes of starch, which the girls immediately seize

The string is cut, the paper removed and the contents shot into a large bin, which in this way is being constantly replenished. The work is done in gangs, each gang consisting of eleven girls. No. 1 fills the box, which No. 2 weighs and No. 3 checks to ensure correct weight, No. 4 pastes the wrapper, which Nos. 5, 6, and 7



put on. The box is now ready for the picture which No. 8 has pasted, and which Nos. 9 and 10 put on, the final touches being imparted by No. 11, who also puts the boxes on benches to dry, a process which occupies twenty-four hours.

In this department the greatest care and attention are bestowed upon the "get-up" of the boxes in a neat and at the same time attractive manner. It is not at all an uncommon thing for the staff in this section of the Starch Department to turn out from 250,000 to 400,000 boxes of various sizes in one week, thus finding employment for some five or six hundred women and girls. A peep into the label-room shows the foreman and his assistant busily engaged in preparing assortment of pictures, which are handed over to the girls through a small wicket as required. This store seldom contains less than 23,000,000 labels. Both the box-making and filling rooms are lighted by electricity, some hundreds of the Swan incandescent lamps being used. The steam-power absorbed by the Starch Department is supplied by four very large steel boilers of the newest type, fitted with automatic self-feeding and stoking apparatus, and actuating two large horizontal steam engines, capable of giving out some six or seven hundred horse-power. The total number of hands employed in the manufacture of starch varies from eight hundred to one thousand.

The opposite illustration needs no explanation.

The following medals have been obtained by this Firm at exhibitions in recognition of the excellence of their starch: London, 1851; London, 1862; Dublin, 1865; Paris, 1867; Only Grand Gold Medal, Moscow, 1872; First-Class Prize Medal, Vienna, 1873; Only Gold Medal, Paris, 1878; Only Gold Medal, Edinburgh, 1886.



## CORN FLOUR.

IN addition to Mustard and Starch, Messrs. J. & J. Colman manufacture a delicious Corn Flour, which is sold to the public as "Colman's British Corn Flour." It is carefully prepared by specially constructed machinery, from the most delicate portions of the rice. Every utensil or vessel used in the course of manufacture of this article of food is kept most scrupulously clean, and great care and attention are bestowed upon the drying, grinding and dressing processes; hence the flour, as offered to the public, is found to possess qualities of the highest merit and excellence. The following is an extract from the "Lancet," the chief organ of the Medical profession of the United Kingdom:—

"It makes with milk or eggs, or with Liebig's extract of flesh, and boiling water, a delicious and wholesome food. In the hospital and sick room Colman's flour will, we believe, soon be thoroughly appreciated. It is admirably adapted as an article of food for infants and young children when combined with milk. We have satisfaction in noticing this preparation on account of its sterling qualities."

High testimony has been given by Drs. Lankester, Hassall, Cameron, and Muspratt as to its purity and genuineness; and for these properties, it obtained the Only Grand Silver Medal, Moscow, 1872; and the Only Medal for Progress, Vienna, 1873; these being the highest honours awarded for Corn Flour.

## BLUE MILL.

IN this large building may be seen in full operation the process of manufacturing Laundry Blues, from the raw Indigo or Ultramarine, into thumb, square, oblong, and ball-shaped packages bearing the name of "Colman."

It must not be supposed that the blue for domestic purposes is generally pure Indigo or Ultramarine, though Messrs. J. & J. Colman have recently introduced an Oblong-shaped Azure blue which is guaranteed to be absolutely pure. Various ingredients are usually mixed with the raw material; each manufacturer having his own particular recipe or trade secret. These additions, with the raw Indigo or Ultramarine, are mixed together by means of ponderous edge-stones. Our illustration represents the basement floor of the mill where these stones are working.

In the manufacture of Indigo or Thumb Blue, as soon as a thorough incorporation of the ingredients has taken place, the materials, reduced to the consistency of stiff clay, are handed to a number of girls, who weigh, roll, and cut into small pieces by means of cutting machines. The cut pieces are then pressed between the thumb and fore-finger (hence the name) and deposited on trays. When filled, the trays are taken to the drying-room, where the blue remains about a month. It is essential that a low and even temperature should be maintained throughout the drying process, otherwise much of the blue would break and have to be re-made. Once thoroughly dry, the Indigo is brought to the rouncing or polishing room, where all dust and fungoid growths are removed by brushing machines. This done, the "thumbs" are placed in long leather bags containing bronzing powder and kept in constant oscillation, a process which imparts the metallic lustre characteristic of Indigo laundry blue.

Ultramarine Blues are manufactured on a somewhat different system. The ingredients, after being thoroughly mixed together by means of edge-stones, are passed through sieves, and, in the form of fine powder, handed to a number of boys. One boy weighs a stated quantity, which two other boys scrape into a given number of moulds. In these moulds the powder is subjected to great pressure, under which it assumes the familiar sharply defined square

shape. As the squares leave the machine a lad places them on trays and conveys them to the drying-room. Once thoroughly dry, the squares of blue are wrapped in paper and made up into 1-lb.,  $\frac{1}{2}$ -lb., and  $\frac{1}{4}$ -lb. packets and labelled. This part of the work is done by girls. A small sketch of the press room will be found in the left-hand corner of the illustration.

For the general excellence of their Indigo and Azure Blues, Messrs. J. & J.



Colman have obtained the following awards: Gold Medal, Moscow, 1872, and the Only Medal, Paris, 1878, whilst the superiority of their No. 1 Azure Blue has secured its adoption in Her Majesty's laundry.

A FEW words about the directorate, the brain, of this industrial giant, will naturally be expected. Its seat is the offices of Carrow and 108 Cannon St., London, which are linked together by electric wire. These offices are allotted to chiefs of departments, each with a staff of clerks. Here, again, in the purely intellectual, as in the mechanical domain, there is division and sub-division of labour. All parts of the Works are brought into direct communication with the offices by telephones. The two thousand and some hundreds of workers at Carrow may, not inaptly, be compared to a well-equipped, industrial army, divided into its regiments, companies, sub-divisions, and sections, each with its appointed officers, receiving orders from the general's quarters, and carrying them into effect with despatch and fidelity. Throughout the Works may be noticed a feeling of pride in the monuments of peaceful victories. Most widely known of the members of the Firm is the senior partner, Mr. Jeremiah James Colman, who has held the highest posts of honour it is possible for his fellow-citizens to confer upon him, and who is one of their representatives in the Imperial Parliament, and a Knight of the Legion of Honour.

The Carrow Works afford the interesting spectacle of many trades being carried on in close proximity to each other. Here may be seen in large well-appointed premises, comprising a foundry, smithies, tinnmen's workshops, saw mills, carpenters' shops, cooperages, and printing works, skilled artisans and labourers employed upon some special work, the combined results of their efforts being the tins, boxes, and labels bearing the name of "Colman." With all these resources at hand the largest order can be executed with a promptness and punctuality which nothing but some extraordinary circumstance outside all business calculations can prevent, and the work has that superiority only attained by the constant application to one particular description of labour.

The power for working the machinery and heating the whole of these extensive Works by hot water arrangement is generated by nineteen boilers of the best type. The chief motors are three vertical beam engines working up to one hundred and eighty horse-power each, several very large horizontal and many other engines of smaller power. In addition there are the hydraulic presses and lifts, by Ellingtons; the force for working these is derived from a large tank at the top of a water tower. By a reciprocating action, the water used in the lifts and capstans is immediately replaced by means of a small pumping engine.

The staff of the engineers' shop comprises eighty skilled workmen, including draughtsmen, pattern makers, and moulders. The most recent wood and metal-working tools, with Nasmyth's hammers, forges, and furnaces, are comprised in this department, so that the firm is capable of making the most complex and powerful machinery. There are lathes of all sizes, several milling machines, punching machines, and a travelling crane in this busy engineers' shop.

It is evident that an enormous stock of raw material, such as timber, coal, iron, steel, tin, lead, etc., must be readily accessible for the uninterrupted employment of the engineers, sawyers, carpenters, tinnmen, printers, etc. From an extensive coal-yard the stokers and firemen obtain their necessary fuel; and from a Store, which has a floorage of 12,000 superficial feet, mechanics renew through the foreman of departments their stock of materials, whether it be a ton of iron or a pound of nails, a case of sheet tin or a hundredweight of twine. Every description of goods sold by oilmen, colourmen, and hardware dealers is kept in stock in these stores, on a scale only to be equalled in large wholesale houses. Hundreds of tons of iron, steel, and lead, thousands of cases of tin directly imported from Wales, many tons of nails, glue, packing thread, etc., huge tanks containing many descriptions of oil, bushels of screws, nuts, and rivets, and brushes, gas fittings, plumbers' and painters' materials in quantities unknown in many shops. This huge multifarious stock is, however, so arranged that the storekeeper and his assistants are able to execute with promptness the written order of any foreman.

Considering the immense amount of the Firm's turn-out, the wonderful combination of every kind of talent, all engaged in one common object, and the diverse machinery employed in this vast human hive of industry, we may well, and not irreverently, compare it to the Scriptural mustard-tree. If *Sinapis alba* or *Sinapis nigra* is unlike *Salvadora persica*, the supposed mustard of the parable, in that it is not "the greatest among herbs," and becometh not "a tree, so that the birds of the air come and lodge in the branches thereof," its small seeds have within them, as we have seen, the germs of a wondrous growth—a colossal industry with great branches, from which thousands obtain the means, not only for procuring shelter, but food and raiment. Evolution has accomplished growth at Carrow Works; its evidences are manifest. Forms of industry unknown to previous generations have been evolved from the simple operation of extracting the flour from the seed of a humble herb. The potentialities of a grain of mustard are indeed marvellous.

**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 35c., either ground or whole roasted  
" 2 at 33c., " " "  
" 3 at 30c., " " "

Their Flavoring Extracts are of the choicest quality.

**Meglaughlin, Marshall & Co.,**

Wholesale Provision Merchants,

3 and 4 Corn Exchange,

Manchester,

Also at

Liverpool and Glasgow. England.

Are prepared to receive Consignments of Eggs, Bacon, Hams, etc. Having been established more than 40 years, they are in connection with all the best buyers in the North of England.

**J. F. YOUNG & CO.**

PRODUCE AND COMMISSION MERCHANTS

74 Front St. E., Toronto.

Our business is solely Commission. The only plan which does justice to the Consignor. We handle everything which the Country Storekeeper has to send from home to sell. None of our own goods to sell in preference to yours when the market is good. Nothing between you and best price obtainable except a small commission.

Prompt Sales and Quick Returns.

We Furnish Egg Cases. Try Us.

**PARK, BLACKWELL & CO.**

(Limited.)

—SUCCESSORS TO—

**JAS. PARK & SON,**  
TORONTO.

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

Write for Price List.

**COUGH DROPS.**

Every retailer should have them at this season of the year. Watson's Cough Drops are the best in the world for the throat and chest; for the voice unequalled. "R. & T. W." stamped on each drop. Write

R. & T. WATSON, TORONTO,  
for Prices, etc.

Mention THE GROCER.

**Husband Bros. & Co.,**

71 Colborne St., Toronto.

OYSTERS, HADDY.--DAILY.

GRAPES, PEARS.

ORANGES, LEMONS, FOREIGN NUTS.



Brantford and Pelee Island } J. S. HAMILTON & CO'Y,  
Sole Agents for Canada.

**W. GIBBINS & CO.,**  
SUCCESSORS TO

**JOSEPH CARMAN,**

Commission and Manufacturers' Agents, Grain Brokers.

P.O. Box 1014. Winnipeg, Man.

We are open to receive a few first-class agencies Good connection wholesale and retail. Correspondence invited. Consignments Produce will have prompt attention.

**LAURENCE GIBB**

Provision Merchant,

83 COLBORNE STREET, - TORONTO.

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

PATENT EGG CARRIERS SUPPLIED.

Good Prices paid for Good Dairy Butter.

**JAS. DICKSON & CO.,**

26 WEST MARKET STREET,

Provision and Commission Merchants.

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

**Reesor & Rogers,**

Produce and Commission Merchants

Solicit consignments of Country Produce from Storekeepers.

71 Colborne St., Toronto.

Telephone 2291.

**THOMPSON & CO.,**  
GENERAL COMMISSION MERCHANTS

—AND—

**BROKERS**

For all lines of Canned Goods, Hams, Bacon, Lard, Butter, Cheese, Dried Fruits, Coffee, Sugar, etc.

CORRESPONDENCE INVITED.

P.O. Box 615. WINNIPEG, MAN.

GEORGE McWILLIAM.

FRANK EVERIST.

**McWILLIAM & EVERIST**

General Commission Merchants,

25 and 27 Church street,

TORONTO, ONT.

Consignments of Fruit and Produce Solicited. Ample Storage.

**J. Cleghorn & Son,**

94 Yonge St., TORONTO.

Fruits, Etc., in Season, at the Lowest Market Prices.

Grapes, Crawford Peaches, Plums, Pears, Lemons, Jamaica Oranges, Sweet Potatoes.

FISH:—

Finnan Haddie, Oysters.

**WILLIAM RYAN,**  
**PORK PACKER**

Toronto, Ont.

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

WRITE FOR PRICES.

**PEERLESS**  
**WASHING**  
**- COMPOUND -**  
**IS THE BEST**

SAVES LABOR, SAVES EXPENSE,  
SAVES TIME.

Is not Injurious to the Finest Fabric

IS NOT INJURIOUS TO THE HANDS.

**Pure Gold**

**Mfg. Co.**

31 FRONT STREET EAST, TORONTO

**McLAREN'S**

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



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

## MARKETS—Continued

effects caused a rush for low grades on the primary market and this caused an advance of  $1\frac{1}{2}$  to 2d. in Indian and Ceylon teas. There is little Indian and Ceylon now obtainable under 7d. whereas some time ago 5d. was the minimum price. This advance brought up the price of common China Congou  $\frac{1}{4}$ d. to  $\frac{1}{2}$ d. in the English market. In London the market is rather bare of Congous below  $5\frac{1}{2}$ d.

## MARKET NOTES.

Eby, Blain & Co. have received a shipment of fitched cod-fish in 100 lb. cases. They are very fine goods, the best the market could afford.

P. C. Larkin & Co. are now prepared to offer good bargains in new Valencia raisins, shelled Valencia almonds, currants and other new crop fruits.

Perkins, Ince & Co. are advised by the canners of Nimpkish salmon, a brand of which the sale here is controlled by that firm, that the entire pack is sold, and that there is no more fish to be had.

P. C. Larkin & Co. have a large stock of Ceylon and Assam teas, purchased before the rise, which they are offering at prices lower than those now asked by English holders of equal grades.

Sloan & Crowther have received a car of Miller's Extra Faultless sugar corn in tall and flat tins. These goods are very daintily put up, and have a very fine shelf-presence, which itself is a strong selling attribute.

Snider's soups, in assorted cases, are being offered by Lucas, Steel & Bristol, of Hamilton. This obviates the necessity of buying a large quantity of any one kind. This firm made delivery of their Erbelli figs and Excelsior currants last week.

J. H. Wethey, St. Catharines, the condensed minced meat manufacturer, was in Toronto this week, completing arrangements for his fall campaign. He expects to do a very much larger business than last year. He is the only one in Canada who has the right to manufacture condensed minced meat. A couple of other firms turned out a considerable quantity, but they have been stopped, and have agreed not to manufacture any more. Any one selling any of their product is liable to prosecution.

An important transaction, and one that makes a distinct departure from the routine of commercial events on this market, is the sale of a large lot of assorted teas by H. P. Eckardt & Co. to a buyer in the West Indies. The shipment included Japans, Ceylons and Congous of low and medium grades, and the bulk of it is for a St. Kitts house. Since the opening up of the C. P. R. transportation system between Asia and the Atlantic seaboard, Canada has advanced to an important place in the distribution of teas on this continent, but this sale opens up her trade upon an entirely new line.

## PETROLEUM.

Trade is active in a jobbing way, but prices develop no tendency towards movement up or down. Canadian refined is 14 to  $14\frac{1}{2}$ c.

The Petrolia Advertiser reports:—Petrolia crude \$1.27 per barrel, Oil Springs crude \$1.27  $\frac{1}{2}$  per barrel. The week under review, has witnessed a decided strength in crude value, notwithstanding the fact that several extra good wells have been completed. Refined is very firm, and rumor has it that an attempt is being made to re-form a refined syndicate. The manufacturer should get a better price for his commodity and we should be pleased to see a reasonable advance take place.

## BUTTER AND CHEESE.

The supply is now unequal to the requirements of the demand, and prices as a consequence are higher. Prime dairy tub is worth 18 to 20c., but it must be the highest in its class to get the uppermost figure in this quotation. The range for dairy tub that ranks as a table butter is from 16 to 20c., and this widening of the range means the inclusion of grades that were not previously classed as average table butters. Pails, crocks and large rolls, if new, are generally worth 17c. If they have lain around in stock for sometime they are deemed to have declined to the class of pastry butter and command not more than 14c. Creamery tub is also higher. In fair-sized lots it goes at 23 to 24c., and in single tubs 25c. All good butter commands a high price. Low grades are not accumulating. The supply has seldom been so short as it is now. Buyers on export account are making liberal offers, but dealers cannot get the stock. It is believed that representatives of shippers are now touring the country picking up all they can find.

Cheese is firm at  $10\frac{1}{2}$  to 11c. for September makes and 10c. for those of July.

## COUNTRY PRODUCE.

BEANS—Prices are quite steady at \$1.20 to \$1.25 for stock in store.

DRIED APPLES—There is no change in the position of the market, stock being obtainable at 4c. in round lots, and quoting at  $4\frac{1}{2}$ c. in a jobbing way.

EVAPORATED APPLES—Are unsettled, but  $6\frac{3}{4}$  to 7c. appears to represent the market for round lots.

EGGS—Are scarce and firm at 16c.

HONEY—Is unchanged at 8 to 10c. for salable extracted in bulk. Sections are 14 to 15c.

HOPS—Such purchases as have been made this week were at 16 to 17c., but there is a disinclination to offer while brewers are in their present bearish frame of mind.

POTATOES—It is said that the rot, which has been remarked upon this season, is not due to disease in the potatoes, but to their greenness, large quantities having been put on the market before they should have been taken out of the earth. This may be a fact, but there appears to be rot among mature potatoes as well. The price is stiffer, cars being taken at 50 to 55c. Out of store prices are up to 65c. and in some cases 5c. more for choice stock.

POULTRY.—The supply is not over liberal, stock being taken as readily as it is offered. Chickens are 40 to 55c., pucks 40 to 60c., geese  $6\frac{1}{2}$  to  $7\frac{1}{2}$ c., turkeys 10 to 12c.

ONIONS—Are steady at \$2.25 per barrel.

## PROVISIONS.

Reduction, almost to the point of depletion, has been effected by low prices, and new pri-

(Continued on page 20.)

## FLOUR AND FEED.

## TORONTO.

The flour market retains the same familiar features. Trade is backward, prices are low, and buyers are still hammering away at them. Wheat is easier, but the prices of flour have not gone lower than they were quoted last week. Feed is firmer under a demand that strengthens as cold weather approaches.

FLOUR.—City millers' and dealers' prices are: Manitoba patents, \$4.70; strong bakers', \$4.40; white wheat patents, \$4.60; straight roller, \$3.80; low grades, per bag, \$1.25 to \$1.50.

Car prices are: Toronto freights—Manitoba patents, \$4.45 to \$4.50; Manitoba strong bakers' \$4.10 to \$4.25; Ontario patents, \$3.40 to \$3.50; straight roller, \$3.15 to \$3.40; extra, \$2.90 to \$3; low grades, per bag, \$1.00 to \$1.50.

MEAL—Oatmeal is \$3.80. Cornmeal is \$3.50.

FEED—Bran is \$11.50 to \$12, shorts \$12.50 to \$13 mixed feed \$22, feeding corn 56, oats 30 to 31c.

HAY—New baled timothy is \$9.

STRAW—Is steady at \$6.50 to \$7.

## MONTREAL.

Business on local account has been of ordinary volume, but mainly in broken lots of Ontario straight rollers and strong bakers. inter patent, \$4.25 to \$4.50; spring patents, \$4.50 to \$5.00; straight roller, \$3.85 to \$4.00; extra, \$3.20 to \$3.25; superfine, \$3.00 to \$3.15; city strong bakers', \$4.10 to \$4.20; oatmeal, \$1.90 to \$2.00; bran, \$13 to \$13.50; shorts, \$14 to \$15.00; mouille, \$20.00.

## Every Can Guaranteed.

Every can of "Kent" Tomatoes is guaranteed, filled with Solid, RIPE Tomatoes, from which the excess of water has been drained off. No Swells, no claims for damaged or defaced goods.

THE KENT CANNING & PICKLING CO.  
CHATHAM, ONT.

## LOBSTERS,

Finest brands, Canned Lobsters, tails and flats, shipped from the factories. Orders solicited from the Wholesale Trade. For quotations address S.P. Leonard H. Dobbin, Montreal.

**COWAN'S  
COCOAS AND  
CHOCOLATES**

Are Standard, and sold by  
all grocers.

For good fresh

**OATMEAL**

Pot Barley,  
Split Peas  
or Cornmeal.

Write or telephone

**GARTLEY & THOMPSON,**  
303 to 311 Talbot St., London, Ont.

**BUY THE BEST.  
SEELY'S**



**Celebrated  
Flavoring  
Extracts.**  
**VANILLA, LEMON,**  
and Assorted Flavors.  
Standard Goods of America (established in 1862). Once tried, always used.  
**Seely Manufacturing Co.**

Detroit, Mich. - Windsor, Ont.



Are you ambitious to make your window attractive and increase your business? If so, send for elegant TUTTI FRUTTI hanger signs Free. Address,  
**ADAMS & SONS' CO.,**  
11 and 13 Jarvis St., Toronto.

**A. HAAZ & CO.,**  
Bonded Manufacturers of  
Honey Dew, White Wine, Malt and Cider  
**VINEGARS.**  
74 Bagot Street, - Kingston, Ont.

**The Western Milling Company**  
(Limited.)  
**REGINA, ASSA.**

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

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

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

Correspondence Solicited.

**Embro  
Oatmeal  
Mills**

D. R. ROSS, - - EMBRO, ONT.  
A CHOICE QUALITY OF  
Roller, Standard and Granulated

**Oatmeal**  
IN BARRELS, HALF BARRELS OR BAGS.

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

R. M. PINCOMBE. W. W. SUTHERLAND.  
**STRATHROY OATMEAL AND CORNMEAL MILLS.**  
**Pincombe & Sutherland,**  
STRATHROY, ONTARIO.

Manufacture by the latest improved process  
The Celebrated White Eagle Brand of Rolled Oatmeal,  
also Standard and Granulated Oatmeal, CORNMEAL, Dessicated Rolled Wheat and Wheat Germ, put up in barrels, half barrels and bags. Write or wire us for samples and prices.

N.B.—The only mills putting up Rolled Oatmeal in Cotton Bags.

**REINHARDT & CO.,**  
**SALVADOR LAGER**  
IS THE VERY BEST.  
**TORONTO.**

**WALTER THOMSON**  
**MITCHELL, ONT.**  
**GENERAL GRAIN DEALER.**

Manufacturer of all kinds of  
Oatmeal, Split Peas, Cornmeal,  
Pot Barley, etc.

Quotations by Wire or Letter.

**BRANDON ROLLER MILLS,**  
Brandon, Man.

—MANUFACTURERS OF—  
Hungarian, Patent, Strong Bakers  
**-- FLOUR --**

Also Oatmeal, Rolled Oats, Rolled Oatmeal  
Granulated and Standard.  
Dealers in all kinds of grain and feed.  
**ALEXANDER, KELLY & CO'Y,**  
PROPRIETORS.

**N. WENGER & BROS.,**  
AYTON, ONT.  
**-- MILLERS --**  
(Hungarian Process)

**BRANDS:**  
**KLEBER, MAY BLOSSOM.**  
**AGENTS:**  
J. L. SMITH & SON, - Montreal.  
EPHRAIM ERB, - Halifax.



## MARKETS.—Continued

ces are hardening as the new pack has not begun to figure largely in the market, though there are new smoked bacon and hams in stock to a limited extent. Hogs are offering quite freely, and \$6.50 to \$6.75 is paid for present delivery of weights ranging from 110 to 175 lbs. Long clear hogs are offered, but the price is too high, and buyers are not taking any. New breakfast bacon at 12½c., backs at 12c., and hams at 11½ to 12c. are now in stock.

**BACON**—Long clear is 7¾ to 8c. Smoked backs are 11¾ to 12c., bellies 12½c., rolls 9 to 9½c.

**HAMS**—Are 11½c.

**LARD**—Pure Canadian is 9½c. in tubs, and 9¾c. in pails. Compound is 7¾ to 9c.

**BARREL PORK**—U.S. heaviness is \$14.50 to \$15. Canadian short cut is \$16.

**DRESSED MEATS**—Beef forees are 3½ to 4c. hindquarters 7 to 8c., veal 7 to 8c., mutton 5 to 6c., lamb 8½ to 9c.

**GREEN FRUIT.**

Jamaica oranges are easier at \$7.50 to \$8. They arrive in excellent condition and are in good demand. Lemons are firmer at \$8 to \$8.50 for Majoris, but are rather quiet, the cool weather and the high prices checking the demand. New Messinas will not be due till November is well started. Bananas are done, and until the domestic fruit is got through with no more will arrive. Importations will be resumed by those having banana rooms about the end of this month. Peaches are \$1 to \$1.50 and still freely arriving. Pears are 25 to 60c. per basket, and \$2.50 to \$5 per barrel. Good shipping apples are \$1.50 to \$1.75 per barrel, and ordinary are 80c. to \$1.25. Grapes are quoted at 2 to 2½c. for Concord, 2½ to 3c. for Rogers and Salems, 3c. for Delawares and Niagaras. Quinces are 35 to 50c. per basket, cranberries \$8 to \$8.25 per barrel for Cape Cod and 90c. a basket for Ontario fruit.

**FISH AND OYSTERS.**

White fish, salmon trout and lake herring are still plentiful, in low demand, and are being frozen. The prices continue at 7c. for whitefish and salmon trout, and \$1.75 for herring. Salmon is 17c., Labrador herring will be scarce and high, it is expected, but the Newfoundland catch promises to be full. Haddies are 8c., bloaters \$1 to \$1.50, cod 6½ to 8c., boneless fish 4 to 4½c.

Oysters are more plentiful and are in active demand at \$1.30 to \$1.35.

**SALT.**

There is a fair movement. Prices continue at quotations in Prices Current.

**HIDES, SKINS, WOOL, TALLOW.**

**HIDES**—No. 1 green cows' are still quoted at 4½c. Cured are moved out at 5c. in car lots.

**SKINS**—Sheepskins are 70c. Calfskins are quiet at 5 to 7c.

**WOOL**—Combing fleeces are 17c., clothing fleeces 19 to 20c. The market is very dull. In pulled wools prices remain at 22c. for super and 26c. for extra.

**TALLOW**—Is quiet at 5¾c. for rendered and 2c. for rough.

## Hall & Fairweather

### St. John, N. B.,

Invite offers to supply them a carload of choice BRIGHT DRIED APPLES, delivered St. John, in barrels; also a car CHOICE POT BARLEY.

**MONTREAL MARKETS.**

MONTREAL, Oct. 13, 1892.

**GROCERIES.**

With the exception of an unsettled feeling in dried fruit owing to competition between sellers the grocery business has followed normal lines, and been of fair proportions during the week. The jobbers report fair to moderate orders for all the staple lines, and they themselves are placing orders with the manufacturers, and big importers. Naturally the chief feature is dried fruit, owing to the arrival of the s. s. Avlona with a large quantity of Valencia raisins. They are offering at all sorts of prices from first hands, in fact below cost in many instances, and the fact is creating some confusion, as buyers do not know exactly what source to pursue. Sugar has not a fair call, and prices are steady despite the changes across the line. Teas are quiet as buyers are holding off until the Duncan sale at the close of the week, but values are very firm. Canned goods are rather quiet, with the exception of some speculation in Pacific coast salmon, which have netted some handsome profits. Other lines furnish no particular feature, but prospects on the whole are considered encouraging. Payments have been fair while reports from the country are satisfactory.

**SUGAR.**

There is a fair steady trade doing in sugar at former quotations. Refiners, however, report matters quiet. This is not unnatural for jobbers stocked up pretty freely during last month, and are now working on supplies in hand. We quote granulated 4¾ to 4¾c. and yellows 3¾c. to 4c.

**SYRUPS AND MOLASSES.**

Both demand for and supply of syrups has been moderate. Local refiners have little to offer and prices on domestic are fairly steady in consequence at 25 to 28c. American has been offered somewhat lower in wholesale lots however at 23c.

There is only a small movement in molasses and values have an easier tendency. Stocks are not large but the low offers to which we referred to last week have materialized to a lower range of prices. Round lots of Barbadoes are offering at 31c. which is 1c. lower than the prices we quoted a week ago.

**TEAS.**

Quietness has been the prevailing tone of the tea market during the week. The reasons for this were outlined in our last issue, but the tendency of values is distinctly firm. A strengthening factor is the scarcity of low priced grades of Japan while advices from primary markets continue firm. If it is true as advices state that the Pingsuey men in China have agreed to limit production. American speculators are certain to take advantage of it and this is likely to have some effect on values on this side of the line.

**COFFEE.**

The market continues comparatively bare of stock and values rule firm in consequence. Santos have been moving at 17c. and Rios are held at 18 to 19c.

**SPICES.**

There has been a fair movement in spices and prices on the staples are steady. Round lots of Pamento have changed hands at 6c. and pepper at 7½ to 8c.

**RICE.**

There is only a moderate jobbing trade doing in rice, but prices are firm. We quote:

Standard \$4 to \$4.10, Japan \$4.50 to \$5, Patnas \$4.50 to \$5, and Carolinas \$7 to \$8 per hundred pounds.

**NUTS.**

Nuts are just the same, so far as old stock is concerned, but there is considerable enquiry for Grenoble shelled walnuts which are selling to arrive at 25c. from first hands. The quantity so far advised to come forward is not large. For old stock we quote:—Almonds, Tarragona, 14 to 15c.; almonds, Ivica, 14 to 15c.; almonds, common, 10 to 11c.; almonds, hard-shell, 7 to 8c.; cocoanuts per 100 \$3.75 to \$4.00; filberts 9 to 10c. pecans 16 to 17c.; peanuts 7 to 10c.

**DRIED FRUITS.**

The market for Valencia raisins has continued feverish and unsettled since the arrival of the "Avlona," which had 55,000 boxes, somewhat more than we reported last week. It is understood that there has been considerable speculation, especially in low grade cheap stock, by parties who had a little money to invest, and now there are all kinds of offers floating around the market. So much so that buyers do not know exactly whether to buy or not. As low as 4¾c. has been offered, which is certainly below cost, but the regular market quotation is 4¾c. for common, with the finer grades 1c. more or 5½ to 5¾c. Currants continue firm and new fruit ex Avlona is selling at 5½c. for good Provincials.

**GREEN FRUIT.**

The market for green fruit is quiet, but shady under a good jobbing demand. We quote:—Lemons \$5 to \$5.50; California peaches \$1.75 to \$2 per box; Southern peaches \$3 to \$4; Western peaches 75c. to \$1.25; California pears \$2 to \$3; plums \$2.50 to \$3 per crate; bananas \$1 to \$1.50 per bunch; Bartlett pears \$6 to \$10 per bbl.; Canadian basket fruit pears 50c. to \$1; plums 75c. to \$1; grapes, blue, 2 to 2½c.; grapes, Niagara and Rogers, 3 to 4c. per lb.; black berries 13 to 14c. Oranges, \$6 to \$10 per bbl., and boxes \$5.

**APPLES.**

There is no change in apples locally, business ruling quiet, a moderate movement transferring at \$1.25 to \$1.50 for straight car load lots of fall varieties. According to cable advices prospects are not encouraging for those speculators who have paid extreme prices in the country. To-day a cable said that the first sales of Canadian fall fruit had been made at 8s. which wont net \$1 in Montreal. From the country there is nothing new to note.

**FISH.**

There are few new features in the fish market but prices are firm all round. In pickled fish herrings both Labrador and Nova Scotia are scarce and firmly held, the catch on both coasts being limited. The quantity here is small and stocks are likely to be light all season. We quote Cape Breton \$5 to \$5.50 and Newfoundland splits \$4 to \$4.50. Dry cod is very slow with few sales at a range of \$4.25 to \$4.50 for round lots from first hands. Jobbers are about \$4.75 to \$5.00. Green cod is not much inquired for and the movement is small at \$4.25 to \$4.50 for round lots and \$4.50 to \$5.00 for smaller quantities. Smoked fish are quiet, bloaters, kippered herring etc. showing no change.

**HOPS.**

The hop market continues unsettled, and with growers in their present mood, dealers here say that it is hopeless to attempt to do business. The former have an idea of value away above the latter so that the demand is checked, for brewers have got sufficient old stock to work along with, and are not dispos-

**BALFOUR & CO.,**  
IMPORTERS OF TEAS

—AND—  
**WHOLESALE GROCERS,**  
HAMILTON.

WESTERN ONTARIO AGENTS FOR THE  
**Irish Mustard.**

Cherry's DUBLIN Mustard is guaranteed absolutely PURE, and sold cheaper than the compound. Send for Prices.

**NEW TEAS**

We expect one thousand packages Paking this week, direct from China, ex s.s. "Glengyle." Also, ex "Glenarm," four hundred half-chests Panyong Congous. Both lines were purchased before the recent advance and are well worth attention of shrewd buyers.

Full lines of Ceylons, Assams, Japans, Young Hysons, Orange Pekoes and Gunpowders in stock. Splendid assortment of General Groceries.

**Sloan & Crowther**

WHOLESALE GROCERS,  
19 Front St. E., Toronto.

**JOHN BURGESS & SON**  
SAUCE  
AND  
PICKLE

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

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

ESTABLISHED 1851.

We offer to the Trade :

**2,500 Cases TOMATOES,**

"De Salaberry" brand, equal to any in the Market, at 85c. per doz.

Ordinary Terms.

**N. QUINTAL & FILS,**

WHOLESALE GROCERS,  
274 St. Paul Street, Montreal.  
WRITE FOR OTHER PRICES.

**-CONGOUS-**

Just received caddies new season Packings, shewing extra value, which we offer at cut prices in 10 caddy lots and upwards. See our samples before purchasing.

**WARREN BROS. & BOOMER,**

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

Now in store

NEW SEASON'S

**Moning Congous**

**EDWARD ADAMS & CO,**  
LONDON, ONT.

**THE SALADA TEA CO., L'TD.**  
CEYLON.

**Golden Teapot Blend**

Pound and Half Pound Lead Packages.  
Prices on Application.

**P. C. LARKIN & Co.,**  
WHOLESALE AGENTS,  
TORONTO.

**ARRIVED IN STORE**

New Malaga Raisins,  
New Figs,  
Currants and Dates.

**SMITH & KEIGHLEY**

Wholesale Grocers,  
9 Front St. E., Toronto

**SPECIAL BRAND TEA.**

LOOK OUT FOR  
**GOAT**

JAPAN TEA.  
Nothing equal to it at the price.  
See our travellers.  
Write for samples and prices.

**Thos. KINNEAR & Co**

Wholesale Grocers,  
49 Front Street East,  
**TORONTO.**

**J. W. LANG & CO.,**  
WHOLESALE GROCERS,

HAVE  
Horseshoe Salmon Now  
In Store.

59, 61, 63 FRONT STREET EAST,  
**TORONTO.**

**New Currants**

**IN STORE**

**PERKINS, INCE & Co.,**

41-43 Front St. a st,  
TORONTO.

**Elliott, Marr & Co.,**

Importers of Teas

—AND—  
Wholesale Grocers.

**LONDON, ONT.**

## MONTREAL Markets continued

ed to speculate at the prices that growers are asking. Prices are nominal, therefore, but we quote 17 to 18c. as a fair average, and this is fully 1c. below what is being asked in the country.

## EGGS.

The market is firmer under lighter receipts at 15c. The English market is firm with offers of 7s. 9d., for fine stock.

## PROVISIONS.

There has been little change in the provision market, but the feeling is firm. American, new, is selling at \$15.50, and Canadian short cut at \$16.25 to \$16.50. There is a fair demand for lard at \$1.45 to \$1.50, while smoked meats are firm, especially bacon, sales transpiring at 12c. and over. Canadian short cut, per brl. \$16.50 to \$17.00; mess pork, western, per brl. \$14.50 to \$15.50; short cut, western, per brl. \$300.00 to \$300.00; hams, city cured, per lb. 11c. to 11½c; lard, Canadian, in pails 8½ to 9c; bacon, per lb. 12 to 12½c; lard, com. refined, per lb. 7 to 7¼c.

## CHEESE AND BUTTER.

The cheese market has been dull throughout the week but lately a somewhat better tone is noted and it is certain that a good round lot of finest Western stock could not be moved under 10¾c. For French country make and Townships however, business has been put through at 10¼ to 10½. Butter is somewhat duller and shipping inquiry is now running to the cheaper grades of stock. Finest late makes however, are as firmly held as ever. Creamery choice fall 22½ to 23c.; do good to fine 21 to 22c.; Eastern Townships dairy, choice fall 20 to 21c.; do do good to fine 18½ to 19½c.; Morrisburg and Brockville 18 to 20½c.; Western 16 to 18½c.

## GRAIN.

There is little to say regarding wheat for business in it has been small. Peas and oats however have been moving in fair quantities. We quote:—No. 2 hard Manitoba 81 to 82c.; No. 2 do., 70 to 72c.; peas, 73 to 74c. per 66 pounds; oats, 32½ to 33c. per 34 pounds; corn, 60 to 66c. duty paid; feed barley, 35 to 60c.; Barley, malting do., 50 to 55c.

## ASHES.

Business is small on account of limited supplies and prices are firm. We quote:—\$4.60 for first pots and \$3.90 for seconds, and \$5.25 to \$5.35 for pearls. Either Messrs. Hy. Dobell or J. C. Sinton of this city handle consignments.

## BEET RAISING IN GERMANY.

We have just received the following information from friends in Germany: "The old system that beets had been planted under the directions of German refiners is no more. The present system is: Some farmers of any country build a factory. Each farmer obtains a share for each hectare (2.471 acres) of roots he is planting and engaging himself to deliver such productions of roots to the factory. Before planting, in spring time, a general meeting of the shareholders decides what is to be paid for the roots. In the spring, by most factories, 22c. per cwt. of 112 lbs. (\$4.20 per ton of 2,000 lbs.) has been fixed as the price to be paid for the roots to the shareholders, the other profit is the dividends from the factory, which the farmers, who are the shareholders, also receive. The prices

paid for roots not planted by the shareholders has been this year about 27c. per cwt. (\$4.80 per ton of 2,000 lbs.) Thus the planting is done independently by farmers themselves. The average gross gain per hectare in Germany, with prices of about 13s. f. o. b. basis \$8 per cent. (thus parity 3¼c. for 96° Centrifugals) is \$335—equals \$135 per acre. The costs per hectare are, say, wages 36c. per day, and board (usually only potatoes and coffee), amounting to \$100 for work in the fields, equals \$40 per acre. Working in the factory is calculated at about 1.2c. per 112 lbs., taxes not included, taxes being paid only by refiners on sugar going directly into consumption. Taking an average crop of 66,150 lbs. of beets per hectare (26,700 lbs. per acre) the expense in the factory is about \$70. Thus the calculation is:

	Per Hectare.	Per Acre
Gross gain.....	\$335.00	\$135.00
Less cost of planting, manuring and cultivating	100.00	40.00
	\$235.00	\$95.00
Less cost of working the beets in factory.....	70.00	28.00
Net gain.....	\$165.00	\$67.00

Not many of the factories make refined sugar directly from the beets, the product of most of them being raw sugar, the average polarization of which is about 95 per cent., perhaps the average lies a little higher, certainly not above 95.5, after products not calculated.

## BEET SUGAR INDUSTRY.

In view of the fact that the manufacture of beet sugar is becoming so extended and successful an industry in this country, a glance at the history of this rival of the sugar cane is of considerable interest. Although sugar was first made from beets in Europe nearly a hundred and fifty years ago, there was no attempt to develop the business until a decade of the present century had passed, when Napoleon Bonaparte offered very liberal bounties to foster the industry, and at one time \$200,000 was placed at the disposal of the French Minister of Agriculture to stimulate the production of beet sugar. After Napoleon's fall the sugar bounties were withdrawn, but the imposition of a fifty per cent. duty on imported sugar helped on the infant industry, so that in 1836, 49,000 tons of sugar were produced annually in France. In the following year an excise duty of one and a quarter cents per pound on domestic sugar, closed up a large number of the factories and reduced the annual production to 22,000 tons. A few years later, more favorable excise regulations led to greatly increased production of beet sugar, and in 1872 the output exceeded 400,000 tons annually. In the meantime the production of beet sugar had been established in Germany about 1850, and in less than thirty years the Germans led the world in the production of sugar. In the year 1890-91 the beets worked up into sugar in Germany amounted to 10,628,000 tons, producing 1,336,000 tons of sugar, equal to an average of 12.50 per cent. of the weight of beets. In the same year France produced 618,888 tons of sugar from 6,473,944 tons of beets, the percentage of sugar being 9.80 which shows that French beets produce more

than one-fifth less sugar than the beets grown in Germany. About 700,000 acres of land, or 3½ per cent. of the arable land in Germany, is devoted to beet culture, which seems to be very profitable to the manufacturers and exporters of sugar.

But the poor farmers are barely able to keep out of debt, although much of the greater part of the cultivation is performed by women and children, and the depreciation in the value of farm property, remote from the large towns and cities, is greater than in any part of Canada or the United States. The German farmers are now finding out that the conversion of their beets into beef and milk is more profitable than selling it to the sugar factories, and the owners of the factories have been obliged to embark extensively into the cultivation of beets, and now produce more than 60 per cent. of the whole crop of beets used in the manufacture of sugar. Both in France and Germany there is a considerable excise duty levied on the beets grown and also on the sugar manufactured, and much the greater portion of the money raised in this way is paid out in the form of bounties on the sugar exported.

It is stated that refined sugar made in France is sold to foreign countries at 3.63 cents per lb., while for home consumption it brings 3.40 cents. In the days of the first Napoleon the sugar produced from beets was about one and a half per cent. of the weight of the crop; in 1872 the percentage of sugar had increased to 5.70, and in 1888-90 it was 10.05, while in Germany it was 12.50, although in some of the factories they made 15 per cent of sugar from their beets. In Russia there are about 687,000 acres devoted to the production of sugar beets, and the yield per acre is between eight and nine tons of beets, yielding about ten per cent. of sugar.

The first attempt at making beet sugar in quantity in the United States was at Chatsworth, Illinois, in 1863, and in the report of the United States Department of Agriculture for 1867 it is said that the Chatsworth factory made during that year one million pounds of sugar, but although the sugar was of good quality, its cost was greater than the market value of the product. The manufacture of beet sugar was begun in California about twenty years ago, but it was not a profitable speculation, and not until 1881 was there any dividend paid to the stock holders. Since that time dividends have been paid at irregular intervals, but the steady decline in the price of foreign sugar had about extinguished the dividends and also the hopes of the stockholders, when the passage of the McKinley Act, which provides for a bounty of two cents per pound on all sugar manufactured in the United States, gave a great impetus to the production of beet sugar.—N. Y. Commercial Enquirer.

## IT MAY BE INTERESTING TO KNOW

That when excursion rates are made to Chicago for people who live in the East, to enable them to attend the World's Fair next year, it is contemplated by the Western roads to also make excursion rates from Chicago to all principle business and tourist points in the West, Northwest and Southwest, so that those who desire to spend a few weeks among their friends in the Great West, may have an opportunity of so doing without incurring much additional expense. It may be well to consider this subject in advance of actual time of starting, and the Chicago, Milwaukee & St. Paul Railway Co. has issued maps and time tables and other instructive reading matter, which it will be glad to furnish free of expense upon application by postal card addressed to A. J. Taylor, Canadian Passenger Agent, 4 Palmer House Block, Toronto, Ont., or to GEO. H. HRAFFORD, General Passenger Agent, Chicago, Ill.





Gives a beautiful black Polish and does not burn off.

All grocers should order from their wholesaler, or write direct to

**S. G. CATCHPOLE & CO.,**  
TORONTO.



**USE SPANISH BLACKING**  
**THE KING OF BLACKINGS**  
F. F. DALLEY & CO., - - HAMILTON, ONT.

**PUT TEXAS BALSAM IN STOCK**

The Great Healer for all kinds of wounds on Horses and Cattle. \$3.00 worth only costs you \$1.60. Express prepaid. Cash with order.

C. F. SEGSWORTH,  
6 Wellington St. East, Toronto.

**PURE CONFECTIONERY, FINEST BISCUITS.**

Manufactured by  
**J. McLAUGHLAN & SONS,**  
OWEN SOUND, ONT.

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



Have reduced the price of their Celebrated  
**BEAVER BRAND PICKLES**

Send for Quotations.

**FAMOUS "STAR" Sugar Cured Meats**  
Mild, Sweet, Delicious Flavor.

All live dealers have them.

Be sure you have fresh stock

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

**Condensed Mince Meat.**

Delicious Mince Pies every day in the year.

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

Sells at all seasons.

Will not ferment in warm weather.



The best and cheapest Mince Meat on Earth. Price reduced to \$12.00 per gross, net.

J. H. WETHEY, St. Catharines, Ont.

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

**BOOT PREPARATIONS SOLD EVERYWHERE.**



**MELTONIAN BLACKING**  
(As used in the Royal Household)

Renders the Boots soft, durable and waterproof.



**MELTONIAN CREAM**  
(white or black)

For Renovating all kinds of Glace Kid Boots and Shoes.



**ROYAL LUTETIAN CREAM**

The best for Cleaning and Polishing Russian and Brown Leather Boots, Tennis Shoes, etc.



**NONPAREIL DE GUICHE**  
Parisian Polish

For Varnishing Dress Boots and Shoes is more elastic and easier to use than any other

Messrs. Salomon & Phillips, 33 Spruce St., New York, Sole Agents for Canada and U.S.A.

It Pays to keep a Stock of **PERRIN'S COUGH DROPS** Write for quotations to **D. S. PERRIN & CO., LONDON, CANADA:**

### DRY GOODS.

October is one of the best assorting months, and the month's trade has been well begun. During this period the travellers are devoting themselves to assorting orders, and consequently the bulk of the orders is generally quite large and their contents varied. All departments are busy at present sending out goods, but the inward movement is quite small. The new shipments that are arriving are mostly repeats of fast selling lines, which have been mentioned before in these columns.

Tweed dress goods still form one of the lines in strong demand; but men's tweeds are somewhat slow at present.

Some of the houses report a very strong increase in the bulk of sales over the corresponding week of last season.

Collections during September showed a considerable increase in most houses over September, 1891, and the past week has seen a continuance of this increased amount of money received. This is due in part to the increased trade, and is also partly attributed to the better state of the finances of retail merchants. Whatever the true causes may be, the fact remains that cash books show longer figures than last season.

Letter orders are very profuse this week, and the execution of these requires a great deal of attention. Some of the firms have advertised the fact that they give special attention to letter orders and that suitable goods would be chosen for them, and trying the experiment, they have learned to appreciate the advantage and to derive the benefit from the arrangement.

#### NOTES.

Wyld, Grasset & Darling are running out a nice line of fancy all-wool eiderdowns, which are being much used for children's cloaks. One low line is being offered which is an especial bargain. Plain eiderdowns are shown in some very pretty shades, and these being cheaper than the fancy patterns, are selling well. They are also offering at a reduced price a nice line of plaid dress goods. This is a taking variety of Canadian tartans, and at the price quoted would make an excellent leader for an enterprising merchant.

Caldecott, Burton & Spence have just received a shipment of barrel buttons, comprising four ranges running in fawns and grey mixtures and dyed colors, in horn and crochet. Astrachan and fur trimmings and edgings are moving very fast. Other kinds of trimmings, although not so lively, are still selling fairly well. Their buyers are busy inspecting samples for next spring's trade, and report some very new things.

Gordon, McKay & Co. are showing a beautiful range of pearlletta buttons, which are so strong in favor at present. They show all sizes in leading shades. These are fast selling goods and should be always in stock. In ivory buttons they show some pretty varieties, especially in sizes suitable for ladies' jackets and ulsters. They have just received a full assortment of St. Hyacinthe grey flannels in all widths, in light and dark grey, plain and twills.

Samson, Kennedy & Co. have just received a shipment of wool Tam o' Shanters in assorted colors. Children's



## E. LAZENBY & SON,

18 Trinity St., London, S.E.

EVERY ARTICLE prepared by us is ENTIRELY UN-  
ADULTERATED and our labels are affixed  
to the CHOICEST DESCRIPTION OF GOODS only.

Our goods can be obtained from leading houses  
everywhere.

Agents for Canada:

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43½ Wellington St. E., TORONTO.



## Tea Caddies all Sizes

SPICE, BAKING POWDER AND TOBACCO TINS,  
LITHOGRAPHED OR JAPANNED.

Write our nearest house for Catalogue and Prices

## THE M'CLARY M'FG COMPANY,

London, Toronto, Montreal, Winnipeg.

THE FINEST  
IN THE LAND.

CHOCOLATES  
G.B.

EVERY CHOCOLATE IS STAMPED

G. B.

GANONG BROS., Ltd.

ST. STEPHEN, N.B.

silk bonnets are a new thing shown in white and colors; they are very neat and are becoming a staple with the trade. They are showing a number of lines of ladies' lace handkerchiefs at various prices, and in many very pretty shades. They are much worn for evening parties. In dress goods they are just receiving black and colored watered moreens, and several other lines, which will add to the completeness of their stock.



### IMPORTANT TO

## Spice and Coffee Grinders.

ASSIGNEE'S SALE OF STOCK AND PLANT.

In the matter of the estate of WILLIAM HOOD & COMPANY, of Toronto, Coffee and Spice Merchants, Insolvents.

Tenders will be received by the Assignee of this firm, James Dickson, Room 17 Manning Arcade, Toronto, up to Saturday the 15th October instant, at 12 o'clock noon for the purchase en bloc of the assets of this firm consisting of about as follows:

Stock of spices, baking powders, coffees, etc., manufactured and unmanufactured, Extracts, prepared and in bulk, etc., as per inventory ..... \$4779.56  
Machinery ..... 1156.18  
Office furniture ..... 159.50  
Book debts ..... 3655.62

Tenders to be made at a rate on the dollar upon inventory value, and said tenders to give full particulars of intended settlement, with form of security therefor. No tender will necessarily be accepted. Stock, plant and inventory sheets can be seen at premises of the merchants, 50 Lombard street.

The purchasers, if desired, can continue the business of this firm and take advantage of a desirable country connection.

Dated at Toronto this 5th day of October, 1892.

DICKSON & BALLANTYNE,  
Manning Arcade,  
Solicitors for Assignee.

**BATTY & CO'S PICKLES AND SAUCES**



Are of the Finest Quality and Guaranteed Pure.

**Batty & Co.'s NABOB SAUCE**

Is the Sauce of Sauces, and the most delicious for Fish, Hashes, Steaks, Stews, &c.

**Batty & Co.'s NABOB PICKLE**

Is universally admitted to be the finest and most enjoyable Pickle in the World.

**Batty & Co.'s JAMS, JELLIES, & MARMALADES**

Are prepared of Ripe, Sound Fruits only and Refined Sugar.

**THEIR CALF'S FOOT JELLIES**

Are unsurpassed for quality and flavor.

Proprietors of the well-known **DR. KITCHENER'S SALAD CREAM.**



123 and 125 FINSBURY PAVEMENT, LONDON.

WRIGHT & COPP, Agents, TORONTO.

**S. A. Van Dam & Co**

37 Old Corn Exchange, Manchester,

— and —

23 Mathew Street, Liverpool, England.

Solicit Consignments of

**Bacon, Butter, Lard, Eggs, Cheese, and Canned Goods.**

LIBERAL ADVANCES MADE.

FIRM FOUNDED 1850.

"REFERENCES"—Bank of British North America, Toronto; and Manchester and Salford Bank, Manchester, Eng.

TRY

**BALA LICORICE**

For the voice.

**MacLaren's**

**Imperial Cheese**

IN GLASS JARS.

LARGE, MEDIUM, SMALL.

Every first-class grocer should keep them in stock.

Dominion Agents:

**WRIGHT & COPP,**

40 Wellington St. East, TORONTO.

**"SUNSHINE"**

What more do you want?

Have you it in Stock?

**BREWSTER SOAP WORKS,**

308--310 Greenpoint Ave.,  
Brooklyn, N.Y., U.S.A.

J. M. LOWES SON & CO,  
35 Wellington East,  
Toronto Agents.

W. T. COSTIGAN & CO.,  
Montreal Agents.



## SALES MADE OR PENDING.

Geo. Hirschfield, dealer in pork, Halifax, is sold out.

The grocery stock of Mrs. S. R. Morden, Picton, Ont., has been sold.

Peter Dodds, general merchant, Arkona, Ont., has sold out to Fuller Bros.

J. Matchett, general merchant, Waterford, Ont., advertises his business for sale.

Joseph Young, general merchant, Hartney, Man., has sold out to Buettner Bros.

George Walker, general merchant, Deseronto, Ont., has sold out to Lewis Hoppins.

Solomon G. Teal's general store stock in Broad Cove, N. S. is advertised for sale by auction.

The grocery and dry goods stock of Alex. Robertson, Perth, Ont., is advertised for sale by tender.

## PARTNERSHIPS FORMED AND DISSOLVED.

McLaughlin & Moore, millers, Toronto, have dissolved, Mr. McLaughlin continuing under the style M. McLaughlin & Co.

Henry W. Loeb is registered proprietor in the Montreal supply importing Co., Montreal dating from Sept. 3rd, 1892

John J. Currie, A. M. Currie and Daniel Campbell have registered a co-partnership as John Currie & Co., grocers, Halifax.

Gannon Bros., general merchants, North Sidney, N. B., have registered co-partnership with A. F. and Anthony Gannon in the firm.

## FIRES.

Venant Bourque, A. D. Cormier, B. H. Foley, Anthony Gratton, J. A. Irving, E. J. Leblanc, J. C. Ross, all general merchants in Buctouche, N. B., were burnt out in a recent fire which visited that town. All were insured.

## DIFFICULTIES, ASSIGNMENTS, COMPROMISES

Ernest Neveu, grocer, Montreal, has assigned.

G. W. Slipp, grocer, Woodstock, N. B., has assigned.

Chas. J. Fowler, grocer, Woodstock, N. B. has assigned.

L. T. Rochon, grocer, Ottawa, has assigned to James Bailiff.

A. E. Carson, general merchant, Asbestos, Man., has assigned.

Louis Guay, general merchant, St. Isidore, Que., has assigned.

Henry Belleville, general merchant, Drummondville, Que., has assigned.

J. W. Rivet, grocer, Montreal, is offering to compromise at 25c. in the dollar.

Fred Blackadar, crockery merchant, St. John, N. B., is offering to compromise.

James H. Whitman, general merchant,

# FRY'S

Pure Concentrated

# COCOA.

To secure this article, please ask for "Fry's Pure Concentrated Cocoa."

"It is especially adapted to those whose digestive organs are weak."—  
Sir Charles A. Cameron, M.D.

ARTHUR P. TIPPET & CO., 43½ Wellington St. E., Toronto.

Agents for J. S. Fry & Sons for Ontario and N. W.

Salmon River, N. S. has called a meeting of his creditors.

H. S. Dixon & Co., dealers in office supplies, Toronto, have assigned to James Dixon, Toronto.

A meeting of the creditors of James Enright, general merchant, Port Daniel, Que., has been called.

## SITUATION WANTED.

WANTED—SITUATION BY YOUNG MAN in grocery or general store, 4 years experience and best of references. B. W. T., Hartford, Ont.

## SITUATIONS VACANT.

Advertisements for assistants in retail and wholesale houses, under this head, free.

## FOR SALE.

GROCERY BUSINESS FOR SALE IN TOWN of Regina, N.W.T., stock and fixtures. Premises can be rented. Write box 424, P. O. Regina.

## BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

CANADIAN AGENTS WANTED FOR FOREIGN manufacturers of Vinegar and Mustard. Apply with references, C. & Co., care CANADIAN GROCER.

## Window Dressing

Fully explained, or How to Trim Your Windows in "300 Ways." A book of 250 pages, 150 illustrations, adapted to Grocers, General Merchants, and all lines of business. Price, post-paid, \$1.50.

HARMAN'S WINDOW-DRESSING HAMMER. Nickel-plated, self-sliding handle, so it may be carried in pocket. Handle serves as a receptacle for pins or tacks. Price, post-paid, 50cts.

CHRISTMAS PAMPHLET.—A descriptive illustrated work. How to arrange your windows for the Holiday Season for all lines of business. Price, post-paid, 75cts. The entire outfit for \$2.25, or separate.

HARRY HARMAN, Window-Dressing Supplies, Room 1204, The Temple, Chicago, Ill.

# DR. PRICE'S

## Cream Baking Powder.

Contains the Whites of Eggs.

Other baking powders Substitute Ammonia.

## IT IS ABSOLUTELY PURE !

No chemicals are used in its preparation as is the case with Dutch Cocos, in which alkalis and other chemicals are introduced, to give apparent smoothness and strength to the decoction.

## THE "MOST POPULAR" BLACK LEAD.

## THE "MOST REMARKABLE" POLISH.

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

(CLEANLINESS)

# Nixey's

## Black NO DUST

# Lead

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

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

W. G. NIXEY'S

## "SILVER MOONLIGHT

## PLUMBAGO" STOVE POLISH.

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

# NIXEY'S

## "SOHO SQUARE" BLUE

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

Eight 1-oz. squares in Box for 6d. Of all Grocers and Oilmen; or write to 12, SOHO SQUARE, LONDON, ENGLAND.

For Knives, Forks, Brass and Steel Work, &c., &c. Won't Wear the Blades like others.

6d. and 1s. Tins.

# NIXEY'S

## "INVICTA" KNIFE POLISH.

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

Canadian representatives:

Mr. W. Matthews, 7 Richmond St. East, Toronto.

Mr. Charles Gyde, 33 St. Nicholas St., Montreal.

Snider's Home Made Soups

Tomato, Chicken, Mock Turtle, Ox Tail, Bouillon, Cream of Corn,

Mulligatawny, Mutton Broth, Beef, Vegetable, Pea, Cream of Celery.

Printanier, Julienne, Vermicelli, Noodle, Chicken Gumbo, Cream of Asparagus.



SNIDER'S HOME MADE TOMATO CATSUP  
SNIDER'S HOME MADE CHILI SAUCE

TO BE HAD FROM ALL WHOLESALE GROCERS.

The T. A. SNIDER PRESERVE CO., CINCINNATI

Dominion Agents, WRIGHT & COPP, TORONTO.

CRESCENT BRAND.



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

Bicarbonates of Soda

REFINED and RECRYSTALLIZED—The Purest and Cheapest in the Market.

SODA CRYSTALS

Of the Finest Quality, in 1-2 and 3 Cwt. Drums, and 400 lb. Casks Net Weights.

Orders for direct Importation from the Wholesale Trade Only.

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

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, Oct. 13, 1892.

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

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

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

BAKING POWDER.

PURE GOLD, per doz	5 lb. cans, 1 doz. in case	19 80
4 lb. cans, 1 doz. in case	16 00	
3 1/2 lb. cans, 1 and 2 doz. in case	10 50	
12 oz. cans, 2 and 4 doz. in case	4 60	
8 oz. cans, 2 and 4 doz. in case	2 40	
6 oz. cans, 2 and 4 doz. in case	1 90	
4 oz. cans, 4 and 6 doz. in case	1 25	
Dunn's No. 1, in tins	2 00	
Cook's Gem, in 1 lb pkgs	1 75	
" " 7 oz pkgs	85	
" " 2 oz "	40	
" " 5 lb tins	65	
" " bulk, per lb.	12	
Per doz		
Empire, 5 dozen 4 oz cans	10 75	
" " 4 " "	1 15	
" " 2 " "	9 00	
" " 1/2 5 lb cans	9 00	
" " bulk, per lb.	15	



COOK'S FRIEND.		
(In Paper Packages.) Per doz		
Size 1, in 2 and 4 doz boxes	\$2 40	
" 10, in 4 doz boxes	2 10	
" 2, in 6 "	80	
" 12, in 6 "	70	
" 3, in 4 "	45	
Pound tins, 3 oz in case	3 00	
12 oz tins, 3 oz in case	2 40	
5 oz tins, 4 "	1 10	
5 lb tins, 1/2 "	14 00	
Ocean Wave, 1/2 lb, 4 doz cases	75	
Ocean Wave No. 1, 2 "	1 90	
" 1 lb, 2 "	2 20	
" 5 lb, 1/2 "	9 60	
WHITE STAR, per doz		
4 oz tins, 3 doz in case	0 75	
12 " 2 doz in case	2 00	
5 lb " 1 doz	9 00	
5 oz glass jars, 2 1/2 doz in case	1 10	
10 oz glass jars, 2 doz in case	2 00	
Bulk, per lb.	0 15	



BISCUITS.		
TORONTO BISCUIT AND CONFECTIONERY CO.		
Abernethy	\$0 11	
Arrowroot	\$0 11	
Butter	0 6	
" 3 lbs	0 20	
Cabin	0 70	
" or 1	22 75	
Cottage	0 8 1/2	

Digestive	0 10
Daisy Wafer	0 16
Garibaldi	0 10
Gingerbread	0 11
Ginger Nuts	0 10
Graham Wafer	0 09
Lemon	0 10
Milk	0 09
Nic Mac	0 13
Oyster	0 06
People's Mixed	0 10 1/2
Pic Nic	0 09
Prairie	0 08 1/2
Rich Mixed	0 14
School Cake	0 11 1/2
Soda	0 06
" 3 lb.	0 20
Sultana	0 11
Tea	0 11
Tid Bits	0 09 1/2
Variety	0 11
Village	0 07 1/2
Wine	0 06 1/2

BLACKING.

Day & Martin's, pints, per doz	\$3 20
" " 1/2 " "	2 10
" " 3/4 " "	1 10
Spanish, No. 3	4 50
" " 5	8 00
" " 10	9 00
Japanese, No. 3	4 50
" " 5	7 50
Jaquot's French No. 2	3 00
" " 3	4 50
" " 4	8 00
" " 5	10 00
" 1-gross Cabinets, asst.	7 50
Egyptian, No. 1	9 00
" 2	4 50
P. G. FRENCH DRESSING (LADIES.)	
For ladies' and children's boots and shoes.	per doz
No. 7 1 or 2 doz. in box	\$2 00
No. 4, " "	1 25
P. G. FRENCH BLACKING.	
No. 4	per gross \$1 00
No. 8	4 50
No. 6	7 25
No. 10	8 25

BLACK LEAD.

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.

P. F. DALLEY & CO.

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

BLUE.

Reckitt's Pure Blue, per gross 2 10

CORN BROOMS.

CHAS. BORCKH & SONS, per doz	
X Carpet, 4 strings, net	\$3 60
2 " 4 " "	3 20
3 " 4 " "	2
XXX Hurl 4 " "	2 90
1X " 4 " "	2 65
2X Parlor 4 " "	2 50
3 " 3 " "	2 25
4 " 4 " "	1 85
5 " 2 " "	1 50
Warehouse 4 " "	3 25
Ship 4 " "	4 00
1 Cable 2 wire bands, net	3 25
2 " 3 " "	4 00

CANNED GOODS.

Apples, 3's	Per doz \$0 85 \$1 00
" " gallons	1 75 2 00
Blackberries, 2's	2 00 2 25
Blueberries, 2's	1 10 1 25
Beans, 2's	0 90 1 00
Corn, 2's	0 90 1 00
" Special Brands	1 30 1 60
Cherries, red pitted, 2's	2 10
Peas, 2's	0 90 1 00
Pears, Bartlett, 2's	1 75
" Sugar, 2's	1 50
Pineapple, Baltimore	1 60 1 60
" Bahama	1 75
Peaches, 2's	2 00 2 25
" 3's	3 00 3 10
" Pre, 3's	.....



PURE CALABRIA "Y. & S." LICORICE, 4, 6, 8, 12 and 16s to pound.

"ACME" LICORICE PELLETS, In 5-pound Tin Cans.

TAR, LICORICE and TOLU WAFERS, in 5-pound Tin Cans.

LICORICE "Y. & S." LOZENGES, In 5-pound Tin Cans and 5-pound Glass Jars.

"PURITY," PURE PENNY-LICORICE, 100 and 200 Sticks in a Box.

Manufactured Exclusively by

YOUNG & SMYLLIE,

BROOKLYN, NEW YORK.

Where did you see this advertisement?

Prices Current Continued—

Table listing various goods like Plums, Gr Gages, Danson Blue, Pumpkins, Raspberries, Strawberries, Succotash, Tomatoes, etc. with prices.

CANNED MEATS.

Table listing canned meats including Comp. Corn Beef, Minced Collops, Roast Beef, Par Ox Tongue, etc. with prices.

CHEWING GUM.

Table listing chewing gum products like Tutti Frutti, Orange Blossom, Monte Cristo, Sappota, Sweet Fern.

Table listing various gums like Red Rose, Magic Trick, Jolah, Puzzle Gum, Bo-Ray, Mexican Fruit, etc.

C. T. HEISEL.

Table listing more gum products like Red Jacket, Royal Fruit, Digestive, Largest Heart, Globe picture.

C. R. SOMERVILLE.

Table listing various bars and gums like Mexican Fruit, Pepsin, Sweet Sugar Cane, Celery, Lalle Bookh, etc.

CHOCOLATES & COCOAS.

Table listing chocolate products like French, Caraccas, Premium, Sante, Diamond, Pearl, etc.

Table listing cocoa products like Cocoa, Homeopat'c, Pearl, London Pearl, etc.

Table listing BENSOP'S ROYAL DUTCH COCOA products.

FRY'S

Table listing Fry's chocolate products like Carracas, Gold Medal, Fry's Diamond, Fry's Monogram, etc.

JOHN P. MOTT & CO.'S

R. S. McIndoe, Agent, Toronto.

Table listing Mott's products like Mott's Broma, Mott's Prepared Cocoa, Mott's Homopat'c Cocoa, etc.

COWAN COCOA AND CHOCOLATE CO.

Cocoas—

Table listing Cowan's cocoa products like Hygienic, Iceland Moss, Soluble, etc.

Chocolates—

Table listing various chocolate products like Mexican, Queen's Dessert, Vanilla, etc.

WALTER, BAKER & CO'S

Chocolate—

Table listing Walter, Baker & Co's chocolate products like Pre'm No. 1, Baker's Vanilla, etc.

German Sweet Chocolate—

Table listing German Sweet Chocolate products like Grocers' Style, 48 Fingers, etc.

Cocoas—

Table listing more cocoa products like Pure Prepared boxes, Cracked, etc.

Table listing cracked cocoa products like Cracked, in bxs, 12 lbs., each, etc.

Table listing breakfast cocoa products like Breakfast Cocoa, in bxs 6 & 12 lbs., etc.

Table listing Highland Brand Evaporated Cream products.

CLOTHES PINS.

Table listing clothes pins like 5 gross, per box, 4 gross, etc.

CHAS. BECKH & SONS, per box

Table listing Chas. Beckh & Sons products like 5 gross, single & 10 box lots, etc.

COFFEE.

Table listing coffee products like Green, Mocha, Old Government Java, etc.

WHOLE OASTED OR PURE GROUND

ELLIS & KEIGHLEY'S

Table listing Ellis & Keighley's coffee products like Java, Java and Mocha, etc.

TODHUNTER, MITCHELL & CO.'S

Table listing Todhunter, Mitchell & Co's coffee products like Excelsior Blend, Our Own, etc.

ALWAYS ORDER RECKITT'S BLUE.



Prices current, continued.

NUTS. per lb		LEA & FERRIN'S. per doz.		Grand Duke. ....		Oswego Corn Starch—for Puddings, Custards, etc.—	
Almonds, Ivica .....	13 14	Worcester Sauce, $\frac{1}{2}$ pts. ...	\$3 60 \$3 75	Sago .....	4 54	40-lb boxes, 1 lb packages .....	8 1
" Tarragona .....	15	" " pints .....	6 25 6 50	Tapioca .....	5 54	20-lb " .....	8 1
" Fornigetta .....	13 14	LAZENBY & SONS Per doz		ST. LAWRENCE STARCH CO.'S			
Almonds, Shelled Valencias .....	28 30	Pickles, all kinds, pints .....	3 25	Culinary Starches—			
" " Jordan .....	40 45	" " quarts .....	6 00	St. Lawrence corn starch .....	7	Durham corn starch .....	6 1
" " Canary .....	28 30	Harvey Sauce-genuine— $\frac{1}{2}$ l. pts .....	3 25	Laundry Starches—			
Brazil .....	10 12 1/2	Mushroom Catsup " .....	3 25	No. 1, White, 4 lb. Cartons .....	4 1/2	" " Bbls .....	4 1/2
Cocoanuts .....	5 6	Anchovy Sauce " .....	3 25	" " Eggs .....	4 1/2	" " Kegs .....	4 1/2
Filberts, Sicily .....	10 11	PRODUCE.		Canada Laundry .....	3 1/2	Ivory Gloss, six 6 lb. boxes, sliding covers .....	6 1
Pecans .....	11 15	DAIRY. Per lb		Ivory Gloss, fancy picture, 1 lb packs .....	6 1	Patent Starch, fancy picture, 1 lb. cartons .....	6 1/2
Peanuts, roasted .....	10 12	Butter, creamery, tubs. \$0 21 \$0 23	0 15 0 18	Ivoryine Starch in cases of 40 packages .....	\$3 00	SUGAR. c. per lb	
" Igreen .....	9 10	" " dairy, tubs, choice .....	0 15 0 18	Granulated .....	4 1/2	Paris Lump, bbls and 100 lb. bxs .....	5 1/2
Walnuts, Grenoble .....	14 15	" " medium .....	0 14 0 16	" " 50 lb. boxes .....	5 1/2	Extra Ground, fbbls .....	5 1/2
" Bordeaux .....	10 11	" low grades to com .....	0 12 0 13	" less than a bbl .....	6	" " less than a bbl .....	5 1/2
" " Naples, cases .....	12 13	Butter, pound rolls .....	0 19 0 20	Powdered, bbls .....	5 1/2	Extra bright refined .....	4 1/2
" Marbots .....	12 13	" large rolls .....	0 14 0 16	" " less than a bbl .....	5 1/2	Bright Yellow .....	3 1/2
" Chillis .....	12 13	" store crocks .....	0 14 0 16	" " less than a bbl .....	5 1/2	Medium .....	3 1/2
PETROLEUM.		Cheese .....	0 10 1/2	" " less than a bbl .....	5 1/2	Brown .....	3 1/2
to 10 bbl lots, Toronto ... Imp. gal		COUNTRY		1st quality white, in kegs and bbls .....	4 1/2	SALT.	
Canadian .....	0 14 \$0 15	Eggs, fresh, per doz .....	0 15	1st quality white, 3 lb. cartons .....	4 1/2	Bbl salt, car lots .....	1 20
Carbon Safety .....	0 17 0 18	Beans .....	1 15 1 30	Lily White gloss, crates .....	6 1/2	Coarse, car lots, F.O.B. .....	0 70
Canadian Water White .....	0 20 0 22	Onions, per bbl .....	1 75 2 25	Brantford gloss, 1 lb. .....	6 1/2	" small lots .....	0 85 0 90
Amer'n Prime White .....	0 24 0 25	Potatoes, per bag .....	50 60	Lily White gloss, 1 lb. chromo. ...	6 1/2	Dairy, car lots, F.O.B. .....	1 25
" Water White .....	0 24 0 25	Hops, 1891 crop .....	0 13 0 15	Canada Laundry, Boxes .....	3 1/2	" small lots .....	0 45 0 50
Photogene .....	0 27 0 00	" 1892 .....	0 16 0 18	Pure Prepared corn .....	7	Common, fine car lots .....	0 80
(For prices at Petrolia, see Market Report.)		Honey, extracted .....	0 05 0 07	Challenge Corn .....	6 1/2	" small lots .....	0 95 1 00
PICKLES & SAUCES.		" section .....	0 12 0 14	Rice Starch, fancy cartons .....	8 1/2	Rock salt, per ton .....	15 00
THE T. A. SNIDER PRESERVE CO., CINCINNATI.		PROVISIONS.		" cubes .....	7 1/2	Liverpool coarse .....	0 75 0 80
(Wright & Copp, Toronto, Agents.)		Bacon, long clear, p lb. 0 07 1/2	0 08	KINGSFORDS OSWEGO STARCH.			
per doz		Pork, mess, p. bbl. ....	14 50 15 00	Pure Starch—		SYRUPS AND MOLASSES.	
Home Made Tomato Catsup, qts .....		" short cut .....	16 00 16 50	40-lb boxes, 1, 2 and 4 lb pack'g's .....	8	SYRUPS. Per lb.	
" " " pts 3 50		Hams, smoked, per lb. ....	0 11 1/2	36-lb " 3 lb. packages .....	8	Per lb.	
" " " 1/2 pts 2 00		" pickled .....	0 11	12-lb " .....	8 1/2	bbls. 1/2 bbls	
Chili Sauce .....		Bellies .....	0 12 1/2 0 13	38 to 45-lb boxes .....	8	D. ....	
" " " 1/2 pts 3 25		Rolls .....	0 09 1/2 0 10	Silver Gloss Starch—		M .....	
SOUPS (in 3 lb. cans).		Backs .....	0 11 1/2 0 12	40-lb boxes, 1, 2 and 4 lb. pack'g's .....	9	B .....	
Tomato .....		Lard, Canadian, per lb .....	0 09 1/2 0 10	40-lb " 1/2 lb. package .....	9 1/2		
Fancy—Chicken, Mock Turtle, Cream of Corn, Pea, Celery, Asparagus .....		Compound .....	0 08 0 09 1/2	40-lb " 1/4 lb. package .....	10		
Fancy—Chicken Gumbo, Ox Tail, Consomme Bouillon, Mulligatawny, Mutton Broth, Beef, Pea, Printanir, Julienne Vermicelli, Vegetable .....		Tallow, refined, per lb. ....	0 05 0 05 1/2	6-lb " assorted 1/2 and 1/4 lbs. ....	9 1/2		
		" rough, " .....	0 02	38 to 45 lb boxes .....	9		
		RICE, ETC. Per lb					
		Rice, Aracan .....	3 1/4 4				
		" Patna .....	4 1/2 5 1/2				
		" Japan .....	5 6				
		" extra Burmah .....	3 1/4 4				
		" Java extra .....	6 1/2 7				
		" Genuine Old Carolina .....	9 1/2 10				

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

AGENTS FOR

The St. Lawrence Sugar Ref'g Co., Montreal.

The British America Starch Co., Brantford.



A combination of  
the Vital Principles of

**BEEF AND WHEAT**

A delicious beverage. Relished both by the Sick and those in Vigorous Health. Put up in 2, 4, 8, and 16 oz. bottles by the

**JOHNSTON FLUID BEEF CO.,**  
**MONTREAL.**

**Kingsford's Oswego**  
**STARCH.**

**STRONGEST. PUREST. BEST.**

"THE ORIGINAL"

FOR THE TABLE.

**"Silver Gloss"****Kingsford's**

(Others so-called are imitations of our brand.)

**Pure Starch.****Corn Starch.**

FOR SALE BY ALL LEADING  
 JOBBERS IN CANADA.

**T. KINGSFORD & SON**  
 OSWEGO, N.Y.



You

Will do your Customers a great Kindness by recommending

NEW COLD PROCESS

# Ivoryine Starch.

THE MOST PERFECT FOR COLLARS, CUFFS AND SHIRTS.

Prices current, continued—

V.B.	2 1/2	2 1/2
E. V. B.	2 1/2	2 1/2
E. Superior	2 1/2	2 1/2
XX	2 1/2	2 1/2
XXX	2 1/2	3
Crown	3	3 1/2
<b>MOLASSES.</b>		
Trinidad, in puncheons	0 35	0 37
Do. 2, 6-16 and 3 lb bars	0 38	0 46
Porte Rico, hdds.	0 30	0 52
" barrels	0 42	0 44
" 1/2 barrels	0 44	0 46
<b>SOAP.</b>		
Ivory Bar, 1 lb. bars	54	
Do. 2, 6-16 and 3 lb bars	5	
Primrose, 4 lb. bars, wax W	43	
John A. cake, wax W	42	
Mayflower, cake	42	
Gem, 3 lb bars per lb.	3 1/2	
" 13 oz. 1 and 2 lb. bars	3 1/2	
Queen's Laundry, per bar	5 1/2	
Pride of Kitchen, per box	7 1/2	
Sunshine, boxes, 100 tablets	6 50	
" 50	3 40	
<b>MORSE'S SOAPS.</b>		
Mikado (wrapped)	0 04 1/2	
Eclipse	0 04 1/2	
Stanley Bar	0 04 1/2	
Defiance	0 04 1/2	
Toronto, 12 oz.	0 50	
Ruby, 10 oz.	0 30	
Monster, 8 oz.	0 24	
Detroit, 14 oz.	0 48	
Lily White	0 80	
Everyday	0 80	
Queen City, 14 oz.	0 72	
<b>Per box</b>		
Mottled in 5 box lots, 100 bars	5 00	
" 60 bars	3 00	
Floater (boxes free)	6 50	
Electric	2 75	
Hard Water Electric	2 50	
Royal Laundry	3 25	
Octagon	4 00	
<b>Per doz</b>		
Royal Magnum	0 25	
" 25 doz per box	0 20	
Anchor, Assorted	0 10	
" Castile	0 50	
Morse's Assorted	0 45	
Morse's Rose	0 45	
" Windsor	0 45	
" Castile	0 45	
Bouquet, paper and wood	0 80	
Prize Magnum, White Castile	0 72	
" Honey	0 72	
" Glycerine	0 72	
" Oatmeal	0 72	
<b>Per box</b>		
Sweet Briar	0 85	
Extra Perfume	0 55	
Old Brown Windsor Squares	0 30	
White Lavender	1 00	
<b>Per doz</b>		
White Castile Bars	0 85	
White Oatmeal	0 85	
Persian Bouquet, paper	2 50	
Oriental	0 45	
Pure Coconut, 3 doz. bxs, wood	0 40	
Heliotrope paper	1 50	
Carnation	0 60	
Rose Bouquet	0 60	
Cocoa Castile	0 40	
Arcadian	0 45	
New Arcadian, per gross	4 25	
Ocean Bouquet	0 45	
Barber's Bar, per lb	0 25	
Pure Bath	1 00	
Magnolia	1 20	
Oatmeal	0 85	

Unscented Glycerine	0 90
Grey Oatmeal	0 60
Plain Honey	0 70
Plain Glycerine	0 70
Plain Windsor	0 70
Fine Bouquet	1 00
Morse's Toilet Balls	0 90
Turkish Bath	0 60
Infants' Delight	1 20

<b>TEAS.</b>	
<b>CHINA GREENS</b>	
Gunpowder—	per lb
Cases, extra firsts	42 50
Half chests, ordinary firsts	22 38
Young Hyson—	
Cases, sifted, extra firsts	42 50
Cases, small leaf, firsts	35 40
Half chests, ordinary firsts	22 38
" seconds	17 19
" thirds	15 17
" common	11 14

<b>PING SUEYS.</b>	
Young Hyson—	
Half chests, firsts	28 32
" seconds	16 19
Half Boxes, firsts	28 32
" seconds	16 19

<b>JAPAN.</b>	
Half Chests—	
Choicest	38 40
Choice	32 36
Finest	28 30
Fine	25 27
Good medium	22 24
Medium	19 20
Good common	16 18
Common	12 15
Nagasaki, 1/2 chests Pekoe	16 22
" Oolong	14 15
" Gunpowder	16 19
" Siftings	5 9

<b>BLACK.</b>	
Congou—	
Half Chests, Kaisow, Mon-	12 60
ing, Pakling, Kaisow	18 50
Caddies, Pakling, Kaisow	
<b>INDIAN.</b>	
Darjeelings	35 55
Assam Pekoes	20 40
Pekoe Souchong	18 30

<b>CEYLON.</b>	
Broken Pekoes	35 42
Pekoes	20 40
Pekoe Souchong	17 35

<b>TOBACCO AND CIGARS.</b>	
British Consols, 4's; bright twist,	67c
5's; Twin Gold Bar, 8's	64
Ingots, rough and ready, 8's	57
Laurel, 3's	57
Brier, 7's	55
Index, 7's	50
Honeysuckle, 7's	58
Napoleon, 8's	54
Royal Arms, 12's	55
Victoria, 12's	53
Brunette, 12's	50
Prince of Wales, in caddies	51 1/2
" in 40 lb boxes	51
Bright Smoking Plug Myrtle, T &	60
B, 3's	60
Lily, 7's	55
Diamond Solace, 12's	50
Myrtle Cut Smoking, 1 lb tins	70
1 lb pg, 6 lb boxes	70
os pg, 5 lb boxes	70

<b>EMPIRE TOBACCO COMPANY.</b>	
<b>CUT SMOKING.</b>	
Golden Plug, 2 oz. pkg boxes, 5	65
lbs.	60
Uncle Ned, 2 oz. pkg. bxs 5 lbs	61
Gem, 2 oz. packages, 5 lb boxes	61
Gem, 8 oz tins in 6 lb cases	70

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

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

<b>BLACK SWEET CHEWING.</b>	
Star, Narrow, 12s. Butts about	47
23 lbs.	
Morning Star, 12s. Butts about	43 1/2
22 1/2 lbs.	
Oolong Twist, 12s. Caddies	44
about 23 lbs.	
Anchor Twist, 12s. Caddies about	42 1/2
23 lbs.	

<b>CIGARS—S. DAVIS &amp; SONS, Montreal.</b>	
Sizes.	Per M
Madre E' Hijo, Lord Landsdow	60 00
" Panetelas	60 00
" Bouquet	60 00
" Perfectos	85 00
" Longfellow	85 00
" Reina Victoria	80 00
" Pins	55 00
El Padre, Reina Victoria	55 00
" Reina Vict., Especial	50 00
" Conchas de Regalia	50 00
" Bouquet	55 00
" Pins	50 00
" Longfellow	80 00
" Perfectos	80 00
Mungo, Nine	35 00
Cable, Conchas	30 00
Queens	29 00
<b>Cigarettes, all Tobacco—</b>	
Cable	7 00
El Padre	1 00
Mauricio	15 00

<b>DOMINION CUT TOBACCO WORKS, MON-</b>	
<b>TREAL.</b>	
CIGARETTES.	Per M.
Athlete	\$7 50
Puritan	6 25
Sultana	5 75
Derby	4 00
B. C. No. 1	4 00
Sweet Sixteen	3 50
The Holder	3 85
Hyde Park	10 50

<b>CUT TOBACCOES.</b>	
Puritan, tenths, 5 lb. boxes	74
Old Chum, ninths, 5 lb box	71
Old Virgin, 1-10 lbpkg, 10 lb bxs	62
Gold Block, ninths, 5 lb boxes	73

<b>CIGARETTE TOBACCO.</b>	
B. C. N. 1, 1-10, 5 lb boxes	85
Puritan, 1-10, 5 lb boxes	1 15
Athlete, per lb.	10 50
Hyde Park	10 50

<b>VINEGAR.</b>	
<b>A. HAAZ &amp; CO</b>	
XX. W.W.	0 20
XXX. W.W.	0 25
Honey Dew	0 30
Pickling	0 30
Malting	0 45

<b>WOODENWARE. per doz</b>	
Pails, 2 hoop, clear	No. 1 ... \$1 70
" 3 " " " "	" " ... 1 90
Pails, 2 hoops, clear	No. 2 ... 1 60
" 3 " " " "	" " ... 1 80
" 3 " painted	" " ... 1 80
Tubs, No. 0	1 ... 9 50
" 1	2 ... 8 00
" 2	7 00
" 3	6 00
Washboards, Globe	\$1 90
" Water Witch	1 40
" Northern Queen	2 25
" Planet	1 70
" Waverly	1 50
" X X	1 50
" Single Crescent	1 85
" Double	2 75
" Jubilee	2 25
" Globe Improved	1 90
" Quick and Easy	1 80
" World	1 75
" Rattler	1 30
<b>per case.</b>	
Matches, 5 caselots, single cases	
Parlor	1 60 \$1 65
Telephone	3 60 3 70
Telegraph	3 80 3 90
Safety	4 20 4 30
French	3 60 3 75
<b>Railroad (10 gro. in case)</b>	
Single case and under 5 cs.	\$3 70
5 cases and under 10 cases	3 60
<b>Steamship (10 gro. in case)</b>	
Single case and under 5 cs.	3 50
5 cases and under 10 cases	3 40

<b>Mops and Handles, comb.</b>	
Butter tubs	\$1 60 \$3 20
Butter Bowls, crates as't'd	3 60

**WASHING COMPOUND.**

Housekeeper's Quick-

Washing per case.

5c pkgs 100 in case ... 3 50

10c " 60 in case ... 4 00

<b>PEELLESS WASHING COMPOUND.</b>	
	per case
1/2 lb packages, 12 doz in case	\$1 50
1 " " " 6 " "	3 30
1 lb " " 3 " "	3 60
5 cts " " 100 " "	3 50

<b>YEAST.</b>	
<b>BARM MFG. CO.</b>	
1 box containing 2 doz. 5c. pkgs.	0 50
1 " " " 2 doz. 10c. " "	1 00

**BREADMAKER'S**

per box

5c packages 36 in box ... 1 00

2c " " 45 in box ... 0 50

— THE —  
**ST. LAWRENCE SUGAR REFINING CO'S.**  
**GRANULATED**  
**AND YELLOWS**  
**AND SYRUPS**  
**ARE PURE.**

**: NO BLUEING :**  
 Material whatsoever is used in the manufacture of  
**OUR GRANULATED.**

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Of the Highest Quality and Purity, made by the Latest Processes, and the Newest  
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**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.

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WM. CLEVERLY Prop. **The Hilliard House** - RAT PORTAGE, ONT. Specially first class. The favorite commercial house along the line of C.P.R.

**The Clarendon Hotel**, WINNIPEG, MAN. RUTLEY & MCGARREY Proprietors.

**THE LELAND HOUSE**, PORTAGE LA PRAIRIE, MAN. Best sample rooms west of Winnipeg. Strictly first class.

WM. NEVINS, Prop. **Queen's Hotel**, WINNIPEG, MAN. First class in every respect.

178 O'CONNOR ST. **Grand Pacific Hotel**, KAMLOOPS, B.C. The leading hotel in the city. Sample rooms convenient to stores. Provided for commercial men.

H. SMITH, Proprietor.

**The Hotel Wilson.**

NANAIMO, B. C. The largest and best Hotel in the city. Proprietor: **JOS. RICHARDS**.

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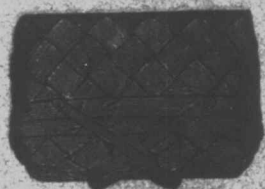
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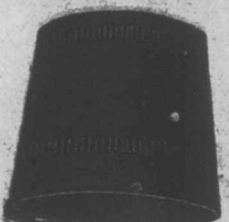
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 General Commission Merchants  
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 It is cheaper than gas and  
 It gives a better light.

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