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THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED
WEEKLY
\$2.00 PER YEAR

VOL. VII.

TORONTO OCTOBER, 20, 1893.

No. 42

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SPECIAL LINES!

Genuine "Williams" Lever Mops
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Annual sales exceed 33 million lbs.

To have a sample of the delicious
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Apply to **C. Alfred Chouillou, Agent, Montreal**

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

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MUNGO CIGARS, EXCEPTIONALLY FINE.

MADRE E' HIJO (7 SIZES).

EL PADRE AND CABLE.

CANDIED PEELS

Lemon - Orange
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7LB. BOXES ————— 7LB. BOXES

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Push!
Push
What?
Push
AMMONIA SOAP
IT PAYS.

PLEASE REMEMBER IN

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YOU GET BEST VALUE FOR YOUR MONEY.



Retails for "**only five cents a cake.**" A high grade, attractive and fast selling soap, competes with any of the high-priced soaps.



London Soap Co.
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"Jersey Brand" Condensed Milk



It is guaranteed Pure and Unskimmed.

An excellent Food for Infants



Buy only the **Jersey Brand** for all purposes. Sold by Grocers, Outfitters and others.

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“Standard Goods are the best to Handle”

34,944,000 POUNDS ! ! ! !

Was last year's production of

FRY'S Cocoa AND Chocolate

Absolutely Pure.



And each year the output is increasing.

All leading dealers sell these. Always reliable, standard quality, fixed price.

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1725.

1893.

Always trustworthy
Full weights

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The Finest Quality made

Free from Moisture
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Quality Guaranteed

E. BRAMWELL & CO., ST. HELENS, ENG.

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To secure
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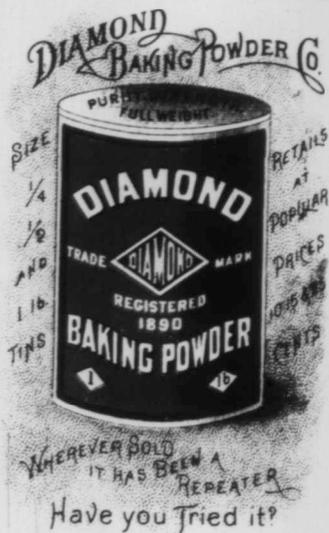
Order
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Finest
Quality
Only



4
Gold
Medals

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"A GEM."

POWER

As the brilliancy and splendor of the diamond so far surpasses the feebler lights of other gems, so the Baking Powder which bears its name, by its effectiveness, purity and economy, out-rivals all competitors.

The striking and uniform success achieved by the "DIAMOND" since its introduction three years ago demonstrates the fact that its real merit and honest worth are appreciated by thousands of daily users.

A trial will convince the most sceptical.

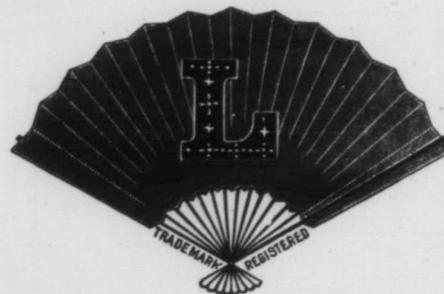
Put up in $\frac{1}{4}$, $\frac{1}{2}$, and 1 lb. packages. Price—75c., \$1.30 and \$2.20, less 10 per cent. trade and 5 per cent. for cash.

W. H. Gillard & Co., Wholesalers only **Hamilton, Canada.**

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The Following Goods in Store and Arriving

Clover Leaf Salmon, "Flats,"
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Arquimbau Fine Off Stalk Valencias,
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Labrador Herrings in Brls. and Hfs.,
Cases and Bundles prime Codfish,
New Fan Young Hysons—Ex. Empress of China.

Edward Adams & Co., Established 1844 **Wholesale Grocers**
LONDON, ONTARIO

**BURNHAM'S
CLAM
BOUILLON.**

IT IS A GREAT SUCCESS.

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

Three sizes, retails at 25c., 50c., and 90c., in bottles only.

Order from E. S. BURNHAM COMPANY, "Manufacturers," 120 Gansevort St., New York, U.S.A., or JAMES TURNER & CO., Hamilton; R. H. HOWARD & CO., Toronto; H. P. ECKARDT & CO., Toronto.

ROBT. MOORE, Travelling Agent, London, Ont.

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& GENERAL STOREKEEPER

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and General Storekeepers.

Vol. VII.

TORONTO, OCTOBER 20, 1893

No. 42

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

THE J. B. McLEAN PUBLISHING COMPANY,
FINE MAGAZINE PRINTERS
AND
TRADE JOURNAL PUBLISHERS.

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It is to be regretted that Col. Davidson has finally and emphatically refused to accede to the wishes of his fellow business men and numbers of the electorate at large to nominate him for the mayoralty of the city of Toronto. Col. Davidson, as president of the Board of Trade, was a success, and as a business man he has been a success. In fact, as far as we remember, Col. Davidson has proved a success in whatever position of trust he has been placed. And at this stage of the city's history, when a chief magistrate with plenty of business and executive ability is wanted, it is a pity that he cannot see his way clear to accept the highest gift the citizens can bestow, for had he consented to run, there is little doubt about the result.

...

Mr. Davidson's plea that business requires all his attention is unfortunately the plea of almost every desirable business man that for two or three years back has been approached either with a nomination for the mayoralty or for aldermanic honors. There was a time when some of our best business men were found seated at the council

board; and if then why not now? No doubt business interests require closer attention now than ten or fifteen years ago. But there is a suspicion in the minds of a good many that it is not altogether business interests that keep desirable merchants from submitting to the wishes of their fellow citizens. The fact of the matter is, the aldermanic standard has depreciated. Each subsequent year has seen it lower than the preceding one, until to-day a good many no longer look upon the position of alderman as an honorable one. "I would not be found in such company," is the expression one frequently hears. This is doubtless one of the reasons why desirable men refuse to be candidates for civic honors. Another, and a probably more prolific reason is the dislike to take a hand in the uninviting task of assisting to unravel the much be-tangled civic affairs. And yet, if there are none who, Cincinnatus like, will sacrifice some of their private affairs for the public good, how are the desired reforms to be accomplished? The Board of Trade, the Ratepayers' Association, and the Trades and Labor Council seem inclined to take united action in the matter, but as yet but little has been done in the premises. And then there is a fear that the mutual jealousy which exists more or less among these organizations will weaken the cause for which they are all striving. We had an instance of this during the municipal elections of 1891. What we want in the mayor's chair, and seated around the aldermanic board is square men and men with good business and executive ability, no matter from what ranks they may come. In some of the cities of the United States the business men have

from time to time stepped in and gathered up the reins that hung loose; and what has been done in cities across the line can be done in Toronto if only the right kind of men can be induced to step into the breach.

...

The work of the Labor Commission in England has revealed many peculiarities; and of these none are more marked than the divergence of opinions prevailing both among employers and employes. The evidence adduced revealed the existence in the ranks of the unionists of two distinct classes, which have been "dubbed" the Old Unionists and the New Unionists. The former are the more conservative, and are recruited from the ranks of the more prosperous and skilled workmen. They aim first of all to improve the lot of the rank and file of the industrial army. In a word, they demand more efficient inspection, an extension of the employers' liability for accidents, and, to an extent, compulsory arbitration. The New Unionists come from the ranks of the unskilled, the underpaid, and the irregularly employed. They aim at being nothing more nor less than the motive power that shall run the legislative machinery of the country; and one of the first things it would have this machinery evolve is a compulsory eight-hour working day. Some of the workwomen would have the State regulate the wages as well as the hours of labor.

...

If the workmen of England are not united, neither are the masters. This too was revealed by the Labor Commission. The Contemporary Review has divided the latter into three grades, the amicable, the passive and the hos-

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

tile. To a good many it may seem strange that the amiability in regard to unionists and the objects they are fighting for should be the masters whose employes are members of the strongest unions, while the hostile are largely those whose workmen are not so strongly organized. The fact of the matter is that one has learned the practical value of treating with one thoroughly representative body instead of with isolated fragments of the workman, while the other has had to deal with men not only indifferently organized, but actuated by a spirit of arbitrariness and a mind of mistrust. Trades unionism in the one instance is a blessing; in the other a curse. And herein lies the difference between good and bad trades unionism. What we want in both master and man is more moderation; and unless it obtains we cannot expect to exact laws for the betterment of man's social condition wherein the rights of all concerned are recognized and protected. And herein is where the British House of Commons will have its hands full in enacting special measures in the interests of the workman, as it is proposed to do at the next session.

WARNING RE ADULTERATED FOODS.

A good many of us often dwell in ignorance of the condition of those laws which most concern us. An instance in point is in regard to the 1890 amendment to the Adulteration Act, and many grocers and retail dealers have got themselves into trouble either because of a lack of knowledge of its provisions or because of a careless disregard of it. The Inland Revenue Department has decided to enforce the regulations more vigorously, but before doing so has issued a copy of these regulations for the guidance and as a warning to dealers in food articles. The Act in question applies to the sale of every article used for, or intended for, mixing with food or drink of man or cattle, to all medicines for internal and external use, and to every substance sold for manuring purposes at a higher rate than \$10 per ton. Adulterated food is defined to be: (1) Such as is diluted with any substance which lowers its strength or quality; (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 contains 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 Act, however, further provides that these definitions as to adulteration of food shall not apply, (1) if any matter not injurious to health has been added in order that the article may be in a fit state for carriage or consumption, provided it is conspicuously labelled as a mixture; (2) if the food or drug is a proprietary medicine and is supplied in the state required by the specifications of the patent; (3) if the food or drug is unavoidably mixed with some extraneous matter in its process of collection or preparation; (4) if any articles of food not injurious to the health are mixed together and distinctly labelled as a mixture in conspicuous characters. "If, therefore," adds the regulations, "retailers wish to avoid trouble in connection with the Adulteration Act, it is only necessary that they should inform the public of the true nature of the articles sold by labeling them in the manner required by the Act." The fines for infraction of the Act run all the way from five to two hundred dollars.

VALENCIA RAISINS FIRMER.

The dried fruit market is a decidedly interesting one just at present and it is just possible that buyers who have been holding off in the hope of securing better terms on Valencia raisins may be disappointed. At any rate your Montreal correspondent gathered that this was the opinion of several in the trade at that centre. THE GROCER has already noted the fact that advices from Denia were of a stronger tenor recently, and they were supplemented by some instructions to sales agents in Montreal on Saturday which makes it look as though prices were going higher instead of lower. Consequently, with the large bulk of the fruit which came direct already out of first hands, holders of what remains talk very firmly and entirely scout the idea of the low bids which they say are being received from some Western buyers. These gentlemen, they say, have not bought, and naturally are in a position which makes it disagreeable to them to have the market go up, and this accounts for the bids of 37-8c., etc., which some people in the trade talk about. They claim, with justness, that it is and has been impossible to do business at so low a basis. It is true that some of the orders which were put through early in the season were at a price which pos-

sibly cost in Montreal laid down 4c., but the protest that it is undoubted that no really sound fruit has been received at that port under that figure and then it was only in a large way between jobbers. Besides we know that one holder in Montreal sold out his entire line of medium fruit at 41-8c. net cash in one month. "To-day," to quote the very words of this gentleman, "we cannot sell under 41-2c. for any fruit owing to the following cable which we have received: 'Hold my raisins; present prices are too low and must go much higher.'

"This," said the gentleman, "was in answer to the following offer which we cabled him: 'We can sell your fruit ex Ablona at 4c. for common, 41-4c. for medium, and 41-2c. for fine ex wharf,' and I consider it significant that the firm in Denia refused this offer which a week ago would have been considered a good one." He added that he was not a seller now at all except on the receipt of further instructions. In addition to this, wholesale grocers in Montreal have paid figures for fruit considerably above 37-8c., for there are instances where layers brought 51-2c. net for firsts from first hands selected off-stalk, 51-4c. finest off-stalk, 41-2c. and off-stalk 4c. These sales were made no later than Monday, and, although there is one lot of fruit at present in Montreal which could be had for a very inside price, its quality is such that a price on it is no criterion at all of what the market is.

HANDLING SMOKED MEATS.

DEAR GROCER.—To handle smoked meats profitably I think it necessary to be a curer as well as a retailer, for unless a retailer can work off his odds and ends, or trimmings and cuttings, in sausage, brawn or pork pies, he has either to throw them away, or sell them, when he can, at about one-fourth of the cost, and the most he can make is two or three cents per pound on prime meats. Suppose we take a 12-lb. side of bacon, cut it up at 3 cents per pound profit; there is generally an end piece of 11-2 pounds or so he has to sell for 10 cents, so that the profit is entirely gone. Then there is the shrinkage in weight of about 7 per cent in the space of 14 days.

Then again the grocer gets no consideration from the packer or wholesaler, as he will supply any consumer with bacon or hams or anything else he may handle in small quantities at the same price as he would the grocer, who has to pay cash and give credit. So smoked meat for the grocer is only an accommodation for his customers and not a profitable article.

Yours, etc.,

WEST END GROCER.

Toronto, October 13, 1893.

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DRINKING TEA.

It is queer that while people swill their beer in the highways or byways, in the theatre or thoroughfare, too seldom do they drink tea in public. If a man enters a restaurant he calls aloud for beer or other cordial; but if he wants a cup of tea, in all humility he glides up to the counter and chirrups out his request. The fair maids too are usually in no hurry to serve him, and woefully seldom is it the "cup which cheers" that he gets. Yet after a debauch, or suffering with a headache, how quickly he flies to this despised beverage for relief. Tea ought to be a more national drink than it is, and the reason why it is not is not far to seek. Not nine-tenths of the people who prepare it know how to do so in a proper manner. They make a decoction instead of an infusion of it, and in many cases use the cheapest and therefore the poorest tea under a false idea of economy. Some teas are advertised as very superior, and as an inducement to buy them, and swallow them, pieces of plate, watches, jewelry, tea and coffee sets, or china ware are presented to the happy purchaser of a few pounds. Eheu! in these cases it is not only the tea that is sold but the buyer thereof as well! But the fool cannot growl at the fly catcher, because his mouth is stopped with a gilt locket, brass gift watch, or a seconds china cup and saucer every time he opens it for a package of the nauseating stuff.

Railway and restaurant tea, as a rule, is a vile imposture, an unsavory fraud. There is nothing so grateful and invigorating to the weary traveler than a cup of genuine tea. Enui may be banished for a time by beer or other spirituous liquor, but the draught has to be repeated again and again in order to keep up this effect and prevent reaction; then at the end of a long journey the traveler finds himself far more tired than he need to have been. If going a long distance by train take a bottle of cold tea made at home, some light refreshment to partake of by the way, and we feel convinced you will see the folly of patronizing the restaurants, swallowing sawdust sandwiches, boiled tea, or beer. You will be able to step out of the car as fresh and cheerful as you entered it, and what is more, you will positively have enjoyed the journey and scenery.

A cup of good tea is beneficially taken at any time. After the bath in the morning a cup of tea is very invigorating. It is better for breakfast where no meat is taken. In the forenoon or heat of day a cup of tea is more cooling and refreshing than wine, and it is more staying. The reaction and constant repetition of the spirituous stimulant finally proves an injury to health.

We recommend a cup of tea about an hour after dinner; we may be accused of encouraging tea tipping, but we do so and chance it. This reminds us, by the way, of the Glasgow landlady and her lodger. The lodger had only recently come to Glasgow, and of course he was enamoured of the grand old city, and, sad to say, of the Scotch whiskey for which it was famed. There is no saying where matters would have ended had not the landlady come to his rescue. "You're drinkin' ower muckle whiskey," she told him, "and I mean to put ye on an allowance, for tipplin' is a terrible thing. Weel, sir, I'll keep the bottle in my ain cupboard, I'll gie thee a wee drappie before your breakfast, and a wee drappie after your breakfast, a drappie at twelve o'clock, a drappie before your dinner, and a drappie after your dinner, a drappie in your tea, and a drappie before ye gang to bed, but ye'll no dram, dram a' day lang in my house."—Robert C. Fielding, Hamilton.

PERSONS NOT TO BE TRUSTED.

There are several classes of persons who, aside from considerations of financial responsibility, are not to be trusted, or only trusted upon the exercise of considerable caution, says Chicago Grocer. Some of these people are, however, always asking for credit. Frequently it may be deemed policy to take the risk of granting it, the moral obligation incurred alone being sufficient to ensure prompt payment at the appointed time. Then, too, the influence of the persons asking for accommodation may be too great with others to be lost, even if a bill or two must be jeopardized. But be these things as they may, it behooves everyone to know the law concerning these people to withhold or give them credit understandingly. First, there are agents. A great deal of the business of the day is transacted through them. Credit must be given to them as agents in a multitude of instances. Still, they are not to be trusted, as agents, without furnishing conclusive evidence of their authority to obtain the particular credit desired. Their own declarations are not evidence of such authority.

Neither is authority to do one thing as an agent to do another not necessary to executing the first. An agent to sell is not inferentially authorized to buy or even in many cases to collect for what he sells. Nor can an agent authorized by his principal to make a certain contract of purchase make a contract differing therefrom. Furthermore, an agent having general authority to manage his principal's business by virtue of his employment no implied authority to bind his principal by mak-

ing, accepting or endorsing negotiable paper. A person dealing with an agent is bound at his peril to see that he has authority, or, if he is a special agent, is bound to make enquiries and ascertain the extent of his authority.

These are merely a few illustrations from fundamental legal principles to show something of the hazard there is in dealing with agents, and especially that they are not to be trusted as such except within the scope of their unmistakable authority given expressly or by clear inference from ratified past transactions. Then there are married women. It may, perhaps, be generally pretty safely assumed that a married woman has authority to purchase and pledge her husband's credit for necessities for herself and family.

This authority may, however, be retained by the husband or delegated by him to another, and the wife be thereby deprived of same so long as the husband furnishes what is required, according to his means and station in life. When the wife makes purchases for the household on credit there will be always danger of her buying things for which her husband cannot be legally held responsible without his express concurrence. This is particularly true in the larger cities, where the greatest values will be staked. Thus \$330 worth of dry goods, outfit for a watering place, for the wife of a poor man, was held to be an unauthorized purchase, as well as one of a ball dress worth \$80, one of a pianette, and one of jewelry, the last for the wife of a special pleader.

The husband may also prohibit particular persons from selling to his wife on his credit, but notice in the newspapers, especially if not seen, will not suffice to do it. Yet while they live together the wife may pledge the husband's credit against his will if he neglects or refuses to supply her with necessities, and in spite of an express prohibition. But a husband who is able and willing to supply his wife with necessities, and who has forbidden her to pledge his credit cannot be held liable for necessities bought by her, and a tradesman, without notice of the husband's prohibition and without having had previous dealings with the wife with his assent, cannot maintain an action against him for the price of articles of female attire suitable to her station in life and supplied to her upon his credit, but without his knowledge or assent.

Where the husband and wife live apart the general rule is that the husband is liable for the wife's necessities if the separation is by his fault, but not otherwise. To charge a married woman's separate estate the state statutes, whatever they are, must be fully complied with. Much the same care is necessary in dealing with minors as with married women. Finally, no one should be trusted on account of an independent third person without written authority from the latter.

LADIES IN TRADE.

The example set in London by Lady Walter Campbell is being followed in New York, and impoverished ladies of fashion are taking to trade for a living. Mrs. Cyrus W. Field, jr., whose husband lost his fortune through the Field, Lindley, Reichers & Co. failure, has become a partner in a millinery store on Fifth Avenue. Miss Helen Lawrence, who is a daughter of the late Effingham Lawrence, at one time one of the wealthiest and most notable citizens of New York, has associated herself with Miss Barnwell, who is also well known in society, and has opened a millinery and dressmaking store in West Fifteenth street. Miss Cornelia Chandler, daughter of the late Rear-Admiral Chandler of the navy, is lecturing in Japan, and it is becoming quite the thing to have her lecture professionally at fashionable receptions. Miss Bininger, who used to be a prominent member of the Four Hundred, has opened a store on Fifth Avenue, near Forty-fifth street. Miss Olea Bull, daughter of the late Ole Bull, and a relative of the Longfellow, is trying to raise artistic dancing to the level of the fine arts. All these ladies are earning their living in an honorable and congenial way.

There is no reason why the practice should not become general. In every city are found young ladies of refinement and social standing who have been impoverished by vicissitudes of fortune. Until recently these girls have had no resource but to go out as governesses. Where they have been so lucky as to be engaged by mothers as refined as themselves, or to find pupils well-behaved, courteous and kind, they have had no serious reason to repine at the cruelty of fortune; there are many worse billets in life than the post of governess in an agreeable family. But where they have had to serve an ill-bred parvenu, or where they have to teach a bevy of ill-natured and unmannerly brats, their lot is not to be envied. And unhappily the employers of governesses more frequently belong to the latter than to the former class. Now a lady who is thrown on her own resources can quite often make an opening for herself in some branch of mercantile life in which her friends can help her. In such an opening she enjoys comparative independence, and can generally enjoy more of the comforts of life than if she filled the place of upper-servant.

There is no degradation in trade. The notion that there is European, and is a relic of the ancient times when the gentry consisted of men of the robe and the sword. In Rome and Venice to this day a man who is engaged in trade cannot be admitted to society. In England a line is drawn between wholesale and

retail dealers; the former may be received at the houses of the great, the latter never. Thus the gentility of traders is measured by the pound—the man who sells sugar by the barrel may bask in aristocratic sunshine, but he who sells sugar by the pound must remain in the outermost darkness where he belongs. All this is pure nonsense. Many traders are far better gentlemen than dandy dragoons.

Every new field of usefulness which is discovered for women is an acquisition for society at large. Nothing is more detrimental to the wholesome improvement of the sex than the custom of making women dependent upon men. When a girl is brought up with the idea that she must marry for a home or starve, her finer impulses are blunted, and her normal purpose in life defeated. She becomes a hypocrite and a deceiver. Though her conduct be that of a saint, she carries in her breast the soul of a Traviata, whose aim in life is to beguile some man into providing her with food and clothes. She cannot love where she would, for she cannot afford to bestow her affections on one who is unprepared to assume her board and millinery bills; and she must affect to bestow her love on one for whom she cares nothing, or whom, perhaps, she positively dislikes, because he has the wherewithal she seeks. It is chiefly from this handicap that so many young girls graduate in cunning and deceit.

When girls are brought up, like their brothers, to support themselves, they will become as honest as men. They will marry or not, as they will; and if they do marry, as most of them will, they will marry him who—at least at the time of the espousal—appears to be the right man. If no such man turns up, they will remain single, and need not be any the worse. The old stigma attached to spinsterhood will disappear when it is generally understood that most of the old maids could have been wives had they chosen. Shallow-pated writers have sneered at spinsterhood because it seemed to imply that the spinster was so destitute of personal attractions that no man would have her. There was a color of truth in the notion when livelihood as well as happiness seemed to depend on matrimony. But if women make themselves independent, the satirist of female celibacy will be simply ridiculous.

Numbers of men go through life without marrying. They remain single from choice. Why should there not be an equal number of women who are indifferent to matrimony? Considering how much a girl has to sacrifice when she becomes the wife of a man whom she only knows from what she has seen of him in social life—how revolting the exigencies of conjugal life must appear

to a girl of sensitive instincts, exquisite refinement, and virginal delicacy—it is wonderful that the number of female celibates is not larger than it is.—The Argonaut.

THE DISHONEST APPLE GROWER.

The Critic has long advocated the appointment of a fruit inspector, whose duty should be to verify the marking of apples for the Canadian, the American, or the English markets. There are dishonest fruit raisers among the provincial orchardmen who are bringing our whole fruit business into disrepute. Even in our city many of us have been swindled when purchasing apples. The mark on the head of the barrel and even the appearance of the fruit on the first and second layers at either end of the barrel are not sure guides to the purchaser. The fruit growers who have so far adopted the system of branding their names on their barrels find that a certain protection is thus afforded them, although cases have arisen where their private marks or names have been branded upon ill-assorted fruit. The only remedy which we can suggest is that every barrel shipped shall be examined by a competent man and then marked impartially for the benefit of the buying public. A Government inspection of this kind would be popular among the reputable fruit growers, and would be wholly satisfactory to the apple purchasing communities.—Critic.

BROOM CORN GROWN IN MANITOBA

Last spring Hammill, Carroll & Co., manufacturers of brooms, etc., Winnipeg, sent to Chicago for a limited quantity of broom corn seed, for the purpose of testing it in Manitoba. The seed was distributed among two or three farmers near Winnipeg, and last week the first sample of the product was brought in. This was grown at Bird's Hill, a few miles east of Winnipeg, and the result has been very satisfactory. The Winnipeg firm pronounce it a first-class article of broom corn, and they are quite delighted with the experiment. They will bring in a larger quantity of seed for next season, and if the result is again favorable they hope to induce farmers to go extensively into growing broom corn. Many tons of this product are annually consumed in Canada, though it has not heretofore been grown in this country. It is imported from Chicago, and is grown principally in the States of Illinois, Nebraska and Kansas. From the result of the experiment this year Hammill, Carroll & Co. believe that Manitoba could grow broom corn to supply not only the local demand but also Eastern Canada. The imported product costs \$75 to \$100 per ton, at which price it is a very profitable crop where it can be grown to advantage.—Commercial, Winnipeg.

U. S. MARACAIBO TRADE.

The American consul at Maracaibo writes to the State Department at Washington that there has been a great decrease in the quantity of coffee shipped to the United States, though production there has greatly increased. Some notion of this falling off may be obtained from the fact that the total quantity of coffee declared in that consulate in 1892 amounted to 43,118,000 pounds, and was invoiced at \$7,874,000, while during 1892 the exports to the United States amounted to only 33,214,000 pounds, of a declared value of \$6,014,000. Production and price of coffee in Maracaibo in 1892 were exceptionally good. The partial failure of the Java crop, while affecting prices in the United States very little, influenced those in Europe considerably, where the various grades of Maracaibo coffee, formerly almost unknown, are now eagerly sought for on account of its resemblance to the Java berry. Maracaibo coffee commands a higher price there than in the United States.

Certain grades of Maracaibo coffee are of a special quality and appearance, resembling, as stated, the Java, which is highly esteemed in Europe; and it so happened that the recent scarcity of the Java product coincides with the appearance in Hamburg of large quantities of Maracaibo, diverted from the New York market by the imposition of import duties. This coffee was quickly sold at advanced prices, and further requisitions made upon Maracaibo by the Hamburg merchants, who even commenced to build vessels especially for this trade.

The Germans "now seem sanguine that they will be able to secure and monopolize this trade, and also to reap corresponding advantages in increasing their exports to this country." It is yet to be seen whether all these anticipations will be realized; but it is at least a fact that the current of export from Maracaibo, not only in coffee, but also in the important items of hides and skins, "has been diverted from New York to Hamburg, Havre, and other points on the continent of Europe." It will also be noted that, besides the large amount of coffee now being shipped to Europe without passing through the United States, the greater part of that invoiced to New York during the last three-quarters of 1892 was either absolutely in transit for foreign ports or marked with option to be so transhipped. For example, during the December quarter there were 54 invoices in transit and a large number optional. "It may be roughly calculated that of the coffee shipped to the United States during the past year, invoiced at a value of \$6,014,721.73, and amounting to 33,214,766 pounds, at least two-thirds was in transit, either absolutely

or with option, and I have reason to believe that of the latter category by far the greater part finally found its way abroad."

After the 15th of March, 1892, at which period the imposition of duties upon Venezuelan products imported into the United States took effect, the large exporting houses of Maracaibo, controlled chiefly by Germans, began to seek a market for their coffee in Europe. Previous to this the United States had enjoyed a practical monopoly in the reception, not only of the coffee shipped from this port, but also of the hides and skins, which formed important items of commerce. This monopoly of Maracaibo exports by the United States naturally gave American exporters in the United States "great advantages in their endeavors to increase their sales" to Maracaibo, and "for the past few years a gratifying success had attended their efforts." American merchandise of all descriptions becoming "more and more appreciated and in greater demand, until it really seemed that we were at last to be the winners in the commercial contest between the new world and the old for the control of trade in this section of South America." Unfortunately, however, when the first experimental shipments were made to Hamburg instead of to New York, in order to avoid payment of the recently imposed duties in the United States, "Circumstances were such as to favor greatly this new departure."—Commercial Enquirer.

ORIGIN OF GRAIN.

Nearly all the grains now in use are of unknown antiquity. Wheat was cultivated in all latitudes as far back in the past as we have authentic knowledge. Barley is thought to have originated in the Caucasus, but it was known and used everywhere in the most ancient times. Oats, like rye, was unknown in ancient India and Egypt and among the Hebrews. The Greeks and Romans received it from the north of Europe. Had there been an early civilization on this continent the wild oats found here and there would probably have developed into the useful cereal now considered absolutely essential to the proper nourishment of horses.

This continent is credited with having given Indian corn to the old world, but this useful cereal was doubtless known in India and China many hundred years before the discovery of America. Cotton was used for making garments in India at a date so remote that it cannot be guessed at. The fact is mentioned by Aristotle. The first seeds were brought to this country in 1621. In 1666 the culture is mentioned in the records of South Carolina. In 1736 the culture was general along the eastern coast of Maryland, and in 1776 we hear of it as far north as Cape May.

B. C. FRUIT GROWING.

Who will say that our province has not reason to be proud of its capabilities for fruit growing? A British Columbia apple, from the point of size, completely up to the shade at the World's Fair everything of the same class that was on exhibition. We have heard nothing as to its quality; but it is certain that by proper attention to culture and a careful selection of the varieties best suited to our particular climatic conditions, we could hold our own against all comers. The truth is, as has been pointed out by the Inspector of Fruit and Fruit Pests, we fail to pay proper attention to this department of agricultural operations. We do not choose the most suitable varieties of apples or any other kind of fruit. Many farmers allow the trees to cultivate themselves, and, as for the parasites and diseases by which the trees are visited, the too frequent practice is to let the fittest survive, and if they do not, to conclude that it is so much the worse for the dead trees. Upon many occasions, in the reports of the Department of Agriculture, attention has been made to the fact that fruit growing is a branch of industry to which more attention might profitably be paid, and in his last official announcement, Prof. Saunders, of the Dominion Experimental Farm, emphasizes this statement. At Agassiz, there are now over 1,100 varieties under test, with the most encouraging results.—B. C. Commercial Journal.

KEEPING CRACKERS.

Complaints are frequently heard that crackers bought at grocery stores are soggy and stale-tasting even when comparatively fresh.

The fault is in the way they are kept. Crackers demand a warm, dry place, and they should not be stored near oil, fish, or other strong-smelling goods. Great care should be exercised by grocers in this respect. The cracker trade is one of the most important features of a general grocery business, and it should be taken care of. Crackers should be purchased in small quantities, so that they will not have time to get stale before being sold. They should be kept, as stated, in a warm, dry place, and customers should be advised to place them in the oven a few minutes before using. This will restore their crispness, even though they have become damp and soggy.

All the care in the world, however, will not build up your cracker trade if the crackers themselves are not pure and fresh and well made. Be careful in buying to get the best the market affords, then push your trade for all there is in it. One lot of stale, poorly made crackers will do more harm than you can overcome in six months.—Pennsylvania Grocer.

FACTS FOR RETAILERS.

The successful business man is he who is willing to commence at the bottom and work his way up, by steady, unremitting attention to every detail of his business, and to be able to do that he must, before he thinks of engaging in business for himself have a thorough knowledge of the grocery trade.

In selecting your location, be sure and have it the best you can afford. You will have to pay more rent, but that will cut a very small figure in comparison to the extra trade you will attract. When you have secured your place of business, the next thing to do is to place yourself right before the public, financially and morally. First, go to one of the prominent mercantile agencies and make a fair, square, and honest statement of the business you intend to engage in, the amount of cash capital you have to invest, what your position has been, and what you anticipate doing. Then you make a resolution and stick to it, that you will be strictly temperate, and never "play the races," or any other chance game.

When you get ready to purchase your stock, have a memorandum made out, and allow so much money for each class of goods, and keep as near the limit as you can. Don't overload yourself with first purchases; get the very best cash discounts; you will find there is considerable money saved during the year by discounting your bills.

When business begins to slack up do not sit down and wait for the return of fall or spring trade, but get up some good scheme that will bring you more prominently before the people, and at the same time bring you profit.

The arrangement of fixtures is something that would be considered as much as anything. Make everything as convenient as possible, and you will find your clerks will wait on more customers, make more sales, and cause much less annoyance to those whom they are serving.

Stocks should be so arranged that customers purchasing one thing will have something else suggested to them by its being convenient, and the clerk will then have no trouble in introducing and selling it.—Ex.

THE DEACON'S PHILOSOPHY.

"Yo' wanter borry 5 cents to ride down town? Whad yo' done wiv dat \$10 yo' hab Sat'd'y night?"

"I bought a pa'r labender pants a' a bosom pin. I had t' hab 'em," replied the Randolph heir apparent.

"Yo' did, eh?" said the deacon. "Well, jes' go up an' see ef de guard'll let yo' ride frum A Hundred and Twenty-fifth street t' de Battery because yo' got on a pa'r ob labender pants and a bosom pin. When yo' gits hungry go in an'

ask fer a meal because yo' got a pa'r of labender pants and a bosom pin. When yo' froo work t'night p'r'aps yo' feel better walking from city hall to Harlem wiv a pa'r ob labender pants an' a bosom pin den ridin' in de cars wiv ole pants an' nine dollars an' ninety-five cents in yo' pocket. Go long wiv you. While yo' had dat \$10 in yo' pocket yo' was jes' as good a man as George Gould; but now yo' ain' no better dan a bunco steerer wiv yo' labender pants an' yo' bosom pin."—Judge.

TEA PEDDLERS.

As there are retail dealers who confine themselves to selling teas and coffees, so there is a class of peddlers that go from door to door in the residential parts of the large cities for the purpose of making sales of teas. Some of these itinerant purveyors of the profitable staple carry their stock in a neat valise, and as they are usually careful regarding their personal appearance, they are more successful in obtaining a hearing from housekeepers than the unkempt, rough-looking, bawling individual who peddles fruits and vegetables, severe as the competition is which the city grocers experience at his hands. The class of tea peddlers which uses wagons to travel about in and to carry the daily supply, is much better known to the grocery trade than are the men who depend on Shank's mare to reach the public, and its inroads on the tea trade of the grocers are the cause of bitter complaints from some of the latter, but we question if the wagon peddlers are as dangerous as the pedestrian venders, so far as the tea trade of the grocers is concerned. The wagon men do doubt sell more tea individually than a single foot peddler can sell, but it is the greater numbers of the latter that makes their competition a serious matter. Only a very small cash capital is required in starting as a tea peddler on foot, and as the number of unemployed men, especially bookkeepers and others not used to manual labor, is always considerable, while the common notion that grocers' tea profits are exorbitant probably induces a good many of the unemployed to try their luck at selling tea, it is likely that a much greater quantity of tea passes into consumption through this channel than the average grocer suspects.

Restricting themselves to a single article, or at most to two—tea and coffee—these peddlers must dispose of considerable quantities of each staple in order to make a living, the more too, as they usually cut below the regular retail price. Now, as there are about 180,000 retailers in this country to share an annual tea trade of barely ninety million pounds, the average for each deal-

er, therefore, being only 500 pounds, it follows that a serious deviation of the tea distributive trade to outside channels must leave a ridiculously small share for some grocers. The gift tea stores capture a big hunk of the tea trade in some localities, the peddlers with wagons take a small slice for themselves, but how much the quiet-working foot peddler secures is impossible to say, but in the aggregate it probably is large, and the grocers in the localities infested by these gentry cannot but feel the effects, although they very likely attribute them to other causes.

It is not business-like to let one's trade be stolen without effort to hold it—to let any of your customers buy, say, butter at butter and cheese stores, canned specialties at the "delicatessens," or tea of itinerant distributors, if you can possibly prevent it. But of all the articles mentioned, and many others besides, there is none that the grocer cannot better afford to lose the sale of than tea, the most profitable article in his stock. But how to hold one's tea trade is the question. As we have shown above, there is not a great deal of it to go round, and if some of the larger dealers have more than their share of it, each selling from 3,000 lbs. upwards every year, many of the smaller grocers have never come anywhere near the 500-lb. average. Yet that figure seems ridiculously small, and no dealer should be content until his annual sales of the leaf closely approach four figures. If a close watch is kept, a transfer of a customer's patronage from the grocer to a tea peddler ought to be noticed at once; an inspection of the account will reveal the desertion, if the case is that of a credit patron, and if cash payments are invariably made by the customer the exercise of vigilance for a brief period will enable the grocer to detect the temporary defection of the peddler, but if several cases of the loss of tea trade occur within a brief period there will be good grounds for suspicions that a tea peddler has been operating in the vicinity. Having discovered that he is losing trade the dealer then should be eager to apply the remedy or remedies. The customers should be interviewed on the subject, and the reasons for the defection sought. If the quality of the grocer's tea is at fault, it will probably pay him to procure a better grade; if price is responsible for the loss of custom, then it rests with the storekeeper whether a cut shall be made or better value given for the money. It should be his aim to satisfy his customers, if it is possible to do so, and he should set himself seriously to consider if he cannot satisfy the public as well as other dealers or peddlers can.—Merchants' Review.

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Hillwattée
Tea. . . .

HIGH GRADE, FULL WEIGHT AND AT
REASONABLE FIGURES.

Selling Agents, **LUCAS, STEELE & BRISTOL,** Wholesale Grocers, **Hamilton.**

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Diamond
Crystal Salt

PURE AND SAFE.

CERTAINLY THE BEST.

TO HAND—First Consignment prime

New **SELECTED** Valencias
QUALITY—VERY FINE.

DUE NEXT WEEK,

New **PATRAS** Currants
IN HALF BARRELS.

All goods are cheap.

We keep only the best and sell at
bottom prices.

Special attention to letter orders.

Prompt shipments.

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

JAMES TURNER & CO.

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BROOMS! BROOMS! BROOMS!

CEILING BROOMS

Standard A
Standard B
Standard C
Standard D



Signal A
Signal B
Signal C
Signal D
Signal E
Signal F

CURLING BROOMS

SOOP HER UP, SANDIE!



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

Mr. E. B. Eddy of Hull, was in the city, early in the week.

The British Columbia Canning and Coffee Co. lost \$750 by a recent fire. Fully insured.

Mr. P. Giser of Harrietsville has rented L. McMurray's store at Gladstone, and will open for business this week.

The August make of cheese of the Milverton cheese factory has been sold to C. W. Riley of Ingersoll at 10¼ cents.

John Marlatt has sold his pork packing business at Ridgetown to Thos. Steel, who will conduct the business in the future.

Mr. John Moule, grocer, London, was in the city, this week, on business connected with London City Treasurer's department.

Victoria is a great place for patent medicines, of which one firm of chemists, Langley & Co. lately received two carloads from the East.

The thwarted Chinese vegetable sellers of Vancouver are thinking of testing in the courts the validity of Vancouver's anti-peddling by-law.

Steve Sawden has opened a grocery store at Melancthon Station. He is being supplied by Messrs. Endacott Bros. of Orangeville.—St. Thomas Journal.

A clerk of this city, who is smarter than his employer, was heard to remark: "Thank fortune, the boss has stopped advertising for the season. Now we will have a rest."

The potato crop in a good many places around Port Credit is badly effected with the rot. Some farmers report that nearly one-half of their potato crop is affected.

A well known grocer is reported to have sent 50 cents to New York to find out how to keep butter from becoming strong at this season of the year, and received the following reply: "Eat it."

The shipment of new wheat received so far by the C. P. R. is the largest in the history of the company at this season of the year. These receipts represent principally deliveries from farmers.

Consul-General Mason, Frankfort-on-the-Main, has supplemented his recent report to the State Department at Washington about the falling off of the German hop crop by additional figures. Mr. Mason says the fact must be accepted that the hop crop for 1893 will be by far the smallest gathered for many years. Germany will be obliged to import largely to meet her own demands.

Counterfeit Canadian silver is in circulation in New Westminster and Vancouver. It is only a middling imitation of the genuine coin, and is easily detected either by ring or color.

A tobacco journal published in Cincinnati gives statistics which show that, while the

manufacture of tobacco, cigars and snuff all show a remarkable decrease, the output of cigarettes has largely increased.

A car load of new machinery arrived at Port Credit the other day for the St. Lawrence starch works, which we understand will be placed in the new wing of the factory which has just been erected.

Mr. Frank Sandford of Fenelon Falls is one of the progressive men of the country. He devotes his time to various departments of business, carriages, cheese-making, besides other lines of trade.—Lindsay Warden.

Last evening 440 cases of Finnan haddies were shipped to the Upper Provinces by the C.P.R. They were shipped by the Dominion Express Co., and are from dealers in this city and from Digby.—St. John Gazette, Oct. 11.

Cranberries are not known to any extent in Europe, and American growers will send an agent thither to visit the principal cities with the fruit with a view to create a demand therefor. The introduction will be by free samples.

Oleo, which is often used to adulterate butter, is frequently adulterated with cottonseed oil and sunflower oil in Europe, the latter article having been given the preference lately, in consequence of the rise in the price of cottonseed oil.

It is estimated that the annual consumption of sugar in India is fully 4,000,000 tons, with some claims as high as 5,000,000 tons. Of that quantity nearly the whole is of local production, the imports last season amounting to only about 100,000 tons.

Mr. George Tuttle of Aylmer shipped on Tuesday a carload of cheese direct to the Liverpool markets from the Mapleton cheese factory. He is shipping monthly, and the price realized proves satisfactory to all interested.—Journal, St. Thomas.

Burglars entered the grocery store of W. Baxter, St. John, N.B., recently, and among the articles taken was one tub of butter, some tea, sugar, bread, sausages and other articles, together with a new bushel basket which the thief took to carry the plunder in.

Ontario is particularly rich in salt. We never yet have secured much of a market for this product in the States, but nine years ago Canada did send \$17,000 worth across the lines, while last year we only sent \$750 worth. If the promise to strike off the American duty of 8 cents and 12 cents per hundred pounds is fulfilled, Goderich and Windsor, which are particularly rich in salt, ought to blossom like the rose.—Journal, St. Thomas.

The potato crop of Kings county, N.B., and most all parts of the province is very

large, and very little damage has been occasioned by rust or rot. The use of chemical fertilizers instead of barnyard manure has been largely instrumental in bringing about this result.

Despite losses through the big wind storms, Delaware's peach crop this year was the largest in the history of the peninsula. The various estimates place it at from 6,000,000 to 9,000,000 baskets. The railroad alone carried 5,980 carloads of peaches, and over a third of the crop is usually shipped by water.

A large consignment of salmon, salted on the new process, will be shipped over the C. P. R. by the Western Fisheries Co. this week to Glasgow, Scotland, via Montreal. The Company are making extensive preparations to ship salt salmon and halibut to Europe during the coming winter.—News, Vancouver.

All the creameries in this vicinity are now closing down. The aggregate output for the season has exceeded any previous year owing to the large number of new creameries that started up. The manufacture of individual factories was less than usual because of the intensely dry weather. The new creamery at Fergus turned out 2,500 tubs of butter.—Guelph Herald.

In every locality where climatic influences are favorable sugar raising seems to be popular. Recent mail advices say that the industry is springing up in Cape Colony. "Owing to the experiments of growing beet root on a small scale having proved successful, it is proposed to form a local company, with a capital of £50,000 in £1 shares, to cultivate beet for the purpose of extracting the sugar.

In the year 1862 the value of the salmon fisheries of England and Wales was estimated to have been £18,000. In 1868 it was said to have reached £30,000. In 1870 its value was fixed at £70,000, and two years later the value was placed at £100,000. This increase is the direct result of the salmon fishery act of 1861, of which the three fundamental principles were: The preservation of the salmon during a fixed close time, the opening up of rivers to the free ascent of salmon to the upper waters, and the prevention of pollution.

Canadian apples are being shipped into Cincinnati at the rate of 300 to 1,000 barrels daily. A single commission house received 1,000 barrels in one day last week. Only fall apples of the jennetings and culvert varieties are handled and prices range from \$3.25 to \$4 per barrel. This stock is distributed over the Ohio Valley and causes



1/2 size fac simile of package.

Buttermilk Toilet Soap.

THE BEST SELLING SOAP IN THE WORLD.

Nets the Retailer a Handsome Profit when Sold at a very Popular Price.

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F. W. HUDSON & CO., TORONTO, Sole Agents for Canada.

Just Arrived

NEW FRUITS AND NUTS.

J. Morand's Off Stalk Valencias.

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J. Morand's Layer Valencias.

Tarragona S. S. Almonds.

Spanish Onions in Crates.

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The Finest Breakfast Cereal Foods ^{IN} THE World

Are not made in the United States. NOTE THAT FACT.
They are manufactured here in Canada by

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CHOICE BREAKFAST CEREALS, FLOUR AND MEALS

Our Desiccated Rolled Wheat (in 3 lb. packages only) for Porridge, Puddings, Gems, etc., has no equal. Once used it becomes a favorite in every household. You should order a stock at once. It is a profitable line to handle. It pays to handle only the best. Write us for price list and particulars.

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Prompt attention to all mail orders. For choice bulk goods we are headquarters. Rolled Oats, Wheat, Barley, Peas, Oat Meals, Ground Wheat, Split Peas, Wheatlets, Pearl Barley, Pot Barley, Corn Meal, etc.

Gentlemen

SOME of our travelers are at the World's Fair and will be a week behind in their calls on your good selves. Write us your wants on a card or letter and we will give them prompt attention.

War in Brazil has knocked Rio Coffee out. Pepper and Ginger are higher, not much change in other spices.

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

Has no equal in the market.

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Shipping Baskets. Lunch Baskets. Field Baskets.

FULL LINE.

PROMPT SHIPMENT.

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GRIMBLE'S ^{English Malt} VINEGAR

Six GOLD Medals

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.. ODART'S SPECIALTIES ..

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

ODART'S PICKLE - AND - ODART'S SAUCE

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

sharp competition with home-grown fruit. The principal fall apples in the market are Baldwins, russets, Smith cider, Ben Davis and bellflower. The latter is the best seller and commands from \$4 to \$4.25 per barrel.—Merchants' Review.

The Queen's hotel, Fredericton, N. B., is one of the best appointed hotels in the Maritime Provinces. It contains 75 rooms, and the main building has large and handsomely furnished suits of rooms, while the table is first-class. The office walls are adorned with moose, cariboo, and deer heads. The lawn is most invitingly situated. The stable in connection with the hotel is one of the best equipped in Canada.

A disastrous fire, said to have had its origin in spontaneous combustion, accomplished damage to the extent of something like \$5,000 at the Hobbs glass works on Ridout street adjoining the Grand Trunk tracks on Saturday morning. The damage to the building consists mainly of a burned roof in the end where the fire started, while the walls and floor of the upper storey are seriously scorched also. The ground floor and cellar, where the most expensive glass was kept, escaped intact; but a large quantity stored in the burned portion was melted or cracked. The premises are amply covered by insurance.

Farmers have long been in the habit of mortgaging or selling prematurely a year's crop, but it was a long-headed and perhaps a too smart farmer who recently mortgaged his next year's crop in order to raise a sum of money. As the crop had not been planted or the ground prepared for it, the court decided that the security was too doubtful to be legally good, and in addition it was decided that the ostensible owner of the possible crop might raise other money on the score of ownership which would further complicate the case. Henceforward in Wisconsin there will be but one, and that the present, generation of crops mortgaged at a time.—Ex.

A young grocer entering into business for himself was asked on what he relied for success. He replied, "Hard work, honest dealings and independence in the conduct of my business." It is safe to wager that when such a plan is lived up to that success is assured. The grocery business is one of never ceasing toil; endless details abound which must be watched with care. Honest dealing is the touchstone whose magnetic power draws and holds trade. Independence in the conduct of business wins confidence and respect, and lifts the grocer who combines with it the other qualities of work and honest dealing above the mass of his competitors, who are but imitators and never leaders in trade.—Ex.

An English trade journal, in an article on the products of the Philippine Islands, says that last year's sugar crop was the largest ever known and about 45 per cent. above

the previous year. The exports were 3,951,060 piculs, against 2,662,625 piculs. This includes all kinds. Wet sugar now forms a small part of the sugar crop and it is steadily decreasing in quantity, which is due to improved cultivation and machinery. Under the old United States tariff it paid the Philippines better to produce the lower grades, but under the present tariff in the United States it pays better to make the higher grades. Although a great deal of machinery has been introduced into these islands there is room for more, as in many parts the manner of crushing the cane and boiling the sugar is still primitive.

Yesterday there arrived in this port, direct from Hamburg, a solid cargo of beet sugar. The shipment consists of 39,499 bags, and has been imported for the use of the local refineries. It is said that this is but a portion of the total amount of beet sugar that is to come to New Orleans for refining purposes. While this is not the first shipment of European sugar to reach New Orleans, it is by far the largest cargo of such sugar that has been reported. The importing of the sugar is the outcome of the great scarcity of supplies of raw sugar which has prevailed for some time past. The sugar, together with that which is expected to follow, will supply the refineries until such time as the domestic crop begins to move freely.—New Orleans Picayune.

The traveling tea merchant is the latest annoyance to our country farmers. The agent is by no means always a fake, but it so happens that a number of dishonest men are at the present time making the rounds of the country. The scheme, as worked by the sharpers, is to induce farmers to test sample tea and to order a chest like the sample to be delivered. The tea is then paid for in advance at what appears to be an extremely low rate. When the chest arrives the agent is far away, and the farmer, who finds that the chest is short weight and almost worthless in quality, is helpless to obtain redress. We advise our readers to beware of the travelling tea-man, unless he comes well accredited.—Critic, Halifax.

A Guelph tea dealer was in Hamilton recently buying a stock. He left the office of the wholesale firm at one o'clock and proceeded to the St. Nicholas for dinner. While enjoying the repast a messenger arrived from the house with the mild request to return Mr. B's overcoat at the earliest convenience. Only then did the Guelph man know that he had taken the wrong overcoat on leaving the office. When he arrived home he told his friends about the incident, and they believed in his honesty and laughed at the joke. To-day a post card addressed to the tea merchant came to hand. It was from a gentleman in Winona, and it read: "Please return the hat you took from the St. Nicholas hotel. Have sent yours by post." Now the tea merchant's friends are in the realms of anxious doubt. They would like to believe him honest, but that hat difficulty coming so soon after the other bears on its face an awkward look.—Guelph Herald.

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IS THE GENTLEMAN'S CHEW.

Our Tobaccos are now prepared for fall and winter use and will be found soft and pliable and in every way desirable.

SEE PRICES CURRENT.

Our Prices on Fruits are Right !!

H. P. Eckardt & Co.,

Wholesale Grocers, Toronto

BRANDED



Valencia Raisins

Superior LAYERS, in half and quarter boxes

Fine " " " "

SELECTED " " "

Superior OFF-STALK, in half boxes

Fine " " "

Fair " " "

Superior Packing —

YOU WILL FIND

Boeckh's Brushes & Brooms

In almost every town from OCEAN to OCEAN. They are sold in all first-class stores, as goods bearing this brand are always reliable and as represented.

CHAS. BOECKH & SONS, Manufacturers,
TORONTO.

LION "L" BRAND



REGISTERED
TRADE
MARK.

PURE GOODS.

JAMS,
JELLIES,
VINEGARS,
PICKLES.

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

DIPLOMA
AND MEDAL

Toronto Exhi-
bition, 1893.

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

1842.

ESTABLISHED

1842.

L. CHAPUT, FILS & CIE,

WHOLESALE GROCERS,

Importers Teas, Wines, Liquors, Etc.

MONTREAL

Our Stock is one of the most complete and best assorted in the Dominion
Merchants are cordially invited to visit our store.

When ordering . . .

JAMS, PICKLES, CATSUP, Etc.

TRY T. HOSKIN

As his goods are equal
to the Imported.

535-537 King Street, W.,

TORONTO



The Celebrated Clauss Bread,
Cake, Paring and Carving

KNIVES.

The only genuine. Made of very
finest steel. Fully guaranteed
to all purchasers.

Merchants write us for terms. Patented in the United States, England and Canada. Clauss Shear Co., Adelaide East Toronto

IS THE GENTLEMAN'S CHEW.

pre-
and
and

DRY GOODS.

MONTREAL MARKETS.

Travelers are now out on their fall trips, and their experience has been fairly satisfactory, but they also as well as the direct city trade are feeling the adverse influence of the warm, summerlike weather when it comes to the sorting up demand. In fact, in many cases the dealers complain that their stocks have not been seriously broken into as yet, and of course in this case their wants on sorting account are naturally small.

The demand that has been experienced of late has been mainly for woolen goods, flannels, underwear, etc. A present feature in the demand for the latter is the call for fancy striped shirts and drawers, which have been worked down to absolutely nothing.

Messrs. W. B. Foster and Jas Baumann, the well known travelers for Thouret, Fitzgibbon & Co., are out on their regular western trips through Ontario. Their friends will no doubt be glad to see them once again.

The buyers are now all on the other side of the water. Mr. Macdougall, of Gault Bros., was one of the rear guard, sailing on Monday the 9th. He will be absent about two months.

David Morrice & Co. say that the demand for spring supplies is very much better than they expected it would be. They have paced orders for quite a many cotton goods for December deliv-

ery as was the case last year. Their orders for other lines of spring supplies are satisfactory also, noticeably for cotton underwear, etc.

Mr. Fred Cairns, of Brophy, Cairns & Co., now out on a tour of Ontario, writing from the district around Renfrew, says that the weather is altogether too balmy for trade, which is just like summer, making one feel more like going on a "hunting trip than hunting for orders."

Caverhill, Kisseck & Co. note a good demand for German beaver for cloakings, having sensibly reduced a large line which they got in early in September. They complain that the warm weather has interfered with the demand for millinery, trimmings, etc. In this connection they report that velvet is all the rage, and that ribbons appear to be entirely out of it.

Messrs. Cairns and Fraser, of S. Green-shields, sons & Co., are expected back from Europe some time in November. The firm report a good demand for all lines of fall goods. They are well satisfied with the demand for the celebrated "Priestlys" dress fabrics for which they are the sole Canadian agents, also for their special line of Cravenette waterproof goods.

TORONTO MARKET.

The week has been an exceedingly quiet one in nearly all lines. The warm weather of last week prevented the travelers securing heavy sorting orders, and parcels sent out are very small. Visiting buyers are not numerous, nor are those who are present keen to buy.

Next spring's samples are engaging a great deal of attention in the wholesale houses, and active preparations are going on. Some lines are on the road already, but retailers have given them little attention yet. They seem to think that before winter stocks are broken it is too early to buy spring goods, and they are right. The early bird doesn't always catch the worm.

Collections since the fourth are not so favorable as they might be. Some unexpected requests for time are noted.

Mr. Grasett, of Wyld, Grasett & Darling, and Mr. Blackey, buyer for John Macdonald & Co.'s haberdashery department, have just returned from their foreign buying trips.

John Macdonald & Co. are showing full ranges of beavers, meltons, venetians, naps, montagnacs, alpines, Irish and Canadian friezes in great abundance. These are all in fair demand for overcoatings, and with continued cold weather dealers will need to place sorting orders. This house is prepared to meet all demands at this season.

Alexander & Anderson are offering some special clearing lines in Canadian tweeds. They have received their third repeat order of black dress braids, which are in great demand. They are also offering special value in flannels and flannelettes.

Gordon, Mackay & Co. are drawing special attention to a large range of dark stripe and check flannelette worth 8c. which they are offering at 6 1-2c. Immense assortment of patterns.

Caldecott, Burton & Sepnce will open four cases of braids, including the well

known serpentine or waved braid. These goods are much in demand at present and the supply is meagre. Their stock of smooth finished serges is being weekly replenished, and dealers can rely on having their orders filled.

In check glass cloth Gordon, Mackay & Co. offer three special ranges in red and blue check, the new finish which has only to be seen to be appreciated.

W. R. Brock & Co. have a special line of grey flannels on which they are having a big run. They report an extra enquiry for flannel sheetings over previous seasons, and have tried to meet it with their range, which includes two or three exclusive lines.

Wyld, Grasett & Darling are showing some very special values in union and all-wool blankets in all weights and sizes. Fine ranges of imported and domestic flannelettes are shown at present.

Cardigan jackets are a big feature of the rural trade. Lines to retail at 75 cents, \$1, \$1.25, \$1.50, and \$2 are shown by W. R. Brock & Co. They claim to be giving extra value at \$1 in their number "Dandy." A leader at a popular price is what every retailer should aim to have always. It is a good advertisement.

Gordon, Mackay & Co. have just passed into stock repeats in their \$4.50 and \$6.50 ranges of knitted wool shawls in a large assortment of colorings, including white, cream, pink, blue, cardinal and chinchilla.

Mr. Boyd, of Boyd, Bower & Brumell, goes to New York on Saturday to pick up the latest novelties in that market. This firm have been very successful in placing novelties in fancy goods on this market, and the novelties they have been showing so far this season have taken so well that their stock is almost depleted in most lines. Mr. Boyd will make some heavy purchases in New York.

The Worsted and Braid Co. is to have a new secretary in the person of Mr. Netherson, who has spent many years in the faithful service of the Merchants' Bank. He is well able to fill the important position to which he has now been appointed. This company is now making military braids, which they anticipate selling on this market at prices equal to New York wholesale prices. During the latter half of this month they will be ready to supply all demands for this class of goods.

W. R. Brock & Co. have just received a shipment of black and navy cravenette. This is a very popular fabric at present. They have an extra large range of velveteens, and claim to be showing some very special values in this class of goods.

In their woolen department, Wyld, Grasett & Darling have made special preparations for the sorting season, and every line is complete as to ranges of qualities and colorings. In beaver overcoatings, the demand is now exceptionally strong, and their stock will be found equal to the demands of the fashion.

In Gordon, Mackay & Co.'s men's furnishing department several lots of braces have recently been added to the stock bought from the manufacturers at clearing prices on account of the near approach of the end of the season. These lines are choice in design and particularly good value, and added to their regular numbers make the range very attractive.



TO YOU IT IS

PROFITABLE and a
QUICK SELLER.

Thousands testify to its PURITY and
Wonderful washing qualities in
HARD or SOFT WATER.

TRY IT.

ROYAL SOAP CO.,
Winnipeg, Man.

WILLIAM ARCHER, Carpenter and Store Fitter

VALUATOR,

STORE, OFFICE AND SHOW ROOM FITTER.
All classes of Store Fittings, Exhibition Cases,
Show Cases, etc., from the Cheapest to the Most
Elaborate, made well, quick, and at Reasonable
Charges. Alterations, Repairs. Estimates Free.
Post cards promptly attended to.

114 SPADINA AVENUE,
Cor. of Adelaide St., Toronto.

J. F. EBY

HUGH BLAIN

Always in Demand

The quality of "Reindeer" brand Condensed Goods (Milk, Coffee and Milk, etc.), is such that they are in demand



"All the Year Round"

Have You Tried Them?

If not, send us a trial order for a case.

WE HAVE PLEASURE

Calling the attention of the trade to following shipment of **NEW SEASON'S**

CALIFORNIA EVAPORATED FRUITS

- Boxes "Eagle" Apricots, each 25 lbs.
- " "Crown" " " " "
- " "Crown" Bartlett Pears, each 25 lbs.
- " "Eagle" " " " "
- " "Crown" Purple "Nectarines" "
- " "Crown" White " "
- " "Crown" Peaches " "
- " "Eagle" " " " "

TRY THEM

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



We beg to inform our customers that we are now turning out our usual quantities of tobacco, and can fill all orders without delay.



BE SURE
AND GET THE
Dog's Head Brand

EMPIRE
TOBACCO
Co.

MONTREAL

APPLE PRODUCTS.

Not since 1889 has the apple crop been so light in all sections of the United States as it is likely to be this year, and noting the already high prices current for fine apples, people unfamiliar with the trade naturally suppose that the cost of cider and cider vinegar must be proportionately higher. This, however, is a mistaken idea, and the Genesee Fruit Company's new price lists, just issued, show very slight advances over those of 1892.

They are the largest manufacturers of apple products in this or any other country, having three immense mills in New York and one in Michigan, with a total capacity enabling them to grind and press 1,500,000 bushels of apples within the sixty days of October and November, which cover the crop-gathering period. In this fact lies their opportunity, for while apples of selected sizes and varieties may be barreled and held in cold storage for the advantages of future markets, there is at least one-quarter of the growth which is inferior in size or of varieties, which will not keep well for long periods, but are equal to the best for cider-making.

Growers and dealers who store and pack in barrels are glad to ship the Genesee Fruit Co. everything which will not grade for packing. All varieties are taken, the only requirements being soundness and ripeness. As fast as they accumulate, they are loaded loose in cars, and from each of more than 500 railroad stations in the States of Michigan, New York, New Jersey and the New England States, they receive, every fall, from two to ten carloads of about 600 bushels each. On arrival at mills they are not put in bins or otherwise held for more than twenty-four hours, but taken direct from cars by steam elevators, to the grinders, which are located over steam presses, and the juice is pressed out and safely stored in tanks before decay or fermentation has had time to begin.—American Grocer.

ENGLISH BUSINESS WOMEN.

Some interesting facts may be gleaned by the English census returns concerning the struggle of the sexes for professional supremacy. The present showing demonstrates that it is in the lower ranks of professional life that women are numerous. Excluded from the clergy, they are found considerably in excess of the men in the subordinate fields of religious work. In the medical profession there are 100 practitioners, 345 dentists, and two veterinary surgeons. In the legal profession women figure only as clerks, while as teachers their number is more than double that of men; 600 women journalists, with 127 reporters, figure in the lists, with 69 merchants, 3 bankers, 765 brokers and agents, 16 bill discounters, 985 wholesale buyers, 165 commercial travelers, and more than 17,000 clerks.

More than 1,000,000 women are registered in domestic and not far from 2,000,000 more in industrial pursuits, but in the higher skilled industries they cut rather a poor showing; nor is their deftness shown to advantage in the making of watches and philosophical instruments, furniture decoration or jewelry, though some 4,000 miners and 45,000 agricultural laborers are in the list.

SHOW WINDOW ATTRACTIONS.

Electricity is used to great advantage by enterprising retail storekeepers in the larger cities, not only for illuminating purposes but for window displays, says a contemporary. The dry goods stores especially often produce very beautiful effects with electric lights in their windows, a recent instance being on the occasion of the opening of a new store in Brooklyn. Excellent imitations of revolving pin wheels were shown in one of the windows, the color of the wheels being made to change from time to time, to correspond with the changing hues of the genuine articles at exhibitions of fireworks. Brilliant stars coruscated and twinkled in the same window, while in another a fac simile of a peacock attracted much attention. The eyes and crest of the bird were made brilliant with electric lights, and the spreading tail was studded with tiny electric bulbs, the whole producing a very beautiful and life-like effect. The expense of the display must have been considerable, but as immense crowds were drawn to the store, the proprietors no doubt were well paid for their outlay. It certainly pays to utilize window space to the best advantage for advertising purposes, particularly if the store is situated on a much-traveled thoroughfare.

CURED OF THE CHEESE HABIT.

A grocer in the upper part of the State once cured a cheese-loving baker of his pilfering propensity.

On the grocer's counter there stands at all times the half or more of a cheese, with small parings, the excess of sundry pounds and half pounds, placed on the top.

The baker used to drop in several times during the day for a talk. During the conversation he would merely, as a digression, lift a paring or two and eat them as if through absence of mind.

The grocer at last began to look at it in the aspect of a loss.

One day when the shop was pretty full of customers, he spied the baker making his way to his premises.

He therefore placed a small, thin paring of yellow soap on top of the cheese. After a few moments' conversation the fish seized the bait.

Foam gathered on his lips, his eyes rolled in his head, and his face assumed a greenish hue.

Hurriedly muttering that he had a man to meet, he bolted from the shop.

He has called since but never touches cheese.—Michigan Tradesman.

FOR DAIRY
BUTTER
OR DRESSED
POULTRY
PARSONS
PRODUCE CO.
 WINNIPEG — MANITOBA

Write or Wire

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

Representing in Manitoba and the
 North-West Territories:

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

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

LAURENCE GIBB
 Provision Merchant,
 88 COLBORNE STREET, TORONTO
 All kinds of Hog Products handled. Also Butter
 Cheese, Poultry, Tallow, Etc
 PATENT EGG CARRIERS SUPPLIED.
 Good Prices paid for Good Dairy Butter.

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

OWAN'S
COCOAS AND
CHOCOLATES
 Are Standard, and sold by
 all grocers.

J. BELL & CO.
 Wholesale Produce and Commission Merchants,
 64 Colborne St., Toronto, Ont.
 We are prepared to receive consignments of
 Butter, Eggs, Cheese, Poultry and Produce of all
 all kinds. Having had 15 years' experience and
 being in connection with the best buyers' in the
 city, enables us to find quick sales and highest
 market prices.
 Egg cases supplied. Phone 2,291.

ESTABLISHED 1874.

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

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

WILLIAM RYAN,
PORK PACKER
 Toronto, Ont.

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

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

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

FAC SIMILE OF PACKAGE.



McLAREN'S



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

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

Butter in good demand; large rolls, pails,
 crocks, and best store-packed tub sell-
 ing 19 to 20c.; choice dairy tub, 20 to 22c.
 no stock on hand. Eggs, 16½ to 17c.
 We charge five per cent., and prompt
 returns by registered letter.

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

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

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

GEORGE McWILLIAM. FRANK EVERIST
 TELEPHONE 645.

McWILLIAM & EVERIST
 GENERAL . . . **FRUIT**
 Commission Merchants
 25 and 27 Church street,
 TORONTO, ONT.

Consignments of FRUIT and PRODUCE SOLI-
 CITED. Ample Storage.
 All orders will receive our best attention.

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

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

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



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

TORONTO MARKETS.

TORONTO, Oct. 19, 1893.

GROCERIES.

Business seems to be brighter, but this is attributable in a great extent to arrivals of direct Mediterranean goods. The shipments by S.S. Avalona are now reaching store. Beyond this there is no special feature in the market. On the whole the turnover may be called satisfactory, but trade is only done by constant push there being no buoyancy in it. Prices of all staples remain the same as last week, excepting in Valencia raisins, which are somewhat lower on account of the large direct receipts. The Government have decided to rescind the order forbidding the importation of Smyrna fruits, and in consequence there is an easier feeling in the old stocks of these goods held in this country. Remittances are now as satisfactory as usual at this time of the year. Money is firm with the discount rates at 6 to 7 per cent.

CANNED GOODS.

Packers and their representatives have been about the streets offering tomatoes at 85c., but buyers profess to be able to get what they want at 80c. and in one instance a jobber reported an offer of 75c. but he refused to name the brand. Some packers will certainly not sell under 85c. at the present time. Peas are nominal. Corn unchanged. Generally packers are asking 80 to 85c. for equal quantities corn, peas and tomatoes. No business is being done in other products. Jobbers are still doing a good trade in the staples, corn, peas and tomatoes. The retailers are buying much more freely than usual at this time of the year owing to the low prices and the feeling that they cannot do much better, if as well later. Equal quantities are going at 80 to 85c. the inside price being in most instances for round lots. The larger retailers are taking lots of 100 to 450 cases including in some instances beans at 90 to 93c. for string. Fruits have not attracted much attention yet though some lots of fancy peaches have been placed during the week at \$3 to \$3.25 for 3's, but ordinary quality can be bought at \$2.75 to \$2.90. The demand for canned salmon keeps very active for this season of the year owing to the low prices which make it a fine staple article; prices are the same at \$1.25 for ordinary, \$1.35 to \$1.40 for choice in tall tins, and as high as \$1.50 to \$1.57½ the top being for clover leaf flats. Lobsters slow and bad to sell.

COFFEES.

The market in Rio is very firm and cables say that shipments are being made with some difficulty; no one can tell what the result of the fighting will be; in view of advices received lower prices are not looked for. The spot market is almost bare and 12c. higher prices are asked for anything held here, at 21 to 22c. for fair to good; other varieties unchanged. We quote: Rio, 21 to 22c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 21 to 22c.; Java, 30 to 32c.; Mocha, 26 to 27c.; Maracaibo, 21 to 23c.

NUTS.

Quantities of chestnuts are coming in and are selling lower at \$1.75 to \$5 per bushel, and of hickory at \$2 to \$2.25. New Mediterranean nuts are here, but prices are not yet definitely fixed. Tarragona almonds are lower and weak at 13 to 15c. We quote: Brazil nuts, 11 to 11 1-2c. a pound. Sicily shelled almonds, 32 to 35c. a pound; Tarragona almonds, 13 to 14c.; peanuts, 11 to 12c. for roasted, and 8 to 10c. for green; cocoa nuts, \$5 to \$5.50 per sack; Marbot walnuts, 11 1-2 to 12c.; peccans, 13 1-2 to 16c.; chestnuts, \$1.75 to \$5 per bushel; hickory, \$2 to \$2.25.

RICE.

Demand is quiet, and prices are unchanged at 35-8c. for 'B,' and 31-2c. for no brand.

SPICES.

Demand is active, but prices continue low, excepting in China cassia which is higher outside. We quote: Pure black pepper at 14 to 16c.; pure white at 20 to 28c.; pure Jamaica ginger at 25 to 27c.; cloves, 14 to 25c.; pure mixed spice, 30 to 35c.

SUGARS.

THE GROCER'S special sugar cables from London show the course of the world's market for the past few days:

	Centrifugal 95 for refining. s. d.	Muscovado s. d.	Beet	
			Oct. s. d.	March. s. d.
Oct. 12.....	16 6	13 9	13 8½	13 10½
Oct. 13.....	16 3	13 6	13 9½	14
Oct. 14.....	16 3	13 6	13 9½	14 5
Oct. 16.....	16 3	13 6	13 10½	14
Oct. 17.....	16 3	13 6	13 8½	13 8½
Oct. 18.....	16 3	13 6	13 6	13 5½

Demand is only moderate, the fruit business being now almost over. Refiners are almost up with their orders. There is no change in price. The tone of outside markets is firm. In New York there are no raws in importers hands, and the Trust are receiving direct shipments which are keeping them supplied. Nothing will be known of the new crop till November. Granulated is jobbing here at \$5.45 to \$5.50, and yellows from 4¼c. for lower province to 5¼c.

Willett & Gray, in their Weekly Statistical say:

RAWS—The week has been notable for a clearing off of stock of sugar in importers' hands. This was done by an advance in prices to 4c. for Centrifugals, caused by an absolute necessity of having supplies for the immediate use of some refiners. Centrifugals at a short distance away were bought at 3¾c., and a little further off a 3¼c., and for shipment from Demerara at equal to 3¼c. The nearness of supplies governs the price for them. The receipts were but 19,215 tons, while meltings remain at 35,000 tons, leaving the total stock but 25,884 tons, and making the supplies of refined somewhat dependent upon arrivals of raws from day to day. This condition is somewhat suggestive of what might have happened to the market

at the present time if the consumption of sugar had not been interrupted by the financial difficulties of the country during the earlier months.

REFINED—There is a decided improvement in the time of delivery of orders for sugars, and, unless a curtailment of production is rendered necessary by an absolute scarcity of raw sugar for melting, the delay in shipments should disappear in the next week. Prices remain unchanged, and are now on very low parity for Granulated at 5.08c. net, with Centrifugals at 4c.; but, as new crop sugar supplies should be available for November use at lower prices, there is no probability of any advance. Those who are looking for a decline, however, may be disappointed, owing to the abnormal conditions of all the raw sugar markets of the world growing out of the small supplies at the passing over from one campaign to another, and the unknown quantity of the coming crops, about which much difference of opinion exists.

The "Prager Zuckermarkt," for instance, estimates the sugar production of the world for the present campaign as 3,350,000 tons beet sugar, against 2,445,000 tons in 1892, and 3,640,000 in 1891; and of cane sugar as 2,632,000 tons, against 2,775,000 tons in 1892 and 2,597,000 in 1891. Thus giving a minus of 95,000 tons beet sugar and 143,000 tons cane sugar, together 238,000 tons less than last year—a quite improbable outcome, as it appears to us, for the necessities of the world for consumption should exceed last year by 200,000 tons, and the sugar must come from somewhere to supply it.

Against this opinion, however, is the fact that recently in certain parts of the United States some people who neglected to supply themselves beforehand have gone without sugar to some extent, and thereby a consumption of sugar was lost which cannot be recovered. It would be a much more serious matter, however, if the figures given above were to prove correct, and consumers are obliged to do without 200,000 tons of sugar next year, there being no surplus stocks from which to draw such an amount. Instead of 140,000 tons minus of cane sugars we are looking for a plus of over that amount, although it is yet too early to give satisfactory estimates.

SYRUPS AND MOLASSES.

Syrups of bright and medium quality are scarce. One refiner could let a wholesale house have only five barrels day; darks are plentiful; prices are unchanged. Medium to bright are going at 2 to 2 1-2c. Corn syrups are selling well although they cannot be sold to leave a margin under 3 1-2c. Molasses steady at 30c. up for fair Porto Rico or New Orleans in barrels.

TEAS.

There is very little movement in round lots on spot in teas excepting in

HALLOWE'EN!

Chestnuts

Hickory Nuts

New Figs in tins

ORDERS FILLED PROMPTLY

CLEMES BROS.

TORONTO



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

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

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

THE "Lion Brand"

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

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

**LYTLE'S
PICKLES**



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

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

The Imperial Rubber Stamp Works

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

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

102 ADELAIDE ST. WEST - - - TORONTO.

BUY RELIABLE GOODS

.. Quality Is Our Aim ..

VEGETABLES:
Tomatoes, Corn, Peas, Etc.
FRUITS:
Pears, Peaches, Strawberries, Etc.

Lakeport Preserving Co.
LAKEPORT, ONT.



TORONTO AND STRATFORD.

Canada's Greatest Business Schools.

FORTY DOLLARS invested in a first-
class business educa-
tion will produce highly satisfactory results.

Others have found it a paying investment
Why don't you try it?
Write for catalogues.

SHAW & ELLIOTT, Principals.

MAPLE PRODUCTS

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

Address

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

Boy
Brand
Corn
UNBLEACHED



DAILEY'S

Boy
Brand
Tomatoes



Please try them.
Can be obtained at
all Leading Whole-
sale Houses.

Kingsville
Preserving Co.,
(LIMITED.)
KINGSVILLE, ONT.

**Keep your
EYE**



on the

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



TRADE MARK

DELHI CANNING CO.

MARKETS—Continued

Congous, in which some business has been done. Stocks of low grade Japans are not plentiful here, and they are steadily held. Young Hysons are very scarce, and very few are coming forward; cables are firmer from England and quite a good business has been done from there on local account this week; points, Fongmee and Sowmee Moyunes from 24c. up have advanced in China about 5 per cent. Ceylons and Indians are also firm in England. The retail demand is very satisfactory; most houses are doing more than usual at this time of the year, owing chiefly, no doubt, to the excellent values, but especially in Japans. Prices are all held as before.

DRIED FRUIT.

There is a fairly active sorting demand for all kinds of dried fruits. No large lots are moving. The feature of the week is the decision of the Government to admit Smyrna fruit; it will have no immediate effect, as there are no figs here and the stock of Sultanas will no more than barely last until the new crop arrives, which will not be for six weeks at the earliest. The Avalona's direct shipments are now here, and prices generally are lower than for early shipments. Strong cables on Valencias have given holders here a firmer tone, and they are steady at 5 to 5 1-4c. for off-stalk, 5 1-2 to 5 3-4c. for fine, 6 to 6 1-4c. for selected, 6 1-2 to 7c. for layers. Currants are easier on the later shipments now arriving at 4 7-8 to 5c. for bbls., and 5 to 5 1-2c. for halves and 5 1-2 to 7 1-2c. for cases, as to quality. Sultana raisins are worth 6 1-2 to 7 1-2c. In prunes, advices have been received of the early September shipments; only two or three houses are bringing them on; they will be worth 6 1-2 to 7c. for cases. Dates quiet; new will not be here for six weeks to two months.

BUTTER AND CHEESE.

Receipts of butter are light, but they are rather larger than a week ago, and prices are not so hard. There is still, however, a demand for fine dairy tub in small packages at 20 to 21c. Anything not up to the mark is going at 18 to 19c. A few pound blocks have come in but the quality has not been very good; they brought the same price as tub, but choice rolls are worth 23 to 25c. Bakers' butter is scarce, and little can be got under 17 to 18c. Creameries are finding a fair market only at 23 to 25c. for tubs and 25 to 27c. for pound blocks. No sales of cars are reported; buyers talk 22c. f.o.b., but sellers will not accept that figure. There have been some enquiries from the old country for both dairy and creameries but no sales are reported.

Cheese continues very firm and jobbers are getting 10 1-2 to 11c. for August and September in small lots. Factories are getting 10 1-2 to 11c.; in

- - Well Pleased



WITH THE

PROFIT ON

**SURPRISE
SOAP**

The St. Croix Soap Mfg. Co.,

Branches :

St. Stephen, N.B.

MONTREAL : 17 St. Nicholas St.

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

WINNIPEG : E. W. Ashley.

fact some of them have been getting 11 1-2c. for September.

COUNTRY PRODUCE.

Beans.—The supply is equal to the demand, and that continues fair. Jobbers are paying from \$1.30 to \$1.42 for good hand picked beans and selling at \$1.45 to \$1.50; for prime medium dealers are paying from \$1.25 to \$1.28, and selling at \$1.35.

Dried Apples.—The supply is poor and jobbers are finding some difficulty in supplying their customers. Prices remain firm at 4 3-4 to 5c., and selling at 5 1-2 to 6c.

Evaporated Apples.—No new evaporated apples have been received by jobbers as yet, and the prospects are everything but bright for a good supply of this year's crop. Prices for 1892 stock remain firm at 10 to 10 1-2c.

Eggs are scarce; prices ranging from 17 to 18c.

Poultry.—Supply is about equal to the demand. We quote: Turkeys, 12c. per lb.; geese, 7c. per lb.; chickens, from 40 to 50c. per pair, and ducks, 65 to 75c. per pair.

Potatoes are a little scarce. Car lots are being purchased at 50c. per bag on the track. Jobbers are selling delivered at 62c.

Honey is on the move. Extracted white clover is selling at 8c. in 10 and 30 lb. tins, and new sections from 12 to 14c.

Hops.—The market has not yet fairly opened up for the new crop, but deal-

ers who have a quantity of yearlings are running them off quite freely at the usual prices, namely, 12 1-2 to 13c. We quote best new hops at 17 to 18c. It is reported that some have been bid in at prices ranging from 20 to 25c., but they were afterwards found to be country bidders. The prices are reported to be somewhat lower in England, as the crop has been good, and in New York there has been a decline of a cent or two.

Onions.—The enquiry is fair for Spanish onions at 90c. per crate for large lots, and at a dollar for small lots. Canadians, which are quite plentiful, although small, are quoted at 90c. to \$1.15.

Sweet Potatoes.—Demand is fair and the supply medium, while prices are somewhat lower than our last report. We quote them at \$3.50 per barrel.

HOGS AND PROVISIONS.

Trade in pork has been a little dull during the past week, especially in car lots.

Bacon.—Long clear, 10 3-4 to 11c.; smoked backs, 12 to 12 1-2c.; bellies, 13 1-2c.; rolls, 10 to 10 1-2c.

Hams.—In good demand and firm at 13 to 13 1-2c. for smoked.

Lard.—Pure Canadian 12 1-2c. in tubs, 13c. in pails and 12c. in tierces. Compound, 9 to 9 1-2c.

Barrel Pork.—Canadian heavy mess, \$20; Canadian short cut, \$21.50 to \$22; shoulder mess, \$18.

Dressed Meats.—Beef lores are 4 to 5c., hindquarters, 7 to 8c., mutton 6 to

SYMINGTON'S

**COFFEE
ESSENCES**

.. UNEQUALLED ..

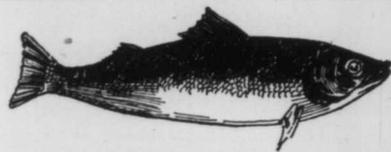
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WHOLESALE AGENTS

STANWAY & BAYLEY

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**HILLS & UNDERWOOD'S
ENGLISH
MALT VINEGAR.**



STAR BRAND FINNAN HADDIES

cured from fresh new fish. Best cured haddies in the world. Also dealers in Fresh, Dry, Salt and Pickled Fish, Live Lobsters and Dulse. Send for quotations to D. & O. SPROUL Digby, N.S.

THE "ORIGINAL"
And Derservedly Popular

PHOENIX BRAND

Canned Corn, Tomatoes, Peas, Pumpkin, Strawberries, Red Raspberries, Black Raspberries, Red Cherries, Bartlett Pears, Crawford Peaches, Apples.

Our Fruit and Vegetables are grown at Font-hill and Pelham—Canada's Garden of Eden
Try the PHOENIX BRAND once and you will be only sorry you did not do so before.

W. E. HARDISON, Proprietor,
WELLAND, ONT., CANADA.

Do You Sell —

BROOMS ?

We Make the Best.

Our Brands are All Sellers.

-: THE QUEEN BROOM :-

Is the favorite, and has the largest sale of any Broom made in Canada.

.. THEY GIVE SATISFACTION ..

Taylor, Scott & Co.,

TORONTO ..



Chas. Southwell & Co.'s

High class JAMS (Kentish Fruit)

JELLIES

MARMALADES

SPECIALTY IN

Clear Jelly Marmalades, Orange, Lemon, and Citron Peels

ORDERS CAN BE BOOKED THROUGH

New Season's Jams
Now ready . . .

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

W. A. Carson. R. B. Morden. J. Anning.

BELLEVILLE CANNING CO.

—PACKERS OF THE—

"Queen Brand"
Fruits and Vegetables.

As the Reputation of our goods is fully established, we, with confidence, recommend them to the Trade. The New Season's Pack of

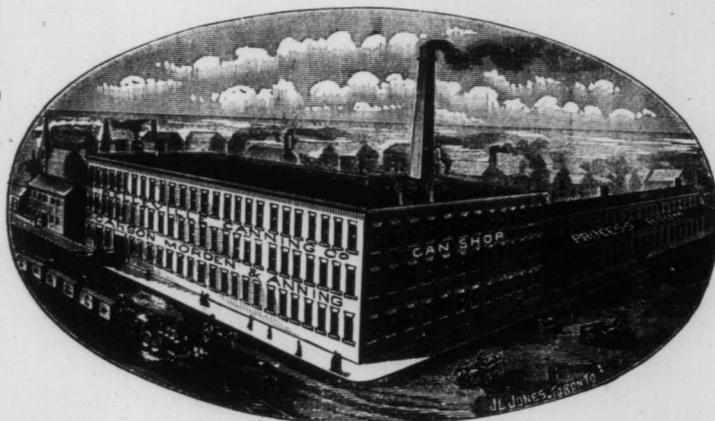
STRAWBERRIES, RASPBERRIES, PLUMS, PEAS.
PEARS, CORN, TOMATOES,
GALLON APPLES, 3 lb. APPLES.

Are now in the hands of the Wholesale Trade.

Give the Queen Brand a Trial

We Guarantee It to give Satisfaction.

BELLEVILLE, ONT.



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

MARKETS.—Continued

6 1-2c., lamb 7 to 8 1-2c., veal, 7 1-2 to 9c.

GREEN FRUIT.

Foreign.—Lemons are firm; all fancy scarce, but there are plenty of common grades on the market; fancy Maioras are higher at \$8 to \$8.50 per box; Messinas, 50c. higher, \$6 to \$6.50; the first of the new Malagas have come in this week and are held at \$4.75 to \$5.25. There are a few old Messinas on the market at \$3.50 to \$4, but they are not desirable goods, being repacked. Oranges quiet and not many in; prices here are lower. Rhodis are offering 25c. lower at \$4.25 to \$4.50 for 160's and 200's. Bananas are in limited demand. New Malaga grapes will be here this week; they will be a large crop this year, and quality good; there will be two weights, heavy running at 60 to 75 lbs. and light 45 to 60 lbs.

Domestic.—The movement is not so large owing to light receipts. Grapes are the most active and are unchanged; apples unchanged, but it is not improbable that Saturday's gale will make a very material difference in the crop. Peaches are not showing as good quality, and prices are lower. Cape Cod cranberries easier.

We quote: Oranges—Rhodi's, \$4.25 to \$4.50 for 160's and 200's; \$2.25 to \$2.50 for 100's; Jamaica's, \$6 to \$6.50 per bbl, \$4 to \$4.25 for boxes; lemons, \$3.50 to \$4; Messinas, \$6 to \$6.50; Malori, \$8 to \$8.50 per box; bananas, \$1 to \$1.50; peaches, 50c. to \$1 per basket; pears, 50 to \$1 per basket; tomatoes, 25 to 40c. per basket; cabbage, 40 to 60c. per dozen; grapes—Concords, 1 3-4 to 2 1-4c. per lb.; Niagara's, 2 to 2 1-2c.; Roger's, 2 1-2 to 3c.; small baskets, 22 1-2 to 30c. Apples, 25 to 30c. per basket and \$1.75 to \$2.50 per bbl. Cranberries, Cape Cod, \$7 to \$7.50 per bbl.; boxes, \$2.40 to \$2.50; Canadian, \$6.50 to \$7 per barrel; boxes, \$2 to \$2.15.

FISH.

Fish.—The supply is quite equal to the demand at present, but as the Government intends to enforce rigidly a close season during the month of November for herrings, ciscos, trout and whitefish no doubt there will be somewhat of a scarcity in these lines. Prices remain unchanged. We quote: Fresh sea salmon, 17 to 19c.; skinned and boned codfish, 6 1-2c.; Labrador herring, \$4.50 per barrel; shore herring, \$2.75 per barrel; Digby herring, 11 to 12 1-2c.; boneless fish, 4c.; boneless cod, 7 to 8c.; blue back herring, \$2.00 per hundred; blue pickerel, 4 to 5c. per lb.; yellow ditto, 7 to 8c. per lb.; salmon trout and white fish, 7 1-2c.; eels, 6 to 8c. per lb.; prepared frogs, 50c. per doz.; dressed sturgeon, 7 to 8c.; oysters by bulk, \$1.50 for standard and \$2 selected; ciscos, 3 to 4c. each; salt mackerel in bulk, 10c. per lb.

SALT.

Trade continues good in salt and dealers are congratulating themselves on the successful season they have had, and which they have every reason to believe will continue for some time. Prices are the same as last report. We quote: Car lots, dairy, \$1.25; barrels, \$1; coarse sacks, 68c.; fine sacks, 75c.; American rock, \$10 per ton.

PETROLEUM.

The Petrolea Advertiser says in its weekly report: "The same feeling of apathy still exists in oil matters, and we have nothing new of interest to re-

port. The market is the same as at last writing, with no prospect of a change. Crude may be quoted at \$1.07 delivered, and refined at 93-4 to 10c. f.o.b." Demand is steadily increasing, and we trust that the apathy which appears to exist at the Petrolea oil works will be somewhat changed ere long. Prices remain unchanged. We quote: 5 to 10 bbl. lots, imperial gallons, Toronto, Canadian, 12 1-2 to 13c.; carbon safety, 16 1-2 to 17c.; Canadian water white, 18 1-2 to 19c.; photogene, 22c.

HIDES, SKINS, TALLOW AND WOOL.

Hides.—Business in hides continues to be dragging, and this is owing to the fact that the tanners throughout Ontario who have had the ready money to buy Western hides have done so. Thus, the local hides are neglected and accumulating in this market. The export trade in the Western market is likewise slacking off and the market is in a stagnant condition. Prices are weak and anyone going to Chicago with money can buy hides at his own price. Dealers affirm that this state of business will continue so long as the financial troubles in the United States remain unsettled. Some of the tanners in the United States, owing to the shrinkage in their large stocks—which they purchased at exceedingly low prices—have been compelled to close, or work from two to three days per week. Under these circumstances higher prices or revival of business cannot be expected. Prices in Toronto continue the same; dealers are paying 4c. for No. 1, 3c. for No. 2, 2c. for No. 3.

Skins.—The situation in the skin trade is such as has never been known for the past 30 years, says a wholesale dealer in Toronto. Skins are practically about 16c. per pound less than last year at this time. Product skins are selling at 17 to 18c. per skin less than last year at this time. Fresh slaughtered skins are fetching from 60 to 65c.

Tallow.—Is in fair demand but scarce. This is owing to pork packers and lard men who buy up the culled tallow at such a price that soap manufacturers cannot touch it. Price of tallow is from 4 3-4 to 5 1-4c. per pound according to quality.

WOOL.—Domestics have been sadly neglected, and are accumulating at almost every trading post in Canada. Dealers say that wool has not been so low for 30 years as it is now, and is likely to remain so until the tariff question is settled. Prices remain unchanged. Dealers are paying from 19 to 20c. for good pulled wool, and from 16 to 17c. for fleece.

MARKET NOTES.

Sloan & Crowther are offering new almonds this week.

Smith & Keighley have bargains in last year's currants to clear out their stock.

Mocha coffee is firmer in New York, and 22 1/2c. has been paid on parcels to arrive.

Wright & Copp are unloading a car of Snider's tomato catsup, soups and Chili sauce.

J. F. Eby returned from Chicago Monday. He is full and bubbling over with the World's Fair.

Exports of Ceylon tea to Sept. 14 to United Kingdom are 54,310,000 against
(Continued on page 24)

FLOUR AND FEED.

TORONTO.

Commission men say they have not known the flour trade to be so dull for a number of years. Of course this is no more than can be expected considering the wheat crop during the past two years, and the decrease in price for the same. Hay and straw is plentiful, and the demand fair. Bran and shorts continue steady at last week's prices.

FLOUR.—City dealers' and millers' prices are: Manitoba patents, \$3.80 to \$3.90; strong bakers' \$3.60 to \$3.70; white wheat patents, \$3.25 to \$3.50; straight roller, \$3 to \$3.15, low grades, per bag, \$1.00 to \$1.25; Ontario family \$3.15 to \$3.40.

Car prices are: Toronto freights—Manitoba patents, \$3.80 to \$3.90; Manitoba strong bakers', \$3.60 to \$3.70; Ontario patents, \$3.10 to \$3.30; straight roller, \$2.90 to \$3.00; extra, \$2.70 to \$2.90; low grades, per bag, 90c. to \$1.

MEAL.—Oatmeal, \$3.90 to \$4. Cornmeal \$3 to \$3.25.

FEED—Bran (ton lots) \$13.00, delivered (on track) \$12; shorts (ton lots) \$15 delivered, (or track) \$14; mixed feed \$1 per hundred; feeding corn 57c.; oats on track 34c.

HAY—Timothy, baled, plentiful and prices unchanged at \$9.50 to \$10.

STRAW—Demand fair for oats straw. Prices continue about the same, a little higher if anything. We quote \$6 to \$6.50.

ST. JOHN, N. B.

FLOUR—Remains as before, demand being very light. Manitoba, \$4.60; Ontario high grade, \$4.10; medium, \$3.75; low grades, \$3.25; feeding flour, \$1.35 per bag. Oatmeal, roller and standard, \$4.40; cornmeal, St. John mills, \$2.60 to \$2.70.

HAY—Buying at \$11.50 to \$12, selling at \$14.

STRAW—Buying at \$6 to \$7, selling at \$8 to \$10.

OATS—The market is being supplied at home; even P. E. Island oats cannot be sold at prices they are asking, good Carleton county and other New Brunswick oats being bought as low as 35c. per bush. In carload lots delivered, St. John. In small lots the price is 40 to 43c.

FEED—Selling out of store, \$21 per ton.

MONTREAL.

The local flour market was irregular today and the general tone was lower. Good strong bakers' were offering freely at \$3.60 and patents at \$3.85, but no demand of importance was noted. We quote as follows: Winter wheat, \$3.75 to \$3.90; Manitoba patents, best brands, \$3.85 to \$3.90; straight rollers, \$3.10 to \$3.15; extra, \$2.90 to \$3.00; superfine, \$2.60 to \$2.90; Manitoba strong bakers', \$3.40 to \$3.60; Manitoba strong bakers', best brand, \$3.60 to \$3.70.

There is good local enquiry for oatmeal at steady prices. Standard bags \$2 to \$2.05; do. brls., \$4.20; granulated, brls., \$2.25; do., bags, \$2.05; rolled oats, bags, \$2.10; do., brls., \$4.30 to \$4.40.

The feed market is lower to-day under free offerings and a slow enquiry. Bran is quoted lower at \$13 to \$14, but shorts and mouille are unchanged. Bran, \$13 to \$14; shorts, \$15 to \$16; mouillie, \$22.

COX'S GELATINE Always Trustworthy.
ESTABLISHED 1725.

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

OATMEAL

Dominion Mills,
LONDON.
Excelsior Mills,
MITCHELL.

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

GENERAL GRAIN DEALER.

Highest price paid for Oats and Peas in car lots
WALTER THOMSON, London and Mitchell.

EPPS'S COCOA

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

C. E. Colson, Montreal

**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.

CAFFAROMA

Makes the finest cup of coffee in the world. Sold in tins only. For sale by all wholesale and retail grocers.

C. A. LIFFITON & CO.
MONTREAL
Proprietors of the original patent Caffaroma

GEO. ROSSITER,

Brush Manufacturer,
10 to 14 Pape Avenue, TORONTO

Machine Brushes Made to Order
SEND FOR PRICE LISTS

The Hiliard House

RAT PORTAGE, ONT.

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

LOUIS HILLIARD, Prop.

LAWSON BROS. Manufacturers

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

The Best Goods in the Dominion.

The College Grounds,
Adelaide St. West, Toronto, Ont.

Established in Paris, 1770. 40 Prize Medals

THREE LEADING FACTORIES—

Paris, London, Strasbourg

**Compagnie
Francaise**

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

SUPERIOR CHOCOLATE
(Yellow Wrapper.)

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

CHOCOLATE WAFERS
A delicious eating Chocolate.

HIGH LIFE BONBONS,
The most tasteful Dessert Sweetmeat.

**Why Pay for
High-Priced
Package Goods**

When you can buy the very finest

Pan-Dried Rolled Oats

In the Market in Barrels or Bags for less Money.

We should be pleased to quote prices and send samples.

E. D. TILLSON,
TILSONBURG, ONT.

R. & T. WATSON, Manufacturing Confectioners,

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

SEND FOR PRICE LIST.

75 Front Street East, - - TORONTO.

KOFF NO MORE.

WATSON'S COUGH DROPS

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

same time last year 49,209,000 lbs. The Indian exports May 1 to Sept. 2 were 49,743,420 against last year 36,044,069 lbs.

H. P. Eckardt & Co. have received direct shipments of currants, raisins, almonds, etc. Quality very good and prices low.

Clemes Bros. have a shipment of Malaga lemons, boxes and half chests, and Malaga grapes due this week.

Brazil news is conflicting, but as the N. Y. Journal of Commerce puts it, it is better to own coffee than to be short of it.

Two cars Pettijohn California Breakfast Food have been unloaded this week in Toronto and Hamilton respectively.

A special lot of cane syrup is being offered by Smith & Keighley at 1 3/4 c. Samples will be sent free on receipt of a post card.

Spanish onions are turning out fine, this fall James Turner & Co. are giving their customers a great bargain in these goods.

A cable says "the present Santos coffee is yielding less than was expected and estimates have been reduced to 2 1/4 million bags."

The second shipment of Marshall's herring in tomato sauce has arrived, and is going out rapidly at \$2 to \$2.10 in cases of 5-doz. each.

No house in the trade have a nicer selection of dried fruits than James Turner & Co. All from best packers, they are going off quickly.

The Toronto Salt Works report the following sales during the past week: 2 cars barrels, 1 car coarse sacks, 1 car fine sacks, 1 car dairy.

Large fat shore herring are scarce this season, but quality is A1. James Turner & Co. secured a nice lot which they are selling at right prices.

James Turner & Co. have secured the best trade on their hand made brooms, every grocer that sells them is delighted with the quality.

Eby, Blain & Co. have received a shipment of California apricots, peaches, nectarines and Bartlett pears in 25 lb. boxes. Prices are not made up yet.

The No. 1 Labrador herrings shown this year are very fine large flat fish, but there are considerable quantities of alleged No. 1 which are really shore herring.

Owing to low prices ruling on the coast James Turner & Co. have secured a great snap in salt water salmon, large fish, red meat, packed in 1/2 barrels, a handy package.

Curling brooms made specially for the "roarin' game" fills a long felt want. Order a sample dozen from James Turner & Co., and see how well your curling friends will like them.

With the largely increasing demand for black teas in this country, W. H. Gillard & Co. of Hamilton find their special brands of

blacks, Dalu Kola, Imperial and Russian Congou are fast becoming favorites with consumers.

J. Fred Ramsay, who has been with the Pure Gold Mfg. Co., has gone into partnership in the brokerage business with Robert Aitken.

It is said that W. Boulter & Sons, who have canning factories at Picton and Demorestville, will shortly establish a factory in Toronto.

Perkins, Ince & Co. have received their first shipment of Nimpkish River salmon. There is only a limited quantity of this pack, and the quality being very fine they are getting \$1.60 to \$1.70 in tall tins.

Not long ago the arrival of new dried fruit was one of the great features of the year. Now owing to rapid transport there is not nearly the same interest in the early arrivals. No one house can get much advantage over another.

The small quantity and poor assortment of domestic rice available is turning attention more generally upon Japan growths, and the latter are in consequence gradually hardening in value.—N. Y. Journal of Commerce.

Sloan & Crowther have received the fresh shipment of "Extra Faultless sugar corn" in flat tins which they control. They will be able to get only one third the supply they had last year. They are quoted \$1.25, being 10c. less than last year's price.

Mail advices from Nagasaki to Sept. 16th report: "There is now no demand whatever for the finer kinds of tea, and in face of indifference among buyers it is expected that lower rates will be accepted by natives. Medium to fine quoted at \$8 to \$12, and fine to finest \$12 to \$16.

D. Marshall, Aylmer Canning Co. has been in Montreal and Toronto this week on a flying trip. He says he has sold almost his entire corn pack. He thinks the latter part of the season will see a stronger market on vegetables. He is now pushing his canned meats.

The Canadian market will see more California prunes this year than ever before. Already quite a few have been sold west of Port Arthur, and packers are endeavoring to

place a few lots in Eastern Canada. The importations of European prunes is growing gradually less. There will be few if any but choice cases come to this market this year, and only a few houses are getting any at all.

W. H. Gillard & Co. of Hamilton again call the attention of the trade to Diamond Baking Powder, which they have handled with such success since its introduction three years ago. The quality and effectiveness of this powder have probably won for it more fast friends than any other powder on the Canadian market.

W. Boulter & Sons, Picton, received the following this week from the superintendent of the Canadian vegetable exhibit at the World's Fair: "I suppose by this time you have noticed that an award has been given your company by the World's Fair authorities for the excellence of your preserving process. The award was given a few days ago and the notice of the same has been forwarded to the leading Canadian papers. When the medal is struck off it will be sent to your address."

The St. Lawrence Starch Co's corn syrups are being deservedly appreciated by the trade. In the past corn syrups have been looked upon with disfavor on account of the non-keeping properties. The St. Lawrence people however have demonstrated by their experience of the past few years that they have overcome this difficulty. They are now carried by all the wholesale houses.

J. D. Roberts, who has been covering the Northwest and British Columbia for some years for the Pure Gold Mfg. Co., has been promoted to the head office, where he will have the general management of the business. His character as an energetic pusher is well known, and it is needless to say that ere long he will have every detail of this now extensive concern at his finger ends. His experience among the retailers will be invaluable in enabling him to meet the wants of his customers. A. French, who was with Lucas, Steele & Bristol, takes his place in the Northwest, and Geo. Stacey in Manitoba.

Hardress Clark, St. John, N.B., in a letter to THE GROCER says: "I congratulate you on the appearance of the fall number and congratulate a few of your patrons in helping you to help themselves. Excuse me

Sapolio

Reduced price per gross \$11.30, in 4 or 8 gross boxes, in any quantity. Less usual grocery discounts of 3% cash 10 days, or 2% 30 days.

Sapolio retails at 10 cts. per cake.

Emil Poliwka & Co.

38 Front Street East,

Canadian Agents. TORONTO, ONT.

DEPOTS AT:

Toronto, Ont.; Montreal, Que.; St. John, N.B.

HAVE YOU EVER TRIED

"Crystal" Rice

For Making Bread?

Mixed with flour it makes the nicest, lightest bread. FOLLOW DIRECTIONS.—If grocers will take a little interest in "Crystal" Rice, and always give directions to every new customer, they will find this a paying article, giving good satisfaction. It retails at 10 cts. per lb. or \$1.00 for 25 cts. Samples mailed on application. Correspondence solicited.

The Canadian Specialty Co.

38 Front Street East,

DOMINION AGENTS. TORONTO, ONT.

JAMES A. SKINNER & CO.

Toronto and Vancouver.

IMPORTERS OF

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

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

SPECIAL ATTRACTIONS IN
LAMPS AND FANCY GOODS.

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

—GREAT VALUE.

ESTABLISHED 1851.

WE OFFER

4,100 Cases New Salmon

"British American" Brand

\$1.30 per doz.

N. QUINTAL & FILS,

WHOLESALE GROCERS,

274 St. Paul Street, Montreal.

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

SHOULDERS - -

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

WRITE FOR QUOTATIONS.

F. W. FEARMAN,

HAMILTON, ONT.

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

"Clover Leaf" Salmon

Having again secured the peerless "Clover Leaf" brand of Canned Salmon in flat tins we expect arrival in ten days when we will be able to fill all orders. The quality of this season's pack is unsurpassed, and price lower than ever.

SLOAN & CROWTHER,

WHOLESALE GROCERS,

Toronto.

New Currants

FIRST ARRIVALS,

NOW IN STORE

WARREN BROS. & BOOMER

35 and 37 Front St. East, TORONTO

Condensed Mince Meat.

Delicious Mince Pies every day in the year.

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

Sells at all seasons.

Will not ferment in warm weather.



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

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

NEW ALMONDS

TARRAGONA

Now in Store

PERKINS, INCE & Co.

TORONTO

NOW IN STORE

New London Layers

AND

Black Basket Raisins

New Season's Loch Fyne Herrings.



Smith and Keighley

9 Front St. E., Toronto.

JUST RECEIVED

FIRST SHIPMENT

New Valencia Raisins

AND—

New Pack

Horse Shoe Salmon

J. W. LANG & CO.

Wholesale Grocers,

59, 61, 63 Front St. East, TORONTO

"GOAT" Japan Tea

Season 1893 Just Arrived

Sample much better than 1892

BEST VALUE IN THE MARKET.

See our Travelers or write us for Samples.

T. KINNEAR & CO.,

WHOLESALE GROCERS,

49 Front St. E., TORONTO.

when I contradict you when you say your advertisers never sleep. The dead ones always sleep. The live ones only 'never sleep.' You well and truly say of the readers of THE GROCER they never sleep or rest, being grocers they must work twice as long as the laboring man to make enough to eat and wear. The grocer's horse is not as well off as the carter's, inasmuch as the former has to be taken out at night."

R. V. Webster of the Ceylon Co-operative Tea Gardens Co., Colombo, Ceylon, was in Montreal and other Canadian cities last week introducing his brand of Ceylon teas on the Canadian market. Their makes are new to this country, their trade being hitherto in Australia, South Africa and the Continent. Their teas are put up in lead packets on the estates. One of these is a new style which has taken very well in Australia. The tea is first put into a heavy lead package and this is then carefully done up in jute bags, sealed with a stamp, and the label is sewn on with cord. Mr. Webster was very much surprised that so much tea was consumed in Canada or that the general business of the country was so extensive. These teas are put on the market as the "B" brand, and Warren Bros. & Boomer have sole control for Ontario.

MONTREAL MARKETS.

MONTREAL, Oct. 19, 1893.
GROCERIES.

The wholesale grocery market has been showing rather more activity in several lines than was the case a week ago. Not only has sugar continued its activity but the great bulk of the direct dried fruit has already been well distributed. In coffees and spices trade is fair, but tea rules on the quiet side. Values generally remain much the same and there is no particular change to note in this respect. Prices of sugar are unchanged, and a firmer tone is to note in the case of raisins, business in which is the chief feature of the market. Quotations on them, however, are apt to be misleading, as there is such a wide difference in the quality of the various grades offering, so that although a buyer may frequently be offered a lower price by one traveler than another, it is more than possible that the goods at the higher price are really the best value. However, although new supplies of raisins could not be laid down at the same value as the earlier purchases, jobbers in Montreal at least have supplied themselves pretty well ahead, so that, as noted specially elsewhere, new business means rather firmer prices. It is quite likely that the fact of jobbers having secured pretty good supplies at the lower prices will operate against any material advance from second hands in the near future. Such jobbers, however, as have not supplied themselves ahead to a sufficient extent will very possibly have to pay more money owing to this feeling on the part of importers. In canned goods there have been some low quotations spoken of during the week on canned vegetables, but these on investigation have proved to be offers on old stock. For new pack ideas of sellers remain steady on the whole, although buyers still fail to manifest any marked urgency about securing supplies.

SUGAR.

The sugar market remains much as it was described a week ago. Refiners are still behind with their orders, but Canadian jobbers and dealers generally have not had the ground to complain of the absolute want of refined sugar that has prevailed south of the line, and jobbers who have been having a

steady call for the article have been kept supplied with lots of 100 barrels or so to tide them along. Values are steady and unchanged, the basis from the refineries being 5¼c. for granulated and 4¾c. to 4¾c. for yellows, while the cost from wholesale grocers' hands is 5¾c. for granulated and from 4¼c. to 5c. for yellows according to quality.

MOLASSES.

Molasses has shown rather more life during the week, as some of the local and also some of the Western jobbers have been adding to their stocks. Round lots of Barbadoes have changed hands on this account at 30 to 31c., but from jobbers' hands prices are firm and unchanged at 33 to 34c.

SYRUPS.

Syrups have been in fair enquiry also, some round lots of American changing hands on Western account at 20c. per gallon, and in a jobbing way values run up to 22c. For the domestic product values are steady and unchanged at 1½c. to 2½c. per lb. as to quantity and quality.

TEAS.

The tea market is quiet and dull and buyers manifest some disposition to hold off in consequence of some quotations over the cable for which goods could be laid down less than supplies now on the way. The only business that we hear of is the sale of some Japan stock at 13 to 17½c. Blacks are scarce, a new feature in connection with them being the sale of some direct on China account. They are quoted firm at an advance of 1c. per lb. on low grades. We quote Japans: Common, 12 to 13c., medium, 15 to 17c., fine, 18 to 21c. and finest 23 to 32c.

COFFEES.

Supplies of coffee here are light and prices generally are steady under a quiet but fair demand. We quote prices for round lots as follows: Jamaica, 16 to 18c.; Maracaibo, 19 to 21c.; Porto Cobello, 18 to 20c.; Rio, 17½ to 19c.; Java, 24 to 28c. and Mocha, 25 to 28c.

SPICES.

Spices have shown rather more activity during the week in a jobbing way, but prices are unchanged. We quote: Jamaica ginger, 15 to 16c. for common, and 18 to 20c. for finer qualities; black pepper, 6 to 7c.; pimento, 6c.; and nutmegs, 50 to 52½c. to \$1.

DRIED FRUIT.

As already noted the great bulk of the direct shipments of raisins ex S.S. Aavlonia have been well distributed, the market ruling unusually active in consequence. A result of this is the strong possibility that the jobbers who got in their orders early at the low prices are on the right side of the market, for according to advices from primary sources it is almost certain that these low prices could not be repeated, and that in the case of fresh supplies buyers will be asked an advance. This fact is causing jobbers who have held back some anxiety, but as the majority of them in Montreal at least have secured pretty good supplies, the market is not so brisk in a strictly wholesale way as it was. However importers are having sufficient enquiry for them to demonstrate the fact, as pointed out specially elsewhere, that really prime off-stalk cannot be laid down here under 4¼c., and that one holder has with drawn a large line of fruit from the market for the time being, and it is said that this lot could not be touched under 4¼c. There is another lot here at present the figure on which is pretty low, but the quality is such that a figure on it is not a fair criterion of the market for sound fruit. The fact that the jobbing houses here have supplied pretty good supplies of raisins ahead, however, is

apt to prevent any marked change in the price from second hands, as many of the houses have goods here or on the way which they can sell at 4¼c. and make a profit on them. It is generally admitted though that there is a wide difference in the quality of the various goods offering, but we think that the following quotation from jobbers hands about represents what dealers in the country can fill their wants at in an ordinary way: Ordinary off-stalk Valencias, 4¼c. to 4½c.; fine, 4½c. to 5¼c., and selected, 5¼c. to 6¼c., with layers 6 to 6½c. according to quality. Round lots of the latter have left first hands at 5½c. net cash to jobbers.

The currant market remains much the same, and there is no particular change in its tone to note. There are not many lots offering here from first hands, as the first receipts have been well distributed. We quote the same as last week, 3¾c. to 4¼c. for straight lots, with an advance on this for ordinary jobbing trade, as the above prices are strictly for business in a wholesale way.

NUTS.

There is nothing special to report about the nut market, which moves along much the same, with the supply of old stock here steadily diminishing. We quote filberts 8½ to 9c.; French walnuts, 8 to 9c.; Grenoble walnuts, 11 to 12c.; pecans, 8½ to 12c.; peanuts, 8 to 11c. per lb., and cocoanuts, \$3.75 to \$4 per 100.

FRUIT.

The daily auction sales of green fruit go on, and the market as a general thing is much the same. Receipts of apples are fair, and prices are rather easier at \$1.50 to \$3 according to quality. Car lots of fine fall stock have changed hands at \$2.25. Oranges are in good demand. Floridas, \$2.25 to \$2.75, and Jamaicas \$3 to \$3.50. Lemons are quiet and prices easier owing to the colder weather at \$3 per case. California peaches are rather easier at \$1 to \$1.10, but Canadian are still quoted at 80c. to \$1. Cranberries are unchanged at \$7.00 to \$8 per barrel. Bananas are easier at 50c. to \$1. Dates are firm at 6 to 6½c. per lb., and prunes are firm at 6½ to 7c. Grapes are steady and unchanged. Concord 2¼ to 2½c., Niagaras 2¾ to 3c., Rogers 2¾ to 3c. New Malaga grapes in kegs sell at \$3.75 to \$5 as to quality.

CANNED GOODS.

The canned goods market is steady but quiet on the whole, for although sellers are firm buyers do not appear over anxious about ordering any distance ahead. In staple lines of vegetables we hear of purchases of peas, corn and tomatoes on the basis of 85c. Canned salmon are quiet and steady at \$1.30 for standard brands in a jobbing way, while lobsters have been placed at \$1.65 to \$2.

FISH.

The fish market is quiet and steady. We quote: Portland finnan haddies, 7½ to 8½c.; St. John bloaters, \$1.50; kippered herring, \$1.75 per box; boneless fish, 3½ to 5c.; boneless pure cod, 6½ to 7c.; green cod, \$5.25 to \$5.50 per barrel; large No. 2 mackerel, half bbis., \$8.50; Labrador salmon, \$12 to \$14 per barrel; C. B. herring, \$5.50; Labrador herring, \$5; malpeque oysters, per express, \$7 to \$; freight, \$3 to \$5.

COUNTRY PRODUCE.

Beans are steady, choice hand pick beans \$1.50 and ordinary \$1.25 to \$1.40. Maple syrup rules at 4½ to 5c. in the wood and 50 to 60c. in tins. Sugar is dull at 6 to 7c. per lb. Comb honey is steady, 11 to 12c. for mixed and choice white clover 13 to 13½c. New extracted 7½ to 8c., and old 5½ to 6½c. Hops are nominal in the absence of

MONTREAL Markets Continued.

business at 17 to 17 1/2 c. Ashes are quiet at \$4.65 to \$4.60 for first pots. Onions in barrels are steady at \$2 to \$2.50, Spanish in crates 70 to 75c. and potatoes have changed hands at 50 to 55c. on the track here. The egg market is steady at 15c. with receipts light.

PROVISIONS.

The provision market holds steady. Pork is in good demand, and lard and smoked meats moving fairly well. Canadian short cut, per brl., \$23 to \$24; mess pork, Western, new, per brl. \$21.50 to \$22.50; hams, city cured, per lb., 12 to 13c.; lard, Canadian, in pails, 11 1/2 to 12 1/2 c.; bacon, per lb. 11 1/2 to 12 1/2 c.; lard, com. refined, per lb. 8 1/4 to 9 1/4 c.

BUTTER AND CHEESE.

Cheese remains firm but quiet. The tenor of advices across the cable, according to shippers, does not show much disposition to advance quotations, but it is likely that business is being done with a fair degree of freedom at 11c. for fall goods. At the wharf this week about 6,000 French country cheese were offered and sold at 11 1/2 to 11 3/4 c., while a lot of about 300 odd changed hands between dealers on the street at 11c. which is more representative of the possibilities of the market than the wharf figures. Finest Ontario fall cheese, 11 1/2 to 11 3/4 c.; finest Townships fall cheese, 11 to 11 1/2 c.; finest Quebec fall cheese, 11 to 11 1/2 c.; under grades, 10 1/4 c.; cable, 54s.

Butter is quiet and rather easy in tone. Shippers still complain that their advices are rather easy in tone, but no doubt business could be done at 22c. for fine fall creamery if the holders were willing to part with it at the price. There is not much to say in regard to dairy, which continues scarce and firm. Finest fall creamery, 22 to 22 1/2 c.; earlier makes, 21 to 21 1/2 c.; finest Townships dairy 19 to 20 1/2 c.; finest Western dairy, 18 to 20c.

MONTREAL TRADE NOTES.

The raw sugar market continues quiet with the tone rather easy of anything.

Fresh arrivals of Malaga grapes left first hands here during the week at \$3.75 to \$5.

Mr. Rose of Rose & Lafamme, grocery specialties, is expected back from Winnipeg some time next week.

C. A. Chouillou notes some good sales of the Chocolate Menier up the Ottawa valley and in Western Ontario during the week.

Caverhill, Hughes & Co. have some fine brands of Valencia raisins on the way which they can afford to sell at moderate prices.

Cable offers on Japan tea to brokers here are said to be lower laid down than what stock now on passage has been bought for. A new feature of the tea market recently has been direct sales of black tea on China account. Advices on this kind of stock are firmer.

Gillespie & Co.'s advices on Valencia raisins from Denia are firmer, in fact some of their correspondents demand 1/4 c. more than a week ago.

Lightbound, Ralston & Co. have just received some fine off-stalk Valencias and Crown layers; also finest Provincial currants in barrels and half-barrels.

Canada's annual consumption of dried fruit runs over 300,000 boxes annually. So far only 70,000 boxes have been secured in the way of direct shipments.

The offer of Messrs. A. Cusson & Son to their creditors, which we referred to last week, was 50c. on the dollar, and it has been accepted by the largest creditors. The firm made an assignment to A. Turcotte for \$30,000. The Bank du Peuple with \$13,398 and

the Canada Sugar Refinery, \$1,899, are the two largest creditors, the others being Bushnell & Co., \$624; Jos. Pinder & Co., \$505; John Hope & Co., \$510; A. Turcotte, \$659, and Mme Cusson, \$1,347.

There is perhaps only one lot of dried raisins consigned for sale here that could be moved at less than 4c. and the quality of it is said not to be very desirable.

ST. JOHN, N. B., MARKETS.

St. John, N.B., Oct. 17, 1893.

Business here is only fair for this season of the year. The Fall Number of THE GROCER has been received, and on all hands are to be heard the most complimentary remarks, which would more than repay the publishers for their hard work could they but hear them. And no part of the number receives more praise than the manner in which the advertisements are put in, which makes them among the most attractive parts of the splendid fall number. And the interest with which they are read speaks volumes for their value.

Groceries.—Molasses is still firm, with stocks light, besides a quantity of Porto Rico imported from New York has been brought here from Halifax. Sugar syrup, for which there is a good demand at present, has advanced one cent per gallon. Prices are: Barbadoes, 30 to 31c.; Porto Rico, 30 to 31c.; Antigua, 29 to 30c.; syrup, 34 to 35c. Sugar is firm; reports from American markets state that sugar is scarce there; granulated, 5 1-2c.; yellows, 4 1-2 to 4 3-4c. New raisins are very scarce here, but that will not be the trouble long, as there are invoices here of eight thousand boxes bought for this market, being principally bought direct Denia. Prices to-day, 6c. for common Valencias, and 7c. for layers. Prices will likely be somewhat lower when more stock arrives. New currants are not to hand, but are being offered very low to arrive, the lowest they have been for years; currants on spot, 5 to 5 1-2c.

Orders from retailers are now coming in freely for canned goods, and prices are firm, though stocks are large and well assorted. Prices are: Corn, 90c.; peas, 90c.; tomatoes, 95 to \$1; salmon, \$1.30 to \$1.40; lobsters, \$1.75 to \$2. Canned apples will likely be higher than last year as there will be very few if any canned in this province, and reports of small packs are coming in from other places. Corned beef, Canadian, \$2.40; American, \$2.60. Oysters, 2s, \$2.25; 1s, \$1.50.

Oil.—The dealers are trying to agree on a uniform price, and it looks as if they would succeed, and the same agreement that they now have in tobacco would be the outcome—that it be sold at a stated advance over cost.

Prices, American best, 18 3-4c.; lower grade, 18 1-2c.

Produce.—Eggs are rather scarce, but keep low for this time of the year, 12 to 13. Butter, creamery, 22 to 23c.; dairy, 20 to 22c.; good store packed, 18 to 20c. Potatoes are very plentiful, price \$1 to \$1.25 bbl.

Fruit and Nuts.—Apples keep very high, Gravensteins for extra No. 1 going as high as \$3.25; good No. 1, \$3; No. 2, \$2 to \$2.50; other grades fall apples, \$1.75 to \$2.25; Nova Scotia pears, \$2 to \$2.05 per hf. bbl.; crab apples are scarce, price 25 to 30c. per peck; oranges, West India, \$7 per bbl.; oranges, Eastern, per box, \$3.75 to \$4.50; lemons, \$4.50; bananas, \$1.75 to \$2.50. Nuts are being offered here low for future delivery. Prices for spot goods: Panuts, 9 1-2c.; filberts, 10c.; walnuts, 12c.; Brazil, 12c.; almonds, 13c.

Fish.—All kinds are still very scarce in this market. Larger quantities than usual are arriving from Nova Scotia and going west. Large herring are reported plenty in Grand Manan. Medium codfish, \$3.50; large, \$4.50, this is an advance over last week: pollock, \$2; hake, \$1.75; dulse, 6c.; Shelburn herring, No. 1, bbls., \$1.00, hf. bbls., \$2.25; bay herring, bbls., \$2.75, hf. bbls., \$1.50; smoked herring, 9c. per box; cod oil, 23 to 25c.

Salt.—Coarse, 50c.; fine, \$1.10.

TRADE SALES.

On the 17th the stock of A. R. McKinlay & Co. was sold to Mr. McKinlay for 53c. on the dollar.

The general stock of W. R. Cavana, Victoria Road, amounting to \$1,736, was bought by Mr. James Fitzgerald for 69c. on the dollar.

The dry goods stock of W. M. Dunham, Carleton Place, was sold at 60 cents on the dollar to Mr. J. Cameron.

The stock of the Toronto Rubber Shoe Company, Bay street, was sold by Mr. Peter Ryan on Tuesday. Messrs. Hally Bros. and Greene, Maclaren & Co. bought several large lots.

PERSONAL MENTION.

James Turner of James Turner & Co., Hamilton, spent a few hours in Toronto Thursday after a week at Chicago. He was accompanied by Mrs. Turner.

Martin F. Eagar of Halifax, N. S., paid a flying visit to Toronto last week.

Quarantine against goods shipped at Smyrna having been removed, raisins and figs will now be shipped from that port for Canada. Perkins, Ince & Co. are advised of a quantity of figs and raisins being shipped for them on the S.S. Britania, which will be due here the latter part of next month.



WE MAKE THE FINEST TEA CADDIES IN CANADA

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

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

TRY THIS PLAN FOR INCREASING SALES.

Write our nearest house for Prices and Catalogue.

THE McCLARY M'FG COMPANY

London. Toronto. Montreal. Winnipeg.

DESULTORY ADVERTISING.

He who depends upon circulars for business-bringing may not be a fool, but all fools use circulars exclusively.

The generic tree of good advertising has one trunk and three big branches.

The trunk is built of newspapers, grounded in a bed of type, and fed on printers' ink.

The branches are first class printed matter, advertisements in directories, and programs, and novelties and outdoor signs of every class.

The branch methods have their value if they spring from the main trunk, but if their existence depends upon themselves they will not live because they never have lived.

The legitimate advertisement in the legitimate newspaper is worth more than any other kind of advertising.

A two-inch advertisement in a good newspaper has more value than barrels of circulars, although circulars are worth something when used in conjunction with first-class newspaper advertising.

The local dealer must use the local paper. He may use other classes of advertising.

The local newspaper should receive from one-half to two-thirds of the local advertising appropriation, the balance to be distributed among legitimate branches.

I speak words of truth, founded on my own experience, and on my knowledge of the experience of hundreds of successful business men, who admit that their success is due to newspaper advertising. Because there may be in your city an exception, or even two exceptions, does not prove the incorrectness of this practical rule.

The wise business man keeps within the beaten track until he knows the condition of the side-track.

A catalogue, well written and printed, cannot be considered illegitimate in any sense, for a catalogue is a necessity, and in many cases is as important a factor in trade as are the goods themselves; but the catalogue must be supplemented by newspaper advertising, so that it may secure profitable distribution.

The sending through the mails of any printed matter, unasked for, unless it be unique, and of unusual seasonable suggestion, has seldom brought in adequate returns.

The giving our promiscuously of circulars on the street has seldom brought business.

What becomes of circulars and flyers given out by any boy or man to passers-by, or left at houses?

Read the answer in the gutters of the town.

How many of the circulars handed to you do you read?

Judge of the world by yourself.

How many people like you do not read the daily paper?

Everyone of you buy it, and pay for it, and that which is bought will be read, editorials, news, advertisements, and all.

The newspaper advertisement is upon the same sheet of paper that contains the news; therefore you and others must see it, if it be bold, distinct and brief.

The first-class local newspaper forces itself into the homes and hearts of the people, beyond the barred doors of blue-blooded aristocracy, even into the charmed circle of the boudoir.

The directory advertisement, unless the directory be the only one, or the leading one, in its city, is worth almost as little as nothing. Limited space in a first-class directory, if the page containing the advertisement is referred to in the business directory part, has some value, because it enables the merchant to give a catalogued list of what he does or sells, which the directory will not present; but the retail advertiser has no business to advertise in a directory, for the people in the town already know well enough the class of business he does, and it is not necessary for any directory advertisement to teach them about it, and women do not read directories.

The majority of directories are merely advertising mediums, with no other purpose than to make money out of advertisements.

Programmes of church fairs, and of other entertainments, issued in the interest of charitable, or other worthy purposes, must be considered, not so much for the good the merchant will receive from them, but for the harm which may come to him through a refusal.

They are simply honorable and legitimate blackmailing sheets, which the merchant cannot afford to ignore.

Signs on rocks, and painted upon fences, are worth something, but such will not sell goods. They are simply supplementary, and in that capacity have a right to exist.

Stereopticon advertising, in value, is about as thin as the illuminated picture on the sheet.

SITUATION WANTED.

THE ADVERTISER—13 YEARS ON THE London, Eng. tea market, and for the last 3 years tea and coffee buyer for a firm in New York State. Has a thorough knowledge of tea, particularly blending. On account of family, desires a situation in Toronto or vicinity. Address B. O. F., CANADIAN GROCER. 45-dh



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

W. S. KENNEDY**AGENT**452 St. Paul Street . . . **Montreal**

Keeps stocks of the following goods :

Rowntree & Co.'s, (York, England.)

Cocoa and Chocolate Confect'y

Carr & Co.'s, (Carlisle, England.)

. . . **Biscuits** . . .

Craven, M. A. & Sons, (York, England.)

**Candied Peels (Special large),
Crystalized Ginger, Bottled
Confectionery, Cachous, etc.**

Gray, John & Co., (Glasgow, Scotland.)

**Jams and Marmalade in glasses
and tins, Peels, etc.**

Paterson & Sons, (Glasgow, Scotland.)

Worcester Sauce, Essence Coffee

Jamieson, J. & Co., (Glasgow, Scotland.)

Lochlyn Herrings in Kegs

Hubbard, Walter, (Glasgow, Scotland.)

Rusks in tins

Bryant & May's, (London, England.)

Matches and Vestas in tins

Parkinson & Son, (Doncaster, England.)

Butter ScotchRobinson & Wordsworth,
(Pontefract, England.)**Pontefract Cakes and Liquor-
ice Tit Bits.**

Marshall, James, (Glasgow, Scotland.)

Farola, Pea Flour, etc., in Pkts.

Candied Peels, assorted, in 1 lb. and ½ lb. boxes. Fragrant Bonbonieres in 5 cent phials. Gelatine Lozenges. English and American Twines. Philadelphia Caramels, English and Foreign Cheese, etc.

W. S. KENNEDY

452 St. Paul Street - Montreal

WASHBOARDS

We make the best selling Washboards in the market. The following brands are well known and reliable, and all live grocers carry them.

“ X ”

“ XX ”

“ GLOBE ”

“ PLANET ”

“ WAVERLEY ”

“ ELECTRIC DUPLEX ”

Everybody desiring to purchase a thoroughly strong, well made, satisfactory Washboard is sure to

ASK FOR EDDY'S

so it behoves both wholesaler and retailer to

Be Ready for Them

The E. B. Eddy Co.

HULL, CANADA

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

AGENCIES AT:

Winnipeg, Hamilton, Kingston, St. John,
Halifax, Quebec, and Victoria.

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



Silver Star . . Stove Polish

Has No Equal.

Is put up in two sizes of fancy tin boxes, packed in 2 gross cases, making a handsome package. The sale of it is on the increase. Where once tried, always used. This polish saves labor. It makes neither dust nor dirt. It gives a beautiful bright black polish. No mixing required. Always ready for use. Ask your wholesale or hardware house for it; they all keep it.

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

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

THE WORLD'S FAIR

Adams & Sons Co. have received highest award for the quality of their Chewing Gums at the Columbian Exposition.



You Can't Beat It



Sold only in Cans by the Live
Wholesale and Retail
Trade

and Manufactured by

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



LIGHTBOUND, RALSTON & CO.,

Importers and
Wholesale Grocers,

MONTREAL

NOW IN STOCK :

Denia Fruits—Valencias Off-stalk, Fine Off-stalk,
Selected Layers, in 28 lb. and 14 lb. boxes.

ARRIVING :

700 Caddies Pakling Congou at 15c. Splendid value
to retail by the box at 25c.

SALMON—Labrador, in barrels and tierces.

Do. British Columbia, in brls. and half-brls.

AND FOR NOVEMBER DELIVERY

Cases Canned Salmon. Best brands of Fall Catch Pink
Salmon—Cohoes—at \$1 per doz.

Arquimbau Brand Raisins

Prime off Stalk—Selected—Selected Layers and 1/4 Layers.

Currants . . .

In Barrels, Half Barrels, Cases and Half Cases. All grades at lowest prices.

Spanish Onions

M. MASURET & Co., Wholesale Grocers, London, Ont.

CHRISTIE JAMES & CO., LONDON, ENGLAND.

MAKERS OF THE LEADING

Pickles, Marmalade, Sauces

In order to introduce the Imperial pint bottles of PICKLES put up by this celebrated firm. I will, for 3 months, sell them to retailers at \$2.40 per doz.

These Pickles are equal if not superior to those for which \$3.20 is paid. A jobber wanted in each city in the Dominion to handle these goods.

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

J. HUNTER WHITE

Manufacturers' Agent, Broker and Commission Merchant
Dealer in all kinds of produce, fruits, etc. Also purchasing and forwarding agent. Consignments solicited. Personal attention given to correspondence. References by permission: The Bank of New Brunswick Messrs. Turnbull & Co., Geo. Robertson, Esq., President Board of Trade.
61 Dock St., ST. JOHN, N. B.

Toronto Salt Works,
128 Adelaide East,
TORONTO

Dealers in Table, Dairy, Meat Curing Barrel, Rock Lump, and Land Salts.
Higgin's Eureka and Ashton's English Dairy Salts. Land Plaster.

For your profit see

The "Cranston" Trade Due Bills

And

"Happy Thought" Counter Check Books

SEND FOR SAMPLES.

J. K. CRANSTON, GALT.

Todhunter, Mitchell & Co.,

—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

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

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

TORONTO.

Cadbury's Cocoa Essence

—AND—

Cadbury's Mexican Chocolate

THE FINEST IN THE LAND.

KEPT BY ALL WHOLESALERS.

RUTHERFORD & HARRISON,

Wholesale Produce & Commission Merchants
76 FRONT ST. EAST, - - - TORONTO,
DEALERS IN
Butter, Eggs, Cheese, Poultry, Lard, Cottolene, Dried Apples, Honey, Hams, Bacon, etc.

Correspondence invited. Consignments solicited. Egg Carriers supplied.
Liberal Advances Made on Consignment



All kinds of Office and Store Fittings and Furnishings

BUSINESS CHANGES.

SALES MADE OR PENDING.

A. C. Clark, grocer, Woodstock, N.B., is about selling out.

The grocery stock of Lableche & Murphy, Montreal, has been sold at 90c.

Hull & Ferguson, general stock, Fort Erie, Ont., to be sold on 19th inst.

The Cooper & Smith shoe stock in this city has been sold to J. C. Hemond & Co., Montreal, at 55c. cash.

J. M. Lowes & Son, manufacturers yeast and baking powders, are asking for tender bids on their stock, etc.

L. N. Henault, grocer, Montreal, stock sold at 60c., and a bailiff's sale of Stanislas Legault's grocery stock is advertised. Victor Valquet's grocery stock is also sold.

PARTNERSHIPS FORMED AND DISSOLVED.

Doncette & Cadotte, fruits, Montreal, have dissolved.

Adam, Watters & Co., grocers, Quebec, have dissolved.

Murray & Loughrin, general store, Mat-tawa, Ont., have dissolved. The new firm is T. & W. Murray.

A. S. McArthur & Co., grocers, Kamloops, B. C., are now running under the style of McArthur & Harper.

CHANGES.

West & Aldons, grocers, Kaslo, B. C., are retiring.

L. Baird, general store, Wick, Ont., has removed to Saintfield.

S. Haney, general store, Phelston, Ont., has sold out to Robert Shields.

J. B. Wylie, general store, Almonte, has been succeeded by John Hamilton.

Major & Colewell, confectionery, Windsor, N. S., have been succeeded by J. M. Lindsay.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Robert Scott, general store, Scottstown, Que., has compromised at 25c. cash.

F. X. Palageau, grocer, St. Henri de Mont-real, has assigned to Bilodeau & Renaud.

A. Cusson & Fils, wholesale grocers of Montreal, have arranged a compromise at 50c.

A meeting of the creditors of L. H. Gauvin, general store, Acton, Que., has been called.

FRENCH ADULTERATION.

Some ingenious fruit dealers in Paris have invented a way of coloring their wares in order to improve their market value. They color ordinary oranges a deep red making them look like mandarins, which fetch much higher prices. They also tint pineapples to make them look more attractive, and dye the common white strawberry a lovely red. Melons are now being treated in a similar way, and tinted a fine orange, their flavor being increased by injecting an essence of melon. The latest development of this business is in connection

with pears, which are dyed red for a third of their size, and blue below, thus presenting the national colors when peeled. These are said to be in some demand for dessert fruit on account of their novelty.—London Daily News.

SAVED BY A BLOTTER.

A commercial traveler says: "The blotter in a hotel writing room once saved me from very considerable loss. As a general rule the blotter in a writing room is so dirty and covered with ink spots that the whole presents the appearance of an Egyptian hieroglyphics. But on this occasion, as luck would have it, the blotter was entirely new clean, and could be examined very closely. The last man who had been using it was also the first, and as he used a rather liberal supply of ink and wrote rapidly, he reproduced almost the entire letter upon the blotter before folding it up. I knew him to be the representative of a large Eastern house in a similar, though not rival, capacity to our own, and, without intending to

do so, I found myself glancing at the reproduction of his letter on the blotter I was struck at once with the names of the house from which I had the previous day taken an exceptionally large order, and, reading on, I found that he had notified his firm that, acting under advice from a very reliable source, he had decided not to carry out his instructions and sell this firm a bill of goods. I went out at once and made a few enquiries which convinced me that not only was the house in question in difficulties, but that it was also contemplating a fraudulent transfer to defeat its creditors. I promptly wired the house I represented to ignore my letter by mail, containing this order, giving the reasons briefly, and following up the telegram by an explanatory letter.

"Some rather indignant correspondence followed, but this was abruptly terminated by the suspension of the latter and the absconding of one of the partners. I have always held a clean blotter in a hotel writing room with a feeling of veneration ever since."—Ex.

THE BEST IS THE CHEAPEST**. USE .**


MORSE'S
BEST
SOAP

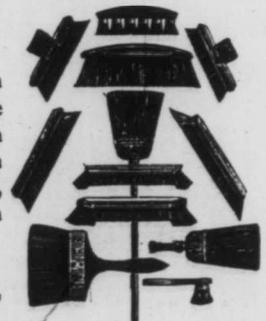
MFG'D ONLY BY
JOHN TAYLOR & Co.
TORONTO

PRITHEE PRETTY MAIDEN, PRITHEE TELL ME WHY
ON WASHING DAY SO LAUGHING SHINES THINE EYE?
"MY SECRET GENTLE READER MOST EASILY IS GUESSED,
THE ONLY SOAP I USE, IS "MORSE'S BEST."

The Broom of the Past was a Clumsy Affair.

How few customers could get satisfaction in the selection of Brooms, even from the most carefully bought stock. There is no necessity for dissatisfaction now with our new Broom which we are placing on the market. They are an innovation in this line, and are like many other modern improvements, away ahead of the old styles. Get in line to carry a modern article in stock.

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



How to Keep Well!

You are tired of Oat Meal and should **EAT**

PETTIJOHN'S



California Breakfast Food

IT IS MUCH THE BEST.

A more delicate flavor than any other cereal product. It fully meets a long experienced want in every family for a Pure, Delicate, Nourishing, Economical Food.

Dyspeptics Should Eat This Food

For sale by all Wholesale Grocers.

Wright & Copp, CANADIAN AGENTS Toronto

NEW SEASONS PAGK



SNIDER'S

American Home-Made

Tomato Catsup

Try a case and be convinced of its superior quality.

SNIDER'S

Delicious Home-Made

TOMATO SOUP

For Sale by all Wholesale Grocers.

Wright & Copp, Canadian Agents Toronto



Batty & Co. LONDON, England

Pickles

In . . .
Square
Bottles

ALL KINDS



Nabob
Pickles
Nabob
Sauce

Jams, Jellies, Marmalades

:: WE SELL THEM ::

TORONTO :
EBY, BLAIN & Co.
H. P. ECKARDT & Co.
PERKINS, INCE & Co.
SLOAN & CROWTHER
WARREN BROS. & BOOMER

MONTREAL :
CAVERHILL, HUGHES & Co
HUDON, HEBERT & Co.
HAMILTON :
JAMES TURNER & Co.
KINGSTON :
A. GUNN & Co.

WRIGHT & COPP, Canadian Agents TORONTO



A Popular Table Luxury,

A Culinary Article,

... AND ...

A Perfect Infant Food

Completely Sterilized.

For Sale by all Wholesale Grocers

PREPARED BY

HELVETIA MILK CONDENSING CO.

※ ※ HIGHLAND, ILL., U. S. A.

Wright & Copp,

Canadian Agents, **T**ORONTO

E. BROWN & SON'S

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

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

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

Young & Smylie'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 Fall supplies.

SEE QUOTATIONS.

An Awful Discovery

That Somerville's "Mexican Fruit" and "Pepsin" Chewing Gums are having the largest sales of any chewing gums in Canada.

QUALITY WILL TELL

MUNN'S

GENUINE COD LIVER OIL

PURE and UNADULTERATED

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

ALMOST TASTELESS

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

.. Send for Samples and Price List ..

**Stewart, Munn & Co.,
MONTREAL.**

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

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

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

**Nixey's
Black NO-DUST
Lead**

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

FOR BRIGHT, SILVERY, QUICK POLISH
FOR STOVES & GRATES,
ALWAYS USE
W. G. NIXEY'S
"SILVER MOONLIGHT"
PLUMBAGO"
STOVE POLISH.
Always Bright & Beautiful.
In Large Packets 1d. & 3d. each.
Use only for Laundry Purposes, producing the best results.

**NIXEY'S
"SOHO
SQUARE" BLUE**
THE PUREST—BEST—NO SEDIMENT.
ONLY HALF THE USUAL QUANTITY
REQUIRED.
Eight 1-oz. squares in Box for 6d.
Of all Grocers and Oilmen; or write to
18, SOHO SQUARE, LONDON, ENGLAND.

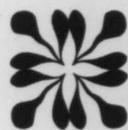
For KNIVES, FORKS, BRASS and
STEEL WORK, Etc., Etc.
Won't Wear the Blades
like others.
6d. and 1s. Tins.

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

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

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

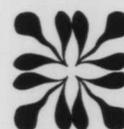
THE BEST BLUE IN THE WORLD



Keen's Oxford Blue



Keen's Oxford Blue cannot be surpassed



THE CANADIAN GROCER PRICES CURRENT.

TORONTO, Oct. 19, 1893

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

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

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

BAKING POWDER.

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



5 lb tins, 1/2 doz. in case	14 00
Ocean Wave, 1/2 lb, 4 doz cases	75
" " " " " "	1 30
OCEAN WAVE No. 1, 2 " "	1 90
" " " " " "	2 26
" " " " " "	9 60
DIAMOND—1/2 lb. tins, 4 doz cases	0 67 1/2
" " " " " "	1 17
" " " " " "	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	9
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	8 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
" " 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

BLACK LEAD.

NIXEY'S	
London	Canada
Refined in 1d, 2d, 4d. and 1s. packages, (9 lb. 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)	
6 1/2 lb. in large 1/2d. pkts, 1 gross	4s 3d 1 50
13 lb. in large 1/2d. pkts, 2 gross	8s 6d 3 00
13 lb. in large 1d. pkts, 1 gross	7s 6d 2 50
13 lb. in large 2d. pkts, 1 gross	7s 6d 2 50
Reckitt's Black Lead, per box	1 15
Each box contains either 1 gro., 1 oz.; 1/2 gro., 2 oz., or 1/4 gro., 4 oz.	
Silver Star Stove Paste	9 00

BLUE.

Reckitt's Pure Blue, per gross	1
NIXEY'S	
Soho Square in 8 lb. boxes, of 16 1/2d. boxes, London	6s 0d
Soho Square in 8 lb. boxes, of 16 1/2d. boxes, Canada	\$2 25
KEEN'S OXFORD.	
per lb	
1 lb packets	0 17 1/2
1/2 lb	0 17 1/2

CORN BROOMS.

CHAS. BOECKH & SONS, per doz	
Carpet Brooms— net.	
"Imperial," ex. fine, 8, 4 strings.	\$3 65
Do. do. 7, 4 strings.	3 45
Do. do. 6, 3 strings.	3 25
"Victoria," fine, No. 8, 4 strings.	3 30
Do. do. 7, 4 strings.	3 10
Do. do. 6, 3 strings.	2 90
"Standard," select, 8, 4 strings.	2 90
Do. do. 7, 4 strings.	2 75
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
" gallons	2 10 2 20
Blackberries, 2's	2 00 2 25
Blueberries, 2's	1 00 1 10
Beans, 2's	0 85 0 95
Corn, 2's	0 90 1 00
" Epicure	1 15
" Special Brands	1 40 1 50
Cherries, red pitted, 2's	2 10
Peas, 2's	0 90 1 00
" Sifted select	1 40
Pears, Bartlett, 2's	1 75
" Sugar, 2's	1 50
Pineapple, 2's	2 25 2 40
Peaches, 2's	
" 3's	3 25
" Pie, 3's	
Plums, Gr Gages, 2's	1 75 2 00
" Lombard	1 50 1 60
" Damson Blue	1 50 1 60
Pumpkins, 3's	0 90 1 00
" gallons	3 00 3 25
Raspberries, 2's	1 90 2 10
Strawberries, choice 2's	2 00 2 10
Succotash, 2's	1 65
Tomatoes, 3's	0 85 1 00
"Thistle" Finnan haddies	1 50
Loebster, Clover Leaf	2 75
" Star (tall)	2 00
" Impr'l Crown Hat	2 60 2 70
" tall	1 90 2 00
" Other brands	1 80 2 00
Mackerel	1 10 1 35
Salmon, tall	1 45 1 60
" tins	1 70 1 80
Sardines Albert, 1/2's tins	15
" 1/2's " "	20
" Sportsmen, 1/2 genu-ine French high grade, key opener	12 1/2 13
Sardines, key opener, 1/2's	10 1/2
" Martiny, 1/2's	10 10 1/2
" 1/2's	17 1/2 18
Dadelszen "Exq" 1/2's	11 1/2
" 1/2's	18
Other brands, 9 1/2	11 16 17
P & G, 1/2's tins	23 25
" 1/2's " "	33 36



ESTABLISHED 6 YEARS

The "Monsoon" Brands

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

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

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

STEEL, HAYTER & CO., Growers,

11 and 13 Front St., Toronto.

Prices Current Continued—

Sardines Amer 1/4's	6 1/8
" Mustard, 1/2 size, cases	9 11
50 tins, per 100	11 00

CANNED MEATS.

CANADIAN	
Comp. Corn Beef 1 lb cans	\$1 65 \$1 70
" " " "	2 70 2 80
" " " "	4 50 5 00
" " " "	8 75 9 00
" " " "	17 50 18 50
Minced Collops, 2 lb cans	2 60
Roast Beef	1 50
" " " "	2 60 2 75
" " " "	4 75
Par Ox Tongue, 2 1/2 "	9 50
Ox Tongue	7 85 8 00
Lunch Tongue	3 25
English Brawn	2 75 2 80
Camb. Sausage	1 50
Soups, assorted	1 50
Soups & Bouilli	1 80
Potted Chicken, Turkey, or Game, 6 oz cans	1 60
Potted Ham, Tongue or Beef, 6 oz cans	1 35
Devilled Tongue or Ham, 1/2 lb cans	1 40
Devilled Chicken or Turkey, 1/2 lb cans	2 25
Sandwich Ham or Tongue, 1/2 lb cans	1 50
Ham, Chicken and Tongue, 1/2 lb cans	1 25

CHEWING GUM.

ADAMS & SONS CO.	
To Retailers:	
Tutti Frutti, 36 5c bars	\$1 20
Pepsin Tutti Frutti, 235c. 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, 150 pieces	1 30
(with brilliant stone ring)	
Mexican Fruit, 36 5c. bars	1 20
Sappots, 150 pieces	0 90
Sweet Fern, 230 "	0 75
Black Jack, 115 "	0 75
Red Rose, 115 pieces	0 75
Magic Trick, 115 "	0 75
Oolah, 115 "	0 75
Puzzle Gum, 115 pieces	0 75
Bo-Kay, 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. B. SOMERVILLE.	
Mexican Fruit, 36-5c. Bars	1 20
Pepsin (Dyspepsia), 20-5c. Bars	0 70
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)			0 65
Keno Prize (144-1c. pieces)			1 00
Love Talk (100-1c. pieces)			0 70

CHOCOLATES & COCOAS.

CADBURY'S.	
Cocoa essence, 3 oz. pkgs.	\$1 25
Mexican chocolate, 1/2 & 1 lb pkgs	0 40
Rock chocolate, loose	0 37 1/2
" " 1 lb tins	0 40
Cocoa nibs, 11 lb. tins	0 35
TAYLOR BROS.' CHOCOLATE & CHICORY	
Soluble chocolate, 1/2 lb packets	0 30
Granulated chicory	0 10
Powdered	10 1/2 to 11
TODHUNTER, MITCHELL & CO'S	
Chocolate—	Per lb
French, 1/4's, 6 and 12 lbs.	0 30
Caracas, 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, Homopatec, 1/4's, 8 & 14 lbs	30
" Pearl	25
" London Pearl 12 & 18 "	30
" Rock	30
" Bulk, in bxs.	18

EPP'S.	
Cocoa—	per lb
Case of 112 lbs each	0 35
Smaller quantities	0 37 1/2
BENSCHER'S ROYAL DUTCH COCOA.	
Boxes each 1 lb	
1/4 lb. cans, per doz	\$2 40
1/2 " " "	4 50
1 " " "	8 50

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 lbs.	4 50
" " 1 lbs.	8 75
Homopatheic, 1/4's, 14 lb boxes	0 34
" " 1/4's, 12 lb boxes	0 34
JOHN P. MOTT & CO'S	
B. S. McIndoe, Agent, Toronto,	
Mott's Broma	per lb \$0 30
Mott's Prepared Cocoa	28

MOTT'S HOMOPATEC COCOA (1/4'S)	
32	
Mott's Breakfast Cocoa	45
Mott's Breakf. Cocoa (in tins)	45
Mott's No. 1 Chocolate	30
Mott's Breakfast Chocolate	28
Mott's Caracas Chocolate	40
Mott's Diamond Chocolate	23
Mott's French-Can Chocolate	18
Mott's Navy or Cooking Choc	26-27
Mott's Cocoa Nibbs	35
Mott's Cocoa Shells	5
Mott's Vanilla Chocolate stick	92&24
Mott's Confec Chocolate	23c-43
Mott's Sweet Choc. Liquors	21c-31

COJWAN COCOA AND CHOCOLATE CO.	
Cocoas—	
Hygienic Cocoa in 1 lb. tins, 12	7 25
24 and 36 lbs in box	3 75
Hygienic Cocoa in 1/2 lb tins, 12	2 25
24 and 36 lbs in box	1 40
Cocoa Essence, pkgs, 2 and 4 doz in box	1 40
WALTER, BAKER & CO'S	
Chocolate—	
Pre'm No. 1, bxs 12 & 25 lbs each	45
Baker's Vanilla in bxs 12 lbs each	55
Caracas Sweet bxs 6 lbs each, 12 bxs in case	40
Best Sweet in bxs, 6 lbs. each, 12 boxes in case	30
Vanilla Tablets, 416 in box, 24 bxs in case, per box	4 00
German Sweet Chocolate—	
Grocers' Style, in cases 12 boxes, 12 lbs each	30
Grocers' Style, in cases 24 boxes, 6 lbs each	30
48 Fingers to the lb., in cases 12 bxs 6 lbs each	30
48 Fingers to the lb., in cases 24 bxs 6 lbs each	30
8 Cakes to the lb., in cases, 24 bxs 6 lbs. each	32
Soluble Chocolate—	
In canisters, 1 lb., 4 lb., and 10 lb. Cocoa—	56
Pure Prepared, bxs, 12 lbs each	42
Cracked, in bxs, 12 lbs., each, 1/2 lb. papers	35
Cracked, in bags, 6, 10 and 25 lbs. each	30
Breakfast Cocoa—	
In bxs 6 & 12 lbs., each, 1/2 lb. tins	48
In boxes, 12 lbs., each, 1 lb tins, decorated canisters	50
Cocoa Shells, 12's and 25's	10
Broma—	
In boxes, 12 lbs., each, 1/2 lb. tins	45
MENIER FABRICANT DE CHODOLAT.	
Paris et Noisiel.	
Per 120 lb. case lot.	Per 12 lb. box.
Yellow wrapper	\$0 34 \$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 88 0 42

Fancy Chocolates.	
Fingers—	
40 in a box....per box	\$0 36 \$0 40
20 " " " "	
Croquettes—	
Yellow wrap	2 70 3 00
Pink	3 75 4 20
Green	
Croquettes are packed 12 1/2 lb. packages in a box, and 8 boxes in a case.	
Pastilles—	
Yellow wrapper per lb	\$0 40 \$0 45
Pink	0 55 0 60
Green	
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 & 10 box lots	0 75 0 80
Star, 4 doz. in package	0 85
" " " "	1 25
" " " " cotton bags	0 90

COFFEE.	
GREEN	
Mocha	c. per lb 28, 33
Old Government Java	25, 35
Bio	21, 22
Plantation Ceylon	29, 31
Porto Rico	24, 26
Guatemala	24, 26
Jamaica	22, 23
Maracaibo	24, 26
Caffaroma, 1 & 2 lb. tins in each	36
TODHUNTER, MITCHELL & CO'S	
Excelsior Blend	34
Our Own	32
Jersey	30
Laguayra	28
Mocha and Java	35
Old Government Java	30 32 36
Arabian Mocha	35
Maracaibo	30
Santos	27 28

DRUGS AND CHEMICALS.	
Alum	lb \$0 02 \$0 08
Blue Vitriol	0 08 0 07
Brimstone	0 08 0 08 1/2
Borax	0 12 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 0 02 1/2
Paris Green	0 16 0 17
Extract Logwood, bulk	0 18 0 14
" " boxes	0 15 0 17
Gentian	0 10 0 18
Glycerine, per lb	0 17 0 20
Hellebore	0 16 0 17
Iodine	5 50 6 00
Insect Powder	0 25 0 30
Salpêtre	0 08 0 09
Soda Bicarb, per keg	2 50
Sal Soda	1 18 1 25
Madder	0 12 1 25

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

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.

THE CANADIAN GROCER

WINDOW DRESSING MADE EASY

ANYONE CAN DO IT!
\$2.25 for \$1.75 Post-Paid, Entire Course.
Book of 288 pages, 150 illustrations showing how to do the work. Sells at \$1.75, including Hammer.
"New Ideas," 40 pages, especially interesting to grocers. Sells at 50 cents, and free sample of new cleaner.
HARRY HARMAN,
The Window Dresser, Decorator and Supplier,
Room 1204, Woman's Temple, Chicago.

FREE SAMPLE OF BONAMI

given to purchasers of my Window Dressing Book, a cleanser that will clean anything and everything from a kitchen to the finest plate glass window, "will not scratch."

GROCERY BROKERS

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

AGENTS FOR

THE ST. LAWRENCE SUGAR REFINING CO.,

Unlike the Dutch Process

No Alkalies

—OR—

Other Chemicals

are used in the preparation of

W. Baker & Co.'s

Breakfast Cocoa,

which is absolutely pure and soluble.

A description of the chocolate plant, and of the various cocos and chocolate preparations manufactured by Walter Baker & Co. will be sent free to any dealer on application.

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

The Ideal Food for Infants.



[Registered.]

Milk Granules.

The Perfect Equivalent of Mother's Milk.

It is the solids of pure cow's milk of the very best quality so treated that, when dissolved in the proper amount of water, it yields a product which is practically identical in composition, re-action, taste and appearance with mother's milk. It is absolutely free from starchy matter, which is present in barley flour and other infant foods, and contains no glucose and no cane sugar.

Put up in 50c. tins by

The Johnston Fluid Beef Co.
MONTREAL.



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

EVERY CAN WARRANTED.

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Victoria, B.C., Owners.

AGENTS, Stanway & Bayley, Toronto.
Agents for Ontario
" W. S. Goodhugh & Co., Montreal
" Tees & Perse, Winnipeg.

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

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MANUFACTURERS OF



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

For sale by all Woodenware Dealer

Oakville, Ont.

DURABLE PAILS AND TUBS.

TRY



THEM

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

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

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Chas. Boeckh & Sons, Toronto,

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Dominion Clothes Pin

They are the Best.
Send for Prices in Case Lots.

C. C. BROWN,
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ORDER
IVORY BAR
SOAP

5 and 10c. PLUGS.

THE CANADIAN GROCER

DERBY PLUG TOBACCO.

THE MOST DELICIOUS SAUCE
IN THE WORLD.

Yorkshire Relish.

ENRICHES HOT
JOINTS, STEWS, & BLENDS
ADMIRABLY WITH ALL GRAVIES.
DELICIOUS TO CHOPS,
STEAKS, & C.

SOLD
EVERYWHERE.

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Are without a VASE LAMP ? . . .

Find out the Number—you will want to supply
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Any Number . . . of **LAMPS** at Greatly . . .
Reduced Prices

You Can Sell Them :-
:- Without Any Trouble



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Oakey's 'WELLINGTON' KNIFE POLISH

The Original and only Genuine Preparation for
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JOHN Oakey & Sons, Limited,

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FINE GOODS OUR SPECIALTY.

MUNGO CIGARS, EXCEPTIONALLY FINE.

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