

**THE CANADIAN GROCER**  
 & GENERAL STOREKEEPER

PUBLISHED  
 WEEKLY  
 \$2.00 PER YEAR

VOL. VII.

TORONTO SEPTEMBER, 1, 1893.

No. 35

MADRE E' HIJO (7 SIZES).

Manufacturers by Special Warrant  
 To Her Majesty THE QUEEN

**COLMAN'S MUSTARD**

HAS OBTAINED THE HIGHEST AWARDS AND UNEQUALLED HONOURS AT ALL THE PRINCIPAL INTERNATIONAL EXHIBITIONS

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**TWO GOLD MEDALS**  
 INTERNATIONAL HEALTH EXHIBITION LONDON 1884

Only Prize Medal London 1862      Only Silver Medal Paris 1875  
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COULD BE PURCHASED BY THE PRINCE OF WALES  
 PURVEYORS TO HER MAJESTY THE QUEEN

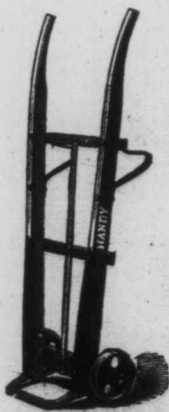
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 Strong and Durable

\$1.75 EACH

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THE CANADIAN GROCER

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**FINNAN HADDIE**

Finest  
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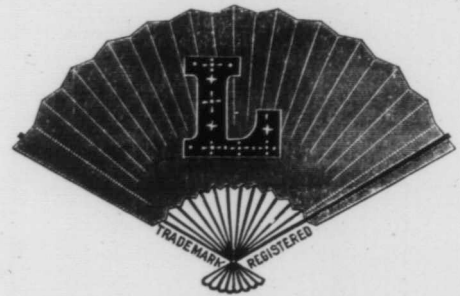
MORTON'S SPRATTS      FINDON HADDIES  
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First consideration given to Mail Orders.

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 NEW "FAN" MONING CONGOUS } Stock Now Complete

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 CLAM  
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 R. H. HOWARD & CO., Toronto.      ROBT. MOORE, Travelling Agent, London, Ont.



**THE CANADIAN GROCER**  
& GENERAL STOREKEEPER

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

Vol. VII.

TORONTO, SEPTEMBER 1, 1893.

No. 35

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

**THE J. B. McLEAN PUBLISHING COMPANY,**  
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AND  
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After all that is said and sung about the "Parliament of Man," where the representatives of all nations are to sit and make laws world-wide in their bearing, one sometimes has to wonder whether that cosmopolitan spirit which must necessarily be the forerunner of such an assembly is not really declining instead of advancing, especially when we see the nations that boast of possessing the most enlightenment practising exclusiveness of the most pronounced type. We refer particularly to the United States and to France. In addition to erecting abnormally high tariff walls to keep out the products of other countries, they have both enacted measures to keep without their borders citizens of other countries. The Contract Labor and the Chinese Exclusion Acts, which the United States was pleased some time ago to put on its statute books, needs nothing more than to be merely mentioned as an instance. Everybody has at least a general idea of their purport. With the measure just adopted by France there is not the same general acquaintance. In spirit it is similar to those laws of the United States just mentioned, although in scope or in intention it is milder. Its object, in a word, is to prevent foreigners from doing

business in the country. The law provides substantially that foreigners who have not obtained leave to be domiciled in France or who came into that country for the purpose of exercising their professions, will have to register within eight days after their arrival at the place where they propose to reside. Upon payment of a fee, such foreigners will receive a certificate stating that they have complied with the law, without which they cannot obtain employment. If they change their place of residence this certificate is to be revised by the mayor of the locality. Foreigners at present established in France are given until September 8, to comply with the requirements of the new regulations. There are a lot of clouds yet hanging around the horizon of this boasted enlightened 19th century; and it is peculiar that the two big representatives of the republican form of government are among the busiest in trying to prevent their dissipation.

• • •

The crops in Ontario are not on the whole as satisfactory as it was a month or so ago anticipated they would be. This is revealed by the bulletin just issued by the Ontario Bureau of Industries. Fall wheat is estimated at 19.6 bushels per acre. This is a little lower than last year, but is of a fairly average character nevertheless. Harvesting began about July 7, but the great bulk of the crop was cut between July 15 and 25th. Spring wheat is again this year almost a failure; and it is not surprising. Owing to a wet and backward spring it got a late and uneven start. Then came drouth in many districts, causing too rapid filling and the resultant—a shrunken and inferior grain. Rust has been a common enemy in all parts of the province, while the midge and other insects have caused much destruction, especially in West

Midland, Georgian Bay and East Midland. Grasshoppers, too, have been more numerous than usual. Barley, like spring wheat, also had a late start, but in spite of this and other adverse circumstances, the grain is on the whole, of a fine bright color, but smaller and lighter in weight than usual. The yield per acre is below the average. Two-rowed barley has done even worse than the six-rowed, the growing season having been too short to allow it to develop. The oat crop, too, has not turned out as well as its condition on July 1st indicated, and the same causes that contributed to the injury of the other cereals were present in this, making the yield below the average. After hearing so much from the canners regarding the smallness of the pea crop, and the limited character of the pack, it is somewhat surprising to learn from the crop report under review that "on the whole the crop will be about up to the average." The report, however, acknowledges that while the vines podded well, the drouth prevented the pods from filling perfectly. "A largely increased acreage and only a moderate yield on the whole," is the finding of the report regarding the bean crop. Everybody of course knows that the hay crop was large. The report places it at 578,719 tons larger than in 1892. One thing, too, that might be taken into consideration is the fact that hay is demanding a much better price this year than last. Corn, which is cultivated in the Lake Erie district more extensively than in any other part of the province, is reported "on the average to be very fair, though the drouth has affected it." Potatoes, the report says, will not be up to the average. The yield of roots on the other hand, give good signs of being above the average. Regarding apples, the report substantiates what has been said

We cover the ground from the Atlantic to the Pacific, and have double the circulation of any other journal in Canada.

in different times in these columns, namely, that they are a failure throughout the province. The live stock appears to be in good condition, and the supply of dairy produce is of an average character. The supply of honey is, on the whole, good. While the lot of the farmer in Ontario is not bad it is evident that he will need to be careful. What is the best policy for the country merchant to pursue under the circumstances is equally obvious.

Speaking of crop reports, a bright side to the picture is the prospects in Manitoba and in the Northwest Territories. In Manitoba the yield is generally conceded to be something like 20,000,000 bushels, and competent authorities say that the percentage of Nos. 1 and 2 hard will be greater than any previous crop. The wheat crop of the world, according to the annual report of the Hungarian Minister of Agriculture, issued this week, is estimated at 2,279,000,000 bushels, against the official average of 2,280,000,000 bushels annually for the last ten years. The deficits to be filled up by the importing countries is placed at 370,000,000 bushels, and the surplus available in exporting countries to satisfy this demand at 378,664,000 bushels.

If any reliance is to be placed in the different reports, and there does not appear to be any reason why there should not be, there will be a good supply, at reasonable prices, of practically all kinds of dried fruit. Briefly stated, the yield of Valencia raisins is likely to be less than last year, but what may be lacking in quantity is undoubtedly made up in quality. Some of the new crop is expected to arrive here this week. In Malaga fruits there is going to be quite enough for all requirements. In Sultana raisins an abundant crop and low prices are looked for. Prunes are a good crop, but nothing really definite can yet be said as regards quality. Currants are as yet being merely dried and housed, but the crop will be a good one and prices low. As to yield, it is estimated at 150,000 tons. Opening prices for dates are favorable.

A man may be a good salesman but a poor buyer. Inability to buy right is the cause of more failures than is the want of the ability to sell. The ability to buy right is only acquired by years of patient labor and study. A man, no matter how well he may be fitted by nature, cannot become an expert buyer in a week. Before he can become that there are two things he must pay particular attention to; and they are the wants of his customers and the columns of a good trade paper.

### CHEESE PRECAUTIONS.

The Government has been paying close attention this season to the question of the branding and shipment of Canadian cheese in bond from Montreal.

From the geographical position of that port cheese exporters there have a decided advantage over those of New York when it comes to the question of buying cheese from the northern counties of New York State adjacent to the towns of Canton and Ogdensburg. In fact they can pay all the way from 1-8 to 1-4c. per lb. more for cheese at the factories and yet place it on shipboard in Montreal, and, of course, lay it down in a British port for less than the New Yorkers can. This condition of affairs has made the counties in question practically Montreal territory; and each year sees more American cheese sent from Montreal in bond.

Last season and the previous ones there were complaints that the customs authorities in Montreal were allowing the exporters in Montreal too much freedom with the bonded goods, and that some of the unscrupulous ones had abused the privilege accorded to them by changing the brand on some of the American boxes to Canadian, and so selling it at a better figure. Of course, such a practice, if it was carried to any length, would seriously injure the reputation of Canadian cheese, and, although the customs authorities did not believe the reports above mentioned to have any foundation, Controller Wallace issued strict instructions this spring in regard to the matter; and they have been rigidly carried out ever since. But as a matter of fact there is less danger of American cheese going out as Canadian from Montreal than at some of the smaller ports, and it is satisfactory to note that equally strict orders have been issued to all the collectors along the river front between Montreal and Kingston. As a result the cheese shippers may possibly be put to a little more inconvenience this summer but the conscientious ones are not kicking, knowing that they have an absolute guarantee that none of their competitors can, to use a slang term, "ring in a cold deal on them." With regard to the allegation that 4,500 boxes of inferior Wisconsin cheese had been shipped as Canadian last season, it is too absurd to call for any comment whatever.

### NEW ZEALAND BUTTER.

Mr. John Mynott, of New Plymouth, who represents the dairying interests of New Zealand, and who is doing all he can to promote an export trade between his country and Great Britain, makes the significant statement that there are at present at least 10,000 packages of butter held in store in the colony, without the prospect of finding a local market, and ready to be shipped to London the moment the market there is deemed favorable. Should this be shipped next season as new butter, he anticipates that the result will be great injury to the reputation of New Zealand butter. The length of time for which it may have been kept, he holds, will inevitably lower the quality, and if put on the home market at the opening of the next season, as it most likely will, it will spoil the name of the colony for the whole season in the butter market. It is enough to know that the above surplus of New Zealand product is awaiting the first inducement the English market may hold out for its shipment.—Trade Bulletin.

### VARIATION IN CORNMEAL.

Emma P. Ewing contributes to the New Haven Register some valuable hints in regard to grocers extending the demand for cornmeal. She says that the difference in the quality of "bolted" and "granulated" cornmeal is greater even than the difference between the lowest grade of bakers' and highest grade of patent family flour. And if millers and grocery men would furnish only the choicest cornmeal to their customers—it makes such delicious and nutritious articles of diet and can be prepared so easily, and in such a variety of ways—it would soon win its way to popular favor and be found in general use upon the table of all classes. Granulated cornmeal makes drier, sweeter, lighter, and more delicious bread and cakes than bolted cornmeal, and is very much preferable for all culinary purposes.

Cornmeal desires a good deal of cooking to develop its finest flavors, and cornmeal mush—sometimes improperly termed "hasty pudding"—cannot be perfectly cooked in a few minutes. Neither can corn bread be properly baked in a quarter of an hour. Cornmeal mush should be cooked at least an hour—it is generally improved by cooking an hour—and almost every kind of corn bread is better for being baked from 40 to 60 minutes.

There is a wide difference in the quality of corn bread made with scalded meal, and that made with unscalded meal and granulated meal should always be thoroughly scalded with boiling milk or water before it is made into bread or cakes.

For culinary purposes northern corn is much inferior to corn grown in the south. It makes a husky or "fluffy" meal that is unsatisfactory, and as a general rule the corn bread made by northern cooks is so muddled up with flour, eggs and sugar that it loses its individuality and is despised by a lover of genuine corn bread.



### MR. HUSTWITT'S LAST EPISTLE.

DEAR SIR,—I had almost concluded not to trouble any more in answering letters which have not the writers proper signature attached a guarantee of their genuineness, but as your correspondent from "Barrie" has made himself so familiar with my name and seems so very anxious to get the measurement of my cranium, and might also desire a cast of it in plaster (or maybe would like to exchange photographs so as to get a square look at my "phiz." I am sure I would like his. It might do me good, and him also, in making the exchange, as I perceive he is somewhat of a craneologist or mind reader, and we are told that such persons read character from photographs), I shall forego this once my first intentions, so as to afford him an opportunity of getting better acquainted. I unfortunately have studied in another class, who read character from persons' signatures appended to their epistles. Your correspondent is apparently ashamed of his, and, if it is anything to his credit, I may tell him that he is not alone in such practices, as there are many like him in Toronto. In fact, it has become fashionable, or a craze, of late, in city life; and I find that Barrie is not far behind in this respect. I am unable to shower compliments upon such usages however much they may merit it, and I feel sure that you will pardon me, dear GROCER, if I acknowledge to you that this is in all probability the last communication which you will receive from me, and that my humble opinion of all such fashionable writers is that they ought to know and to do better. I admire a "man."

Yours, etc.,

STEPHEN HUSTWITT.

Toronto, August 28, 1893.

(What Mr. Hustwitt says in regard to the fashion of writing letters in newspapers over *nom de plumes* has a good deal of weight in it. Newspaper publishers would prefer that all communications should be published over

the signatures of the writers; but no paper that we are aware of has a rule to that effect, although there is no saying what there may be in the future. At present the tendency seems to be in that direction. As it is now, the communication that has the writer's signature attached, as a rule, has the best chance of being published. But even were such a rule established it would not do to have it bound hard and fast. Were no exceptions allowed to it, the newspaper, as the people's tribune, would be closed against those who have grievances to reveal or remedies to propose, but who would be deterred for various reasons for doing so were they compelled to write over their own signatures.—Ed GROCER.)

### McDONALD'S TOBACCOS.

DEAR GROCER,—Knowing that your valuable paper reaches a large number of business men and is read by the majority of travellers in the grocery trade, I take the liberty of asking you for a small space to set forth the grievances in connection with McDonalds tobaccos. It is well known by every trader and traveller from the Atlantic to the Pacific that there is only one price, and that there can be no inducements offered in any way to get the customer to buy McDonald's tobaccos because I believe the prices have been made by the manufacturer, and the wholesale trade and their travellers must adhere strictly to the price and the discount set down by the Grocers' Guild (viz., 3 per cent. in ten days) must not be broken. Alas! dear GROCER, the days of honesty among travelers in the grocery trade have vanished and can be counted among the things of the past. There is a house in your city that claims to do the largest trade on Front street, whose traveler (one only) makes a wholesale practice of paying freights, and, in many cases, of giving the nice little discount of 5 per cent. off in 30 days, that is when the invoice is paid to him. Now these extras are charged up to expenses in some way and the house has to pay the piper in the end, which will amount to a nice sum in the course of a year. It is like robbing Peter to pay Paul, or like buying a gallon of oats for a horse and then stealing them the next meal. I cannot think for a moment that the house in question is cognizant of this dishonest way of doing trade, as they have always been held in the highest

estimation for honest and upright dealing by the trade generally—by the wholesale and retail alike. But, to say the least of it, as regards the traveller, it is a mean way of getting orders, and the trade generally should look on a traveler of that stamp with suspicion, because if a man is dishonest in one way he will be in another.

Yours, etc., KILKENNY.

### HE'S NO LONGER A BACHELOR.

Billy McClelland, as his friends familiarly call him, of McClelland Bros., Niagara-on-the-Lake, is the envied of the bachelors, young and old—and some of the married men, too, as far as that goes—the country round. One bright and sunny morning last week Billy, unknown to his friends, quietly stole across the river to Youngstown, where there lived a young heiress whose heart many a Yankee youth had tried in vain to capture. Where, however, the Yankees had failed a Canuck succeeded. The successful wooer was none other than Billy McClelland; and when he made the journey referred to it was to take possession of his prize. That evening, within the roar of the mighty Niagara, the bond that made the two one was welded firmly together by a minister of the Gospel. When Mr. McClelland returned to Niagara-on-the-Lake it was with the belle of Youngstown on his arm and a big and happy smile upon his face. Billy is popular, and when the happy event got noised abroad—and that didn't take long—he and his fair partner were serenaded by the town band and the Hamifugau's band of the Chatauqua grounds, while congratulations many were heaped upon them by nearly everybody. If good wishes will smooth life's pathway, Mr. and Mrs. McClelland will not find many difficulties in their way.

### FALL TRADE NUMBER.

#### "THE CANADIAN GROCER."

For weeks past we have been at work upon our Fall Trade Number for 1893. Our success is most gratifying, due a good deal to our reputation of the past, viz., in more than carrying out our promises, and in producing a trade journal superior to anything of the kind published in America. This year we propose to give the trade an issue which will surpass all our previous efforts. From a typographical and mechanical point of view it will excel anything of the kind produced in Canada. With regard to the reading matter, extra efforts will also be made. In addition to the contributions of our regular staff we have arranged with gentlemen of well-known ability for a number of special articles on subjects of interest to the trade.

### INDIAN TEA CHESTS.

We take the following article from The Home and Colonial Mail:—

It is high time that something should be done by them to obviate the annoyances and losses which grocers have submitted to so patiently for years past, and we trust that a word to the wise will be sufficient. From time to time we hear rumors of dissatisfaction in the market with the packages in which the Indian tea planter of modern times is accustomed to send forward his wares. But whilst we propose to discuss this question, we at once disavow any intention of speaking for or against any of the patented chests which have been brought before the public during recent years. They may be all that is claimed for them, some of them we have even described in our columns, but we hold no brief for any of them, and are not interested in advocating one more than another.

We do not at present express any opinion on the best size or weight of a package of tea further than to say that the preponderance of opinion amongst brokers and dealers is in favor of a larger than a smaller chest. With some tea blending firms it is an understood thing that a chest of tea means 100lbs. net, and this we imagine to be a generally acceptable weight. But we are rather concerned just now with the material of which the packages are constructed, and we have a strong conviction that if the entire trade could be polled on the question there would be a balance of opinion in favor of the quite old-fashioned teak chest, dovetailed and bound with iron hoops, and lined with lead as stout as cardboard. Such packages were in vogue thirty years ago and were never complained of. But the largest teak forests get cut down in time, and it is no secret that the demands of the past thirty years have seriously worked up the best qualities of available material, and thrown the planter back on other woods of less enduring character. Some of these possessing besides a by no means agreeable fragrance have introduced an element of dispute on the ground of alleged "cheesiness" in the smell of the tea they contained, whilst almost all of them are now lined with a much lighter and thinner description of lead, which is said to be more like tissue paper than cardboard, and which, on the slightest disarrangement, as in the necessary turning out for the process of bulking, collapses, utterly as a protective safeguard to the tea, and is even worse than stout paper, by reason of the fractures in its structure which take place on its being handled. The warehouse keeper tries to repair the mischief by a liberal allowance of paper to supplement the lead when the packages are being refilled after bulk. ng. But if the package should happen to be not quite full, directly it is turned over the interior becomes a chaos, and lead, paper, and tea get mingled together in confusion. Then, if the wooden case be defective, a certain loss of

tea is the result. The dock companies deliver the chests fairly well coopered, as a rule; but the shaking they subsequently receive in transport is of a very searching character, and if there be a weak spot it is certain to be found out. This is more especially the case with the grades called Pekoe fanings and dust. The lead linings having been once cut for the bulking process it is next to impossible to make a secure job of the coopering when they are being refilled. Consequently the contents leak out through the smallest opening, and a few pounds weight of tea get lost, involving the parties concerned in disputes and claims.

The contention of the dealers is that if a planter is supposed to supply the chest in which he sells his tea it ought, at least, to be sufficiently sound to carry the contents. We may say there seems to be considerable force in this proposition, and we believe the time has come when planters must face the question, and in the matter of dusts and small broken teas provide a package that will meet all reasonable requirements. As things are now there is a constant effort to shirk responsibility on the part of everyone through whose hands such tea passes. The planter provides the cheapest chest he can. The warehouse-keeper gets it out of his hands as tenderly as he can. The carriers take delivery, and then absolutely refuse to forward to the consignee unless the package is cased in canvas. The wholesale dealer supplies the canvas casing, and charges it to his buyer in the country, who invariably refuses to pay it on the ground that the seller should provide a chest in merchantable condition to carry his goods. This is the present state of affairs, and, as it seems likely to lead to unpleasant friction in the near future, we direct the attention of planters to the subject, in the hope that, when they are aware of the difficulties, they will endeavor to put an end to them in the most effectual manner they can.

### FOR A CASH BUSINESS.

A correspondent in the Northwest Trade urges the present as the most opportune time to side-track the credit system and to adopt the cash rule in transacting business. He says: "I have been trying to work up interest in the grocery trade to consider the matter of doing a cash business at some special meeting of the association, called for this alone, with a view to having the trade as a whole adopt that method of doing business," said a well known salesman for one of the local wholesale grocery houses. "The suggestion is being received very favorably, too. There was never a better time to start on a cash basis than right now. One of my customers who has been doing a cash business only since the first of May is doing 10 per cent. more business than he did before. Of course he sells lower a trifle than he did on the old basis, but he can afford to since he does not have to make an allowance for loss from bad debts.

"Prior to his determination to do a cash business he lost about \$1,000 a year, from

uncollectable accounts. One of the best reasons for local grocers making this change is that jobbers are withholding credit from some and they have to pay cash for everything they buy. This gives an answer to customers who might say, "I have dealt here so many years and you have never lost a cent from me yet. Why don't you trust me as you have been doing?"

"At the last meeting of the association the matter of limiting credits was suggested and it was decided to discuss it at the next regular meeting," said the hearer.

"Limiting credits is all right in its way," he replied, "but it doesn't go far enough. A cash business, pure and simple, is the only right way to do business. Local grocers do entirely too much credit business. Why, I know of some who have as much as \$10,000 on their books. The time is ripe for the change and it could be made easily. The only local grocers that are making a good thing out of the business are those who sell for cash."

### WHY CAN'T FARMERS PAY CASH?

Times like these test the soundness of the cash business. There are more people now than there were a year ago who believe that a smaller volume of business on a cash-down basis would have been better for them than a broad and enterprising expansion on borrowed capital that cannot now be squared by any convenient manipulation of figures.—Texas Farm and Ranch.

The writer of the above puts his finger on the weak spot in the farming business of the country. If he will keep the attention of his readers directed to this subject, and if other editors of agricultural papers will follow his example, the cry of hard times in the farming districts will probably soon cease, and the merchants of the country be enabled to adopt the cash system and give their customers lower rates. It is a waste of time and ink for trade editors whose papers circulate among country merchants to harp continually upon the beauties of the cash system, so long as the farmers are unable, owing to their foolish policy of cultivating more land than their capital allows, to meet their debts promptly. One must go to the fountain head to cure the evil. The farmers must be reasoned with and informed that it is possible for them to pay cash and save heavy interest, if they will only exhibit ordinary prudence and foresight. It seems as though, whether crops are good or bad, our farmers cannot walk alone, but must depend upon the merchants for assistance before the next harvest comes around. Improvidence is perhaps as fruitful a cause of the farmer's chronic condition of indebtedness as the custom of cultivating more land than he can afford, but whatever the reason may be, the evil is not without a cure, but the remedy lies in the farmer's own hands and none but he can apply it.—American Grocer.



## INDIAN TEAS AT CHICAGO.

"Richard Blechynden must be accounted one of the most hospitable persons on the World's Fair grounds," remarks a contemporary. Daily he gives away to uninvited guests between five and six thousand cups of choice tea, half a barrel of sugar, and unlimited milk. People who know the refreshing and even cooling qualities of a cup of hot tea on a broiling hot day go to India House early and leave it late, for it is there that Mr. Blechynden acts as host the live-long day. Many who sit on the cool verandahs of the ancient-looking Indian building and sip the fragrant-smelling liquid doubtless imagine that they are assisting some enterprising individual or firm to advertise a certain line of goods. There they make a slight mistake, for it is not a single firm, but a multitude of firms, embracing every tea planter in the Indian Empire, aided by the Indian Government, that has placed it in the power of their representative to act the generous host to World's Fair visitors. But for a slight delay in forwarding credentials from the Indian Office in England, owing to the change of Government last year, Richard Blechynden might have enjoyed the distinction of ranking as Imperial Commissioner from India. He is now glad enough that he has been able to slip the official shackles and avoid all the disputes in which foreign commissioners appear to have a facility for entangling themselves. Nothing interests the American visitor to the India House more than the novelty of drinking 'black' tea, instead of a thin, fairly-colored beverage to which he has been accustomed. And few things surprise him more than the discovery that it is not only palatable, but extremely enjoyable. He has been told so long that 'green' tea is better than 'black' that he is at first bewildered at being proffered the latter. Later he finds out the distinction, and after two visits to the house becomes a convert to the darker liquid. He is fortunate if he does not become a slave. On the other hand, Mr. Blechynden is continually surprised to find that, after all, American taste is not too firmly wedded to the Chinese tea, but that it can be easily wooed to the side of the Indian article. Sitting in his cosy little retreat, near the roof of the building, where a pleasant breeze blows all day from the lake in at the window and out through the roof, where Indian rugs cut off the heat of the sun above, and turbaned Indian servants are always at hand to serve tea, he delivered himself the other day of a few characteristic remarks on the subject of American taste in tea: "They told me in India," he said, "and they repeated it in England, that Americans would never consent to drink black tea. They argued that the climate did not predispose them to drink anything so strong, or that the water of America was different from the water in England, and a lot of rubbish of that sort. Now, whether it is because

they get it free, or because my Indian servants fascinate them, I do not know, but I have found, by two months' experience at the Exposition, that they not only drink black tea, but come again for more.' 'Of course they like it. Why, the stuff they call green tea is what we call "sweated" tea. All the strength has been sweated out of it. You can take tea such as is generally drunk in America, and boil it, and the product is not too strong to drink. Take India tea and treat it in the same way, and you would get an inky liquid that no one could drink.'"

## "BUSINESS BY RULE."

Among the toasts at a recent convention of wholesale grocers was one entitled: "Business by Rule." It was responded to by Mr. Albert F. Remy, of Mansfield, O., who, in part, according to a contemporary, said:

"I will readily admit that in arithmetic two twos make four every time, yet when we apply rules to business we do not always obtain the same result. Why, gentlemen, if business could be done by rule, I could be as great a business man as any of our leading wholesale traders; all that I would have to do would be to learn the rule.

"There are certain underlying principles that we all must observe if we would be successful merchants, but to do business by rule would put us all on an equal footing without regard to ability, and would entirely eliminate competition, which result I claim is not desirable, for competition must be recognized as the life of trade, although I am aware that unlimited competition is frequently the death of it. And how to maintain friendly and reasonable competition is a very important condition that can be brought about more readily by our coming together and rubbing against each other, than by enacting a whole volume of 'rules of practice.'

"You must not understand that I am against all rules, for I am strongly in favor of selling both coffees and sugars on the Equality plan, and am very anxious that some satisfactory arrangement should be made by which plug tobacco can be sold at a profit; furthermore, I think that there are a number of other staples that ought to, and will be, so adjusted that we will be fairly remunerated for handling them; but further than this, however, I think that the establishment of schedule prices would be a detriment to our Association.

"To my mind the matter of collections is a more important one than the selling of either coffees or sugars upon the Equality plan, and I firmly believe that it will not be many years until the system of making collections through traveling salesmen will be regarded as a relic of barbarism. If salesmen were not allowed to make collections a great deal of 'cutting' could be stopped, and, while I believe in educating our salesmen so that they will sell goods at a profit because it is a correct business principle, yet

I am not one who thinks that all the blame for cutting prices should be saddled on the salesman, for many times, when profits are not satisfactory the blame rests entirely upon the head of the house, and when we are looking for the fellow that needs a 'blowing up,' he would be plainly visible if we would step up to a looking-glass.

"Business is being done very differently now to what it was a generation ago, but it is not going to the bow-wows by any means. We have all made money, and I believe the wholesale grocery business is more firmly entrenched now than ever before, and all that is necessary is that we conform to modern methods and customs, but stick to true business principles. I believe in aiming high, in fact holding up as a pattern for both salesmen and proprietors a perfect ideal.

"In everything the perfect ideal is held up to us so that we can fasten it in our mind and strive toward perfection—not that we can attain it. Improvement in all lines of business is going on continually, and why should we, as wholesale grocers, not 'strive towards perfection,' and elevate our business? Let us try to sell goods at a profit, because it is a correct business principle, and not because our 'rules of practice' compel us to."

## COFFEE-ROASTING NOTES.

A man who has no sense of smell and is color blind is not a fit candidate for the coffee roasting trade.

See that the bags are well sewed for shipment. A large per cent. is lost in transportation from carelessness in this respect.

Do not give your operator too many roasters to attend to. The amount involved in the loss of a few large "roasts" would more than pay for an extra man.

When the coffee is fully roasted the injection of a small quantity of water will lock up the pores and prevent loss of aroma. It also gives the coffee a brighter appearance.

A first-class operator ought to make the relative make-up of green coffee a study, so as to be able to tell what kind it is, and when he puts it in a roaster he should have a fair idea of what he is going to produce.

A good cooling apparatus is essential to good results. If you can cool the roast in from three to five minutes, the coffee can remain on the fire until it is swelled up plump and presents a good appearance; but if it takes half an hour to cool, a good operator must make his calculation and take it off sooner than otherwise, or the coffee will be too highly colored when bagged up.

All coffees do not roast alike; some will be a bright light color when done, and others will be dark before done. There are two infallible rules, which if properly appreciated and tried will prove to be practically useful. One is, when the aroma is sufficiently developed to produce a sharp, cutting but aromatic sensation in the nose. Those who practice that way do not need to see the coffee. The other rule is, that when a berry is broken it is crisp and uniform in color inside and out.—Spice Mill.



“Tickled  
... to ...  
Death”

••

**T**HEY have just received the announcement that the Fall Trade Number of THE CANADIAN GROCER for 1893 will be issued the end of September; that it will far outshine previous attempts; that its circulation will be 12,000; and that the advertising rates have been reduced. It is certainly something to feel happy over, and, rest assured, we shall not disappoint them.

The question whether it pays to advertise in a trade journal is very much like asking if the grocery business is a profitable one. The question now is not whether it will pay to advertise, but whether you can afford to have your name missing from this directory. We can prove a dozen times over that it pays to advertise in this journal. The fact that the same people advertise with us year after year and are constantly increasing their space should be sufficient proof. The larger the space the bigger the returns. The sooner we get copy the better the position. For further particulars address The Publishers, 10 Front Street East, Toronto.

# A Phenomenal Success

WE handle best brands of Foreign and Domestic VINEGARS. Get our figures for five barrel lots. . . . .

Our customers who were selling Compound Spices now use our "Special" or "L. P. & Co." brands. Do not run the risk of being fined for selling adulterated goods.

Loss of confidence means loss of trade. Our travelers will quote low prices.

**Lucas, Steele & Bristol,** Wholesale Grocers, **Hamilton**

ALL LOVERS OF A REALLY GOOD CUP OF TEA

Have

CAUGHT



ON

To

RAM LAL'S.

Wholesale Agents, JAMES TURNER & CO., Hamilton.

Received THIS WEEK

Our own brands—New Japan Teas.  
 "St. Olaf" and "Viking" Chops.  
 Lovejoy's Celebrated Breakfast Flakes.  
 Mrs. Lazenby's Pickles, Sauces, Soups and Jellies  
 Car B. A. Sock-Eye Red Salmon.

Close prices to the Trade.

**BALFOUR & CO.,** Wholesale Grocers and Importers of Teas, **Hamilton**



ESTABLISHED 6 YEARS.

## The "Monsoon" Brands

Of Indian and Ceylon Teas have proved themselves to be what the Canadian public want. They are RICH, FLAVORY Teas of GREAT STRENGTH. They defy competition with any other brand now offered to the trade.

In cases of 60 1 lb. or 120 1-2 lb. packets. Cases can be assorted ones and halves and Indians and Ceylons.

We are the only wholesale house in Canada that devotes its attention exclusively to Indian and Ceylon Teas.

**STEEL, HAYTER & CO.,** Growers,

11 and 13 Front St., Toronto.

**KEEN, ROBINSON, AND BELLVILLE.**

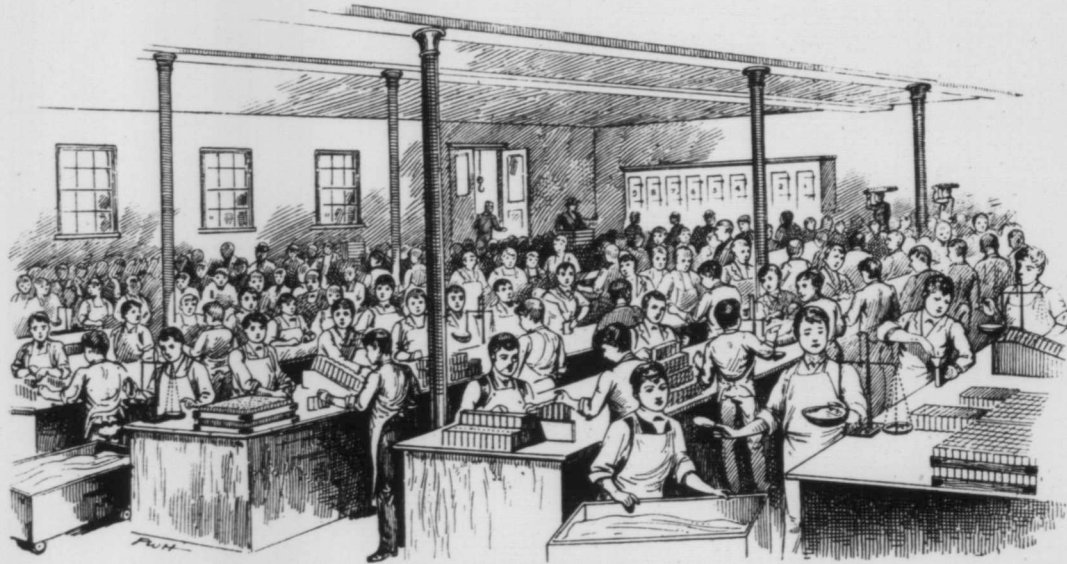
The following was published by the Northern Counties Review on the attainment by the above firm of its third jubilee:

History records that "before the year 1719 mustard was not known on English tables. About that time an old woman of the name of Clements, residing in Durham, began to grind the seed in a mill and to pass the flour through

and moved and had his being" were stirring and troublous times, such as must have been extremely harrassing to business men. It speaks volumes, therefore, for the shrewd energy and enterprise of this man that he was able in spite of these obstacles to "conquer fortune and achieve success." Turning to the vast business which 150 years of growth have developed to its present proportions, the first thing to arrest our attention on emerging from the

passing observers. Having shaken hands with the genlral manager in chief, Mr. Balls, and waited a short time till he was disengaged, we were first shown the office arrangements.

On the left, as we enter, lies the buying and sales department, presided over by Mr. Quin, where we notice, laid out on counters, samples of the vrious article: manufactured, such as mustard, groats, blue, spices, etc., standing in tins and boxes adorned with those at-



MUSTARD PACKING.

several processes necessary to free the seed from the husks. She kept the secret for many years to herself, during which time she sold large quantities of mustard throughout the country, but especially in London. Here it was introduced to the royal table,

Mansion House Station and walking down Garlick Hill a few mornings ago for the purpose of inspecting the works of Messrs. Keen, Robinson and Bellville, was the procession of railway vans stretching from below the door of the counting-house to the top of the lane,

tractive labels so familiar to all of us; whilst "around and about" might be seen hung up specimens of the many artistic show-cards, reproduced from pictures in the possession of the firm drawn by eminent artists. Amongst these are three new ones, specially de-



GROAT AND BARLEY PACKING.

when it received the favor of George I. From the circumstance of Mrs. Clements being a resident at Durham, it obtained the name of Durham mustard." The period in which the founder of the business in Garlick Hill "lived

each waiting its turn to load with goods destined for conveyance by the different main lines of railway leading out of the metropolis. The whole day long, from early morn till late in the evening, this sight may be seen by

signed for distribution this year, each of them fit to grace a ladies' drawing room. On one side of this room, as also around a private office adjoining, are hung many frames, wherein are displayed "Royal Warrants" from Crown-

- - Just Arrived



*New Moning Congous*  
*New Medium Japan Teas*  
*Morton's Fresh Herrings*

**DAVIDSON & HAY,**

36 Yonge Street, TORONTO

**Important**



**The Ireland National Food Company, Ltd.**

Millers and Manufacturers of

**CHOICE BREAKFAST CEREALS, FLOUR AND MEAL**

TORONTO, AUGUST, 1893.

Please note the reduction in price of our **Desiccated Rolled Wheat** in 3 lb. packages. Price is now \$2.00 per dozen. (1 doz. 3 lb. packages per case.) The finest breakfast cereal food in the world. This is a line that will pay you to handle and gives you a good margin of profit.

P. S.—On 5 case lots we will allow freight. Handsome show-card and advertising matter enclosed with goods.

Write us for prices on **CHOICE BULK GOODS**, Rolled Oats, Rolled Wheat, Wheatlets, Pot and Pearl Barley, Split Peas, Graham Flour, Buckwheat Flour, Gold Corn Meal, Granulated Wheat, Etc.

TO  
OUR *Business*

We have just issued a new price list, and are sending one to each of our friends.

Drop us a card if you have not got yours.

*Friends*

THE

**SNOW DRIFT CO.**  
BRANTFORD.

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

\$2.25 per 4 Gross. For cleaning Silver, Nickel Steel, and Household Utensils generally.

Has no equal in the market.

L. E. LAWSON,

261 King St. West - - TORONTO, ONT.

**THE CANADA MEAT PACKING CO.,**

**MONTREAL,**  
**BEEF AND PORK PACKERS,**

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

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

WRITE FOR QUOTATIONS.

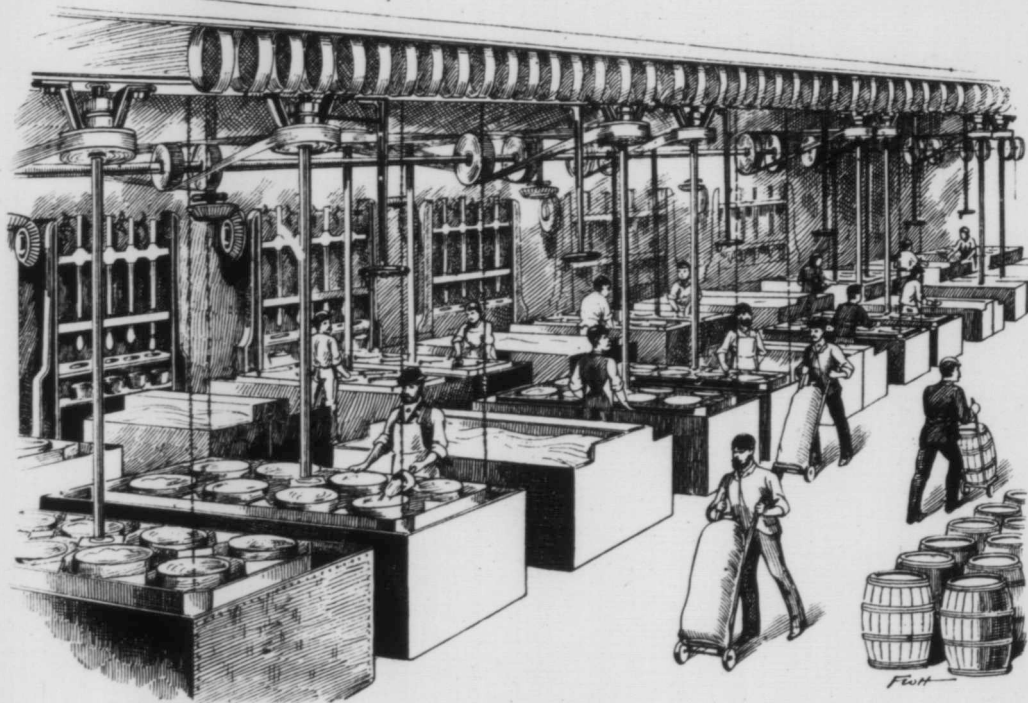
**Cadbury's Cocoa Essence**

—AND—

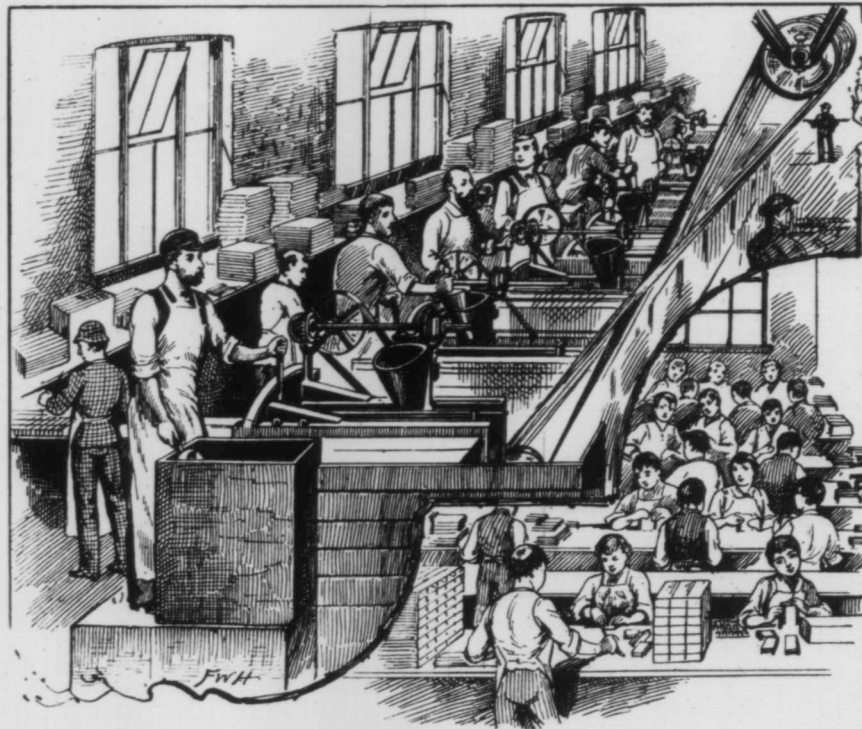
**Cadbury's Mexican Chocolate**

THE FINEST IN THE LAND.

KEPT BY ALL WHOLESALERS.



MUSTARD MILLS.



BLUE PACKING.

ed Heads, appointing the firm purveyors to their royal households, and also certificates and diplomas of merit received at various exhibitions.

Stepping out of this room again into the entrance hall, we have to the right the town and export department, under the charge of Mr. Payne, where foreign orders from every country and clime receive attention. Adjoining this is the enquiry department, while further on

in the general office, where a posse of clerks are visible, sitting or standing in rows of desks, evidently "up to the neck in it"; with ledgers and day books, letters and invoices spread out before them. The premises at Garlick Hill, extensive as they are, only furnish accommodation for a small portion of the business operations carried on by the firm, being now mainly utilized for storing, packing and despatching the

goods as received in their manufactured state from the mills in the east of London, also for the accessories from the saw mills and printing works situated in other parts of the city. The manufacture of blues in their various forms, spice grinding, and the making of tin boxes and canisters are about the only branches of industry now to be seen in operation at headquarters.

First in order, being the leading article, comes the manufacture of mustard. Of this serial, two kinds are grown in this country, viz., brown and white, the former being stronger and much more pungent than the latter. The quality and consequent value of the article grown varies considerably; much, therefore, depends upon the judgment and discriminating power of the seed buyer in the first instance. It is said of the late Mr. Bellville that out of more than 100 samples spread out before him, he could select and identify each one at sight, and up to the time of his death he attended the markets at Wisbech and Boston, and did all the seed buying himself personally. Since his decease, this department has been under the special care of the manager in chief, Mr. Balls, assisted by Mr. Frank Bellville, who, though still comparatively a young man, has been for more than thirty years engaged in the business. At the present time the best qualities of mustard seed are grown in the eastern counties, and hence Messrs. Keen, Robinson and Bellville have branch offices at both Wisbech in Cambridgeshire, and Boston in Lincolnshire, being possessed also of large granaries at each of these centres for storing the seed, until such time as room can be found for it in their London depots, which are contiguous to the mills, situated in that part of London known as St. George's-in-the-East, and to this place we will now transfer ourselves. Here we were cordially received by the manager of the mills, Mr. Chapman, a

# A Big Deal in Sultanas

We are offering **SULTANA RAISINS** at record prices. Extra fine quality at . . . . .

**5**cts.

SEND FOR SAMPLE.

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

**FOOD  
FOR  
BABIES**



**STERILIZED.**

Pronounced by Physicians to be

**Free  
From  
DISEASE GERMS.**

**DELAFIELD, MCGOVERN & CO.,**

91 Hudson St., Sole Agents.

NEW YORK.

33 RIVER STREET,  
CHICAGO.

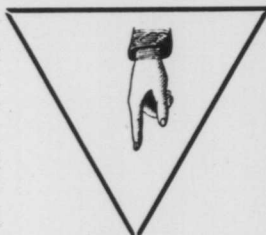
215 CALIFORNIA ST.,  
SAN FRANCISCO.

For sale in Canada by

JAMES TURNER & CO

Hamilton, Ont.

**Do You See the Point ?**



**Ammonia Soap**

Is a Quick Seller  
as well as  
a Quick Washer.

Manufactured by **W. A. BRADSHAW & CO.**  
TORONTO

When ordering . . .

**JAMS, PICKLES, CATSUP, Etc.**

**TRY T. HOSKIN**

As his goods are equal  
to the Imported.

535-537 King Street, W.,

**TORONTO**

**We Offer to the Trade :**

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

**GREENBANK** Caustic Soda, in barrels, 98 %.

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

**L. CHAPUT, FILS & CIE,** WHOLESALE GROCERS **Montreal**

very old and tried servant of the firm, who quickly conducted us to the hoist, and in a few seconds we were on the topmost floor of the building. Glancing round, we see this room is full of grain, ready at hand for the first process of manufacture, with the exception of one corner, which is partitioned off for the lawn workers, who are busy making and repairing sieves, many of them very fine, having meshes 35 to the inch. Descending to the next floor, we come to the chambers where the seed is being emptied from the sacks, and spread out for drying and mixing, after which it is ready for cleaning. This is done by special machinery fitted with brushes and sieves, which effectually cleanse the grain, freeing it from dust and other impurities. The seed is now carried to the stamping machines, where it is crushed or bruised preparatory to sifting. The sieves separate the husk from the flour. The residuum or husk is subsequently pressed into cakes, and shipped largely to France and other wine-growing countries, where it is much in request, being highly esteemed as a manure for the dressing of vines. The excellent patent barley, groats, and oatmeal, for the manufacture of which this firm has so long been celebrated, each has its several department assigned to it, with plant constructed on somewhat similar lines.

The engine ring, joiners', and pattern-makers' shops, smithies, etc., are situated in another large building over the way, and here we noticed that a new engine, with additional machinery, was in course of erection, rendered necessary by the growing exigencies of a business which, old as it is, has not yet apparently reached its zenith. Contiguous to these is the warehouse, a building of four storeys, each of the large rooms of which was packed from floor to ceiling with sacks of grain, the stock being replenished as required (and room can be found) from the far larger reserves kept on hand at the granaries. Before leaving these factories we were favored with a practical illustration showing the arrangements in case of fire, and the rapidity with which the mills could be emptied of their busy workers under such an emergency. Our



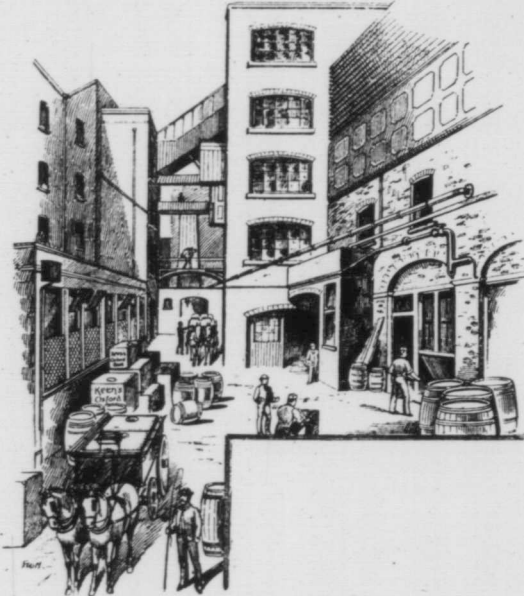
**TO YOU IT IS**  
**PROFITABLE and a**  
**QUICK SELLER.**  
 Thousands testify to its **PURITY** and  
 Wonderful washing qualities in  
**HARD or SOFT WATER.**

**TRY IT.** ROYAL SOAP CO.,  
 Winnipeg, Man

next visit was to the wharves in order to inspect the extensive saw mills where the wooden boxes and packing cases are manufactured. As we entered the yards we found ourselves walking between great piles of "deals" imported from the forests of Canada and Sweden, all of which we are told will have disappeared by the beginning of June, by which time the shipping season will have arrived, bringing with it fresh consignments to fill the vacant spaces. Passing into the works, our attention is first attracted to the saw benches, where the long "deals" are being cut to lengths for tops, bottoms, ends and

being much stronger in construction for the hinges is the next process, and this also is done by mechanical means with the aid of girls, after which women with hammers and plyers affix the hinges, and the box is complete. The packing cases are manufactured in a separate department, and this branch of workmanship, being heavier, men and boys only are employed, one section being engaged making cases for home orders, while in another section cases for shipping are made, the latter and bound with bands of iron.

Having briefly described how boxes of wood are manufactured, we will next



LOADING YARD.

sides. Next we see these pieces transferred to another machine, fitted with a series of circular saws, revolving parallel to each other, which in one operation slices them into boards of the desired thickness for forming the boxes. The boards are then passed forward to the planing machines, some of which are fed by boys, whilst others work automatically by means of an attachment invented by the manager (Mr. Bridgman). The rapidity with which this work is accomplished may be judged from the fact that each machine is capable of planing 2,000 running feet per minute. Next in order comes the work of lettering, and this is done by a machine constructed on somewhat similar lines to that of an ordinary printing press. The boards are fed in between rollers, the upper one being fitted with a plate or die containing the type or letters, which are inked automatically at each operation. A board, passed in by a boy standing at the front, vanishes for a moment, and then reappears at the back, as it drops out, with the lettering duly impressed on the surface of the wood. The parts are now ready for fastening together. This is effected by patent machines, about forty of which are at work, each managed by two girls, nailing ends, sides and bottoms together with marvellous rapidity. The box being now formed, minus the lid, it is ready for the bevelling machine. This is easily managed by a girl of fourteen, bevelling the bottom edges of the boxes with much greater speed and efficiency at a title of the former cost. Boring the holes

with equal brevity describe how those of tin are made, i.e., the canisters. As we have previously intimated, this department is located at headquarters in Garlick Hill, and affords occupation for a large staff of men and boys. In this branch of industry, the same minute division of labor is to be seen as in the case of the one just described. The sheets of tin used for this purpose (of which large stocks are always kept on hand) are required to be of first-class quality, rolled from the very best brands of iron, and specially ductile, otherwise they can never stand the severe test which they must necessarily undergo in the process of being manufactured into boxes. The first set of machines stamp out the piece requisite for forming lids, sides, and bottoms, in the various sizes from 1oz. up to 7lb. canisters. Next the pieces intended for the lids are put under pressure fitted with dies, which at one stroke stamp them to the shape needed, at the same time embossing them with the letters which are to be seen on each of the covers. Meanwhile other men and machines are busy forming side pieces, which are shaped, the ends doubled, pressed and locked together, all in one operation. The bottoms are now fitted in, placed under other machines, and clamped solid, thus forming a complete box without the need for any soldering process whatever. The old solder bath is still in use, however, for making certain kinds of canisters, principally round ones.

The blue department is close adjacent, and now demands our observation. The



J. F. EBY

HUGH BLAIN

# NEW Valencia

# RAISINS

We are pleased to state that we have again passed through Customs the first **New** Valencia Raisins, C. Morand's Fine Off Stalk and Bevan's Celebrated "Beaver" brand. Send your orders promptly.



WHEN VISITING

## OUR FAIR

Do not fail to call at **The Truro Condensed Milk and Canning Co.'s Exhibit**. We would ask you to test their excellent goods, (Condensed Coffees, Milk, Cocoa, etc.) and we feel sure a trial order will convince you as it has hundreds of merchants, that it pays to handle **The Best**, namely, "Reindeer" Brand.

---

# EBY, BLAIN & CO.

Wholesale Grocers

**TORONTO, ONTARIO**



# Our Sterling Brand

IS

Unexcelled for a good  
cool, sweet

# SMOKE



Do you  
Sell it?

Send for Price List.

# EMPIRE TOBACCO Co.

MONTREAL

blue in its rough state is imported from the continent, principally from Germany. In passing through the grinding mills it is mixed with other ingredients, according to the quality and shade of color desired, whether it be Oxford Blue, Standard Blue, Bluso, Indigo Blue, or Ultramarine Ball Blue. From the grinding room the stuff is conveyed to the packing room, on entering which a busy scene presents itself. Here we see a troop of boys actively engaged blocking and packing the blue ready for the market, in forms familiar to most of our readers. The same detail as to division of labor here obtains as in other departments previously described, whilst we need scarcely add that, from the nature of the material dealt with, great care is exercised to keep its operations distinct and isolated from the other branches of manufacture.

Spice-grinding forms another important feature in the list of specialties of the firm.

From the printing works enameled those "things of beauty" in the shape of labels and show-cards which adorn the shops and warehouses everywhere. These works, we find, are situated in a separate building, specially erected for the purpose, and fitted with machinery of the very newest design. Four machines are kept constantly at work on labels alone, printing them in large sheets of various colors. Some of these machines are constructed to print two colors at one operation. Many of the labels have, however, as many as eight colors in them, consequently the sheets must pass several times through each machine ere the process of printing is completed. In addition to the printing, we notice other machines for putting the gilt and silver work on labels and show-cards; also gumming and sizing machines. The latest addition is a new calendering machine, fitted with large rollers heated internally with steam, which produces a beautiful finishing gloss on both sides of the sheets of paper as they pass through it, at the same time removing all indents made by the type in printing.

We have already referred to the packing of the various kinds of blue. Let us now take a survey of the other departments, where the packing of mustard, patent groats, and barley is carried on. Large numbers of boys, apparently ranging from thirteen to sixteen years of age, are engaged in the occupation both at Garlick Hill and at the mills in the east of London, and it is exceedingly interesting to observe the dexterity with which these bright, active youths perform their several functions. The boys work in squads at different tables. Each parcel is carefully weighed by the boy at the scales and passed on to his neighbor, who stands with an empty tin in his hand waiting to receive it. A shake and dump on the table to settle its contents, on goes the lid, and the next boy takes charge of it. He fixes the label, previously prepared by another one standing at his elbow. The tins are now carried to the ovens, where they remain just long enough for the labels to dry, when they are taken out and packed into boxes previously labelled in another department. These boxes are now removed to the receiving room, whence they are shot down a long "toboggan" to the forwarding rooms, two storeys below, where men stand ready to receive them.

Here they are packed in large cases and marked, prior to their consignment to their several destinies.

In the older days, when competition was less keen than now, the smallest parcel of mustard sent out was a 36lb. cask, and a traveler's order sheet was reckoned up by the number of kegs he sold. In these days the grocer has only to open his consignment when it arrives to find therein ready to his hand every size of package a customer can possibly require, from a 1oz. tin upwards. Whilst watching the blue boys busy at work with their packing, we had opportunity for a pleasant conversation with one of the foremen superintending their operations, an elderly man seemingly between 50 and 60. This man we found had been once a packing boy like these, and not only had he been most of his days in the service of the firm, but his father, grandfather and great grandfather before him, thus representing four generations.

One curious thing we noticed in passing through the export forwarding department; where goods are packed for shipment, viz., a series of large square iron tanks, closed on all sides, with the exception of a manhole at the top. On enquiry we were told that these tanks were made in large quantities for shipment to Australia, being used on the farms and sheep-runs in the interior for the storage of water. Instead of shipping them empty, the makers send them to the firm to be filled with goods intended for these colonies, and thus by their mutual arrangement the cost of packing and transit is cheapened for both parties.

Throughout the many departments of this colossal business, the order, system, division of labor, cheerful activity, and prompt obedience manifested on every side all spoke of the guiding hand and the watchful eye of the late principal, which had planned and schemed and trained in order to achieve the maximum of output with a minimum of labor and cost of time.

## WASHING POWDERS.

The American Chemical Journal publishes the analysis of four samples of powders used for washing, etc., as follows:

	A	B	C	D
Sodium carbonate.....	45.2	26.9	49.2	46.6
Fatty acids.....	26.4	44.0	25.6	25.7
Combined soda.....	3.1	3.4	3.5	2.6
Fine sand.....	16.3	.....	.....	.....
Water.....	23.7	8.8	19.1	24.9

The powders are, therefore, mixtures of dried washing soda and soap, and may be used in conjunction with soap to remove the hardness of water; but when used alone must be injurious to cotton, linen or woolen goods. It is suggested that borax might be used with great advantage in the place of soda, as it removes all hardness from water, is an excellent detergent and at the same time is without corrosive action.

Mr. Heffernan, of Guelph, who has purchased the baking and grocery business of Mr. J. M. Halley, moved to Arthur on Tuesday. He is a welcome addition to our business and social community.—Arthur Enterprise.

**FOR DAIRY**  
**BUTTER**  
**OR DRESSED**  
**POULTRY**  
 Write or Wire  
**PARSONS**  
**PRODUCE CO.**  
 WINNIPEG — MANITOBA

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

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

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

**LAURENCE GIBB**  
 Provision Merchant,  
 88 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.

**THE**  
 Winnipeg Produce and Commission Co. Ltd.  
 Commission Merchants and  
 Manufacturers' Agents. . . .  
 WINNIPEG, - - MANITOBA.  
 Consignments and Correspondence Solicited.  
 Good Warehouse Facilities.  
 Agencies Wanted.

**Strang & Co.**  
 WHOLESALE COMMISSION  
 AND MANUFACTURERS' AGENTS  
**WINNIPEG, MAN.**  
 Correspondence and Agencies Solicited.  
 We are open for a first class Canned Goods  
 Agency.



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

ESTABLISHED 1874.  
**JAMES E. BAILLIE**  
**PORK PACKER**  
 AND WHOLESALE PROVISION MERCHANT  
 66 Front St. East, Toronto.

Mess Pork, Bacon, Hams, Lard, Cheese.  
 Cold Storage for Butter and Eggs.  
 Country Consignments Solicited.  
 Prompt Returns Made.

**WILLIAM RYAN,**  
**PORK PACKER**  
 Toronto, Ont.

**HAMS, MESS PORK,**  
**BREAKFAST BACON, SHORT CUT,**  
**ROLLS, LARD.**  
 WRITE FOR PRICES.

**PARK, BLACKWELL & CO.**  
 (Limited.)  
 — SUCCESSORS TO —  
**JAS. PARK & SON.**  
**TORONTO.**

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

**W. A. McClean & Co.**  
 OWEN SOUND.  
**PORK PACKERS**

CURERS OF THE  
**Diamond A Hams**  
 FOR SALE—LONG CLEAR BACON,  
 HAMS, BACKS, BELLIES and SPICED  
 ROLLS.  
 Write for Quotations.

Butter in good demand; large rolls, pails,  
 crocks, and best store-packed tub sell-  
 ing 16 to 17c.; choice dairy tub, 18 to 19c.  
 no stock on hand. Eggs, 11½c. We  
 charge five per cent., and prompt re-  
 turns by registered letter.

**JOHN HAWLEY, Provisions and Commission**  
 88 FRONT ST. EAST.  
 Established 1870. Egg Trade a Specialty.

**S. K. MOYER,**  
 Commission Merchant,  
 76 COLBORNE ST.,  
 TORONTO.

— DEALER IN:—  
 Bananas, Pine Apples, California, Messina  
 and Valencia Oranges, Lemons  
 dates, Figs, Fresh Fish, etc.  
 Orders Solicited.

GEORGE McWILLIAM. FRANK EVERIST.  
**McWILLIAM & EVERIST**  
 Fruit and Commission Merchants  
 25 and 27 Church street,  
 TORONTO, ONT.

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

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

NOTICE.  
 The British Columbia Fruit Canning and  
 Coffee Co'y, Lt'd.  
**VANCOUVER, B.C.**

Having largely increased their capacity. We ad-  
 vise all dealers to see their price list before plac-  
 ing their orders for Jams, Jellies, Canned Fruits,  
 and Canned Vegetables.  
 Besides their regular brands of Ground Coffee,  
 now so favorably known, they quote:  
 Blend No. 1 at 35c., either ground or whole roasted  
 " 2 at 33c., " " "  
 " 3 at 30c., " " "  
 Their Flavoring Extracts are of the choicest  
 quality.

McLAREN'S



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

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



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

### TORONTO MARKETS.

TORONTO, Aug. 31, 1893.  
GROCERIES.

Uninteresting indeed has been the trade of the past week. Monday being a holiday did not tend to help matters. The only breaks in the monotony were the decline of  $\frac{1}{8}$ c. in the price of granulated sugar and the arrival here of the first shipments of new season's Valencia raisins, but there was no stir, neither being unexpected. Trade has ruled quiet in every line, and there will scarcely be any change in this respect for another couple of weeks. Coffees show a little improvement in New York, but this market remains as before. In Valencia raisins the trade has been holding back awaiting the arrival of the new fruit. Dried fruits generally are inactive. Rice remains quiet, while in spices little business seems to be doing. Demand is still easily satisfied for sugars. Payments remain much as before.

#### COFFEE.

Locally trade is still of a hand-to-mouth character and prices are unchanged. In New York symptoms were a little more encouraging for Rio and Santos growths. We quote: Rio, 20 to 21c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 21 to 22c.; Java, 30 to 32c.; Mocha, 26 to 27c.; Maracaibo, 21 to 23c.

#### DRIED FRUIT.

There is little or no enquiry for Valencia raisins, green fruit not only being plentiful but there has been a disposition to await the arrival of new fruit and lower prices. We quote as before, at 6 to 7c. for selected and  $3\frac{3}{4}$  to  $4\frac{1}{4}$ c. for off-stalk. New season's Valencias arrived on the Toronto market the beginning of the week, and the idea as to prices is  $7\frac{1}{2}$  to 8c., but fruit arriving later will be lower. There has been a good demand from biscuit manufacturers for Sultana raisins, at 6 to  $6\frac{1}{2}$ c. They are a little firmer in New York, on account of early shipments being held at primary markets owing to the cholera epidemic. Currants remain quiet, at from  $5\frac{1}{2}$ c. up. Advices received this week state that the new fruit will not be on the Patras market till the first week in September. It is expected that at this rate shipments will not arrive on the Toronto market for probably a month later. Prunes dull, at 7 to  $8\frac{1}{2}$ c.

#### NUTS.

There is nothing new to report in this line, and we quote: Brazil nuts 11 to  $11\frac{1}{2}$ c. a pound; Sicily shelled almonds, 32 to 35c. a

pound; soft shelled almonds, 15 to 16c.; peanuts, 13 to 14c. for roasted and 11 to  $12\frac{1}{2}$ c. for green; cocoa nuts, \$5 to \$5.50 per sack; Marbot walnuts  $11\frac{1}{2}$  to 12c.; pecans  $13\frac{1}{2}$  to 16c.

#### RICE AND SPICES.

Rice continues in fair demand at  $3\frac{3}{8}$  to  $3\frac{3}{4}$ c. for ordinary and at 5c. for Japan. Demand generally is good for spices. Amsterdam advices report that the new crop of mustard seed will be on the market about the first week in September.

#### SUGARS.

Granulated sugar has declined another  $\frac{1}{8}$ c. per pound. It took place Tuesday. It was just five weeks since a similar drop was announced. Granulated is now selling ordinarily at  $5\frac{1}{2}$ c., although the lower province article can be obtained for a fraction less. Yellows are ordinarily quoted at from  $4\frac{3}{8}$  to  $5\frac{1}{8}$ c., although there is a very dark sugar that can be got at a fraction under the inside figure. For raws  $4\frac{1}{4}$ c. up is the idea. Business is still dull and the feeling rather weak.

Willett & Gray's Weekly Statistical says: Raws declined  $\frac{1}{4}$ c. Refined unchanged. Receipts, 16,716 tons. Meltings, 17,000 tons. Total stock in four ports, 77,964 tons, against 78,248 tons last week, and 130,983 tons last year. By cable: Stock in Havana and Matanzas, 112,000 tons, against 113,000 last week, and 92,000 tons last year. The six principal ports of Cuba give for the week: Receipts, none; exports, 1,000 tons; stock, 164,000 tons, against 165,000 tons last week, and 129,282 tons last year. Total stock in all the principal countries, 714,064 tons, against 842,265 tons at the same date last year. Afloats to the United States from all countries estimated, 40,000 tons, against 60,000 tons last year.

Raws—The week has proved uneventful both at home and abroad. Without any pressure to sell sugar the quotations have remained unchanged for Centrifugals and Muscovados at this centre, while at the outports one transaction has been made at a reduction for Muscovados. The next week's quotations will depend very much on whose necessities are the greater, the buyers or the sellers, with the tendency rather in favor of buyers. Both receipts and meltings have been only moderate for the week, and stocks remain unchanged. The meltings for the coming week are not likely to be increased, as a surplus of production still remains to be disposed of. Just at the close holders decided to meet the refiners' views and let them have a considerable line of sugars at  $\frac{1}{4}$ c. per lb. reduction from the recent quotations. The market will now become settled again on this new basis of quotations. Europe has been quiet and more steady than before, until the close, when considerable weakness was shown. Beet crop prospects are neither very favorable nor very unfavorable, and some say the same crop as last year is most likely to be correct, while others give larger estimates. Reports from all cane-producing countries are very favorable for good average crops, and generally larger than last year's.

Refined.—The demand increased very considerably and gave opportunity for the starting again in a moderate way of the houses which closed down last week, in order to supply a special demand for certain grades of soft sugars. Under the present moderate meltings, the houses generally have become over-sold on special grades, and some delay results in shipments. The country also run their stocks down to such a low point under financial stress that an

absolute scarcity of sugar now exists in some sections of the country. All this will be remedied, no doubt, in a week or two, by which time conditions may be changed by the nearer approach of new crop sugars, and a new basis for quotations be made. The hand-to-mouth basis is now in full force and will continue until we come into the new sugar campaign in October. October prices in Europe for both raws and refined are considerably below the current quotations both there and here, and the markets must eventually become equalised.

#### SYRUPS AND MOLASSES.

There is the usual quiet seasonable trade doing in syrups at 2 to  $2\frac{1}{2}$ c. Molasses continues dull at 30c. for barrels and 32c. for half barrels.

#### TEA.

No special feature to note, except it be that trade is probably rather quieter than a week ago. In the little that is doing Japans still occupy the largest share of attention. Prices are unchanged, and we quote as follows: Japans (1892-3)—Low grade and common, 15 to 18c.; medium, 18 to 20c.; fine, 20 to 25c.; new Japans, 30 to 32c. for medium and 30 to 35c. for fine. Blacks—Low grade Congous,  $14\frac{1}{2}$  to  $16\frac{1}{2}$ c.; medium, 18 to 23c.; fine, 30 to 45c.; fancy, 60 to 70c.

Advices from London state that 44,733 packages of tea were offered in public auction during week ending Aug. 18. Of these 25,563 packages were Indian, 18,788 Ceylon, and 382 Java. Judging from present indications the supply of British grown tea for the present season is likely to be fully up to requirements, and may prove even somewhat in excess of them. But it is expected that when the financial situation in the United States is less strained there will be a more general transmission of orders from there and Canada whereby an outlet may be established towards the absorption of surplus stock. The market for Indian tea has shown a slightly weaker tendency for all but finest descriptions, with occasionally lower quotations for medium kinds. The market has been strong for good and fine kinds of Ceylon teas. Offerings comprise a varied selection, and included a fair proportion of fine flavored and high class teas, the general quality continuing to show some improvement, as is usually the case at this season of the year.

#### BUTTER AND CHEESE.

The demand locally for butter continues brisk, but in an export way there is nothing doing, and prices, according to the last cable, have gone off about 10s. Butter of all kinds is scarce and wanted, and prices are higher. Jobbers are paying as high as 18c. for good dairy packed tubs, pails and crocks, selected, and for this same class of butter they are getting from 18 to 21c. from the re-

(Continued on page 20.)

## FRESH FRUIT

Consignments PROMPT  
Carefully RETURNS  
Handled

## CLEMES BROS.

Phone. 1766

TORONTO

Reference—Bank of Toronto.



**..THE..  
UNPRECEDENTED  
SALE.**

Of "KENT" bottled Pickles this Spring and Summer testifies in the most gratifying way to their merit and growing popularity with the trade. Packed 2 doz. in a Case. Order a sample case from your wholesale grocer.

**THE KENT CANNING & PICKLING CO.  
CHATHAM, ONT.**

**THE "Lion Brand"**

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

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

**LYTLE'S  
PICKLES**



**ARE THE BEST.**  
Try them and be convinced.  
Once used, will have no other.

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

**The Imperial Rubber Stamp Works**

Rubber Stamps, Stencils,  
Branding Irons, Seals, etc.

Estimates given. Orders by mail promptly at-  
tended to.

102 ADELAIDE ST. WEST - - - TORONTO.

**Lakeport**

PRESERVING CO.

New Season's Pack **GREEN PEAS** NOW READY

THEY HAVE NO EQUAL.

FACTORIES:  
LAKEPORT AND TRENTON, ONT.

**CARD'S CELEBRATED  
Canadian Tomato Chutnee.**

IMPARTS A

Delicious flavor to Hot and Cold Meats,  
Gravies, Soups, Curries, Etc.  
As used on the table of the late Sir John A. Mac  
donald, (Ernscliff, Albany Club, Queen's  
Hotel, Walker House, Toronto, etc.

On sale by all Wholesale Grocers.

PREPARED ONLY BY

**M. P. CARD,**  
GUELPH, ONT.

**MAPLE PRODUCTS**

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

Address

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

Boy  
Brand  
Corn  
UNBLEACHED



**DAILEY'S**

Boy  
Brand  
Tomatoes



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

**Keep your  
EYE**

on the

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



TRADE MARK

**DELHI CANNING CO.**

## CANNED GOODS.

TORONTO.

Another week has passed and still nothing particularly new has developed in the canned goods trade, business still being generally dull. Tomatoes, peas and corn continue in light demand at 80 to 85c. A few small lots of early pack canned salmon have arrived on this market during the past week but the most of them were soon distributed, and there is still a scarcity of good red fish. The regular shipments are expected to arrive in about a week or ten days. As to price, \$1.40 to \$1.60 is the idea. In the meantime the trade is patiently waiting. Demand for lobster continues good for choice brands at \$1.80 to \$2.00 for talls, and \$2.40 to \$2.50 for flats. Demand for meats is falling off, but there is no change in prices.

## MARKETS—Continued

tail trade. For store-packed they are, as a rule, paying 15 to 16c. and selling at 16 to 18c. Bakers' butter is going at about 15 to 16c., and in some instances as high as 17c. has been obtained. Pound rolls sell at 20 to 22c. Creamery tubs are not in much demand and offerings are not large. Some carload lots were offered at 21c. Jobbers are as a rule paying 20 to 21c. outside and selling at 21 to 22½c. Pound prints are scarce and in good demand at 23 to 25c.

Cheese market continues quiet. Jobbers are getting 9¼ to 10c.; 9½c. is asked and 9¼c. bid at the factories.

## COUNTRY PRODUCE.

BEANS—Much about as before. Dealers would pay \$1.25 to \$1.30 for hand-picked, and they are selling at \$1.40 to \$1.50, while for a medium article they are getting \$1.20 to \$1.25.

DRIED APPLES—No features to note. No transactions are reported, but 4c. would be paid for job lots; 4½ to 5c. is the idea for retailers' lots.

EVAPORATED APPLES—Nominally 8½ to 9½c.

EGGS—Weak and lower; 10½ to 11c. are the ruling prices, but for good candled stock 11½c. is asked.

POULTRY—Quiet, at 40 to 50c. for chickens and 40 to 60c. for ducks.

POTATOES—Market quiet. Prices are much as before, jobbers paying \$1.25 and selling at \$1.50 per bbl.

HONEY—Demand light; new season's section, white, is selling at 15c., and extracted is nominally 5 to 8c.

HOPS—There is no change in the situation and prices rule as before, at 12 to 14c. for '92s. New hops are expected to be on the market in another month.



## A Tea Kettle

Supplies all the hot water needed for a large wash, when

# SURPRISE SOAP

IS USED

It has peculiar qualities for washing clothes without boiling or scalding them.

Recommend to your customers and guarantee these qualities.

The St. Croix Soap Mfg. Co.,

Branches:

MONTREAL: 17 St. Nicholas St.

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

WINNIPEG: E. W. Ashley.

St. Stephen, N.B.

ONIONS—The market is pretty well cleaned out of Egyptian onions, but prices remain as before at \$2 per sack. Spanish onions are due to arrive here this week.

## HOGS AND PROVISIONS.

Receipts of dressed hogs are light and prices steady at \$7.50 to \$8. There is still a good trade being done in hog products and some mixed carlots are moving at 10¼c. for long clear and 10½c. for backs, sweet pickle. Prices remain unchanged.

BACON—Long clear, 10½ to 10¾c. Smoked backs 12 to 12½c., bellies, 13 to 13½c., rolls 10 to 10½c.

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

LARD—Pure Canadian 12¼c. in tubs, 13c. in pails and 12½c. in tierces. Compound 9¾ to 10c.

BARREL PORK—Canadian heavy mess \$20, Canadian short cut \$21, shoulder mess \$18.

DRESSED MEATS—Beef fores are 4½ to 5c., hindquarters 7½ to 8½c., mutton 6 to 7c., lamb 10 to 12c.

## FISH.

The fish market is beginning to pick up again. The outlook for supply is better and the demand has a more encouraging aspect. Prices unchanged. We quote: Fresh sea salmon, 16 to 18c.; skinned and boned cod-fish, 6½c.; Labrador herring, \$3 per half barrel; shore herring, \$2.75 per bbl.; Digby herring, 11 to 12½c.; boneless fish, 4c.; boneless cod, 7 to 8c.; blue back herring, \$2.00 per hundred; blue pickerel, 4 to 5c. a

lb.; yellow ditto, 7 to 8c. a lb.; salmon trout and white fish, 7c.; eels, 6 to 8c. a lb.; prepared frogs 50c. per doz.; dressed sturgeon, 7 to 8c.

## GREEN FRUIT.

Trade continues brisk in most lines. Peaches have not been in as good supply and prices are stiffer in consequence. Oranges are quiet and the demand for lemons might be better. Tomatoes are scarce and higher. The same applies to huckleberries. California fruit is quoted higher. We quote as follows: Oranges—Rhodi's, \$4.50 to \$5 for 160's and 200's; Sorrento's, \$4.50 for 200's, \$2.50 for ½ boxes; lemons, \$3 to \$5; bananas, \$1.50; Lawton berries, 8 to 10c; peaches, 50 to 80c. per basket; tomatoes, 25 to 40c. per basket; huckleberries, \$1; cucumbers, 20 to 30c. per basket; cabbage, \$1.50 to \$1.75 per bbl.; watermelons, 18 to 25c. California fruit—Peaches, \$1.40 to \$1.60; pears, \$2.50 to \$2.75; plums, \$1.75 to \$2.

## SALT.

Trade is good in salt, especially for large quantities. Prices remain unchanged. Quotations in car lots are: Dairy, \$1.25; brls., \$1.00; sacks, 65c.; American rock, \$10 per ton.

## HIDES, SKINS, TALLOW, WOOL.

HIDES—Remain much the same, although a change will likely be made to-day. Dealers are paying 4c. for No. 1 local hides and 3c. for No. 2.

SKINS—Are improving and the outlook is brighter. Lambskins and pelts are running at 50c., showing an increase of 5c. on lamb-

SYMINGTON'S

# COFFEE

ESSENCES

.. UNEQUALLED ..

ASK FOR THEM

WHOLESALE AGENTS

STANWAY &amp; BAYLEY

.. TORONTO ..

HILLS & UNDERWOOD'S  
ENGLISH  
MALT VINEGAR.



# Chas. Southwell & Co.'s

sh Fruit)

## IS RMALADES

ion, and Citron Peels

OOKED THROUGH

16 St. John St., Montreal  
s, Dockhead, London, England

## KETS

Baskets. Field Baskets.

PROMPT SHIPMENT.

Co., Hamilton.

**LE'S** English Malt  
**NEGAR**  
LONDON, N. W. ENG.

**Specialties**  
English Made,  
and "NEW" Sauce.  
VALLHAMSTOW, LONDON, ENG., and of  
Wholesale Grocers in the Dominion.

MANUFACTURERS BY APPOINTMENT TO



H.M. The QUEEN of ENGLAND,  
H.M. The KING of the BELGIANS,  
H.M. The QUEEN REGENT of HOLLAND,  
H.R.H. The PRINCE of WALES,  
&c., &c.

## HUNTLEY & PALMERS

### "BREAKFAST BISCUIT."

This new speciality of HUNTLEY & PALMERS is remarkable for its lightness and delicacy, and will be found an agreeable addition to the table at all times.

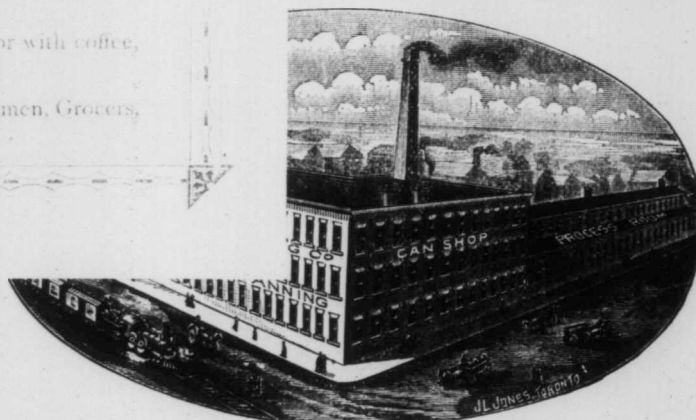
It is intended for use with butter or cheese, or with coffee, tea, chocolate, &c.

To be obtained of the principal Italian Warehousemen, Grocers, &c., throughout the world.

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

### .. THE QUEEN BRAND ..

Every Can Guaranteed.



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

CANNED GOODS.

TORONTO.

Another week has passed and still nothing particularly new has developed in the canned goods trade, business still being generally dull. Tomatoes, peas and corn continue in light demand at 80 to 85c. A few small lots of early pack canned salmon have arrived on this market during the past week but the most of them were soon distributed, and there is still a scarcity of good red fish. The regular shipments are expected to arrive in about a week or ten days. As to price, \$1.40 to \$1.60 is the idea. In the meantime the trade is patiently waiting. Demand for lobster continues good for choice brands at \$1.80 to \$2.00 for talls, and \$2.40 to \$2.50 for flats. Demand for meats is falling off, but there is no change in prices.

MARKETS—Continued

tail trade. For store-packed they are, as a rule, paying 15 to 16c. and selling at 16 to 18c. Bakers' butter is going at about 15 to 16c., and in some instances as high as 17c. has been obtained. Pound rolls sell at 20 to 22c. Creamery tubs are not in much demand and offerings are not large. Some carload lots were offered at 21c. Jobbers are as a rule paying 20 to 21c. outside and selling at 21 to 22½c. Pound prints are scarce and in good demand at 23 to 25c.

Cheese market continues quiet. Jobbers are getting 9¾ to 10c.; 9½c. is asked and 9¼c. bid at the factories.

COUNTRY PRODUCE.

BEANS—Much about as before. Dealers would pay \$1.25 to \$1.30 for hand-picked, and they are selling at \$1.40 to \$1.50, while for a medium article they are getting \$1.20 to \$1.25.

DRIED APPLES—No features to note. No transactions are reported, but 4c. would be paid for job lots; 4½ to 5c. is the idea for retailers' lots.

EVAPORATED APPLES—Nominally 8½ to 9½c.

EGGS—Weak and lower; 10½ to 11c. are the ruling prices, but for good candled stock 11½c. is asked.

POULTRY—Quiet, at 40 to 50c. for chickens and 40 to 60c. for ducks.

POTATOES—Market quiet. Prices are much as before, jobbers paying \$1.25 and selling at \$1.50 per bbl.

HONEY—Demand light; new season's section, white, is selling at 15c., and extracted is nominally 5 to 8c.

HOPS—There is no change in the situation and prices rule as before, at 12 to 14c. for '92s. New hops are expected to be on the market in another month.



A Tea Kettle

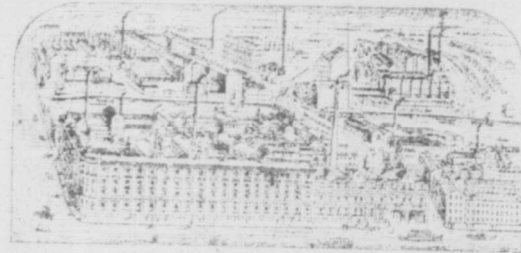
Supplies all the hot water needed for a large wash when

MANUFACTURERS BY APPOINTMENT TO

HER MAJESTY THE QUEEN OF ENGLAND.  
 HIS MAJESTY THE KING OF THE BELGIANS.  
 HER MAJESTY THE QUEEN REGENT OF HOLLAND.  
 H. R. H. THE PRINCE OF WALES,  
 &c. &c.



HUNTLEY & PALMERS  
 Biscuit Manufacturers.



READING & LONDON.

PARIS EXHIBITION, 1878. The "GRAND PRIX" awarded. The "ONLY GRAND PRIX" given to the BISCUIT TRADE and the Highest Distinction the Exhibition could confer.  
 INTERNATIONAL HEALTH EXHIBITION, LONDON, 1884. GOLD MEDAL AWARDED.

The Highest Awards given for Biscuits to any English House have been made to HUNTLEY & PALMERS, at all the leading International Exhibitions, for "Excellence of Quality."

HUNTLEY & PALMERS BISCUITS AND CAKES are made of the finest materials and from their great variety of shape and flavour, acknowledged superiority of make and fine keeping qualities, they have obtained a very extensive and increasing sale in England, on the Continent, in the United States of America, and in Canada, also in the various Markets throughout the World.

SYMINGTON'S

COFFEE  
 ESSENCES

ASK FOR THEM

WHOLESALE AGENTS

STANWAY & BAYLEY

.. TORONTO ..

HILLS & UNDERWOOD'S

ENGLISH

MALT VINEGAR.

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# Chas. Southwell & Co.'s

High class JAMS (Kentish Fruit)

JELLIES

MARMALADES

SPECIALTY IN

Clear Jelly Marmalades, Orange, Lemon, and Citron Peels

ORDERS CAN BE BOOKED THROUGH

New Season's Jams  
Now ready . . .

Messrs. Frank Magor & Co., 16 St. John St., Montreal  
Chas. Southwell & Co., Works, Dockhead, London, England

GOOD WORK FULL COUNT

TRY  
**APTED BROS. PRINTERS**  
54 YONGE ST  
TORONTO

REASONABLE PRICES

## BASKETS

Shipping Baskets. Lunch Baskets. Field Baskets.

FULL LINE

PROMPT SHIPMENT.

Walter Woods & Co., Hamilton.

**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.

W. A. Carson.

R. B. Morden.

J. Anning.

## BELLEVILLE CANNING CO.

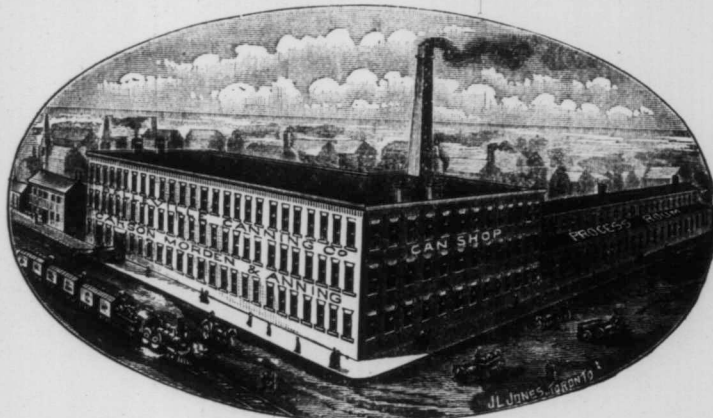
PACKERS OF THE

"Queen Brand"  
Fruits and Vegetables.

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

.. THE QUEEN BRAND ..

Every Can Guaranteed.



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



# OATMEAL

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

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

**GENERAL GRAIN DEALER.**

Highest price paid for Oats and Peas in car lots

**WALTER THOMSON,** London and Mitchell.

## Embros Oatmeal Mills

D. R. ROSS, EMBRO, ONT

A CHOICE QUALITY OF

Rolled, Standard and Granulated

## Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

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

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

AGENTS FOR CANADA:—

C. E. COLSON, Montreal.  
D. MASSON & CO., Montreal.  
ARTHUR P. TIPPET & CO.,

Toronto, St. John, N. B., and Montreal.

Established in Paris, 1770. 40 Prize Medals

THREE LEADING FACTORIES—

Paris, London, Strasbourg

## Compagnie Francaise

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

SUPERIOR CHOCOLATE  
(Yellow Wrapper.)

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

CHOCOLATE WAFERS,  
A delicious eating Chocolate.

HIGH LIFE BONBONS,  
The most tasteful Dessert Sweetmeat.

## 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.

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

IF you wish to handle the MOST SALABLE CONFECTION in the market, try BALALICO-RICE. We are Headquarters for Fine Chocolates, Creams, Swiss Fruits and One Cent Goods, Icing Sugar, Cake Ornaments, etc.

SEND FOR PRICE LIST.

75 Front Street East,

KOFF NO MORE.

### WATSON'S COUGH DROPS

Will give positive and instant relief to those suffering from Colds, Hoarseness, Sore Throat, etc., and are invaluable to Orators and Vocalists. R. & T. W stamped on each drop. Try them.

TORONTO.

## RETAIL GROCERS

WILL FIND IT  
TO THEIR INTEREST

TO BUY

# BRANTFORD STARCHES

The Purest and Best in the Market.

*British America Starch Co., Ltd.,*

BRANTFORD, ONTARIO.

are not at all backward in putting their ideas into practice, as evinced by them in THE GROCER every week. In the next issue will appear a beautiful lithographed cut, bringing before the public the good qualities of Gillard's new pickle and Gillard's new sauce, which cannot fail to be of interest to the retail merchant who wishes to post himself on specialties that are sure to please the consumer.

W. H. Gillard & Co. report the arrival of some exceptionally fine prunes in 55 lb. cases; also some Newfoundland herrings, bright, plump fish. Both these lines they offer to the trade at low figures.

From various points in New York State it was advised that the corn crop had been cut down 25 to 50 per cent. by the drouth, and that canning operations will necessarily fall considerably short of early expectations.

Caverhill, Hughes & Co., George Childs & Co., and Lightbound, Ralston & Co., all of Montreal, have been added to the list of those handling Pettijohn's breakfast food. They have all just received large shipments.

The little uncertainty regarding Association prices for new red Alaska salmon is about cleared up. In any event says N. Y. Journal of Commerce, sales at \$1.00 per dozen, early shipments, have been confirmed.

Lucas, Steele & Bristol expect their Arquimbau fine off-stalk Valencias, new goods, in a few days. They are coming via New York. Quality finer, of course, than off-stalk. This brand pleased their customers last season.

The present net price of granulated sugar is 5.18c.; centrifugals cost 3½c. for 96; muscovado, 3c. for 89, and molasses sugar, 2¾c. for 89 test. This makes a very liberal margin and it looks as though refined should decline or raws advance.—N. Y. Journal of Commerce.

Clemes Bros. received a carload of new Spanish onions this week. This is the first shipment this year. New York advices state that Spanish onions are scarce and higher, and that the domestic crop will be one-third less than last year and not half as much as in 1891.

Another new soap is being placed on the market. It is named the "Best," and is manufactured by John Taylor & Co. of the Morse Soap Works. The manufacturers boast of its purity, and consequently of its safety as a cleanser, and, as an evidence of this, point to its transparency and clearness at the edge. It is certainly a nice-looking soap. Aaron Child, who represents the manufacturers in the west, is making a specialty of the "Best."

Ansley, Sons & Co. who have been carrying on a book and stationery business in Parry Sound, have come to the conclusion that there is more money in groceries than books. The latter business will be closed out, and the

store will be restocked with groceries and carried on by Mr. Ansley's sons. It is the only book store in the place though several other houses carry stationery.

F. Dowell, who has an extensive baking and confectionery business in Parry Sound, gave up general groceries some time ago finding that fruit and canned goods were more profitable. He has done very well in the latter business this year. Mr. Dowell has been a subscriber to THE GROCER for six years and says he gets ideas an information from every issue that are valuable to him.

The quantity of Japan tea exported last year was 29,301,969 lbs., or 1,342,427 lbs. under that of 1891. Notable features in the year's trade were a falling off in the shipments to Canada and an increase in those to New York and Chicago. The destinations of the export were as follows: United States, 21,562,993 lbs.; Canada, 6,734,356 lbs.; Europe, etc., 938,284 lbs.

The Delaware peninsula peach crop, to all accounts, was seriously injured by Wednesday's storm. It is claimed that fruit was knocked off from the trees to a great extent, and that the "windfalls" left little stock that either green fruit shippers, driers or canners can handle to any advantage. Baltimore canners in view of the conditions refuse to take further orders for future delivery, except at higher prices and in a limited way only.

## MONTREAL MARKETS.

MONTREAL, Aug. 31, 1893.

### GROCERIES.

There is nothing striking in the situation this week, except that contrary to the general expectation the refiners have again marked down the price of granulated ½c. per lb. This is a decided surprise to a good many for last week they were talking about the market going higher and now on the head of it in fact within a few days their price is marked down. They allege that they themselves were as much surprised as any one, and that the present decline is due to the drop in raws, but this is not generally credited. It is more likely that the refiners are desirous of inducing business and have marked down the price in the hope that trade will be stimulated thereby. In fact trade is dull in most lines just at present, but it is hoped that the reflux of people from the seaside will brighten up retail trade and so react in wholesale circles. Tea has not shown much more activity than sugar, but some round lots have left first hands. Molasses are steady, coffees and spices are quiet and there is nothing doing on spot in dried fruit, but some business has been transacted for forward delivery.

### SUGAR.

The market for refined sugar is quiet, and the fact no doubt explains the decline which transpired in granulated on Tuesday. The refiners declare that it is due to the drop in

raws, but it was probably induced quite as much by their desire to stimulate trade. The movement has not picked up much since the decline, but a fair business has been done on the whole at the 5¼c. price, and also at the 5⅜c., which ruled up to Tuesday morning. Yellows remain unchanged, having been placed at 4¼c. for dark grades and 4⅞ to 5c. for bright goods.

### MOLASSES.

There is the same feeling referred to some time ago in regard to molasses—viz., that it is not going to be plentiful this fall and winter. To the trade in a jobbing way Barbadoes sells at 33 to 34c., while round lots have changed hands at 30 to 31c.

### SYRUPS.

Business in syrups has been of a quiet sort, sales of Canadian occurring at 1⅞ to 2c. per lb. in the wood, while American is steady also at 18 to 21c. per gallon.

### TEAS.

Japans are the only grades to show any business and this is mainly in the way of jobbers securing supplies in anticipation of future business. Sales of round lots have transpired on this account at 14½ to 17c. for medium to good grades. A round lot of old goods was cleared off the market in the vicinity of 12c., on which the seller is said to have lost almost 5 to 6c. per lb. In black tea low grades are said to be very scarce with prices firmer. Greens show no particular tendency to change. We quote Japans: common, 12 to 13c.; medium, 15 to 17c.; fine, 18 to 21c.; and finest, 23 to 32c.

### COFFEE.

The coffee market continues to rule quiet with prices on the easy side, Maracibo ranging from 19 to 21c. We quote Jamaica, 16 to 18c.; Maracaibo, 19 to 21c.; Rio, 17½ to 19c.; Java, 24 to 28c.; and Mocha, 25 to 28c.

### SPICES.

Spices are quiet, black pepper being easy in tendency. We quote:—Jamaica ginger, 15 to 16c. for common and 18 to 20c. for fine; black pepper, 5½ to 6½c.; pimento, 6c.; nutmegs, 50 to 52½c. to \$1.

### RICE.

The rice market shows no change of importance.

### DRIED FRUITS.

There is nothing doing on spot in dried fruit but a fair deal has been put through since our last for forward delivery laid down in Montreal on the basis of 5¼c., which is considered very moderate cost, and sales for delivery this week are reported at 6c., via New York, which is considered a very low figure, the opening price in former seasons being 8 to 9c. In currants the prospects seem to be for equally low prices, in fact, the lowest on record, but no definite laid down figures can be given as yet although it is said that offers of 11s. 6d. cost and freight Montreal have been made.

### GREEN FRUIT.

The market for green fruit has been quite active, business especially in California and other seasonable fruit being very large on account of the daily auction sales. Oranges have shown a good demand at \$3.75 to \$4. Lemons are scarce and firm at \$3.50 to \$4 per box. Peaches have had a good enquiry at 75c. to \$1.50 according to grade. Pears are in heavy supply, but prices keep up at \$3 to \$4 per keg. There is a large supply of grapes, which rule at 75c. to \$1.50 per basket. Bananas are quiet at 90c. to \$1.50. Pineapples rule at 12 to 17c. each, and mel-

(Continued on page 26.)

**JAMES A. SKINNER & CO.**

Toronto and Vancouver.

IMPORTERS OF

Crockery, China,  
Glassware, Lamps,  
and Fancy Goods.

Our importations this fall will comprise almost every line that is entirely new.

SPECIAL ATTRACTIONS IN  
LAMPS AND FANCY GOODS.

No trouble to show you through our spacious Sample Rooms. Send for a package of our Columbian or New Era assortment of Glassware.

**GREAT VALUE.**

ESTABLISHED 1851.

WE OFFER

**4,100 NEW SALMON**

"British American" Brand

\$1.30 per doz.

**N. QUINTAL & FILS,**

WHOLESALE GROCERS,

274 St. Paul Street, Montreal.

Please ask our prices for goods before buying elsewhere. Our prices are low. We make a specialty of Canned goods.

**SHOULDERS** - -

Close and neatly trimmed SUGAR CURED, equal in quality to our celebrated "STAR" HAMS. We recommend these as being the CHEAPEST and MOST PROFITABLE line for you to handle.

WRITE FOR QUOTATIONS.

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

FAC SIMILE OF PACKAGE.



We can now fill small orders for "Fresh Herrings" in cans, if received promptly.

We hope soon to have some interesting quotations for one of the finest brands of this season's pack of B. C. Salmon.

**SLOAN & GROWTHER,**

WHOLESALE GROCERS,

19 Front St. E., Toronto.

**KOEPFF BROS'.**

**Superior**

**Refined Gelatine**

Specially prepared for making Jellies, Blanc Mange, Charlotte Russe, Soups, Gravies, Etc. Quality guaranteed second to none.

AGENTS—

**WARREN BROS. & BOOMER,**

35 and 37 Front St. East, TORONTO

We are delivering our

New Valencias . .

New Horse Shoe Salmon

AND NEW SEASON'S

**BLACK and JAPAN TEAS**



Sept. 1st, 1893.

**Smith and Keighley**

9 Front St. E., Toronto.

**NEW** ≡

OFF STALK

**Valencia Raisins**

**Now in store**

**PERKINS, INCE & Co.,**

41-43 Front Street East, Toronto.

**JUST RECEIVED**

FIRST SHIPMENT

**New Valencia Raisins**

AND—

**New Pack Horse Shoe Salmon**

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

Wholesale Grocers,

59, 61, 63 Front St. East, TORONTO

**JOHN BURGESS & SON**

**SAUCE**

AND

**PICKLE**

**MANUFACTURERS,**

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

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

Lord Byron's "Beppo," VIII.

**"GOAT" Japan Tea**

Season 1893 Just Arrived

Sample much better than 1892

**BEST VALUE IN THE MARKET.**

See our Travelers or write us for Samples.

**T. KINNEAR & CO.,**

WHOLESALE GROCERS,

49 Front St. E., TORONTO.

**Elliott, Marr & Co.,**

Importers of Teas

—AND—

Wholesale Grocers.

**LONDON, ONT.**

**MONTREAL Markets Continued.**

ons at \$1.25 to \$2 per crate. Canadian plums sell at 60 to 65c. and California, \$1.25 to \$1.75.

**BEANS.**

The market is quiet and steady. We quote hand-picked, \$1.40 to \$1.50; ordinary, \$1.25 to \$1.30, and inferior, 95c. to \$1.10 per bushel.

**HONEY.**

Honey is steady at 11 to 13½c. for new comb stock, white clover fetching the outside figure.

**HOPS.**

The market is quiet at 17 to 19c. as to quality, with brewers not doing much.

**POTATOES.**

The only business doing is in the way of small lots, which pass direct from farmer's hands at 90c. to \$1 per brl.

**EGGS.**

The egg market is unchanged. Receipts are rather larger, but the demand is fair, and we quote 11½ to 12c.

**CHEESE.**

The cheese market does not show any new feature, holders are still above buyers' ideas, and the result is that the market is rather unsettled with prices more or less nominal. Finest townships, 9¾ to 9½c.; finest Quebec colored, 9¼ to 9¾c.; do. white, 9 to 9¼c.; under grades, 8¾c.; Cable, white, 46s. 6d.; do. colored, 47s. 6d.

**BUTTER.**

There is only a small local movement in butter at quotations, export business ruling very dull. Creamery, 20 to 20¼c.; townships, 18 to 19c.; western dairy, 16 to 17c.

**MONTREAL TRADE NOTES.**

N. Quintal & Co. are among the largest holders of new canned salmon. They offer for immediate delivery leading brands at \$1.30 as per their advertisement.

Tea brokers here were advised of the arrival of the S.S. Tacoma at Tacoma on the 24th with 78,000 lbs. of Japan teas for Canada.

A lot of 1,100 packages of old Japan stock was cleared out on this market last week at 12c. which stood to loose the seller all the way from 5 to 6c. per lb.

Liverpool cables report beet steady at 15s. for August and September and Java cane at 17s. 6d.

The first direct steamer with raisins and currants for this market will leave Patras about Sept. 1st. Lightbound, Ralston & Co. have large consignments on her. She will probably arrive in Montreal the first week in October.

It is said that new dried currants will open lower in Montreal this fall than ever before in the history of the trade. This of course is pure conjecture, as no definite or reliable figures can be given.

The first arrivals of new Jamaica oranges were received last week, and sold freely at \$5.25 to \$5.50 per barrel.

The Canada Brush Company have decided to accept the offer of the Sandwich council, and will locate there.

**ARRIVAL OF NEW VALENCIA'S.**

The first shipment of new season's Valencia raisins arrived in Toronto Monday, but they were not passed through the customs till the next and following days. The old time rivalry among the trade as to which house would be the first to get a box in its warehouse is almost dead. There is now no sending to Montreal and getting a few boxes up by express or removing a box of the new and substituting one of the old before the shipment has passed the custom house. When a house now gets the first box it is more by chance than special effort. Last year Eby, Blain & Co. were the first to receive the new fruit, and this year the honor has again fallen to their lot, they having got their first box about four o'clock Tuesday afternoon. All the houses are now supplied.

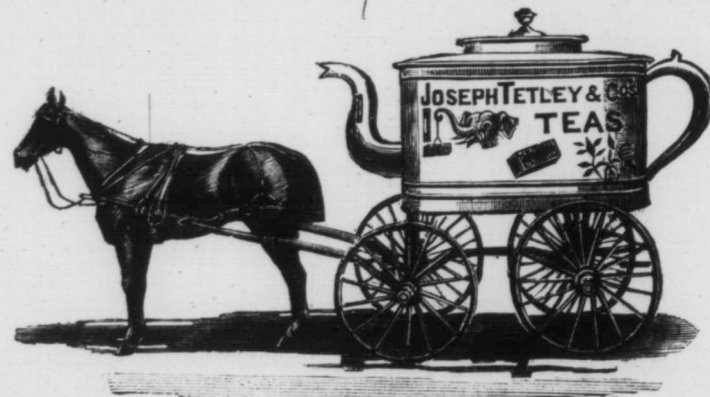
The fruit is of good quality, and 7 1-2 to 8c. seems to be about the idea as to price.

**A NOVELTY IN PEELS.**

A novelty in candied peels is being placed on the market by the Pure Gold Manufacturing Co. It is one-pound boxes of assorted lemon, orange, and citron peels, something never before attempted. Tastes in one part of the country differ from those in another, and in order to comply with this the proportions will not be all the same, those being made up for one province having more of lemon, while for another there will be more of citron, and so on. The fruit is fine selected. The novelty is likely to take well with the trade, as, in addition to the quality of the peels, the box is handsomely lithographed, and will make an attractive package in the store.

**A NOVEL WAGON.**

The accompanying engraving gives a good idea of a new delivery wagon which is creating quite a stir among



Montreal grocers. As the "passer-by can clearly see," it is the ambulant advertisement of this well-known tea,

and suggests to the beholder a vision of one of the best teas that he can drink. It should prove a good "ad." for its wide-awake proprietors, and will doubtless be kept well filled with orders by Mr. Brown, the energetic agent in Canada.

**PERSONAL MENTION.**

John Sloan, of Galt, left last week for Chicago by way of Collingwood.

James Hunter, reeve of Warton, left for the World's Fair Saturday last.

M. R. P. Montgomery, of Eby, Blain & Co.'s, is spending his holidays at Lachine.

J. A. Blain, of Gilford, was in Toronto Saturday en route for the World's Fair.

A. Michie, who was formerly in business at Harriston, is again starting into business there.

Edward Valpy, of New York, representing Huntley & Palmer, the English biscuit manufacturers, was in Toronto last week.

F. A. Dalton, of Drummondville, who has been away from business owing to sickness in his family, is again behind his counter.

J. A. Rothwell, of Walkerton, who has been sojourning at Southampton for his health, has returned to business much benefitted.

F. J. Gillespie, of Uptergrove, general merchant, and deputy-reeve of the township, has just returned from a business trip to Buffalo.

While J. Ro's, with Sloan & Crowther, was in the Orillia House, Orillia, the other day, somebody appropriated one of his valises. He says that if it is returned all will be forgiven.

George Homer, of Homer & Co., Gravenhurst, reports a big season's business on the upper lakes. He has a special pack with which he makes regular trips among the campers.

Walter Anderson, who was formerly manager of the Woodside Sugar Refinery in Halifax, has been appointed re-

presentative at Toronto of the Acadia Sugar Refining Co. He was here this week selecting his offices.

Sold  
by...  
all...  
Dealers  
every-  
where.



**Silver Star .  
. Stove Polish  
Has No Equal.**

Is put up in two sizes of fancy tin boxes, packed in 4 gross cases, making a handsome package. The sale of it is on the increase. Where once tried, always used. This polish saves labor. It makes neither dust nor dirt. It gives a beautiful bright black polish. No mixing required. Always ready for use. Ask your wholesale or hardware house for it; they all keep it.

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

We also make a polish for stove moulder's use; put up in bulk only.

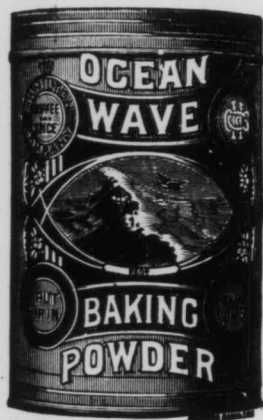
Adams' Famous Chewing Gum

**TUTTI-FRUTTI**

The best is none too good for your customers, and there's more money in that for the dealer than there is in trashy stuff. Do you keep up your Tutti-Frutti supply?

Send for elegant window hangers, free.

**ADAMS' & SONS CO.,  
11 AND 13 JAMES ST., TORONTO**



**You Can't Beat It**



Sold only in Cans by the Live  
Wholesale and Retail  
Trade

and Manufactured by

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



**SPECIAL OFFER—Good until 31st August**

**LaBruyere's French Vinegar**

**IN DEMIJOHNS**

**FOUR IMPERIAL GALLONS**

100 Demijohns or up,	at	1.25
50 to 75	"	at 1.30
25 to 50	"	at 1.35

*Lightbound, Ralston & Co.*

**MONTREAL**

### DRY GOODS.

#### MONTREAL MARKET.

Trade has been very quiet in dry goods in wholesale circles during the week, nor is there much improvement expected until the close of the week. The millinery excursions commenced Tuesday, and taken in conjunction with the exhibition it is hoped that a decided improvement will result next week. Cottons are firm all round with demand fair and stocks light. Remittances during the past two weeks have been fair.

The city retail trade has been rather dull owing to the absence of a large number of customers in the country. They are commencing to return already however, and of course will want something on fall account and the shopkeepers expect to benefit accordingly.

Mr. Sumner, of Messrs. Hodgson, Sumner & Co., will very likely go abroad on his usual business trip during the first week of September.

J. G. Mackenzie & Co. note a good fair demand for cottons, and state that their travelers are finding stocks much lighter than usual in several localities.

Mr. A. F. Gault, the senior member of the firm of Messrs. Gault Bros., Mrs. Gault and Master Gault have returned from a lengthened tour in Great Britain and the Continent.

Caverhill & Kissock were at work day and night last week getting ready for Tuesday, the first day of the millinery opening. When everything is ready it will be a very fastidious customer that does not find something to suit his or her fancy.

#### TORONTO MARKET.

Taking everything into consideration the past ten days has been productive of only a normal trade. The holiday on the first day of this week seems to have prevented Tuesday being an extra good day, and the cold stormy weather accentuated the slowness. Wednesday showed considerable improvement as buyers were more numerous in the dry goods establishments, and the week's trade will no doubt be average.

From a millinery point of view the week has been a successful one. Tuesday morning opened up with a host of milliners on hand, and as everybody was not given wholly to "seeing," many good orders were placed. The trade continues with excellent prospects.

Mr. Caldecott has been quite ill for a few days but is slowly recovering.

John Macdonald & Co. have shown this week a job line of plush in all the leading colors.

Mr. Donald MacKay has returned from Great Britain after a stay of several months.

Gordon, Mackay & Co. have just issued their "Annual Exhibition Sale" circular, which they claim surpasses all former efforts,

both in design and the bargains it enumerates. Every merchant should give it a careful perusal and make up his list of "wants" without delay.

John Macdonald & Co. have a line of quilted Italian cloth in black and brown which are much sought after.

Alexander & Anderson are showing a splendid range of mantle cloths and tweed ulsterings. The popular makes are chevots, diagonals and rough effects.

W. R. Brock & Co.'s stock of honeycombs and fancy knit shawls was never so attractive and large as at present, comprising extraordinary value at the popular retail prices, 50, 75, and \$1.00.

Caldecott, Burton & Spence have had some delay in their shipments of cashmere gloves, but their first shipment is now to hand, and balance will be to hand by the first of the month.

John Macdonald & Co. have a nice exhibit of silk for visiting buyers. These are shown in plains and fancies for trimming and millinery purposes, and also black and colored dress silks.

The white cotton handkerchiefs shown by Gordon, Mackay & Co., as "Shamrock Bleach" (a brand by the way which is reserved to themselves), are unsurpassed in finish and value, a statement endorsed by their many customers.

Alexander & Anderson are showing full lines in black and colored dress silks. Black, colored and fancy velvets are very popular as a trimming, and their range will be found to embrace everything requisite in this line.

Mr. O'Hara woolen buyer for Gordon MacKay & Co. has returned from foreign markets, as has Mr. Auld of W. R. Brock & Co.'s woolen department. Two of John Macdonald & Co.'s buyers left for Europe last week.

Alexander & Anderson have an extensive range in domestic and imported underwear, which they are offering at close prices, and the values will be found A 1. They also show a large range of hosiery and gloves, for which they are finding an extensive sale.

Gordon, Mackay & Co. have, since compiling their list of "Bargains" for their "Exhibition" circular, opened up a line of shirts and drawers which they offer at \$4.50, the mill price. This lot should be bought up rapidly, as the price is popular and the value A 1.

The demand for W. R. Brock & Co.'s leading line of ladies' ribbed vests for fall, has been much larger than they anticipated. In order to secure this line, to be retailed at 25 cents—the popular price—they had to place an immense order, which they felt sure would cover the whole season's requirements, and it is with great satisfaction that they report having already placed large repeat orders for this taking line of goods.

Their lines of ladies' vests to retail at 50 and 75 cents are also special value, being buttoned fronts, with pearl buttons and ribbon trimmings, and in full sizes.

John Macdonald & Co. have a number of lines in white lace curtains, mats and rugs which are below regular price, and are reasonable goods. These are stock lots cleared from foreign manufacturers and cannot be duplicated. Tapestries and Brussels are now in full range for the fall trade. Last season's patterns are being cleared at 25 per cent. below regular prices.

W. R. Brock & Co. have in stock a very large range of mantle buttons in the various sizes and colorings to match all the leading shades of this season's mantle cloths in pearl, pearletta, buffalo horn, vegetable ivory, metal, and composition, also mohair and crochet barrel buttons, cords, frogs, etc.

Caldecott, Burton & Spence have a shipment of shot silks which were bought by Mr. Burton who left for the European market a short time ago. They were sent on at once and are now on exhibit. The colors embrace the newest and most fashionable shades, and prices are if anything lower than last year. Black silks are also to hand and prices are no higher than those of a year ago.

John Macdonald & Co. are making a pretty display of overcoats and mantle linings for visitors. The leading things are checks in camel hair and worsted effects. Curls and astrachans for mantlings and trimmings are in full stock. They have some short ends in good sealettes which they are offering at bargain prices; also a couple of job lines in medium grades. They have a large stock of this latter specialty.

"All that glitters is not gold." The grocer who does a rushing business is not always one who makes money. If he has not system, if he is not careful and ever on the alert to stop the leakages, and there are many, he may be losing money very fast. It has been said that a man who can manage the retail grocery business successfully, is fit for most any position in life. This is true to a great degree. Few trades need more careful attention. There are many details which need watching and judicious handling in order to steer clear of failure.

## WANTED Manitoba Agency.

A manufacturing firm supplying the retail trade direct, who has a resident agent in Winnipeg who is a first-class man, and has travelers over territory between Winnipeg and Rocky Mountains, wants to hear from one good concern who wants to be well represented in that district.

Apply A, CANADIAN GROCER.



We Don't See Why . . .

The Wholesale Grocery and Jobbing Trades should not handle more extensively than they do, our

Toilet ..  
Papers

We put these up in Sheets and Rolls, plain or perforated, in a dozen different brands, all of which are guaranteed to be

.. Pure Tissue ..

and free from all deleterious substances or injurious chemicals. In quality and cheapness they have no equal. . . . .

Write us for Prices and Samples.

THE E. B. EDDY CO.

TORONTO - - 29 Front Street West  
MONTREAL - - 318 St. James Street

AGENCIES AT :

HAMILTON, KINGSTON, HALIFAX, ST. JOHN, QUEBEC,  
WINNIPEG, AND VICTORIA.

MAMMOTH WORKS - - HULL, CANADA.



[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.]

Belleville cheese market has closed for the season.

The grape crop in Essex county this season will be the largest in years.

It is estimated that already this season \$10,000 worth of fruit has been shipped from Leamington.

The largest salmon ever caught in the Fraser river, B. C., was captured recently and weighed 84½ lbs.

Extensive fish shipments are now being made from the Pacific coast to Australia by the new steamship line.

The banana is the most productive of the fruits of the earth, being 44 times more productive than potatoes, and 130 times more productive than wheat.

The Acadia Sugar Refining Co. have given a deed in trust of refinery properties at Halifax and Moncton to the Eastern Trust Co., to secure an issue of debentures to the amount of \$100,000.

The Nova Scotia sugar refinery property, on Union, Young and Victoria streets, Halifax, and the Halifax refinery property at Woodside have been transferred to the Sugar Acadia Refinery Co.

Fruits of all kinds is a poor crop in this vicinity and those having any to sell will no doubt receive a good price. The plum crop is only about one-third the average yield of the past few years.—*Thornbury Herald*.

The Wilson Silver Bill, which provides for the repeal of the Sherman Act, passed the House Monday by 241 to 109. The Bill has yet to receive the endorsement of the Senate, and there it is where the biggest fight will be.

The Dominion Government has made a ten years' contract with the Canadian-Australian Steamship Company. Three boats in all are to be put on the line. The Canadian Pacific are to act as the company's agents in Canada.

Every grocer who owns a horse should have a blanket to cover him with it. It is humane as well as profitable to be careful of your horse by blanketing him during cold weather or when he is overheated by work, etc. Your horse blanket, however, is not just the article to cover your berries and fruit with. Horse blankets have a disagreeable odor

which will not enhance the sale of goods covered by them. We have frequently noticed such blankets spread over fruit and vegetables displayed by retail grocers. It should not be done. There are many people who are very sensitive about such matters, and who would give a grocer guilty of such practices a wide berth.—*Grocers' Advocate*.

In Toronto recently the trumpeter of the newly arrived Canadian Hussar corps blew his trumpet on the Post office steps, and the public were warned that the commanding officer would not be responsible for debts contracted by the men. The military are great sticklers for old fashions. The civilian who wants to attract attention to his announcements now-a-days gets the newspapers to blow his business trumpet.—*Gazette Montreal*.

According to Hart & Tuckwell's circular the total import of American apples into Great Britain last year was 1,203,538 barrels. Of this quantity 429,243 barrels were shipped from Montreal, 116,525 from Halifax, and the remainder from New York, Boston and Portland. Of the Canadian apples shipped from United States ports 47,680 barrels went from New York, 142,047 from Portland, and 60,000 from Boston.

Russell B. Harrison, son of ex-President Harrison, and a number of his friends have, according to a contemporary, just finished an unsuccessful attempt to corner the tea market. They some time since formed a company, known as the Ceylon Tea Company, and attempted to corner the tea trade of this country for the benefit of the island of Ceylon. The attempt has proven a total failure and the affairs of the company are now in the hands of the court for adjustment.

Reporter (excitedly)—Is it true, sir, that you fell from a fifth-story window of this hotel to-day? Stranger—"Such is the fact, young man. "And you were not injured?" "Well, you can judge for yourself; I am walking yet." "How do you account for your marvelous escape from death?" "Now, look here, I don't care for the newspaper notoriety in this matter, but I don't mind telling you confidentially that I happened to have in my pocket at the time a biscuit made with Puffem's Geyser Baking Powder.—*Detroit Tribune*.

The members of the Boston Board of Health made a novel and at the same time commendable regulation at one of their last meetings. It reads: "No person shall store or keep or allow to be stored or kept, in any building of which he is the owner or occupant, and which is in use in whole or in part as a dwelling house, any fruit for merchandise, except in accordance with a written permit from the Board of Health. This action, the N. E. grocer explains, was taken with a view to prevent the spreading of disease through the medium of such fruit as

bananas, etc. It is not uncommon in certain districts to see bunches of bananas ripening in a room where several persons retire to rest. Under such conditions the germs of a contagious disease might easily be conveyed to persons who subsequently handle the fruit.

A meeting of retail grocers of Lynchburg, (Va.) was held recently to consider the best method of breaking up the practice of retail dealers peddling butter, eggs, chickens and vegetables on the streets. A committee of five was appointed to call upon the entire retail trade of the city with the view of perfecting a permanent organization and to employ an attorney to go before the council and secure, if possible, some relief from the peddlers who compete with legitimate dealers, but have no license.

"I don't suppose you are one of those people that put sand in their sugar?" said the jocose man to the grocer.

The grocer smiled faintly and sadly as he answered:

"That's another of the popular fallacies. People always talk about putting sand in sugar. If sugar gets any cheaper'n it is now, I expect to see builders buyin' it to adulterate their sand with.—*Washington Star*.

#### CONCENTRATED ESSENCE OF LEMON.

An English manufacturing chemist, according to a contemporary, in April last year, established a distillery at Messina for the extraction of the essence of lemon in a more concentrated form than has hitherto been practiced there. The essence thus produced, and which, up to the date of his arrival, had only been manufactured in Austria-Hungary, possesses from twenty to thirty times the strength of the ordinary preparation. "Thus," as British Vice-Consul Pignatorre points out, "the superiority is so remarkable over that prepared according to the prevailing method that it could be sold at a tenfold price and yet leave the purchaser an enormous profit. Moreover, experiments are being tried by the same gentleman for the extraction of lemon essence by a still more efficacious process from that at present in operation. The actual method involves a loss of about 20 per cent., of twelve hours' labor in boiling for the production of one pound, and finally an escape of about 10 per cent. of the acid principle, from the fact of the boiling being performed over an open fire. These inconveniences it is proposed to remedy or lessen, and should the new system be successful it would have the advantage of avoiding the double waste of the essence and acidity. The extraction of essence of lemon being one of the chief resources of the island, the importance of these improvements achieved or rendered more perfect, must be evident."

**SIMPLICITY IN WINDOW DRESSING.**

Simplicity is one of the characteristics of the present vogue in window dressing, writes Harry Harman, the well known expert in such matters. This is due perhaps to the fact that in the study of color effects the necessity for or even the possibility of elaborate designs is reduced to the minimum. Windows with simple arrangements are very satisfactory, and no more advantageous way of showing goods has been observed. It is astonishing how well a window may be made to look with the simple arrangement of a few articles; a crowded window usually detracts as much as it attracts. It has an effect upon the holder like that of a small room whose walls are littered with bric-a-brac. No matter how valuable paintings may be they suffer a certain inevitable loss when crowded together in a small space. So in the display of valuable materials overcrowding is fatal to the best effect. Some of the most effective displays of city windows are remarkable for a studied negligence, a negligence so artfully planned that it almost makes that perfection of artistic methods—art concealing art. After all the most permanent attractions are those which are simple rather than complex. Simplicity carries us back to nature. Not all the skill of technique exhibited in a painting can charm us like the touch of nature that appeals to our humanity. It is really true that there is great room for artistic study in window dressing, and the successful results in the long run will be won by those who study simplicity. A change is a good thing; a startling change is sometimes advisable. A window cannot be too neat, but it may be neat to primness. While, therefore, I argue for simplicity in general, I insist upon variety as a necessity. If you cannot think up a new thing, whiten the window front for a day or two and take a rest. The end of window dressing is not simply to make a good display but to advertise the place of business, and if that end is gained by an empty window it is just as satisfactory as to gain it by the most tasteful display. All window dressing is a means to an end.

To stop short at the perfect window is to stop with the means, and fail entirely of the great purpose of the window—more trade. It would be a wise thing in the merchant to encourage the successful window dresser by some little gift. Nothing stimulates like approbation, and approbation especially which takes on a tangible form. I call to mind an instance where a clerk had displayed great taste in dressing a window with the goods of a particular firm; to be specific, the window was filled with wax candles of all colors. The agent for the firm who manufactured the goods, happening along at the time, made the young man a present of five dollars, in recognition of the value of the advertisement of their goods offered in the window display. Such an encouragement went far to stimulate the successful man to active endeavor in other directions, and the example of the donor is on well worthy to be followed by others.

**BUSINESS CHANCES.**

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

**A PARTNER WANTED IN A FIRST-CLASS grocery business in British Columbia, doing a business of over \$40,000 per year; would require about five or six thousand dollars to take a half interest; a good opportunity for a first-class man. Address, Partner, office of CANADIAN GROCER, Toronto.**

**LAWSON BROS. Manufacturers**  
 of ..  
 Rolled Oats, Rolled Wheat, Flake Peas, Flake Hominy, Flake Barley, Wheatlets, Etc Put up in bulk, boxes, barrels, and packages.  
 The Best Goods in the Dominion.  
 259 and 261 King St. W., Toronto, Ont.

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

**EPPS'S COCOA**

¼ lb packets, 14 lb. boxes secured in tin.  
 Special Agent for the Dominion:  
**C. E. Colson, Montreal**

**REMOVAL . .**

We have removed our factory to temporary quarters in the Town of Sandwich, adjoining Windsor. Have fitted up with the best machinery that skill could produce. Can fill all orders promptly.

**The Windsor Patent Brush Co. Ltd.**  
 SANDWICH, ONT.



**Condensed Mincee Meat.**

Delicious Mincee 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 Mincee Meat on Earth. Price reduced to \$12.00 per gross, net.

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



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

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

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

**TRY THIS PLAN FOR INCREASING SALES.**

Write our nearest house for Prices and Catalogue.

**THE McCLARY M'FG COMPANY**

London. Toronto. Montreal. Winnipeg.

**BUSINESS CHANGES.****DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

George Grieves, hotelkeeper, Napanee, has assigned.

The Dargeeling Tea Co., Toronto, has assigned.

Dutton & Ross, general storekeepers, Parkhill, are offering to compromise with their creditors at 40c. on the dollar cash.

Alexis Lortie, a Montreal grocer, has assigned. Sigfroid Cartier, a St. Francois-dulac general merchant, has done the same thing.

The hotel of Winchester & Campbell, Kasto, B.C., has been closed by chattel mortgage. The business of Thos. Levi, hotelkeeper, New Westminster, B.C., has been sold by mortgage.

**PARTNERSHIPS FORMED AND DISSOLVED.**

Berube & Chouinard, grocers, Montreal, have dissolved.

Clark & Heslip, grocers, etc., Chesley, have dissolved.

**CHANGES.**

James McKim, general merchant, Union, B. C., has been succeeded by James McKim & Sons.

George W. Weeks, grocer, Vancouver, B. C., has been succeeded by Weeks & Robeson.

**SALES MADE AND PENDING.**

The grocery stock of Jos. V. Perrault, Montreal, has been sold at 54½c. on the dollar.

At Suckling's trade rooms, Tuesday, the boot and shoe stock of Joseph Moran, of Hamilton, amounting to \$15,000, was sold to Henry Arland, of Hamilton, at 75c. on the dollar.

**HOW A TRADE PAPER HELPS.**

A successful manufacturer, says an exchange, when asked why he patronized trade papers so largely to the neglect of other methods of advertising, replied: "Men who do not read their trade papers and keep posted in their business are usually poor customers. If I sell them a good lot of machinery they do not know how to use it and report it a failure, or, we have to run after them, lose time and money to get them a-going, and make the sale stick. But those who read and are posted know how and succeed. Such men would not read circulars if I were to mail circulars to them. They see my 'ad.' regularly in the trade paper and know I have an established business, and when they want anything in my line write me, and don't whine about price or what time they can get from others, buy, try, and have no trouble, and pay the bill. Give me such a class of customers as I get by such judicious advertising all the time." His experience is that of successful merchants. The trade paper keeps its readers in touch with the times; with the currents of trade and commerce, it puts money in his purse in many ways. It is a preventive against sloth and rust. It helps develop the best side of a man's commercial life.

**TREATMENT OF CUSTOMERS.**

One of the most valuable assets of the ambitious and enterprising business man is the ability to maintain a pleasant manner in waiting upon customers, and to bear with their whims and eccentricities without showing the slightest irritation. Courtesy in business is not sufficiently appreciated by retail merchants, notwithstanding the gallons of ink that have been shed by trade editors in pointing out its importance. Perhaps if retailers would make it a practice to visit other stores, in localities where they are unknown, they would more readily perceive the truth of the above statement. We do not mean to infer that the average merchant is not sufficiently alive to his own interests to treat customers pleasantly upon all occasions, but that proper care is not always exercised in order to insure a courteous reception of customers by the clerks. Who can estimate the annual loss of trade to merchants that is directly caused by insolence or surliness of store assistants? Yet the increase of competition in retail trades makes it more and more necessary every year that all available means should be employed to draw and hold custom, and politeness to patrons becomes more and more essential to success. Courtesy, such as every customer has a right to expect from merchants with whom he spends his money, is within the power of every dealer to exhibit. Indeed, the small merchant with a single clerk, over whom it is more easy to keep a constant, careful supervision than the army of assistants in the biggest stores, has in this respect the advantage, and can make courtesy a most powerful weapon as against his biggest rivals.

Some retailers, and jobbers as well, make a considerable difference in the treatment of

well-dressed and poorly-clad patrons. This is a very common trait of human nature. The well-dressed man, even if he hasn't a dollar in his pockets, can depend upon receiving greater consideration in places of business and public resorts, than can the shabby fellow with ample means. Often, of course, the most prosperous individual's trade is far better worth cultivating, but not always, nor is his money always as readily collected as that of the man whose appearance prevents him from obtaining credit. Many dealers overlook these points, and injure their business prospects by discriminating against people whose trade is really valuable. A daily newspaper relates the following incident:

The old man had given his son a very fair education, and after graduating he took him into his store. The young fellow was over nice about a great many things, but the father made no comment. One day an order came in from a customer.

"I wish to goodness," exclaimed the son, "that Jones would learn to spell."

"What's the matter with it?" inquired the father cheerfully.

"Why, he spells coffee with a K."

"No, does he? I never noticed it."

"Of course you never did," said the son pettishly. "You never notice anything like that."

"Perhaps not, my son," replied the old man gently, "but there is one thing I do notice, which you will learn by and by, and that is that Jones pays cash."

The father was right. Jones might spell as badly as he please, yet the fact that he was a cash customer outweighed all deficiencies of education. Similarly, if his apparel had been shabby and his appearance against him his ability and readiness to pay cash, like charity, covered a multitude of sins, and would have rehabilitated him in the eyes of a prudent, sagacious merchant.—Merchants' Review.

Do You Sell

# Baby's Own Toilet Soap

THE ENTERPRISING GROCERS ALL KEEP IT

The best class of trade ask for it and will not be satisfied with cheap imitations said to be as good as **Baby's Own**, made by the **Albert Toilet Soap Co.**

## TAYLOR, SCOTT & Co.,

TORONTO

Sole Agents for Western Ontario

# AN HONEST GROCER

Always wants to give his customers the best goods he can buy. It's to his own interests to do it.  
That's the reason so many grocers sell



THOUGH  
**HUNGRY**

AS A



**PETTIJOHN'S**  
**California Breakfast Food**

WILL SATISFY YOU

**Nourishing. Palatable. Delicate.**

It has no equal as a breakfast food. It is cooling, nourishing, delicious, and does not overheat the blood. 3 dozen 2 pound packages in the case. All Wholesale Grocers sell it.



**Snider's Soups**

Pronounced at various Expositions, Food Exhibits, etc., as the best.

20 Different Kinds

**SNIDER'S HOME-MADE**

**Tomato Catsup**

The Pioneer Sweet Catsup and the finest ever offered to the trade. A good seller and universally known and acknowledged as the standard.



**BATTY & CO.,** London, England



**Pickles**

**Sauces**

**JAMS, JELLIES, MARMALADES, ETC.**

For sale by all Wholesale Grocers.



A Popular Table Luxury,  
A Culinary Article,

AND

A Perfect Infant Food

Completely Sterilized

For sale by all Wholesale Grocers.

.. PREPARED BY ..

**HELVETIA MILK CONDENSING CO.,**

HIGHLAND, ILL., U. S. A.



**Wright & Copp,** Dominion Agents .. **TORONTO**

# E. BROWN & SON'S

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

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

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

## A WATCH OR A TURNIP?

The Watch given with Somerville's MEXICAN FRUIT and PEPSIN Chewing Gums, IS A WATCH. Nice size. Good looking. Splendid time keeper. Over fifty have already been sent out, and expressions of satisfaction from our customers are very pleasant to hear.

COSTS YOU NOTHING TO GET ONE!

G. R. SOMERVILLE, London, Canada.



## Licorice Lozenges

Manufactured exclusively by

### YOUNG & SMYLIE,

BROOKLYN, N.Y.

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

## MUNN'S GENUINE COD LIVER OIL

PURE and UNADULTERATED

Made on the most improved Norwegian process from the choicest Newfoundland Oil.

**ALMOST TASTELESS**

Handsomely labelled, in 8 oz., 12 oz. and 16 oz. Bottles.

Send for Samples and Price List.

Stewart, Munn & Co., MONTREAL.

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

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

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

## Nixey's Black NO DUST Lead

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

## "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 19, SOHO SQUARE, LONDON, ENGLAND.

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

## NIXEY'S "CERVUS" KNIFE POLISH.

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

Canadian representatives: Canadian representatives:—Mr. W. Matthews, Richmond St. East, Toronto. Mr. Charles Gyde, 38 St. Nicholas St., Montreal.









Prices current, continued.

MINCE MEAT. J. H. WETZEL'S-ST. CATHARINES Condensed, per gross, net. \$12 00

MUSTARD. ELLIS & REIGHEY'S. Durham, Fine, in 1/2 and 1/4 lb tins per lb. 25. Fine, in 1 lb jars. 22. Fine, in 4 lb jars. 70. Ex Sup. in bulk, per lb. 30. Superior in bulk, p. lb. 15. FINE.

CHERRY'S IRISH Pure in 1 lb. tins. 0 40. Pure in 1/2 lb. tins. 0 42. Pure in 1/4 lb. tins. 0 44. NUTS. per lb. Almonds, Ivica. 16 16 1/2. Tarragona. 16 16 1/2. Foznigetta. 16 16 1/2. Almonds, Shelled Valencia. 28 32. Jordan. 45 50. Canary. 28 30. Brazil. 14 14. Coconut. 5 6. Filberts, Sicily. 10 14. Pecans. 13 16. Peanuts, roasted. 13 14. green. 11 12 1/4. Walnuts, Grenoble. 15 16. Bordeaux. 10 11. Naples, cases. 11 12. Marbots. 11 12.

PETROLEUM. to 10 bbl lots, Toronto. Imp. gal. Canadian. 0 12 1/2. Carbon Safety. 0 16 1/2. Canadian Water White. 0 17. Amer'n Water White. 0 18 1/2. Photogene. 0 22. For prices at Petrolia, see Market Report.)

PICKLES, SAUCES, SOUPS. THE T. A. SNIDER PRESERVE CO., CINCINNATI. Wright & Copp, Agents, Toronto. Snider's Tomato Catsup. per doz. qts. 5 50. Lard, pure, per lb. 0 12. Compound. 0 09 1/2. Chili Sauce. 1/2 pts. 4 50. 1/4 pts. 3 25.

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

PRODUCE. DAIRY. Butter, creamery, tubs. 20 21. Butter, pound rolls. 0 17. Cheese. 0 09 1/2. COUNTRY. Eggs, fresh, per doz. 0 10 1/2. Beans. 1 30. Onions, per bag. 2 00. Potatoes, per bag. 90 1 30. Hops, 1891 crop. 0 13. Honey, extracted. 0 05.

PROVISIONS. Bacon, long clear, p lb. 0 10 1/2. Pork, mess, p. bbl. 21 00. Hams, smoked, per lb. 13 0 13. Bellies. 0 13. Rolls. 0 10. Lard, pure, per lb. 0 12. Compound. 0 09 1/2. Tallow, refined, per lb. 0 05 1/2.

RICE, ETC. Per lb. Rice, Aracan. 3 1/2. Patna. 4 1/2. Japan. 5. Imperial Seta. 5 1/2. Java extra. 5 1/2. Genuine Carolina. 9 1/2. Grand Duke. 6 1/2. Sago. 4 1/2. Tapioca. 5 1/2. Goathead (finest imported). 6 1/2. Crystal, 25 lb sacks. \$1 35. 50 " bags. 2 60.

SAPOLIO. In 1/2 or 1/4 grs. boxes, per gross. \$11 30. Hire's (Liquid) per doz. \$2 25.

SPICES. GROUND. Pepper, black, pure. \$0 14. Cassia, fine to pure. 18 25. Cloves. 14 25. Allspice, choice to pure. 12 15. Cayenne. 30 35. Nutmegs. 75 1 20. Mace. 1 00. Mixed Spice, choice to pure. 30 35. Cream of Tartar, fine to pure. 25 32.

STARCH. BRITISH AMERICA STARCH CO BRANTFORD. 1st Quality White Laundry- 3 lb. cartons, boxes, 36 lbs. 5 1/2. Ditto. bbls., 175. 5. Canada Laundry, boxes, 40 lbs. 4 1/2. Brantford Gloss- 1 lb. fancy boxes, cases, 36 lbs. 7 1/2. Lily White Gloss, kegs, 100 lbs. 6 1/2. Brantford Cold Water Rice Starch- 1 lb. fancy boxes, cases, 28 lbs. 9. No. 1 Pure Prepared Corn- 1 lb. packages, boxes, 40 lbs. 7 1/2. Challenge Prepared Corn- 1 lb. package, boxes, 40 lbs. 7.

KINGSFORDS OSWEGO STARCH. Pure Starch- 40-lb boxes, 1, 2 and 4 lb pack'g's. 8. 36-lb " 3 lb. packages. 8. 12-lb " 1 lb. packages. 8. Silver Gloss Starch- Less trade dis. 40-lb boxes, 1, 2 and 4 lb. pack'g's. 9 1/2. 40-lb " 1 lb. package. 9 1/2. 40-lb " 1/2 lb. " 10. 40-lb " assorted 1/2 and 1 lbs. 9 1/2. 6-lb " sliding covers. 9 1/2. 38 to 45 lb boxes. 9 1/2. Oswego Corn Starch-for Puddings, Custards, etc.- 40-lb boxes, 1 lb packages. 8 1/2. 20-lb " 8 1/2.

ST. LAWRENCE STARCH CO'S. Culinary Starches- St. Lawrence corn starch. 7 1/2. Durham corn starch. 7. Laundry Starches- No. 1, White, 4 lb. Cartons. 5 1/2. Bbls. 5. Kegs. 5. Canada Laundry. 4 1/2. Ivory Gloss, six 6 lb. boxes, sliding covers. 7. Ivory Gloss, fancy picture, 1 lb. packs. 7. Patent Starch, fancy picture, 1 lb. cartons. 7 1/2. Ivorine Starch in cases of 40 packages. \$3 00.

SUGAR. c. per lb. Granulated. 5 1/2. Paris Lump, bbls and 100 lb. bxs. 6 1/2. 50 lb. boxes. 6. Extra Ground, bbls icing. 6. less than a bbl. 6. Powdered, bbls. 6 1/2. less than a bbl. 6 1/2. Extra bright refined. 5 1/2. Bright Yellow. 4 1/2. Medium. 4 1/2. Brown. 4 55. Dark yellow. 4 1/2. Raw, bbl. 4 1/2.

SALT. Bbl salt, car lots. 1 00. Coarse, car lots, F.O.B. 0 85. small lots. 0 80. Dairy, car lots, F.O.B. 1 00. small lots. 1 25. quarter-sacks. 0 40 0 45.

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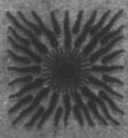
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