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THE CANADIAN GROCER

Published Weekly
\$2.00 PER YEAR

& GENERAL STOREKEEPER

VOL. VI.

TORONTO, AUGUST 19, 1892.

No. 34

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THE MOST PERFECT FOR **COLLARS, CUFFS and SHIRTS.**

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THE CANADIAN GROCER

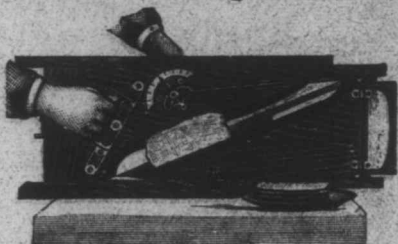
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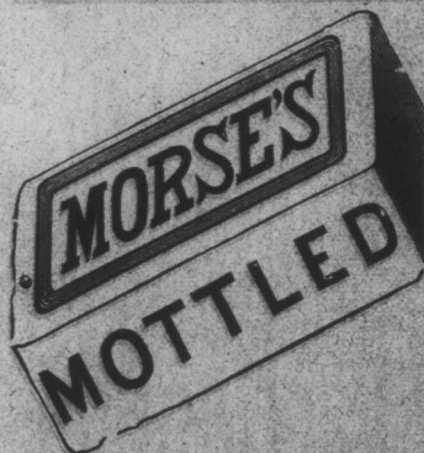
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THE CANADIAN GROCER

PUBLISHED WEEKLY.
\$200 PER YEAR

& GENERAL STOREKEEPER

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

Vol. VI.

TORONTO, AUGUST 19, 1892.

No. 34

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

THE J. B. McLEAN PUBLISHING COMPANY,
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Advertisers and Subscribers may have their correspondence addressed to the care of any of our offices and they are invited to use them at any time. At the Head office, Toronto, a place is set apart where they can see all the latest newspapers and the latest issues of trade papers from all parts of the world, where they can do their correspondence or obtain any information. Parcels may also be directed to the Head office.

The new city by-law, reserving certain streets in this city from the scope of pedlars' licenses, will be established or quashed tomorrow (Friday) as the test case referred to some time ago comes then before the High Court of Justice. In the meantime, pedlars hold their licenses subject to the issue of that case. In accordance with the suggestion of plaintiff's counsel in the test case, the city has consented to regard the pedlars as not yet acquiescing in the clause of their licenses that limit them to certain streets, and promises not to prosecute until the case now before the courts is settled, though holders of licenses proceed upon the assumption that the law is ultra vires.

The cigar manufacturers who met in this city last week, objected to the substitution of customs duty on the raw material for excise on the finished product, upon the ground that the change would be damaging to the smaller manufacturers. The customs duty recommended by the petitioners for the change is 35c. a pound on the leaf. The payment of this in addition to the cost of the tobacco before it got into the factory at

all would call for a preliminary expenditure of capital that some manufacturers could not stand. The present tax amounts to \$6 per thousand on the cigars. That proposed is equal to \$7.70 per thousand. But the fighting ground of the cigar manufacturers' opposition is the great additional expenditure in advance of sale that the change would call upon them to make.

* * *

The letter of Mr. Weatherill, published in THE GROCER of the 15th of July, has been copied by several contemporaries of both the general and the trade press in this country and the United States. It deserves all the approval that is implied in the numerous reprints of it that have appeared, for as a statement of the best way for the country merchant to buy butter nothing that has yet been submitted can equal it. It deserves more than the favorable reception and wide publicity the press has given it. It is worthy of incorporation into the practice of every trader who buys butter. It is recurred to again in this issue because it is deemed too important a letter to be allowed to drop into the background of traders' memories. Merchants who read the letter approve it, but approval will not benefit themselves while imitation will, and will be much more flattering to the originator of the scheme than passive admiration can be. One hundred merchants in good dairying districts where there are no butter factories, could, by the adoption of Mr. Weatherill's method, enormously raise the standard of quality and of value in butter of domestic make. We continue to look hopefully to the country merchants as an agency of great reforming value in butter production.

* * *

The people of Victoria, Australia, will have to pay 6c. a pound, or about 15c. a tin, more for their canned fruits on account of the action of their government in putting on that

amount of duty. The object of the duty is not generally alleged to be the development of domestic canning, but retaliation against the United States for the shutting out by that country of the wool of Australia sheep-raisers. The people of Victoria will probably continue to consume imported canned fruit, but certainly in a considerably diminished quantity. This does not affect Canadians very materially at the moment, as canners had not done any important shipping to the Australian colonies, but in the near future it was hoped that they would. We in this country are interested in seeing every market for canned goods kept as open as possible, for we have the goods to sell. Any barriers to this class of trade, even when those barriers directly affect only a country that competes with Canada in the production of canned fruit, is a drawback to us, for every competitor that is turned away from one market meets our canners in another. Dearer canned fruit to the people of Victoria colony probably means cheaper canned fruit to the United Kingdom, for more producers will be diverted there to sell their goods. There are in California, orchards, groves, and canneries that were brought into existence solely upon the strength of an Australian demand. Their products will now probably meet those of Canadian canners on the other side of the Atlantic.

* * *

The general understanding between buyer and seller that butter-packages go with the butter without additional cost, appears to be giving way in some parts of the country, and sellers want to be paid for their butter tubs. It is remarkable that they find country merchants complaisant enough to allow them such a claim, but it is a fact that they do. The merchant gets nothing for the tub, the commission merchant or wholesale produce dealer gets nothing for it, and if the butter changed hands a dozen times on its way to

consumption the package would go free throughout the whole series of changes. Then why does the country merchant pay for it? Not because he gets his money back again, not because the butter trade is so satisfactory that he can afford to lose a little in this way, but simply because the storekeeper is inordinately eager to get people's trade. It's the old 'life of trade' again; it is competition. The merchant who buys butter-tubs and gives them away, is a type of a too numerous class of traders, who have such a hazy idea of enterprise that they think recklessness is but another name for it. The butter may be bad, and may have to be sold at 2 or 3 cents a pound below what the trader pays. It is probable also that the customer who brings it is able to buy all the goods she gets for it at greatly reduced prices. The eagerness for business that gives something for nothing makes these suppositions appear reasonable. Not only is it foolish to pay for what you have to give away, but it is disloyal in this particular case to the usages of the trade. A merchant should respect what is established as a trade-custom, if it is founded on right.

* * *

At the Congress of chamber of commerce of the British Empire which met in London at the beginning of last month it was resolved that the interests of the Empire called for a uniform system of weights, measures and currency. If such a system were established throughout the Empire, it would be of vast benefit in the aggregate of results; therefore, it would be many times more beneficial if it were adopted by all the civilized peoples of the earth. The saving would be enormous. The salaries now paid to clerks for converting the weights, measures and values from one mode of expression to another constitute a big tax on commodities. The diversity of standards and units causes endless confusion and bewilderment. The matter is made more complicated by the growth of tariff duties all over the world. The primary cost of any commodity expressed in foreign terms of weight and value is to be increased by the duty of so much ad valorem on some unit of weight different from that named in the quotation. If there were but one way of quoting all over the commercial world, business would be wonderfully simplified. The decimal principle is of course the easiest to base uniformity upon, on account of 10 being the radix of the numeration in use all over the

civilized world. The metric system is perhaps the most scientific that could be devised on the basis of the decimal principle. It is extending in use and much more in favor. If it were established everywhere, not only should we have uniformity in all expressions of weight, measure and value, but we should have a huge mass of vague terminology—as boxes, barrels, bags, etc.—done away with, or converted into parcels of definite magnitude.

* * *

Commercial education is looming up among the realities of our time. It has a place in the work of all our high schools and collegiate institutes, and a greater number of pupils are taking it every year. But it should have more prominence in the earlier studies of boys and girls. Only a small percentage of those who go to school ever proceed farther than to the high school entrance examination. The great majority have therefore no opportunity to become acquainted with the rudiments of book-keeping and business practice. There is a value to this sort of education quite apart from the knowledge it puts the pupil in possession of. Of course it is imparted for the sake of its future direct use to the pupil. But it is an excellent means of disciplining the intellect and of educating to orderly mental habits, and without these habits, no matter how much special knowledge a man may have, he need not look for success in business. Arithmetical operations should be applied earlier than they are to fictitious commercial transactions. Very young boys and girls can be taught arithmetic more easily by such a concrete process, while at the same time they are taking the first steps in systematic business. The writing, spelling, calculating, expression and arrangement in such exercises, if particularly well supervised, give opportunity to bring on a boy's or girl's education very equably in several subjects at the same time. The trouble is that education is not simultaneous enough. It is apt to be too one-sided, too grammatical, too orthographical, etc. The teacher needs a centre around which all other subjects group, and the best central idea to a system of elementary education is commerce. If the people generally had the advantage of a good schooling on this basis up to the age of 12 years, there would be sounder practical economy abroad, and we should not hear of such quack attempts to regulate relations between buyer and seller as are illustrated by the Patrons of Industry, Grangers, etc.

If these bodies would give their attention to the school system instead of the commercial system, their members might live long enough to see the enlightening fruits of the more enlightened agitation. The true significance of the Patrons of Industry is to be found in what the ideas of that order reveal as to the low state of business education among the farmers.

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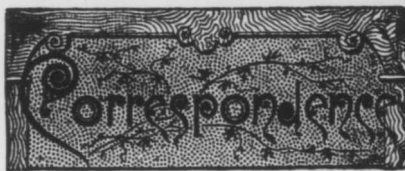
Retail trade in the cities of Toronto and Montreal is just now considerably upset by the civic works that are being pushed through on the main trading thoroughfares. In the latter city the merchants and other business men on Notre Dame street are incensed at the delay shown by the corporation in laying the new roadway. They complain that no precautions have been taken to protect them against loss and serious inconvenience, both sides of the street through its entire length having been ripped up at once, the force of men at work being ridiculously small to complete it in even a moderately long time, and the side streets being closed at their intersections with Notre Dame. Sales have fallen off from 30 to 50 per cent. as a result of this virtual blockade. The merchants made an unsuccessful protest against this, and some are now talking of suing the city for the loss they have suffered. They want the business tax, at least, remitted for this year. In Toronto there is a similar disturbance of local trade and traffic, the main streets being torn up all over the city in the work of putting down new tracks for the electric street railway. Advantage is taken of the general convulsion of the highways to make other changes and both sides of the streets yawn with deep trenches along which are high banks of the earth that has been excavated. Along some of the business streets the cars have ceased to run for the time being, and therefore no longer do the uptown buyers find their way to the stores on these streets. Trade is greatly impeded and curtailed, and deputations of merchants have waited on the council to have the matter ameliorated. In the case of Toronto, there appears to be no cause of complaint on the ground of delay, probably excessive haste is more to blame, as the railway company are operating at many points at the same time and fairly crowd the streets with workmen. But the business men of cities should have representation in the council adequate to protect them from what seems to be the mere inconsiderateness of that body. On those streets

very high rents have to be paid, and taxes, always high, are made higher, to pay for the improvements that destroy so much trade during their progress. Alterations have to be made, but they can be made with a minimum of inconvenience.

* * *

Among the difficulties in the way of opening an export trade with the United Kingdom is the British tendency to misapprehend terms used in representations or descriptions. Buyers on the other side of the water are prone to be mistrustful of anything new, and when it is introduced to them there must be nothing equivocal in the language of the advices or announcements. The use of the word "refrigerator," in connection with the transportation of the California fruit of which a trial shipment went to England a fortnight ago, did not benefit the sale of the fruit, as it was intended to do, but did it serious harm, English buyers associating the idea of "frozen fruit" with "refrigerator." Of course they did not want frozen fruit, and buying was far from spontaneous. We on this side of the water differ from the people of the old countries in our general system of business, and consequently in our business expressions. If we lose sight of this fact we admit into our export trade with England a cause of difficulty. We should be at the pains to give an unmistakably English form to all our representations. Of course there cannot be the same impediments to the opening up of an export trade with Britain as there would be with a country in which an entirely different language is spoken. The translation of commercial language is often extremely difficult, the term which passes in one tongue as the equivalent of something in another very often conveying an imperfect and misleading idea of the true meaning. Still the identity of our language with that spoken in the United Kingdom is likely to betray us into neglect of the differences that must be incidental to our separateness, and we take less pains to make our commercial phraseology render the exact meaning to English ears than we do to foreign ears. A foreign term is usually a selling catch-word in this country, a strange term is a drawback to selling in England, unless that term has acquired certain associations that really make it no longer strange.

We have been favored with a copy of the programme of the St. Louis Retail Grocers' second annual pic-nic, held on the 7th inst. Its twenty pages are crowded with the advertisements of St. Louis' business houses.



THE DEMAND RULES THE QUALITY.

TORONTO, Aug. 11, 1892.

EDITOR OF THE CANADIAN GROCER.

DEAR SIR,—On looking over your issue of the 5th I see a letter from Stephen Hustwith, in answer to which, as secretary of the Retail Grocers' Association, I would like to say, in justice to the Association and myself, that the tea he refers to was noted and spoken of nearly two months ago. Anyone taking a handful of that tea called "The Mermaid" and smelling it could not help but be struck by its fragrant aroma. It might nearly do you as much good as going down to the seaside; it smells so of the briny. I myself tried it, and one trial was enough. It has earned its name without a doubt. The man who has it stuck outside of its door for sale is a ten times bigger fool than the people who buy it, for the deception is so glaring that once tasted it will never be forgotten. Those who buy it could not help but feel insulted, and their first impulse would be to spit it out and call the seller a downright fraud. The bait is such one nibble is enough. They will never come back. The customers who would return after being caught once like that are worthy of all they get.

In regard to package teas they have been brought up in the Association and discussed, and acted upon to a certain extent. I know that I myself have spared no pains to show the retailers where they were wrong in buying them. I have shown them the immense profit there must be in them to enable a wholesale house to pay a man a large salary and expenses to do nothing else but sell these package teas, let alone all the bill posting, advertising, tea lead and labels, and labor in putting up. That tea lead itself is quite an expensive article. It is not the same as the common tea lead. When you take all this into consideration you can easily see what an enormous profit there must be in it to allow for all this. It would pay the retailers better to put up their own package teas and do their own advertising. The smartest men in the business are doing that and saving what the others are losing. After being told all this, if the retail grocers have not sense enough to see where they are being robbed it is time they were out of business. But then you see if you were to tie fig leaves together and advertise them under some big high sounding name people would buy and imagine they had a bonanza. The excuse the grocers have made to me is, that these teas are advertised and people ask for them,

and they have to keep them. A great many grocers don't care what the stuff is so long as the people call for it. They have got tired advertising and pushing other people's goods, and they let them advertise. They will keep the article, whatever it is, so long as the people ask for it. They don't even care what it costs. If the people ask for it they will pay the price, and it is the people they are standing behind the counter to please. It is by pleasing them that they build up their business and make money, not by dictating to them, for directly you begin to dictate to them without their asking your opinion, if they don't just tell you to mind your own business they will go where they can get what they want and leave you to learn by experience what that means. Why, I've had grocers return pure coffee over and over again, because their customers would sooner pay the same price for a mixture of coffee, rye, peas and chicory. They have been so trained to adulteration that they don't understand what pure goods means. They would spit purity out of their mouth, as if it were poison; their taste has become depraved. Why, the majority of people don't know what the finest tea means. Give them a good strong tea, one that would almost knock you down, and they would tell you that was the best tea, and laugh at you if you tried to tell them different. So what are you going to do so far as quality is concerned? It's a hungry crowd, give them something to fill up, and lots for the money, and they don't care for the quality in most cases. Of course there are exceptions. In fact some grocers have become so accustomed to goods being sold as pure that are not pure that they would tell you the pure goods were not half as good as the adulterated. That is a fact, and I can prove it. If an article is adulterated well and the people want it they will have it, if they hunt all over the city for it. They will go through fire and water to get it. The harder it is to get the more they will try. If the customers would only leave it to the grocers it might be all right, but they won't. They will go away for a month's holiday without paying their bills and let you wait till they come back, and never ask you whether they may or not. If the grocer were only independent and did not have to study them it would be different, but it is the same all through. The wholesaler has to sell the retailer what he finds he sells best, and just what the wholesaler likes. If he did the retailer might have it sticking on his shelves for a year or two. And so it is with the retailer; if he thinks he can sell his customer just what he likes, perhaps he'll find that he will have it to gaze wistfully upon at the end of the year.

When you have to make your living by the public you have to please the public, not yourself. They will go to dry goods stores or hardware stores or drug stores or any other stores to get what they want, independently of grocers or anyone else. Mr. Hustwith is a gentleman I know well, and a man who thoroughly understands what he is talking about. In fact I question whether there is a better tea traveller on the road, or one who thoroughly understands teas better, and I think that he will agree in what I say. It will take too long for one or two men to change the tastes of the public in this matter. They have been too long trained to adulteration and to do as they please.

Yours most respectfully,

R. M. CORRIE.

DRUGS IN BUTTER.

A nefarious system of butter manufacture is exposed by the Chemist to the American Department of Agriculture. What is known as "gilt-edge butter compound" is advertised in the States, with the tempting assurance that if a small quantity of it be added to a pint of milk and a pound of butter, the whole being churned together, the operator will get two pound of butter, all the milk being incorporated. There is no doubt, the Chemist says, as to the truth of this statement, as it was verified by trials in the laboratory of the Department. The directions of the advertisers were followed, and the milk disappeared, two pounds of butter being produced, which resembled a first-class butter, except that it was softer. It does not keep well, but for immediate consumption passes easily as a genuine article, although analysis shows that it contains 49.55 per cent. of water and only 45.45 per cent. of butter fat, as compared with 15.92 per cent. of water and 80.53 per cent. of butter fat found in a sample of genuine butter. On the compound by means of which the trick is performed being analysed, it was found to consist of 70.48 per cent. and of anhydrous sodium sulphate 29.52 per cent. of organic matter, afterwards proved to be pepsin. Experiments tried with pepsin showed that it produced an emulsion which enabled butter to incorporate an equal quantity of milk in its substance without materially altering its appearance. The same result was produced with pancreatin, trypsin, or rennet. The sodium sulphate appears to be used simply as a carrying material, and to be of no assistance in the emulsifying process.—Ex.

QUEER ACTIONS OF A FRENCH BARON.

The recent failure of the Farnham Beet Root Sugar Factory, located at Berthier, Quebec, brings to light the rather sensational history of a certain scion of French nobility known as Baron Raymond Sellers. From all accounts the baron was originally the possessor of great wealth, having been bequeathed the sum of 4,000,000 francs. He made his first appearance in America in 1888, and although he was with us but a little over two months he managed to visit nearly every prominent city in the country and in that short time succeeded in spending something over \$20,000. He finally landed in Montreal where he was taken sick, and upon his convalescence was removed by his relatives to Paris and confined in an asylum for the insane.

When released, an examination of his affairs disclosed the fact that his entire fortune had been dissipated and he was sent to America with only a few thousand francs in his possession. He visited Canada in 1889 and returning to France promoted a company with some \$5,000,000 capital, to carry on the beet root sugar industry in the pro-

vince of Quebec. His sister, the Princess Sagan, and several of the nobility invested in the baron's venture. He acquired the Farnham Beet Root Sugar Factory at Berthier, persuaded the government to allow a bounty of 1 3/4 cents per pound on sugar, and started the business. The factory did well for awhile, and last year the baron drew \$8,000 profits. In the meantime, however, he had met a wealthy New York widow, Mrs. Livermore, whom he married after which he established a residence in Paris and henceforth his solicitude for the beet root industry declined. The Farnham factory was run in the name of Baron Sellers and Alfred Musey, who was sent from France to represent the interests of the syndicate.

It is claimed that it was the failure of the baron to advance the money necessary for the operations of the factory that caused the collapse of the company, and it now turns out that the other members of the firm are not responsible for the liabilities, as they were not incorporated nor registered as doing business in Canada. The baron and Musey alone are responsible, and suits have been entered against the baron personally for \$4,000 rent of the factory, \$700 on a note on a bank in Quebec and \$500 for office rent in Montreal. The baron is said to have \$25,000 invested in railway securities in Canada, and has a considerable sum to his credit in one of the Montreal banks, all of which will be attached to satisfy the claims. The disruption of the company ruins the beet root sugar industry of the province of Quebec, which the government had vainly tried to promote.—Chicago Grocer.

THE CORNER GROCER.

It was one of those warm sultry mornings, and the heat fairly danced on the granitoid sidewalk in front of the little corner grocery of which the subject of my sketch is proprietor.

A wide board laid into an open window served as a counter upon which there appeared for sale an apparently endless lot of vegetables, over which Schmidt had just finished sprinkling water from a wine bottle by means of the thumb of his right hand partially inserted into its neck.

Down the street, less than a block away, there appeared a loaded huckster's wagon, the driver of which lustily yelled: "Appoles! appoles! green corn! tomatoes! potatoes! nice new potatoes! 20 cents a peck! Get ep."

This worried Schmidt, for the price was low and he at once registered a vow to do something to ameliorate his condition. He lowered the awning and went into the store just as a "kid" who had been playing ball on the "lot" passed by and with a deft stroke of a knife cut two bunches of asparagus in two, and left a large gaping wound in the upholstery of a squash that chanced to be in the line of march on Schmidt's improvised window counter.

"Herman," said Schmidt, "git me once

dem constitushn und laws fon dem Retail Grocer's Association. I like to read of dem fellers can come yoost on my block und yellor about dair shtuff."

Herman got the constitution and by-laws, and Schmidt sat down on a soap box to read them over. Officer Tooley dropped in at this moment to tell Schmidt that he had found his delivery horse with his foot over the halter at the side of the store and that he had promptly righted the animal. He also asked for some water to wash his hands with which necessitated adjournment to the rear of the store, where the bar is located.

"Say officer," said Schmidt as he rinsed the glasses out, "you know may be vot I likes to found out. I pin reading here in dis books yet I don't can read so fast English, does dey be a law vot makes hucksters vair on dere coat oder dere hat a badge or wie you call it?"

"Yes," said the officer, "there was a law of that kind went into effect on June 1 in this city. Every huckster must wear a badge on his hat band."

"Vell, vy den don't dem fellers poot em on?" asked Schmidt.

"Oh! dey are 'in de push," said the officer with a sarcastic smile.

"De poosh! Who's dot?"

"De push! why," said the officer, "that's the gang that runs the city up at the City Hall. You see, these fellows—these hucksters—they help elect those fellows up there, and then when they are pulled for selling things on the street without a badge they go up to the City Hall and Jim Brennan puts the mayor's rubber stamp signature on a piece of paper and then these fellows don't have to pay any fine. See!"

"So! oh!" said Schmidt, "now youst see," then as he smothered a sigh, he turned around and wiped some bran off the surface of a side of bacon. "Don't dat beat allus? Say, officer, look vonst here—Now I bin a pooty good merchant don't it? Vell, efery time vot my license ish oop, I got to go right away up by dot court house und pay." Schmidt kept time with every word spoken, by tapping on a case of canned goods with his index finger. "Den here coomes dese schnoosers mit a shkinny und bone horse mit a vaigon und dey bin not havin to pay dot poosher, or vot you call him. Now, Officer Tooley, so shure as I shtand here, it ish time ve raise oop in a mighty beeg way und protecting us. I bin already two veeks belonging to dot St. Louie Retailers Grocers' Associon, und I don't git no good fon it. Dese hawkeyes, vot you call 'em?" "Hawkers! Well, dese hawkers dey coom on my block und holler away so I get no peesness, und dey bin in de poosh und don't pay. Now youst look on dot feller, he don't got no piece brass on his hats. Vy you don't arrest him, Tooley? You bin on longer a friend von mine. I bet you I learn something or two. I go now und see of I doan can shtop his monkey-fooling, god-dory."

Schmidt's face grew red as a beat as he almost ran up stairs to get his coat. At the turn in the staircase he paused, and as he rolled down his sleeves he gave his clerk, Herman, instructions to "lock open the shtable so mine dog can shtay in der bar vile I bin gone."—W. E. Robertson in Interstate Grocer.

HINTS TO ADVERTISERS.

"Eye-catching" is the first thing. A good picture will usually do it. Everybody knows that, but doesn't seem to know what follows.

"White space" has come to be an expensive luxury. With the majority of advertisers paying for it, better let them pay for yours.

Put three inches of compact reading matter almost anywhere on the page of a country weekly, and it will be well framed for you by other people's white space.

A good head-line will sometimes prove an effective eye-catcher; but if it fails to catch the mind also it is useless. So is the best picture.

A poor picture is worse than useless. It drives people away. The better they can see it the worse they hate it.

What is a "good" picture or a "poor" one depends on the taste of the people you want to reach. If a monkey hanging by his tail and wringing a cat's head off induces a large number of people to buy your goods, that—for you—is a good picture.

If those people only laugh and say: "That is funny as blazes!"—then go and buy somewhere else—that picture is a poor one.

The same with a catchy head-line or anything else about an ad. which merely amuses people. The end of advertising is to sell goods. That is a better ad. that makes a few people buy than the one which only makes everybody laugh.

These humorous pictorial effects are supposed to serve their purpose by attracting attention, while the reading matter "does the rest." A man can draw a crowd by standing on his head, but how much reading matter would it then take to convince them that he was sane enough to trade with?

It is a handicap to have to use half your space persuading people that you are not such a clown as you appear.

A really good picture is pertinent to the subject of the advertisement, is an argument in itself, or an illustration of the argument that follows. Then, if funny, the humor all goes the right way—toward selling goods.

Anyway, the picture should be attractive, bright and airy; if it must be a pun—not too far fetched. Don't be as funny as you can.

Head-lines shouldn't be screech-lines. They are out of date, only used by the Rip Van Winkle advertisers. Readers are tired of the "Stop There!" "Say You!" sort of appeal. After ten years of being yelled at it grows monotonous.

To cut a wide swath with the least money, three inches of "pica" without a heading, followed up "everlastingly" in weekly papers, will usually show good results, when the thing to be sold will bear talking about.

But there must be a "head" in the office where the ads. are written. Don't write your

own ads. if you can help it. But have them well written, even if you have to do it yourself.

Better hire a writer and tell him your ideas; if he agrees with you entirely discharge him. If not, argue the matter over, then give him his head, and the chances are he will do better for you than you could for yourself.

You are almost sure to be wrong on some important points; so is he. Between you you will come nearer to it.

Tell buyers the things they want to know about your goods and the things they ought to know, which they will find out after they buy.

Answer—in your advertising—the questions that would be asked if you were selling the goods over the counter.

Don't waste words explaining some technical matter of no practical account, but explain very carefully everything that is of consequence, no matter whether people know enough to ask about it or not.

Try to sell your best goods first. Talk more about the goods than the price. Most people will pay for what they want. Make them want it.

Have an advantage of some point over your competitors, and advertise that point. Don't claim what you haven't got.

Don't say yours is the cheapest when some one else undersells you. Don't say it is the best when a better is made. But advertise yours as the only one with a blue stripe, or the only one with sugar in it, or the only one with a brass handle.

Add some particular thing worth having to your goods, and let people know it.

Immense capital may be required to sell the best or the cheapest, but it only requires a little brains or gumption to sell something different from others, and a little better in some respect.

No matter how humble the business, it can be distinguished in some way, so that people will favor it. So small a matter as white wrapping-paper or a pink string will influence a majority. That is good advertising.—W. Dixey in Printers' Ink.

WHEN TO SELL WITHOUT A PROFIT.

We notice in one of our exchanges an interview with a large merchant in which he makes the assertion that it is the policy of his house never to sell anything, unless a profit is made upon it. This sounds very well, but we do not believe that it is possible for any house to conduct a business consisting of the sale of a great variety of articles, where any such course is possible. Such a method of doing business, of course is the ideal way, but like many another ideal, it can never be reduced to practice.

We believe it is the experience of all merchants, that there are times when it is best to sell goods for less than cost. One of the most difficult problems of the store-keeper is

to prevent accumulation of old stock, and in cases where merchants have failed, and an inventory has been taken of the stock on hand, it is generally found that the stock is worth very much less than anticipated, simply on account of the old goods on hand, whose value has been reduced to a mere fraction of their cost. Now, would it not have been better for that merchant to have cleaned out his stock of goods by a reduction in price, even below cost, than to allow them to accumulate.

It is hardly necessary to give examples of when it is profitable to sell goods, without profit, or even at an absolute loss. Take the case of the merchant who purchased a large supply of 4th of July goods. Is it not better for him, when he finds he is liable to carry over some stock, to reduce prices to any point at which he can close out, than to carry the goods over for another year? By that time the stock may be practically worthless. In cases of changes of fashion in goods, it is much the wiser plan to sell at any reasonable figure, than to keep the goods on the shelves, where they will soon become worthless, and while carried in the assets as a thing of value, they really are worth nothing. Then there are goods in many lines carried in a general store which deteriorate when kept for any great length of time. If a dealer finds himself over-stocked in any such article, it is the best thing to reduce the price even below the cost, to close them out, for his first loss will be much less than if he keeps them in stock. It is hardly necessary to further enumerate instances where it is better to sell without profit, than to carry the stock.

But this method of reducing prices does not constitute "cutting" which is an entirely different matter, and no doubt is often confused with the plan of reducing prices. We do not consider it cutting prices to sell things at less than cost, when it is better to do so than to keep them in stock. It is possible for a dealer to do business without cutting, and this may be what the merchant had in mind to whom we referred in the beginning of this article. We are aware that cutting is practiced by some dealers with the idea that with the goods so sacrificed, other goods can be sold, which will yield the dealer an extra profit sufficient to cover the loss on the cut article. This may be true but consumers have become very sharp in this matter, and when they find there is a staple article being cut in price, they are apt to purchase that staple only, and get the balance of their goods from their regular dealer, so that the cutter makes nothing whatever.

We do not believe it a good thing to cut prices, but we think it is a wise method many times to sell goods without profit, or at an actual loss considering the purchase price.—Grocers' Bulletin.

Soap and water are cheap, but soil on goods is expensive.

Restore goods to their proper places as soon after using as possible

THE EASY-GOING STORE.

Did you ever think of it—the easy-going store? Well it's a fact; there are easy-going stores, and they are in the majority, too, in every city, town and village in the Union.

The proprietor is always a good fellow, and his wife is just as nice as can be, and if he has children, why, of course, they take after their father and mother; so the whole combination is of the most desirable order.

He never puts on airs; he is purely and thoroughly American; his employes are his equals. For him to assume a manner of distance, reserve or dictatorship, even in his own store, would be, to his mind, an outrage against the native, inborn principle of American freedom and citizenship—equality and the rights of man. So he is always on good terms with all his help. So life goes along smoothly and pleasantly in the "easy-going store"—to the employes.

But the business is not increasing; in fact, sometimes you can catch a look in Mr. Easy's eye indicating that there is a sore spot somewhere; possibly in the money department, a leakage or a tying up, or, well—something that we can't just get at; but then, he is a fine fellow and we must not damage his business by incautiously saying to a friend, "Easy looks worried; do you think things are going against him?"

Such a suggestion, repeated from friend to friend, would soon be so changed that it would be a common rumor that poor Easy's finances were in a bad condition; then the best houses in trade would begin to draw in their lines of credit, and soon Easy would be in bankruptcy, or fighting out a long, hopeless, slow fight against misfortune; so we must be careful what we say.

Good nature is all right, but unlicensed good nature does not pay; it produces the "easy-going store." When you go into an easy-going store, really you are not expected to buy. The proprietor and his clerks would feel absolutely hurt if you insinuated that they were trying to force a sale upon you. No, they want you to feel at home in their store. Come in as often as you can and look round and price the goods. Some day you will see just what you want, and then they will be glad to sell, when you have found the article you want to buy. They are so used to people not buying that it is no surprise to them when you walk out, and they open the door and pleasantly say to you "Call again."

It is not at all uncommon in Mr. Easy's store for some of the men to go to his little office and refer some question to him that has been under discussion at the counter; anything from baseball to politics, or from religious to serious business matters, such as whether "antique" should be spelled with a "k" or not.

Mr. Easy often sits at the counter and indulges in pleasant, sociable chats with his young men, his idea being that they will thus

see that he is a good fellow and, of course, do all they can for him in pushing business; and that if he enjoys the good will of his clerks, business will show better results.

Mrs. Smith comes in and Mr. Jones waits upon her with the utmost attention, patience and good will; talks church, Sunday school and the latest social gossip of the town, but fails to sell her anything. Mr. Easy does ask Mr. Jones what Mrs. Smith wanted—that would be questioning Mr. Jones' salesmanship; he goes into his little office and looks again at his "bills payable" and at his "bank account," and wonders what he must do to turn some of his stock into money, even only a little, and he sits and thinks.

Mrs. Easy and the children are passing, and they come in, and for an hour or so pleasant little Mrs. Easy makes a nice little visit among the young lady saleswomen; an air of brightness and cheerfulness is diffused over the whole place, and the happy (?) Mr. Easy goes home to dinner for about two hours or so; but that night, when figuring up his sales, he looks again at the "bills payable" and at the footing of his "bank account" and wishes he could find some way of reducing stock or selling out, so that he might try again in some other town better (?) adapted for business.

Poor Easy! With all his good nature, he is secretly carrying a burden of worrying distress, and the way is growing dark before him.

What do we find in Mr. Easy's store? Well, we find that his help are all good, nice, polite fellows; perfectly candid, well-bred and gentlemanly, plainly believing, as Mr. Easy does, that "window dressing," "department dressing" and ticket writing are all accomplishments requiring special natural gifts. So we find goods hung up on lines and against the wall and in the windows in a manner that is a cross between what would be expected from a washerwoman and a young lady with embryonic and chaotic ideas of home decoration. There is nothing in these displays attractive to us or anyone else.

While he is rubbing the wrinkles into his brow in his little office we find his men sitting idly round the store. The stock shown to Mrs. Smith is still lying about, just as Mr. Jones left it—mussed, tangled, and looking fearfully like a mess of stuff from a second-hand junk store. There is a tradition somewhere in the air that confusion indicates business, so confusion goes on, growing rapidly until no man knows the stock and no man feels responsible for it. Mr. Easy is the buyer and owner, so it is all right, and that is why we find in "the easy-going store" so much stock going to waste by bad management. The amount of stuff that is jammed up, spoiled and absolutely ruined in an "easy-going store" is appalling to anyone with the slightest idea of what proper handling of stock means.

No doubt Mrs. Smith came in to buy, and

may have seen just what she wanted, but she wanted it nice and neat and fresh; possibly she wanted a new dress, and would not buy a thing that would need hours at home to fuss and bother over to make it look new.

An old saying has it that "The good-natured man is the beggar's brother." It is worth Mr. Easy's attention to think about. He need not be a fool, nor an ass, nor a hog; all he wants to do is to realize that he opens his store in the morning and keeps it open all day purely for business; that he hires his help purely for business, and that he must have attention to business in business hours.

Let him select his best man and spend an evening with him in his little office; show him the record of last year's sales for the month corresponding to the approaching month; impress upon him the absolute fact that that record must be beaten; show him that the store has degenerated until it has now become a cross between home life and an infant debating society or social club, and that a change must be made.

Then, let Mr. Easy take a vacation, not to New York for more goods, but to the towns similar to his own that have smart, clean, aggressive, progressive stores; let him study methods, their manners and their styles; it is the education that he requires.—Exchange.

QUEER ENTRIES

Many retail merchants have queer notions about keeping accounts. The entries on their books are intelligible to themselves, but no one else could understand them. The books of a bankrupt English retailer showed charges against patrons as follows: "Woman on the key, Jew woman, coal woman, old cold woman, fat coal woman, market woman, a man, old woman, little milk girl, candle man, stableman, coachman, big woman, lame woman, quiet woman, egg man, little black girl, Jew man, old Irish woman, Mrs. in a cart, woman in Corn street, a lad, man, in the country, long Sal, Mrs. Irish woman, Mrs. feather bonnet, blue bonnet, green, blue britches, green coat, big britches, the woman that was married, and the woman, that told me of the man."—Merchant Sentinel.

Dainty Food Demands Dainty Baking Powder.

DR. PRICE'S
Cream Baking
Powder.

Is recognized as being the Daintiest, Lightest and Purest.

DID YOU EVER THINK

THAT PURE SALT adds its fine flavor to all food seasoned with it. Its preserving and antiseptic qualities keep meats, butter, cheese and other food products better, longer and more perfectly than common salt.

THAT IMPURE SALT is as dangerous as impure water. It injures the health, its effect on the kidneys being especially disastrous, causing stone in the bladder and other distressing diseases. The highest medical authorities most emphatically confirm this statement.

DIAMOND CRYSTAL SALT is free from lime, magnesia and other impurities. Its FLAVOR is delicious, its STRENGTH unrivaled, its PURITY unequalled.

It is especially refined for BEST TABLE and HOUSEHOLD purposes. It is cheap enough for everybody.

Ask your Grocer for
DIAMOND CRYSTAL SALT.

We are now in a position to ship orders promptly.

Regret recent unavoidable delays.--The "Butter Makers" line is 20 | 14's.

AGENTS,

Lucas, Steele & Bristol,
71 McNab St. North, Hamilton, Ont.

DALU KOLA CONGOU.

IMPERIAL BREAKFAST CONGOU.

RUSSIAN BLEND CONGOU.

NEW SEASONS : The most taking and desirable 45 and 50 cent teas offered to Canadian Consumers. Our largely increasing sales and repeat orders fully warrant us in stating that both retailer and consumer alike recognize the superior qualities of these teas above all others.

Here is an opportunity to increase your tea business with good profits.

We have an absolutely perfect system of advertising in connection with the sale of these teas. Merchants are universal in acknowledging this fact, and agreeably surprised at the prompt increase in their tea trade. Write us for particulars.

W. H. GILLARD & CO., WHOLESALE TEAS, **HAMILTON.**

Saint Charles Evaporated Cream.

Always packed in pound tins, the latest novelty in Canned Goods. No camping outfit complete without this delicious Cream. The grocers who cater for such trade should buy quickly.

JAMES TURNER & CO., Hamilton.
Wholesale Agents.

THE "MONSOON" BRAND

Pure Indian Tea

Is always reliable; never changes; comes from the same garden, famous for the STRENGTH and FLAVOR of its Teas.

STEEL, HAYTER & CO.,
Growers' and Importers,
TORONTO

JOHN BURGESS & SON

SAUCE AND PICKLE

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

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

Our travellers are now out with new samples of

LAMPS AND FANCY GOODS.

Wait for them!

W. J. REID & CO.

—IMPORTERS OF—

Crockery and Glassware.

DECORATORS OF CHINA, &c.,
London and Belleville.



One Cent Is All

It will cost you for a post card.

Send for our price list, or we will send you a few Sample Caddies of our tobacco.

Empire Tobacco Co.,

MONTREAL.

DRY GOODS.

Trade during the past week has been quiet in the houses, shipping being still the only work. Next week the house-trade will begin to pick-up, and the following week will be brisk.

Letter orders are coming in more freely and travellers, orders increasing in bulk now that the time is drawing near when the goods will be consumed. Travellers still reporting very bright prospects. Retailers are buying fairly heavily but not speculatively.

Last Friday Coate's 200 yards 6 cord dropped to \$3.50 to meet the cut in the other cottons, which has been mentioned in previous issues. Chadwick's is down to \$3.20 to meet a cut made by Clark's M. E. Q., Brook's, and Clark's anchor which is being sold by the Central Agency for \$3.20. These cuts have unsettled the trade in spool cotton to such an extent that people will buy only from hand-to-mouth, and the market has no bottom. The trouble extends only to the Canadian market.

NOTES.

Gordon, Mackay & Co. have just received eight ranges of flannelettes in stripes, checks, fancies, spots, etc., which are well worthy of special attention. A shipment is just to hand of men's rubber coats in Edinburgh manufactured goods, which are considered to be the best on the market. They are showing a well-assorted range of umbrellas for the fall trade. Light tweed dress goods are shown in great variety and the movement is quite brisk.

Caldecott, Burton & Spence have opened up heavy shipments of hosiery and underwear. Cashmere hose is being more generally sold than formerly especially in ladies' plain and children's ribbed. Black is the only color sold for fall and winter trade. A large quantity of cloakings are to hand. Beaver cloths are selling well in cheaper grades; cheviots are selling well especially in diagonals; while fancy camel-hair cloths are a novelty, and astrachan curls in blacks, greys and browns are in good demand. Oak screen frames and oak easels are a new thing, and give promise of a strong demand.

Samson, Kennedy & Co. report a large sale of dress trimmings, running strong in astrachans, silk ruchings, braids and gimps. They are showing some very strong lines of Pearlletta buttons, which come in very pretty designs and are equal in effect to pearl buttons, while costing about one-half. They have in the printer's hands a very effective fall circular, which will be accompanied by a large sheet of fashion plates, showing the new styles of trimmings. A large shipment of ties has just been received and the contents of some forty cases will at once be distributed.

W. R. Brock & Co. are showing a line of all-wool Kongo, which is the latest novelty for ladies' and children's wrappers. It is

shown exclusively in stripes, and is a German-made fabric. Wool popelines are selling well just now. A large variety of shades and patterns are shown. Blue beavers are moving very fast and promise to be strong in public favor for overcoatings. Blacks are selling for the finer trade. Their special import lines of tweeds and trouserings are moving quite freely and sale is up to expectations. Though these goods are fairly high in price but by no means dear, as the quality is very fine. They have two special lines in blankets, in which they have sold out all their first delivery. They have sold very freely a line of 26-inch grey flannel which is being turned over at job prices.

John Macdonald & Co. have two ranges of grey flannel, for which they are having a strong demand, as well as a run on the Campbellford. Their lines of tapestries and Brussels are selling strongly and the goods are turning out well. They are just receiving a large shipment of new jet trimmings for the autumn trade. They also show an extensive line of mantle ornaments, barrel buttons, large pearls, smoke and white, and black and colored dress cords. They have a larger range of silks than ever before, in millinery and staple silks. They show special makes at special prices in black gros grains, peau-de-soie, faille Francais, satin Luxor, satin Merveilleux, satin de chene, pongees, pongors, Bengalines, and brocaded silks. In colored silks they make a special run on pongors, pongees, Bengalines and faille Francais. Their lines of 15, 18, 22, and 24 inch silk pushes are very complete, with a range of twenty-five colors in each width, specially suitable for the millinery trade.

Wyld, Grasett & Darling are showing a full range of flannels, with special devices in flannelettes. They have a special line of all wool grey flannel which they are selling at 17½c. Their range of light colored dress goods is quite complete, and moving freely. They are showing some special value in colored kid gloves with two push fasteners and spearpoint backs. These gloves are also shown in black and white goods in different qualities. Their stock of driving gloves is well assorted in imitation and real buck. These are desirable goods. Tweeds are being shipped very fast, and the value of goods turned over has been quite surprising, and the month's business in tweeds has been larger than usual. Brown beavers and meltons are selling well and promise to be in favorite shades with some classes of the trade. Freizes are selling well. These Irish goods are having a very strong demand in England, and will no doubt lead in overcoatings in this country. The Irish mills are full of orders at present. Light shades are the predominating features.

Hamilton merchants are complaining of the work of clever thieves who are robbing from the cases of goods consigned to the city from outside places.

H. P. ECKARDT & CO.,

WHOLESALE GROCERS,

WHOLESALE AGENTS FOR

Diamond Crystal Salt.
Webb's Perfect Starch.
Faulder's Silver Pan Marmalade.
MacUrquart's Sauce.

H. P. ECKARDT & CO.,
TORONTO, ONT.

SPECIAL NOTICE TO THE TRADE.

We offer "only" pure spices ground from No. 1 grade of clean stocks. In our opinion, low grade PURE SPICES are worse than compounds, and we don't offer them. Your orders by mail or through our Travelers kindly solicited.

Respectfully,
THE SNOW DRIFT CO.,
BRANTFORD

CANDY.

We manufacture it in every conceivable shape and are constantly getting out new ideas.

We make a specialty of "Gross Goods," which yield the retailer a large profit. Our travellers are now filling their sample cases with new lines and will be on the road at once. Should they not go to your town, send in your orders by mail and we will give them careful attention.

Wm. Paterson & Son
BRANTFORD.

Best Value Made.

Ocean Wave
Baking Powder

Sold only in Cans.

HUDON, HEBERT & CIE.,

Wholesale Grocers

—AND—

Wine Importers,

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

MONTREAL, CANADA.

WE OFFER 2000 CASES

TOMATOES.

"De SALABERRY" brand, choice, for immediate delivery.

L. CHAPUT, FILS & CIE.

Wholesale Grocers, Montreal.

Caverhill, Rose, Hughes & Co.

IMPORTERS,

JUST RECEIVED:

Batger's Scotch Marmalade.
" University Marmalade.
" Home Made Marmalade.
" Lemona Marmalade.

309, 311 and 313 COMMISSIONERS,
CORNER ST. PETER STREET,

MONTREAL.

Todhunter, Mitchell & Co.,

—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

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

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

TORONTO.



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

The Nanaimo B. C. soap factory is now in operation.

The employes of D. S. Perrin, London, Ont., held their annual picnic at Port Stanley on Saturday of last week.

James Wallace, representing Taylor Scott & Co., has left on a trip to the pacific coast. He will work the towns on the way out.

A thief entered the house of Geo. E. Bristol, ex-president of the Hamilton Board of Trade, and member of the firm Lucas, Park & Bristol, and carried off jewelry to the value of \$175.

The A. C. Miller Company, of Picton, the other day shipped 10,000 baskets of raspberries to the canning factory at Sodus, New York, and a week earlier a shipment of 8,000 baskets was made.

The assets of the Farnham Beet Sugar factory, consisting of \$8,700 in machinery and stock, and \$1,294 in book debts, were sold at auction last week by Marcotte Bros. to Gault Bros. & Co, at 33½ cents on the dollar.

Victoria merchants are interested in the project of George Lycurgus, the Honolulu fruit merchant, who proposes to put on a line of British steamers between British Columbia the Sound and Honolulu in the fruit and passenger trade. Mr. Lycurgus is confident a good trade can be built up.

The horse attached to Fitzgerald & Scandrett's grocery wagon, London, ran away in the East End the other afternoon. It collided with another rig and then struck and demolished an iron lamp post. The horse was uninjured, but the wagon was considerably smashed.

Victoria merchants, or at least several of them, are endeavoring to have their revenge for Vancouver quarantining them, by refusing to purchase any goods from Vancouver merchants. The merchants here have determined to retaliate, and they will soon be brought to their senses.—Vancouver News-Advertiser.

H. Peterson, the well-known fruit exporter of Port Colborne, Ont., has issued his annual circular giving an estimate of the apple crop in Canada for 1892. He estimates that Ontario has 10 per cent. more than last year, but the apples are not of so good quality, many being spotted. In Nova Scotia, it is said, the crop will be 20 per cent. larger than

in 1891. With the exception of the New England states, where the crop is large and of better quality than last year, the various states of the American Union show light crops, New York having but one-quarter to three-eighths of a crop, while Ohio, Michigan, Southern Illinois and Missouri will all have light crops.

B. M. Rudy, of the Vulcan Iron Works, San Francisco, has just completed a cold storage system at Cunningham's cannery on the Skeena River. When Mr. Rudy left the Skeena, 6,000 salmon had been frozen, and were being prepared for shipment. The fish, upon being taken, are put in a room where the temperature is 20 degrees below zero and left there 6 or 7 hours, when they are removed to another and a larger room, 30 degrees below freezing, where they are kept for a couple of weeks. Then they are placed in hermetically sealed cases and ready for shipment. It is claimed that they will keep for years. Other northern canneries are negotiating for similar systems.

This is what the London Advertiser says about the chief event of one day at the Western Fair, (Sep. 15 to 24): On Tuesday, however, there will be assembled perhaps the largest society gathering ever witnessed in Canada, when it is expected by the grand officers that from 5,000 to 10,000, or probably more, Patrons of industry, headed by their bands, carrying banners and bunting, will meet at the Market Square and march to the Fair grounds (where arrangement have been made for seating accommodations on the stands), there to be addressed by the grand officers and prominent officials of the order, and enjoy the full programme of special attractions. The object of this meeting is intended to be one grand rally, for the purpose of showing to the world that the Patrons of industry are neither dead or sleeping, as some suppose and venture to assert, but on the contrary are a live and great organization.

It is a well recognised fact that no business establishment is complete without some cash carrier system. Attention is called to the Whiting Cash and Parcel Carrier. It seems in it impossible for anything to get out of order, as there are no cords or springs. Merchants throughout the country, who give it a trial, may satisfy themselves of its merits, feeling satisfied that where once introduced it would never be parted with.

SARNIA, Ont., June 8, 1892.

H. E. WHITING, ESQ, London :

DEAR SIR,—I have been using your Cash Carriers for a long time, and must say they fill the bill in every particular, especially as to their keeping in order. It seems to me that they could hardly be improved on.

I remain, yours truly,

(Signed) JOHN LEYS,

Late Leys & Morrison.

This carrier has been in use two years and six months. adv.

FIRE AT THE MORSE SOAP WORKS.

The Morse Soap Works, at Front and Beach streets, owned and operated by John Taylor & Co., were discovered by the watchman to be on fire at 11 o'clock on the night of the 11th inst., and for a time it seemed that the entire plant was doomed to destruction. As it is the loss will exceed \$20,000. When the firemen arrived on the scene the new annex, in the rear of the main building, was a mass of flames, which caused such an intense heat that they could scarcely approach it. The flames originated, it is supposed, from spontaneous combustion in the oil room on the second floor; though how this could have occurred Maurice Taylor, who was early on the scene, was at a loss to understand. All the cotton rags used to strain the oil were kept in an iron-covered room, to which none but the foreman had access. The floors of the room were not saturated, as is usually the case where large quantities of oil are stored. The flames found their way to the upper floor, through a short wooden stairway, into the boiling room. In this room were large vats of soap in process of manufacture, and other stuffs of a highly inflammable nature; besides a quantity of valuable machinery, which it may take weeks to duplicate. Considering the combustible qualities of fats and oils, the firemen did excellent work. In less than an hour they succeeded in getting the blaze under control to such an extent as to permit of an inspection of the ruins. The floors were not burned thoroughly and all of the heavy machinery remained in position, but was irretrievably ruined. The annex was separated from the main building by double iron-sheeted doors at each floor, excluding the flames, but the entire establishment was flooded with water. In the front building was stored \$60,000 worth of manufactured soaps, half of which was damaged to such an extent as to make it unmarketable. It will have to be boiled over and re-scented. The company were some weeks behind in their orders, and were considering the advisability of running night and day in order to catch up and accumulate some stock. The works were totally destroyed twice before—the first time in 1882, and the second time five years later; and the members of the firm were surprised that total destruction did not occur last night. The building and stock were both fully insured.



"CAIRN'S" HOME MADE MARMALADE

Is a most delicious preserve for the warm weather. Advise all your customers going to the country to take some with them. Your wholesale grocer has it.

BLAIKLOCK BROS, MONTREAL.
General Agents for Canada.

TORONTO AGENTS:
WRIGHT & COPP,
40 Wellington St. East, Toronto

NOTES TAKEN ON THE ROAD.

J. F. French is successor to the firm of French & Gorman, Renfrew, Ont.

Miller & Co., Trenton, have their large canning plant at this point, and will be running full head in about a week. They have capacity for a very large pack, and prospects are good.

Walbridge & Clark are prominent grocery and liquor merchants of the city of Belleville. They have three large stores stocked with the choicest of everything in that line and do a very large trade.

Wamsley & Co., Belleville, are now wholly in the wholesale and jobbing trade in the grocery line, and report a healthy present and future outlook for the business for that city and surrounding country.

Conger Bros., Belleville, are now in the flood tide of their fruit trade. Bartlett pears, Crawford peaches, blue plums, etc., from California's choicest orchards, always find their way into their store in season.

H. M. Spafford, Trenton, has been in business twenty-five years, thirteen of which have been in the grocery line in Trenton. He had moved into a new location, but a short time before the late fire, which cleaned out his old business completely.

Campbell & Co., Renfrew, are among the successful merchants of that town, and with the exception of boats and shoes, confine themselves to the grocery trade. They are young, pushing men, and have made their mark in this place in the last five years.

J. F. Smith, Napanee, has watched the market closely on sugars for some time, and is convinced that his stock of two carloads is laid in at bottom prices, and he proposes to make some more on it, or he will have it to inventory for some time to come.

W. A. Carson, Picton, has sold out his grocery business in that town and is now one of the firm which constitutes the Belleville Canning Co., Belleville. Mr. Carson's experience in the grocery business will be valuable to him in the sales department of that concern.

Saylor & Weston, Trenton, have worked up a large produce trade. Last week they shipped over 3,000 dozen of eggs, to Montreal, at a handsome profit. They pay 8 to 9c. for strictly fresh stock. They are also heavy shippers of dried apples. Last year they sent a shipment to Germany.

The canning industry in the Bay of Quinte District is booming. A. C. Miller & Co. of Picton, are putting up a large plant at Brighton. The new Lakeport branch at Trenton is in full running order, and the Belleville Canning Co. have started under very favorable conditions for the season.

J. Young, Belleville, is well satisfied with his past year's business, and the last two years have been prosperous ones for him. He did not hesitate to say to me that when

he moved into his present store it seemed like going into the last ditch, but it has proved to be the business move of his life.

D. Pitceathly, wholesale grocer, Belleville, has the oldest business in his line in the Bay of Quinte district. It dates from 1861, and has been prosperous from the start. His trade is in standard goods, and includes corn and oatmeal. Mr. Pitceathly is a genial off-hand business man who makes friends of all who deal with him.

R. Evin has been in the grocery business in Belleville for 46 years. He has a good city trade and is located favorably for farmers' trade as well. His store has double frontage, one front being exclusively for flour, meals, feed and grain. There are so few grocerymen nowadays, though they may be abundantly able to relax a little from the arduous duties of the trade, yet are not willing to do so. It is refreshing to find in Mr. Evin one who is satisfied to oversee the business and enjoy a little comfort as a purchased right of 46 years of toil in his store.

WHERE THE JOKE COMES IN.

The man in the moon can't get full on the last quarter.—Boston Post.

Farmer—"What are you doing up that tree?" Boy—"Waiting for the owner of it." "Well. I'm the owner. What do you want?" "I want to know if paregoric goes with these stomach ache apples."—Texas Siftings.

Mudge—"Judge Billigus is a remarkable easy man to get acquainted with, don't you think?" Yabsley—"I never noticed it." Mudge—"He is though. I hadn't known him for over an hour before I borrowed a dollar of him, and inside of the next hour we got so well acquainted that he refused to lend me another one."—Indianapolis Journal.

Dentist—With or without gas? Mr. Hardacre—"Ef you can't see me in this glaring sunlight, I ain't goin' to pay you extra for gas, that's sartain."—Puck.

Visitor—They look so much alike, I don't see how you can tell them apart. Mrs. Schroeder—Oh, deir names vvas deferent. One vvas namedt Max, an' de udder one vvas namedt Rudolph.—Harper's Bazar.

Haven't you anything stronger than this?" asked Staggers, as he set down the empty whiskey glass. "We've got some aqua fortis," replied the barkeeper, with withering sarcasm. "Haven't you any aqua fities or sixties?" asked the man with the thirst.

The Father has gone away and left his only son in charge of the store. "Are you the head of the firm?" asked a man with a sample case, entering the establishment. "No, sir," remarked the young man, with great urbanity. "I'm only the heir of the head."—Detroit Free Press.

City Boy (his first sight of a cow)—An' that thing with horns is what you get your milk out of? Country Boy—O' co'se stupid? an' butter an' cheese too. City Boy—Whew!

If you could only get your coffee an' sugar from her, she'd be a regular walkin' grocery store.—Ex.

Mrs. De Rich (listening to new prima donna at the opera)—Isn't she splendid?

Mr. De Rich (wealthy manufacturer, enthusiastically)—Just grand. She's worthy of a place along side of Patti in my soap advertisements.—New York Weekly.

The Lately Married One: "I never heard of such trouble as I have had with my servants. They are so stupid."

The Experienced One: "Don't talk to me! The other day I sent Patrick out for two egg plants; he came back with two hens!"

Intending settler—"But is Prairie City well watered?" Kansan—"Of course it is. There ain't no other water there but well water."—West Shore.

Grocer—"Well, little girl, is there something you want?" Little Girl—"Yes sir; mamma wants twenty-five cents' worth of cheese. Here's the money. But I'm to ask for only ten cents' worth. I most forgot that."—Chicago Tribune.

Sniggins (angrily) "Do you know that your chickens come over in my yard?" Snook—"I supposed that they did, for they never came back again."—New York Herald.

Editor—How is it that in your report of the fire last night you used the expression, "They socked it to the flames."

Reporter—It was because the fire department had only short hose to use.

"Man's religion," says Uncle Mose, "shouldn't be worn like a cloak—all on de outside. It dorter be mo' like a porous plaster. De world may not see it, but de man knows it's dar, an' his family knows it's dar an' a doin of him good."

Sea Captain—Yes, I want a boy, but I think you look like a runaway. Now ain't ye? Didn't you run away from home.

Boy—Ye-ye-y-e-s, but I couldn't help it. They was going to send me to a dentist to have six teeth filled.

"They was, was they? Well, I'd run off too. I don't believe in fillin' teeth."

"No sir; I don't either."

"Of course not. You come on board with me, and if anything's wrong with your teeth th' carpenter can take 'em out with a monkey wrench."

Boy went home.

Some years ago a duel, which was much talked about, took place between Mr. G— and Mr. S—. The former had only one eye, the latter was short-sighted, and, to make matters worse there was a dense fog at the time. The first ball killed a bird, and the second a rabbit. The witnesses put a stop to the proceedings declaring that honour was satisfied.

"How was that?" enquired A—.

"Faith, they began to be alarmed for their own safety."—Le Figaro.



TORONTO MARKETS.

TORONTO, Aug. 19, 1892.
GROCERIES.

Trade is no worse. It might be safe to venture the statement that it is better. The turnover, judged by what each house has to say of its share, must have been fully equal to that of last week, notwithstanding that Monday was a holiday. Orders came in on that day the same as on any other, and Tuesday's mail supplied the power for a considerable stir in the shipping departments. Stocks in the country had got pretty well sapped and a favorable turn was sure to come, and probably we are feeling the first throbs of the autumn revival. The state of trade can hardly be gauged by its volume, for that is an unknown and merely conjectured quality, but the temper of the street is more sanguine and expressive of satisfaction. The sugar trade may be a shade less disheartening, as transactions at prices that would not go ten days ago have been brought to a close this week. This would naturally improve the feeling, if such a condition is general. As to payments, they are the subject of little comment, being of ordinary character.

COFFEE.

Firmness in the market for Rios is a decided condition. Local stocks are on the short side, but there is no strong run on them that is likely to bring about depletion before receipts come to hand that are now

on the way. Prices are steady at from 17½c. up. Fine Rios are still scarce. Mocha coffees are quiet at 28 to 32c., Javas are firm at 30 to 35c., Padangas at 26 to 28c., Porto Ricos at 22 to 25c.

DRIED FRUITS.

Good off-stalk Valencia raisins are getting into small compass, are in request and are firm. The inside price for anything ranking above poor in quality is 5c., and there is more selling at 5¼c. than below it. The stock of old raisins is not yet exhausted. Boxes can still be had at 90c. to \$1. Just now that class of fruit is neglected. The offerings of new crop Valencias for shipment from Denia this week have not called forth much purchasing power among jobbers. The price is expected to open at about 7c. to retailers. London layers are offered at \$1.50 and black baskets at \$2.50. The market for currants has undergone a very improving change. Half-barrels are nearly out of stock. All currants are scarce and jobbers on the street are calling upon one another for supplies. It is hard to buy any fruit now at so low a price as 5c., and 5¼c. is the price generally quoted. What adds to the strength of the market is an enactment that the Greek government has just brought into force for the good of the national industry of currant growing and the currant trade. It forbids any shipment being made before the 28th of this month. The currant trade was being injured by exporters who packed and sent forward stock in an immature condition. The same measure forbids the mixture of dust, sand, stalks, etc. with the fruit, and prescribes a penalty for the branding as Vostizza of fruit that is not shipped as Vostizza. All this tends not only to delay the receipt of new fruit, but to raise the quality, both effects being on the side of firmness in price. The coming prune crop promises to be a good yield in large sizes, but in small fruit it is likely to be of small volume. The quotation for prunes on spot is 5¼ to 6¼c.

SYRUP AND MOLASSES.

Syrup shows no improvement locally. Recent purchases have recruited one or two stocks with a western supply. The Montreal refineries are still reported to have very little

(Continued on page 16)

CANNED GOODS.

TORONTO.

There is less life in the market but no abatement of steadiness in quotations. Assortments of staples are unchanged at \$1 to \$1.05. The price is kept even by quotations on new pack goods. If these were lower than they are there would probably be a lower range of quotation for stock on the market, as there appears to be quite enough of it. Retailers show indifference to offers for new goods. Prices are not expected to be high, and expectations that they will settle down below what they are now held at are strongly entertained. The call for carloads of stock on spot has not played any part in this week's business, nor have any inquiries been reported. The lots that have gone out were of ordinary jobbing dimensions, and were but fairly numerous. In fruits the main change is the exhaustion of cherries. Pineapples quote 5c. higher, or \$1.50. Salmon to arrive is offered at \$1.45. Stocks on spot are run down and held at \$1.50 upwards. A strong demand continues. Lobsters are firmly held at prices given in Prices Current.

The British Columbia Commercial Journal says: Fishing on the Skeena River has been good, and all reports agree that the canneries have all secured a three-quarter

Pea-nuts

We are headquarters for this line.

ROASTED AND GREEN.

CLEMES BROS.

Phone 1766. TORONTO, ONT.

You can lose more than we do by not subscribing for this paper.

The Norton Manufacturing Co.

E. P. Breckenridge, President. C. C. Warren, Secretary.
Edwin Norton, Vice-Pres. W. C. Breckenridge, Mgr. & Treas.

MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

Fruit, Paint, Lard, Baking Powder, Fish, and Seamless Lobster

CANS.

Capacity, fifty thousand cans per day.

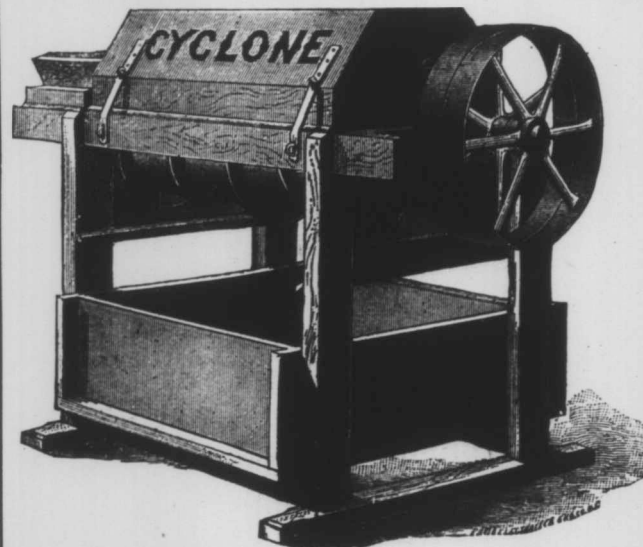
Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

HAMILTON, - ONT.

To Canning Men.-OUR CYCLONE PULP MACHINE



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

We are now manufacturing these machines at Oakville, Ont., to enable our Canadian friends to obtain them without paying a heavy duty; but we shall make only a few of them unless ordered. Those who contemplate purchasing, should send their orders promptly to insure the saving of duty, as late orders will have to be filled from stock in the United States which will be subject to a 80 per cent duty.

Address

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

HENDERSON & LIDDELL,

3 Eastcheap, London, Eng.

DEALERS IN

Sugar, Dried and Green Fruit,
Rice and Canned Goods

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

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

Canned Goods.

We Pack Only the Best.

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

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

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.

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

Golden Teapot Blend

Pound and Half Pound Lead Packages.
Prices on Application.

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

RED RASPBERRY JAM.

The Largest and Finest Stock

IN THE DOMINION OF CANADA.

APPLY TO

THE SIMCOE CANNING CO.,
SIMCOE, ONT.

It always pays to
BUY THE BEST

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

Lakeport Preserving Co.,
Lakeport, Ont.
Factories at Lakeport and Trenton.

THE CANADA MEAT PACKING CO.,

MONTREAL,
BEEF AND PORK PACKERS,

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

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

WRITE FOR QUOTATIONS.



B. R. Nelles,
GRIMSBY, ONT.

Packer and Preserver of the Celebrated BEAVER Brand Canned Goods, Evaporated Apples.

JAMS and JELLIES
IN GLASS AND PAILS.
Wholesale Only.



12 Years Experience

Convinces us that it pays to can and preserve the best goods possible. Sales for 1891-2 doubled those of preceding year.

We have our Factories thoroughly renovated and are in position to improve if possible the standard of our goods this season. We can furnish

New Preserved Strawberries July 1st, Raspberries early June and Sweet Wrinkle Peas July 15th. Send for sample order.

Remember the quality of all our goods are guaranteed.

Delhi Fruit and Vegetable Canning Co.,

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

pack. The B. A. P. cannery finished on the 20th July and the North Pacific cannery on the 22nd. The Windsor, Balmoral, and Inverness canneries are reported as having a full pack of 11,250 cases each, and the latest advice gives the pack to date of the Skeena Packing Co. at 10,869 cases and the Standard Packing Co. at 10,800 cases. The Naas River canneries also report a good run and a full three-quarter pack is assured. McLellan's cannery has secured its full limit of 11,250 cases, and the Naas River Fishery Co. a full pack of 7,500 cases. The last report gives the pack of the Cascade cannery as 5,096 cases, but with another week of fishing they are expected to fill up to the limit. The Alert Bay cannery is reported to have closed down with a short pack, but definite word is not yet to hand. The Lowe Inlet Canning Co., Lowe Inlet, have so far put up 7,633 cases, but are expected to fill to the limit, as there is still another week of fishing. Reports from Rivers Inlet are unfavorable so far as received, but fishing will continue until the middle of this month. They have only a quarter pack to date. The clear water is against successful fishing, and the canneries do not expect to fill their tins. They will probably get a half pack all round. The Wannuck Packing Co. have advised a pack of 2,287 cases, but it is reported that they have about 4,400 cases up. From all accounts the pack on the Fraser River is going to be light. Fish so far have been very expensive, and fishing has been so bad that some of the canneries took off all their day boats, and only the contract fishermen were at work. Thursday night, 4th inst., showed some improvement, and Friday night it was maintained. Saturday night, it is reported that at the lower fishing stations the boats hauled in on an average about 200 fish to the boat with a slight decrease further up the stream. There are 23 canneries on the Fraser River, but only 15 are in operation this season, and it is said that their pack at the present time is somewhere between 25 and 30,000 cases. The total for the season is expected to be between 50,000 and 75,000 cases. Reports received give the following packs of canneries to date: Wellington Packing Co., 2,047 cs; Delta Canning Co., 1,801 cs; Laidlaw & Co., 1,191 cs; Harlock Packing Co., 2,085 cs; Beaver Cannery, 1,500 cs; Richmond Cannery, 1,500 cs; and it is believed by the best informed that the canneries will only be able to top up one half of what they prepared tins for, i. e. the amount mutually agreed upon—7,500 cases for each cannery. Such a shortage in the celebrated brands of Fraser River salmon is bound to have a strengthening effect on the market. The pack is mostly sold by canners who expect to have difficulty in filling orders already received.

MONTREAL.

The canned goods trade is still quiet and uninteresting with local prices unchanged. Some wholesale houses want salmon, and are anxiously waiting for the new pack. Other lines are quiet as the trade only buy as they require them.

SURPRISE SOAP

Haven't you some little demand for SURPRISE SOAP from some of your best customers?

It's easy enough to get it! We sell it! So do all the best wholesale grocers in Canada.

When you have it, you satisfy your customers, and you make a good profit.

The St. Croix Soap Mfg Co.,

Branches:

MONTREAL: 17 St. Nicholas St.

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

St. Stephen, N. B.

Continued from page 14.

stock on hand. Purchasers on retail account are few and far between, and tiny lots suffice. Prices are firm 2c. upward.

There is no news to indicate any change in the molasses market, which can be studied only at a distance by local merchants, as the trade here is of such small account that nobody takes a live interest in the market. Prices are reported firm at the Islands and in New Orleans, and are unchanged here.

RICE AND SPICES.

Rice is unchanged either in price or demand. A very fair call is kept up for small parcels. The probable stiffness of new Japan rice leads to somewhat freer buying of spot stock, which is firm at 5 to 5½c. Common is steady at 3½ to 4c.

Spices show no new tendency and are without special feature. The demand is limited.

SUGAR.

There have been some sales made this week in car lots at figures that could hardly have been obtained a fortnight ago, and enough business has been done on this improved basis, and it has been sufficiently distributed among the houses, to warrant the belief that a steadier feeling is now controlling the wholesale sugar trade. Profits are nothing to boast of yet, and it is far from probable that they figure at all in some transactions, but these latter are fewer than they were, and it looks as if they would soon be exceptional. No house is quoting below 4½c. for granulated on spot, and the best possible price from refinery is 4¼c. for car lots. Yellows are a cent lower. A lull in

the buying is now generally reported. There is nothing like a suspension of the demand, but it is not so active as it was. This itself is an improvement, and wholesalers profess to be rather pleased with it. At the prices giving a short time ago, the most lucky man was like the winner of a slow race, the less he sold the better his chances of not losing money. Money saved was money made, and people who sold no sugar saved money. The trade is just now in the period of transition between the early and late fruits. Peaches, plums, pears, apples, etc., will come in next, and until they are nearly ready the demand for sugar will be less active. This may give wholesalers a chance to recover completely from their demoralization. Sugar is firm intrinsically, and advanced ¼c. some days ago in New York.

Willett & Gray, New York, in their weekly sugar "Statistical" say: Total stock in all the principal countries, at the latest uneven dates, 1,018,788 tons, against 1,006,834 tons at the same uneven dates last year. Stock in Havana and Matanzas, by cable, 105,000 tons, against 110,000 tons last week.

Raws—The market is strong for Centrifugals at the advance of 1-16c. to 3-16c. for 96° test, with many holders asking a further advance. Muscovados have remained quiet and unchanged, at 2 11-16c. for 89° test. Cuban holders are very firm for balance of crop. European market is steady and firm, with an improvement of 3d for the week.

Refined has been in good demand, at unchanged quotations for hards and a slight reduction on a few grades of softs on round lots. At close the demand is on the increase, as anticipated would be the case after the first

CANNED
GOODS
— A —
SPECIALTY.
WRITE US.

ESTABLISHED 1880.
STANWAY & BAYLEY.
BROKERS
AND
GENERAL COMMISSION MERCHANTS.
44 FRONT ST. EAST. TORONTO.

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

NOTICE

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

VANCOUVER, B.C.

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

Besides their regular brands of Ground Coffee, now so favorably known they quote:

Blend No. 1 at 35c., either ground or whole roasted
 " 2 at 33c. " " "
 " 3 at 30c. " " "

Their Flavoring Extracts are of the choicest quality.

Meglaughlin, Marshall & Co.,

Wholesale Provision Merchants,
 3 and 4 Corn Exchange,

Manchester,

Also at

Liverpool and Glasgow. England.

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

THOMPSON & CO.,
 GENERAL COMMISSION MERCHANTS

—AND—

BROKERS

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

CORRESPONDENCE INVITED.

P.O. Box 615. WINNIPEG, MAN.

W. A. McCLEAN & CO.,
 Pork Packers.

FOR SALE--

Boneless Bacon, Sugar Cured Hams, Spiced Rolls, Bellies, Backs, and Breakfast Bacon, mild cured.

Write for Quotations.

OWEN SOUND, ONT.

We are now receiving California fruit direct from California in car lots.

Our first car arrived on Thursday, 28th inst., and was sold at auction on arrival. We expect another car next week. We are also receiving cars of Tomatoes, Watermelons, Apples, etc., and all kinds of small fruits, and we solicit a share of your trade.

Yours respectfully,

McWilliam & Everist,

25 and 27 Church St.,

TELEPHONE 645. Toronto, Ont.

MELONS--

Two to three cars weekly.

TOMATOES--

Mississippi stock arriving, fine shape.

CALIFORNIA FRUITS--

Apricots, Peaches, Plums, Cherries—fancy packed.

J. Cleghorn & Son,

94 Yonge St., TORONTO.

J. F. YOUNG & CO.

PRODUCE AND COMMISSION MERCHANTS

74 Front St. E., Toronto.

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

Prompt Sales and Quick Returns.

We Furnish Egg Cases. Try Us.

WILLIAM RYAN,
PORK PACKER

Toronto, Ont.

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

WRITE FOR PRICES.

JAS. PARK & SON,
 TORONTO.

New cheese,
 Small Two Pound cheese,
 Roquefort cheese.

Choicest quality Hams, Bacon, Beef Hams, Dried Beef, &c. Write us for Price List.

Husband Bros. & Co.,

71 Colborne St., Toronto.

FINE NEW LEMONS
 AT LOWEST PRICES.

REFERENCE: Imperial Bank, Yonge and Queen.



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

W. GIBBINS & CO.,

SUCCESSORS TO

JOSEPH CARMAN,

Commission and Manufacturers' Agents, Grain Brokers.

P.O. Box 1014. Winnipeg, Man.

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

LAURENCE GIBB

Provision Merchant,

83 COLBORNE STREET, - TORONTO

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

PATENT EGG CARRIERS SUPPLIED.

Good Prices paid for Good Dairy Butter.

JAS. DICKSON & CO.,

26 WEST MARKET STREET,

Provision and Commission Merchants.

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

Reesor & Rogers,
 Produce and Commission Merchants

Solicit consignments of Country Produce from Storekeepers.

71 Colborne St., Toronto.

Telephone 2291.

Baffles Human Conception.



Nature's all-powerful healer is discovered and when imbibed freely radiates the arterial network of the body, absorbs and rushes off all effete, deadly poisonous matter. Also it contains all the sixteen elements of ripe molecular life, builds up every weak part, restores nerve and vital power, is the sunshine of life, the wonderful. So say all that use St. Leon Water. World, Feb. 13th, 1892.

St. Leon Mineral Water Co., Ltd.,
 Head Office, 101 1/2 King St. W., Toronto
 BRANCH—Tidy's Flower Depot, 164 Yonge St.

McLAREN'S

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



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

MARKETS—Continued

two weeks of August, and an advance in price is more than likely. A large consumption must result from the present extremely hot weather.

The following are McMeekin & Co's notes for July on Indian and Ceylon teas: Indian—The offerings were 32,000 packages, against 48,000 packages in the same month of 1891. In both years only a small proportion consisted of old season's parcels. The great bulk of the offerings had thin and undesirable liquors with little strength or quality, and, considering their poor character, they were well taken by the trade. The very few good teas with dark liquors and fine quality, or with exceptional appearance induced strong competition and some very high prices were recorded. The demand generally during the month was of the most meagre description, business being much interrupted everywhere by the general election. It is evident that the low prices have influenced producers in favor of finer plucking, as the quantity shipped from India up till date is rather behind that at same time last year. The quality is, on the whole, rather better, there being a fair quantity of very desirable teas now arriving or afloat; but latest telegrams from Calcutta report a general falling off in what is now being shipped. The average of public sale prices for the new season's teas sold during the month was 9¼d. per pound, against 9¼d. per pound for the corresponding month last year. The imports were 4,743,852 lbs., and the deliveries 7,648,098 lbs., leaving in stock on 31st July 20,096,022 lbs.

Ceylon—The offerings were 74,000 packages, against 64,000 packages in the same month of 1891. Although individual marks here and there showed a decided improvement the general level of quality was unsatisfactory. However, quality considered, the teas sold readily and there was little variation in prices during the month, the lower quotations recorded being merely for inferior teas. The average of public sale prices for the month was slightly over 8d. per pound, against 9d. per pound for the corresponding month last year. The imports were 5,736,178 lbs. and the deliveries 6,166,080 lbs., leaving in stock on 31st July, 17,950,786 lbs.

The earliest of the new season's China teas arrived during the month, and, although the quality was fairly average, they attracted little attention, and prices mainly ruled very low. Even at the low costs they are said to be moving very slowly.

Some 5,000 packages Java teas sold during the month, for which there was good competition at steady prices.

TEAS.

Japan teas lose none of the strength which they started out with. Last week's prices were more favorable to buyers than this week's prices are. Within three weeks prices of consigned teas have moved up 2c., and this fairly reflects the general condition of the market. What tends to stimulate the interest of buyers is the shortage up to date of shipments to Canada, 4,253,111 lbs. less tea having been shipped direct from Japan ports to Canada this year than were shipped in the corresponding part of last year. The report that 7000 packages were damaged upon the Empress of Japan is taken generally with a grain of salt, as jobbers believe that selling capital is being made of an accident that is not known yet to have destroyed more than some cotton that formed part of the cargo. They remember the reported loss of the Hecla a year ago. Private advices from Shanghai report the arrival there

of new Moyune and Timkais, which are described as of indifferent quality, and of generally inferior make. The opening tael prices are 5 per cent. above those of a year ago. Ping Suey's are said by the same correspondent to be very active and firm. Common China teas are now being shipped, though reluctantly, as prices are from 1 to 1½c. higher than when the settlements were made.

Mail advices from London, dated 6th Aug. say the principal feature of the week has been the arrival of first shipment [new season Kaisows. As a whole the quality of the crop is perhaps not quite so good as last year, but some of the teas have more strength and body, particularly in "Saryunes" and "Padraes." Prices paid for the new crop Kaisows are very good, and better than last years. Demand for Indian teas has been fairly strong, and prices are fully maintained. Ceylons are slightly firmer. Green teas are scarce and dear.

MARKET NOTES.

[Importers, wholesale merchants and manufacturers should send any items intended for this department so that they may reach the head office not later than Wednesday morning. The editor will always welcome such information.]

Homeopathic Cocoa is quoted 2c. higher in this week's Prices Current.

Smith & Keighley are offering a choice line of Sphinx prunes at 6 to 6½c.

Davidson & Hay have a lot of cheap syrups arriving. The season for these is now at hand.

W. T. Harris, Chatham, N. B., dealer in general merchandise, offers 200 cases canned lobsters, also dried cod of finest quality.

Macurquardt's Worcestershire Sauce, for which H. P. Eckardt & Co. are the agents here, is giving satisfaction to consumers, as the demand has been so active that supplies have run short.

Sloan & Crowther the other day made one of the largest purchases of canned pumpkins ever made on this market. It comprised 400 cases. The goods were put up by the Aylmer Canning Co.

H. P. Eckardt & Co. have been appointed selling agents here for the Commercial Milling Co's. (Detroit) granulated cornmeal. Though not heretofore sold on this market, this meal ranks in quality second to none.

The advertisement of the St. Lawrence Starch Company in its wonted place on the first page of THE GROCER'S cover calls attention to Ivorine Starch. This starch is becoming more firmly entrenched in trade favor every day and makes headway solely by the force of its own merit.

Eby, Blain & Co. report arrival of second consignment of Morton's kippered herrings in flat oval tins.—The superiority of these goods is such that their first order was exhausted quicker than anticipated, necessitating cabling for a larger order, now just in.

The Seely Manufacturing Co., Detroit and Windsor, draw the attention of the trade to their celebrated flavoring extracts on page 25 of this issue. The merit of these goods needs no higher testimonial than the increased demand that they are continuing to receive.

FLOUR AND FEED.

TORONTO.

Sellers' ideas are beginning to conform to those of buyers, and the prices asked for shipments of flour are from 5 to 10c. lower than those acceptable to holders last week. This spirit of concession has not been productive of any improvement in business, the disposition to buy contracting as symptoms of weakness develop among sellers. Feed is quiet and subject to fitful changes.

FLOUR.—City millers' and dealers' prices are: Manitoba patents, \$4.95 to \$5; strong bakers, \$4.50; white wheat patents, \$4.80; straight roller, \$4.40; low grades, per bag, \$1.25 to \$1.50.

Car prices are: Toronto freights—Manitoba patents, \$4.80 to \$4.90; Manitoba strong bakers' \$4.25 to \$4.40; Ontario patents, \$3.90 to \$4.20; straight roller, \$3.65 to \$3.75; extra, \$3.20 to \$3.25; low grades, per bag, \$1.00 to \$1.50.

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

FEED—Bran is \$11.50 to \$12, shorts \$13 \$14, mixed feed \$22, feeding corn 50 to 52, oats 33c.

HAY—Is fairly active at \$10.50 to \$11 for old baled timothy, and \$9 to \$9.50 for new.

STRAW—Is steady at \$6.50 to \$7.

MONTREAL.

The flour market continues quiet, there is little doing in grades other than strong bakers, and straight rollers, for which a moderate local demand is reported. We quote: Patent spring, \$4.70 to \$4.85; patent winter, \$4.25 to \$4.65; straight roller, \$4.00 to \$4.15; extra, \$3.40 to \$3.60; superfine, \$3.10 to \$3.25; fine, \$2.70 to \$2.90; strong bakers, \$4.25 to \$4.40.

Oatmeal is quiet, with only a small demand for home wants. Values are unchanged. Granulated, bbls \$3.90 to \$4; rolled bbls., \$3.90 to \$4.00; Standard, bbls., \$3.85 to \$3.95; granulated in bags, \$1.90 to \$2.00; rolled in bags, \$1.90 to \$2.00; standard in bags, \$1.80 to \$1.90.

Feed is in fairly active demand for local wants at steady prices as follows:—Bran per ton, \$12.50 to \$13.50; shorts per ton, \$14.00 to \$14.50; mouille per ton, \$19.00 to \$22.00.

We are now booking orders for fall delivery for the following goods: John Gray & Co., Glasgow—Lemon, Citron, and Orange peels, Marmalade in Glass, Stoneware, and in Tins. All kinds of Jams in Glass, Stoneware and Tins. Peterson's Essence of Coffee in Bottles, Sauces, Vinegars, Fruit, Wines, etc., etc. John Jameson & Sons, Glasgow. Lochfyne Herrings in ½ Kegs, Kegs and Barrels, and Ling Fish.

FRENCH GOODS—Crystallized Fruits, French peas in Glass and Tins, Mushrooms in Glass and Tins, French preserves in Glass, French preserves in Brandy and Marasquin, Sardines, Sardine paste, Truffles, Cockscombs, Olive Oil, Anchovies in Oil, Olives, Truffled Mushrooms in Glass Jars, Macaroni, Vermicelli, etc., etc.

Write to J. C. CAMPBELL & CO.,

204 St. James St., Montreal.

LOBSTERS,

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

**COWAN'S
COCOAS AND
CHOCOLATES**

Are Standard, and sold by
all grocers.

**The McKay
Milling Co., Ltd.
OTTAWA.**

MANUFACTURERS OF —
—HIGH GRADE

Patents,
Strong Bakers,
and
Family
FLOURS.

OATMEAL.

Granulated, Mid Cut, Fine Cut,
Flour Cut and Round
Cut.

We make the Celebrated
K-Y-
ROLLED OATS.

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

Elliott, Marr & Co.,
Importers of Teas
—AND—
Wholesale Grocers.
LONDON, ONT.

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

Oatmeal
IN BARRELS, HALF BARRELS OR BAGS.

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

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

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

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

WALTER THOMSON
MITCHELL, ONT.
GENERAL GRAIN DEALER.
Manufacturer of all kinds of
Oatmeal, Split Peas, Cornmeal,
Pot Barley, etc.
Quotations by Wire or Letter.

BRANDON ROLLER MILLS,
Brandon, Man.
—MANUFACTURERS OF—
Hungarian, Patent, Strong Bakers
-- FLOUR --
Also Oatmeal, Rolled Oats, Rolled Oatmeal
Granulated and Standard.
Dealers in all kinds of grain and feed.
ALEXANDER, KELLY & CO'Y,
PROPRIETORS.

N. WENGER & BROS.,
AYTON, ONT.
-- MILLERS --
(Hungarian Process)
BRANDS:
KLEBER, MAY BLOSSOM.
AGENTS:
J. L. SMITH & SON, - Montreal.
EPHRAIM ERB, - Halifax.



MARKETS—Continued.

PETROLEUM

Refined oil is having rather a better time of it, a somewhat smarter demand ruling since daylight began to wane perceptibly. Prices are unchanged. Canadian refined is steady at 14 to 14½c.

BUTTER AND CHEESE.

The supply rallies in cool moments but can never get even with the demand, which rapidly absorbs every package that finds its way into the hands of dealers. Choice dairies are worth 15 to 16c., and a very fine article will bring an exceptional 17c. The best grades below those entitled to these prices are taken at 14 to 15c. Good store-packed is 13 to 15c., but the offerings of it are not so free comparatively with dairy butter as they usually are in hot weather. Storekeepers understand that butter is stiff in hot weather, and try to get forward their stock if possible in that season to catch the market, while good dairy makers place more store on the selling merits of appearance than on opportunity and hold back during the heated spell. This year the merchants are apparently acting on the same policy, or they are getting less butter than usual in crocks and baskets to make up tubs from.

Cheese is very firm at 10c. The English market retains its strength.

COUNTRY PRODUCE.

BEANS—Small lots are all that are handled. They go at \$1.20 to 1.30.

DRIED AND EVAPORATED APPLES—Sun dried are steady at 4½ to 4¾c. for ordinary quantities, with 4c. now the inside price for round lots.

EGGS—The supply is not over-abundant, but the demand is rather moderate. Prices are 11 to 11½c.

HONEY—New extracted in small lots goes at 8 to 10c. For old the price is 5 to 7c. Sections are scarce at 12 to 14c.

HOPS—The stock is shrinking into small compass. Prices are steady at 19 to 23c.

PROVISIONS.

The provision trade is not at all exciting just now. Buying considerably in advance of needs effected a great deal of distribution before the season for consumption came in, and reduced stocks in packers' hands to limited proportions. Hence they are satisfied with a tranquil trade now. Prices are firm and advanced.

BACON—Long clear is 8c., smoked backs are 11¾ to 12c., bellies 11c., rolls 9 to 9½c.

HAMS—Are steady at 11½c.

LARD—Pure is unchanged at 9½ to 9¾c. for tubs and pails. Compound is steady at 7 to 9c.

BARREL PORK—U. S. heavy mess is \$15 to \$16, Canadian \$16, short cut \$16.50 to \$17.

DRESSED MEATS—Beef is 3½ to 4½c. in fore and 8 to 9c. in hindquarters, mutton is 7 to 7½c. Lamb 9½ to 10½c., mutton 6 to 7½c., veal 7 to 8c.

VEGETABLES.

Potatoes are unchanged at \$1 to \$1.25 per barrel, and are selling in bags at 60 to 75c. Cucumbers are easy at 15c. a basket. New cabbages are \$1 per barrel. Watermelons are 25 to 30c. Muskmelons are \$2 to \$2.50 per crate. Celery is 75c. a crate. Egyptian onions are unchanged at \$2.50 a sack.

GREEN FRUIT.

Oranges are nearly out of stock on spot, and are held at prices that are expected to be soon covered up by a heavy advance. Rodis are now \$6 to \$6.25 for 120's and \$3.75 to \$4 for 100's. The former would now cost \$7 laid down here from New York. Lemons

partake in the improvement. They are stiff at \$7 to \$8 and are scarce. Bananas are plentiful at \$1.25 to \$2. Apples are \$2 to \$3 per barrel, peaches \$1.25 to \$1.50 per basket, pears 50 to 60c. for common, and \$1 to \$1.25 for Canadian Bartletts. Plums are \$1 to \$1.25.

FISH.

The scarcity of stock still holds trade back. With returning holidayers the demand is growing fast, and supplies of fish to jobbers are readily taken up. Prices are firm at 7c. per lb. for white fish and salmon trout, \$2 to \$2.50 per hundred for lake herring, and 17c. per lb. for B. C. salmon.

SALT.

The salt trade is active. Prices are not affected, but are re-quotable at figures in Prices Current.

MONTREAL MARKETS.

MONTREAL, Aug. 18, 1892.

GROCERIES.

The tone of the grocery market is pretty much the same as it was last week with no new interesting feature to note. Sugar is selling fairly and in fair quantities. It is reported that the wholesale trade will have a meeting in the near future to definitely settle the price of heavies. Green fruit has been moved in good round lots during the week, this is owing to the California fruit sales which two of our leading fruit houses are having every week. Dealers in dried fruit are waiting patiently for the new pack, and when it comes business will no doubt be brisk. All other lines are in fair demand.

SUGARS.

The local sugar market is fairly active and the firm tendency is still maintained. The refiners are selling at 4¼c. for granulated and yellows at 3¾ to 4½c. according to quality. They report business good, and with firm prices it no doubt will improve. The wholesale trade are doing a fair trade in both kinds, and if the combine is arrived the trade here will one and all benefit by it. The green fruit for preserving has had a good effect on our local trade, and the retail trade are doing a good trade. The wholesale men also benefit by this, and during the local business has been large. We quote granulated 4½ to 4 9/16c.; yellows, low grade 3½ to 3¾c., and yellows bright 3¾ to 4¼c.

SYRUPS AND MOLASSES.

Syrups both Canadian and American are dull and the only business doing is a small one for requirements. Molasses are still selling at 30½ to 31c. for single puncheons. Stocks here are very light and the boat that was to arrive early this week has not showed up yet. This is owing to the rough weather in the Gulf. Stocks in store in Quebec are heavy and the big dealers there are in the cut. We quote Barbadoes 30½ to 31c.; American 28c.; syrups are quoted at 25 to 28c. for medium bright, 30 to 45c. for choice; amber 40 to 45c.

TEAS.

The Japan tea market is quiet but firm. Stocks here are still light and likely to be for some time to come. A telegram received by a local paper says that a large lot of Japans consigned to this market were damaged on the steamship Empress of India. To sum up the market here it may be placed as quiet and very firm. In Blacks the new samples

are meeting with good success as the samples shown are so fine in quality. Quite a few have been sold.

COFFEES.

A good steady movement is reported in coffee at firm figures. Quite a few lots have been moved during the week. Advices from New York report the market there as strong, and advices from primary points are generally stiff.—We quote as follows—Rios 18 to 20c.; Java, 23 to 25c.; Mocha, 24 to 25c.; Jamaica, 19 to 21c.; and Maracaibo, 22½ to 23c.; Santos, 17½ to 19c.

RICE.

The same steady trade is being done in rice, and although the lots moved are not large the demand is steady. The wholesale trade as well as the mills are doing a nice trade all round. We quote as follows.—Standard \$4 to \$4.10, Japan \$4.50 to \$5, Patnas \$4.50 to \$5, and Carolinas \$7 to \$8 per hundred pounds.

SPICES.

Spices are still in fair demand and the manufacturers here report a fair business doing. The lots sold are small but orders are received often so that makes up for the small orders.

NUTS.

A steady trade is being done in all kinds of nuts. The business doing is purely local. Grenobles are very scarce in this market and very much sought after. Prices are unchanged. The following are the quotations.—Almonds Tarragona 14 to 15c.; almonds, Ivica, 14 to 15c.; almonds, common, 10 to 11c.; almonds, hard-shell, 7 to 8c.; walnuts, Grenoble, new 12 to 14c.; walnuts, French 10 to 10½c.; cocoanuts per 100 \$3.75 to \$4.00; filberts 9 to 10c. pecans 16 to 17c.; peanuts 7 to 10c.

DRIED FRUIT.

Our local market is practically bare of fruit. Valencias are in good demand but hard to get as stocks here are so light and in the hands of one dealer. The shortness of stock in this market ought to make the market lively when the new stock arrives. Prices here



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.

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

AGENTS, Stanway & Bayley, Toronto.
Agents for Ontario

" W. S. Goodhugh & Co., Montreal.

" Tees & Perse, Winnipeg.

Low Grade and Medium
JAPANS
 A SPECIALTY.
DAVIDSON & HAY
 WHOLESALE GROCERS, 36 Yonge St.,
TORONTO.

NEW CANNED LOBSTERS.
 The "Royal" brand in tall and flat tins.
 These goods were expressly packed for the
 finest trade and have no Superior.
 No first class retailers stock complete
 without these goods.
Sloan & Crowther
 WHOLESALE GROCERS,
 19 Front St. E., Toronto.

FANCY CHEESE
 ROQUEFORT, PINE APPLE,
 GORGONZOLA, EDAM,
 GRUYERE, SAP SAGO,
 LIMBERGER, NEUFCHATEL,
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MacLaren's Imperial
 IN GLASS JARS.
 We are now booking orders for fall delivery.
 Quotations on application.
WRIGHT & COPP,
 IMPORTERS,
 40 Wellington St. East, TORONTO.

ESTABLISHED 1851.
 We offer to the Trade :
2,500 Cases TOMATOES,
 "De Salaberry" brand, equal to any in
 the Market, at 90c. per doz.
 Ordinary Terms.
N. QUINTAL & FILS,
 WHOLESALE GROCERS,
 274 St. Paul Street, Montreal.
 WRITE FOR OTHER PRICES.

SALMON
 Horseshoe & Empress
 Immediate Delivery.
WARREN BROS. & BOOMER,
 35 and 37 Front St. East,
TORONTO, - ONT.

Now in store
 NEW SEASON'S
Moning Congous
EDWARD
ADAMS & CO,
LONDON, ONT.

BALFOUR & CO.,
 IMPORTERS OF TEAS
 —AND—
 WHOLESALE GROCERS,
 HAMILTON.
 WESTERN ONTARIO AGENTS FOR THE
Irish Mustard.
 Cherry's DUBLIN Mustard is guaranteed ab-
 solutely PURE, and sold cheaper than the com-
 pound. Send for Prices.

First Arrivals
 New Season's
JAPAN TEAS
 NOW IN STORE.
 Write us for samples before purchasing
 elsewhere.
SMITH & KEIGHLEY
 Wholesale Grocers,
 9 Front St. E., Toronto

Thos. KINNEAR & Co
 Wholesale Grocers,
TORONTO.
—: JAPAN TEAS :—
 We are offering special values
 to retail at 25c., 35c., 40c.
 Drop a postal card for samples.
 49 Front Street East,

J. W. LANG & CO.,
 WHOLESALE GROCERS,
 JUST ARRIVED :
New Lobsters
 CELEBRATED STERLING BRAND,
 also full lines of Canned and Potted
 Meats, Soups, &c.
 59, 61, 63 FRONT STREET EAST,
 Cor. Church St.
TORONTO.

NEW
Young Hysons
 To arrive in a few days Ex. S. S. "Empress
 of India."
PERKINS, INCE & Co.,
 41-43 Front St. East,
TORONTO.

J. F. EBY. HUGH BLAIN.
KIPPERE
HERRINGS
 Another consignment of MORTON'S
 celebrated pack received. The finest
 and most saleable on the Canadian
 market. TRY THEM.
EBY, BLAIN & CO.,
 WHOLESALE GROCERS,
TORONTO, ONT.

MONTREAL Markets continued

will be firm till the new stocks arrive. We have to note the sale of a few lbs of currants. We quote: Currants, provincials, 4¼c. to 4¾c. in bbls; do. 4½ to 4¾c in half bbls; do. 4¾c in cases; currants, Patras, 5c in bbls; do. 5¼c in bbls; do. 5½c in cases. Raisins, Valencias, 4¼c.

GREEN FRUIT.

The green fruit market has been very active during the week there having been or will be three auction sales of California fruit during the week. Oranges are very scarce and what stock there is brings good prices. Lemons have been very active during the week and the market is now almost bare of good fruit and before the week is out they will be selling for \$7.50 per box. The market is crowded with Southern fruit which comes via Boston but under fair demand. The prices of over ripe fruit is from 35 to 75 per bunch. The banana boat that was to arrive here this week had to put back and is now laying in the dry dock. Peas are steady and firm prices are being asked. The Southern peas are now in and selling well. The demand for peaches has only been fair people no doubt are willing to wait till our own peaches come in when the prices will be right. Prices in both California and Southern stock is purely nominal. Raspberries are pretty well cleaned out and prices have advanced, blackberries and gooseberries are selling well. We quote as follows:—Oranges \$5.50 to \$6, lemons \$5 to \$6.00 California peaches \$2 to \$2.50 per basket, plums \$3.50 per crate, pears \$3.50 to \$4, bananas \$1 to \$1.50 per bunch, raspberries 75c. per pail, watermelons 20 to 35c., Southern peaches \$3.50 to \$4, Western peaches 75c. to \$1. Southern Bartlett pears \$5 to \$5.50 per keg, blackberries 13 to 14c., gooseberries 80c. to \$1 per basket.

APPLES.

New apples are in good call and prices have eased off during the week. Upper Canadian apples sold in the early part of the week as high as \$4.50 to \$5 per barrel, but since the receipts have been large, especially in native stock the prices are now as follows: Regular \$3.00 to \$3.50 per barrel, and in baskets 65 to 75c., evaporated 6 to 6½c., dried 4 to 4½c. per lb., and evaporated peaches 12 to 13c. per tin.

HONEY.

Honey is quiet with only a small local trade doing. Holders would no doubt make concessions to move the bulk of dark-colored stock. No sales worthy of note have transpired during the week. We quote strained bright 7 to 8½c., dark 6 to 7c., comb bright 8½ to 10c., dark 7 to 9c.

HOPS.

Hops locally are quiet, as the brewers will not pay the prices asked. One of our papers has been quoting hops at 26½ to 30c. under good business. This report makes growers think the market here is lively, and they are asking more than jobbers can get from the brewers; 25c. is the outside price for choice stock. Pressed are selling in small lots at 18 to 19c.

FISH.

Fresh British Columbian salmon is selling at 14 to 15c. Haddock is now getting scarce and 4c. is what it sold for in wholesale lots during the week. Whitefish and trout are still selling at 6 to 7c per pound. We quote as follows:—Smoked Yarmouth bloaters, per 60 box, \$1.00 to \$1.10; St. John's bloaters, per 100 box, 80c. to \$1.00; boneless cod, large boxes, 6 to 7c.; do. small boxes 7 to 8c.; finnan haddies 7 to 8c.

We quote No. 1 herring, per brl., \$4.50

to \$4.60; lake trout, per half brl., \$4.00 to \$4.25; sea trout, per bbl., \$8.25 to \$8.75; codfish, green, No. 1, per bbl. \$4.75 to \$5.00; do. No. 2, per bbl., \$4.25 to \$4.50; codfish, dried, per bbl., \$4.25 to \$4.50; salmon, B.C., per bbl., \$13 to \$13.50; do., Nfld., No. 1, per tee, \$22.50 to \$23; do. do., No. 2, per tee, \$21 to \$21.50; do. do., No. 3, per tee, \$20 to \$20.50.

EGGS.

Eggs are unchanged and the local market holds steady at 11 to 12c. both for local requirement and export.

PROVISIONS.

The local provision market is about the same as noted last week. Short cut is selling well at steady prices. There is a fair seasonable trade for lard and smoked meats. We quote Canadian short cut, per brl. \$16.75 to \$17.50; mess pork, western, per brl. \$16.00 to \$16.50; short cut, western, per brl. \$00.00 to \$00.00; hams, city cured, per lb. 11c. to 11¼c; lard, Canadian, in pails 8¼ to 8½c; bacon, per lb. 9½ to 10¼c; lard, com refined, per lb. 7 to 7¼c.

CHEESE AND BUTTER.

Nominally 9¼ to 10c. is the way to put it, and we heard of a lot of Brockville white changing hands at 9¾c., but if a buyer went out into the market to fill an order for finest Western it is doubtful if he could do so at such a figure. The offerings at the wharf from the French country do not make matters much plainer. They aggregated 2,800 and sold around 9½, a fraction more being made in some cases.

GRAIN.

The local grain market was dull and neglected.

FLOOD TIDE.

The world is awaking from a sleep of ages. The oppressed of all lands are bursting the chains that have bound them in error and darkness. Thrones totter, kings tremble, and fossilized institutions that have stood for centuries are crumbling at their foundations. Political, moral and commercial powers are developed on a scale of magnitude unsurpassed by any period of the world's existence. New discoveries crowd in upon us so remarkably that we have almost ceased to admire what would have filled with amazement the ripest minds of the last century. This is a rapid age, the age of progress; the electrical age; it is the age of acquisition as well as of activity. He who falters or pauses to look back is left behind.

Shakespeare says:

"There is a tide in the affairs of men which taken at the flood leads on to fortune."

Now is the flood tide of opportunity in every line of advancement. He who neglects to stem the tide, to "get in the swim," as the popular saying goes, may find all his after life engulfed in misery. Are you a merchant wading in deep waters, beware of breakers ahead! Keep afloat; keep your head out of water, the dark water of debt; watch for the tide, and go with the tide or you will be dashed back on the shoals of failure, and your business will be wrecked.

Don't load your craft with more than

can carry, and watching the fair trade winds, unload at the best ports, and renew your cargo where you can again catch the tide. If a beginner, learn to "paddle your own canoe." Don't spread more canvas than you can carry with safety when you would sail. Keep your vessel trim, and beware of "piratical cutters." Keep a good lookout aloft; have your figure-head and headlight in sight, watch well the scuttle for leakage. Be on deck. Look well to your helm, and you will steer clear of adversity. There was never a time when merchandise of all kinds was more perfect and cheap, when facilities for commerce were better, or when demand for goods was greater than now. There never was a time when the banks showed a better rating, nor when crops were more promising. There never was a time when facilities for education and morality, or social progress, was better. Surely the world, taken all in all, is at its flood tide. Whatever may be your calling in life, reader, now is your golden opportunity. Now the flood tide. If the Rip Van Winkles of past ages could awaken to the glorious present, they would be overwhelmed with the grandeur of the world! Blessed indeed is he whose eyes behold the sight; doubly blessed he who is adequate to the occasion, and thrice blessed are the children of men born to the wondrous opportunities of this age!

Those whose fortune it may be to visit the Columbian Exposition will behold more remarkable discoveries than those which greeted the eyes of him whose memory is honored by naming the great world's fair after him, wonderful as were those primitive scenes to him and his little band of explorers. The progress shown will but testify to the multitude of untold marvels still to be revealed to a marvelous world yet in the dawning of its day.—Detroit Herald of Commerce.

From Hardware, New York city, June 25, 1892:—"If D. T. Mallett, hardware man and man of letters, needed an introduction to the readers of Hardware—which he surely does not—we know of no more pleasant way of making his acquaintance than by the perusal of this very able and really valuable book which has come out of his experiences, his studies of men and business, and what he has learned by the continuous and philosophic use of an enquiring mind. Mr. Mallett is not only able to see things and to learn things, but also has an unusually fine gift of telling about them to others. In this book of some 175 pages which has long been promised and is now on hand, Mr. Mallett has produced a volume of 'Ideas for Hardware Merchants' which should be in the hands of every retail or wholesale hardware dealer in the land. Mr. Mallett seems to have struck the happy medium—he 'tickles' and he 'teaches' turn by turn. A glance at the table of contents will give some outline of the variety of good 'Ideas' that the small sum of one dollar will purchase. The unique and tasty cover shows that the author not only fills his books with Hardwares, but also covers the outside with representations of the trade. The book is one that is sure to sell; and the merchant, the retailer especially, who does not send to the J. B. McLean Co., Toronto, Canada, for it will miss one of the best compendiums of advice ever offered to any line of trade."

HALIFAX SUGAR REFINERY, (LTD.)

“WOODSIDE”
BRAND.

PURE CANE SUGAR. NO BEET. NO CHEMICALS.

OUR Extra Standard Granulated is absolutely Pure and has no Superior.

N. B.--Please note our brand, **“WOODSIDE”** and do not confound us with other firms.

PUT
TEXAS BALSAM
IN STOCK

The Great Healer for all kinds of wounds on Horses and Cattle. \$3.00 worth only costs you \$1.50. Express prepaid. Cash with order.
C. F. SE:SWORTH,
6 Wellington St. East,
Toronto.

Sample 25c. postpaid.

FAMOUS
“STAR”
Sugar Cured Meats
Mild, Sweet, Delicious Flavor.

All live dealers have them.
Be sure you have fresh stock

F. W. FEARMAN,
HAMILTON, ONT.

MUNN'S
Canned Caplin

Packed in Newfoundland
Are delicious.

Acknowledged by connoisseurs to be
SUPERIOR to

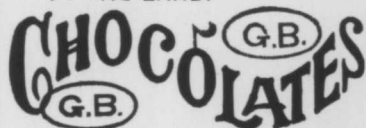
French Sardines.

Prices wholesale are very cheap to introduce them.

SEND FOR SAMPLES.

STEWART MUNN & CO.,
22 St. John St. Montreal.

THE FINEST
IN THE LAND.



EVERY CHOCOLATE IS STAMPED

G. B.

GANONG BROS., Ltd.
ST. STEPHEN, N.B.

There is no other Blacking for sale in Canada equal to
P. G. FRENCH BLACKING.

If you have not already compared it with others, send to us for a sample—Try it—You will be convinced.

PURE GOLD MANUFACTURING CO.,
31 Front Street East, Toronto.

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.

OUR CHEESE AT THE COLUMBIAN EXPOSITION.

Mr. J. W. Robertson, dairy commissioner, Central Experimental Farm, Ottawa, has decided to ask the cheesemakers of Eastern Ontario and the eastern provinces to ship to him two cheeses of four different lots, these shipments to be sent to Montreal. The dairymen of Western Ontario will be requested to forward like shipments to London. When the shipments arrive at the cities named they will be inspected and examined by Mr. Robertson and dairy experts, selected from the Dairymen's Association of Eastern and Western Ontario. The cheese selected by those experts will be kept for the Chicago Exhibition, and the remainder will be sent to England for exhibition there. Every care will be taken to see that the cheese is kept in good condition, among the other precautions to be used being cold storage. It is anticipated that a collection of from 200 to 300 cheeses will be sent from each province to Chicago. In asking the cheesemakers to supply two cheeses of each lot, Mr. Robertson displays considerable foresight, as it is his intention to replace one cheese by another of the same make when the exhibition is about half over. The Dominion Government will bear all freight charges from the railway station nearest the point where the cheese is made to either London or Montreal, and will pay in advance to the maker the market price of the cheese. The only responsibility resting on the makers is the production of an article that will command the first price. Each cheese will be labelled with the name of the maker, and all prizes or honors awarded any exhibit will become the property of the maker, and not of the Government, who assumes all responsibility, and is really the exhibitor. After the Chicago Exhibition is closed it is the intention of Mr. Robertson to make a large display of all prize winners, the cheese to be arranged according to provinces, and built in pyramid form. It is probable that a feature in this display will be the largest cheese ever made, as well as several others of mammoth proportions. The Chicago Fair will offer to Canadian cheesemakers an opportunity to secure a reputation that may not occur again for years, and it is to be hoped that they will spare no effort to produce an article in every way worthy of Canada.

THE WINNIFRED SEIZURE.

Few of the particulars of the seizure of Mr. A. E. Wadham's steamer Winnifred have been learned at Ladner's Landing, nor will be for a day or two. A representative of the News-Advertiser went to Ladner's yesterday, and found that since the first intimation was received by messenger on Friday night, no further word had arrived. The facts of the case seem to put the matter almost exactly on a par with the seizure of the Coquitlam off the coast of Alaska. The cause of the seizure is attributed to the animosity of a rival canner, who was bidding for the salmon the American fishermen seemed more ready to sell to the British Columbia cannery. Owing to the small run of fish in the Fraser this year the cannery has had to put forth greater efforts than any previous season to get

the supply required for the limited pack it was intended to put up. At the beginning of the run the steamer Winnifred ran down to Point Roberts to purchase salmon from American fishermen working off that cape. The International boundary line crosses Mud Bay, cutting off a small portion of Point Roberts, and including it within American territory. It was the custom of the Winnifred to wait in British waters, and the American fishermen brought their catches to her there. For the past few days, for convenience, she has been going around the Point, and anchored six miles off the coast.

In previous years Mr. D. Drysdale's cannery, near Blaine, furnished the only market these fishermen had for their catches, and the competition occasioned by the calls of the Winnifred to the scene of operations sent up the price of salmon on the American canner. United States Customs Inspector McLennan had his attention called to the matter, and on Friday night he went out aboard a steamer belonging to the Drysdale cannery and made the seizure, taking his prize to Blaine. Two American sloops were also seized at the same time as accessories. At the time the Winnifred had about 1,500 fish on board a scow, which were valued at \$500, and the steamer cost \$6,000 new a few years ago.

The first intimation in Ladner's of the seizure was received by messenger on horseback from Mud Bay, stating that an American steamer was seen going out towards the Winnifred, and it was supposed the object was to take her in charge. The catch of Friday was rather better than usual, and the steamer Blonde, of New Westminster, had been sent down to bring in more fish. A messenger was then despatched on horseback to Mud Bay to warn her to keep away from the American side. He arrived in time, and the orders were sent aboard in a small boat. The messenger, Mr. McRae, reported the Winnifred lying at Blaine. Mr. Wadhams came to Vancouver yesterday morning and returned to Ladner's in the evening by way of New Westminster. He feels assured that his vessel violated none of the customs regulations, and expects her release in a few days.—Vancouver News-Advertiser.

MONTREAL TRADE CHAT.

It is reported that the pea crop in the Huntingdon district is a total failure.

M. P. Laverty says that since coming up to Sherbrooke street his business has nearly doubled.

The Montreal retail grocers held a meeting last week, but nothing of importance was done.

J. R. Manning, the St. Antoine street grocer, has just returned from a two two weeks' sojourn at the seaside.

Edward Elliott has been doing a nice trade in imported fruit. He is one of the regular attendants of the fruit sales

J. R. Grant, formerly of J. R. Grant & Co., who failed some time ago, has been appointed manager for Walter Paul's branch store in Cole street, Antoine.

Malcolm Thomson, secretary of the Edwardsburgh Starch Company, left the other evening to visit his family

at Notre Dame du Portage, where he will remain for a few days.

Fred. Claxton, late of Montreal, has started a canning company on the Skena River, B.C. The new company is called the Royal Canadian Canning Co., and intends to cater for Canadian trade only.

On Monday a car load of 600 boxes of California fruit, direct from Sacramento, was sold by auction at the offices of J. R. Clogg & Co., in this city. The attendance was large and the bidding spirited. Pears brought \$3.75 to \$4 per box, and peaches \$1.45 to \$2.15. On Tuesday another lot of 900 packages of pears, peaches and plums was sold at the warehouse of the firm at 2 o'clock. Mr. T. J. Potter was the auctioneer. The pears went at \$1 to \$1.15; plums, \$1.75 to \$2.10; peaches, \$1.85 to \$2.15. Attendance large, bidding brisk, and result very satisfactory to shippers, as also to buyers, as the stock was very good and there will be no waste. As long as such fruit is sent here to be sold as honestly and in such a straightforward way as yesterday, the consigners may be sure to have a genuine liberal buying audience. Mr. T. J. Potter conducted the sale in his usual prompt, energetic manner, Mr. Brown, of Los Angeles, representing the big shipping firm known all over America.

The annual outing of the employees of the Toronto Biscuit and Confectionery Co. takes place on Saturday. They go to Wilson, N.Y., by steamer Eurydice.

The semi-annual dinner of heads of departments and salesmen of the Thurber-Wyland Company was held on Thursday evening. At the gathering President T. B. Thurber announced that profits for the six months ending July 31st were \$78,745.02, a statement that accompanied the remittance for semi-annual dividend on the preferred stock. The profits during the corresponding period last year were \$101,000. This falling off was attributed in a good measure to unfavorable conditions that have existed in the Southern States, in which section the grocery, as well as other trades, have suffered from poor markets for leading products of that quarter. The project of a sort of co-operative, or profit sharing scheme, with a view to keeping expenses in certain ratio to earnings, was broached and generally favorably considered by those directly interested. It was pointed out that prospects are encouraging for better results during the next six months, particularly in Southern territory. In connection with the above it may be proper to note that private sales of common stock have been made latterly at 60c. against auction sales at 50c. last week.—N. Y. Commercial Bulletin.

For Sale or Rent.

A desirable 200 acre farm, 3 miles from Toronto limits. Land strong and level. Possession this fall.

Address A. J. M.,
care CANADIAN GROCER,
Toronto.

FOREIGN CORRESPONDENCE.

Letters translated from or written in any foreign language.

J. H. CAMERON, 10 Front St. E.

Errors Located in Book-keeping to Page and Account,

Without re-checking or copying entries, by Goldman's advanced system, which saves from one day to one week every month.

P. CORRIDI,
 Accountant, Auditor, Etc.
 Authorized Representative for Toronto.
 Partnership Accounts Adjusted. Books opened. Statement of affairs prepared.
 Office, York Chambers,
 9 Toronto Street.

GOLD MEDAL, PARIS, 1878.



**W. BAKER & Co.'s
 Breakfast
 Cocoa**

*Is Absolutely Pure
 and it is Soluble.*

**Unlike the
 Dutch Process**

*No alkalis or
 other chemicals
 or dyes are used
 in its manufac-
 ture.*

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

W. BAKER & CO., Dorchester, Mass.

CROSSE & BLACKWELL'S

CELEBRATED

Pickles,
 Sauces,
 Jams,
 Potted Meats,
 Table Delicacies

ARE SOLD BY

ALL GROCERS IN CANADA.



Dominion Clothes Pin

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

C. C. BROWN,
 DANVILLE, QUE.

S. A. VAN DAM & CO.,

37 Old Corn Exchange, Manchester,

—and—

23 Mathew Street, Liverpool, England.

Solicit Consignments of

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

LIBERAL ADVANCES MADE.

FIRM FOUNDED 1850.

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

Cleveland's Baking Powder yields best profit to the grocer, and is of such

a superior quality that a customer gained is always retained.



SALES MADE OR PENDING.

J. Coupland, wholesale fruit and produce dealer, Vancouver, B.C., has sold out to Baker & Leeson.

W. H. Vianen, grocer and fish dealer, New Westminster, B.C., is succeeded by J. F. Pritty & Co. (Ltd.)

The general store stock of E. H. Kelcey, Loring, Ont., was advertised to be sold by auction on the 16th.

The general store stock of W. J. Austin, Haliburton, Ont., was advertised to be sold by auction on the 16th.

The real estate property of James H. Buckley, general merchant, Guysboro, Que., is advertised for sale by tender.

CHANGES IN STYLE OR PERSONNEL OF FIRM.

The North American Tobacco Co., Montreal, is dissolved.

Clement's Feed Store, Yarmouth, N.S., has registered co-partnership with F. L. Clements only.

Lequimme Bros., general merchants, Okanagan Mission, B.C., are succeeded by Lequimme Bros. & Co.

McRae & McKinnon, general merchants, Port Haw Kesbury, N.S., have registered co-partnership of Farquhar, McRae and Hugh P. McKinnon.

REMOVALS AND DEATHS.

Geo. Vermette, jr., fruit dealer, Montreal, is dead.

Elisha Hawbolt, general merchant, Ecum Secum, N.S., is dead.

W. H. Ruby, of Ruby & Hilker, general merchants, Port Elgin, Ont., is dead.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Joseph Dastous, grocer, Ste Flavie, Que., has assigned.

A. Roy, general merchant, Thetford Mines, Que., has assigned.

L. Renfred, trader, Beaver River Corner, N.S., has assigned.

Mrs. Libbie G. Rees, grocer, Cow Bay, N.S., is offering to compromise.

W. H. Elford, grocer and dry goods merchant, Arnprior, Ont., has assigned.

J. F. Galbraith, general merchant, Cloverdale, B.C., has assigned to Wm. Skena.

The creditors of S. Fournier, general merchant, Sudbury, Ont., have been called together.

B. & T. Mitchell, grocers, St. John, Newfoundland, are offering to compromise at 75c. in the dollar.

HAPPY THOUGHT CHECK BOOKS.

J. K. Cranston, store and office supplies, Galt, writes Aug. 9:—"Kindly tell your readers that orders for samples of my 'Happy Thought Counter Check Book' noticed in your last issue, will be filled in rotation as promptly as possible. I have been delayed with inquiries from subscribers to your various publications. I wish they would say which paper they saw advertisement in. I had no idea I would get so many orders."

TRADE DEMORALIZERS.

The department store and the cutting grocer still continue to receive the attention of associations and the trade journals in various lines, and we think that much of the blame so lavishly bestowed upon them is richly deserved. It is difficult to decide sometimes where to place the line beyond which it is wrong for a dealer to extend the number of lines covered by his business, and as the general store often keeps almost every thing used or required in the family, one can hardly deny to a large retail dealer, the right to have as many departments as he chooses to maintain. There is however a great difference between doing a legitimate business in many lines of supply and deliberately establishing competition in minor lines to attract trade, and sacrificing profits, and even selling at a loss to the damage of those who follow a legitimate business in the goods sacrificed. We have in mind such a dealer, who, knowing that a druggist had a popular preparation, in which he had a good trade, approached him with an offer to purchase a quantity at wholesale rates. Supposing that a reasonable profit would be charged, the druggist sold the goods at a fair wholesale price only to see them advertised as a leader under cost. Of course it injured the druggist, without any adequate benefit to the department store except that it "drew trade" in goods which were sold at a smart profit. It is this, and such "tricks" as this, which excite the ire and disgust of the "regulars" when they contemplate this class of traders.

Another abuse is the falsity of claims often made in advertisements, that certain very low-priced goods are "equal to" or just "as good as" like commodities generally sold at much higher prices. These claims are sometimes true, but represent heavy losses by fire, bankruptcy, or the closing out of a large business under circumstances which warrant a sacrifice of odds of large stocks. Generally, however, the statement is a lie, and the goods are very inferior in some particulars, although the consumer can seldom detect the difference until it is too late.

Other firms have deliberately sacrificed certain lines to ruin a young and weaker competitor, and bought his stock to sell at prices which realized a net profit on the

double transaction. This is of course far safer than highway robbery, but it is difficult for the finite mind to see where it excels it in a moral point of view.

It is reasonably certain, however, that great danger threatens the retail trade from these sources. Much may be done to delay the final cataclysm, but in the end the small retailer must go, or be protected by the jobber and manufacturer.—Northwest Trade.

CANADA'S GREAT FAIR, SEPT. 5th TO 17th, 1892.

The citizens of Toronto have voted \$150,000 to the Toronto Industrial Fair for improvements to be made on the grounds for this year's Exhibition, which is to be held from the 5th to the 17th Sept. next. About 50 acres have been added to the present grounds and a new race track and new grand stand to seat twelve thousand people is being built and many other improvements are being made. Consequently this year's Fair promises to be greater and better than ever. A large number of fine special attractions have been arranged for and several new features are promised. The exhibits in all departments will be larger and better than at any previous Fair and will include many that have been prepared for the World's Fair next year. Cheap excursions will as usual be run on all railways and the attendance of visitors will no doubt be as large as ever. All entries have to be made on or before the 13th of August, but most of the space in all the buildings for the exhibit of manufactures has already been applied for. For copies of the prize list and programmes drop a post card to Mr. Hill, the Manager, at Toronto.

FOR SALE.

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

SITUATIONS VACANT.

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

BUSINESS CHANCES.

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

WANTED BY COMMISSION AGENT TRAVELLING B. C., a few more first-class lines. D. G. Williams, 182 Fort St., Victoria, B. C. 37

WANTED TO EXCHANGE—A FARM OF 177 acres good land, and in good location, for a stock of groceries, or general goods, from \$6,000 to \$8,000. Address B, this office. 37

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

PERSONAL.

Mr. Leon Labonde, for the past 10 years, one of the best known travellers and tea salesmen on the road from Port Arthur, Ont., to Victoria, B. C., and in the N. W. States of the U. S. and Wash., is open for engagement to travel on salary or commission in any part of Canada or the U. S. Mr. Labonde's residence is now at 109 St. Denis St., Montreal, P. Q., Canada, having removed from Winnipeg last February. The highest references will be furnished from mercantile houses, bankers, etc., to any house requiring his services, who may happen not to know him, and if you require a traveller with the most successful of records, acknowledged ability, a spotless reputation, and the finest connection in this country, address as above. 38

"HAPPY THOUGHT"
Counter Check Books

A patent has just been issued for a new automatic check book to be known as "Happy Thought." No black leaf required: yet every page copies with exactness and permanency. It is clean and saves time, patience and money. Prices are \$1 per hundred lower than any other check book on the market. Made in any style and size.

Samples and price list free on application.

J. K. CRANSTON,
Wholesale Dealer in Store and Office Supplies,
GALT, ONT.

"Grip" and "Carter" check books supplied at manufacturers' prices.
Mention this Paper.

BUY THE BEST.
SEELY'S



Celebrated
Flavoring
Extracts.

VANILLA, LEMON,
and Assorted Flavors.
Standard Goods of America (established in 1862). Once tried, always used.

Seely Manufacturing Co.

Detroit, Mich. - Windsor, Ont.

**Are You
Ambitious**

To make your window attractive and increase your business? If so, send for elegant TUTTI FRUTTI hanger signs free. Address,

ADAMS & SON'S CO.,
11 and 13 Jarvis St., Toronto.

CRESCENT BRAND.



BRUNNER, MOND & CO., Ltd.,

NORTHWICH, ENGLAND,
MANUFACTURERS OF

BICARBONATE of SODA

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

SODA CRYSTALS

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

Orders for direct Importation from the Wholesale Trade Only.

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

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, Aug. 18, 1892.

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

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

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

BAKING POWDER.



Cleveland's Superior Baking Powder in tin cans, per dozen net.
10 cent tins 1 00
1/4 lb. " 1 50
6 oz. " 2 20
1/2 lb. " 2 80
12 oz. " 4 25
1 lb. " 5 50
5 lbs. " 25 50

Per doz
Dunn's No. 1, in tins 2 00
" " " 75
Cook's Gem, in 1 lb pkgs \$1 75
" " " 7 oz pkgs 85
" " " 2 oz 40
" " " 5 lb tins 65
" " " bulk, per lb 12

Per doz
Empire, 5 dozen 4 oz cans \$0 75
" " " 8 " 1 15
" " " 16 " 2 00
" " " 5 lb cans 9 00
" " " bulk, per lb 15

COOK'S FRIEND.

(In Paper Packages.) Per doz
Size 1, in 2 and 4 doz boxes \$2 40
" 10, in 4 doz boxes 2 10
" 2, in 6 " " 80
" 12, in 6 " 70
" 3, in 4 " 45
Pound tins, 3 oz in case 3 00
12 oz tins, 3 oz in case 2 40
5 oz tins, 4 " 1 10
5 lb tins, 1/2 " 14 00
Ocean Wave, 1/2 lb, 4 doz cases
1/2 lb, 4 " 1 30
No. 1, 2 " 1 90
1 lb, 2 " 2 25
5 lb, 1/2 " 9 80



WHITE STAR. per doz
4oz tins, 3 doz in case 0 75
12 " 2 doz in case 2 00
5lb " " 9 00
5oz glass jars, 2 1/2 doz
in case 1 10
10 oz glass jars, 2 doz
in case 2 00
Bulk, per lb 0 15



PRICE'S CREAM BAKING POWDER. doz. in case Price p. doz
Dime cans, 4 \$1 00
4 oz " 3 1 50
6 " " 3 2 25
8 " " 3 3 00
12 " " 1 to 4 4 25
16 " " 1 to 3 5 75
2 1/2 lbs " 1 or 1 12 00
4 " " 1 or 1 18 25
5 " " 1 or 1 22 75
10 " " 1 44 00

BISCUITS.

TORONTO BISCUIT AND CONFECTIONERY CO.
Abernethy 8 1/2
Arrowroot \$0 11
Butter 0 6
" 3 lbs 0 20
Cabin 0 7 1/2
Cottage 0 8 1/2

Digestive 0 10
Daisy Wafer 0 16
Garibaldi 0 10
Gingerbread 0 11
Ginger Nuts 0 10
Graham Water 0 09
Lemon 0 10
Milk 0 09
Nic Nac 0 12
Oyster 0 06
People's Mixed 0 10 1/2
Pic Nic 0 09
Prairie 0 08 1/2
Rich Mixed 0 14
School Cake 0 11 1/2
Soda 0 05
" 3 lb. 0 20
Sultana 0 11
Tea 0 11
Tid Bits 0 09 1/2
Variety 0 11
Village 0 07 1/2
Wine 0 08 1/2

BLUE.

Reckitt's Pure Blue, per gross 2 10

CORN BROOMS.

CHAS. BOECKH & SONS, per doz

X Carpet, 4 strings, net \$3 60
3 " 4 " " 3 20
" 3 " " 2
XXX Hurl 4 " " 2 90
1X " 4 " " 2 65
2X Parlor 4 " " 2 50
" 3 " " 2 25
" 2 " " 1 50
" 5 " 2 " " 1 50
Warehouse 4 " " 3 25
Ship 4 " " 4 00
1 Cable 2 wire bands, net 3 25
2 " 3 " " 4 00

CANNED GOODS.

Per doz
Apples, 3's \$0 85 \$1 00
" gallons 1 75 2 00
Blackberries, 2's 2 00 2 25
Blueberries, 2's 1 10 1 25
Beans, 2's 0 90 1 00
Corn, 2's 1 00 1 10
" Special Brands 1 30 1 60
Cherries, red pitted, 2's 2 10
Peas, 2's 1 05 1 15
Pears, Bartlett, 2's 1 75
" Sugar, 2's 1 50
Pineapple, Baltimore 1 50 1 60
" Bahama
Peaches, 2's 2 00 2 25
" 3's 3 00 3 10
" Pie, 3's
Plums, Gr Gages, 2's 1 75 2 00
" Lombard 1 50 1 65
" Dauson Blue 1 50 1 90
Pumpkins, 3's 0 90 1 00
" gallons 3 00 3 25
Raspberries, 2's 2 00 2 40
Strawberries, choice 2's 2 00 2 40
Succotash, 2's 1 65
Tomatoes, 3's 1 05 1 11
"Thistle" Finnan haddies 1 50

BLACKING.

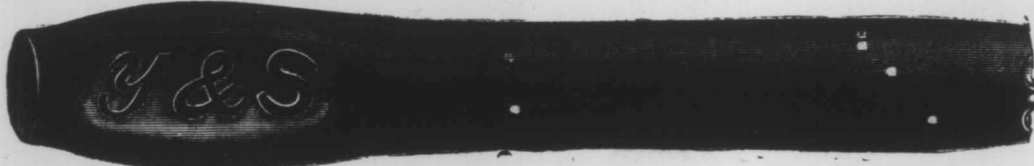
Day & Martin's, pints, per doz \$3 20
" 1/2 " " 2 10
" 1/4 " " 1 10
Spanish, No. 3 4 50
" 5 " 8 00
" 10 " 9 00
Japanese, No. 3 4 50
" 5 " 7 50
Jaquot's French No. 2 3 00
" 3 " 4 50
" 4 " 8 00
" 5 " 10 00
" 1-gross Cabinets, asst, 7 50
Egyptian, No. 1 9 00
" 2 " 4 50

BLACK LEAD.

Reckitt's Black Lead, per box 1 15
Each box contains either 1 gro., 1 oz.: 1/2 gro., 2 oz., or 1/4 gro., 4 oz.

F. F. DALLEY & CO.

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



PURE CALABRIA "Y. & S." LICORICE, 4, 6, 8, 12 and 16s to pound.
"ACME" LICORICE PELLETS, In 5-pound Tin Cans.
TAR, LICORICE and TOLU WAFERS, in 5-pound Tin Cans.
LICORICE "Y. & S." LOZENGES, In 5-pound Tin Cans and 5-pound Glass Jars.
"PURITY," PURE PENNY-LICORICE, 100 and 200 Sticks in a Box.

Manufactured Exclusively by YOUNG & SMYLYE, BROOKLYN, NEW YORK.

Where did you see this advertisement?

Prices Current, Continued-

Table listing various food items and their prices, including Lobster, Crown flat, Mackerel, Salmon, Sardines, and others.

C. T. HEISEL.

Table listing various food items and their prices under C. T. HEISEL, including Red Jacket, Royal Fruit, Digestive, and others.

C. R. SOMERVILLE.

Table listing various food items and their prices under C. R. SOMERVILLE, including Mexican Fruit, Pepsin, Sweet Sugar Cane, and others.

CANNED MEATS.

(CANADIAN)

Table listing various canned meats and their prices, including Corn Beef, Minced Collops, Roast Beef, and others.

CHEWING GUM.

ADAMS & SONS.

Table listing various chewing gum products and their prices, including Tutti Frutti, Orange Blossom, Monte Cristo, and others.

Table listing various chocolate products and their prices, including Mott's Breakfast Chocolate, Mott's Caracas Chocolate, and others.



"Highland Brand" Evaporated Cream, per case 7 25

COWAN COCOA AND CHOCOLATE CO.

Table listing various cocoa and chocolate products and their prices, including Hygienic, Iceland Moss, Soluble, and others.

CLOTHES PINS.

Table listing various clothes pins and their prices, including 5 gross, 4 gross, and 6 gross.

Table listing various coffee products and their prices, including Mocha, Old Government Java, and others.

CHOCOLATES & COCOAS.

TODHUNTER, MITCHELL & CO'S

Table listing various chocolate and cocoa products and their prices under Todhunter, Mitchell & Co's.

BENDSOR'S ROYAL DUTCH COCOA.

Table listing various cocoa products and their prices under Bendsor's Royal Dutch Cocoa.

FRY'S

(A. P. Tippet & Co., Agents)

Table listing various chocolate and cocoa products and their prices under Fry's.

JOHN P. MOTT & CO'S

Table listing various chocolate and cocoa products and their prices under John P. Mott & Co's.

WALTER, BAKER & CO'S

Table listing various chocolate and cocoa products and their prices under Walter, Baker & Co's.

German Sweet Chocolate-

Table listing various German sweet chocolate products and their prices.

Breakfast Cocoa-

Table listing various breakfast cocoa products and their prices.

WHOLE ROASTED OR PURE GROUND

ELLIS & KEIGHLEY'S

Table listing various coffee products and their prices under Ellis & Keighley's.

TODHUNTER, MITCHELL & CO'S

Table listing various coffee products and their prices under Todhunter, Mitchell & Co's.

J. W. COWAN & CO.

Table listing various coffee products and their prices under J. W. Cowan & Co.

DRUGS AND CHEMICALS.

Table listing various drugs and chemicals and their prices.

ALWAYS ORDER RECKITT'S BLUE.

Something New every Week in Confectionery.

ALAKUMA, in 5c. packages, Chocolate, Rose and Vanilla Flavors. "A delicious morsel," 50 in box.

ORINOCO. Very fine 5c. Chocolate Bar, 30 in a box.

TEA BISCUIT. The nicest 1c. confection sold, put up 100 in box.

Order a sample box of each by mail or from our Travellers. You will never regret it.

The Toronto Biscuit and Confectionery Co.,

Tele. 528.

7 Front St. E., Toronto.

Prices current, continued—

Table listing various goods such as Cream Tartar, Epsom Salts, Paris Green, Extract Logwood, Gentian, Glycerine, Hellebore, Iodine, Insect Powder, Saltpetre, Soda Bicarb, Sal Soda, and Madder with their respective prices.

DURABLE PAIS AND TUBS W.M. CANE & SONS, MANUFACTURING CO NEWMARKET.

Table listing steel hoops, brass hoops, and tubs with prices per dozen.

EXTRACTS.

Table listing extracts like Dalley's Fine Gold, Seely's Flavoring, and various lemon and vanilla flavors.

FIRE LIGHTER.

"Star" Fire Lighter, per gross \$1 70

FLUID BEEF.

Table listing fluid beef cases in various quantities (No. 1, 2, 3, 4, 5 lbs and tins) with prices.

FRUITS.

Table listing various fruits like Currants, Filletas, Patras, Vostizzas, Dates, Persians, Figs, Prunes, Raisins, London layers, Loose muscatels, Imperial cabinets, Connoisseur clusters, Extra dessert, and Royal clusters with prices.

Table listing Fancy Vega boxes, Black baskets, Blue, Fina Dehesas, Lemons, Oranges, Valencias, Messinas, and Navels with prices.

DOMESTIC.

Table listing Apples, Dried, per lb and Evaporated with prices.

FISH.

Table listing various fish products including Oysters, Pickeral, Pike, White fish, Manitoba White fish, Salmon Trout, Lake herring, Pickled and Salt Fish, Labrador herring, Shore herring, Salmon trout, White Fish, Dried Fish, Codfish, Boneless fish, Boneless cod, Smoked Fish, Finnan Haddies, Bloaters, Digby herring, Sea Fish, Cod, B.C. salmon, Market Cod, and Frozen Sea Herrings.

GRAIN.

Table listing various grain products like Wheat, Barley, Oats, Rye, Peas, and Corn with prices.

HAY & STRAW.

Table listing Hay, Pressed, and Straw, Pressed with prices.

HARDWARE, PAINTS AND OILS.

Table listing hardware items like CUT NAILS, Hay, Straw, and various other goods with prices.

Table listing Horse Nails, Horse Shoes, Screws, Window Glass, and various other items with prices.

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

ROPE: Manila, Sisal, New Zealand.

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

Table listing various tools and hardware items like SHOT, HINGES, WHITE LEAD, TURPENTINE, LINSEED OIL, and GLUE with prices.

INDURATED FIBRE WARE.

Table listing indurated fibre ware items like Star Standard, Milk, Tubes, Nests, Keelers, Milk pans, Wash Basins, Water Closet Tanks with prices.

JAMS AND JELLIES.

Table listing Jams and Jellies with prices.

TORONTO BISCUIT & CONFECTIONERY CO

Table listing various biscuits and confectionery items like Jams, Black and Red currant, Raspberry, Strawberry, Peach, and Gooseberry with prices.

Table listing LICORICE (Young & Smylie's List) and MINCE MEAT (Bryant, Gibson & Co's—Toronto) with prices.

Table listing MUSTARD (Ellis & Reigley's) and CHERRY'S IRISH with prices.

Table listing NUTS with prices.

Table listing various nut products like Almonds, Brazil, Cocoanuts, Filberts, Pecans, Peanuts, Walnuts with prices.

"OUR NATIONAL FOODS.

Table listing national food products like Desiccated Wheat, Snow Flake Barley, Buckwheat Flour, Prepared Peas, Barabens Milk Food, Patent Prepared Barley, Patent Prepared Groats, Gluten Flour, Farina with prices.

Prices current, continued.

PETROLEUM.

to 10 bbl lots, Toronto...	Imp. gal	
Canadian	0 14	\$0 15
Carbon Safety	0 17	0 18
Canadian Water White	0 20	0 22
Amer'n Prime White	0 23	
Water White	0 24	0 25
Photogene	0 27	0 00

(For prices at Petrolia, see Market Report.)

PICKLES & SAUCES.

BRYANT, GIBSON & CO'S, TORONTO

PICKLES.		
John Bull, mixed, in bulk	\$0 45	
" Chow Pickle, in bulk	0 50	
" mixed and Chow Chow	1 90	
" mixed and Chow Chow	2 15	
John Bull, mixed and Chow	3 40	
" Chow, 16 gal.	1 90	
Horse Radish, bottles, per doz.	2 20	

THE T. A. SNIDER PRESERVE CO., (Wright & Copp, Toronto, Agents.)

Home Made Tomato Catsup, qts	6 00	
"	3 50	
"	2 00	
Chili Sauce	4 50	

SOUPS (in 3 lb. cans).

Tomato	3 50	
Fancy—Chicken, Mock Turtle, Cream of Corn Pea, Celery, Asparagus	4 50	
Fancy—Chicken Gumbo, Oy Tail, Consomme Bonillon, Mulligatawny, Mutton Broth, Beef, Pea, Printanir, Julienne Vermicelli, Vegetable	4 25	

SAUCES.

John Bull, kegs, per gal.	1 25	
" 4 pt bottles, per doz.		
" 1 pt bottles, per doz.		
(according to quantity) 90c. to Devonshire Relish, kegs per gal	1 75	
" 4 pt bottles, per doz.	1 25	
Niagara Tomato, kegs, per gal.	1 25	
" Reputed pts.	2 25	
Raspberry Vinegar, per doz.	2 25	
Raspberry Syrup and Vinegar.	2 25	

Terry's Candied Peels. c. p. peel	
Lemon, 7 lb. boxes	
Orange,	
Citron,	
LEA & FERRIN'S. per doz.	
Worcester Sauce, 1/2 pts. \$5 60	\$5 75
"	6 25
"	6 50
LAZENBY & SONS. Per doz.	
Pickles, all kinds, pints	3 25
"	6 00
"	6 00
Harvey Sauce-genuine—hlf. pts	3 25
Mushroom Catsup	2 25
Anchovy Sauce	3 25

PRODUCE.

DAIRY.		
Butter, creamery, tubs. \$0 20	\$0 22	
" dairy, tubs, choice	0 14	
"	0 12	
" low grades to com	0 10	
Butter, pound rolls	0 15	
" large rolls	0 12	0 13
" store crocks	0 12	0 13
Cheese	0 09	0 11

COUNTRY.

Eggs, fresh, per doz.	0 09	0 11
" limed	1 09	1 25
Beans	1 75	2 25
Onions, per crate	1 25	1 50
Potatoes, per barrel.	0 18	0 18
Hops, 1891 "	0 18	0 25
Honey, extracted	0 05	0 07
" section	0 12	0 14

PROVISIONS.

Bacon, long clear, p lb.	0 08	
Pork, mess, p. bbl.	13 00	14 00
" short cut	16 00	16 50
Hams, smoked, per lb.	0 11	
" pickled	0 09	0 10
Bellies	0 11	
Rolls	0 09	
Backs	0 11	
Lard, Canadian, per lb 0 09	0 10	
Compound	0 08	0 09
Tallow, refined, per lb.	0 05	0 05
" rough	0 08	0 09

RICE, ETC.

Rice, Aracan	3 4	
" Patna	4 5	
" Japan	5 6	
" extra Burmah	3 4	
" Java extra	6 7	
" Genuine Old Carolina	9 10	

Grand Duke	6 7	
Sago	4 5	
Tapioca,	5 5	

ROOT BEER.

Hire's (Liquid) per doz	\$2 00
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SPICES.

GROUND.		
Pepper, black, pure	\$0 12	\$0 15
" fine to superior	10 18	
" white, pure	20 28	
" fine to choice	20 25	
Ginger, Jamaica, pure	25 27	
" African,	18 18	
Cassia, fine to pure	18 25	
Cloves,	14 25	
Allspice, choice to pure	12 15	
Cayenne,	30 35	
Nutmegs,	75 1 20	
Mace,	1 00	1 25
Mixed Spice, choice to pure.	30 35	
Cream of Tartar, fine to pure	25 37	

STARCH.

BRITISH AMERICA STARCH CO BRANTFORD.		
1st quality white, in kegs and bris	4 8	
1st quality white, 3 lb. cartons.	4 2	
Lily White gloss, crates	6 1	
Brantford gloss, 1 lb.	6 2	
Lily White gloss, 1 lb chromo.	6 2	
Canada Laundry, Boxes	4	
Pure Prepared corn	7	
Challenge Corn	6 1	
Rice Starch, fancy cartons.	8 1	
" cubes	7 1	

KINGSFORDS OSWEGO STARCH.

Pure Starch—		
40-lb boxes, 1, 2 and 4 lb pack'g's	8	
36-lb " 3 lb. packages	8	
32-lb "	8	
38 to 45-lb boxes	8	
Silver Gloss Starch—		
40-lb boxes, 1, 2 and 4 lb. pack'g's	9	
40-lb " 1 lb. package	9 1	
40-lb " 1 lb. "	10	
40-lb " assorted 1/2 and 1/4 lbs.	9 1	
6-lb " sliding covers	9 1	
38 to 45 lb boxes	9	

Oswego Corn Starch—for Puddings, Custards, etc.—	
40-lb boxes, 1 lb packages	8 1
20-lb " "	8 1

ST. LAWRENCE STARCH CO'S

Culinary Starches—	
St. Lawrence corn starch	7
Durham corn starch	6 1
Laundry Starches—	
No. 1, White, 4 lb. Cartons	4 2
" Bbls	4 6
" Kegs	4 6
Canada Laundry	3 1
Ivory Gloss, six 6 lb. boxes, sliding covers	6 1
Ivory Gloss, fancy picture, 1 lb packs	6 1
Patent Starch, fancy picture, 1 lb. cartons	6 1
Ivory Starch in cases of 40 packages	\$3 00

SUGAR. c. per lb

Granulated	4 8	4 4
Paris Lump, bbls and 100 lb. bxs ..	5 1	
" 50 lb. boxes	5 1	
Extra Ground, bbls	5 1	
" less than a bbl	5 1	
Powdered, bbls	5 1	
" less than a bbl	5 1	
Extra bright refined	4 1	
Bright Yellow	3 1	
Medium	3 1	
Brown	3 1	

SALT.

Bbl salt, car lots	1 20	
Coarse, car lots, F.O.B.	0 70	
" small lots	0 85	0 50
Dairy, car lots, F.O.B.	1 25	
" small lots	1 50	
" quarter-sacks	0 45	0 50
Common, fine car lots	0 80	
" small lots	0 95	1 00
Rock salt, per ton	15 00	
Liverpool coarse	0 75	0 80

SYRUPS AND MOLASSES.

SYRUPS. Per lb.		
D	1 1/2	1 1/2
M	2	2 1/2
B	2 1/2	2 1/2

W. C. A. LAMBE & CO.,
Commission Merchants,
TORONTO.

AGENTS FOR
The St. Lawrence Sugar Ref'g Co., Montreal.
The British America Starch Co., Brantford.

STRENGTH



WHAT IT REPRESENTS:

One pound of JOHNSTON'S FLUID BEEF contains as much real nutrition as fourteen and a quarter pounds of Prime Beef-Steak.

“Extra Space”

How much will you want in our handsome fall number that we are getting out. Send for rates.
10 FRONT ST. EAST.

Kingsford's Oswego
STARCH.

STRONGEST. PUREST. BEST.

“THE ORIGINAL” FOR THE TABLE.

“Silver Gloss” Kingsford's
(Others so-called are imitations of our brand)
Pure Starch. Corn Starch.

FOR SALE BY ALL LEADING
JOBBER'S IN CANADA.

T. KINGSFORD & SON
OSWEGO, N.Y.

Barm Yeast pleases everybody

**BARM
YEAST
MFG.
CO.
TORONTO,
ONT.**

MARKDALE, 12 July, 1892.
"Your "Barm" Yeast is all O. K.. In fact, the best."—R. H. BENSON & Co.
CHUTE AU BLONDEAU, QUEBEC, 8th July, 1892.
"Your Yeast is giving great satisfaction. I cannot speak too highly of it."—DAVID MCALISTER.
ST. DENIS, RICHELIEU, QUEBEC, 12 July, 1892.
"It is much liked, and selling fast."—M. RICHARD.
BECHER, 27 June, 1892.
"I have 'Barm' Yeast in stock through T. Kenny & Co., Sarnia. I find that it is the taking Yeast. Kindly send me your Lithograph."—E. H. RUTTAN.

**L. H. DOBBIN,
COMMISSION,
MONTREAL**
Has stock on hand to supply the wholesale trade.

Prices current, continued—

V.B.	2 1/2	2 1/2
E.V.B.	2 1/2	2 1/2
E. Superior	2 1/2	2 1/2
XX	2 1/2	2 1/2
XXX	2 1/2	2 1/2
Crown	3	3 1/2
MOLASSES.		
Trinidad, in puncheons	0 35	0 37
" " bbls	0 38	0 45
" " 1/2 bbls	0 40	0 40
New Orleans, in bbls	0 30	0 52
Porto Rico, hdds.	0 38	0 40
" " barrels	0 42	0 44
" " 1/2 barrels	0 44	0 46
SOAP.		
Ivory Bar, 1 lb. bars	per lb	5 1/2
Do. 2, 16 and 3 lb bars	" "	5
Primrose, 1 lb bars, wax	" "	4 1/2
John A. cake, wax W.	per doz	42
Mayflower, cake,	" "	42
Gem, 3 lb bars per lb.	" "	3 1/2
" 13 oz, 1 and 2 lb. bars	" "	3 1/2
Queen's Laundry, per bar	" "	5
Pride of Kitchen, per box	" "	2 75
Sunshine, boxes, 100 tablets	" "	6 50
" " 50	" "	3 40
MORSE'S SOAPS.		
Mikado (wrapped)	Per lb	0 04
Eclipse	" "	0 04
Stanley Bar	" "	0 04
Defiance	" "	0 04
Toronto 12 oz.	Per doz	0 50
Ruby, 10 oz.	" "	0 30
Monster, 8 oz.	" "	0 21
Detroit, 14 oz.	" "	0 48
Lily White	" "	0 30
Everyday	" "	0 30
Queen City, 14 oz.	" "	0 72
Per box		
Mottled in 5 box lots, 100 bars	5 00	
" " 60 bars	3 00	
Floater (boxes free)	6 50	
Electric	2 75	
Hard Water Electric	2 50	
Royal Laundry	3 25	
Octagon	4 00	
Per doz		
Royal Magnum	0 35	
Anchor, Assorted	0 20	
" Castile	0 50	
Morse's Assorted	0 45	
Morse's Boso	0 45	
" Windsor	0 45	
" Castile	0 45	
Bouquet, paper and wood	0 80	
Prize Magnum, White Castile	0 72	
" " Honey	0 72	
" " Glycerine	0 72	
" " Oatmeal	0 72	
Per box		
" " Honeysuckle	0 72	
Sweet Briar	0 85	
Extra Perfume	0 55	
Old Brown Windsor Squares	0 30	
White Lavender	1 00	
Per doz		
White Castile Bars	0 85	
White Oatmeal	0 85	
Persian Bouquet, paper	2 50	
Oriental	0 45	
Pure Coconut, 8 doz. bxs, wood	1 50	
Heliotrope paper	0 60	
Carnation	0 60	
Rose Bouquet	0 60	
Cocoa Castile	0 40	
Arcadian	0 45	
New Arcadian, per gross	4 25	
Ocean Bouquet	0 45	
Barber's Bar, per lb	0 25	
Pure Bath	1 00	
Magnolia	1 20	
Oatmeal	0 85	

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

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

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

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

BLACK.	
Congou—	
Half Chests, Kaisow, Mon-	12 60
ing, Pakling	18 50
Caddies, Pakling, Kaisow	18 50
INDIAN.	
Darjeelings	35 55
Assam Pekoes	30 40
Pekoe Souchong	18 30
CEYLON.	
Broken Pekoes	35 42
Pekoes	20 40
Pekoe Souchong	17 35

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

EMPIRE TOBACCO COMPANY.	
CUT SMOKING.	
Golden Plug, 2 oz. pkg boxes, 5 lbs.	85
Uncle Ned, 2 oz. pkg, bxs 5 lbs	60
Gem, 2 oz, packages, 5 lb boxes	61
Gem, 8 oz tins in 6 lb cases	70

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

PANCY SWEET CHEWING.	
Good Luck, spun roll, 16 boxes 4 lbs.	65
Empire, 3 x 6, 4s. spaced 8s. bxs 4 lbs.	61
Top, 16 oz. spaced 8s. boxes 4 lbs	60
Joy, 3 x 12 1/2, 14 oz. 8 spaced 6s. Rough and ready. Butts 25 lbs	52
Judge, 2 x 3, 8s. Flat. Caddies about 20 1/2 lbs.	50
Currency, 3 x 3, 7s. Rough and ready. Caddies about 21 lbs.	49
Kentucky, 1 1/2 x 3, 13s. Caddies about 21 lbs.	50
Kentucky, 1 1/2 x 3, 7s. Caddies about 21 1/2 lbs.	49
BLACK SWEET CHEWING.	
Star, Narrow, 12s. Butts about 23 lbs.	47
Morning Star, 12s. Butts about 22 1/2 lbs.	43 1/2
Montreal Twist, 12s. Caddies about 23 lbs.	44
Anchor Twist, 12s. Caddies about 23 lbs.	42 1/2

CIGARS—S. DAVIS & SONS, Montreal.	
Sizes.	Per M
Madre E' Hijo, Lord Landsdown	\$60 00
" " Panetelas	60 00
" " Bouquet	60 00
" " Perfectos	85 00
" " Longfellow	85 00
" " Reina Victoria	80 00
" " Pins	55 00
El Padre, Reina Victoria	55 00
" " Reina Vict., Especial	50 00
" " Conchas de Regalia	50 00
" " Bouquet	55 00
" " Pins	50 00
" " Longfellow	80 00
" " Perfectos	80 00
Mungo, Nine	35 00
Cable, Conchas	30 00
Queens	39 00
Cigarettes, all Tobacco—	
Cable	7 00
El Padre	1 00
Mauricio	15 00

DOMINION CUT TOBACCO WORKS, MONTREAL.	
CIGARETTES.	
Athlete	Per M. \$7 50
Puritan	6 25
Sultana	5 75
Derby	4 00
B. C. No. 1	4 00
Sweet Sixteen	3 50
The Holder	3 85
Hyde Park	10 50
CUT TOBACCOES.	
Puritan, tenths, 5 lb. boxes	74
Old Chum, ninths, 5 lb box	71
Old Virgin, 1-10 lbpkg, 10 lbbs	62
Gold Block, ninths, 5 lb boxes.	74

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

VINEGAR.	
A. HAAZ & CO	
XX, W.W.	0 20
XXX, W.W.	0 25
Honey Dew	0 30
Pickling	0 35
Maltling	0 45
WOODENWARE. per doz	
Pails, 2 hoop, clear	No. 1... \$1 70
" " " "	" 2... 1 60
" " " "	" 3... 1 80
" " " "	" 4... 1 80
Tubs, No. 0	8 00
" 1	7 00
" 2	6 00
" 3	6 00
Washboards, Globe	\$1 90
" " Water Witch	1 40
" " Northern Queen	2 25
" " Planet	1 70
" " Waverly	1 60
" " X X	1 50
" " X	1 30
" " Single Crescent	1 85
" " Double	2 75
" " Jubilee	2 25
" " Globe Improved	1 90
" " Quick and Easy	1 80
" " World	1 75
" " Rattler	1 30

per case.	
Matches, 5 case lots. single cases	
Parlor	1 60 \$1 65
Telephone	3 60 3 70
Telegraph	3 80 3 90
Safety	4 20 4 30
French	3 60 3 75
Railroad (10 gro. in case)	
Single case and under 5 cs.	\$3 70
5 cases and under 10 cases	3 60
Steamship (10 gro. in case)	
Single case and under 5 cs.	3 50
5 cases and under 10 cases	3 40
per doz	
Mops and Handles, comb.	1 25
Butter tubs	\$1 60 \$3 20
Butter Bowls, crates as'd	3 60

HOUSEKEEPER'S WASHING COMPOUND.
Housekeeper's Quick-Washing per case.
5c pkgs 100 in case ... 3 50
10c " 80 in case ... 4 00

YEAST.


BARM MFG. CO. per box

1 box containing 2 doz. 5c. pkgs. 0 50
1 " " 2 doz. 10c. " 1 00

BREADMAKER'S

per box

5c packages 36 in box 1 00
3c " 45 in box 0 50



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

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 Material whatsoever is used in the manufacture of
OUR GRANULATED.

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Manufacturers of Refined Sugars of the well-known Brand

Redpath

Of the Highest Quality and Purity, made by the Latest Processes, and the Newest
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Lump Sugar, in 50 and 100 lb. boxes.

"Crown" Granulated, Special Brand, the finest which can be made

Extra Granulated, very Superior Quality.

"Cream" Sugars, (not dried.)

Yellow Sugars of all Grades and Standards.

Syrups of all Grades in Barrels and Half Barrels.

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LOUIS HILLIARD, Prop.

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Winnipeg, Man.

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MANUFACTURERS OF



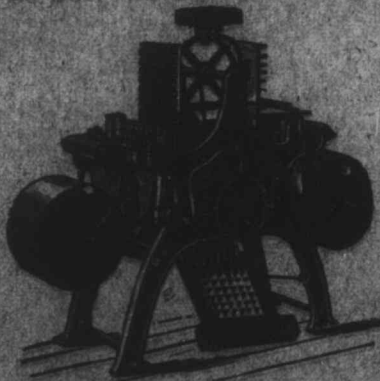
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- 1, 2, 3 satchel lunch baskets.
- 1, 2, 3 clothes baskets.
- 1, 2, 3, 4 market baskets.
- Butcher and Crockery baskets.
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" " 23	Lake Nepigon..	" " 17
" " 30	Lake Huron....	" " 24
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" " 13	Lake Winnipeg	" Sept. 7

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