

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

# THE CANADIAN GROCER

VOL. VIII

TORONTO, JULY 6, 1894.

No. 27

IF YOU KNOW \_\_\_\_\_

## COLMAN'S MUSTARD

# IS

A most delicate preparation;  
Made from the choicest stock;  
Appetising;  
Conveniently packed;  
Economical;  
Used at home, in camp, and upon  
the yacht;  
The highest grade Mustard known;



AND HAVE NOT ORDERED "COLMAN'S"

YOU HAVE LOST

THE ADVANTAGE OF YOUR KNOWLEDGE

# HUNTLEY & PALMERS

## ENGLISH BISCUITS

ARE ABSOLUTELY THE BEST.

THE LARGEST BISCUIT MANUFACTURERS IN THE WORLD.

BY APPOINTMENT TO HER MAJESTY THE QUEEN, ETC.



SUITABLE FOR ALL CLASSES. OLD AND YOUNG

HIGHEST AWARDS AT ALL LEADING INTERNATIONAL EXHIBITIONS.

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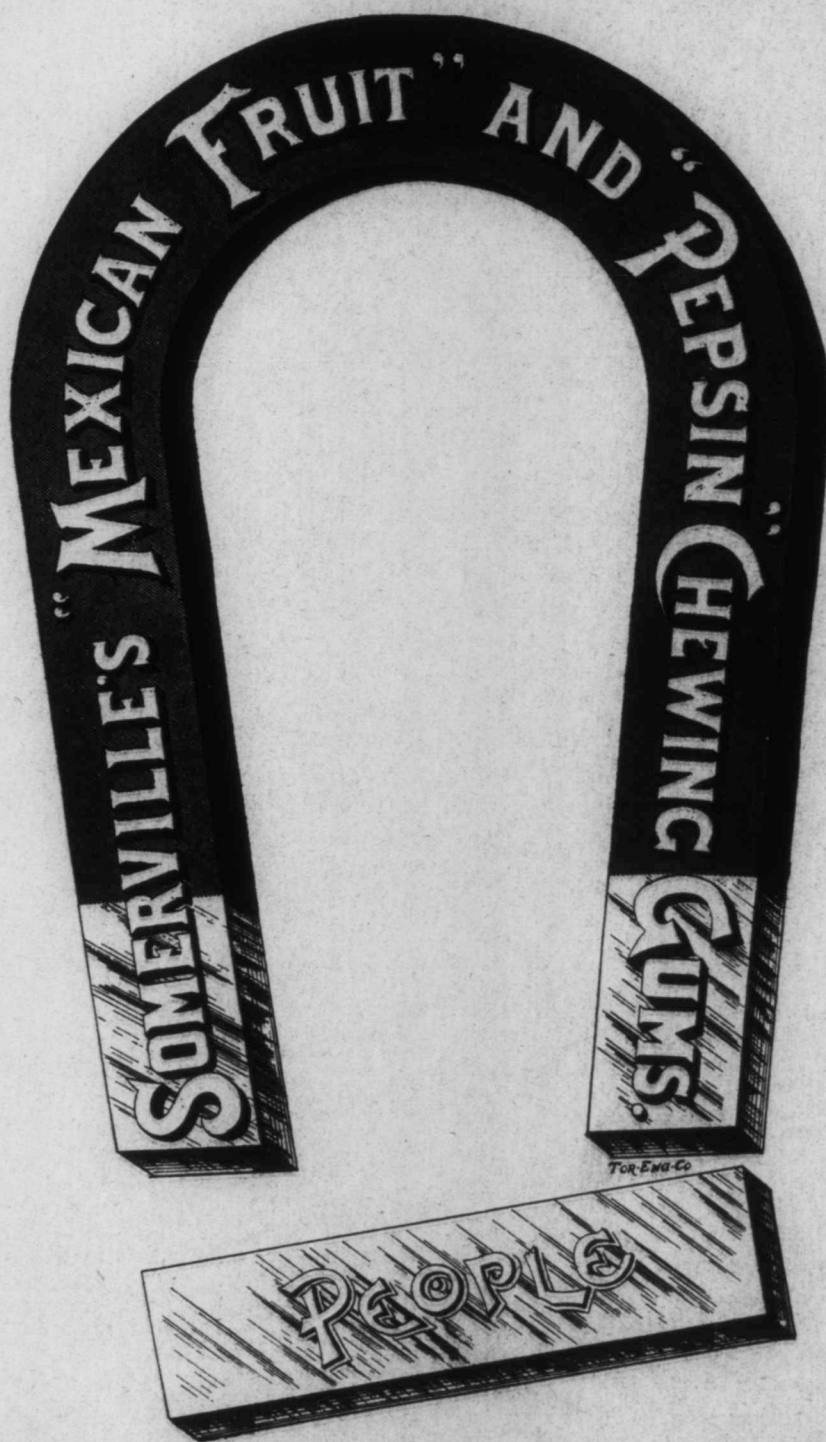
"LA CADENA" and "LA FLORA" The Cream of the Havana Crop.

MADRE E' HIJO (7 SIZES).

EL PADRE AND CABLE EXTRA.

# The Magnet Draws the Needle

A WORD  
TO  
THE WISE  
IS  
SUFFICIENT



Somerville's Chewing Gums Draw the People.

**Standard Goods THE Best to Handle**

**Pure Epsoms**

To obtain these specify  
**BRAMWELL'S**

They are the purest that can be made.

No Dirt. No Moisture.

**FINNAN HADDIES**



**THISTLE BRAND**

**Pure Castile**

**SOAP**

**Red Lion Brand**

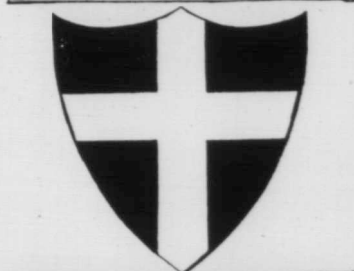
QUALITY NEVER VARIES

**Cox's Gelatine**



Always trustworthy. Full weight.

**VERDIN COOK'S**



**PURE ENGLISH SALT**

**Fry's Chocolates**



**LAZENBY'S**



**BROWNING SAUCE**

**LAZENBY'S**



**PICKLES**

**LAZENBY'S**



**TARRAGON VINEGAR**

CANADIAN AGENTS

**ARTHUR P. TIPPET & CO.**

MONTREAL.  
30 St. Francis Xavier Street

TORONTO  
43½ Wellington Street East

ST. JOHN, N.B.  
Prince William Street



# Grand Mogul Tea . . .

## Grocers Mark \_\_\_\_\_

Don't condemn all package teas because the common lead package does not please your customers. Try the new air-tight package. The best Tea and best package on the market.

Write us for Sample Chest.

**T. B. ESCOTT & CO.,** SOLE AGENTS FOR CANADA, **LONDON, ONT.**



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

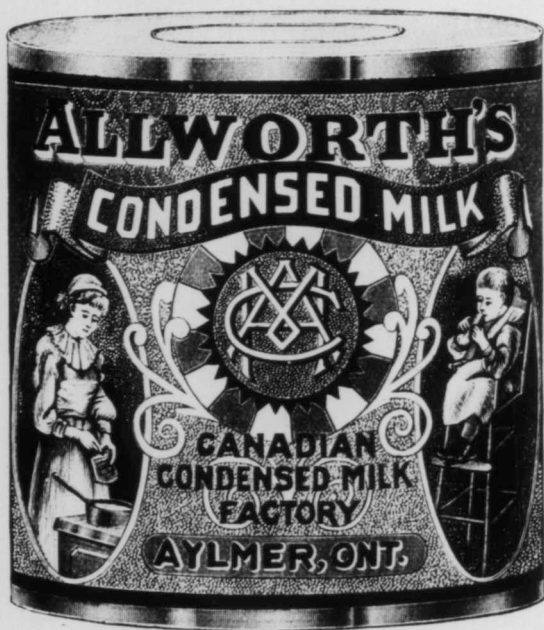
## “MONSOON” BRANDS

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

### Steel, Hayter & Co.

11 and 13 Front St. East, TORONTO

Growers and Importers



Mothers and Nurses should use this as an Infants' Food during the warm weather.

# The Test of Time

Has been applied to our Condensed Milk and Evaporated Cream, and they have stood the test in every particular. “Allworth's” goods ceased to be an experiment long ago, and your most exacting customers will be more than satisfied with them.

## G. C. ALLWORTH & CO.

AYLMER, ONT.

# HOT!

# YES, VERY

All the energy is taken out of salesmen. See that you have the following in stock ; they sell themselves :—

Ram Lal's Pure Indian Tea (in lead packages)

Batger's Nonpareil Table Jellies

Paterson's Eureka (Indian Chutney) Pickles

Paterson's Worcester Sauce

ROSE & LAFLAMME

Montreal.



... AVOID ...

**COMPLAINTS, ANNOYANCE AND LOSS**

BY HANDLING

## TANGLEFOOT

SEALED

**STICKY FLY PAPER.**





**SOLD BY THE FOLLOWING JOBBERS**

**MONTREAL.**  
 Evans & Sons, Ltd.  
 Lyman, Sons & Co.  
 Lyman, Knox & Co.  
 Kerry, Watson & Co.  
 N. Quintal & Fils.  
 Howden, Statke & Co.

**QUEBEC.**  
 W. Brunet & Co.  
 Edmund Giroux & Bro.  
 Dr. Ed. Morin & Co.

**TORONTO.**  
 Lyman Bros. & Co.  
 Northrop & Lyman Co.  
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**HALIFAX.**  
 Brown & Webb.  
 Forsyth, Sutcliffe & Co.  
 Simson Bros. & Co.

EACH DOUBLE SHEET OF

## TANGLEFOOT

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

**PROFIT 125 PER CENT.**

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

55 CENTS PER BOX.      \$5.00 PER CASE.  
 IN FIVE CASE LOTS \$4.75 PER CASE.

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

**ST. JOHNS.**  
 Dearborn & Co.

**HAMILTON.**  
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 E. D. Martin & Co.  
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**VICTORIA.**  
 Moore & Co.  
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**VANCOUVER.**  
 H. McDowell & Co.

**NEW WESTMINSTER.**  
 D. S. Curtis & Co.

**NANAIMO.**  
 E. Pimbury & Co.



**F. W. HUDSON & CO.**  
AGENTS TORONTO

**ARE SUPERIOR TO ALL OTHERS**



**SNIDER'S  
Tomato  
Soup**



**SNIDER'S  
Tomato Catsup**

All grocers should recommend them because they are the best.

**WRIGHT & COPP**

Dominion Agents . . . . TORONTO

**YOUNG & SMYLLIE'S**

**Licorice...**



**LEADS**

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

**SEE QUOTATIONS.**

**HOT CAKES**

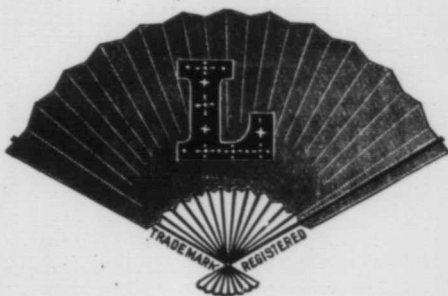
May sell well in cold weather, but

**Sweet  
Home  
Soap**

Sells all the time and everywhere.

# Rice

We have received from Japan a carload of 1st quality Japan Rice. Ask our travelers for sample and price.



# Teas

The quality of our "Fan" Brand teas is always superior. Do not forget to ask travelers for samples.

## EDWARD ADAMS & CO., London

ESTABLISHED 1844.

WHOLESALE GROCERS



## CHAS. SOUTHWELL & CO'S

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

**JELLIES**

**MARMALADES**

SPECIALTY IN

Clear Jelly Marmalades, Orange, Lemon, and Citron Peels

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

ORDERS CAN BE BOOKED THROUGH

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

### Marshall's Choice

## SCOTCH

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

## FISH

Warranted SOLELY from the  
FAMED ABERDEEN FISHERIES.

ARE THE BEST TO BE HAD

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

SALT HERRINGS, in tins and kegs,  
and RED HERRINGS, in tins.  
"CROWN" BRAND.

## DELICACIES

Specially adapted for family use. No household should be without them.

FOR SALE BY ALL LEADING GROCERS.

**Marshall & Co.**

Spring Garden Works, ABERDEEN, SCOTLAND.

**WALTER R. WONHAM & SONS,**

Sole Agents for Canada, MONTREAL,



Thousands daily drink . . . . .

# New York Ginger Ale

INCOMPARABLY THE MOST DELIGHTFUL HOT WEATHER DRINK.

If you are weary and heavy laden it will support and strengthen you; if hot and thirsty it will comfort and refresh you. Verily it is the Good Samaritan of summer beverages.

Have you tried its virtues? We give you an opportunity of doing good, both to your customers and to your bank account.

## French's Botanic Root Beer

Celebrated for its **Tonic Effects** and **Stimulating Properties.**

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

**WE MAKE**

**CHOCOLATES** DELICIOUSLY FLAVORED

**BON-BONS** THAT MELT IN YOUR MOUTH

**CARAMELS** MADE RICH WITH CREAM

Altogether Over 500 Lines of Candy. Write for Catalogue

**WM. PATERSON & SON - - BRANTFORD**



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

# THE CANADIAN GROCER

Vol. VIII. (Published Weekly)

TORONTO AND MONTREAL, JULY 6, 1894

(\$2.00 per Year) No. 27

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

THE J. B. McLEAN PUBLISHING COMPANY,

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AND

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LARD is a commodity which affords ample opportunity for adulteration. Unless the maker is not reckless in regard to the foreign substances which he places in the lard when rendering it, ten chances to one the average consumer will remain in ignorance thereof. That the renderers of lard know this is evident from the analyses which are from time to time made by the officials of the Inland Revenue Department of the Dominion. The report for 1893 has just been issued, and it shows that in the whole list of articles analyzed the proportion of adulterated to pure was larger in lard than in any other, namely, 33 to 38, or nearly 87 per cent, while 6 were doubtful. The total number analyzed was 77. Cotton seed oil was the chief adulterant used, being apparent, in some instances to the extent of 30 per cent. in 26 out of the 33 samples adulterated. Tallow and mutton fat were the other substances used. In Halifax, 8 out of 17 samples were found to be adulterated; in St. John, N. B., 4 out of 12; in Quebec district, 10 out of 12, the impure in each instance being American lard; in London, 2 out of 12; in Winnipeg, 6 out of 12.

It is a poor commentary both upon the honesty of the lard manufacturers and the

vigilance of the law when it is found that out of 77 samples of lard tested by Dominion analysts 33 should be found adulterated, 6 doubtful and but 38 genuine. Even the much abused milk men were able to make a better showing than that. Of the 188 samples analyzed they were able to produce 120 genuine. But the samples taken from the brewers turned out even better still: Out of 119, 107 were genuine, 12 doubtful, and none adulterated.

The law is clear in regard to adulterations. Adulterated food is defined by the act to be (1) such as is diluted with any substance which lowers its quality or strength; (2) such as has inferior or cheaper substances mixed with it, even although these may not be injurious to health; (3) such as may be deprived of any of its valuable constituents in whole or in part; (4) such as is an imitation of or sold under the name of another article; (5) such as is wholly or in part diseased or decomposed; (6) such as contain ingredients injurious to health; (7) if its strength or purity falls below the standard, or its constituents are not within the limits of variability fixed by the act or by the Governor-in-Council. The penalty for infraction of the law ranges all the way from \$10 to \$50. And yet in the face of all this we find the law so extensively violated. It is evident that more rigor needs to be generated somewhere.

The man who adulterates an article of food with a view to deception is, in plain English, a thief, and should be treated as such. Nothing can justify him. If an admixture of lard or any other commodity is demanded there is nothing to prevent a manufacturer

providing it. All that the law stipulates is that the article shall be labelled as a mixture, and that the foreign substance shall not be injurious to the public health. The law, therefore, while specific in its reading against adulteration is sufficiently elastic to allow the manufacture and sale of cheap compounds. The cause of complaint seems not to be with the law, but with the officers of the law.

The conference now in session at Ottawa is unique in the history of the British Empire. Present are delegates representing Great Britain, Canada and Australia, and its objects are primarily twofold: The extension of inter colonial and inter-imperial trade. Neither of these objects are of recent conception. Every reader of the newspapers knows this. But the conference now sitting in Ottawa is the first of the kind held within the British Empire. There was a conference of delegates from the colonies and Mother Country in London some seven or eight years ago. But its object was to discuss ways and means for the defence of the Empire; this at Ottawa the extension of trade within the Empire.

To Canada, more than any other member of the conference, belongs the honor of the conference. She is the key stone of it. Ten years ago such a conference was probably dreamed of by no one. And were the conditions the same now as then its possibility of being fruitful in results would have been doubted by everyone. The building of the C. P. R. was the first step in bringing about the conference. Next the need of a steamship service between Canada and the Orient was conceived and subsequently established. Then followed the idea of extending trade relations with Australia. To

promote this the Government of Canada offered to subsidize a line of steamships that would undertake to ply between the Antipodes and the Dominion. This induced a company of Australian capitalists to establish the desideratum about a year ago. Canada is now the stepping stone midway between Australasia and the Mother Land.

\* \* \*

But the building of the C.P.R. and the establishment of a line of steamships were not the only things to be done in order to develop trade between Canada and the Australian colonies: Canada has a tariff wall in the way; so has some of the Australian colonies. British colonies now and British colonies when the memorable tea party was held in Boston harbor are vastly different. The colonies are now virtually independent. But now and then, when special circumstances arise, it is found that there are still a few more of the threads of the apron string which hold us to the Mother Land that curtail our liberty somewhat and which we would like to have severed. There is a disposition among the Australian colonies to enter into some special tariff arrangements with Canada whereby the development of trade between us and them may be facilitated. But while Canada is free in this respect, the Australian colonies are not. Under the Imperial statute known as the "Australian Customs Duties Act, 1873," the Antipodean colonies were conceded the power to make laws imposing or remitting duties, whether differential or preferential, for or against one another, but the right to impose differential duties upon goods imported from Great Britain or from foreign countries was denied them. This right they now want given them; and the matter will be discussed at the conference now sitting, the outcome of which will probably be a formal request to the Imperial Government to comply with the wishes of the Australian colonies. The laying of an independent Pacific cable will also be considered.

\* \* \*

As to the results of the conference, time alone can but tell what their import will be. All parties to the conference will undoubtedly be benefitted to a more or less extent. As a result of the establishment of the direct line of steamships between this country and the Antipodean colonies, our trade with Australia and theirs with us is bound to expand; and when the difficulties in the shape of opposing tariff have been removed a still better

growth may be expected, especially after the fruits of a better acquaintanceship, as a result of the present conference, have developed. But that at the same time does not mean that Canada is the country that is going to receive the greater benefit. In fact she is likely to receive the least benefit. Many of the staple articles that Australia wants to sell us are the very same class of goods of which we ourselves are sellers. One of the delegates stated at the opening of the conference that his colony had cattle which they wanted to sell to Canada, and at extraordinary low figures. Well, now, Canada does not want to buy cattle; she wants to sell them. This is only cited as an instance. Then by facilitating the transport, both by water and rail, of Australian products to England, we are helping to carry a competitor's goods to market. Then, too, Canada will be assisting Great Britain to compete with us in the Australian market. But while Canada is likely to reap the least benefit from the selling point of view, it must be remembered that in respect to transportation the greatest benefit will accrue to Canada. She is the bridge, as it were, across which most of the merchandise is destined to be carried and the passengers between Great Britain and Australia and the Orient travel. The immediate benefit that will result to Canada from the conference is the advertising she will get. Next the different portions of the Empire represented will get a better acquaintanceship with each other and a knowledge of the wants of each in a trade sense. And for such a large portion of the earth's population to know each other better is to hasten the approach of that cosmopolitanism which is so desirable for the peace and welfare of the world. Success to the conference.

#### SPECULATION IN JUNE CHEESE.

THE "June deal," as it is called, or rather the purchase of the cheese output of the month of June, this year presents many new features.

Never before at this period of the year have the shipments to Great Britain been so heavy—being already over 300,000 boxes, or 21,000,000 lbs. of cheese—fully 100,000 boxes more than for the corresponding period last year.

The output also to date is heavier than last year, and the make in progress is admitted to be much greater.

Last year the cold storage establishments

contained little or no cheese, but to-day they are full to the brim.

In the face of all these conditions, which would naturally infer easier markets, buyers in the country have been having a regular scramble for cheese, and instead of the price being lower, the ruling cost at the different country markets last week was from  $\frac{1}{8}$  to  $\frac{1}{4}$  c. higher than it was the previous week.

It is difficult to explain this unusual condition of affairs except on the ground that the short interest for prompt and near-by shipment for June cheese is much larger than expected. As a matter of fact this is the case, and it is understood that no less than four or five of the leading firms of cheese exporters in Montreal have sold June cheese short to the extent of 30,000 boxes each, or in round numbers these are short on June cheese to the extent of 130,000 boxes, or almost half the month's entire output of the provinces of Ontario and Quebec.

This fact explains the way the markets have kept up on this side of the water in the face of cables quoting lower prices from the other side. These goods had to be had, and put the peg in which kept values up in the country so well.

That the deal has not been a profitable one is obvious, but as it is understood that English firms are partially interested with the Montrealers in the above deal, it is likely that a lot of this June cheese will be put into cold store and held either on this side or across the water for a turn in the market. Prices, however, are rather high for this season of the year, and it has to be borne in mind that when they go above a certain figure the English demand always stops.

It is more than likely, however, that with the appearance of the July make, which will be due in the course of a week or so, prices will react, and sharply too unless the people behind the recent purchasing are prepared to add to their already heavy load—a very unlikely thing, for it looks just at present, to use a popular phrase, that they have "bitten off more than they can chew."

The amount of money involved in a deal of 125,000 to 130,000, it may be interesting to know, is about \$800,000, which gives some idea of the magnitude of the deal in cheese.

The grocers and butchers of the Caterers' Union have a petition in circulation asking the chairman to call a meeting to discuss the advisability of having a weekly half holiday during July and August. It is thought that the grocers, butchers and dry goods dealers will probably arrange to keep the same half day.—Free Press, Winnipeg.

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## TRADE CHAT.

**A** NEW postoffice has been opened at Port Whitby, South Ontario, and another at Dudley, in East Simcoe.

Whitefish are reported as being plentiful this season on Lake Winnipeg.

E. D. Tillson, of Tilsonburg, is putting in a new cornmeal plant for the manufacture of cornmeal.

The Canada Shipping Co. will apply for legislation to reduce present capital stock and to issue preference shares.

The inland revenue receipts at Winnipeg for the fiscal year past ended were \$418,000, an excess of several thousand over previous years.

The Hudson's Bay Company have been awarded the contract for supplies for the Northwest Mounted Police for the coming year.

Bell & Co., the St. John, N.B., cigar men, have put in a plant for the manufacture of German mustard. They will turn out 100 bottles daily.

Birth—In Delhi, on Monday, June 25th, the wife of W. H. Whitside (traveler for the Delhi Canning Co.), of a son. Congratulations, Mr. W.

The Woodstock cheese board has passed a resolution regretting the defeat of Hon. Thomas Ball intyne, who has always taken a lively interest in dairying matters in Canada.

Smith & Taylor's new wholesale grocery, which will be located in the building formerly occupied by Wm. Wright, decorator, will be opened next week.—Times, Windsor.

E. C. Henderson & Co. have moved to the store lately occupied by W. McLaren. "Cheapside," is doing a rushing trade built up by a judicious use of printers' ink, good stock, etc.—Pick Me-Up, Picton.

Potato rot is what some farmers are troubled by. The seed rots after the plant is several inches high, and soon the plant wilts away. The trouble has never been extensive, but this year whole fields are being destroyed.—Gazette, St. John.

In water in which decaying vegetables have been infused the microscope discovers creatures so minute that 10,000 of them would not exceed in bulk a grain of mustard, though they are supplied with organs as complicated as those of a whale.

J. Youill & Sons, Carleton Place, have placed in their creamery a separator with a capacity of 800 pounds an hour. By this new improvement the milk can be passed through and the cream extracted therefrom and the milk given to the pigs before it cools.

With the view of warding off distress among the agricultural population in seasons of crop failure, Russian statesmen are preparing a scheme for the insurance of crops by the State. The insurance is to be com-

pulsory so far as farming lands are concerned, the rates varying according to the conditions of the various districts.

The total duties collected at the port of Toronto during the past month were \$215,935.69, being \$130,524.43 less than the same month last year. For the year ending June 30, 1894, the total duties collected were \$2,920,566.34, or \$648,714.54 below the figures for the previous year.

According to some recent statistics on the cost of living, an Englishman spends, on an average, \$48 a year for food; a Frenchman, \$47; a German, \$42; a Spaniard, \$33; an Italian, \$24; and a Russian, \$23. Of meat the Englishman eats 109 pounds a year; the Frenchman, 87; the German, 64; the Italian, 26; and the Russian, 51. Of bread the Englishman consumes 380 pounds; the Frenchman, 540; the German, 560; the Spaniard, 480; the Italian, 400; and the Russian, 635.

If "all flesh is grass" and "dust we are," and "the salt of the earth," what a country grocery store a man must be.—Ex.

Banks—"That young Wheatley is sowing wild oats at a fearful rate." Rivers—"And yet that young man to my certain knowledge was raised on good oatmeal."

Miss Snappy—"I wonder why Maud gave her age as 25 when she married old Moneybags?"

Miss Gappy—"Oh, I suppose she made a discount for cash!"—Harpers' Bazar.

Little drops of printers' ink,  
A little type displayed,  
Make our merchant princes  
And all their big parade.  
Little bits of stinginess,  
Discarding printers' ink,  
Bursts the man of business  
And sees his credit sink.

## HOW TO GET RID OF FLIES.

**A** MERICAN Grocer: A little fly is a big nuisance. Many flies are an intolerable pest. How to get rid of them is a puzzle to many retail grocers. Two of the correspondents of that lively little paper, "But—," offer the following:

NORRISTOWN, Pa., April 2, 1894.

DEAR "BUT—":

The remedy or prevention for flies is so simple that it is a wonder the grocers do not banish them altogether. The method is contained in one word, "cleanliness." Keep the sugar bins closed, the molasses in the cellar, the floor well scrubbed, glass covers on dried fruits, cakes and crackers in cans with glass fronts, and, in short, expose to the air no goods that attract the pests. The result will be a neat, tidy store, brighter and fresher goods and pleased patrons. There is no need of the ancient screen doors and sticky fly paper. The liberal use of water and elbow grease is cheaper and far more satisfactory, and the enterprising grocer who follows this plan will not only get rid of the

## ORIGINALITY

## HOW TO ATTAIN IT

By selling teas of unique character—teas which are always uniform and which possess a certain DISTINCTIVE FLAVOR with which your customers become fascinated, and by which their custom is always retained. It is this ORIGINALITY that everyone seeks. You can possess it by obtaining the agency for "SALADA" Ceylon Tea, in lead packets, for your town (if we have not already an agent there). Write us for particulars.

## P. C. LARKIN &amp; CO.

WHOLESALE AGENTS.

25 Front St. East. TORONTO.

flies, but cause increased sales. The writer knows by experience the merits of a clean tidy store.

YORK, Pa., March 30, 1894.

DEAR "BUT—":

My store is 15 x 30 feet, having two windows each 3 x 6 feet, three doors, two of which are half glass, and three transoms. So much for light. I do not hide my shelf goods with covers, have no paper on ceiling for flies to sit on, no screen doors to keep out fresh air and to be in the way of customers passing in and out, neither fly nor poison paper to draw flies and cause many dead ones to lie about. But during the entire summer, except on very dusty or stormy days, I have my two doors (one fronting north, the other east), and often the other door (fronting south) wide open. At the same time I have my sugar, etc., exposed, which generally attracts flies.

Now as to their presence, I rarely find a dead one, and the live ones are not so numerous that they cannot be counted with very little trouble. The secret is, they do not care to be in my store. I can only attribute this to the fact that for ten years I have been selling the Famous insect powder, and as I frequently weigh out and put it up in packages, the smell pervades the atmosphere, and, while it is not unpleasant and is perfectly safe and harmless to myself (who am handling it all the time) and to my customers, the flies seem to prefer to be elsewhere.

Now I do not claim perfection for this, and yet, the difference between the screen door and covering inconveniences, etc., and my simple and safe remedy with so few flies and so many advantages, such as plenty of light and fresh air, is very great.

But, if I am correct as to the cause, the question is, how to use it so that others may secure the same result. This I am not ready to answer, but I am ready to hear suggestions, and as "the proof of the pudding is in the eating," so my place is open for inspection for all, especially during fly time.

Respectfully yours,

W. H. WELSH.

**MONEY-WASTING ADVERTISING.**

BY NATHANIEL C. FOWLER, JR.

**T**HE man who says that all advertising pays is a liar. Half the advertising mediums are worth half charged for them. Half the methods of publicity are worth little more than nothing.

The circulation of the average advertising solicitor is twice as large as the circulation of his medium.

Half the advertising is placed because the man who asked for it knows his business.

Half the printed matter suits the compositor better than the man who sends it out.

Half the printed matter is ten times too long.

Half the advertisements attract nobody.

Half the descriptive catalogues are understood principally by their publishers.

Advertising will pay if not too much and not too little money is expended for it.

Economy is to be practiced in advertising.

Economy is to be practiced in everything.

Too much economy in advertising is just as unprofitable as too little of it.

The newspaper or regularly issued periodical is the fundamental back, sides, and bottom of all successful advertising, and all else, to be profitable, must be used in conjunction with it.

The circular has its place; so has the flyer, the hand-bill, the sign on the fence, the painting on the rock, the novelty, and everything else which tends to bring people to the store or to keep regular customers.

In every town of any size there are one or two directories.

The majority of directories are issued by concerns who grind them out by the yard and paste on new covers, getting their names from the other directories.

The directory publisher depends upon the advertisements and not upon the sale of the directory for profit, because it has no sale.

The majority of local dealers advertise in every directory.

It may pay to advertise in the regular standard directory of the town, but it never pays to advertise in directories not thoroughly standard.

If the advertiser thinks his advertisement in the back pages of the directory, surrounded by 100 or 1,000 more advertisements, is of any particular use to him, let him put a \$5 bill among these advertising pages, place the directory in the most conspicuous place in his store, and he will find that his money is about as safe in that directory as it would be in his safe.

The charitable programme, and programmes issued by other local entertainment committees, come under the classification of legitimate blackmail; that is, they are honestly issued, their publishers are leading men and women, and it generally does not pay the advertiser to refuse to place a small announcement in them, because by not doing so he is liable to get the

ill-will of regular or prospective customers. He must take this advertising space, although it is practically worthless in itself, and charge it either to charity or to profit and loss.

The advertiser issues a pamphlet, describing his goods.

He spoils it because he plasters his name all over it.

He gives information of interest to himself and not of interest to the public.

He is too technical.

He does not present his goods so that the public can understand what he intends to tell them.

He makes a directory of his catalogue when he should make of it an interesting book of reading.

More good money has been lost in catalogue and descriptive pamphlet advertising than in almost any other method of publicity.

The catalogue is indispensable, but its value is practically annihilated by overwriting it and presenting it to the public, typographically and otherwise, in a way which makes the public immediately throw it into the waste-basket without even a glance of recognition.

The flyer is illegitimate in that it is a cheap way of advertising—cheap in cost, and cheap in every way.

The flyer can be made to be of benefit if it contains the briefest matter, and only makes one point at a time.

The flyer should never be used to dispose of regular stock, but it can be used for the announcement of bargains, shop-worn articles, or anything else out of the usual line.

The newspaper announcement of bargains is worth much more than the flyer, but both can be used to advantage.

Never let a boy distribute flyers, unless the boy is guaranteed by some surety company.

If he is like the average boy, or like you as you were when a boy, he will leave from one to one hundred at each house, and give to each passer-by as many as he will take.

The circular left at the door seldom gets beyond the front steps, because the wind blows it away.

If the bell is rung, the servant girl takes the flyer into the kitchen, and there it remains.

About one out of a hundred circulars left at houses is seen by the inmates.

About one out of every twenty five handed to passers-by is read by the receiver.

A circular to be delivered at the houses, to be of any value, must be handsomely printed, and sent in a sealed envelope, properly addressed.

The circular given out upon the street must contain little matter and be in large type, that when the pedestrian drops it, and it happens to fall face up upon the sidewalk, it may then do a little good as a transient advertisement.

Signs on fences have been proven to be profitable.

Do not have the signs so near the street that the occupants of carriages cannot easily read them.

A large sign at a distance is much better than a small one near to.

Do not use the expression: "Go to Smith's," or "Smith's is the cheapest."

Paint lines of life.

Say something broad and out of the conventional ruts.

"Go to Smith's" means nothing.

"Smith's is the cheapest" is a hackneyed expression passed by everybody.

Of course the sign cannot be changed often, and therefore it must be of permanent character, but that does not interfere with its being bright.

If you know how to be funny, be funny in your signs.

Dry prose is bad enough, but cheap wit is an abomination.

The mile-board idea is not bad, although conventional.

If you put up mile-boards be sure that your distances are correct. It doesn't make a prospective customer feel very well to read while on the way that it is five miles to Jones', and then, after traveling a mile further, discover that he is five miles and a half away.

Be sure that your signs along the railroad are a considerable distance from the track, because passengers on a moving train cannot read letters close by the road-bed.

Advertisements on hotel blotters and depot clocks are worth comparatively little, because users of hotel blotters are transients, and people don't stay long in a depot if they can help it, and those who do are not generally townspeople.

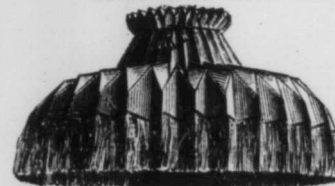
Stereopticon advertising sometimes is valuable, but is not generally worth as much as is charged for it. It is of too transient a character.

The advertisement in the regular newspaper generally pays.

The advertisement in anything else may or may not pay.

From one-half to three quarters of the advertising appropriation should go into the regular newspapers, the balance into catalogues and other printed matter.

ESTABLISHED 1850.

**LAMP SHADES FOR 1894.**

All the latest productions in  
**AMERICAN & CONTINENTAL SHAPES**  
PAPER. LINEN. SILK

Before placing your orders see Our Samples  
or write us for cuts and prices.

**JAMES A. SKINNER & CO.**

TORONTO, ONT., VANCOUVER, B.C.

---

# TEAS TEAS TEAS

We have in stock a full assortment of this year's crop

EARLY PICKED JAPAN TEAS

---

Lucas, Steele & Bristol

Wholesale Grocers  
..... HAMILTON

---

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

## Yokohama Japans

Wonderful values will be in store in a week.

BALFOUR & Co.

HAMILTON.

---

### JAMES TURNER & CO.

HAMILTON

---

## Picnic Parties' Provisions

CANNED AND POTTED MEATS

CHOICEST SINGAPORE PINEAPPLES IN TINS

MacLAREN'S IMPERIAL CREAM CHEESE

MORTON'S PERSIAN SHERBET

LIME JUICE, APOLLINARIS WATER

RAM LAL'S TEA

**SALMON PROSPECTS.**

H. O. Bell-Irving reports fishing prospects on the Skeena for this year very good though there has been very high water. A strike among the fishermen at first threatened some complication, but they are gradually coming in again one after the other and several boats went out on the 16th inst. The strike is chiefly confined to the Port Simpson Indians and is owing to a reduction of one cent in the price of fish. The number of boats this season has by mutual consent been restricted to 35 for each cannery, thereby increasing the likelihood of each individual boat doing better than they have done during previous years. No doubt when the fact is fully realized by the Indian fisherman, they will go to work again, because as a matter of fact, in spite of the reduction in the price of fish, the boats stand to make more this year even at the reduced figure than on former occasions. The water in the canon has been exceptionally high. On May 15th a canoe load of Indians attempted to get through, but the canoe was split in two and all the occupants drowned. The water too, is much muddier than usual, which is generally regarded as a good sign by the canners. The different canneries are all ready for work and a fair average pack is confidently expected this season.

On the Fraser fishing will most likely begin on July 5th, and the probabilities are

that there will be a larger number of boats out than ever before. It is satisfactory also, to be able to state that more white fishermen will be employed this season on the river than on any other occasion.—Advertiser, Vancouver, June 27.

**THE PICNIC SEASON.**

The season of picnics is well under way and nothing can be more timely for a grocery store than a picnic window. But, to do this properly, more is required than a mere display of goods. An attempt should be made to realize a picnic scene. In one corner of the window arrange the regular camp cooking place, with kettle. Have floor covered with sod, or green tea. In the middle of the window spread a white linen cloth, and in the centre, place picnic plates around the edge of the cloth, as if they were laid for the picnickers. Show the cups, pewter spoons, and iron forks. If you want to put in a supreme touch of realism, get some toy spiders and put them on top of an olive bottle or astride of a lemon. If you want to create fun, have a number of "Brownie" figures seated around a table enjoying themselves. A hammock stretched across one corner of the window, the introduction of foliage or boughs; all these things will help out the effect wonderfully.—By Harry Harman.

**COLOR HARMONY.**

The following general rules on color effects in window dressing, which are taken from a catalogue issued by an eastern concern, will convey an idea as to the character of its contents:

Red and violet do not accord well.

Orange and yellow accord incomparably better than red and orange.

Orange and green do not accord well.

Orange and violet accord passably.

Yellow and green form an agreeable combination.

Greenish yellow and violet blend nicely.

The arrangement of yellow and blue is more agreeable than that of yellow and green, but it is less lively.

Green and blue produce an indifferent effect, but better when the colors are deep.

Green and violet, especially when light, form a combination preferable to green and blue.

Burns, Philp & Co., Ltd., Australian merchants, have opened up a branch of their business in Vancouver, B.C., under the management of Frank Dogan, who has been for many years with the firm. The company is strong financially, and have numerous branches in Queensland, New Guinea and Western Australia, and are large buyers of all kinds of merchandise suitable for the Colonies.

# SUNLIGHT SOAP

THE LARGEST SALE IN THE WORLD.

Reduction  
IN  
PRICE...

TO THE GROCERS }  
OF CANADA: }

The Government having completed the Tariff amendments, and the duty on Laundry Soap having been slightly reduced, we have decided to give you the full benefit of that reduction; therefore, the price of "Sunlight" Soap will be lowered 20c. PER CASE, all round, and quotations on and after June 11th will be:—

1 Case, \$3.30, net cash, 30 days

5 Cases, \$3.20, net cash, 30 days.

(Freight prepaid on 5 cases and up.)

Grocers will now derive the handsomest profits on the best of all soaps—"SUNLIGHT."

**LEVER BROS., LTD.**

CANADIAN  
HEAD OFFICE: }

TORONTO.

**JUST RECEIVED**

**200 Half Boxes Currants**

(Finest Quality) also

1000 Puncheons Choicest Barbadoes Molasses

Ex. Barque "Prince Georges."

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

**NEW CROP JAPANS**

CHOICE AND MEDIUMS

**Crown Lobsters** "HALVES"

(NEW PACK)

**Sardines**

JACQUES & CO.

1/4s. Keyed.

**Davidson & Hay** 36 YONGE STREET **Toronto.**

**Soufflet Cases**

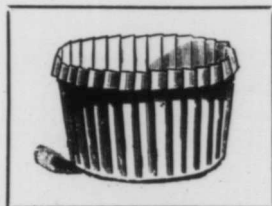
**Pie Collars**

**Ice Cases**

MANUFACTURED BY

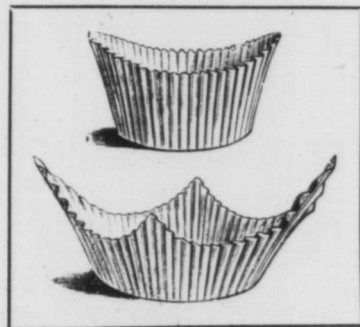
**MANSELL, HUNT, CATTY & CO., Ltd.**

LONDON, ENGLAND.



Soufflet Case

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



Individual Crimped Cases

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

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

SOLE AGENTS IN CANADA

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

**BARTON'S BAKING POWDER**

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

**New**

# Eagle Japan Teas

**In Store**

QUALITY UNSURPASSED.

Write for Samples

**M. MASURET & CO.**

Wholesale Grocers

LONDON, ONT.

**THE MACKEREL CATCH.**

**L**ATEST returns show that the New England mackerel fleet, nearly all of which have arrived from their first trip, landed 25,175 barrels salt mackerel. The landings up to the corresponding date last year were 14,510 barrels. Those of 1892 aggregated 5,500 barrels. The returns for the present year would thus tend to strengthen the opinion that has been expressed for some time past by experts that the season's catch will be a large one; but the uncertainties of fish are many, and there is more than a bare chance that the fishermen may not be as successful on their later trips, although reports from most sections are that mackerel are schooling freely. In accordance with usual custom, those fishermen who went out on a second trip will return in time to celebrate Independence Day whether they catch fish or not. Those who remained at home after the first trip will undoubtedly remain a few days after the Fourth. Meanwhile, the dealers will have a chance to trade on knowledge as to the extent of the supply for a week or two at least. The fish received thus far have been well taken care of. That is to say, dealers have purchased liberally, and distributed goods at prices showing comparatively small margin advance or average cost, besides giving a certain measure of support by taking up quite liberal quantities beyond what imperative wants dictated. The result is that Gloucester are 50 to 75c. up from the extreme lowest point of the season, and the offering somewhat reserved. As yet evidence is wanting that the cheapness of mackerel has led to increase in the consumption. Jobbers have purchased more liberally than they did a year ago, and their sales have been larger as well. It is, therefore, presumable that retailers will push the sale of the goods, and encouraging results from work in that direction may be heard before the fishermen arrive from the second trip. Regarding the European catch, very little and only fragmentary information has been received up to the present time, and it is problematical whether packers of Irish and Norway fish will send much stock here in competition with American caught mack-

erel at present prices. After paying duty, freight, commissions, to say nothing of allowances for inferior goods, etc., that frequently have to be made, the net financial return to the packer would be very small.—N. Y. Journal of Commerce.

**SQUARE DEALING.**

**I**N building a business, as in building a house, remarks Merchants' Review, the first care should be to secure a substantial foundation. If the foundation is all right one can then go straight ahead and build, with the assurance that his time and energy will not be expended for naught because the underpinning of the business is too weak to sustain it. Various kinds of foundations have been tried by business men, but none has yet proven so durable or given such satisfactory results as what we will call the square-dealing foundation. Build your business upon a basis of square-dealing and you will soon obtain the entire confidence of consumers, after which the active competition or trickery of would-be rivals, including the offers of such baits as cut prices, gift schemes, etc., will have no terrors for you. If the average retailer would follow the example of the most successful wholesale salesmen, he probably would find the business a more remunerative, certainly a more pleasant avocation. Such salesmen, we mean, as those who are at the head of their class in the grocery business, and to whom is often left, more than to the retailer's own judgment, the difficult and important task of selecting the proper kinds of tea, coffee, etc., to suit certain customers. Many retailers depend upon the salesman's judgment in regard to the purchase of novelties, as well as the staples, and if he urges a purchase of the novelty, that settles it, because they know that he cannot afford to deceive them, while they also are aware that his skill and judgment as a professional buyer are superior to those of most men in their own branch of the grocery business. The cautious warning, caveat emptor (let the buyer beware), to them has no meaning, because having bought from only one man

during a long period, they have found by experience that there has been no attempt to deceive, and that they can, in fact, rely better upon the salesman's judgment and honor than upon their own skill and practical knowledge. There are too many salesmen who could not be trusted in such a manner, and who, if put upon their honor, would not hesitate to betray the confidence of their customer, thinking it smart, perhaps, to do so. But for every one of these salesmen there are no doubt several of the first-mentioned class, and every retailer must have met such men and appreciated the advantages that they enjoy over their foolish competitors, by reason of the confidence that the merchant learns to place in them. It is equally an advantage, in dealing with consumers, to enjoy their confidence, and the merchant who refuses to recognize the importance of this suggestion will find before long that he has built upon an insecure foundation, and that the edifice is in danger of falling.

**VALUE OF ACCURACY.**

The president of a New England College, according to an exchange, in a recent address emphasized the moral value of accuracy. "There is a conscience of the mind," said he, "without the use of which no one can ever expect to become right-minded." But more than that he urged that accuracy is a joy. "Good study," he said, "is not a pastime—no one would claim that; but it may be made a very interesting business. Attention, if it is not strained, may become a source of pride and delight. I have no doubt that if we would cultivate the habit of accuracy, we might derive quite as much pleasure from it as from the Yankee substitute of guessing at things. Not only does devotion to accuracy bring its moral gains and its pleasures, though no more valuable. Whatever shallow cynics may say, in the long run it is the accurate newspaper that wins circulation, the accurate clerk that keeps his place, the accurate writer whose words are read and heeded. The engineer true to the second, the elevator boy careful about the niceties of stopping and starting and shutting doors, the office boy who observes where the waste-paper basket is used and puts it there—these rise, and others do not."





## Finest Scotch Fish

From the famed Aberdeen and Shetland fisheries, preserved and packed by A. & M. SMITH, Leith, Scotland.

Fresh Herrings  
Kippered Herrings  
Herrings in Tomato Sauce  
Bloaters  
Digby Chicks  
Cod Roes, etc.

**H. P. Eckardt & Co.**

AGENTS TORONTO

## Herrings

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

**T. KINNEAR & CO.,**  
49 Front St. E., TORONTO.

## Apples...

Bowlby's Preserved Apples  
in heavy syrup are a good selling  
line at present; also tomatoes in  
one gallon tins.

**SLOAN & CROWTHER,**  
WHOLESALE GROCERS,  
Toronto.

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

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

**J. W. LANG & CO.**  
WHOLESALE GROCERS  
59, 61, 63 Front St. East, TORONTO

## JAPANS...

Excellent Style  
and Liquor **10c.**

Best Value Ever Offered

Samples on application.

**WARREN BROS. & BOOMER**  
35 and 37  
Front St. East, TORONTO

1894

## L. CHAPUT, FILS & CIE,

.. MONTREAL ..

WHOLESALE GROCERS

Importers of

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

Established 1842

## Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

**LONDON, ONT.**

IMPORTED

## PICKLES

**PATERSON'S  
"EUREKA"**

**INDIAN CHUTNEY**

Sole Agents for Toronto,

**PERKINS, INCE & Co.**

41 and 43 Front St. East

We are in receipt of our

## NEW SEASON'S

Lemon, Orange  
and Citron Peels

Prices Lower than usual.

**SMITH & KEIGHLEY**

9 Front St. E., TORONTO.

## BARTON'S BAKING POWDER

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

# McALPIN TOBACCO Co.

Manufacturers,  
Toronto, Can.

## Our Specialties

CHEWING

BEAVER PLUG (Bright)

Jubilee Plug (Chocolate)

Tecumseh Plug (Bright)

AND

GOLD SHIELD (Black)

ALSO

FINE CUT CHEWING

Standard Kentucky  
and  
Apricot

...

SMOKING PLUG

Woodcock  
Solid Comfort, etc.

See "Prices Current."

McALPIN TOBACCO Co.

TORONTO

### DRY GOODS.

TORONTO MARKET.

**D**EMANDS from outside the city for anything but a few special lines of summer goods are very slim. Perhaps the most active line at present is men's furnishings in summer classes. Light colored neckwear, negligé shirts, linen and cashmere vests; linen, flannel, and other summer coats—these are the lines which are always selling, for the simple reason that the young man of to-day spends the first instalment of his income on his clothes. Cream cashmeres are favorites with the fair sex just now, although no wholesale house seems to have a large stock. Cream gloves in lisle, taffeta and silk are also selling well and are scarce with the jobbers. Wool crinkles are steadily moving out, and most wholesalers have found it necessary to repeat.

The French market in plain dress goods has an upward tendency, owing to an increased demand from the United States. Advances of from 5 to 7½ per cent. are reported.

Alexander & Anderson have just opened a new range of moire velveteens. In summer clearances they offer special values in laces, embroideries, ladies' underwear and hosiery.

Caldecott, Burton & Spence have maintained a full summer stock of their specialty—hosiery and gloves. Stainless black and stainless tan are in full display in hosiery, as are whites in all qualities. Black, tan and cream gloves are offered in their well-known lines and to suit the season's vagaries. In cashmere hosiery their range is never incomplete.

W. R. Brock & Co. report an extraordinary call for cream worsteds, cricketing flannels, light weight worsteds, e'c. The male portion of the community seem to be going in for this class of goods much more strongly than at any previous season. This house claims to have yet a very fair assortment of this class of merchant tailors' supplies.

Wyld, Grasett & Darling are offering summer clearances in prints at prices which ensure quick movement. Their lines need no recommendation. In linens they have a full display of towellings, tablings, glass-cloths, etc., among which are some very special prices despite the fact that flax is high at present.

MONTREAL MARKET.

The week has been a quiet one in dry goods in Montreal, a few more sorting orders for prints, gingham and dress goods being about the only business there is to note. A fair enquiry for cotton flannel is reported, and the same is to remark about silk goods. Payments continue much the same. Travelers are now out with fall samples for their placing trip, but it is too early yet, at the time of writing, to say what the prospects are.

### A UNIQUE SALT SAMPLE CASE.

**T**HE manner in which a commodity is displayed exercises an influence on its sale. If the package is attractive, it tends to induce business; if the package is unattractive, the opposite results are obtained. The proprietors of the Windsor Salt, for which the Toronto Salt Works are sole agents in Toronto, realize this fact; and they have distributed unique and attractive cases, containing samples of their product, among the trade. The case is of cardboard, covered with imitation of morocco leather, and across the cover, in striking gilt letters, are the words: "Windsor Salt Samples. Toronto Salt Works, City Agents." The interior of the case is divided into three compartments, containing samples of table salt, dairy salt and Acme table salt, all of which are covered in with a glass top. The package is an attractive addition to the grocer's counter.

### CANADA'S GREAT FAIR FOR 1894.

The Toronto Industrial Exhibition has now become one of the great events of the year in Canadian history, and is looked forward to by the people in all parts of the Dominion. We have received a copy of the prize list for this year's fair, which is to be held from the 3rd to the 15th September next. The amount of prizes offered is as large as ever, and there is every prospect of this year's show excelling all others, as there is no other great fair to conflict with it, and the directors have voted a large amount for novelties and special features which are bound to attract the people. The grounds are also being vastly improved this year. Any one desiring a copy of the prize list can obtain one by dropping a post card to Mr. H. J. Hill, manager, Toronto.

### NO ORDERS!

What takes the brightness off the morn,  
And leadens dullest days that dawn,  
Makes every rose turn out a thorn?  
No orders!

When discontented workmen wait,  
And well-paid travelers soundly rate,  
What makes them so bemoan their fate?  
No orders!

When costs work out absurdly high,  
And the "governor" asks the reason why,  
Who falls back on the well-worn cry—  
No orders!

What makes the wife at home sedate,  
The husband rue the married state—  
Its "sad results"—both soon and late?  
No orders!

When summer comes and neighbors fly  
To seaside joys and pleasures high;  
What makes the home-tied victim sigh?  
No orders!

But wait a bit, the tide will turn,  
The "governor," travelers, men will learn  
That life can sparkle yet again—  
With orders!

W. L. HASLAM, in Ironmonger.

J. F. EBY

HUGH BLAIN



**“Eureka” Salt** is the Standard for  
Dairy and Household purposes

**Canada**, and particularly our own **Province of Ontario**,  
is establishing a great reputation as a **butter** producing  
and exporting country. You cannot make good  
butter unless you use **good salt**. If you wish to be  
absolutely safe sell your customers Higgin's “Eureka”  
Salt.

It is the Very Best

---

Do You Want New Season's  
**JAPAN TEAS?**

---

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

The Jobber and the Grocer who is out for the business finds Eddy's Matches an indispensable part of his stock-in-trade. It pays to handle them.

The Jobber and the Grocer who deals in Eddy's Matches deals in an article that has given universal satisfaction for nearly half a century.

The Jobber and the Grocer who handles E. B. Eddy's Matches cannot suffer by any fall in price; he is protected against fluctuations in the market and has nothing to fear from a decline in price.

## THE E. B. EDDY CO. HULL, CANADA

### BRANCHES

Montreal, 318 St. James St.  
Toronto, 29 Front St. West

### AGENTS

F. H. Andrews & Son - Quebec, Que.  
Alfred Powis - - - - Hamilton, Ont.  
J. A. Hendry - - - - Kingston, Ont.  
A. P. Tippet & Co. - St. John, N.B.  
John Peters & Co. - - - Halifax, N.S.  
Tees & Persse - - - - Winnipeg, Man.  
Jas. Mitchell - - - - Victoria, B.C.  
E. A. Benjamin - - - St. Johns, Newfld.  
Resident Agents not } - Sydney, Australia.  
yet appointed } - Melbourne, "

**BARTON'S BAKING POWDER**

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

# MARKETS AND MARKET NOTES

## TORONTO MARKETS.

TORONTO, July 5, 1894.

### GROCERIES.

**N**O new striking features have developed in trade during the week. Business appears to be fairly satisfactory for the season, although the volume of business for the past week has been somewhat curtailed on account of the holiday. Payments are reported fair. Canned goods are moving in seasonable quantities at steady to firm prices. There is some demand for the better grades of coffees, of which there is a scarcity on this market. Rice is in good demand. The demand for sugar continues to enlarge, although it has not yet reached a point where it can be called large. Syrups and molasses are dull. In teas, new season's Japans are attracting most of the attention. The conditions in dried fruits are much as before, stocks of most lines being scarce and prices firm. The butter market is firmer in consequence of light shipments, and the price of green fruits is advancing owing to the railroad strikes.

### CANNED GOODS.

Tomatoes are in steady demand at 85 to 90c. Corn continues firm, with stocks low and demand good at 90 to 95c. Peas are in brisk demand at 80 to 85c. Canned peaches are getting very scarce, and prices are a little higher, at \$3.25 to \$3.40 for 3's and \$2.10 to \$2.25 for 2's. There does not appear to be any gallon apples to be had, and for the few preserved apples to be had there is a big demand. Other kinds of canned fruit are not much wanted. We quote as follows: Peaches, \$3 to \$3.25 for 3's, \$2 to \$2.25 for 2's; raspberries, \$1.65 to \$1.80; strawberries, \$1.90 to \$2.10; apples, 3's, \$1 to \$1.10, gallons \$2.75, and preserved fancy quarters at \$1.35 to \$1.40. Salmon continues in seasonable demand at \$1.25 to \$1.35 for tall tins and \$1.50 to \$1.60 for flat tins. Demand is just fair for lobsters, at \$1.85 to \$2 for tall tins, and \$2.40 to \$2.50 for flat tins.

### COFFEES.

There is a good demand for good grades of Rio coffee, but there are very few of these to be had. We quote green, in bags, as follows: Rio, 21 to 21½c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 21½ to 22½c.; Java, 30 to 32c.; Mocha, 27 to 28c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 22c.

### NUTS.

Nothing new to be said, trade being dull and prices unchanged. We quote as follows: Brazil nuts, 11 to 11½c. a pound; Sicily shelled almonds, 25 to 26c. a pound; Terragona almonds, 12½ to 13c.; peanuts, 10½ to 11c.

for roasted and 8 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12½ to 15c.; Marbot walnuts, 12 to 13c.; Bordeaux walnuts, 11 to 12c.; filberts, 9¾ to 10¼c. for sacks and 10½ to 11c. for small lots; pecans, 12¼c.

### RICE.

There is a good demand for rice, principally for "B" at 3½ to 3¾c. Demand is good for tapioca of medium quality at 4¼ to 4½c. We quote as follows: "B," 3½ to 3¾c.; extra Japan, 5¼ to 5½c.; imported Japan, 5¼ to 6¼c.; tapioca, 4¼ to 4½c.

### SPICES.

Trade remains much as before. Pure black pepper, 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 28 to 30c.; cloves, 25 to 30c.; pure mixed spice, 23 to 25c.; cream of tartar, 25c. per lb.

### SUGAR.

Demand is fairly good. There are a few carload lots moving, and an increasing demand is experienced for five and ten barrel lots. Buying however is still being characterized by more or less caution by both wholesalers and retailers. The ruling quotation is still 4¼c. for granulated, but this price is being shaded; yellows range from 3¾ to 4c.; raws 3¾c.

N. Y. Journal of Commerce, Tuesday: On the market for raws there is a sort of skirmishing position among operators who are contending over small fractional differences only, and neither buyer or seller looking for any radical change at the moment. In consequence there is neither pressure to realize or special effort to purchase, and business has no snap. Europe was rather firmer to-day. Refined have been dull. In verification of indications at the close of last week there was a reduction of 1-16 to ¼c. on soft grades, but that had no influence on business, as buyers were in quite a determined stand-off mood and about the only orders came from those who wanted some odd lot for assortment and could not wait until after the holiday.

Willett & Gray's Weekly Statistical: While conditions here, growing out of the duty agitation, tend to advance the quotations for refined, yet conditions abroad in beet sugar countries are not keeping pace in refined with our markets, and the offerings for the week of foreign sugars have been at a marketable parity. Trade is in a nervous condition, and in spite of a good demand for carrying stocks, refiners have melted beyond requirements, making an ¼c. per lb. reduction necessary as the outcome of the week's business. This reduction has not

increased the orders, and in order to keep the business up to the summer average in the present unsettled state of affairs generally it may be found necessary to make further concessions, though of this there are no present indications.

### SYRUP.

Market continues dull at previous quotations — namely: Dark, 25c.; medium, 28 to 30c.; bright, 35c. to 40c.; very bright, 45 to 50c.

### MOLASSES.

There is a little movement reported, mostly in Barbadoes. Prices are: New Orleans, barrels, 26 to 28c.; half-barrels, 30½ to 32c.; Barbadoes, barrels, 30 to 33c.; half-barrels, 36 to 38c.

### TEA.

May pickings new season's Japan teas are still attracting the most attention, and the demand is fair for them at 30 to 35c., but the bulk of the business will not of course be done until the arrival of the lower and cheaper grades of new Japan teas which will retail at about 25c. Samples of these lower grade teas are now being offered jobbers by brokers, and they are showing much better value than last season's teas. New black teas are expected to arrive on this market some time next month. Indian and Ceylon teas are quiet, and there is not much doing in Young Hysons.

Mail advices from London, under date of June 22, say that auctions of Indian tea were again extremely small, and no change can be reported. New season's teas are being catalogued more freely. Exports from Calcutta to U. K., from May 1 to middle of June were 3,850,000 lbs., against 4,080,000 lbs. same period last year. In Ceylon teas competition was good, but change can be quoted in rates, although prices of good liquoring kinds were here and there a little stiffer.

### DRIED FRUITS.

There is no change in the situation in regard to Valencia raisins. There is a little off-stalk to be had, and that is about all. Some houses are taking advantage of the prices prevailing to substitute London layers for Valencia raisins, and are able to sell them at a lower figure. We quote off-stalk at 5¼ to 6¼c., and fine off-stalk at 6½ to 7c. Currants are in steady demand at former quotations. We quote: Provincials, 3½ to 4c. in brls., half brls., 3¾ to 4¾c.; Filhatras, 4 to 4½c. in brls., and 4¼ to 4¾c. in half barrels; Patras, 5 to 5½c. in barrels, 5¼ to 5¾c. in half brls., 5 to 6½c. in cases; Vostizzas, 6½ to 7½c. in cases, 6¾ to 7¾c. in half cases; Panariti, 8½ to 9c. Although the demand has fallen off some-

**MARKETS—Continued**

what for prunes there is still a fair business doing, people buying more of this article than they otherwise would in consequence of the scarcity of dried and evaporated apples. The local market is almost bare of prunes. We quote: U's, 5½c.; B's, 7½.; bags, 3¾c.; casks, 4½ to 5c. Figs are dull and easy with quotations nominal. Small boxes, 7½ to 8c.; 5 lb. boxes, 7½ to 8c.; 10 lb. boxes, 8c.; 28-lb. boxes choice Eleme, 8½c.; 6-crown, 12½c.; 7-crown 13½c.; bags, 28-lb., 6½ to 7c.; taps, 4 to 4½c.; natural, 5½ to 6c. Dates quiet and easy, at 4¼ to 5c.; selected Hallowee dates 8½ to 9c.

**BUTTER AND CHEESE.**

The butter market is not in a satisfactory condition. There appears to be a fair quantity of butter in the country, but buyers and sellers are apart, the latter asking as high as 14 to 15c. f.o.b. outside. In consequence of this there is a scarcity of choice butter on the local market at the moment. The hot weather, too, has naturally tended to curtail the supply. Receipts are of course largely confined to dairy tubs, no inducements being held out for shipment of other kinds. Prices are firm, and jobbers experience no difficulty in getting 16c. for choice dairy tubs. There is not much creamery tub butter moving, and there is not much wanted. The factories are asking 18 to 19c., but little or nothing is being taken by the jobbers. There is a fair movement in creamery pound prints, and supplies are none too liberal. We quote jobbing prices as follows: Dairy—Choice tubs, 15 to 16c.; medium, 13 to 14c.; pound rolls, 17c. Creamery—Tubs, fresh, 19 to 20c.; pound prints, 20 to 21c.

Cheese is in fair demand and steady. Jobbers are not buying extensively, waiting for lower prices; 9½ to 10c. seems to be the ruling prices, although in some instances as low as 9¼c. is quoted.

**PROVISIONS.**

Trade in provisions is quiet. The only line which exhibits any life is smoked meats, for which the hot weather has created a good demand. Smoked backs are quoted a little firmer.

BACON—Long clear, 7½c.; smoked backs, 10 to 10½c.; breakfast bacon, 11 to 11½c.; rolls, 8½ to 8¾c.

HAMS—10½c. for smoked, and at 9½c. for pickled.

LARD—Pure Canadian 8¾c. in tubs, 9c.

in pails and 8½c. in tierces. Compound, 7½ to 7¾c.

BARREL PORK—Canadian heavy mess \$17 to \$17.50, Canadian short-cut \$17.00 to \$17.50, shoulder mess \$14.50, clear mess \$15.

**LIVE STOCK MARKET.**

The market was dull and weaker Tuesday with no disposition on part of shippers to buy. The depressed condition of British market was the chief reason. Total receipts at western yard were 40 car loads. The demand for exporters was light and the top price is \$4.30. A load was bought at this price, but they are to be turned out to grass and wait for a better market. There were a few other sales at 4 to 4¼c. The hot weather has had a bad effect on the demand for meats, and consequently butchers show little disposition to lay in stocks. The best butchers' cattle sold at 3½ to 3¾c. per lb., medium at 3¼c., and interior at 2¾ to 3c. Calves steady, with sales of good veals at \$4.50 to \$5 each. Sheep and lambs are weaker. The former sold at 3½c., weighed off cars, and rams at 2½c. Spring lambs sold at \$3 to \$3.70 each. Hogs in limited supply and prices firmer; the best light bacon animals are higher at \$5.30 to \$5.50 per 100, heavy fats at \$4.80 to \$4.90, stores at \$4.75 to \$4.80, sows at \$4 to \$4.25, and stags at \$2.50.

**GREEN FRUIT.**

The railroad strikes in the Western States are having their effect on the fruit trade here, very little seasonable foreign fruit now coming forward. As a consequence, prices are higher. Oranges are in good demand, with supply fair. There are a few California oranges on the market, but stocks are chiefly of Messinas. Lemon market is active, with prices in the ascendancy. Supply is getting short and the trade will soon have to look to foreign markets for supplies. Bananas are scarce and much higher on account of the increased holiday demand. Strawberries are coming in freely, but the season will soon be over. Domestic raspberries and cherries are beginning to arrive. We quote: Oranges, Cal. seedlings, \$2.50 to \$3.25; Messinas, half-boxes, \$2 to \$2.25, boxes, \$3.50 to \$4.75. Lemons, \$4 to \$5. Bananas, \$1 to \$2 per bunch. Pineapples, 6 to 15c. Strawberries, Canadian, 4 to 8c. Raspberries, 9 to 15c. Cherries, 75c. to \$1 per basket. California fresh fruit—Cherries, \$1.25 to \$1.50 per box; apricots, \$1.50; peaches and plums, \$2.50. Baltimore

cucumbers, \$2.50 to \$3 per crate; in barrels, 40 to 50c. per doz. Baltimore cabbages, \$1.75 to \$2 per crate. Tomatoes, Mississippi, \$1.60 to \$2 per four basket crate. California dried fruit—Peaches, 16 to 17c. per lb.

**COUNTRY PRODUCE.**

BEANS—Quiet, with prices much as before at \$1.20 to \$1.25 per bushel.

DRIED AND EVAPORATED APPLES—Are out of the market.

POTATOES—Are weaker, with demand good. Old stock are nominally worth 50c. on track, and for small lots out of stock 75 to 80c. is quoted. New Southern potatoes are quoted at \$2.50 to \$2.75 per barrel.

EGGS—There is a fair demand. Deliveries are not as free as they were and prices are higher at 10 to 10½c.

HOPS—Market is much as before. We hear of a sale of 10 bales of Canadian 1893 growth at 12c. here. Package hops, 20c. per lb.

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

HONEY—Dull; clover, in sections, 11 to 12c.; buckwheat, 5c.

**FISH.**

Trade continues quiet owing to the abundance of berries on the market. No change is reported in prices. We quote as follows: Skinned and boned codfish, 6½c.; shore herring, \$4 per brl.; boneless fish, 3½ to 4c.; boneless cod, 5 to 8c.; Lake Erie herring, \$1.50 to \$1.75 per 100; blueback herring 4c.; blue pickerel, 4 to 5c. lb.; yel. ditto, 5 to 6c. per lb.; salmon trout, 6c.; white fish, 6½ to 7c.; pike, 5c. lb.; perch, \$1.50 per 100; haddock and cod, 5½c. per lb.; steak cod, 5 to 6c.; large halibut, 10c.; brook trout, 25c. per lb.

**SALT.**

There has been a little falling off in sales during the past week, although a fair local trade is still reported. We quote: Dairy, \$1.50, special grade; brls., 90c.; coarse sacks, 58c.; fine sacks, 70c.; American rock, \$10 per ton.

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

HIDES—Are quiet at unchanged prices. We quote prices paid by dealers 3c. for No. 1's, 2c. for No. 2's, 1c. for No. 3's.

SKINS—Are moving a little, and an advance of 5c. is reported in prices. We quote:

**DIRECT**  
**CONSIGNMENTS**  
OF  
**Choice**

**GREEN**  
**COFFEES**  
JAVA, RIO, SANTOS,  
MARACAIBO, ETC.

**W. B. BAYLEY**  
& CO.  
IMPORT BROKERS  
42 Front St. E., TORONTO

Telephone No. 471. Established 1870.

**JOHN HAWLEY**

Provision and Commission Merchant

Butter Lard Cheese  
Eggs Apples Etc.

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

88 Front Street East, TORONTO

**ARRIVING DAILY**

Pineapples, Strawberries, Bananas, Messina and Valencia Oranges; Mikado, Jarbo and Eagle Brand Lemons, Coconuts, Cucumbers, Tomatoes, Cabbage, etc.

Write for Quotations. Consignments Solicited. Tel. 887.

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

ESTABLISHED 1874.

**JAMES E. BAILLIE  
PORK PACKER**

AND WHOLESALE PROVISION MERCHANT

86 Front St. East, Toronto.

Mess Pork, Bacon, Hams, Lard, Cheese.

Cold Storage for Butter and Eggs.

Country Consignments Solicited. Prompt Returns Made.

THE

Winnipeg Produce and Commission Co. Ltd.

WINNIPEG, MANITOBA.

We handle Grocers' Specialties, etc. Can we sell anything for "you" in this market? Write us. Good connection with Wholesale and Retail trade.

**COLD STORAGE**



And Freezing

Splendid cooling rooms for Summer.

Write for rates.

WE ALSO HANDLE

FISH, ORANGES AND LEMONS

**Aikenhead & Sloan**

13 Church Street

TORONTO

**OUR LIST:**

BANANAS, CHERRIES  
STRAWBERRIES,  
NUTS, FIGS, DATES,  
ORANGES, LEMONS

Prompt Shipments. Best Goods.

**CLEMES BROS.**

TORONTO

MARKETS—Continued

Lambskins, 25c.; pelts, 20c.; calfskins, 4 to 6c. per lb. for No. 1's and 2's.

TALLOW—Rules quiet. No change is reported in prices. We quote: Rendered, 5 to 5½c.; rough, 2c.

WOOL—A fair street trade is reported. No large shipments have been made since our last report; prices unchanged. We quote: Mercantile combing, 16 to 16½c.; clothing, 19c.; unwashed, 9 to 10c.

PETROLEUM.

Nothing new to report in oils. Trade is quiet and few shipments are reported. Prices are unchanged. We quote: 5 to 10 barrel lots, imperial gallon, Toronto—Canadian, 12 to 12½c.; carbon safety, 15½ to 16c.; Canadian water white, 16 to 17c.; American water white, 18 to 19c.; photogene 20c.

MARKET NOTES.

Watermelons are on the market and selling at 30 to 40c. each.

Smith & Keighley report large sales of their new season's Japan tea.

T. Kinnear & Co. are offering some new Japans to arrive at from 16 to 25c.

Perkins, Ince & Co. have a shipment of fine off-stalk raisins on the way from London.

W. M. Milligan & Co. have opened up a branch store in Yonge street near Gould street.

T. Kinnear & Co. are offering some New Orleans molasses at what they claim to be special prices.

Dawson & Co. are this week in receipt of two carloads of watermelons and one carload of new potatoes.

Eby, Blain & Co. are selling London layers instead of Valencia raisins, and at lower prices than the latter.

Dressed hogs sold as low as 2c. per lb. on the Toronto market Tuesday last. The hogs were good, but the weather was hot.

Eby, Blain & Co. are just in receipt of a carload each of Higgin's Eureka salt and canned corn and tomatoes.

Gunn, Flavell & Co. are selling such large quantities of their "Maple Leaf" brand of smoked meats that they cannot smoke them fast enough.

Sloan & Crowther are going extensively into handling cigars, and have just bought a large line which they say they will be able to quote at low figures. "Our Mr. Smith," said a representative, "is so taken up with

**JAMES A. HENDRY**

WHOLESALE AGENT

Representing ONTARIO ST., KINGSTON.

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

Orders Solicited. Prompt Attention Guaranteed.

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

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

**WM. HANNAH & CO.**

78 Colborne St., Toronto, Ont.

**J. Hunter White**

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

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

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

**FIRSTBROOK BROS.** TORONTO, ONT.

**BOX MAKERS**

WOOD PRINTERS, ETC.

SPECIALTIES:

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

**BANANAS ORANGES**

.. LEMONS ..

And all kinds of Tropical and Domestic Fruits.

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

Correspondence Invited. TORONTO.

**FOR SALE AT A BARGAIN**

**Steam Peanut Roaster**

**HUGH WALKER & SON**

Wholesale Fruit and Commission Merchants  
GUELPH, ONT.

**Graham, McLean & Co.**

Produce and Commission Merchants

77 Colborne St. TORONTO.

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

**RUTHERFORD & HARRISON**

Wholesale Produce and Commission Merchants

76 FRONT ST. EAST, - - - TORONTO.

We are open to buy large or small quantities of

**BUTTER AND EGGS**

Write us particulars.

Correspondence invited. Consignments solicited. Egg Carriers supplied.

Liberal Advances Made on Consignments

**DOMINION PRODUCE CO.**

86 Colborne Street, Toronto

**Commission Merchants**

Egg trade a specialty. Consignments of Crck and Tub Butter solicited.

Egg Cases Supplied.

Write us for Quotations

**BARTON'S BAKING POWDER**

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

## MARKETS—Continued

them that he will now smoke no other, and he's a connoisseur. What will suit him ought to suit anybody."

T. Kinnear & Co. have another lot of Golden Finnan Haddies.

Golden Finnan Haddies are for sale by Balfour & Co., Hamilton.

W. H. Gillard & Co., Hamilton, offer Golden Finnan Haddies.

M. Masuret & Co. have some tomatoes, and a few only of corn and peas.

Golden Finnan Haddies are being offered to the trade by J. W. Lang & Co.

H. P. Eckardt & Co. are receiving this season's pack Golden Finnan Haddies.

T. Kenny & Co., Sarnia, can supply their customers with Golden Finnan Haddies.

Donner, of Orangeville, has accepted the agency for Salada Ceylon tea for that town.

The price of Reckitt's blue is now as follows: Reckitt's square blue, 12 lb. box, 17c. per lb.; ditto, 5 lb. box, 16c. per lb.

C. Wilson & Son, 69 Esplanade, Toronto, have issued a complete catalogue of their refrigerators, scales, and various utensils useful to the trade.

M. Masuret & Co. report a ready sale for Hire's root beer and Tanglefoot sticky fly paper. These are reliable goods, pay the retailer a good profit, and are a ready sale this weather.

T. B. Escott, London: Our sales the past week for proof vinegar and pickling spices have been large,  $\frac{1}{8}$  lb. packages for 5c. have sold well. Teas are moving well especially Grand Mogul  $\frac{1}{2}$ s. and 1s., and Ceylo-China blends.

Saturday last Dawson & Co., retail fruiters, Brampton, had the largest business they ever had in any previous summer's day in their long history. In strawberries alone they retailed over 40 cases. Pretty good for a town of 3,500 inhabitants.

The Toronto Salt Works report sales in salt to be slightly on the decrease. They have had, however, an extra demand for Church's Potato Bag Finish, having sold a car Friday last, and nearly all of another by the Tuesday following.

Eagle Japan teas are in store with M. Masuret & Co. "We are pushing this well-known brand this month, and we guarantee style and draw. You can recommend these goods to your customers. If you have not handled them, write us for samples and prices," say that firm.

During the last two weeks agencies for the sale of Salada Ceylon tea has been opened in the following towns: Lindsay, Peterboro, Belleville, Windsor, Brighton, Oshawa, Newcastle, Norwood, Lakefield, Port Perry, Millbrook, Bowmanville, Brampton, Georgetown, Milton, Orangeville.

## MONTREAL MARKETS.

MONTREAL, July 5, 1894.

## GROCERIES.

THE fact of the holiday intervening has to a certain extent interfered with business in groceries during the week, and trade has ruled in somewhat smaller dimensions. Few new features of importance are to note, and there has been, up to the time of writing, no radical change in values. Sugar continues to furnish the main activity of the week, and the tone of values is strong. Teas exhibit no special change, while the same is to note in other lines. In dried fruit supplies are still in very small compass, and the demand for canned goods, with the exception of providing for future supplies, is conspicuous by its absence. In other lines there is not much change to note.

## SUGAR.

There is a steady demand for sugar, immediate consumptive requirements, now that the preserving season is on, increasing daily. This leads to a good volume of business in all grades, from granulated to cheap yellows. The tone of the market is steady, and the recent advances in values are well maintained. Granulated in round lots moves at 4 3-16 to 4  $\frac{1}{4}$ c. nett cash. Stocks of yellows are small, and keep so, refiners being closely sold up on all these grades. Sales are freely made at 3  $\frac{1}{4}$  to 3  $\frac{3}{8}$ c., as to quality at the factory.

## SYRUPS.

Business in syrups has ruled quiet with no feature of special importance to record. Bright goods may be quoted steady at 2 to 2  $\frac{1}{8}$ c., and dark at 1  $\frac{1}{4}$  to 1  $\frac{1}{2}$ c.

## MOLASSES.

In molasses the chief feature has been the receipt of unexpected news from Barbadoes of higher prices, cable quoting 19c. higher at the Islands. It has not had much effect on the spot market, however, which is steady at former prices under a quiet demand at 28c. in round lots; car lots, 29c., and single puncheons, 30c.

## TEA.

The tea market has furnished no special features since our last report. Very few lots of new crop Japans have yet come forward, and in consequence large buyers are not in the market yet. The result is a generally quiet market. In a jobbing way business is not brisk either. The tone, however, is steady, and it is questionable if goods could be got on as favorable terms now as orders for supplies were booked for in the early spring.

## COFFEES.

The coffee market does not present much activity, but rules steady with a fair demand. Maracaibo is the chief line to furnish any movement on the basis of 18  $\frac{3}{4}$  to 20c. in round lots and 21 to 21  $\frac{1}{2}$ c. in smaller quantities, and stocks of all grades on the whole are in moderate compass. We quote:—

Java, 24 to 28c.; Mocha, 25 to 28c.; Maracaibo, 19 to 21c.; Jamaica, 19 to 21c., and Rio, 18 to 21c.

## SPICES.

There is no change in the spice market, with nothing special to record in any line. Pepper is dull and steady, while cloves and cassia are quiet and firmer. We quote: Black pepper, 6 to 7  $\frac{1}{2}$ c.; white pepper, 10 to 12  $\frac{1}{2}$ c.; cloves, 7  $\frac{1}{2}$  to 9c.; cassia, 9 to 10c.; nutmegs, 60 to 90c., and Jamaica ginger, 15 to 18c.

## RICE.

The rice market is without any new feature. Demand is of a quiet but steady character, and prices are unchanged as follows: Standard, \$3.45 to \$3.70; Japan, \$3.95 to \$4.25, and Patna, \$4.25 to \$4.75.

## DRIED FRUIT.

Dried fruit continues quiet and unchanged, and it is likely to remain so for some time. There is no stock in first hands, and jobbers' supplies are scant also. Currants are quiet and unchanged with demand of an indifferent character. We quote: Off-stalk Valencias, 4  $\frac{1}{2}$  to 4  $\frac{3}{4}$ c.; fine, 5 to 5  $\frac{1}{4}$ c.; layers, 6 to 6  $\frac{1}{2}$ c.; currants, 3 to 3  $\frac{1}{2}$ c.

## NUTS.

Featureless and unchanged. We quote: Almonds at 11  $\frac{1}{4}$  to 12c.; shelled do., 23 to 29c.; shelled walnuts, 18 to 21c.; Grenoble walnuts, 11  $\frac{1}{2}$ c.; filberts, 8c.; pecans, 7  $\frac{1}{2}$  to 8c.; Brazils, 9 to 10c., and peanuts, 7 to 9c.

## CANNED GOODS.

There is no improvement to report in this branch of business, for aside from an occasional order for a lot of salmon for future delivery there is little to note. Business in this connection also is quieter than it has been, as buyers show a disposition to hold back at present. We quote: Lobsters, \$6 to \$6.50 per case; sardines, \$8.50 to \$9.50; salmon, \$1.15 to \$1.30 per doz; tomatoes, 80 to 85c. per doz; peaches, \$2 to \$2.10 per doz.; corn, 85 to 90c. per doz., and marrow-fat peas, 85 to 90c. per doz.

## GREEN FRUITS.

There is nothing very special to say about the green fruit market. Oranges are selling well at steady prices, and the clearing up as noted in our last and the hot weather has had a markedly beneficial effect on lemons, which are from 50c. to \$1 per box stronger. Pineapples are a light receipt and steady, and bananas meet a fairly ready sale. There are large supplies of strawberries and the market is easy. Cherries are in fair demand. We quote: Oranges, \$4 to \$4.50; lemons, \$3.50 to \$4 per box; pineapples, 18 to 30c. each; bananas, \$1 to \$1.25 per bunch; strawberries, 4  $\frac{1}{2}$  to 7c. per quart; cherries, California, \$1.25 to \$1.50 per box, and Canadian \$1.25 to \$1.50 per basket; California peaches, \$1.50 per box; apricots, \$1.25 per box; plums, \$1.50 to \$1.75 per crate.



**VANCE & CO.** Wholesale Fruit Produce and Commission Merchants  
**Bananas a Specialty**  
 Consignments of Fruit and Produce solicited. All orders will receive our prompt attention. **83 Colborne St., Toronto**

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

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

**AUSTRALIAN MUTTON**  
 We have been appointed sole agents in Canada for the  
**Sydney Meat Preserving Co.**  
 And have just received consignments per steamships "Warrimoo" and "Arawa" of the following:  
**Boiled Mutton, 2s. and 1s.**  
**Roast Mutton, 2s. and 1s.**  
**Corned Mutton, 2s. and 1s.**  
**Haricot Mutton, 2s.**  
**Stewed Sheep's Kidneys, 2s.**  
**Irish Stew, 2s.**  
**Sheep's Tongues, 2s.**  
 A large consignment of Sheep's Tongues, is., is expected on next steamer.  
 Prices to the wholesale trade on application.  
**BUCHANAN & GORDON,**  
 Winnipeg, Man.

Fine, Square Cut, Sugar Cured  
**SHOULDERS**  
**7½c.** In Barrel Lot.  
 Best Value in the Market  
**F. W. FEARMAN**  
**HAMILTON**

**MONTREAL MARKETS—Continued**  
**COUNTRY PRODUCE.**

There is a good demand for eggs in a small way, and sales are freely made at 10c., with round lots 9 to 9½c. per dozen. Beans are steady and sell at \$1.25 to \$1.35 per bushel of 60 lbs. There is a fair demand for tomatoes at \$2.25 per crate. No Bermuda onions are offering, but Egyptian are selling at \$2.50 to \$3 per bag.

**PROVISIONS.**

The provision market is without change. Pork and lard meet a slow demand, while hams and smoked meats generally meet a fair enquiry. We quote as follows: Canadian short cut, heavy, \$18.50 to \$19; do., light, \$17.50 to \$18; hams, city cured, per lb., 10 to 13c.; lard, Canadian, in pails, 9½ to 10c.; bacon, per lb., 10 to 12c.; lard, common refined, per lb., 7¼ to 7½c.

**BUTTER.**

The butter market is in a nominal position at present. Speculators have bought up all the June creamery they care to handle at present, and as the regular demand is small the market is very quiet. We quote: Fine creamery, 10 to 20c.; fine townships, 16 to 17c.; fine western, 15 to 16c.

**CHEESE.**

The cheese situation has not cleared up a particle since our last. Speculators in the country have continued to pay higher prices than it is possible to realize on spot, which makes business difficult. English advices are not encouraging and the market has far from a healthy tone. Finest Western colored, 9 to 9½c.; finest Western white, 9 to 9½c.; finest Eastern, colored, 8¾ to 9c.; finest Eastern white, 8¾ to 9c.; under grades, 8½ to 8¾c.

**ASHES.**

Ashes are quiet and unchanged. We quote first pots, \$4.10; seconds, \$3.65; pearls, \$5.40 to \$5.50 per 100 lbs.

**MONTREAL TRADE NOTES.**

Two more cargo lots of molasses have been received since our last, consisting of 2,000 puncheons, for John Pinder & Co.

Brokers here have been cabled with drawals of all offers on Barbadoes molasses except at 11c. at the Islands, an advance of 1c.

Refiners' stocks of the cheaper grades of yellow sugar are more closely sold up than they have been in a long time at the same season of the year.

Laporte, Martin & Co., wholesale grocers, have since their fire taken up new and commodious premises at 72 St. Peter street, (Continued on page 26)

**A. PAXTON & CO.,** 72 COLBORNE ST., TORONTO.  
 Pays Good Price for  
**Choice Dairy Butter**  
 All kinds of Country Produce Handled.  
**EGGS, 10½ TO 11 CENTS.**  
 GIVE US A TRIAL

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

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

**S. K. MOYER,**  
 Commission Merchant,  
**76 COLBORNE ST.,**  
**TORONTO, ONT.**  
 DEALER IN  
 Oysters, Oyster Carriers, Fresh and Salt Fish, Oranges, Lemons, Dates, Figs, etc.  
**Orders Solicited.**

**BUY** "Maple Leaf Brand"  
 of Smoked Hams, Rolls, Breakfast Bacon, Shoulder, and Pure Lard  
 They Please Everybody...  
**D. GUNN, FLAVELLE & CO.,**  
 Pork Packers and Commission Merchants.  
 .. TORONTO ..

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

**BARTON'S BAKING POWDER** PUREST, BEST AND GOES FARTHEST  
 Phoenix Coffee and Spice Mills, Toronto

# FLOUR AND FEED

THE flour market is quiet, but no change in prices is yet reported, and if indications are to go for anything the tendency will be towards higher prices. The Mark Lane Express, in its last issue to hand, has an elaborate estimate of the grain crop, in which it figures out a decrease of one hundred million bushels, the principal part of which is in Russia, India and the United States. This is but one of many arguments in favor of higher prices, but notwithstanding they still remain the same.

Owing to the hot weather that we have recently experienced, the sales of flour in the grocery business have been very small, as their customers are doing very little baking at home. They report, however, that the increase in the sales of bread, cakes, etc., has not been in proportion.

It is the habit of many grocers to stock up heavily in cheap flour and to carry a large assortment of brands of more or less good quality. Some of the trade seem to be of the opinion that there is but little demand for the best flour from customers, and often, through not keeping the best brands in stock, lose many sales. The better class of grocer cannot afford to be without some high grade flour in stock. Though the demand may not be so large at first, as for the cheaper family flours, it will increase, and the customer being well pleased, will speak of it to others, and the demand for it will grow.

## THE MARKETS.

### TORONTO.

**FLOUR**—Trade is very quiet. There has been no change in prices. We quote as follows: Manitoba wheat patents, \$3.65 to \$3.80; strong bakers', \$3.45 to \$3.55; winter wheat patents, \$3.45 to \$3.60; Ontario family, \$3.00 to \$3.25; straight rollers, \$2.90 to \$3.05.

**MILLFEED**—Prices are unchanged. At city mills bran is selling at \$15, and shorts at \$16.

**OATMEAL**—Demand is much as before with prices a little higher. Rolled and standard meals are quoted at \$4.35 in bags and \$4.50 in barrels; granulated, \$4.40 in bags; cornmeal, common, \$3.10; gold dust, \$3.25 to \$3.50.

**OATS**—The feeling is not so strong as it was, and we now quote 39½ to 40c. on track.

**CEREAL FOODS**—Split peas, \$3.75 per barrel; pot barley, \$3.75 per barrel; pearl barley, XXX \$2.25 per 49 lb box.

### MONTREAL.

Flour meets with a fair local demand. Winter wheat, \$3.60 to \$3.70; Manitoba patents, best brands, \$3.50 to \$3.60; straight rollers, \$3; extra, \$2.75 to \$2.90; superfine, \$2.50 to \$2.65; Manitoba strong bakers', \$3.40 to \$3.50; Manitoba strong bakers', best brands, \$3.45 to \$3.50.

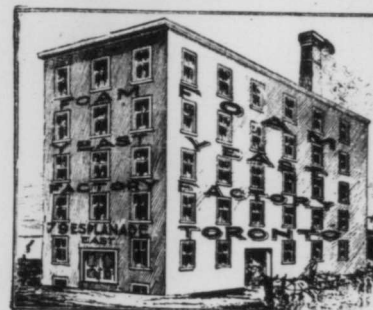
The feed market has a firmer tone, and bran and shorts are \$1 to \$2 higher. Bran, \$15 to \$16; shorts, \$18; mouillie, \$20 to \$22.

Oatmeal is unchanged. Standard, brls., \$4.25 to \$4.30; granulated, brls., \$4.25 to \$4.30; rolled oats, brls., \$4.25 to \$4.30; pot barley, per brl., \$3.90; split peas, per brl., \$3.40.

### ST. JOHN, N.B.

The millers who advanced prices much are now regretting lost business, as the market is drifting back to old figures, though still above them. Oatmeal is scarce and prices are advancing. Cornmeal is firm. Oats do not seem as firm as oatmeal, and at time of writing show a decline of about 2c. Oats are firm here. Canadian timothy seed is out of the market and American is marked up. Beans firm. Hay easy. We quote as follows: Manitoba, \$4.25 to \$4.35; best Ontario, \$3.50 to \$3.65; medium, \$3.35 to \$3.50; oatmeal, standard, \$4.40

to \$4.45; roller, \$4.65 to \$4.75; cornmeal, \$2.65 to \$2.70; middlings on track, \$20.50 to \$21.00; bran, \$19.50 to \$20.50; oats, local, 46 to 48c.; Ontario, 49 to 51c. on track; smalls, 50 to 55c.; beans, h.p., \$1.55 to \$1.60; prime, \$1.45 to \$1.50; split peas, \$3.65 to \$3.85; round peas, \$3.75; pot barley, \$3.85 to \$4.00; hay on track, \$12 to \$12.50; rice, 3¼ to 3¾c.; timothy seed, American, \$3.00; red clover, 11½ to 12c.; alsike, 13½ to 15c.



## FOAM YEAST

A NEW DISCOVERY. TRY IT.

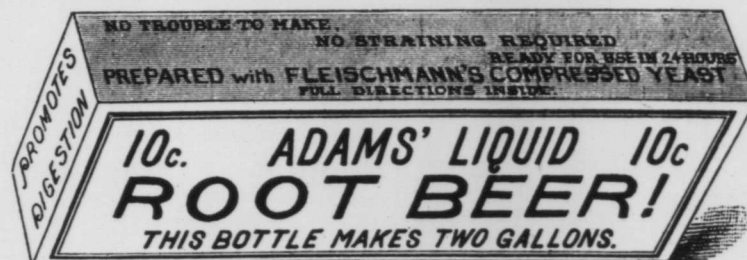
Put up in attractive tin boxes with hinged lid, keeping the yeast dry and in good condition 3 or 4 months longer than in wood.

36 packages to a box, price \$1.00.

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

FOAM YEAST CO.

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



10 AND 25c. SIZE.

The Canadian Specialty Co.

Dominion Agents.

38 Front St. East, TORONTO, ONT.

## SAPOLIO

The Old Reliable  
**SCOURING SOAP**

Of the world. Now is the time to lay in stock. . . .

EMIL POLIWKA & GO.

38 Front Street East

Dominion Agents. TORONTO, ONT.

Depots at MONTREAL, Q. and ST. JOHN, N.B.

## CRYSTAL RICE.



This is a nice light summer food.

Requires very little cooking.

In 25 and 50-lb bags.

For prices see Current Market Quotations.

The Canadian Specialty Co.  
TORONTO.  
Dominion Agents.

## BARTON'S BAKING POWDER

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

... WE OFFER OUR ...

# Queen Brand of Flour



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

## M. McLAUGHLIN & CO.

TELEPHONE 636.

Royal Dominion Mills, TORONTO.

### Every Grocer Every Family

Should endeavor to cultivate among his customers a demand for the **PUREST GOODS** that are produced

Should make it a point to procure the **PUREST GOODS** that are placed on the market

Our Graham Flour, Wheat Farina, Flake Barley, are the purest and sweetest of their kinds on the Canadian market.

Tilsonburg and the E. D. Tillson Mills are illustrated in this week's Saturday Globe—Read it.

*E. D. Tillson*, Tilsonburg, Ont.



**PARK, BLACKWELL & CO.**  
(LIMITED)

**PORK PACKERS**

— AND —

Wholesale Provision Merchants

..TORONTO..

Lowest prices to the trade.

SAMPLE ORDER SOLICITED.

### Embro 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.

### E. A. SHOEBOTHAM

247 DUNDAS ST., LONDON, ONT.

Grocery Broker and Mnfrs. Agent.

FOAM YEAST—Just try one 3 doz. box from your wholesaler at \$1. FAREWELL & RHINE'S Diabetic and Dyspeptic Flour, Watertown, N. Y. E. D. TILLSON'S Meals and Breakfast Cereals. EASY-BRIGHT Stove Polishes; EASY-BRIGHT Shoe Dressings. The very latest—The Edwards' Patent Bar Handle Lunch, School and Picnic Basket. **Orders Solicited.**



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

### DO YOU?

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

## BARTON'S BAKING POWDER

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

**MONTREAL MARKETS—Continued.**

right in the heart of the wholesale district, and opposite the west wing of the Board of Trade building.

According to advices to W. T. Costigan & Co., the tenor of primary markets on Japan teas is steadier, and that orders for supplies could not be filled as cheaply as earlier in the season.

A small shipment of 1,000 boxes of Valencia raisins was no sooner offered by a commission man here than it was distributed to the jobbing trade at full prices in the twinkling of an eye. Two houses took the whole of the lot.

There have been offers of samples of canned Australian butter, brawn and meats on this market recently from a canning firm in Sydney, N.S.W. The Australians are showing more enterprise than our merchants and manufacturers.

Laporte, Martin & Co., of 72 St. Peter street, have just received a fine lot of currants in half boxes, which they offer at very low figures, as per their advertisement.

The St. Lawrence Sugar Refinery received on Thursday last another large cargo of raw sugar on the ss. City of Lincoln, from Matanzas.

Laporte, Martin & Co., wholesale grocers, have sent the police pension fund a donation of \$100 in recognition of the able work done by the police in protecting their property at the recent fire in their premises.

Marshall & Co., the famous Scotch fish exporters, have advised their agents, W. R. Wonham & Sons, Montreal, that they are again able to fill orders for herrings in tomato sauce. The demand for Marshall & Co.'s Scotch fish is daily increasing.

**ST. JOHN, N.B., MARKETS.**

ST. JOHN, N.B., July 5, 1894.

**T**RADER is quiet and has been so during the month. Accounts are being paid fairly promptly, perhaps because they are being more carefully looked after than usual. Changes in the tariff still continue; this time, oddly enough, it is a reduction, the duty on factory filled salt having been removed. In flour values are dropping back to old figures. Oats and oatmeal are higher. Molasses, raisins, and pork, are firmer. In tea it is expected new goods will be extra value. One firm reports a purchase of 2,000 packages. There is a growing feeling in favor of blends. The business in Ceylon tea is also showing an increase. On account of large crops values are good at right prices for business. In lumber the market continues unfavorable. The large bulk of shipments are to British markets.

**SPICES**—Nutmegs are reported firm with prospects of higher figures. In consequence there is expected to be a shortage to at least some extent in the mace product. Pepper,

though low, shows firmness in price. Prices are: Cream of tartar, brls., 17½ to 18½c.; boxes, 20 to 25c.; nutmegs, 60 to 90c.; cassia, 18 to 20c.; cloves, 15 to 20c.; ginger, 18 to 22c.; pepper, 12 to 16c.; bicarb. soda, \$2.30 to \$2.38; sal. soda, 1 to 1½c.

**SALT**—The removing of the duty from factory filled salt has caused a drop of 15c. in the price, it selling from vessel side as low as 85c. Stocks though equal to demand are not large when looked at from the standpoint of former years. Coarse, 48 to 50c.; factory filled, \$1 to \$1.10; Canadian 5 lb. bags, \$3.25 per brl.; 10 lb. bags, \$3.10 per brl.; 20 lb. boxes, 20c.; 10 lb. boxes, 12c.

**TOBACCO**—This week we quote prices of Tuckett brands which are meeting with good demand. Smoking tobacco, T. & B. Myrtle, 59c.; Lily, 46c.; T. & B. Myrtle cut, 1-9s. 70c.; chewing, T. & B. long black, 12s. 48c.; long Mahogany, 12s. 48c.; Mahogany, 7s. 48c. McDonald's brands, Crown, 43c.; Pilot, 45c.; Index, 43c.; Napoleon, 49c. McAlpin's Beaver, 62c.; Tecumseh, 65c.; Jubilee, 59c.; Gold Shield, 49c.; Woodcock, 53c.; Army and Navy, 45c.

**OIL**—Market tends to lower values; prices of cod, seal and castor oils are marked down. Burning oil, best American, 18¼c.; best Canadian, 17¼c.; second, 13¼c., 60 days, no charge for barrel. Linseed, raw, 56 to 59c.; boiled, 59 to 62c. Turpentine, 45 to 47c. Seal oil, steam refined, 40 to 45c.; pale, 38 to 43c. Cod oil, 28 to 30c. Olive oil, 95c. to \$1.05. Castor oil, 6½ to 7c. Extra lard oil, 65 to 70c.; No. 1 lard oil, 60 to 65c.

**CANNED GOODS**—Values are firm; prices show no change from last week. We quote: Corn, 90c.; peas, 90c.; tomatoes, 95c. to \$1; gallon apples, \$2.40 to \$2.50; salmon, \$1.30 to \$1.35; lobsters, \$1.75 to \$2; oysters, 1's, \$1.50; 2's, \$2.20; corned beef, 1 lb. tins, \$1.75; 2 lb. tins, \$2.65; American peaches, 2's, \$1.65; 3's, \$2.65; Canadian peaches, 2's, \$1.90; 3's, \$2.90.

**DRIED FRUIT AND NUTS**—Evaporated apples are out of the market and dried are very scarce. Dates are firm. California loose muscatels, for which, owing to there being no Valencia layers to get, there is an increased demand, are firmer and prices will go higher. Nuts continue low. Dried apples, 7 to 7½c.; dates, 5 to 6c.; figs, 10 to 12c.; prunes, 5½ to 6c.; currants, barrels, 3½ to 4c.; cases, 4 to 5c.; raisins; Sultana, 7 to 7½c.; Valencias, 5½ to 5¾c.; layers, 6½ to 7c.; London layers, \$2.10 to \$2.20; loose muscatels, 6½ to 6¾c.; Egyptian onions, 2¾ to 3c.; French walnuts, 11 to 12c.; Grenobles, 13 to 15c.; almonds, 13 to 14c.; Brazil, 11 to 12c.; filberts, 9½ to 10c.; pecans, 12 to 13c.; peanuts, 10 to 11c.

**GREEN FRUIT**—Both wild and cultivated strawberries continue to come forward in increasing quantities, and are now both cheap and good. Cherries will soon arrive; large quantities are expected. Oranges continue

to go higher. Tomatoes and cucumbers are quoted lower. California peaches, plums, and cherries, are quoted. Lemons, \$3.50 to \$4; case oranges, 420s, \$9 to \$10; Messinas, \$5; pineapples, \$1.50 to \$2; bananas, \$2 to \$2.50; tomatoes, per crate, \$3.25; cucumbers, per dozen; 65c.; Watermelons, 65 to 70c.; California apricots, peaches and plums, per crate, \$2.50; cherries, \$1.75 to \$2.

**DAIRY PRODUCTS**—Butter continues very slow, with more arrivals than demand will take. Eggs are also slow, and poor eggs coming forward hurts the trade. Cheese continues in good demand and firmer. Firm creamery butter does not sell at price asked. Creamery rolls, 20 to 22c.; tubs, 19 to 20c.; dairy, 15 to 16c.; eggs, 8½ to 9c.; cheese, 10 to 10½c.

**MOLASSES**—Owing to a further advance of 1c. at Barbadoes this molasses is very firm here. Demand is good. New Barbadoes, 27 to 28c.; old, 26 to 27c.; fancy Porto Rico, 43 to 44c.; choice, 33 to 35c.; seconds, 28 to 29c.; Antigua, 27 to 28c.; St. Croix, 27 to 28c.

**SUGAR**—There is no change in quotation. Granulated, \$4.30 to \$4.40; yellows, 3½ to 4c.; Barbadoes, 3¾ to 4c.; Paris lump, 6 to 6¼c.

**FISH**—Dry fish are quoted lower owing to increased arrivals and small demand. A very large business is being done in fresh salmon. Lobster season is closed; catch has been poor and prices low. Outside of salmon there are no fresh fish to speak of, which is unusual for this time of year. Large codfish \$3.50 to \$3.75; medium, \$3.25 to \$3.50; pollock, \$1.75 to \$1.85; salmon, 9 to 10c. per lb.; lobsters, \$5.50 to \$6; bay herring, \$1.40 to \$1.50; smoked herring, medium, 11 to 12c.; lengthwise, 10 to 11c.

**PROVISIONS**—Plate beef is lower. Pork firm with higher prices looked for. The change in duty has caused an increase in importation of short cut. Clear mess pork, \$18.50 to \$19; P.E.I. mess, \$16.75 to \$17; prime, \$14 to \$14.50; plate beef, \$13 to \$13.50; extra plate, \$13.75 to \$14; pure lard, 10 to 11c.; compound, 8½ to 10c.

THE . . .

## STRATHROY CANNING AND PRESERVING CO.

Packers of all kinds of

(LIMITED.)

### Fruits . . . Vegetables and Meats

All goods guaranteed first-class.

Office and Factory:

STRATHROY, ONTARIO.

**BUY RELIABLE GOODS**

.. Quality Is Our Aim ..

**VEGETABLES:**

Tomatoes, Corn, Peas, Etc.

**FRUITS:**

Pears, Peaches, Strawberries, Etc.

**Lakeport Preserving Co.**  
LAKEPORT, ONT.

**Again Ahead**



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

**PURE MALT VINEGAR**

They are the best goods packed in Canada.

**The Kent Canning & Pickling Co.**

CHATHAM, ONT.

**IMPROVEMENT THE ORDER OF THE AGE**

—AND—

**The "LION BRAND"**

**Canned Goods Leads !!**

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

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

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

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

TRY \_\_\_\_\_

**PHOENIX BRAND**

**CORN PEAS TOMATOES.**

Factory, Welland, Ont.

**W. E. HARDISON, Manager.**

**LYTLE'S PICKLES**



Are Superior to all others.

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

**LION "L" BRAND**

REGISTERED TRADE MARK.

PURE GOODS.

JAMS, JELLIES, VINEGARS, PICKLES.

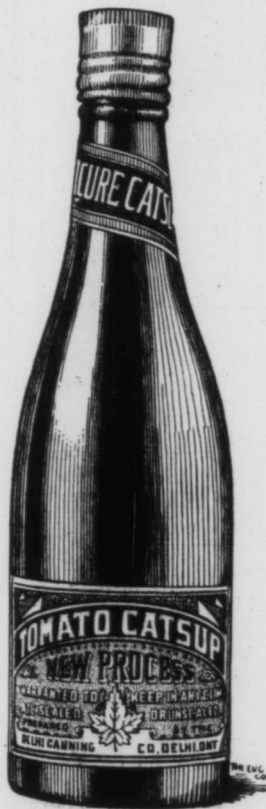
The largest factory of the kind in the Dominion.

DIPLOMA AND MEDAL Toronto Exhibition, 1893.



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

**IT PAYS YOU NO PROFIT**



Unless you sell it. Just try a sample lot and notice how the wrinkles disappear from your purse. It is the catsup your best customers like, so let them have what they want, and hold their trade.

**Delhi Canning Co.**

DELHI, ONT.

**BARTON'S BAKING POWDER**

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

**TRAIN THE MEMORY.**

**A** MEMORANDUM is a good thing for many purposes, but we should learn not to depend upon it for things which we ought to "have at our fingers' end," for knowledge that ought to be part of our very selves, says a contemporary. The Earl of Chatham, in those famous letters to his nephew, advises him not to depend much on his memorandum book. "Your memory," he says, is a good friend, who if you do not trust him will soon cease to serve you."

A junior partner in a house was one day seated before a table with samples, a microscope and a new memorandum book, determined to learn and note down everything that was to be learned about cloth. The old partner came along and advised him to put up his glass as he might possibly need it some day, though not likely; then burn the memorandum and go among the goods; look at them, feel of them, learn to know them thoroughly, ask questions, remember what he heard, and before he knew it he would be able to tell the value of a piece of goods in the dark. "You can't learn this business by rule, young man," he said, "you've got to absorb it."

You know that with dexterity a trained hand can turn off its accustomed work. Just so a trained memory can imbibe ideas, can ticket and lay them away on the shelf in excellent order, ready to be brought out whenever called for. As one has said, "People talk about being blessed with a good memory, but anyone of ordinary mental capacity may bless himself with that useful article if he will but try."

A frequent review of knowledge is quite a help to retain it, especially in the start. Rapidly run over at night the points you have gained through the day. Study over those you have noted down, and transfer them to the mental ledger, so you may never have to recur to the same on the place-book again.

A "sponge" is not thought to represent just the kind of character to be cultivated, but if we would all learn to absorb knowledge sponge fashion, we should be great gainers. Be just as much of the sponge as you can in taking up information about your business, from every available source.

**AN OPINION RE BUTTER.**

"I think there are some people who are going to be left on butter," said a commission man Tuesday. "I know where to go out and get two carloads in a day's drive, and every pound of it in country stores, some country storekeepers having as much as one hundred to one hundred and fifty tubs in store. The market is almost purely speculative. The Montreal people are paying pretty full prices, but they are going to get filled up shortly as they have before. We had in-

tended buying a few carloads, but we shall not do so now. We prefer to wait for the fall, when prices cannot be higher than they are now, while we will be able to save the interest on our money."

**HE'S WEDDED TO POVERTY.**

An up town grocer says he "can't afford to subscribe," and complains that there is nothing in trade papers nowadays.

That's so; nothing but the news of grocery associations, announcements of new business establishments, failures and business changes, accurate and sensible statements of the news of the trade, authentic market quotations of butter, eggs, provisions, fruit and produce; a reliable list of the ever-changing prices of staple groceries, every available item of reliable news concerning the growing crops and the probable condition of the future markets; editorial comment, interesting reading, humorous paragraphs, and advertising columns filled with tempting bargains by the leading merchants in the trade, which alone are worth many dollars each week to the grocer who reads them carefully. Come to think of it, a grocery paper is an expensive luxury and the law should compel publishers to put three cents' worth of news in each issue. Perhaps the up-town man can't really afford to subscribe because he is paying a big bonus for someone else's judgment to run his business, but he's wedded to poverty all the same.—Cash Grocer, Philadelphia.

**THE TRAVELER CONVINCED HER.**

**T**HE other day an omnibus, full of passengers, drove up to its suburban terminus, says a contemporary. Side by side sat a commercial traveler and a lady temperance lecturer. The commercial traveler seized his bag and made a move to get out. The lady made a snatch after him and he halted.

"I beg your pardon," she said, "but you have my bag."

"You are certainly mistaken, madam," the traveler said, courteously but firmly, "This bag is mine."

"No, sir," the lady replied firmly, "it is mine. I should know it among a thousand. You must not take it."

But the traveler persisted and the lady insisted, and they came very near quarreling.

Presently one of the passengers pointed to a twin bag in the omnibus, and said:

"Whose is that?"

"It isn't mine," said the traveler. "It is just like mine, but this is mine."

"And it isn't mine," said the lady. "He has mine, and I want it, and I'll have it. It's a pity if a lady can't travel alone in this country without being robbed of her property in broad daylight."

Finally the traveler said he would open the bag to prove his property.

The lady objected at first, saying she did not want her bag opened in the presence of a crowd of strangers.

But as there were no other means of settling the dispute, she at length consented.

The traveler took out a key, opened the bag, and the curious crowd bent forward to see.

On the top of everything lay a big, flat flask, half full of whisky, a pack of cards, meerschaum pipe, a quarter of a pound of tobacco, and a snuff box.

The traveler was the first to recover his self-possession and speech.

"Madam," said he, "You are right. The bag is yours. I owe you a thousand apolo—"

But the lady had fainted and the traveler relocked his bag with a quiet smile.

Early in the afternoon a sign painter received a note in a feminine hand, asking him to come to a certain house to mark a black bag in white letters a foot and a half long.

**PERSONAL MENTION.**

A. M. Smith, of Smith & Keighley, is still improving.

E. McCoy, with Lucas, Steele & Bristol, Hamilton, has been laid up again, THE GROCER is sorry to hear. Mr. Steele and John Stuart have been calling on some of his customers for him. He expects to be on the road next week.

E. B. Eddy, the well known manufacturer and head of the E. B. Eddy Manufacturing Company, of Hull, Quebec, was married at Halifax, on Wednesday, the 27th ult., by Rev. William Fraser, to Miss Jennie Shireff, daughter of John Shireff, high sheriff of Northumberland Co., N. B.

**A MEEK MAN.**

A demure-looking little man approached the haughty clerk in a grocer's shop, and meekly asked if he had any coffee to sell.

"We have ground coffee," said the young man.

"No other kind?"

"None. This is the best ground coffee on the market."

"But I don't want it," the little man braced up. "I got some sugar here the other day with sand in it, and I don't want coffee with ground in it. You must think I want the earth."—Harlem Life.

The second annual promenade concert of the City Travelers' Association, Toronto, to be held on Monday week, 16th inst., on the steamer Chippewa, promises to be a successful affair. That is at least if the preparations that are being made are any criterion. In the ladies' cabin there will be a vocal and instrumental concert under the direction of R. M. Corrie. On the promenade deck there will be dancing to the music of Glionna's orchestra, while card rooms will be placed at the disposal of those who have a preference for cards, checkers, etc.

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

**WILSON'S  
 PURE MALT  
 VINEGAR**

BAY ST., TORONTO

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

.. WRITE FOR PRICES ..

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



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

**GEO. ROSSITER,**  
 Brush Manufacturer,  
 10 to 14 Pape Avenue, TORONTO  
 Machine Brushes Made to Order  
 SEND FOR PRICE LISTS

**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.,

*Slee, Slee & Co.*  
 makers of  
 ESTD 1812.  
**Pure Malt Vinegar.**  
 London, England.  
 Batty & Co have for half a century used  
 Slee, Slee & Co's pure malt vinegar in making  
 their genuine pickles & sauces.

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

**Golden Finnan Haddies**



EVERY CAN GUARANTEED

Canners Agents:

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

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



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

**BARTON'S BAKING POWDER**

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

# SURPRISE SOAP

The best  
For  
Washing Clothes

## BRANCHES—

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

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

## LIME FRUIT JUICE.

THE island of Montserrat, says an exchange, is considered the most healthy of the Antilles; it is eight miles in length by a breadth of five miles; the temperature is uniform, with an average of 70 to 80 degrees Fahrenheit, and is almost entirely cultivated by the Montserrat Company for the production of limes and arrowroot.

In 1632 it was colonized by English settlers, each working his own farm. Like the adjacent islands, it was long a bone of contention between the English and the French, and even now some of the massive guns used in the contests may be found on the tops of the steepest ranges, partially concealed by the thick tropical vegetation.

The French took the island in 1664, restored it to England in 1668, retook it in 1782, and finally gave it up in 1784.

Lime fruit juice has become a standard article in the stock of every first class store. It is all important that it should be of high grade. It is a delightful, healthful and economical beverage, and is regarded highly beneficial in all cases of gout, rheumatism, dyspepsia, or any form of blood impurity. It is desirable to use with aerated waters. The "Montserrat" is made from limes, specially cultivated on the plantations of the Montserrat Company, and gathered just at the time when the fruit is best adapted for pressing. In order to obtain fruit

juice which will improve with age, the perfectly ripened limes are only partially pressed. The pulpy matter and fallings from the trees are pressed separately and used in the manufacture of citric acid.

Much of the lime juice imported from the West Indies is pressed from limes in all conditions, and very soon decomposes. This accounts for the trash found in the market at the present day.

## MONTREAL RETAIL GROCERS.

The Montreal Retail Grocers' picnic takes place on July 18th, to St. Rose, and the association begs to acknowledge with thanks the following donations: A. S. & W. H. Masterman, cash \$5; J. A. Vaillancourt, cash \$5; Laporte, Martin & Co., cash \$10; Caverhill, Hughes & Co., cash, \$15; N. Quintal & Fils, cash \$30; the Canada Sugar Refinery, cash \$25; S. H. & A. S. Ewing, cash \$10; J. C. Wilson & Co., cash \$10; Hudon, Hebert & Co., cash \$25; Wm Dow & Co., cash \$25; the St. Lawrence Sugar Refinery, cash, \$50; Chas. Langlois & Co., cash \$10; the Canadian Brewing Co., \$25; the Laing Manufacturing Co., one silver cup, one butter cooler, one pickle stand; Christie, Brown & Co., one silver water pitcher, value \$12; one salad dish, value \$10.50; one berry dish, value \$10; one cake dish, value \$7.25; one butter dish, value \$2.50; one salt dish, value \$2.50; M. Hickey, one barrel flour; St. Croix Soap Co., 1 box Surprise soap.

## KEEP KICKING.

Once upon a time, says a contemporary, two frogs who had been living in comfort and ease in a cool pool of clear water were accidentally scooped up by a pious milkman in a bucket of water which he poured into his can in order to give his milk more body, and thereby increase his revenue. The frogs were astonished to find themselves in an unknown element in which it was not possible to support life, and they had to kick vigorously in order to keep their heads above the milk. One of them, disheartened by being shut up in the dark in an element new to him, said: "Let's give it up and go to the bottom; it's no use kicking any longer." The other said: "Oh, no; let's keep kicking as long as we can, and see what the outcome will be. Maybe things will change presently." So one frog gave up and went to the bottom. The other kept kicking, and when the pious milkman got to town and opened his can, behold! the frog had kicked out a lump of butter large enough to float him, and he was sitting on it very comfortably.

Moral—In hard times never give up, but keep kicking.

Joseph Morris, manager for Mahaffy & Clinkskill, Leithbridge, N.W.T., is visiting points in Ontario and Quebec, on his marriage trip. He is an old Ontario boy, coming originally from Blenheim, and has, like most other Ontario boys, made a success in his new field. He speaks very favorably of business in his district, where they depend largely on ranching and coal mining.



Indispensable to the Tea Trade.  
**THE PERFECTION TEA MIXER**  
 IN THREE SIZES:  
 25, 50 and 100 POUNDS CAPACITY  
 An Enclosed Cylinder and Drawer.  
 Manufactured only by **QUICK, CLEAN, CHEAP.**  
**J. A. GOWANS,** 1444 QUEEN ST. WEST,  
 TORONTO.

**ROYAL DANDELION COFFEE**

We find it necessary to state that the great celebrity our Royal Dandelion Coffee has attained has induced various imitations. We therefore caution the public against allowing themselves to be supplied with a spurious article, that only being genuine which is put up by us. **THE ROYAL DANDELION COFFEE CO.**  
 Henry J. Keighley, Manager,  
 468 King St. West. Telephone 1610.



Thousands

OF

Consumers

are praising the merits of . . .

**AMMONIA SOAP**

MANUFACTURED BY

**W. A. BRADSHAW & CO.,**

**TORONTO.**

.. **FINEST** ..

**British Columbia Salmon**

**TURNER, BEETON & CO., VICTORIA,**

OWNERS

The old and celebrated Skeena River brands:

Also agents for the following well known and well packed Fraser River Brands:

"Inverness" and "Balmoral"

- The Lulu Island Canning Co. - Empress Brand
- The Pacific Coast Packing Co. - Emblem Brand
- The Terra Nova Canning Co. - Gold Ring Brand

**INVERNESS BRAND**--This brand secured Gold medal at Antwerp, Silver medal at London, and medal and diploma at Chicago for superiority of color, flavor and neatness of pack.

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

.. **ODART'S SPECIALTIES** ..

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

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

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



**W. A. McCLEAN & CO.**

Pork Packers - Owen Sound

CURERS OF THE FAMOUS

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

WRITE FOR QUOTATIONS

**Canadian Agent Wanted**

Cooney's Manufacturing Co.  
 (Limited), Dublin, Ireland

Require an energetic agent, purchasing or commission, to sell their Mustard, Laundry Blue, Blacking, and Black Lead throughout Canada. Address, care of

Toronto Office,

**CANADIAN GROCER**

**BARTON'S BAKING POWDER**

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

**MECHANICS FOR MERCHANTS.**

**I**N the ordinary acceptation of the term the "commercial" or business college means a bookkeeping college, and in a large part of the institutions having this name throughout the country the sole aim is to impart a knowledge of bookkeeping in all its applications and to give to the young man such instruction in the bookkeeping branches as will enable him to successfully enter upon a business career. The idea of adding anything to the courses as laid down in the better schools of this class seems to be an unheard of proposition. Additions have been few and far between in the last thirty years. They have mainly consisted of new systems applicable to new branches of business.

In answer to the question what could be with the greatest advantage added to the course of such a college to better fit the young man for success in a business career, we answer unhesitatingly a course in elementary mechanics. To most business educators this will seem an irrational idea, and probably a very large proportion of the young men who are studying bookkeeping would think that mechanics was the last thing in the world which they needed to help them in a business way. Let us see. The greatest number of mistakes made by business men seem to be in mechanical lines. They conduct a store and a counting house very fairly, and when they undertake the factory they are very likely to produce blunders which are phenomenal. Even in the handling of goods in stores there is a universal want of mechanical knowledge manifested by the heads of departments which shows that more blunders, as we have said, are made in this department than in almost any other. The worst errors made by the business men are in the mechanical line, and of these we only have to mention the Keely motor as an example. Here was stock in an entirely impracticable affair with a nominal value of \$50, which was sold for over \$2,500. A little mechanical knowledge would have kept the legitimate business element out of such a scheme, but in these days of mechanical achievements, mechanical credulity has been cultivated to such an extent that one only has to put a thing plausibly to find the ordinary business man a ready dupe. Inventions to supersede the crank, to propel ships by jets of water, to utilize a thousand and one "forces of nature" which do not exist, find ready and constant votaries in the business circles of our country, while schemes of the greatest usefulness languish and die and opportunities for immense fortunes are lost, simply because men with money, and business tact and brains, have not sufficient mechanical comprehension of the importance of mechanics to undertake them, or when undertaken do not have the technical knowledge to foresee and overcome trivial diffi-

culties, meeting which they are discouraged and abandon the undertaking in disgust, still ready, however, to invest in the first bogus enterprise that appears.

The student will ask what use will mechanics be to him. Is it merely for the purpose, as it were, of keeping him out of mischief? By no means. There is another side to this question. The greatest fields for business success are to be found in the mechanical lines. The fortunes of the present day, as well as of the future, are to be found in the development of the resources of nature, and not in pure and simple commercial lines. The man of business who combines with his business ability a very small amount of mechanical knowledge is almost as certain to die rich as he is to live and do business. It is only necessary to name in this connection one or two of the men who are wealthy in this world, and become so by their own exertions. Henry Bessemer, Andrew Carnegie, Sir William Armstrong, Herr Krupp, and others are looked upon as great inventors. Practically they had to commence with a very small but practical knowledge of mechanics, and this they put to use to the very best possible advantage. They were able also to understand the inventions of others, and to take them to the right market. Sir Joseph Whitworth might be cited in the same way. The business men who are rich because of a moderate mechanical knowledge are to be numbered by the tens of thousands.

Two great lines—the mechanical and electrical—are open at the present time. In general it is supposed that these can only be entered by inventors. This is a mistake; inventions can be had for a song. The developing of them calls for men of business talent who have some knowledge of fundamental principles. In the immediate future in the electric line, for example, dynamos and motors must be manufactured in untold numbers. Now they are largely built, and between manufacturing and building there is a wide difference in profit.

Lastly, the question comes up, what would we do for a boy or young man to whom we propose to add mechanics as a branch of his education? First, we would teach him the principles, the reasons and the facts of mechanics in a general way. We would give him the foundation of the science of physics, with sufficient practical experimentation to enable him to really comprehend it. We would also give him an idea of the immutable laws of the universe and then some idea of their scope and application. We would put them before him in such a way that he would not fall a prey to the first inviting fraud who devised a new jargon and juggled with experimental mechanics.—William Eugene, in Business.

"Give the Holder which accompanies every box of Tanglefoot to some good customer; he will appreciate it and use more Tanglefoot for it."

Highest Prize at Chicago.



WILSON'S IMPROVED

**SCALES**

Refrigerators, Butcher Tools

**C. Wilson & Son**

69 Esplanade St. East

Special Prices this month.

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**Books for Retailers**

Published for the good of the trade.

**Ideas for Hardware Merchants**

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

PRICE, 50 CENTS (Half Price)

**Buying, Handling and Selling of Tea**

Being the experience of the most prominent and successful merchants.

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

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Sent, postpaid, on receipt of price.

**THE CANADIAN GROCER**  
TORONTO.**DALLEY'S**  
**PURE FRUIT****FLAVORING**  
**EXTRACTS**

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

**The F. F. Dalley Co., Ltd.****HAMILTON**

Sole Manufacturers.

**BARTON'S BAKING POWDER**PUREST, BEST AND GOES FARTHEST  
Phoenix Coffee and Spice Mills, Toronto

# IMPORTANT.

How to Handle and Care for MacLaren's Imperial Cheese.

## What to Do

- Keep cool.
- Keep dry.
- Keep packed in sawdust.
- Keep in ordinary cellar.
- Buy in small quantities.
- Buy often.
- Advise the consumer to keep in refrigerator.



## What Not to Do

- Don't pile up in window.
- Don't keep your stock in refrigerator.
- Don't pile on shelves or counter.
- Don't wait six months to find fault.
- Don't buy too much at a time, then goods will always be fresh.
- Don't say some other cheese is good enough.

We want to please the trade, and will pack almost any quantity desired in a case.

A. F. MacLAREN & CO.

TORONTO

## It Takes the Lead



The "Acme" of Success in Tea Blending.

JOSEPH TETLEY & CO.

MONTREAL.

TORONTO.

## BATTY & CO.,

LONDON, ENGLAND

Batty's  
Nabob  
Pickles  
Crown  
Pickles



Batty's  
Nabob  
Sauce  
Batty's  
Worcester  
Sauce

For sale by Leading Wholesale Grocers.

WRIGHT & COPP, Dominion Agents Toronto

# Watson's Mexican Sweet Chocolate

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

## TRY IT.

Put up in 5c. Tablets.

## BARTON'S BAKING POWDER

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

## CREDITS.

**C**REDITS is a subject much written and much talked about, and yet it is always a live subject. At a recent meeting of the Southern Hardware Jobbers' Association that was the subject of one of the papers. It was prepared and read by W. L. Magill, and was so well handled that THE GROCER produces it for the benefit of its readers:

Goods may be bought well and sold at profitable prices, but if at the end of our business year our books are filled with worthless accounts, we will reap a harvest of barren regrets. While it troubles us at stock taking time to find in our stocks lines of goods that have declined in price, how much more painful to have to transfer to our suspense ledger a large list of accounts that are considered doubtful or worthless. To overcome this trouble is of the greatest importance to all of us.

In the first place, you no doubt have observed that the best salesmen on the road are most frequently the poorest judges of credits. The popular salesman is usually of a happy, genial disposition and looks only on the good side of life and sees his customer only in the most favorable light. With this happy turn of mind he makes many friends and customers and after he has taken the order he uses the same happy faculty to present his customer to his house under the most favorable conditions. One of the first things that a traveling man should be taught is that he is in a measure an assistant to the credit man, and he should be trained to look for unfavorable financial points in his customer as well as his good ones and avoid as far as possible sending in orders that are liable to be "turned down," for the influence brought about by refusing a man credit, no matter how hazardous the risk may appear at time, is far more lasting than we might suppose. It is therefore important to a house that they make as few enemies as possible in this manner.

A man may be a good business man, honest, straightforward man, etc., but may have associated with him a partner who, by intemperate, dissolute habits and outside speculation, has drawn his firm into financial straits. You stand on the safe side and decline the order, but he may later on extricate himself and get on a good, sound footing; but it will be a long time before he forgets the humiliation of having been flatly refused credit. In this connection we have found it profitable to have our men take the names of possibly doubtful trade, which we look up with special reports and inquiries before we solicit their business. We allow our traveling men full access to our files containing our special reports on the trade and encourage them in studying this information.

A credit man should neither be too lax nor too rigid, but should give each credit a

thorough, careful, impartial investigation, looking closely to the customer's character, capacity, capital, habits, location, mode of doing business, insurance carried, etc. We do not attach as much importance to the local reports obtained in a customer's own town, except as to his habits and general standing in the community, as we do to the trade and agency reports. In a man's own home his next door neighbors do not know much of his actual financial condition; they do not know how much he owes in the market, or how much is due or past due; how much is due him from his customers, etc. In a general way commercial agency reports help us a great deal and are valuable, but we have found that trade reports, obtained from jobbing towns from jobbers in the different lines who are having actual business transactions with a customer, show more clearly than anything else the customer's record as a desirable credit risk. We use two blanks for obtaining information of this sort—one we use in sending out of the city and the other we send around in our town, and this blank, if carefully and conscientiously filled out by our neighboring jobbers in other lines in our own town, will reveal promptly whether a customer is a man that we want on our books or not. It is also our custom to keep our traveling men advised each month of the condition of every account in their own territory.

Our traveling men are also informed that where ratings are very low no lapping of bills will be allowed. This makes them more careful to collect accounts that are due, as they do not relish the idea of having us write to their customers that we cannot ship the goods until their account that is now due is paid. The great idea of the jobbers should be to educate the retail buyer to pay promptly, and then the retailer, in turn, will be more exacting with his patrons.

It is the province of the jobber to do what he can to make the retailer a prompt payer and a systematic, successful business man, thereby insuring to the jobber a lasting customer; and if the retailer is trained in this direction he in turn will educate his trade to do the same way, thereby increasing the general prosperity of the country.

## BACON WANTED.

**BACON, PEA-FED, WANTED BY A LONDON** agent with large connection amongst best buyers. Can sell now 500 to 1,000 boxes weekly. Advances made against consignments. Address, "English Bacon," Grocer office, Toronto. (27)

COWAN'S  
HYGIENIC COCOA

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

**THE COWAN CO., Ltd.**  
Toronto, Canada.

## GROCCERS RE-PACKING fruit will save money by using our baskets.



SEND FOR PRICE.

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

## CHOCOLAT MENIER



Is Now For Sale  
Everywhere  
in the  
United States  
and  
Canada

as its use as a table beverage

in place of

**Tea, Coffee or Cocoa**

has become quite universal.

**It Nourishes and Strengthens**

If served **ICED DURING WARM WEATHER** it is most

Delicious and Invigorating

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

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

Our 1/8s, 2 3/4 lbs. of

Windsor  
Dairy  
....Salt

12 in a barrel.

A splendid selling size.

A superior article.

Ask your wholesale house for it.

## TORONTO SALT WORKS

128 Adelaide St. East,

.....TORONTO

# A CANADIAN POWDER

## MADE IN CANADA

**W**E have heard of foolish storekeepers saying as an inducement to sell an article that it was "American make." Why not start in now to crack up "Canadian make" goods. Listen!! Pure Gold Baking Powder is purely Canadian and heads the list for **PURITY** in the world—think of that! See reports Inland Revenue Department, Ottawa.

Write for Sample  
See our Travelers

**PURE GOLD MFG. CO.**  
TORONTO

### HOW TO SMILE.

Meet your customers with a smile on your face, and if it is not a self-evidently manufactured one, it will bring you good returns before night, remarks a contemporary. Most certainly, if it is one simply gotten up for business purposes and does not come from an inherent or cultivated kindness of heart, your customer will detect the fraud and think less of you for covering your face with the symbol of kindness, which is after all only the formation of the dollar mark upon your lips. No, we don't mean that kind of a smile, but one that comes out and is the product of a thankful heart and manifests itself in the beaming eye and sympathetic tone. This kind of a smile—the true and not the counterfeit—will bring you friends, and friends mean customers, customers mean a good profitable return for your labors, and all the blessings which, honestly earned, money can bring with it.

### POOR LOBSTER CATCHING.

The Liverpool, Nova Scotia, Times says: "Very discouraging reports come from our boat fishermen all along the shore, as well as from the lobster canneries. The great fall off in the catch of lobsters last week was thought to be owing to the heavy sea which prevailed, but with a smoother sea this week the catch has continued to de-

crease, and some of the fishermen have taken up their traps for the season. The spurt of good luck the cod fishers had last week did not last, and for some days the best fished boats have been coming in with less than half a fare."

### SOAP PAPER.

There has recently been brought out in France, says a contemporary, a sort of fancy soap, for the use of those who are obliged to do considerable traveling. It is a question of small pieces of paper, slightly larger than visiting cards, covered on each side with a thin layer of ordinary soap variously colored and perfumed. These soap papers are put into memorandum books, card cases, and pocket books, just as if they were business or visiting cards. Each sheet serves as soap for one time only, and it is used like an ordinary cake of soap. In fact, it is an easily carried soap that may be offered to a traveling companion, for every sheet is intact, it having to be used but once. The manufacture of this soap paper is very simple. It consists in immersing sheets of unsized paper in a bath of coconut oil soap, prepared in the same way as for the manufacture of toilet soaps. The strips of paper are dried, and then passed between rollers, in order to render them smooth and give them a handsome appearance. The strips are then cut

to the proper dimensions, and stamped with such marks as may be desired. Instead of paper, there may be used squares of parchment paper, or, better still, of tracing cloth. This industry is still new, and we do not yet know what development is in store for it.

### "PLANKED" THE BUTTER.

One day last week a farmer came to town and sold some tubs of butter to T. N. Brown & Co. The firm usually dispose of their butter in the firkin, but this time they needed some for retailing, and accordingly used one of the tubs. On reaching the bottom they found a piece of plank that weighed six pounds neatly packed in along with three pounds of nice clean salt. The person who sold the butter is known, and if he does not make the little matter straight, he will hear further about it.—Collingwood Bulletin.

## Keep It In Mind

THAT

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

Are manufacturers of the best  
and cheapest

**Cider and White Wine Vinegars**

ON THE MARKET.

Quotations promptly sent on application

**THE ADVANCE IN RICE.**

**F**OLLOWING recent cable reports of advancing rice markets in Europe, Richard Gough & Co., of this city, says N.Y. Journal of Commerce, have received mail advices from one of the chief authorities in Europe on East India rice, who writes in substance as follows: "The continued fall in the values of rice in the past three years has seriously affected most of the European millers, and in some instances brought about a liquidation which resulted in a further decline, culminating a short time since after a considerable amount of sacrifice. From that point, however, in view of the healthy statistical position, prices have begun to rebound. We give you inclosed a statement of the shipment and imports of rice. It speaks for itself and does not require explanation. It is a position unheard of in the rice trade, and people are now all at once awakening to the situation. Prices have gone up 6d. per cwt. this week for cargoes afloat, with further rising tendency; and, as there are very few cargoes for sale afloat, the millers will probably have to pay dear for them. Prices for cleaned have also been marked up 6d. to 9d. per cwt. in the past few days, and sellers are very chary of making firm offers even at the advance, and then only for limited quantities. Compared with former years, prices are very low, and this in the face of the fact that shipments from the East will probably be smaller than we have seen in twenty years.

"The following is a synopsis of shipments, etc., above alluded to and from all ports, viz., Burmah, Calcutta, Siam, Salgon and Japan to the north of Europe up to date of June 14:

Arrivals in—	1894.	1893.	1892.
	Tons.	Tons.	Tons.
England .....	84,000	125,000	145,000
Germany.....	96,000	180,000	200,000
Holland.....	34,000	69,000	61,000
Belgium.....	10,000	23,000	29,000
Denmark .....	8,000	11,000	17,000
	232,000	408,000	452,000

Afloat from all ports for Europe.....	1894.	1893.	1892.
	Tons.	Tons.	Tons.
	90,000	156,000	136,000

Total..... 322,000 564,000 588,300

"Showing about 242,000 tons less visible supply against 1893, and 266,000 tons less visible supply against 1892.

Imports into—	1894.	1893.	1892.
	Tons.	Tons.	Tons.
Bremen.....	71,000	116,000	149,000
Hamburg.....	21,000	57,000	47,000
	92,000	173,000	196,000

Total..... 92,000 173,000 196,000  
 "Showing 81,000 tons less than 1893, 104,000 tons less than 1892, and 118,000 tons less than 1891."

The best families use the . .

# QUEEN BROOM

The best Grocers sell it

We are the only manufacturers.

There are numerous imitations.

See that our name is on each label.

Taylor, Scott & Co.

TORONTO.

## Summer Drinks

The Most Wholesome

The Most Delicious

The best of all Summer Beverages. The new

Royal Cocoa

French Chocolate

Essence

Absolutely Pure Powdered Cocoa

Made by special refining French process

These goods are equal to the best imported, at less cost, and superior to any other made in Canada. See Prices Current.

Todhunter, Mitchell & Co.

Cocoa and Chocolate Mnirs.

TORONTO

## A TOTAL ECLIPSE

JOHNSTON'S FLUID BEEF

Eclipses all Meat Extracts and Home-made Beef Tea

IT IS FIFTY TIMES <sup>As</sup> Nourishing

And makes a Strengthening and Invigorating Beverage.

— PREPARED BY —

The Johnston Fluid Beef Co., Montreal

**BARTON'S BAKING POWDER**

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

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**BUSINESS CHANGES.**

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**T**HOMAS DAYNS, general merchant, Charing Cross, Ont., has obtained an extension.

Thomas & Mowatt, general merchants, Elkhorn, Man., have assigned.

King, Leakey & Co., general merchants, Calgary, are asking an extension.

Standard Havana Cigar Co., Ottawa, have assigned to John Sweetland.

A meeting of the creditors of L. J. Desrosiers, grocer, Montreal, has been held.

**CHANGES.**

James Crerar, hotel, Yorktown, Man., has sold out to C. Abbot.

J. A. Hobbs, drugs, Pilot Mount, Man., is reported to have sold out to E. Scariett, of Mantou.

**DEATHS.**

Wm. Lush, liquors, Toronto, is dead.

**THE THURBER-WHYLAND ESTATE.**

The American Grocery Co., successors to the Thurber-Whyland Co., have chosen the following Board of Directors: T. L. Marsalis, F. W. Hopkins, E. F. Cuming, W. B. Nash, F. B. Thurber, David Hunt, Thos. E. Barr and Chas. E. Meade. Officers were elected as follows: President, T. L. Marsalis; Vice-President, F. W. Hopkins; Treasurer, E. F. Cuming; Secretary, W. B. Nash. The president is an energetic business man of the most pronounced type, and intends to devote his entire energies to building up the business of the company. The vice-president is a member of the Hopkins Bros., brokers. The treasurer is a son of a Philadelphia banker, and the secretary is a son of President Nash, of the Corn Exchange Bank. The combination is doubtless a strong one. Under the direction of President Marsalis numerous changes are being made in the arrangements of the counting room, salesroom and the shipping department, in which convenience, economy and artistic display will be combined. The plans indicate a complete change in these respects, and evidence is not wanting that the arrangement and management will be modern in all that the term implies.—N. Y. Journal of Commerce

**U. S. SUGAR TARIFF.**

The tariff on sugar was fixed by the U. S. Senate on Monday. It fixes a duty of 40 per cent ad valorem on all sugars, with additions of one-eighth of a cent a pound on sugars above No. 16 Dutch standard, and of one-tenth cent a pound on sugars imported from countries that pay an export duty; and it goes into effect on the passage of the bill. The sugar bounty was repealed, and also goes into effect with the passage of the act.

25      IT WILL PAY YOU      25  
to handle our special

**X FINE CARPET BROOM**

RETAILS AT 25 CENTS

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

**Chas. Boeckh & Sons**  
Manufacturers  
Toronto

25      25

All Orders Promptly Filled.

You can get a beautiful

**Glass Jar Free**

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

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




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

**Sales**  
**Increase**  
**Yearly**  
**It Holds Trade**

**GONDENSED MINGE MEAT**

Delicious Mince Pies every day in the year.

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

Sells at all Seasons.

Will not ferment in warm weather.



The best and Cheapest Mince Meat on Earth.

Price reduced to \$12.00 per gross, net.

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

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

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

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

**The British Columbia Commercial Journal**


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

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

SUBSCRIPTION \$2.00 PER YEAR.

Advertising Rates made known on Application

77 JOHNSON ST., VICTORIA, B.C.



**MOTT'S DIAMOND CHOCOLATE.**  
JOHN P. MOTT & CO  
HALIFAX, N.S.  
ESTABLISHED 1844

IS THE BEST.

ASK FOR  
**MOTT'S**

OTHER SPECIALTIES.  
NOUGAT  
RAHAT LAKUHM  
ALMOND ROCK  
EL MAHNA



**CALLARD & BOWSER'S**

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

MEDALS AND DIPLOMAS.  
PARIS  
SYDNEY  
MELBOURNE

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

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

THE "MOST POPULAR" BLACK LEAD



By Royal Warrant Manufacturers to Her Majesty the Queen.

**NIXEY'S  
LEAD**

THE "MOST REMARKABLE" POLISH

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  
Mr. W. Matthews, 7 Richmond St. East, Toronto.  
Mr. Chas Gyde, 33 St. Nicholas St., Montreal.



# ST. LAWRENCE Corn Starch

**Increases in Sales DAILY  
WORTHILY**

## MUNN'S BONELESS CODFISH.

NEW ARRIVALS.

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

SKINLESS CODFISH in 100 lb. Cases.

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

Stewart Munn & Co.,  
MONTREAL.

## SPECIMEN LETTER

MESSRS. FRANK MAGOR & Co.,  
16 St. John Street, Montreal:

DEAR SIRs,—We have to thank you for so promptly sending in the sample of Robinson's Patent Barley, and in justice to you, must not delay longer writing to say that the food has saved our baby's life. Nothing that we tried previously can compare with it. We shall be regular customers henceforth. You are at liberty to use this letter in any way you see fit.

Yours faithfully,

(Signed) J. TULLOCH JONES.

MONTREAL JUNCTION, June 27, '94.

# CURRENT MARKET QUOTATIONS

TORONTO, July 6, 1894  
This list is corrected every Thursday. The prices are solicited for publication, and are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit.

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

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

### BAKING POWDER.

PURE GOLD, per doz	5 lb. cans, 1 doz. in case	19 80
4 lb. cans, 1 doz. in case	16 00	
2 1/2 lb. cans, 1 and 2 doz. in case	10 50	
12 oz. cans, 2 and 4 doz. in case	4 60	
8 oz. cans, 2 and 4 doz. in case	3 70	
6 oz. cans, 2 and 4 doz. in case	1 90	
4 oz. cans, 4 and 6 doz. in case	1 25	
Dunn's No. 1, in tins	2 00	
" " " " " "	75	
Cook's Friend—		
Size 1, in 3 and 4 doz boxes	\$2 40	
" " 10, in 4 doz boxes	2 10	
" " 2, in 6 " "	80	
" " 12, in 6 " "	70	
" " 3, in 4 " "	45	
Pound tins, 3 doz. in case	3 00	
12 oz tins, 3 doz in case	2 40	

9 oz tins, 4 " "	1 10
5 lb tins, 1/2 doz. in case	14 00
No 10— doz cases	\$0 75
1-lb. 3 doz cases	1 20
No 1 (14oz) 2 doz case	1 80
1-lb. 2 doz in ases	2 00
3-lb. 1/2 doz. in cases	5 75
5-lb. 1/2 " "	9 00
5-lb. 1 " "	9 60
DIAMOND—1/2 lb. tins, 4 doz cases	0 67 1/2
" " 1-lb. " 3 " "	1 17
" " -1 lb. " 2 " "	1 98

BISCUITS.	
TORONTO BISCUIT & CONFECTIONERY CO	
Abernethy	8 1/2
Arrowroot	10 1/2
Butter	6
" 3 lbs.	20
Cabin	7 1/2
Cottage	8 1/2
Digestive	8
Daisy Wafer	16
Garibaldi	9
Gingerbread	10
Ginger Nuts	10
Graham Wafer	09
Lemon	10
Milk	9
Nic Nac	12
Oyster	6 1/2
People's Mixed	10
Pic Nic	09 1/2
Prairie	8
Rich Mixed	14
School Cake	11
Soda	6
" 3 lb.	20
Sultana	10
Tea	10
Tid Bits	9
Variety	12
Village	7 1/2
Wine	8 1/2

BLACKING.	
Spanish, No. 3	4 50
" " 5	3 00
" " 10	9 00
Japanese, No. 3	4 50
" " 5	7 50
Jaquot's French No. 2	3 00
" " 3	4 50
" " 4	6 00
" " 5	9 00
" " 1-gross Cabinets, asst.	7 50
Egyptian, No. 1	9 00
" " 2	4 50
P. G. FRENCH BLACKING, per gross	
1/2 No. 4	\$4 00

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

BLACK LEAD.	
NIXEY'S	
Refined in 1d., 2d., 4d. and 1s. packages, (9lb. boxes)	7s 6d \$2 25
Jubilee in 1 oz. and 2 oz. round blocks in cartons (9 lb. boxes)	4s 3d 2 00
Silver Moonlight, Plum-bago Stove Polish (13 1/2 lb. boxes)	4s 3d 1 50
6 1/2 lb. in large 1d. pkts, 1 gross	8s 6d 3 00
13 lb. in large 1d. pkts, 1 gross	7s 6d 2 50
13 lb. in large 3d. pkts, 1 gross	7s 6d 2 50
Reckitt's Black Lead, per box	1 15
Each box contains either 1 gro., 1 oz.; 1 gro., 2 oz. or 1 gro., 4 oz.	

MATCHLESS STOVE PASTE POLISH	
No. 1	9 00
" 2	7 20
" 3	4 80
BLUE.	
NIXEY'S	
"Soho Squar" in 8lb. boxes, of 16x6d. boxes, London	6s 0d
"Soho Square" in 8lb. boxes, of	

Per gross	
16x6d. boxes, Canada	\$2 25
"Cervus" bag blue, 1 size	2 50
" " " " "	1 25
Reckitt's Pure Blue	2 10
KEEN'S OXFORD, per lb	
1 lb packets	0 17
1/2 lb " "	0 17

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

CORN BROOMS.	
CHAR. BOECKH & SONS, per doz net.	
Carpet Brooms—	
"Imperial," ex. fine, 8, 4 strings	\$3 65
Do. do. 7, 4 strings	3 45
Do. do. 6, 3 strings	3 25
"Victoria," fine, No. 8, 4 strings	3 30
Do. do. 7, 4 strings	3 10
Do. do. 6, 3 strings	2 90
"Standard," select, 8, 4 strings	2 90
Do. do. 7, 4 strings	2 77
Do. do. 6, 3 strings	2 60
Do. do. 5, 3 strings	2 40

CANNED GOODS.	
Per doz	
Apples, 3's	\$0 95 \$1 00
" gailous	2 50 2 60
Blackberries, 2's	1 75 2 00
Blueberries, 2's	1 00 1 10
Beans, 2's	0 85 0 95
Corn, 2's	0 85 0 90
" Epicure	1 15
Cherries, red pitted, 2's	1 85 1 90
Peas, 2's	0 80 90
" Sifted select	1 25
Pears, Bartlett, 2's	1 75
" Sugar, 2's	1 50
Pineapple, 2's	2 25 2 75

# A Nation's Greatness

Depends upon its backbone.  
To Keep it Stiff

USE

# BRANTFORD STARCH

THERE'S NOTHING LIKE IT.

British America Starch Co., Ltd.,

BRANTFORD, ONT.

Prices Current Continued—

Peaches, 2's	1 90	2 00
" 3's	2 85	3 00
Plums, Gr Gages, 2's	1 85	2 00
" Lombard	1 50	1 60
" Danson Blue	1 50	1 60
Pumpkins, 3's	0 90	1 00
gallons	2 10	2 25
Raspberries, 2's	1 75	1 85
Strawberries, choice 2's	1 80	1 90
Succotash, 2's	1 40	1 50
Tomatoes, 3's	0 85	0 90
"Thistle" Finnan haddies	1 40	1 50
Lobster, Clover Leaf, flat	2 75	2 85
" Star (tall)	2 25	2 35
" (flat)	2 43	2 53
" Impr'l Crown flat	2 60	2 70
" tall	1 90	2 00
Mackerel	1 00	1 10
Salmon, talls	1 10	1 35
" flats	1 50	1 65
Sardines Albert, 1/2's tins	13	20
" 1/4's "	13	20
Sportsmen, 1/2 genu		
ine French high grade, key		
opener	12 1/2	
Sardines, key opener, 1/2's	10 1/2	
" Eq. fine Fr'ch, k.op. 1/2's	11 1/2	11 1/2
" " " " " 1/2's	10 1/2	11 1/2
" " " " " 1/2's	18 1/2	19 1/2
" Other brands, 9/4	11 1/2	17
" P & C, 1/4's tins	23 25	
" " " " " 1/4's	33 36	
Sardines Amer, 1/4's	6 1/8	
" " " " " 1/4's	9 11	
" Mustard, 1/2 size, cases		
50 tins, per 100	11 00	

CHEWING GUM.

MARSHALL & CO., ABERDEEN, SCOTLAND.	
Fresh Herr ng, 1-lb.	1 10 1 15
Kipperd Herring, 1-lb.	1 85 1 90
Herrings in Tomato Sauce	1 85 1 90
Herrings in Shrimp Sauce	2 00
Herrings in Anchovy Sauce	2 00
Herrings a la Sardine	2 40
Preserved Bloaters	1 85 1 90
Real Finndon Haddock	1 85 1 90

CANNED MEATS.

CANADIAN)	
Comp. Corn Beef 1 lb cans	\$1 50 \$1 60
" " " " " 2	2 60 2 65
" " " " " 4	4 80 5 00
" " " " " 6	7 50 7 75
" " " " " 14	17 25 17 50
Minced Collops, 2 lb cans	2 60 2 65
" " " " " 2	2 60 2 65
Ox Tongue	3 40 3 50
Lutch Tongue	6 90
" " " " "	2 75 2 80
English Brawn	2 50
Camb. Sausage	4 00
" " " " "	1 50
Soups, assorted	2 25
" " " " "	1 80
Soups & Bouilli	4 50

CHEWING GUM.

ADAMS & SONS CO.	
To Retailers:	
Tutti Frutti, 36 5c. bars	\$1 20
Pepsin Tutti Frutti, 36 5c. packets	0 75
Nerve Food Tablet, 36-5c. bars	1 20

Orange Blossom	150 pieces	1 00
(each box contains a bottle of high class perfume. Guaranteed first class)		
Flirtation Gum (115 pieces)	0 65	
Monte Cristo, 180 pieces	1 30	
(with brilliant stone ring)		
Mexican Fruit, 36 5c. bars	1 20	
Sappota, 150 pieces	0 90	
Sweet Fern, 230 "	0 75	
Red Rose, 115 "	0 75	
Black Jack, 115 "	0 75	
Red Rose, 115 pieces	0 75	
Oolah, 115 "	0 75	
Magic Trick, 115 "	0 75	
Bo-Key, 150 "	0 90	
Red Spruce Chico, 200 "	1 00	
Automatic		
Tutti Frutti Girl	800 pieces	6 00
Sign Box (new)		
Tutti Frutti cash box	800 "	6 00
Glass Jar with Pepsin Tutti Frutti, 115-5c. pkgs, per jar	3 75	

C. R. SOMERVILLE.		
Mexican Fruit, 36-5c. Bars	1 20	
Pepsin (Dyspepsia), 20-5c. Bars	1 40	
Sweet Sugar Cane, 150 pieces	1 00	
Celery, 100 "	0 70	
Lalla Rookh (all flavors) 100 "	0 70	
Jingle Bell, 150 "	1 00	
Cracker, 144 "	1 00	
O-Dont-O, 144 "	1 00	
Little Jap, 100 "	0 70	
Dude Prize, 144 "	1 00	
Clock Gum comprising 500 pieces Gum (assorted flavors), and 1 "Little Lord Fauntleroy" clock guaranteed	3 75	
La Rosa (20-10c pieces)	1 40	
Baby (100-1c. pieces)	0 65	
Alphabet (100-1c. pieces)	1 00	
Keno Prize (144-1c. pieces)	1 00	
Love Talk (100-1c. pieces)	0 70	

CHOCOLATES & COCOAS.

CADBURY'S.		
Cocoa essence, 3 oz. pkgs	Per doz \$1 65	per lb
Mexican chocolate, 1/4 lb pkgs	0 44	
Rock chocolate, loose	0 37 1/2	
" " " " " 1 lb tins	0 40	
Cocoa nibs, 11 lb. tins	0 30	
TAYLOR BROS.' CHOCOLATE & CHICORY		
Per lb		
Soluble chocolate, 1/4 lb packets	0 30	
Granulated chicory	0 10	
Powdered	10 1/2 to 11	
TODHUNTER, MITCHELL & CO'S		
Per lb		
Chocolate—		
French, 1/4's, 6 and 12 lbs.	0 30	
Caraccas, 1/4's, 6 and 12 lbs.	0 35	
Premium, 1/4's, 6 and 12 lbs.	0 30	
Sante, 1/4's, 6 and 12 lbs.	0 26	
Diamond, 1/4's, 6 and 12 lbs.	0 22	
Sticks, gross boxes, each	0 00	
Cocoa, Homopat'c, 1/4's, 8 & 14 lbs	30	
" Pearl	25	
" London Pearl 12 & 18 "	22	
" Rock	30	
" Bulk, in bxs	18	
Per doz		
Royal Cocoa Essence, packages	1 40	
EPP'S.		
Cocoa—	per lb	
Case of 112 lbs each	0 35	
Smaller quantities	0 37 1/2	

FRY'S		
(A. P. Tippet & Co., Agents)		
Chocolate— per lb		
Carracas, 1/4's, 6 lb. boxes	0 40	
Vanilla, 1/4's	0 40	
"Gold Medal" Sweet, 6 lb bxs.	0 30	
Pure, unsweetened, 1/4's, 6 lb bxs.	0 40	
"Fry's" Diamond 1/4's, 6 lb bxs.	0 26	
"Fry's" Monogram, 1/4's, 6 lb bxs.	0 26	
Cocoa— per doz		
Concentrated, 1/4's, 1 doz in box	2 40	
" " " " " 1/4's	4 50	
" " " " " 1/4's	3 75	
Homopathic, 1/4's, 14 lb boxes	0 34	
" " " " " 1/4's, 12 lb boxes	0 34	

JOHN P. MOTT & CO'S		
R. S. McIndoe, Agent, Toronto.		
Mott's Broma	per lb	\$0 30
Mott's Prepared Cocoa		28
Mott's Homopat'c Cocoa (1/4)		32
Mott's Breakf. Cocoa (in tins)		40
Mott's No. 1 Chocolate		28
Mott's Breakfast Chocolate		28
Mott's Caracas Chocolate		20
Mott's Diamond Chocolate		22
Mott's French-Can Chocolate		18
Mott's Navy or Cooking Choc		27
Mott's Cocoa Nibbs		35
Mott's Cocoa Shells		5
Vanilla sticks, per gross		90
Mott's Confec Chocolate	21c-43	
Mott's Sweet Choc. Liquors	19c-30	

COWAN COCOA AND CHOCOLATE CO.		
Hygienic Cocoa, 1/4 lb tins, per doz		\$3 75
Cocoa Essence, 1/4 lb tins, per doz	2 25	
Soluble Cocoa, No. 1 bulk, per lb	20	
Diamond Chocolate, 12 lb boxes, 1/4 lb. cake, per lb	22 1/2	
Royal Navy Choc., 12 lb. bxs, 1/4 lb. cake, per lb	30	
Mexican Vanilla Chocolate, 12 lb. boxes, 1/4 lb. cake	35	

WALTER BAKER & CO'S		
Chocolate—		
Premium No. 1, bxs 12 lbs each	45	
Baker's Vanilla in bxs 12 lbs each	60	
Caraccas Sweet bxs 6 lbs each	40	
Best Sweet in bxs, 6 lbs. each	28	
Vanilla Tablets, 416 in box, 24 bxs in case, per box, net	4 28	
German Sweet Chocolate—		
Grocers' Style, in bxs 12 lbs each	28	
Grocers' Style, in boxes 6 lbs each	28	
8 Cakes to the lb., in bxs, 6 lbs ea.	28	
Soluble Chocolate—		
In canisters, 1 lb., 4 lb., and 10 lb.	55	
Breakfast Cocoa—		
In bxs 6 & 12 lbs., each, 1/4 lb., tins	52	

MENIER FABRICANT DE CHODOLAT.		
Paris et Noisiel.		
Per 120 lb. Per 12 lb. case lot. box.		
Yellow wrapper	\$0 34	per lb. \$0 36
Chamois	0 43	0 48
Pink	0 50	0 56
Blue	0 58	0 66
Green	0 50	0 56
Lilac	0 58	0 66
Bronze	0 65	0 74
White Glace	0 73	0 83
Premium	0 28	0 42

Fancy Chocolates.		
Fingers—		
20 in a box ... per box	\$0 36	\$0 40
40 " " " " " " " " " " "		
Pastilles—		
Yellow wrapper per lb	\$0 40	\$0 45
Pink " " " " " " " " " " "		
Green " " " " " " " " " " "	0 55	0 60
Each case contains 54 1 lb packages or 108 1/2 lb packages.		



Highland Brand Evaporated Cream, per case ..... 7 25  
doz 1 lb tins.

CLOTHES PINS.		
5 gross, single & 10bx lots	0 60	0 65
Star, 4 doz. in package		0 85
" " " " " " " " " " "		1 25
" 4 " cotton bags		0 90

COFFEE.		
GREEN c. per lb.		
Mocha		28 33
Old Government Java		25 35
Rio		21 22
Plantation Ceylon		29 31
Porto Rico		24 26
Guatemala		24 26
Jamaica		22 20
Maracaibo		24 24
Caffaroma, 1 & 2 lb. tins asstd.		33

TODHUNTER, MITCHELL & CO'S		
Excelsior Blend		34
Our Own		32
Jersey		30
Leguyra		30
Mocha and Java		35
Old Government Java		30 32 26
Arabian Mocha		35
Maracaibo		30
Santos		27 28

DRUGS AND CHEMICALS		
Alum	lb	\$0 02 \$0 03
Blue Vitriol		0 06 0 07
Brimstone		0 03 0 03 1/2
Borax		0 19 0 14
Camphor		0 65 0 70
Carbolic Acid		0 30 0 50
Castor Oil		0 07 0 08
Cream Tartar		0 25 0 28
Epsom Salts		0 02 1/2 0 03 1/2
Paris Green		0 16 0 17
Extract Logwood, bulk		0 13 0 14
" " boxes		0 15 0 17
Gentian		0 10 0 13
Glycerine, per lb		0 17 0 20
Hellebore		0 16 0 17

# High Class Biscuits

Such as Lady Fingers, Savoy Fingers, Almond and Coconut Macaroons, Ratifia Cakes, etc., we are now making and can supply you on short notice.

ASK TO SEE COCOANUT CAKES . . . .

HENRY C. FORTIER  
CHARLES J. PETER

**The Toronto Biscuit and Confectionery Co.**  
7 FRONT STREET EAST.

Prices current continued -

Iodine	5 50	6 00
Insect Powder	0 26	0 30
Salpêtre	0 08½	0 09
Soda Bicarb, per keg	2 50	
Sal Soda	1 18	1 25
Madder	0 19½	

EXTRACTS.

Dalley's Fine Gold, No. 8, p. doz	80	75
" " " " 1, 1½ oz	1	1 25
" " " " 2, 2 oz	1	1 75
" " " " 3, 3 oz	2	2 00

FLUID BEEF.

JOHNSTON'S, MONTREAL.

Fluid Beef—No. 1, 2 oz tins	per doz	3 00
No. 2, 4 oz tins	5 00	
No. 3, 8 oz tins	8 75	
No. 4, 1 lb tins	14 25	
No. 5, 2 lb tins	27 00	
Staminal—7 oz bottles	3 00	
4 oz " "	5 00	
8 oz " "	9 00	
16 oz " "	12 75	
Fluid Beef Cordial—20 oz bottles	15 00	
Milk Granules in cases 4 doz	6 90	
Milk Granules with Cereals—		
in cases 4 doz	5 00	

FRUITS

FOREIGN c per lb

Currants, Provincials, bbls	3½	4
" " " " " "	3	4
" Filistras, bbls	4	4
" " " " " "	4	4
Currants, Patras, bbls	5	5½
" " " " " "	5½	5½
" " " " " "	5	6
" Vostizas, cases	6	7
" " " " " "	6	7
" 5-crown Excelsior (cases)	8	8½
" " " " " "	8	8½
" Panarita (finer than Vos.)	8½	9
Dates, Persian, boxes	5½	6
Figs, Elemes, 10 lb. boxes	9	10
7 Crown	13	14
Natural Figs, 28 lb bxs	6	6
Prunes, Bosnia, casks	4	4
" " " " " "	3	4
" " " " " "	5	7
Raisins, Valencia, off-stalk	5	6
Fine off-stalk	6	7
Raisins, Sultanias	5	8
" " " " " "	5	8
" " " " " "	5	8
London layers	2 25	2 25
Imperial cabinets	2 25	2 55
Royal clusters	2 25	2 55
Fancy Vega boxes		
Black baskets		
Blue		
Dehesa l oxes	3 75	
Lemons	1 75	3 50
Oranges, Californias	2 50	3 50
" " " " " "	6 50	7 00
" " " " " "	3 50	4 50
" " " " " "	2 00	2 25
" " " " " "	3 50	4 50

DOMESTIC

Apples, Dried, per lb	6½	6½
do Evaporated		11

FISH.

Pike	per lb.	0 00	0 05
White fish		0 07	
Salmon Trout		0 06	
Lake Erie herring, per 100		2 00	
Smoked Fish:			
Finnan Haddies, per lb	0 06½	0 07½	
Bloaters	per box	1 50	
Digby herring		0 15	
Ses Fish:			
Express Haddock, per lb	0 06½		
Cod		0 05	
B.C. salmon		0 15	



FOOD.

PETTITJOHN'S

Per case 3 doz. 2 lb pkg in case	\$4 00
Ten cents more Quebec.	

QUAKER ROLLED OATS.

Per case, 3 doz. 2-lbs in case.	\$3 70
Ten cents more Quebec.	

FOOD

ROBINSON'S BARLEY AND GROATS.

Patent barley, ½ lb. tins	per doz	\$1 25
" " " " " "	2 25	
Patent groats, ½ lb. tins	1 25	
" " " " " "	2 25	

GRAIN.

Wheat, White	0 63	0 64
" Red Winter	0 63	0 61
" Goose	0 62	0 63
Wheat, Spring, No. 2	0 63	0 64
" Mal, Hard, No. 1	0 74	
" " " " No. 2	0 70	
Oats, No. 2 per 34 lbs	47	49
Barley, No. 1 per 48 lbs	47	49
" " " " No. 2	59	60
" " " " No. 3	52	
Peas	59	60
Corn	52	

HAY & STRAW.

Hay, Pressed, " on track	8 50	9 00
Straw, Pressed	5 50	6 00

HARDWARE, PAINTS AND OILS.

CUT NAILS, from Toronto		
50 to 60 dy basis	1 90	1 90
40 dy	1 90	1 95
30 dy	1 95	2 00
20, 16 and 12 dy	2 00	2 05
10 dy	2 05	2 10
8 and 9 dy	2 10	2 15
6 and 7 dy	2 25	2 30
5 dy	2 45	2 50
4 dy A.P.	2 45	2 50
3 dy A.P.	2 85	2 90
4 dy C.P.	2 35	2 40
3 dy C.P.	3 05	3 10

HORSE NAILS:

Canadian, dis. 60 to 60 and 2½ per cent.

HORSE SHOES:

From Toronto, per keg . . . . 3 80

SCREWS: Wood—

Flat head iron 77½ p.c. dis

Round " " 72½ p.c. dis.

Flat head brass 75 p.c. dis

Round head brass 70 p.c.

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

1st break (25 in and under) . . . 1 20

2nd " (26 to 40 inches) . . . . 1 40

3rd " (41 to 50 " ) . . . . 3 10

4th " (51 to 60 " ) . . . . 3 40

5th " (61 to 70 " ) . . . . 3 70

Rops: Manila . . . . . 0 09 0 09½

Sisal . . . . . 0 06½ 0 07

New Zealand . . . . . 0 08½ 0 09

Axes: Per box, \$6 to \$12.

SHOT: Canadian, dis. 12½ per cent.

HINGES: Heavy T and strap . . . 0 42 0 05

" Screw, hook & strap. 0 32 0 04

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

25 lb. irons . . . . . per lb . . . 4½

No. 1 . . . . . " " " " 4½

No. 2 . . . . . " " " " 4½

No. 3 . . . . . " " " " 4

TURPENTINE Selected packages, per gal . . . . . 0 42 0 43

LINSEED OIL per gal, raw . . . . 0 53½

Boiled, per gal . . . . . 0 56½

GLUE: Common, per lb . . . . . 0 10 0 11

INDURATED FIBRE WARE.

½ pail, 6 qt	\$4 00
Star Standard, 12 qt	4 50
Milk, 14 qt	5 50
Round bottomed fire pail, 14 qt.	5 50
Tubs, No. 1	15 50
" " " " " "	13 25
" " " " " "	11 00
Fibre Butter Tubs (30 lbs)	4 50
Nests of 3	3 40
Keelers No. 1	10 00
" " " " " "	9 00
" " " " " "	8 00
" " " " " "	7 00
Milk pans	3 25
Wash Basins, flat bottoms	3 25
" " " " " "	3 50
Handy dish	3 50
Water Closet Tanks	18 00

JAMS AND JELLIES.

Jams assorted, extra fine, 1's	2 25
Jellies, extra fine 1's	2 25

TORONTO BISCUIT & CONFECTIONERY CO

Jams, absolutely pure—apple	0 06
Family	0 07
Black and Red currant Rasp-berry, Strawberry, Peach and Gooseberry per lb	0 12
Plum	0 10
Jellies—pure—all kinds	0 10
These goods are put up in glass jars and in 5, and 10 lb. tins and 28 lb. pails.	
Marmalade—orange	0 12

SOUTHWELL'S GOODS

Clear jelly marmalades	per doz.	\$2 40
Whole fruit jams		2 40
Other		2 10
Black currant jelly		3 20
Red		3 20
All the above in 1 lb. clear glass pots		

LICORICE.

YOUNG & SMYLIE'S LIST.

5 lb boxes, wood or paper, per lb	0 40
Fancy bxs. (36 or 50 sticks), per box	1 25
" Ringed" 5 lb boxes, per lb	0 40
" Acme" Pellets, 5 lb cans, per can	2 00
" Acme" Pellets, Fancy boxes (30s) per box	1 50
" Acme" Pellets, Fancy paper boxes, per box (40s)	1 25
Tar Licorice and Tolu Wafers, 5 lb cans per can	2 00
Licorice Lozenges, 5 lb glass jars	1 75
Licorice Lozenges 5 lb cans	1 50
Purity" Licorice, 200 sticks	1 45
" " " " 100 " "	0 72½
Imitation Calabria, 5 lb bxs per lb	0 20

MINCE MEAT.

Condensed, per gross, net	\$12 00
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MUSTARD.

COLMAN'S

Square tins—	per lb.	
D.S.F., 1 lb. tins		\$3 40
" ½ " "		0 42
" ¼ " "		0 45

KEEN'S.

Square tins—	per lb	
D.S.F., 1 lb. tins		\$0 40
" ½ " "		0 42
" ¼ " "		0 45
Round tins—		
F.D. ½ lb. tins		0 25
" ¼ " "		0 27½
" 1 lb. jars, per jar		0 75
" " " "		0 25
" 4 lb. tins, decorated, pr. tin		0 80

CHERRY'S IRISH

Pure in 1 lb. tins	0 40
Pure in ½ lb. tins	0 42
Pure in ¼ lb. tins	0 44

NUTS.

Almonds, Ivica		
" Tarragona	12½	14
Fornigetta		
Almonds, Shelled Valencia	25	30
" " " " " "	40	45
" " " " " "	24	27
Brazil	11	12
Cocoanuts, per 100	\$4 50	\$5 50
Filberts, Sicily	9	10
Pecans	10	11
Peanuts, roasted	11	12
" " " " " "	8	10
Walnuts, Grenoble	13	14
" " " " " "	11	12
" " " " " "	11	12
Marbots	11	12

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

Sole Manufacturers of the Celebrated

**BENSON'S**

Canada Prepared Corn  
Silver Gloss and  
Satin Starch

USE NO OTHER

Prices current, continued.

**PETROLEUM.**

5 to 10 bbls, Toronto.	Imp. gal	0 12	0 12
Canadian		0 15	0 14
Carbon Safety		0 16	0 17
Amer'n Water White		0 18	0 19
Photogene		0 20	

**PICKLES, SAUCES, SOUPS.**  
Wright & Copp, Agents, Toronto.

Snider's Tomato Catsup	per doz	5 50
" "	pts	3 50
" Chili Sauce	pts	2 00
" "	pts	4 50
Snider's Soups (in 3 lb cans)	pts	3 25

Tomato	3 50
Bouillon, Beef, Chicken Con- somme, Chicken Gumbo, Cream of Asparagus, Cream of Celery, Cream of Corn, Cream of Green Pea, Julienne, Mock Turtle, Mulligatawny, Mut- ton Broth, Noodle, Oxtail, Pea, Vermicelli, Vegetable	4 00
Worcester Sauce, 1/2 pts.	\$3 60 \$3 75
" "	pints 6 25 6 50
Pickles, all kinds, pints	3 25
" "	quarts 6 00
Harvey Sauce-genuine-hlf. pts	3 25
Mushroom Catsup "	2 25
Anchovy Sauce "	3 25

**PRODUCE.**

Butter, creamery, tubs	\$0 18 \$0 19
" dairy, tubs, choice	0 13 0 15
" low grades to com	0 10 0 12
Butter, pound rolls	0 15 0 17
" large rolls	0 13 0 14
" store crocks	0 13 0 14
Cheese	0 09 0 09
Eggs, fresh, per doz	3 12 0 10
Beans	1 30 1 35
Onions, Egyptian, bags	...
Potatoes, per bag	0 70 0 90
Honey, extracted	0 05 0 08
" section	0 14 0 15

**PROVISIONS.**

Bacon, long clear, p. lb.	0 07 0 07
Mess pork	17 00 17 50
Pork, shortcut, p. bbl.	17 00 17 50
Hams, smoked, per lb.	0 10 0 06
" pickled	0 09 0 09
Breakfast Bacon	0 11 0 11
Rolls	0 84 0 08

Bacon	0 10	0 10
Lard, pure, per lb.	0 8 0 9	
Compound Lard	0 07 0 07	

**RICE, ETC.**

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



CRYSTAL.

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

**SAPOLIO.**

In 1/2 grs. boxes, per gross	\$11 3
------------------------------	--------

**ROOT BEER.**

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

**SPICES.**

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

**KEEN'S MIXED**

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

**BRITISH AMERICA STARCH CO**

1st Quality White Laundry—	
3 lb. cartons, boxes, 36 lbs.	5 4
Ditto " bris, 175 "	4 3
Ditto " kegs, 100 "	4 2
Canada Laundry, bxs, 40 lbs.	4 3
Brantford Gloss—	
1 lb. fancy boxes, cases, 36 lbs.	7
Lily White Gloss, kegs, 100 lbs.	6 4
1 lb. fancy cartons, cases, 36 lbs.	7
6 lb draw-lid bxs, 8 in c'te, 48 lbs.	7
Brantford Cold Water Rice Starch—	
1 lb fancy boxes, cases, 28 lbs.	9
No. 1 Pure Prepared Corn—	
1 lb. packages, boxes, 40 lbs.	7 1/2
Challenge Prepared Corn—	
1 lb. package, boxes, 40 lbs.	7

KINGSFORD'S OSWEGO STARCH.



**SILVER GLOSS**

40-lb bxs., 1-lb pkgs., new wrappers	8 4
6-lb. bxs., sliding covers (12 bxs. each crate)	9
PURE 36-lb. bxs., 12 3-lb. bxs.	7 1/2
OSWEGO 40 lb. bxs., 1-lb CORN STARCH pkgs	8
For puddings, custards, etc.	
ONTARIO 36-lb. to 45-lb. bxs., STARCH 6 bundles	6 1/2
Silver Gloss	8
BARELS Pure	7

**ST. LAWRENCE STARCH CO.'S**

Culinary Starches—	
St. Lawrence corn starch	7 1/2
Durham corn starch	6 1/2
Laundry Starches—	
No. 1, White, 4 lb. Cartons	5 1/2
" " Bbls	4 1/2
" " Kegs	4 1/2
Canada Laundry	4 1/2

**Ivory Gloss, six 6 lb. boxes, sliding covers**

Ivory Gloss, fancy picture, 1 lb packs	7
Patent Starch, fancy picture, 1 lb. cartons	7 1/2

**EDWARDSBURG STARCH CO., LTD.**

Laundry Starches—	
No. 1 White or Blue, cartons	5 1/2
Canada Laundry	4 1/2
Silver Gloss, 6-lb. draw-lid bxs	7
Edwardsburg Silver Gloss, 1-lb. chromo package	6 1/2
Silver Gloss large crystals	6 1/2
Benson's Satin, 1-lb. cartons	7 1/2
No. 1 White	4 1/2
Culinary Starch—	
W. T. Benson & Co.'s Prepared Corn	7 1/2
Canada Pure Corn	6 1/2
Rice Starch—	
Edwardsburg No. 1 White, 1-lb. cartons	7 1/2
Edwardsburg No. 1 White or Blue, 4-lb. lumps	7 1/2

**SUGAR. c. per lb**

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

**SALT.**

Bbl salt, car lots	0 90
Coarse, car lots, F.O.B.	0 80
" small lots	0 75 0 80
Dairy, car lots, F.O.B.	1 25
" small lots	1 50
" quarter-sacks	0 38 0 40
Common, fine car lots	0 70
" small lots	0 85 0 90
Rock salt, per ton	10 00
Liverpool coarse	0 75 0 80

**SYRUPS AND MOLASSES.**

SYRUPS. Per gallon	
bbls. 1/2 bbls.	
Dark	25 30
Medium	30 35
Bright	35 40
Very Bright	50 60

CRESO  
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Prices o  
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Porto.  
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Primr  
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69 ba  
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Ever  
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Quee  
Detro  
Empi  
Ruby  
Mons  
Swee  
Extr  
Old F  
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Persi  
Carn  
Rost  
Oriet  
Ocea  
Barb  
Pure  
Oatn  
Unse  
Grey  
Flal  
Mori  
Infra  
Hom  
33%  
Flor  
Stai  
Heli



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

NO BLUEING Material whatsoever is used in the  
 Manufacture of OUR GRANULATED

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

MANUFACTURERS OF REFINED SUGARS OF THE WELL-KNOWN BRAND

*Redpath*

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

**Lump Sugar**, in 50 and 100 lb. boxes.  
**"Crown" Granulated**, Special Brand, the finest which can be made  
**Extra Granulated**, very Superior Quality.  
**"Cream" Sugars**, (not dried.)  
**Yellow Sugars** of all Grades and Standards.  
**Syrups** of all Grades in Barrels and Half Barrels.  
**Sole Makers** of high class Syrups in tins, 2 lb. and 8 lb. each.

# OILS

Samuel Rogers & Co.  
TORONTO

**NOTICE**

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

VANCOUVER, B.C.

Having largely increased their capacity. We advise all dealers to see their price list before placing their orders for Jams, Jellies, Canned Fruits, and Canned Vegetables.

Besides their regular brands of Ground Coffee, now so favorably known, they quote:  
Blend No. 1 at 35c., either ground or whole roasted  
" 2 at 33c. " " "  
" 3 at 30c. " " "

Their Flavoring Extracts are of the choicest quality.



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

## DUNN'S BAKING POWDER

THE COOK'S BEST FRIEND  
LARGEST SALE IN CANADA.

### BUYING, HANDLING AND SELLING OF TEAS.

We have published in neat booklet form the prize-winning essays on the above subject. They are written by retailers who have made the buying, handling and selling of teas a special study. Postage prepaid.

Price, 25 cents.

THE CANADIAN GROCER  
TORONTO

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

### THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,  
Executive Offices, PROPRIETORS.

NOS. 279, 281 AND 283 BROADWAY, NEW YORK

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

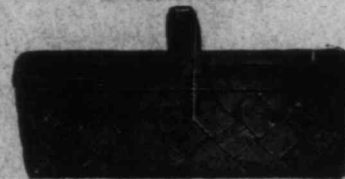
The Bradstreet Company is the oldest and financially the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than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

TORONTO OFFICE 36 Front St. East and  
27 Wellington St. East.

THOS. C. IRVING, Superintendent.

### THE Oakville Basket Co.,

MANUFACTURERS OF



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

For sale by all Woodenware Dealers

Oakville, Ont.

### DURABLE PAILS AND TUBS.

TRY THEM



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

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

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

ORDER  
-IVORY BAR  
SOAP

# UNEXCELLED...



## Crosse & Blackwell.

ESTABLISHED 1706.

188 YEARS AGO.

And still their goods are the  
best in the market.

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

# GOODALL'S JELLY SQUARES

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

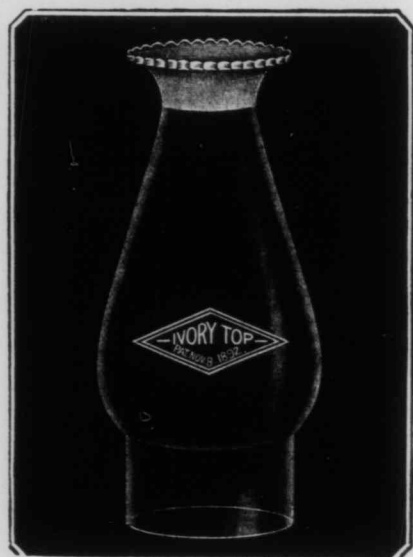
Proprietors

**GOODALL, BACKHOUSE & CO.**

**LEEDS, ENGLAND.**

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

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



ASK TO SEE A SAMPLE

OF OUR

**"IVORY TOP"**

**LAMP CHIMNEY**

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

**Gowans, Kent & Co.**

TORONTO AND  
WINNIPEG.

**COX'S GELATINE** Always Trustworthy.  
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