

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

THE CANADIAN GROCER

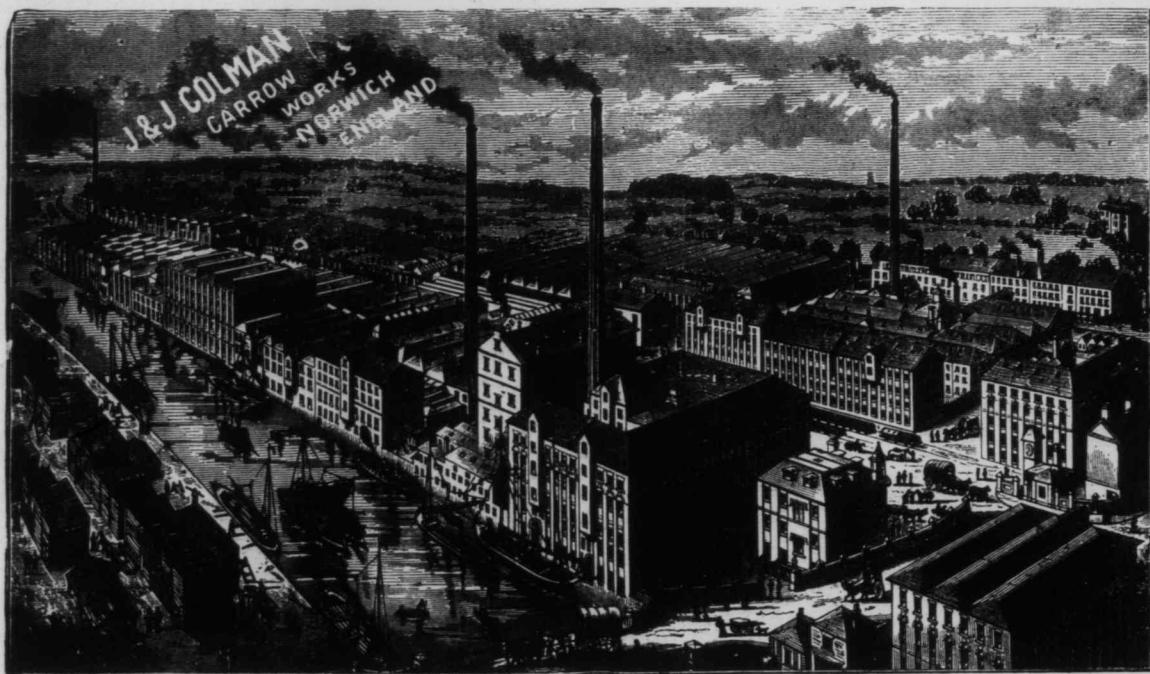
& GENERAL STOREKEEPER

PUBLISHED
WEEKLY
\$2.00 PER YEAR

VOL. VII.

TORONTO AUGUST, 25, 1893.

No. 34



FINE GOODS OUR SPECIAL

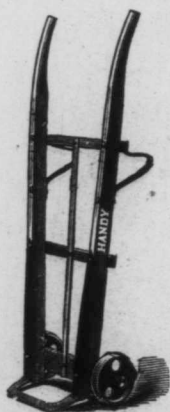
ALL THE LEADING WHOLESALE TRADE HANDLE OLD CHUM PLUG AND CUT SMOKING TOBACCO.

MADE IN U.S.A. (7 SIZES).

Handy Trucks

Every **GROCCER**

And General Storeman needs one.



CAPACITY 800 LBS.

VERY

Strong and Durable

\$1.75 EACH

H. A. NELSON & SONS

56 and 58 Front
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MOTT'S

DUNN'S BAKING POWDER

THE COOK'S BEST FRIEND
LARGEST SALE IN CANADA.

CHOCOLAT MENIER



Annual sales exceed 33 million lbs.

To have a sample of the delicious

CHOCOLATE-MENIER

Sent Free in your own name

To every one of your customers

Apply to C. Alfred Chouillou, Agent, Montreal

MUNGO CIGARS, EXCEPTIONALLY FINE.

EL PADRE AND CABLE.

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

THE CANADIAN GROCER

CHRIST^Y JAMES & CO., LONDON, ENGLAND.

MAKERS OF THE LEADING

Pickles, Marmalade, Sauces

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

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

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

... UNPRECEDENTED SUCCESS ...
GOLD MEDALS AWARDED'

BY HER MAJESTY'S



ROYAL LETTERS PATENT

Established 1852.

EBEN^R. ROBERTS

Established 1852.



This illustration is a fac simile of packet.

ROYAL TABLE CREAMS, AND INVALID AND TABLE JELLIES,

Made in Variety of Flavors and Colours and sold in Pint and Quart Sizes.

These Creams and Jellies are used at some of the best Hotels and Restaurants throughout the United Kingdom; they are also to be found on the tables of some of the largest Steamers afloat. For the Dinner and Supper Table they are indispensable, and no Pic-nic Hamper is complete without them.



The above illustration is a fac-simile of tin.

Are You a Buyer of English Confectionery? If so, you cannot do better than buy EBEN^R. ROBERTS'.

It has a world wide reputation, and is shipped largely to almost every corner of the globe. If you have never stocked it, go in for it at once. It sells rapidly and you will be pleased with your increased trade.

Agent: C. E. Colson, Montreal.

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VALUATOR.

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

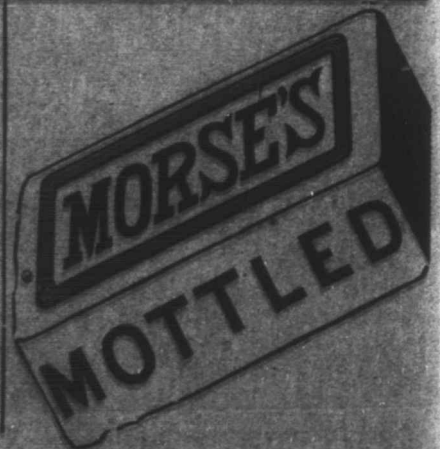
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Cor. of Adela' de St.

EPPS'S COCOA

1/2 lb packets, 14 lb. boxes secured in tin. Special Agent for the Dominion:

C. E. Colson, Montreal

FAC SIMILE OF PACKAGE.



GOWANS, KENT & CO.,

TORONTO AND
WINNIPEG

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*WE ARE and INTEND TO BE for some time to come
THE LEADERS in LAMPS AND LAMP GOODS.*



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LTD.

98 $\frac{50}{100}$
PER CENT.
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“Standard Goods are the best to Handle”

THE UNITED ALKALI CO. LTD.

ARTHUR P. TIPPET & CO., Canadian Agents,

98 $\frac{50}{100}$
PER CENT.
PURE

Highest Test
**BI-CARBONATE
OF SODA.**

98 $\frac{50}{100}$
PER CENT.
PURE

Extra Refined, Packed in Drums, Barrels or Casks,
ALSO WASHING SODA—SULPHUR 99 $\frac{50}{100}$ PURE, Etc.

The Queen of Table Jellies

LAZENBY'S . . .

ASSORTED FLAVORS

Made only from the Finest Quality of Gelatine.



Fry's Cocoa

I HAVE NEVER TASTED COCOA THAT I LIKE SO WELL

Sir C. A. CAMERON, M.D., Pres. of Royal College of Surgeons, Ireland.

IT PAYS TO SELL THE BEST

The highest grade of Pure Cocoa manufactured.
For sale by all leading dealers.

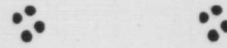


66 PRIZE MEDALS

Toronto Offices: **J. S. FRY & SONS, 43 $\frac{1}{2}$ Wellington St. East**

Facts Worthy of Note:

CRYSTAL RICE



By its usefulness, convenience, and economy, is rapidly becoming a universal favorite, and the many delicate and invigorating preparations from it afford comfort and pleasure to thousands daily.

It is especially prized by invalids, being a pleasant appetizer and a valuable aid to digestion.

Ask your grocer for leaflet of receipts.

MALLAWALLA



A rich and delicious blend of Pure India Tea, still bears out its reputation of being the finest package tea on the market.

Packed in 1/2 and 1 lb. tin foil packages, 50 lbs. in a case.

W. H. Gillard & Co., Wholesale Grocers,
" Teas,
" Spice Dealers, Hamilton, Ontario.

Edward Adams & Co., Established 1844. London, Ont.

New Salmon,

Morton's Fresh Herrings. "flats,"

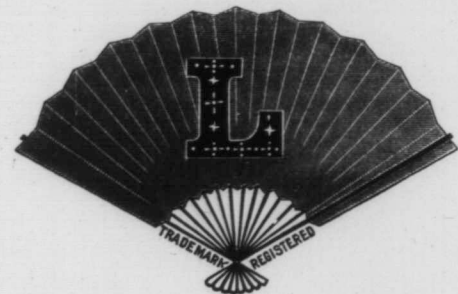
Pettijohn's Breakfast Food,

Brooks' Monkey Soap,

Roberts' Jellies and Creams,

Morton's Herbs in Glass,

No. 1 Large Bank Codfish.



NEW "FAN" JAPANS
NEW "FAN" MONING CONGOUS } Stock Now Complete

**BURNHAM'S
CLAM
BOUILLON.**

IT IS A GREAT SUCCESS.

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

Three sizes, retails at 25c., 50c., and 90c., in bottles only. Order from James Turner & Co., Hamilton, Ont., or write E. S. Burnham Company, "Manufacturers," 120 Gansevort St., New York, U.S.A.

R. H. HOWARD & CO., Toronto.

ROBT. MOORE, Travelling Agent, London, Ont.



THE CANADIAN GROCER
& GENERAL STOREKEEPER

PUBLISHED
WEEKLY
\$200 PER YEAR

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

Vol. VII.

TORONTO, AUGUST 25, 1893.

No. 34

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

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

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A merchant complains in the columns of a contemporary that he has decided to give up business because "he cannot put up with the quality of clerks as they are at the present time." Poor man, he is to be pitied—and blamed too. A young man does not become a first-class clerk solely by his own volition. Much depends of course upon his own natural aptitude and the heed he gives to the instruction of others. But at the same time he needs some instruction in the A B C's of a clerk's duties just as does a child who is taking its first steps in the rudiments of learning. His instructors are his employers. If, therefore, good clerks are so scarce it is obvious that merchants must to some extent share in the responsibility of being the cause.

Merchants should be honest with their clerks. This is about the first thing necessary. Every young man is not intended for a clerk, but a good many are allured into the belief that they are. Such as these seldom amount to much. Square blocks do not conform to round holes. When, therefore, a merchant has a young man in his employ who is desirous of becoming a clerk, but who is totally unsuited for such avocation it is his duty to tell him so in a friendly way, and to,

if possible, direct his attention to what he may be best suited for. But even those who have in them the material for good clerks are spoiled through improper training. Merchants should enjoin upon their clerks square dealing, attention, system and quickness. If a merchant allows his clerks to represent a thing to be what it is not or to give anything less than 16 ounces to the pound or 36 inches to the yard it cannot be expected that they will be true to themselves or to any body else. Civility is something no clerk can be without and be a success. When a customer enters the store the clerk should not wait till he comes to him. The clerk should go to the customer, and that promptly. Nothing is more annoying to a customer than to be kept aimlessly gaping about in the store with the clerks paying no attention to him. And yet it too often occurs. Sometimes a clerk is engaged in reading a newspaper when a customer enters. Instead of dropping the paper immediately a clerk here and there will be found who thinks the finishing of a certain paragraph or article of more importance than waiting upon the customer. Such conduct is reprehensible; and young clerks should be trained to look upon it as such. The importance of training a clerk to be systematic can scarcely be over-estimated. It is invaluable to the merchant, for the clerk who is systematic can accomplish much more work; and it is better for the clerk himself, for not only does he spend less energy but he can command a better salary than he who is unsystematic. Quickness is another thing that should not be overlooked in a young clerk's training. Customers loose patience with the slow clerk, and if there is no other clerk in the store will not infrequently transfer their patronage to where it

does not take—to them at least—an age before the article they want is procured and properly parcelled.

The wholesale merchants of London, England, have been receiving many complaints of late regarding Indian and Ceylon teas, and at the annual meeting of the Wholesale Tea Dealers' Association of that city a good deal of attention was paid to it in the report. Irregularity in the tares of certain Indian and Ceylon teae, especially that some Indian teas were inferior to sample, seemed to be the most prolific cause for complaint. The leaving of teas on the floor of some warehouses an unnecessary length of time after bulking and before the packages were refilled, was also a source of some complaint. Since, however, these matters had been brought to the attention of the Tea Brokers' Association an improvement was noticeable. The committee also pointed out instances of parts of breaks of tea only being offered in public sale when it was generally understood that the complete parcels were submitted. It had been found, too, that wood, in a green state, is frequently used in Indian, but still more often in packing Ceylon teas. The sap from the wood, when it comes in contact with the lead, produces an acid which seriously affects the tea. The Indian and Ceylon associations had been fully advised of this, and had, the report said, taken steps to ensure only seasoned wood being used in future.

The present system of renting telephones is not equitable. Nearly everybody will acknowledge this. Gas is paid for by the thousand feet and water by the gallon. A telegram we pay for by the word. For riding on the railway we are charged so much per

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

mile. At the restaurant we pay for what we eat or for what we drink. But when we come to the telephone there is no discrimination. Every body is put upon the same footing whether the 'phone is used once or one hundred times per day, it is all the same. True—a difference is made between the factory, office, or store, and the private dwelling house, but even in the latter instance there is the same want of discrimination. It is obvious then that under the system now in vogue some are contributing more than their share towards the maintenance of the telephone companies while others are not paying enough. It is like a tailor taking a roll of goods and making it up into a dozen suits, ranging in sizes suitable for fifty-pound boys to 250 pound men, for which he makes no difference in price, great and small being charged alike. Of course the one who frequently uses the telephone does not require a more costly telephone or necessarily a greater length of wire than he who only uses the instrument less frequently, but he demands more of the time and the attention of the operators, and that is practically the same as if he consumed more material.

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Whether the telephone companies were disposed to discriminate between the big and small users or not, it would, under the existing conditions, be both a difficult and expensive task to keep a record of the number of times a telephone was used. There is now, however, a probability of this difficulty being overcome if certain German advices can be relied upon. These advices state that an instrument has been constructed under the auspices of the government telephone department of that country by which the desired object is to be obtained. It is called the telephonemeter, and registers automatically each conversation from the ringing up of the central office to the ringing off signal. One of the beauties of this instrument, if it proves efficient, is that the merchant will have a good opportunity for refusing the use of his telephone to outsiders who are ever troubling him for the loan of it, or at least an excuse for charging them for its use. With the telephonemeter or some other time-registering device attached to the 'phone less idle talk would be transmitted across the wires, while there would at the same time be more economising of time. And thus, with some such register in use would at one stroke

be abolished an anomaly and the means created for regulating, if not removing, the "may-I-have-the-use-of-your-telephone" fiend.

Census Bulletin No. 17 has just been issued by the Agricultural Department at Ottawa. It deals with the educational status of the population except 55,401 Indians. The aggregate of all ages in the Dominion who can read is 3,383,793, or 70.83 per cent. In making an analysis it was found that of persons between the ages of 20 to 29, 89.83 per cent. can read; between 30 and 39 years, 86.66 per cent.; between 40 and 59 years, 82.64 per cent.; between 60 and 74 years, 74.21 per cent.; from 75 years and upwards, 66.32 per cent. It will thus be seen that of the adult population the youngest group shows a great advance over the older groups, evidencing the spread of educational facilities during the last twenty years. Those who can both read and write number 3,176,667. Of the adults 80.34 per cent. can both read and write. Including children as well as adults the percentage is 66.50. The banner province in the ability of its adults to write is Manitoba with a percentage of 93.1. Ontario is second with 90.4 per cent. Then comes, in the order named, the Northwest Territories, Nova Scotia, New Brunswick and Prince Edward Island (equal) and Quebec. In the matter of writing Canada stands sixth among the nations of the world. Taking 100 as the standard of perfection Scandinavia stands first with about 97, Germany and Switzerland next with 95 each, the United Kingdom third with 90, Holland fourth with about 87, France and the United States fifth with 85, and Canada sixth with 80. The lowest in the scale is Russia with 15.

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A number of the National Banks of the United States reduced their circulation last spring. Then there was no anticipation of a scarcity of circulation. Now some of them are desirous of increasing their circulation, but they have struck a snag in the shape of a clause in the law which says that "no National bank which makes any deposit of lawful money in order to withdraw its circulating notes shall be entitled to receive any increase of its circulation from the period of six months from the time it made such deposit."

A PACKER'S DOUBTFUL COURSE.

Honor among business men is more sacred than a good many people suppose. The fact that much odium is cast upon and publicity given to acts that are dishonorable is an evidence of this. If they were of common occurrence they would naturally attract but little notice.

An act that was an exception to the rule was recently brought to the attention of THE GROCER. The perpetrator was a well-known canner east of Toronto who occupies a high position in the Canadian Packers' Association and the victim a well-known Toronto wholesale firm.

Some time ago the wholesale house in question made a contract to supply a hotel in Toronto with some 150 cases of canned goods of the aforesaid packer's brand. The goods were to be delivered a few months hence. When the time for delivery arrived the wholesaler, meeting the representative of the hotel on the street, asked him when it would be convenient for him to have the goods delivered. The latter hesitated, coughed, and in effect remarked: "Yes, of course. Well, let me see. Yes; well it's too bad I didn't let you know before. But I was just going to call upon you. You know the man whose pack I ordered from you puts up at our house. And he would have it that I must buy my canned goods direct from him. He offered me a pretty good inducement and I gave him the order. So I'll have to cancel yours."

The wholesale man was naturally annoyed, but he said nothing and allowed the order to be cancelled. Since then he has refused to handle that particular canner's goods, and furthermore has taken pains to relate his experience to his fellow jobbers.

That the packer's action was dishonorable goes without saying, aside altogether from the question as to whether he was justified or not in selling direct to a consumer. Not only had the wholesale house in question stocked itself up with his goods, but some four others or more had done the same thing. It was the implied understanding when these houses contracted with him that they, as middlemen, were to supply the trade. If it was not so what would have been the use of their taking his or any other packer's product? If the packer supplies Smith, Brown, Jones and Robinson with all they can consume, what earthly use is there in the wholesaler stocking his shelves with goods with the same object in view? If A wants a bushel of beans and cannot or will not take more, it is obvious that B the dealer, cannot sell him if C the producer, has already secured the order and that at a figure below the market price. If the packer complained of, or any other packer for that matter, means to cater direct to the big consumers, like hotels, or to the retail trade, let him proclaim it, and not, by misleading the middlemen, induce them to take his goods for the pur-

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pose of selling them to the very people whom he is going to supply himself direct from his factory. Business is business. Playing at Dr. Jekyll and Mr. Hyde is not.

A GROWING FRUIT CENTRE.

The fact that Montreal is a great distributing point for fruit of all kinds has been pointed out in THE GROCER several times before, and some recent developments make it evident that she is destined to become a still greater centre in this respect. The large spring sales of lemons and oranges, when almost a million dollars worth of fruit are turned over, are a sufficient event in themselves, not considering the large direct fall shipment of dried fruit, currants and raisins, from Greece and Spain, three cargoes being already contracted for. But within the past month auction sales have become regular, and now it is the customary thing to turn over all the way from \$10,000 to \$15,000 worth of fresh California and other fruit every week. The enterprise of one particular firm in this respect has caused keen rivalry to spring up, so that recently, instead of one auction sale, there are two and sometimes three. The fact that large quantities of California fruit were handled with profit last fall in Montreal, was the primal cause of the present activity. Early this spring the Montreal Fruit Exchange came into existence, with the announcement that all lines of fruit would be dealt in, but that California fruit would be a specialty. The new concern had the advantage of being appointed direct agents for some of the leading fruit growers in the Golden State; also a big fruit packing concern in San Francisco, which already had agencies in all the big American cities. The Montreal concern were enabled therefore to lay down fruit with promptitude direct from the orchards. An illustration of the extent of the business being conveyed in the fact that 32 carloads of fruit have been cleared out during the past week, worth over \$60,000. In fact there has been two carloads per day sold on the average, and the prices realized compare favorably with those ruling at the auction sales in the States, being higher if anything. The effect of so large a supply of fruit in Montreal is that it can now be bought for less than half the cost of a few years ago, when it all came through the hands of Chicago or New York firms, and of course they were not doing business for the fun of it.

In the old days also the different fruit firms in Montreal divided the trade up among themselves and plodded along in a quiet way. The enterprise of the new concern, however, has stirred them up likewise, for as any retailer can attend the exchange auction sales and buy from ten boxes up there was a danger of losing a lot of good customers. To meet the emergency the wholesale fruit men have united and formed the Montreal Fruit Auction Company, and

of course with this competition matters have been even more lively than they were. Each member of the latter association turns over all his individual consignments to it and pays a commission of 2 per cent. to cover actual expenses. So far the departure has worked first class, and now there are sales of fruit every day in the week, and they are attracting custom not only from Montreal but from all the surrounding towns, so that it promises to widen out into a really extensive business, constituting one of the features of the port in a commercial sense.

Of course the public will benefit by this, and another thing is that it has led to a marked improvement in the manner of carrying fruit to Montreal. With increased receipts and more traffic the railway companies are giving better transportation. In fact the time occupied in transit from California of the fruit refrigerator cars is exactly ten days, and the arrivals occur with the regularity of passenger trains. Altogether Montreal's fruit trade is in the advance, and Maritime province buyers instead of making their purchases in Boston and New York are directing their attention more and more to the Canadian metropolis.

A NEW CHEESE COMPETITOR.

Some facts gathered from a recent return of the British Board of Trade show that there is a probability of a new competitor in the English cheese market which our shippers will have to consider in addition to the New Zealand shipments. This is Finnish cheese. One of the chief articles of rural industry in Finland in the past has been butter making, but it is stated that a crisis exists in that industry and the farmers are trying to work on something else. The greater part of Finnish butter has for some years been shipped to Great Britain, there being a butter shipping company which maintains direct communication between Hull in England and Honge in Finland. Rural economy in Finland, it is pointed out, has been at all times distinguished by a certain exclusiveness, it being a trait of the Finnish character to concentrate all energies on a particular specialty. For some years this specialty has been the supply of butter for the English market. The Finland government encouraged this exclusiveness by offering prizes for model dairy farm breeds of cattle, etc., and also appointed traveling instructors, the result of it all being that Finland soon obtained the reputation of turning out the best butter in Europe. Thereupon Ireland, France, Germany, and even America sent commissioners to Finland to take a note out of the Finnish book, the consequence of which is that the exportation of butter from Finland has been considerably reduced to the profit of these other countries. This has resulted in an overproduction of butter in the Grand Duchy, and as they have no mixed dairying and the majority of the

peasants are dependent on the profits of their dairy produce a crisis exists. Accordingly the Fins are now discussing the propriety of making less butter and substituting for it the production of cheese. Finland cheese is therefore within reasonable distance of becoming a staple article of British provision, and is likely to be cheap, good, and worthy of attention, for the traits of the people make it a certainty that they will repeat in cheese making the success they exhibit in butter.

THE WORLD'S MONEY SUPPLY.

Acting Director of the Mint Preston has prepared a table of the monetary systems and approximate stocks of money in the aggregate and per capita in the principal countries of the world. This table shows that the aggregate stock of gold is \$3,582,605,000; the aggregate stock of silver is \$4,042,700,000, and the aggregate uncovered paper is \$2,635,873,000. The stock of gold possessed by the principal countries is given as follows: United States, \$604,000,000; Great Britain, \$550,000,000; France, \$800,000,000; Germany, \$600,000,000; Russia, \$250,000,000.

The silver stock of these same countries is given as follows: United States, \$615,000,000; Great Britain, \$100,000,000; France, \$700,000,000; Germany, \$211,000,000; Russia, \$60,000,000.

This stock of silver is divided by Mr. Preston into full tender and limited tender. The United States has \$538,000,000 full tender and \$77,000,000 limited tender; Great Britain, no silver full tender, \$100,000,000 limited tender; France, \$650,000,000 full tender, \$50,000,000 limited tender; Germany, \$103,000,000 full tender and \$108,000,000 limited tender, and Russia \$22,000,000 full tender and \$38,000,000 limited tender. The ratio prevailing in nearly all the principal countries between gold and legal tender silver is 1 to 15½. This is the ratio in France, Belgium, Italy, Spain, Netherlands, Russia, Central and South America. The ratio between gold and limited tender silver is as a rule 1 to 14.38. The respective ratios in the United States are 1 to 15.98 and 1 to 14.95. The various monetary systems as divided among the several countries are as follows:

Gold and Silver—United States, France, Belgium, Italy, Switzerland, Greece, Spain, Netherlands, Turkey and Japan.

Gold—United Kingdom, Germany, Portugal, Austria, Scandanavian Union, Australia, Egypt, Canada and Cuba.

Silver—Russia, Mexico, Central and South America and India.

Of the uncovered money South America has \$600,000,000; Russia, \$500,000,000; the United States, \$412,000,000; Austria, \$260,000,000; Italy, \$113,000,000; Germany, \$107,000,000; France, \$81,000,000, and Great Britain, \$50,000,000.

The per capita circulation of gold is: United States, \$9.01; United Kingdom, \$14.47; France, \$20.52; Germany, \$12.12; Russia, \$2.21.

The per capita of all classes of money is: France, \$40.56; Cuba, \$31.00; Netherlands, \$28.88; Australia, \$26.75; Belgium, \$25.33; United States, \$24.34; United Kingdom, \$13.42, and Russia, \$7.16.

SOUTHERN SUGAR AND RICE CROPS

"As you are vitally interested in securing and disseminating correct information to the commercial and mercantile community, and in view of the fact that statements have gone out to the country advising that the staple sugar and rice crops of Louisiana are this season very large and fully equal to the season just closed," writes a New Orleans correspondent of the N. Y. Journal of Commerce, "we deem it proper to acquaint you with the facts which we have secured by direct observation and correspondence bearing on the crop situation.

"The sugar crop is in fine condition, and the promise of a large yield in both tonnage and saccharine is of the best, every indication now being in evidence that the largest crop ever known will be harvested the coming season.

"The rice crop, however, has developed a situation decidedly adverse to the statements put forward in May as to the yield and probable outcome, and is essentially different from the sugar outlook. The low prices at present prevailing, and which have depressed the rice situation so effectively all the past season, and the large crop just harvested, resulted in a greatly decreased acreage along the Mississippi River, and from the mouth of the river up to the crop limit the decrease in acreage is fully 60 per cent. less than last season, and in addition to this the losses to the rice crops from the 'Resoue' crevasse will be fully 2,500 acres, or, say an output lost by crevasse of fully 30,000 barrels of rough rice. In Southwest Louisiana, in what is called the 'Calcasien' country, and Acadia, the present crop is turning out very disastrously, as in that section they have to depend in large measure on the clouds for irrigation; the smaller section, say about one-quarter, being able to use pumps for irrigation, securing water from the bayous, which this season has not been in sufficient quantity, because of the long-continued drouth, no rain of any consequence having fallen there in two months. This lack of rain has prevented the rice growing, turning the plant yellow, and in many instances it is simply burning up from the intensity of the July sun, the ground being baked hard; hence those crops which depend alone on rains for irrigation will not make a one-quarter crop—in fact, not more than sufficient for seed. Letters from Calcasien to-day speak of abandoned crops to avoid further loss. Hence we have every reason to assume from the present outlook that the rice crop of 1893-94 will undoubtedly fall short fully 750,000 to 900,000 sacks of rough rice, equivalent to 275,000 to 300,000 barrels of clean rice for consumption, as known to the mercantile community. As rice is now selling below cost of production, we look for a radical advance in values the coming months; if this does not ensue, the planting of rice will be abandoned, as many

of the rice planters are on the verge of ruin now from their inability to realize cost of production on last crop, and present values cannot but tend to drive them all from the attempt to again realize their past but disappointing expectation."

MUSTARD.

A favorite function of the French daily papers is that of volunteering advice to their readers as to what they should eat, drink and avoid, says W. D. Bennett in National Grocer. The learned and benevolent man of science who pens the articles addresses his audiences in magisterial style, exactly like a doctor in consultation with his patients, and usually, like the latter worthy, gives them credit for a limited share of knowledge or common sense. The subject of one of these dissertations in a late number of La Patrie is the useful condiment mustard, which recent revelations have shown to be adulterated to an incredible extent in Paris. The meaning of the word "mustard" has not been definitely settled by etymologists, who dispute vigorously over it; but the writer seems to incline to the opinion that it is a word of Celtic origin, implying that which has a strong smell. Having settled this point, he proceeds to trace the history of mustard, beginning with the days of the Greeks, who used it in powder as we do pepper, and thence on to the time of the Romans, who used it first in the same way but afterwards improved it, as they thought, by mixing it with water. In the fourth century he declares that mustard was often mixed with honey and oil. The middle ages found it in a proud position as regards popularity, and it is said that at the fete given by Eudes IV. of Burgundy to Philip of Valois, at Rouvres, in 1336, no less than 300 pounds of the attractive seed was consumed. The upshot of the advice which the French physician gives after this long historical survey amounts to little more than a warning to sanguine and nervous people not to eat too much of so exciting a condiment, even in hot weather, when it is supposed to be most appreciated by epicures. Since the introduction of mustard in the British Isles by the Romans it has become an indispensable article in every household, the yearly consumption amounting to millions of pounds. Pure mustard does not burn like red or cayenne pepper. Only recently pure mustard has been manufactured in the United States, and those who have used it prefer it to the imported article, which is not pure, having to pay a duty of 14 cents per pound.

The following directions for mixing mustard may be found useful:—The water used should be previously boiled, and should have become nearly cold. Hot water destroys the essential qualities of the mustard, while a mixture with cold water is liable to ferment; vinegar should not be used. It is best to make one day's supply at a time, and it is

a false economy to keep over what is left—the fresher the mustard the better. In mixing, the mustard should be stirred until every lump has disappeared, and the mass resembles thick cream.

WHAT MAKES SUCCESSFUL MEN.

The most successful merchants and manufacturers to-day are those who served a conscientious apprenticeship in their chosen business. The successful man of to-day was not the shirk of twenty-five years ago. He was the young man who made himself useful and invaluable, who filled his place so well that a week's absence made such a vacancy that he was missed from his post. The successful man of to-day was not the young man who tried to kill time, who tried to earn his salary by the least exertion, and who did not have the interest of his employer at heart.

There are hundreds of practical illustrations of the above assertions. We might mention one of the most successful paper manufacturers in New England, who died some years ago one of the wealthiest men of Fitchburg, who worked while a lad for two brothers who had formed a partnership in the paper manufacturing business at Franklin, N.H. He was a quiet, industrious, conscientious lad, who had been well brought up. He did not share in the levity and nonsense of the other boys about the mill. He attended church regularly on the Sabbath and behaved himself every day in the week. When the other boys would gully him about his church-going habits, and even steal his shoes and hide them, he would go on just the same, barefooted. He turned neither to the right nor the left from his path of duty. What was the result?

After he had been in this employ for several years, one of the brothers came to him and said: "Young man, my brother and I do not get along well together, and we have decided to dissolve partnership, and I should like to buy out my brother's interest and sell it to you, making any reasonable terms for payment, and you and I will build up a large business." The young man said he felt complimented at this manifestation of confidence and would take the matter into consideration.

The very next day he was called aside by the other brother, and was told that existing relations between the two brothers were not exactly what they should be, and that he had formed the idea of either buying out the entire plant or starting elsewhere, and would like to have the young man join him in the enterprise, the member of the firm agreeing to furnish the capital, and make easy terms of payment. The young man was somewhat bewildered by the two offers, and, feeling that it might result in some embarrassment to him to accept either of them, he gave reasonable notice and left the employ of the firm at Franklin, going to Fitchburg,

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where he soon worked his way up as a manager and owner of paper mills, and finally as one of the most successful paper manufacturers in New England.

Such instances are not rare, and should serve as examples to the rising generation so to inspire them to work for the best interests of their employers, feeling sure that if their present employers do not fully appreciate their services, they are attracting the attention of other manufacturers, and, at the same time, educating themselves for higher positions in other concerns. The young man who fools away his time, who fritters away his opportunities, is cheating himself. This is a crime, equally as well as that of cheating his neighbor. Real worth never fails of appreciation.—American Cultivator.

INCREASED USE OF SOUP.

In the primitive condition of existence man found his nourishment in such food as nature had provided for him and which he obtained from the nearest field, forest or stream, remarks Chicago Grocer. He is largely vegetarian or carnivorous according as the supply of food within his reach consists of either or both. The more civilized races have reached the condition where both a choice and abounding variety of foods are presented to meet their desires. Food products, animal and vegetable, are brought from every clime and country to meet the demand for variety. In the consumption of meats the greatest diversity of taste exists as to the manner of their use. In almost all countries of the old world, for economic reasons, by far the most prevalent form of meat consumption is the soup or the stew. Even the much vaunted "roast beef of old England" is indulged in by the masses on festive occasions only, whereas "broth and meat" is the every day food.

The writer has a vivid recollection of the fact that in his boyhood in Scotland, when sometimes he fancied he would have "passed" on soup and proceeded to the meat course, the rule rigidly enforced was "Sup your broth, then you can have some meat." There was an inflexible unwritten law in force: "No soup, no meat." In fact the supply of meat was limited and had to be expanded by conversion into broth. The average Scotchman is rarely the product of soup, oat meal porridge and milk, bread and some milk, just enough meat so he can swear he is no vegetarian.

On the continent of Europe, however, is where soup is the veritable "staff of life," and to concoct a new and palatable soup places the inventor in the company of the "immortals," with a patent of nobility and wealth at his disposal. The great masses of people have to reserve their meat consumption for the red-letter days, when they revel in the luxury of real meat soup and toothsome fricasses, made from the meat that previously had done service in the soup pot, the

flavor lost in the process being replaced by adding a little garlic and other herbs. For everyday food, soups made without meat are in order, and give flavor to the black or white bread and other vegetables that are available. These people are healthy, and, moreover, happy withal. In America, owing to the great abundance of animal food, we find the most reckless extravagance in the consumption of meat. The extravagance is not so much that of wastefulness of material, although it would not be difficult to convict the average American of wanton and needless waste in this regard. Putting that aside, however, as outside the scope of this article, we have still left to battle the reckless waste of health, the irritated nerves, impaired liver, weakened kidneys, resulting from the effort made to keep up the everlasting consumption of boiled meat and roasted meat which the conscientious American citizen regards as a duty and as a sort of mark of his nobility. In fact he would feel unhappy if it were even whispered that he could not afford to eat and waste every week animal food sufficient to feed a company of Kaiser Wilhelm's body-guard for a month.

The consumption of soup in this country is increasing, but with the masses it has not become popular. The reasons are easily enough seen, some of them having already been foreshadowed. Among other reasons are, perhaps, the care, labor and time involved in the making of a really good soup, which in the bustle and excitement of American life it is hard to spare for this purpose. Our domestic life is somewhat crowded and is made burdensome because of the demand for labor in other fields than domestic work. The wastefulness of the broiler and the oven is extenuated perhaps by the economy of work, but this does not overcome the wear on the vital organs caused by overtaxing their powers to eliminate an excess of elements that are not assimilated, thus poisoning the nerves and the brain. The canning of soups meets this need of our people. In a soup the best elements of animal food may be obtained, both nitrogenous and carbonaceous, besides this all the valuable mineral salts are retained in their natural state. When in excess a portion of the fatty matter is withdrawn. No small amount of skill is needed in seasoning to render the article palatable and more than "appetizing." A can of soup sufficient for several people may now be obtained at a price only a trifle in excess of what it would cost to make it in the kitchen, where it is rarely that all the ingredients necessary can be found, and as the can is sealed its contents are good for years if not wanted for immediate use. Our experience is that when a supply of such articles is to be found in the domestic larder, or is easily procurable by going to the nearest grocery store, they are wanted for immediate use and wanted very often. Decidedly let us eat less of the broiled beefsteak and the roast of beef, use our meats more in the di-

luted form as in soups and we will realize quite a gain in health and spirits, besides a substantial saving in domestic expenses.

RICE RECEIPTS, 1892-'93.

The New Orleans Times-Democrat publishes a table giving the receipts of rice at New Orleans for the crop year 1892-93 showing a total of 1,972,946 sacks rough rice and 6,490 barrels clean rice, or reduced to clean in proportion of three barrels rough to one barrel clean, 664,139 barrels clean.

The increase of rice receipts in New Orleans in past sixteen years is shown as follows: 1877-78—233,707 sacks rough rice, 16,682 barrels clean rice; 1878-79—279,611 sacks rough rice, 21,045 barrels clean rice; 1879-80—182,999 sacks rough rice, 11,152 barrels clean rice; 1880-81—445,397 sacks rough rice, 29,812 barrels clean rice; 1881-82—435,692 sacks rough rice, 39,390 barrels clean rice; 1882-83—392,750 sacks rough rice, 37,736 barrels clean rice; 1883-84—459,559 sacks rough rice, 41,055 barrels clean rice; 1884-85—333,693 sacks rough rice, 32,333 barrels clean rice; 1885-86—899,212 sacks rough rice, 57,983 barrels clean rice; 1886-87—838,476 sacks rough rice, 48,566 barrels clean rice; 1887-88—626,811 sacks rough rice, 23,263 barrels clean rice; 1888-89—737,075 sacks rough rice, 29,227 barrels clean rice; 1889-90—777,742 sacks rough rice, 7,441 barrels clean rice; 1890-91—892,374 sacks rough rice, 4,115 barrels clean rice; 1891-92—1,052,331 sacks rough rice, 5,640 barrels clean rice; 1892-93—1,972,946 sacks rough rice, 6,490 barrels clean rice.

"AD." MIXTURE.

Keen "ads." cut prejudice and purse-strings.

Dull ads., like dull salesmen, are wet blankets to business.

If your logic leaks your ads. won't "draw."

The seeds of success often lie in some happy catch phrase connected with an ad.

A magnetic ad. will cling about the reader's mind like the closing counsel of a dead uncle.

The recoil of ads. loaded with lame logic often breaks the backbone of business.

A verbal "wobble" to a "business bait" will often catch the eye and interest of a very cautious "fish."

It takes two to make a bargain, but one persuasive ad. well circulated will often make a market.

An appetizing ad. leaves a taste in the reader's mouth which often ripens into a hunger for the thing advertised.

A peculiar verbal twist in an ad. often helps it to draw the cork of pent-up prejudice.

A business boom, loaded with convincing logic and shot through the columns of a mighty medium, will knock piggish prejudice higher than Gilroy's kite.—Jed Scarboro in "Business."

CHATS WITH BUSINESS MEN.

Mr. P. L. Mason returned last Friday from a fishing trip up near North Bay. Saturday morning I ran against him in Davidson & Hay's. He had no fish stories to tell beyond that his party had brought away, to the ounce, as many goodly speckled trout as the law allowed; but he had a thrilling story to tell of the narrow escape of one of his companions. I'll give it as far as I can remember, in his own words. "One day George Mitchell, one of the fellows in our party, went out on the top of a big bald rock on the bank of the river. In shape it was something like this," explained Mr. Mason as he held out his left hand, bending his wrist downward to show the curve of the rock. "Well, Mitchell had just got on the top of it, intending to stand behind an old stump, when out from under him went his feet, and down the rock he flew with frightful velocity. Fortunately in going over the edge of the rock he managed to throw himself to one side and instead of falling into the exit of a seething chute he fell on his side on a dead tree. The tree was smashed to pieces, and it is a wonder that something did not penetrate Mitchell's side. Beyond a few bruises and a general shaking up he was none the worse however for his fall. The distance he fell was something like twenty-five feet. An old man we had with us was fishing near where Mitchell fell. Turning round to him he said, with a look of surprise, 'Well, where in the mischief did you come from?' 'Well, I didn't come of my own free will,' replied Mitchell. 'Well, I didn't suppose you were fool enough to, anyhow,'" answered the old man.

"Well, I can't say that there is much news," said a traveler to me Saturday. "But hold on! I did hear by-the-bye that a traveler of one house on the street had a laughable experience the other day. It seems that he was asked to take part in a ladies' aid social in a town where he happened to be one day. That evening, in his hurry to get through business in time for the social he undertook to cross a stream on a plank. He wasn't a Calverly, for when he got to the centre of the stream he lost his balance and over he went sprawling into the creek. He was, of course, wet through to the skin. Instead of gracing the social that night he went to the hotel and to bed, while his clothes were hung up in the kitchen to dry."

"Yes, our old friend Bob Gowanlock, of Perkins, Ince & Co.'s will be off for Chicago and the World's Fair in a few days," said one of his confreres of the Grip to me the other day. "And he'll have a good time. He always does. But you might tell the boys that they need not fear about getting their annual supply of fish as the result of his prowess, for he's going fishing later in the season. He wouldn't forego his fishing for

even a World's Fair, and then you know he has so many friends who like to think about him while discussing a plate of his speckled trout."

"Friend James Vair of Barrie is doing an extensive business in jobbing fruit this year," remarked one of Sloan & Crowthers' travelers to me Saturday. "He has handled fruit for some time, but this year he is going into it much more extensively than ever before. The merchants of such northern towns as Orillia and those doing business on the Muskoka lakes seem to be getting most of their supplies from him. Some days he gets two or three carloads of stuff in. He's a hustler I can tell you."

BYSTANDER.

TRAVELERS IN THE MOONLIGHT.

The gods favor the city travelers. At least they have lately. A few months ago the new quarters of the association was opened with an At Home, and it was a success. Next they held an excursion to Niagara Falls, and a more delightful day or time could scarcely have been had. On Monday night they held a moonlight excursion on the steamer Chippewa, and there was the same result.

Old Props had early in the day issued threatenings of unpropitious weather. But he was either miscalculating or lying, for a more delightful night for a moonlight excursion could scarcely have been imagined. Luna was just old enough to be appreciated, and not a cloud flitted across the sky to veil her face or the thousands twinkling stars that winked at each other as if to say: "Looks as if the travelers are having a pretty good time down there." And they were, thanks to the committee as well as to the weather.

The main deck was given up to the dancers, and, in order that there might be an equitable distribution of music, Glionna's band of 30 pieces was divided into two parts, each playing simultaneously. In the ladies' cabin a vocal and instrumental concert was given, presided over by R. M. Corrie. Selections were given by the Harmony quartet—Dinnock, Gorrie, Adamson, Verral; the Harmonic Quartet—Theaker, J. Simms, A. Toms, J. F. Howitt; saxophone solos by J. H. King, comic songs by E. B. Piggot, piano solos by E. J. Hogben and G. F. Beard, vocal solos by Gorrie, Dinnock and others. W. T. Harrison was accompanist. The card players and smokers took possession of the spacious smoking room, and a harp and a violin player were detailed to entertain them. For those who preferred to stroll about the boat, in addition to the strains of dance music they could catch, was provided a banjo and guitar club, whose weird music in the fore part of the boat attracted a good deal of attention.

There were about one thousand persons on board, and that without any advertise-

ments being placed in the daily papers. What it would have been had the usual advertising methods been resorted to is obvious. But the promoters wanted a select party, and they got it.

It was almost nine o'clock when the Chippewa steamed slowly through the western gap out into the lake, where for nearly three hours she sailed now in one direction and then in another, or described big circles, like some lazy monster of the deep that had nothing to do but bask in the moonlight and enjoy itself. And those on board did enjoy themselves, and that right royally. Even yet they are singing praises.

The City Travelers' Association is to be congratulated upon not only the success that attended the excursion, but upon the fact that one of the most enjoyable and best moonlight excursions that ever went out of Toronto harbor was that under its auspices on Monday night.

These composed the committee: J. Owens, chairman; W. F. Daniels, secretary; A. M. Piper, treasurer; W. Bremner, R. Maxwell, Ben Dack, S. H. Moore, W. Soper, F. Gallow, J. A. Dickson, J. A. McGuane, W. H. Steele, S. G. Martin, J. Mortimer, R. M. Corrie, R. C. Morrison, L. J. Barwick, J. F. Smythe, C. F. B. Spencer, Charles Dinnock.

A DEFENDER OF DINNY'S.

DEAR GROCER,—Kindly permit me to offer a few remarks regarding "Dinny Callahan's" letter to his friend Moike, in your journal of Aug. 11th; also on the reply from one Stephen Hustwitt, in your issue of August 18th. Mr. Hustwitt, I notice, undertakes to put you, as editor, right, as to what you will publish. Now sir, to say the least, he errs in so doing, that is to my mind. Of course "doctors differ." I am a constant reader of your journal, THE CANADIAN GROCER, and consider "Dinny Callahan's" letter one of the funniest I have read in many a day. From a town point of view I would have no hesitation in saying that it is most free from anything of the character which he imputes to it. Mr. Hustwitt's letter reads to me like coming from a man of narrow views, and who is currying favor from a certain class of the community. If Dr. Fowler, the phrenologist, were on the scene, or could send one of his scholars in phrenology, I feel certain that neither could find a bump in Mr. "Dinny Callahan's" assailant's head that could be called "broadview" or "generous," and if so, I have mistaken my man, which is not easy to do after reading his letter. When men are troubled with that dread disease, dyspepsia, my advice is to take medicine, and not give it by abusing "Dinny Callahan" and his letter. In conclusion, I for one will await Dinny's next funny epistle, or better, should he leave Toronto for Ireland before this meets his eye, I would advise Mr. Editor, that you cable him for his experience on the fish pond, not forgetting to give us a few lines about Dublin and the new Irish parliament that is to be.

COUNTRY GROCER.

Barrie, Aug 22, 1893.

WANT 'EM ?

Don't you want to see our full range of Japan Samples? Our travelers have them, but if you can't wait, let us know; we will look after you. **We know** that our values in Japans cannot possibly be beaten. **You know** what to do under the circumstances. —Buy a line.

We keep everything in the Grocery line.

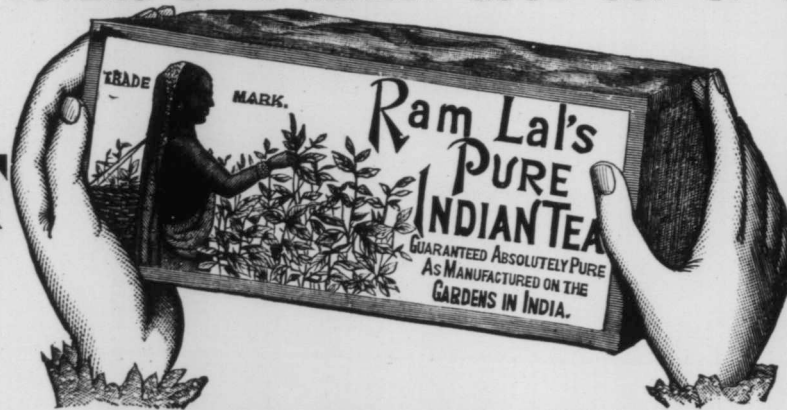
See our cheap spices, (Pure Goods).

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

ALL LOVERS OF A REALLY GOOD CUP OF TEA

Have

CAUGHT



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To

RAM LAI'S.

Wholesale Agents, JAMES TURNER & CO., Hamilton.

Received THIS WEEK

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

Glose prices to the Trade.

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



ESTABLISHED 6 YEARS.

The “Monsoon” Brands

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

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

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

STEEL, HAYTER & CO., Growers,

11 and 13 Front St., Toronto.

TO CURE CUTTING.

There is, perhaps, no question that is more perplexing to the retail trade to-day than that of how to prevent one man from underselling another, seeking thereby to ruin his neighbour's trade. A competitive war of this description is one of the sharpest gradients down which the trader can travel, and he who gets full swing upon it generally finds destruction at the bottom. The evil of the system has called some retail trade associations into existence, whilst the effort to stop it, has been the ruin of others. And yet the pernicious practice seems, like the stream, "to go on for ever," though men may come and men may go. Among the most recent attempts at a cure are the steps which are being taken by some of the principal manufacturers of proprietary articles. Lever Bros. have for many months past—we had almost written years—been adopting the most drastic measures to cure it, but not many weeks ago. Blondeau et Cie went the greatest length we have yet noticed, for they proceeded successfully and got an injunction to restrain a trader from selling their goods retailed at less than the prices which they as manufacturers had fixed. This strong, yet justifiable action, has come before the Brighton Grocers' Association, and that body has not merely approved of it, but has urged it as a subject worthy of discussion in the "Trade Parliament," which meets at Portsmouth next month, where we should think it will elicit an interesting interchange of views from the eight or ten score of delegates who are expected to be present. Certainly no more urgent trade question can come before them than this, for it presses very hard upon retailers, especially the smaller ones. It is perhaps the most hopeful sign for the partial, if not total cure, of the evil that the manufacturers are thus taking the matter up themselves. It will not do for them to say, "This cutting is no concern of ours. We sell the goods to the retailer and he is at liberty to sell them at what prices he likes to the public." If the goods are sold at cost, sometimes even under, and very generally at a ruinously small profitable margin, it both diminishes the value of the article in the eyes of the consumer and makes the trade with such a cutter very risky. If the manufacturer advertises his article as a sixpenny one and the retailer sells it at 4½d., and sometimes even at 3½d., the public draw their own deductions as to its intrinsic value, whilst the man thus selling at cost, or under, often is unable to pay his way, and inflicts a loss on those who have stocked his shop. At the same time a great injustice has been done to the honest neighbor, who, whilst trying to sell his goods at a fair living profit, sees his trade drawn away from him by the cutter, who temporarily concludes his career with a 1s. in the £ composition. On all grounds, therefore, the entrance of the manufacturers into the area of

this struggle against unfair trading is a matter for satisfaction, and we trust that ere long many more will join the crusade. But there is at present one unsatisfactory feature of this matter so far as, at any rate, one firm of manufacturers is concerned. We refer to the well-known firm of cocoa manufacturers, Cadbury Bros. We understand—we write subject to correction—that this firm differentiate between the legitimate retailer and the co-operative store, by allowing the latter to give a dividend to their customers when their goods have been sold at their lowest net prices. We are informed they defend their action in so doing by stating that the dividend which these societies declare is a profit on trading. But surely Messrs. Cadbury, whose customers include a large number of retailers, do not intend to prejudice them by giving the co-operative stores an opportunity thus to cut under their prices. It is bad enough to find the Government backing co-operative stores without manufacturers helping them thus to compete against the retailer. It is to be hoped that they will look at this question from the retailer's standpoint, and then we believe they will see the unfairness of such a concession. We hope to hear very soon that they have resolved to deal equitably with all their customers in this matter. The whole question is one which we believe will best be settled by co-operation between the manufacturer and retailer so far as proprietary articles are concerned, and it is a very promising sign of the times that already this is taking place. No obstacle should be offered to an extension of this mutual feeling, for in many ways the interests of these two parties are parallel, and a healthier tone will be given to our trading if a stop can be put to ruinous and useless competition. There is a competition which is the very life of trade, and gives a stimulus to energy and enterprise which nothing else will furnish, but to sell articles at less than a living profit—"that way madness lies."—Grocers' Chronicle.

TEA IN OLDEN TIMES.

In 1719 Bohea tea was worth 24s. per pound in Philadelphia, but in 1757 it had fallen to 7s. When tea was first introduced into Salem, Mass., it was boiled in an iron kettle, and after the liquor was strained off, it was drunk without milk or sugar, while the leaves of the herb were placed in a dish, buttered and salted, and eaten. Small wonder that those partaking should have seen black cats, or witches, or anything else.

In 1740, or thereabouts, each woman in Boston carried her own tiny teapot when she made one of those much deprecated tea-drinking visits, and often her own tea cup, also, else she might have to drink from a pewter cup. And she frequently brought her own precious thimbleful of tea, especially if she had a fancy in the variety she used—American Grocer.

"PRETTY NEARLY CASH."

"Do you stick to the cash system?" said the Scribe to a thrifty New England grocer, who replied, "pretty nearly cash. I found that when I had been receiving the patronage of people for years whom I knew to be thoroughly reliable and good, I could not say no, when they came to my store and asked for goods and said they had no money with them, but would pay the next day or the next time they came along. And then there were others who for one good reason or another were not prepared to pay cash on delivery and to whom I felt indebted for past favors, who receive short credit. Why! if I refuse them, they get mortally offended and give their trade to some one of my competitors, and I can't afford that."

"But," replied the Scribe, "there are grocers here and in Brooklyn, who refuse such customers, and must do so if they desire to succeed in doing a strictly cash trade."

"Yes," said the New Englander, "I know that, but doing a thing in a big city like New York or Boston—I mean Boston or New York—is very different from doing the same thing in a small town. The city grocer does not care if he does lose a customer, for he has a great population behind him, but in my place, an offended customer cannot be so easily replaced. The individual patron in a little town has a much higher value to the grocer than is the case in a big city."

"Pretty nearly cash," is the vestibule of a full fledged credit store. If a customer is perfectly safe to credit for one day, is he not just as safe for a week or a month? If this is so, why not abandon the idea of doing an ironclad cash business, subject to exceptions, and do a credit business in a correct way? The trouble is not with the system so much as with the man. Many lack the moral courage to say no, to the unworthy applicant, because they feel under obligation for patronage and because he is an old acquaintance, a neighbor, who goes to the same church, whose children play with his children, or whose wife goes shopping or gossips with his wife.

It is a false notion entertained by many, that there is an obligation resting upon the merchant because of patronage bestowed. The keeper of a store places every member of the community under obligations to him. He provides accommodation and renders a service which the community must have, or else be placed at great inconvenience and expense. He gives as much to his patrons as they render him. The service is mutual and imposes no obligation, and yet thousands are driven from a cash to a credit business through entertaining a sense of obligation for patronage given. An ideal cash trade is seldom attained. It is done and can be done. It has been successfully tried in city, town and farming district. And so has the credit business, and where the latter fails it is because the man lacks the ability to supervise credits and fails in keeping accounts.—American Grocer.

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Just Arrived



New Morning Congous
New Medium Japan Teas
Morton's Fresh Herrings

DAVIDSON & HAY,

36 Yonge Street, TORONTO

TO OUR Business

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

Drop us a card if you have not got yours.

Friends

THE

SNOW DRIFT CO.
BRANTFORD.

WINDOW-DRESSING MADE EASY.

ANYONE CAN DO IT?

\$2.25 for \$1.75 Post-Paid, Entire Outfit. Book of 288 pages, 150 illustrations showing how to do the work. Sells at \$1.75, including Hammer.

"New Ideas." 40 pages, especially interesting to grocers. Sells at 50 cents, and free sample of new cleaner.

HARRY HARMAN,

The Window Dresser, Decorator and Supplier, Room 1204, Woman's Temple, Chicago.

LAWSON BROS. Manufacturers

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

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

Has no equal in the market.

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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.

Condensed Mince Meat.

Delicious Mince Pies every day in the year.

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

Sells at all seasons.

Will not ferment in warm weather.



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

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

Cadbury's Cocoa Essence

—AND—

Cadbury's Mexican Chocolate

THE FINEST IN THE LAND.

KEPT BY ALL WHOLESALERS.



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

Mrs. W. Smith, groceries and crockery, Acton, has decided to retire from business.

The grasshoppers have done considerable damage to crops, especially oats, in the vicinity of Deseronto as elsewhere in the bay district.

Several farmers in Prince Edward have lost all their bees as a result of the drouth, which has burned up vegetables. One bee man lost sixty hives.

The Rathbun Co. have chartered the steamer Antelope to run between Gananoque and Brockville, calling at Rockport. She makes three trips a week.

The cheese factories in Hastings county have contracted for the balance of the season at 10c. to 10½c. The make will run about 10 per cent. below that of last year owing to the drought and the horn fly.

The Sandwich Council will offer the Canada Brush Company free water and taxes for ten years if they decide to locate in the town on condition that half the men employed shall reside in Sandwich.

The rust has attacked the spring wheat and oats in some sections about Perth. Apples will be a poor crop, owing to the worm on trees not sprayed in the spring. Potatoes promise to be a fair crop and of good quality.

The quantity of rice now afloat from the East to the United Kingdom is 184,000 tons in 1892; and the exports from Burmah this year have been 645,000 tons, in opposition to 669,000 tons last year, and 709,000 tons in the seven months of 1891.

The Canadian Pacific Railway announces still another cut between Pacific coast points and the east. To Toronto from Westminster the fare is now only \$34.30, to Montreal \$41.65, and to all other eastern points in the same proportion.—Free Press, Winnipeg.

Sunday night the general store of W. H. Crooker, Waterdown, was broken into and several razors and knives and a quantity of ready-made clothing were stolen. The thieves cut out the sash of a window and entered the store that way.

Business men of Oshawa have suffered many small losses of wares and money from their stores for some time past, and the miscreants were at last discovered in the persons of two youths, Frank Mitchell and

Aaron Cameron, whose ages would not be greater than 10 or 12 years. They were found upon examination by Magistrate Grierson to be intractable, and were sentenced to two years in the Penetanguishene reformatory.

Ohio's new cigarette law went into active operation August 1. From that time on it will cost retailers \$100 and wholesalers \$300 a year if they wish to handle the tabooed article.

Imports of canned beef into Great Britain during the seven months ending July 31st, show a total of 145,976 cases from Australia in 1893, against 123,788 cases in 1892, and 110,851 in 1891. The quantity received from the United States was 326,282 cases in 1893, against 429,987 cases in 1892, and 509,328 cases in 1891.

The controller of Inland Revenue states that the request of the Dominion Hop Growers' Association, that the hop boxes, 36 inches long 18 inches wide and 30 inches deep, as they contain 70 gallons, be legalized as measures, has been complied with. It is probable that an order-in-council will be passed so that the legal measures may be in use for the hop picking of the present season.

The Windsor Patent Brush Co. (Ltd.) has secured temporary quarters in the old furniture factory, Sandwich, and are now making brushes, brooms and whisks. The building secured is fitted up with 35 h. p. boiler and engine, and wood working machinery necessary to the business. There will be very little delay in filling present orders, and no delay in filling any orders the firm may be favored with.

The sales of Armour & Co., Chicago and Kansas City, for the fiscal year ending April 1, 1893, were \$210,000,000, that is over \$300,000 for every working day in the year. The firm killed 1,750,000 hogs, 1,080,000 cattle, 625,000 sheep. It employs 11,000 persons and pays them \$5,000,000 wages. It has an equipment of 4,000 cars, 700 horses. And the brains and push of this gigantic enterprise lie with one man.—American Grocer.

The post office department has notified postmasters that any envelope coming under their observation indicating that it is from a bad debt collecting agency or a "collecting and detective agency," must be sent to the dead letter office if addressed to any person in the United States, as under a recent act of congress postal matter of this kind is not allowed to go through the mails on the ground that it may be defamatory to the person to whom addressed.

A Montreal despatch says that there is something brewing in the Canadian Pacific syndicate. There have been consultations and whisperings about a new entrance into the States, and the talk on the streets has reference to the Boston and Maine Railway. Ever since the McIntyre syndicate, which

means the principal shareholders of the Canadian Pacific Railway, acquired control of the Grand Trunk, it has been rumored that they would try to extend their powers in the United States.

The machinery is being placed in J. Y. Griffin's pork factory, and the establishment will be in running order by the 1st of next month. A large number of shipments of hogs throughout the country are awaiting the opening of the factory.—Free Press, Winnipeg.

The San Francisco Commercial News says: "The California hop outlook has not changed essentially, and there will probably be a good yield, although the weight as before intimated may be light. In the north the prospect is mixed and hard to decipher owing to the conflicting nature of reports. The spot market is strong but inactive under scarcity, while trading on future account is hampered by the enhanced rates demanded by growers. But 691 lbs. were shipped during the week."

The Manitoba Government has just issued its official bulletin regarding the crops. The estimated yield per acre in wheat is a trifle over 22 bushels, oats at 40, barley 31, flax 16. The eastern portion of the province appears to be the most favored district, wheat there averaging nearly 25 bushels to the acre. The sample in all sections is reported excellent. The probable yields are: Wheat, 22,000,000 bushels; oats, nearly 16,000,000 bushels; barley, about 4,000,000 bushels, and flax, 150,000 bushels. Harvesting is now in full swing, but harvest hands continue to be very scarce.

An agitation in favor of early closing has been started in Vancouver, B. C. "Since being in the city," writes a correspondent of News-Advertiser, "I have often wondered how it is that there is no early closing day here and no association of wholesale and retail traders, especially the latter. Would it not be possible for such an association to be formed and to have one day a week when all the stores would agree to close say at 2 o'clock, and so enable all the assistants as well as the proprietors themselves to get half a day's leisure for any form of relaxation from the cares and anxieties of business that each one thought most suitable."

The new match factory of the British Columbia Match Co., on Lulu Island, New Westminster, has now made a modest beginning under the management of Mr. R. C. Lowery, and the establishment promises well. The initial capacity of the factory is 4,000,000 matches daily, and several hundred thousand are now being turned out daily towards meeting a demand, which in this Province alone is estimated at 2,000,000 a day. The wood used is British Columbia spruce, which burns as well as the cedar used in the California factories, and the labor mostly Chinese. Some fifteen hands are at present employed, but the number will probably soon be increased.—B. C. Commerce.

A Big Deal in Sultanas

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

5cts.

SEND FOR SAMPLE.

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FOOD FOR BABIES



STERILIZED.

Pronounced by Physicians to be

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We Offer to the Trade :

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

GREENBANK Caustic Soda, in barrels, 98 %.

GREENBANK Chloride of Lime, in metallic tins of ¼, ½ and 1 lb.

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IMPORTANT

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Millers and Manufacturers of

CHOICE BREAKFAST CEREALS, FLOUR AND MEAL
TORONTO, August, 1893.

Please note the reduction in price of our Desiccated Rolled Wheat in 3-lb. packages.

Price is now \$2.00 per doz.

(1 doz. 3-lb. packages per case.)

The finest breakfast cereal food in the world. This is a line that will pay you to handle and gives you a good margin of profit.

P. S.—On 5-case lots we will allow freight.

Handsome show-card and advertising matter enclosed with goods.

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.. CHOICE BULK GOODS ..

ROLLED OATS, ROLLED WHEAT, WHEATLETS, POT AND PEARL BARLEY, SPLIT PEAS, GRAHAM FLOUR, BUCKWHEAT FLOUR, GOLD CORN MEAL, GRANULATED WHEAT, Etc.

A Responsible Man

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To represent

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ALL ABOUT CANNED SALMON.

The News-Advertiser of Vancouver says that the Columbia River salmon pack is all put up now. It consists of 375,700 cases, or 90,000 fewer than those of last year. The pack was this year more than fully sold in advance.

The lobster fishing season in Cape Breton has, according to the Halifax Critic, been one of the most successful experienced by fishermen and packers for several years, and had it not been that operations were retarded by the great scarcity of bait the season just closed would probably have been one of the most profitable since the beginning of the lobster canning industry in the island.

By the steamer Islander from the North, information comes about the salmon fishing, which shows that the catch for 1893 will be considerably below that of last year. All canneries on the Skeena, except the Royal Canadian, have stopped fishing for the season, and the Royal Canadian people expect to haul in their nets in a week. The number of cases filled by the Skeena River companies is given approximately as follows: British American, 7,000; Windsor, 6,000; Inverness, 7,000; Standard, 7,500; North Pacific, 7,500; Royal Canadian, 10,000; a total of about 60,000, against 98,000 cases in 1892. The Alert Bay cannery put up about 2,000 cases; Prices, of Gardner's Inlet, 4,500, and Drainey, near Rivers Inlet, 2,500 cases. The Rivers Inlet fish have been running well, and each of the two companies will have from 8,000 to 10,000 cases. On the Naas the run was small. The McLennan cannery filled about 3,000 cases and the other company about 2,500 cases.—News, Vancouver, Aug. 11.

The New Westminster correspondent of the News, Vancouver, under date of Aug. 11, says: Mr. John McNab, Provincial Inspector of Fisheries, estimates that the pack of salmon for the Fraser River to date exceeds

250,000 cases, and that the exports of canned salmon alone from this river will be greater than that of any former year. The River catch yesterday averaged over 300 fish to the boat, and the run is rather on the increase than otherwise. Mr. McNab and Mr. Rithet's opinions, both based on observation, agree in stating that neither the number of nets nor the dumping of offal in the mouth of the river has anything to do with the breaks in the run, and that during the slack days in the Fraser millions upon millions of salmon were playing off Beechy Bay and along the shores of Vancouver Island, and that they would come into the river was a matter of certainty, as no other river to the north was within 300 miles, and nothing short of barricade or death would keep the salmon out of its native beds when ready to spawn.

From the Pacific Coast it is advised that there is no chance of the pack of Columbia River salmon this season exceeding 275,000 cases, and that the chances are very much against more than 250,000 cases being put up. The highest estimate is 50,000 cases below the record of work in the year 1879, and would appear significant in view of the fact that the amount of old stock carried over this season is below the average. In British Columbia there is a pronounced shortage that, in the ordinary course of events must exert some influence in the European markets sooner or later. What the Alaska canners have done thus far this season remains to be seen, but the fragmentary accounts received up to date indicate that there will be little if any excess over last season's pack. From the standpoint of possible supply, the statistical position is strong and just the reverse of encouraging to buyers who may look for lower prices in the immediate future.—N. Y. Journal of Commerce, Aug. 18.

THE GERMAN BEET ROOT CROP.

The Berlin correspondent of the Louisiana Planter writes that abnormal weather conditions and the insects have played havoc in the beet fields, and as we found on the occasion in a short trip into the beet-growing sections, the gaps are too numerous and too large in some places, and at this stage of vegetation can't be filled any more. But there are also places where the beet fields show a full stand, but they are backward almost everywhere, and the weight of the root is, as compared with last year's, sensibly lighter. Another serious disadvantage is that the development of the leaves is not as luxuriant as it should be, which goes to reflect unfavorably on the quality of the beet. It is not impossible that the latter two circumstances may be remedied by good weather in a marked degree, but it is generally believed that they cannot be discarded altogether. The prospects have no doubt improved, but they are not good, and if the highest crop estimates of the factories do not

exceed an average yield the lowest are so far very discouraging. There have been the same complaints hitherto, and now as rain has set in the same hopes are fostered in the beet-growing countries of Europe, except in Russia, where the reverse change has taken place, viz., from wet, which has become a little injurious, to dry, the latter being at present the desirable kind of weather for that country.

TANNIN AND THEINE IN TEA.

The London Lancet reports in its issue of July 1, the results of an investigation of China and Indian teas, based on the constituents of tea as it is ordinarily made and presented to the drinker.

The results to which these experiments have led may thus be generalized:

1. There is an important difference in the amount of tannin but not of theine in these China and Indian teas. The China teas contain from 5 to 6 per cent. of tannin and the Indian teas an average of 10 per cent. In both the theine amounts to practically the same—averaging 3.4 per cent.

2. Distilled or softened water, or water to which carbonate of soda has been added, dissolves the tannin more rapidly, but effects no increase in the amount of theine dissolved; the practice of adding carbonate of soda to the water, therefore, is not to be recommended. Moderately hard water used the moment it reaches boiling point effects just as rapid a solution of the valuable principle theine as distilled water, whilst the objectionable tannin is not so rapidly dissolved.

3. China teas may safely be left to infuse for a longer period of time than the Indian teas; for the former even fifteen minutes may be allowed without fear of dissolving an excess of tannin, but for the latter not longer than five, or at the most seven minutes is advisable.

4. Tannin, of course, imparts astringency to tea; but this constituent is not wholly concerned in producing an infusion of the desirable body and strength, for the theine and tannin together amount to only one-fourth of the total extractive matter present, except in some instances of Indian teas, which are particularly and undesirably rich in tannin.

5. The best results are obtained when the tea is powdered immediately before use. The flavor is then exquisite, complete extraction of the theine is insured and, provided the infusion is allowed to stand for only five or seven minutes, a minimum of tannin is dissolved and no sacrifice of body or strength is perceptible. The remarks in section 2 also apply here.

The Indian tea No. 4 used in this investigation was obtained by private purchase; the China teas were supplied by the Russian-China Tea Company, which has been established with the avowed object of supplying Chinese-plantation teas in the United Kingdom as imported into Russia.




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

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

J. F. EBY

HUGH BLAIN

COMING TO THE FAIR ?



WE cordially invite our friends and the trade generally to pay us a visit during our **Great Industrial Fair** (September 4th to 16th, inclusive). Of course, you are coming, and we will be very pleased to have you make our offices your headquarters while here. It is always a pleasure to see our friends and it will be our aim and ambition to be of service to you during your stay. **Don't fail to call**, and don't forget the address :

South East Corner Front and Scott Streets

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Our
Sterling
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Unexcelled for a good
cool, sweet

SMOKE



Do you
Sell it?

Send for Price List.

EMPIRE
TOBACCO
Co.

MONTREAL

NEED OF NERVE IN BUSINESS.

The subjoined article is from the N. Y. Journal of Commerce. It was of course intended for the people of the United States, but Canadians will lose nothing by pondering over the principles therein enumerated.

There is a degree of prudence, remarks our contemporary, that is almost as dangerous as reckless speculation in business, and it is now time for some bankers and merchants to ask themselves whether their caution is not overreaching itself. If nobody will trust anyone business must come to a full stop, but it is not the best policy for the individual or the community to precipitate the worst merely through fear that the worst will come. It is not at all probable that the worst will come unless it is brought about by the excessive precautions taken against it. A man can only starve to death at the worst, and he is not showing great sagacity if he stops eating while he still has money in the savings bank, merely because he is afraid that when that money is gone he will then suffer the pangs of hunger.

It is not for the interest of the banks that their customers should fail, nor is it for the interest of the wholesaler that the retailers should be driven out of business. It is of the utmost importance, not only to the community, but to the individual bankers, merchants and manufacturers who make up so essential a part of the community, that business should be kept in motion. The people have not stopped buying, and they have not yet suffered greatly in their ability to buy. If their ability to buy should be seriously reduced it would be because so many enterprises have closed in anticipation of something that has not yet happened. The large capitalists are upbraiding the small ones for taking their money out of banks and locking it up in safes, but they are doing much the same thing themselves in stopping their mills and discharging their workmen, or in holding on to the money in their vaults to the grave peril of the mercantile community.

Some months ago a thrill went through the business world because the \$100,000,000 gold reserve in the Treasury had been impaired, but the thrill passed off and no disaster befell the Treasury, and that reserve might have been depleted much more without endangering the credit of the Government. The reserve of the New York banks has been reduced below the legal limit, but that reserve was required to provide for emergencies, and an emergency is most emphatically here. The reserves are performing the work for which they were provided, and they might be applied in a still larger measure to meet the emergency without any greater danger than is incurred in refusing to do so. The public has been urged to abandon its pernicious course of hoarding and to deposit its money in the banks, but all this urging is in vain so long as

people who have money in the banks cannot get it. The banks themselves are hoarding, and if there be danger in disbursing the money they hold there is also danger in holding on to it.

The manufacturers whose employees are no longer earning wages have in most cases stopped their mills in anticipation of something that may happen. But people still go to the retail stores and buy goods, and unless they are impoverished by a general stoppage of business they will buy about as much as usual next fall and winter. The retailers are not buying ahead so freely as the solicitation of drummers has led them to in recent years, but they have neither shut up shop nor stopped selling. Collections are not so good as sometimes, but they are not very bad. In many lines of production orders are fairly good. Congress is not acting with precipitate haste, but the probability that it will stop the silver purchases before another month is reached is a very strong one. Breadstuffs are going abroad rapidly, and a large amount of gold has come and is coming to this country in payment for them, or as loans on the securities that will be popular again in Europe when the danger of their being redeemed in silver has passed away, and a large addition has been made and is being made to the circulation of the National banks.

What is needed now is courage, pluck, confidence, not more in business men than by business men. These are essential in business at all times. The circumstances that interfered with mutual confidence are passing away, and there is no reason now why it should be entirely withheld and every man act as if disaster had already befallen the country.

The prudent mariner takes in sail when a gale approaches, but he does not strip his spars and let his vessel roll in the trough of the sea.

SPICE FROM JAMAICA.

The Island of Jamaica, according to a contemporary, produces about all the all-spice that is used. It is known also as pimento or Jamaica pepper. The tree on which the berries grow is evergreen, and the flowers grow in dense clusters; these develop into small green aromatic berries, the size of black pepper. If allowed to ripen they become pulpy and lose some of their pungency. For commercial purposes the berries are gathered when green, carefully dried in the sun, and afterwards packed in bags holding 160 to 180 pounds, and shipped. Pimento trees grow in many parts of tropical America, but nowhere do they thrive as in Jamaica. The trees are never planted by man, and receive no culture worthy of the name. The seeds are dropped by the birds, and the rains and the tropical sun do the rest. Surplus trees are cut down and become walking sticks and umbrella handles.

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 All kinds of Hog Products handled. Also Butter
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 PATENT EGG CARRIERS SUPPLIED.
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 Winnipeg Produce and Commission Co. Ltd.
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 WINNIPEG, - - MANITOBA.
 Consignments and Correspondence Solicited.
 Good Warehouse Facilities.
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 WHOLESALE COMMISSION
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WINNIPEG, MAN.
 Correspondence and Agencies Solicited.
 We are open for a first class Canned Goods
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 Cold Storage for Butter and Eggs.
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 — SUCCESSORS TO —
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Full lines of Superior Cured Hams, Break-
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 Write for Price List.

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PORK PACKERS
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Diamond A Hams
 FOR SALE—LONG CLEAR BACON,
 HAMS, BACKS, BELLIES and SPICED
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 Write for Quotations.

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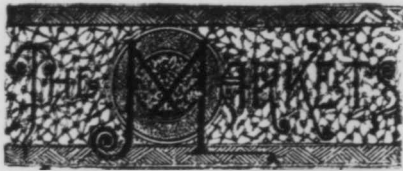
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NOTICE.
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Having largely increased their capacity. We ad-
 vise all dealers to see their price list before plac-
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 Besides their regular brands of Ground Coffee,
 now so favorably known, they quote:
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 " 2 at 33c., " " " "
 " 3 at 30c., " " " "
 Their Flavoring Extracts are of the choicest
 quality.



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

TORONTO MARKETS.

TORONTO, Aug. 24, 1893.
GROCERIES.

Nothing materially new has developed during the week. Trade remains reasonably quiet, and although the travelers are one by one getting back from their holidays, there does not appear to be any increase in the volume of business, nor is there now likely to be much until after the fall fairs are over. Teas seem if anything to be attracting the most attention, but even in that particular there is nothing to boast about. Generally speaking the business that is being done is of a hand to mouth character. New pack of canned salmon is arriving, but canned goods as a whole are quiet and uninteresting. Payments, while slow, are fair for the time of year.

COFFEE.

Trade here continues quiet and featureless. Prices are unchanged, and we quote: Rio, 20 to 21½c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 21 to 22c.; Java, 30 to 32c.; Mocha, 26 to 27c.; Maracaibo, 21 to 23c. Brazilian coffees showed some slight improvement last week in New York, but there was nothing approaching animation.

DRIED FRUITS.

The situation remains much about the same. Valencia raisins continue quiet, with selected meeting with a fair demand at 6 to 7½c.; 3¼ to 4½c. is the idea for off-stalk. A letter from J. D. Arguimbau, Demia, under date of Aug. 7, states that the first arrival of Valencia raisins in his store are large fruit and of good quality. Off-stalk and fine off-stalk grades will likely therefore be of better quality than usual if this is characteristic of the whole crop. Quotations so far received in Toronto for August shipment of Valencia raisins indicate a disposition on the part of growers to meet the market at once and not, as in past years, hold for high figures. Demand for Sultana raisins is light at 6 to 6½c. This week's mail advices confirm original estimate of the Sultana crop, namely 25,000 to 26,000 tons against 33,000 tons last year. Opening prices are considerably under last year's closing prices. Currants are quiet at from 5½c. up. Mail advices of Aug. 8 from Patras are as follows: "Crop is very late and will require another month or so of dry weather, and doubt if any weight of fruit will be on the market before first week in Sept. The impression prevails that the opening prices will be low. Already offers have been made in New York for early shipment at low prices, but this is for American staple, which

with most shippers out here is synonymous with rubbish." Prunes quiet, with prices ranging all the way from 7 to 8½c. For the crop prospects continue favorable, while prices so far quoted are considered low. Dates quiet and unchanged at 5 to 5½c.

NUTS.

Quiet, unchanged and featureless. We quote:—Brazil nuts 11 to 11½c. a pound; Sicily shelled almonds, 32 to 35c. a pound; soft shelled almonds, 15 to 16c.; peanuts, 13 to 14c. for roasted and 11 to 12½c. for green; cocoa nuts, \$5 to \$5.50 per sack; Marbot walnuts 11½ to 12c.; pecans 13½ to 16c.

RICE AND SPICES.

There is just an ordinary trade doing in rice at 3½ to 3¾c. for ordinary and 5c. for Japan. Spices remain in much the same uninteresting condition as before. We quote whole ginger at 20 to 22c., white pepper at 20 to 28c., and pure black pepper at 14 to 16c.

SUGARS.

The local sugar market remains quiet and without special feature. The little that is doing is confined to small lots, but prices remain unchanged and steady. For granulated 5½c. is ordinarily quoted, but the range runs ½c. below this figure, although it seems to be mostly Lower Province sugars, which sell as low as 5½c.; 3¾ to 5½c. is the usual range for yellows. In the New York market there is still a good deal of faith in raw sugars, and rumors have prevailed of stock secretly put under contract to refiners, with prices to be fixed later on, but it is claimed that even should stories be well founded a more general open market line of trading cannot be much longer delayed if it is proposed to continue the meltings. Furthermore, there is an idea that the European beet market has a natural tendency towards recovery and cannot be much longer used as an influence to pound the position here, although to-day's cables were without further improvement. So far as can be learned, no fresh dealing has taken place, but there is a renewal of rumors of importers having made secret deals for remaining stock on hand. Refined sugars evidently cannot be sold with the ordinary seasonable freedom, and refiners, brokers and jobbers are gradually making up their minds to abstain from any waste of effort looking to a change in the methods of buyers. It is quite likely, however, that the supply outside of first hands is small, and demand for small lots must continue steady.

SYRUPS AND MOLASSES.

There is a little better demand for syrups at from 2 to 2½c. per lb., but business is still quiet. Molasses continues quiet with 32c. the idea for half-bbls. and 30c. for bbls.

TEAS.

There is a slightly better feeling if anything in teas. During the week there have been a good many Japan teas moving, principally at prices ranging from 16 to 19c. Quite a few Indian teas, notably Orange Pekoes, have been selling. The brokers also report a little more enquiry from the jobbing houses. Prices are unchanged, and we quote: Japans (1892-3)—Low grade and common, 15 to 18c.; medium, 18 to 20c.; fine, 20 to 25c.; new Japans, 30 to 32c. for medium and 30 to 35c. for fine. Blacks—Low grade Congous, 14½ to 16½c.; medium, 18 to 23c.; fine, 30 to 45c.; fancy, 60 to 70c.

BUTTER AND CHEESE.

Receipts of butter during the past week have been more liberal, in the country there is more disposition to sell, and prices, while higher

than at time of last review, are easier than a few days ago. For fine dairy tub butter jobbers are paying 16 to 18c. and selling at 17 to 19c. and for good store packed, straight and sweet, they are paying 15 to 16c. and getting 16 to 17c., while for bakers' butter 15c. is as a rule the selling and 14c. the buying price. There are not many creamery tubs offering and there are not many wanted. Jobbers are paying 20c to 21c. and selling ordinarily at ½c. advance on these figures. Creamery pound prints are wanted at 22c.

There seems to be a little better demand locally for cheese and the market is steadier on account of the make dropping off consequent upon the dry weather. Jobbers are paying as a rule 9½c. at the factories and selling at 10c.

COUNTRY PRODUCE.

BEANS—Nothing new to report. For the hand-picked article dealers are paying \$1.25 to \$1.30 and selling at \$1.40 to \$1.50, while for a medium bean they are getting \$1.20 to \$1.25.

DRIED APPLES—There is not much demand and prices are fairly steady. Jobbers are taking a few at 4c. and getting 4½ to 5c., the buyers being principally in the north.

EVAPORATED APPLES—Nominally 8½ to 9c.

EGGS—The market is weak and lower. Some handlers who have hitherto not been sellers upon this market are now reported to be anxious to dispose of their stock here, but the Toronto market is glutted and jobbers will handle only on commission; 11c. is the price usually asked retailers, but plenty can be had at ½c. below that figure.

POULTRY—Quiet at 40 to 45c. for chickens and 40 to 60c. for ducks.

POTATOES—Not many are offering and demand is fair. Jobbers are paying \$1.25 per bbl. and selling at \$1.50 per bbl. and 75c. per bag.

HONEY—Quiet and unchanged, at 5 to 8c. for extracted.

HOPS—Dull and unchanged, at 12 to 14c. for '92's.

GREEN FRUIT.

Business continues brisk. Bananas are coming in freely, but the demand is not so good as it was and prices are lower. Canadian plums are beginning to arrive in good supply. Oranges are quiet and there is a light demand only for lemons. Peaches are in good supply with demand brisk, but the quality is poor, it only being the early varieties that are still coming in. Another week or ten days will see the better varieties upon the market. The season is nearly over for the small fruits, receipts now being confined largely to lawton berries. We quote as follows: Oranges—Rhodi's, Sorrenti's, \$4.50 for 200's, \$2.50 for ½ boxes, \$4.50 for 160's; lemons, \$3.50 to \$4.50; bananas, \$1 to \$1.75; (Continued on page 20.)

FRESH FRUIT

Consignments PROMPT
Carefully RETURNS
Handled

CLEMES BROS.

Phone. 1788

TORONTO

Reference—Bank of Toronto.



..THE..
UNPRECEDENTED
..SALE.

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

THE KENT CANNING & PICKLING CO.
CHATHAM, ONT.

THE "Lion Brand"

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

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

LYTLE'S
PICKLES



ARE THE BEST.

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

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

The Imperial Rubber Stamp Works

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

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

102 ADELAIDE ST. WEST - - - TORONTO.

Lakeport
PRESERVING CO.

New Season's Pack **GREEN PEAS** NOW READY
THEY HAVE NO EQUAL.

FACTORIES:
LAKEPORT AND TRENTON, ONT.

A Course of Training at the
CENTRAL Business College.

TORONTO AND STRATFORD.

Opens up the road to success in business life. Thousands of former students are now enjoying handsome salaries in many of the best business houses in Canada and the United States.

Why don't you Follow their example?

Fall Term begins MONDAY, SEPT., 4th.

Write for Catalogue.—

SHAW & ELLIOTT, Principals.

MAPLE PRODUCTS

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

Address

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

Boy
Brand
Corn
UNBLEACHED



DAILEY'S

Boy
Brand
Tomatoes



Please try them.

Can be obtained at
all Leading Whole-
sale Houses.

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

Keep your
EYE



on the

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



TRADE MARK

DELHI CANNING CO.

CANNED GOODS.

TORONTO.

There is little or no change in the situation beyond that the packers are now beginning to pack tomatoes and corn, and under auspices that are generally conceded to be favorable. In spite of the reported withdrawal of some of the packers from the market the jobbing trade assert that offers are still being submitted to them by these very packers. Tomatoes, peas and corn are being offered by the packers at 75c. all round, and some houses have bought their season's supply at that figure. Peaches are being offered for future delivery as low as \$1.50 per doz. The demand for canned goods is at the moment light and is principally from sections of the country where there is somewhat of a scarcity of green vegetables. For tomatoes, peas and corn 80 to 85c. is still the idea. Canned fruits are dull and unchanged. Fine brands of salmon still continue scarce and prices unchanged. Jobbers are beginning to look forward to receiving some of the new pack. Some of the earlier catch has in fact already arrived and is selling at \$1.40 to \$1.60, and to arrive is quoted at \$1.25. Lobster in the better brands continues scarce at unchanged prices. The idea for first-class brands is \$1.80 to \$2 for talis and \$2.40 to \$2.50 for flats.

MONTREAL.

The market for canned goods is quiet so far as actual spot business is concerned. The only business doing is in salmon, and it has not been large as the arrivals of new stock have been limited so far. Prices remain much the same, offers being made of \$1.30 to \$1.35 for good brands. Advices from the coast this week bear out what we published last, to the effect that the pack would not be as heavy as expected, and on this account many look for steadiness in prices. In canned fruit, vegetables, etc., there is nothing doing, buyers are not disposed to operate this year in advance of the pack.

MARKETS—Continued.

Lawton berries 8 to 10c.; peaches, 40 to 80c. per basket; Canadian tomatoes, 30c. per basket; huckleberries, 70 to 90c.; cucumbers, 20 to 30c. per basket; cabbage, \$1.50 to \$1.75 per bbl. for Canadian; watermelons, 15 to 25c.; California fruit—Peaches, \$1.40 to \$1.60; pears, \$2.50; plums, \$1.25 to \$1.75.

HOGS AND PROVISIONS.

There is a fair supply of dressed hogs and prices are steady at \$8 per cwt. Demand for hog products continues good at unchang-



Keep cool

SURPRISE SOAP

Does it.

Tell your customers that with SURPRISE SOAP they don't have to boil or scald the clothes. It saves fuel—that steam about the house, and that heat and muss of wash day.

We guarantee it. So can you.

The St. Croix Soap Mfg. Co.,

St. Stephen, N.B.

Branches:

MONTREAL: 17 St. Nicholas St.

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

WINNIPEG: E. W. Ashley.

ed prices. A carlot of long clear sold this week at 10¼c. Toronto. Stocks of lard here are light, and a good many are getting supplies from summer packers.

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

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

LARD—Pure Canadian 12¾c. in tubs, 13c. in pails and 12½c. in tierces. Compound 9¾ to 10c.

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

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

FISH.

There is no change in fish, supply is light and the demand dull, prices unchanged. We quote: Fresh sea salmon, 16 to 18c.; skinned and boned codfish, 6½c.; Labrador herring, \$3 per half barrel; shore herring, \$2.75 per bbl.; Digby herring, 11 to 12½c.; boneless fish, 4c.; boneless cod, 7 to 8c.; blue back herring, \$2.00 per hundred; blue pickerel, 4 to 5c. a lb.; yellow ditto, 7 to 8c. a lb.; salmon trout and white fish, 7c.; eels, 6 to 8c. a lb.; prepared frogs 50c. per doz.

SALT.

Salt trade continues good in job lots, there being no calls worthy of notice for large quantities. Quotations in car lots are the

same as last week, being 65c. for sacks; \$1 for barrels; \$1.25 for dairy, \$10 per ton for Liverpool rock

HIDES, SKINS, TALLOW, WOOL.

HIDES—The trade in hides is weak, and there is no change since our last report. The large quantities of Western hides sold in Canada have caused a dead drop in these markets. Dealers are paying 4c. for No. 1 local hides, 3c. for No. 2.

SKINS—Skins are much the same as last week; no change worthy of note. Lambskins are 45c., pelts 30c. Calfskins are more plentiful, although prices are low, dealers paying 6c. for No. 1 and 5c. for No. 2.

TALLOW—No change in tallow, and business is almost at a standstill, price for rendered being 5¼ to 6c. according to quality.

WOOL—Wool is quiet and prices are unchanged. Dealers are paying 17c. for selected combing and 18 to 20c. for clothing.

PETROLEUM.

The Petrolia Advertiser in its weekly report says: There are no transactions on 'Change and consequently we may say that there is no official price. We understand that some large producers are getting \$1.10 from the Imperial Oil Co., regularly. This price, of course, is for crude delivered in the Company's own tanks. The legitimate market, however, appears to be entirely at a standstill. We cannot but feel that this direct delivery business is a very grave error for which the producer alone is responsible. Refined remains unchanged, and may be quoted at 10c. in car lots, f. o. b. here. An increasing trade is reported in burning oils

.. UNEQUALLED ..

SYMINGTON'S

COFFEE
ESSENCES

ASK FOR THEM

WHOLESALE AGENTS

STANWAY & BAYLEY

.. TORONTO ..

HILLS & UNDERWOOD'S
ENGLISH
MALT VINEGAR.



Chas. Southwell & Co.'s

High class JAMS (Kentish Fruit)

JELLIES

MARMALADES

SPECIALTY IN

Clear Jelly Marmalades, Orange, Lemon, and Citron Peels

ORDERS CAN BE BOOKED THROUGH

New Season's Jams
Now ready . . .

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

W. H. APTED EDW. APTED

BEST WORK LOW PRICES

BASKETS

Shipping Baskets. Lunch Baskets. Field Baskets.

FULL LINE

PROMPT SHIPMENT.

Walter Woods & Co., Hamilton.

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

GILLARD'S Specialties
High Class, English Made,
"NEW" Pickles and "NEW" Sauce.
GILLARD & CO., WALLHAMSTOW, LONDON, ENG., and of
Wholesale Grocers in the Dominion.

W. A. Carson.

R. B. Morden.

J. Anning.

BELLEVILLE CANNING CO.

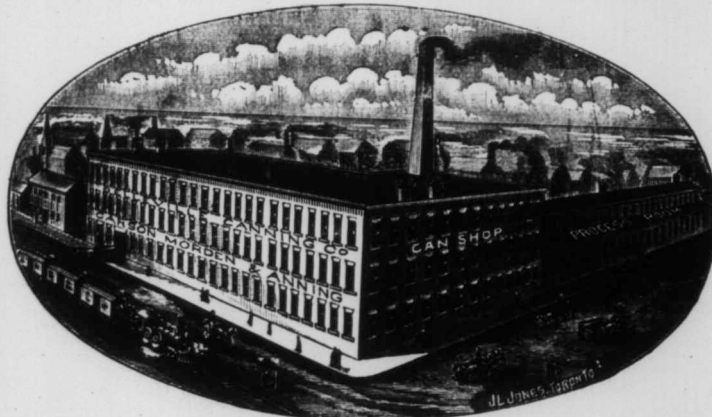
—PACKERS OF THE—

"Queen Brand"
Fruits and Vegetables.

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

.. THE QUEEN BRAND ..

Every Can Guaranteed.



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

MARKETS—Continued

on the Toronto Market, and prices are unchanged. In lubricating oils a seasonable trade is being done. Seal oil is quiet at 55c. We quote: 5 to 10 bbl. lots, imperial gallons, Toronto; Canadian, 12½ to 13c; carbon safety, 16½ to 17c; Canadian water white, 17c; American water white, 18½ to 19c; photogene, 22c.

MARKET NOTES.

Ammonia soap is quoted at \$2.85 in five box lots, freight prepaid.

Some fine basket-fired Japan teas are being offered by Smith & Keighley.

The fig crop is estimated at 60,000 loads, as compared with 70,000 last year.

Large and increasing sales of cottolene are reported by Eby, Blaine & Co.

Davidson & Hay report that they have now a full supply of canned salmon.

J. W. Lang & Co. expect a shipment of new Valencia raisins in about a week.

Fox & Wickett, general store, Sterling, have assigned to J. M. Redmond, Toronto.

Sloan & Crowther expect a shipment of new skinned codfish, in cases, in a few days.

Samuel Rogers & Co. report that they are having a big run this season on their Peerless oil.

T. Kinnear & Co. are offering something new in roast beef in 2-lb. tins at a reasonable figure.

Sloan & Crowther have got in a new line of medium Japan teas via Empress of India.

The receipt of their new season's low grade Japan teas is reported by Eby, Blain & Co. The quality is good.

A shipment of fresh and keppered herring and bloaters, in cans, has just been received by Sloan & Crowther.

A lot of provincial currants, good quality, is being offered by H. P. Eckardt & Co. at 4½c. in barrels.

Eby, Blain & Co. have received another large shipment of Morton's fresh and kippered herrings and preserved bloaters.

Davidson & Hay are selling immense quantities of Japan teas at prices ranging from 16 to 17c. They are said to be good value.

The attention of the trade is directed to H. P. Eckardt & Co.'s advertisement, in which they offer a big deal in sultana raisins.

Advices to P. L. Mason & Co. report that the production of Malaga fruit will be smaller than last year, but prices so far received indicate lower values.

Perkins, Ince & Co. and J. W. Lang & Co. have both been advised of the shipment of their "Horseshoe" brand of salmon. The goods will be here in a few days.

Carr & Co.'s English biscuits are said to be rapidly gaining favor on this market. Prices are reasonable and the quality good.

An advantageous feature about these biscuits is that they will keep for a good length of time. H. P. Eckardt & Co. are the agents for the Toronto market.

Lucas, Steele & Bristol have filled all orders for British America, Walrus and Flagship brands of salmon. They report all three pleasing well.

The first batch of invoices for W. C. Bevan & Co. were received on the 16th inst. The fruit was shipped Aug. 2, and is considered as due about the 30th inst.

A letter just received from Smyrna by P. L. Mason & Co. confirms the original estimate of the Sultana crop, namely, 25,000 to 26,000 tons against 33,000 tons last year.

Perkins, Ince & Co. have a large consignment of Japan teas in transit. It came by the Sirene, landing at Vancouver after a 31 days' trip across the Pacific. It is expected here in about a week.

Early shipments of Valencia raisins are now on the way via Liverpool and the steamers Swedish Prince and California to New York. These steamers will be within three days of each other.

Advices received by J. L. Watt & Scott report that the European apple crops are good and will last late. Consequently early shipments of common fruit from Canada and the States are not likely to fare well.

Diamond Crystal salt is now being offered by Lucas, Steele & Bristol in neat pasteboard packets, two dozen in a case, at \$1.60. This enables the grocers to put it into the hands of the consumer at 10 cents. This is cheap for pure salt.

A new bright chewing tobacco has been placed on this market by Tuckett & Sons. It is manufactured from the finest leaf, and will show good profit to retailers. It is called "Tuckett's Square," and there are eight plugs to a pound. T. G. Williamson & Co., the Toronto agents, received the first samples Saturday last.

A car of California pears that was consigned through to Montreal has been consigned back to Toronto. The Montreal market is reported to be glutted with fruit of this kind, there having been no less than 15 cars received there in three days. More cars are

(Continued on page 24)

FLOUR AND FEED.

TORONTO.

Flour continues dull and featureless, with prices nominally unchanged. Bran is scarce and wanted, with prices higher. Some offered outside at \$13.

FLOUR.—City millers' and dealers' prices are: Manitoba patents, \$4.20 to \$4.25; strong bakers' \$3.75 to \$3.90; white wheat patents, \$3.50 to \$3.90; straight roller, \$3.15 to \$3.20, low grades, per bag, \$1.00 to \$1.25; Ontario family \$3.15 to \$3.40.

Car prices are: Toronto freights—Manitoba patents, \$3.80 to \$3.90; Manitoba strong bakers', \$3.60 to \$3.70; Ontario patents, \$3.10 to \$3.30; straight roller, \$2.90 to \$3.00; extra, \$2.50 to \$2.75; low grades, per bag, 90c. to \$1.00.

MEAL—Oatmeal is \$4.20 to \$4.40. Cornmeal is \$3.25 to \$3.50.

FEED—Bran (ton lots) \$13.00, do (on track) \$12.00 to \$13.00, shorts (ton lots) \$16, ditto (on track) \$00.00 to \$16; mixed feed \$20 to \$22, feeding corn 57 to 58c., oats on track 39c. for old and 34 to 35c. for new.

HAY—Baled timothy quiet and unchanged. We quote \$10 to \$10.50.

STRAW—Demand poor and prices unchanged at \$5.50 to \$6.

MONTREAL.

The flour market shows little change and no improvement. Stocks are large, a feature in this connection being the large quantity of old stock on the market, and it is said that owing to the recent intense heat a lot of it has gone sour. The actual movement is small and principally confined to a small enquiry from city buyers for Ontario straight rollers, etc. We quote:—Winter wheat, \$3.90 to \$4.10; Manitoba patents, best brands, \$3.90; straight rollers, \$3.15 to \$3.25; extra, \$2.90 to \$3.05; superfine, \$2.60 to \$2.90; Manitoba strong bakers', \$3.65; Manitoba strong bakers', best brand, \$3.70.

Stocks of meal are small and firmly held, and prices are unchanged. Demand is moderate, rolled stock being in most request. Standard bags, \$2.10 to \$2.15; do. brls., \$2.30 to \$2.35; granulated, bags, \$2.15; do., brls., \$2.35; rolled oats, bags, \$2.15; do., brls., \$2.25.

Feed is generally firm, bran and shorts being in rather light supply. Bran, \$14 to \$15; shorts, \$16 to \$19; Mouillie, \$20 to \$22.

SEASONABLE GOODS

ADAMS' ROOT BEER EXTRACT—Best in the market. Small size, making 9 Imperial Gallons, retailing at 10c. per Gross, \$10.80. Put up in ¼, ½, and 1 Gross Boxes. Large size, making 5 Imperial Gallons, retailing at 25 cents—per Dozen, \$1.75. Put up in ¼ Gross Boxes.

FRENCH, CAVE & CO'S

GINGER POP—for making 5 W. Gallons old fashioned GINGER BEER
Put up in 1 dozen Boxes—per dozen..... \$2.00
French, Cave & Co's Lemonade Tablets, 12 in a glass tube, each Tablet making a glass of Lemonade.
Put up in 1 dozen cardboard boxes—per dozen, net..... 85cts.
" 3 " " " gross..... \$10.00
" 3 " " " -assorted..... \$10.00
Lemonade, Orangeade, and Gingerade—per gross..... \$10.00

Canadian Specialty Co. Dominion Agents 38 Front Street East, Toronto
CORRESPONDENCE SOLICITED.

OATMEAL

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

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

GENERAL GRAIN DEALER.

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

Embros Oatmeal Mills

D. R. ROSS, . . . EMBRO, ONT
A CHOICE QUALITY OF

Rolled, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

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

COX'S GELATINE

Always Trustworthy.
ESTABLISHED 1725.

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

Established in Paris, 1770. 40 Prize Medals

THREE LEADING FACTORIES—

Paris, London, Strasbourg

Compagnie Francaise

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

SUPERIOR CHOCOLATE
(Yellow Wrapper.)

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

CHOCOLATE WAFERS,
A delicious eating Chocolate.

HIGH LIFE BONBONS,
The most tasteful Dessert Sweetmeat.

Todhunter, Mitchell & Co.,

—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

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

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS. **TORONTO.**

R. & T. WATSON, Manufacturing Confectioners,

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

SEND FOR PRICE LIST.

75 Front Street East, - - TORONTO.

KOFF NO MORE.

WATSON'S COUGH DROPS

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

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 Ganned Goods.

LIBERAL ADVANCES MADE.

FIRM FOUNDED 1850.

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

expected to be consigned back to Toronto. "The Americans," said a commission man, "seem to have been afraid of the Toronto market this season, most of the stuff coming here having been bought, not consigned."

The counter tea mixer, lately advertised in *THE GROCER* by W. H. Gillard & Co., of Hamilton, is now considered by hundreds of grocers in Canada as a fixture in their business, and many letters have been received from users speaking words of highest praise for its usefulness and adaptability to the purpose for which it was placed upon the market.

French, Cave & Co., Philadelphia, Pa., have had their lemonade tabloids on this market for the last two seasons, and they have recently added their orangeade and gingerade tabloids. They are handsomely put up goods, and are meeting everywhere with a ready sale. The Canadian Specialty Co., Toronto, are the Dominion agents.

MONTREAL MARKETS.

MONTREAL, Aug. 24, 1893.

GROCERIES.

The general grocery market continues quiet, the aggregate volume of trade being small. The week, however, has furnished some new features which may enliven the dullness before long. An undercurrent of enquiry is to note for teas, which is taken to mean that buyers want supplies, although they are reluctant at present about closing a purchase. The values at present ruling on this line are generally considered reasonable. Coffees and spices show a somewhat easier feeling, and our range of prices below are down a trifle from what they were a week ago. Molasses is quiet and fairly steady, and the dried fruit market is without feature. In canned goods the chief interest is in salmon, and advices certainly favor steadiness in prices.

SUGAR.

The sugar market has not presented any noticeably new feature, but business has been fair on the whole, and some slight shading in yellows which occurred possibly may have led to some increase in the volume of business. It is only on low grades, however, that any change can be cited, sales transpiring at 4¼ to 4¾c. Bright stock has been in good demand and steady at 4¾ to 4¾c., and stock of this description is not plentiful, as refiners find it difficult to fill orders. In granulated business has been of fair proportions, and the price is steady and unchanged at 5¾c. Advices from abroad do not indicate much stir in the raw sugar market, and there are complaints that business is disappointing.

SYRUP AND MOLASSES.

The volume of trade in molasses has been moderate, in fact we hear of little new business in a large way. The tone is unchanged, the combine quotations being held firm at 33 to 34c. for ordinary jobbing transactions, but there are outside round lots on the market which could be moved for less.

Syrups have been in rather better demand and we note sales of Cana-

dian at 1½ to 2c. in the wood while American has left hands here for western buyers at 17½ to 21c.

TEA.

Although it cannot be said that there is any actual increase in business in Japan teas, there is an undercurrent in the shape of more frequent enquiries which is interpreted to mean that supplies are wanted in many cases. It is difficult to make sales however, just at present as prospective buyers are disposed to dicker over prices. The stock of Japans at present offering is certainly of fine quality and very reasonable in price. Blacks and greens show no change, a small line of the former being taken on English account at 8¾d. We quote Japans: common 12 to 13c; medium, 15 to 17c; fine 18 to 21c; and finest 23 to 30c.

COFFEE.

Large receipts of Brazilian coffee have softened the New York market, and the easier feeling already noted on spot has become rather more accentuated, some round lots of Maracaibo, etc., changing hands at rather lower prices, so that there is sufficient on which to lower prices, and our quotations are marked down accordingly. We quote Jamaica, 16 to 18c, Maracaibo, 19 to 21c., Rio, 17½ to 19c., Java, 24 to 28c., and Mocha, 25 to 28c.

SPICES.

Spices have developed an easier feeling also, and business is quiet. We reduce our quotations slightly:—Jamaica ginger, 15 to 16c. for common and 18 to 20c. for fine; black pepper, 5½ to 6½c.; pimento, 6c.; nutmegs, 50 to 52½c. to \$1.

RICE.

There is no change in rice, which rules quiet under a small local movement.

DRIED FRUIT.

There is nothing doing in dried fruit. Valencia raisins are cleared out of first hand, as noted a fortnight ago, and it is yet rather early for any extensive business for forward delivery. Brokers here quote fine new off stalk Valencias at 15s. f. o. b., and seconds 14s., on which basis they should open at very reasonable figures. The first steamer, which is loading at Denia at present, it is anticipated will carry 20,000 boxes. She will not be here much before the end of September. Several others are expected to follow.

There is nothing new in currants, the market ruling dull, and prices, it is said, have been shaded for the inside figure this week. We now quote 4¼ to 5½c.

GREEN FRUIT.

With the auction sales of California fruit from day so day there has been considerable stir in green fruit. Staple lines, however, remain much the same. Lemons rule weak at \$1.87½ @ \$2.00, good sound fetching possibly \$3.50. Oranges continue scarce and firm. California stock selling at \$3.75 to \$4. per box. There is a ready sale for blackberries at 9½ to 10c. Plums are in good demand at \$1.50 to \$1.75 per crate. California peaches are quoted at \$1.50 to \$1.75. There have been large receipts of grapes, which range from 75 to 80c per basket. Bananas are not plentiful and sell steady at \$1.50 to \$2.00 per bunch. Pears are in good demand, \$2.50 per box.

BEANS.

The market is quiet. We quote hand-picked \$1.40 to \$1.50 per bushel; ordinary to good, \$1.35 to \$1.30, and inferior 95c. to \$1.10.

HONEY.

Receipts of new comb stock continue to arrive and meet a good sale at steady prices, 11 to 13½c. the outside for white clover. Old stock is a slow sale at 6 to 8c. for extracted.

HOPS.

Brewers do not seem to be wanting much supplies just at present, and the market is quiet. Prices rule steady, some small lots of Eastern Townships changing hands at 18 to 19c.

POTATOES.

There is very little to note, and prices are unchanged \$1.20 to \$1.40 per bbl.

PROVISIONS.

There is very little change in the provision market. There is not much doing in pork, but Canada short cut is in light supply, and this firmed up prices on it, but otherwise the tone is easy. There is very little to report in lard, and smoked meats have met with a fair demand. We quote as follows:—Canadian short cut, per bbl., \$21 to \$21.50; mess pork, western, new, per bbl., \$22.50 to \$50; hams, city cured, per lb., 12 to 13c.; lard, Canadian, in pails, 11 to 12½c.; bacon, per lb., 11½ to 12¼c.; lard, com., refined, per lb., 9½ to 9¾c.

EGGS.

There has been no important change in the egg market, the movement being moderate during the week and prices unchanged at 11 to 12c.

CHEESE.

It is a simple case of stand off in cheese at present between the country seller and the foreign buyer, and neither are prepared to give anything. To speak plainly, prices seem to be high enough, and it is questionable whether salesmen are wise in being too optimistic about values. They should bear in mind that the season is advancing, and that when it is a question of summer-made cheese with goods turned out in the fall the latter always gets the preference. They may hold altogether too long, therefore. At present business on spot is confined to goods that can be had from 9½c. down. Finest townships, 9½c.; finest French colored, 9½ to 9¾c.; do. white, 9 to 9½c.; under grades, 8¾c.; Cable, white, 47s. 6d.; do. colored, 47s. 6d.

BUTTER.

The butter market is extremely quiet and there is no improvement in the position. According to fairly reliable estimates some 25 to 30 per cent. of the July creamery is still in first hands, and as it is near the end of August the make off that month will soon be on the market. This means a big jag of butter to be disposed off to clear up the market before September creamery is offered, and whether it can be done or not is a problem that is agitating sellers. In view of it they are much more accommodating than formerly, and the market has an easy time in consequence. Creamery, 20 to 20½c.; townships, 18 to 19c.; western dairy, 16 to 17c.

MONTREAL TRADE NOTES.

Geo. Gillespie, of the grocery commission house of Gillespie & Co., has returned from the seaside to business again.

A cable from Denia states that the crop of Valencia raisins will be less than last year, but that the quality will be very good.

Gillespie & Co., who are among the largest importers of dried fruit in Canada, say that

(Continued on page 26.)

JAMES A. SKINNER & CO.

Toronto and Vancouver.

IMPORTERS OF

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

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

SPECIAL ATTRACTIONS IN
LAMPS AND FANCY GOODS.

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

GREAT VALUE.

ESTABLISHED 1851.

WE OFFER

4,100 NEW SALMON

"British American" Brand

\$1.30 per doz.

N. QUINTAL & FILS,

WHOLESALE GROCERS,

274 St. Paul Street, Montreal.

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

SHOULDERS - -

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

WRITE FOR QUOTATIONS.

F. W. FEARMAN,
HAMILTON, ONT.

Blend Your Own Teas

And thereby increase your profits 10 to 15 per cent. Why pay others to do this? Who knows better than yourself what your customers require? We have imported special lines for blending.

Assams, Geylons, Oolongs,
Gongous, Etc.

J. W. LANG & CO.

Wholesale Grocers, TORONTO

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

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

SLOAN & CROWTHER,

WHOLESALE GROCERS,

19 Front St. E., Toronto.

KOEPFF BROS'.

Superior

Refined Gelatine

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

AGENTS—

WARREN BROS. & BOOMER,

35 and 37
Front St. East, TORONTO

We are now offering the Second and Third Arrivals of New Season's

Japan Teas

New Congous

NOW ON WAY



Aug. 10th, 1893.

Smith and
Keighley

9 Front St. E., Toronto.

JUST TO HAND.

—NEW SEASON'S

YOUNG HYSONS.

Send for Samples
and Quotations.

PERKINS, INCE & Co.,

41-43 Front Street East, Toronto.

MUCH LIKE A WORLD'S FAIR

WILL BE

Canada's Great

Industrial Fair,

TORONTO

Sept. 4 to 16, 1893.

Excelling All Others

New Stables, New Cattle Sheds and Many
Other Improvements

Special Attractions.

Greater and Better than Ever.

The People's Greatest Annual Outing.

Cheap Excursions on all Railways.

J. J. WITHROW,
President.

H. J. HILL,
Manager, Toronto

JOHN BURGESS & SON

SAUCE

AND

PICKLE

MANUFACTURERS,

107 STRAND

Corner of the Savoy
Steps, London, W.C

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

Lord Byron's "Beppo," VIII.

"GOAT" Japan Tea

Season 1893 Just Arrived

Sample much better than 1892

BEST VALUE IN THE MARKET.

See our Travelers or write us for Samples.

T. KINNEAR & CO.,

WHOLESALE GROCERS,

49 Front St. E., TORONTO.

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

raisins will open at a fairly moderate cost this fall, say about 5½ to 6c. for prime brands.

Lightbound, Ralston & Co. are making a special offering during August of French vinegar.

Mr. Hughes, of Caverhill, Hughes & Co., got back last Thursday from Murray Bay, where he had been enjoying a holiday.

Caverhill, Hughes & Co. have several lines of new Japan teas, ranging from 17½ to 35c., close at hand, expecting some this week.

Chaput, Fils & Co. have advices of a carload of the well-known Horse Shoe brand of salmon, and are offering it at \$1.30 to \$1.35.

It is anticipated that from 40,000 to 50,000 boxes of dried raisins and currants will come to Montreal by direct shipment this fall.

Cables on raw sugar from London quote beet sugar in London at 15s. 6d. August and 15s. 1½d. September, which is down from the highest point.

W. T. Costigan & Co. note a rather better demand for teas for direct importation, which in their opinion is apt to operate against the chances of consignments.

N. Quintal & Son are large holders of new canned salmon which they booked at a very moderate figure, and say that the interruption to the pack will not effect their figures.

An offer of \$9.75 per barrel, which was made for a car load of salmon here the other day, was refused, the sellers cabling back that they would not accept its receipt at 50c. advance.

Lightbound, Ralston & Co. have to arrive about September 1st Spanish onions in lots of 100 crates or upwards at 90c.; lots of 50 crates or under 95c., to arrive about Sept. 15. They are offering new Valencia raisins, J. Merle brand, at 5½c.

The agent of a leading Fraser River cannery states that the establishment he represents, which expected to pack 70,000 tins, up to the 14th only packed 24,000, so that even allowing a full pack for the rest of the season, it cannot get much over half the pack it expected.

The most recent advices to wholesale grocers here are that the pack of canned salmon on the Noas river will only be one-fourth, on the Skeena one-half, and on the Inlet river a full pack. The packing on the Northern river is about finished. On the Fraser, according to the same advice, the pack is very much short of the anticipated quantity.

A numerous delegation of the French grocers of Montreal intend visiting the World's Fair in a body early in September. They will travel in their own Pullman and thoroughly enjoy themselves. Among the gentlemen who propose going are Messrs. N. Quintal, Sr., of Quintal & Sons, A. A. Labrecque, Alf. Labrecque, L. E. Beauchamp, and L. E. Geoffron, of Chaput, Fils & Co.

THE SUGAR CROP.

Concerning the growing sugar crops, Messrs. Willet & Gray say: "Present conditions overshadow all others so much that the future is well lost sight of, but there is a constant improvement going on in the growing crops of sugar, which give promise of a more abundant supply during the coming campaign. Our advices from Germany are that the beet root leaves are turning yellow, a sure sign of premature ripening, giving promise of considerable receipts at Hamburg by the end of September. The latest estimate by our friends is of a beet crop for all Europe of 200,000 tons above last year's—not a large increase to be sure, and no more than will be needed, even with the curtailed consumption that will undoubtedly follow in the wake of this terrible financial distress. Cuba will very likely add 150,000 tons, or more, to next season's supplies, which should also meet with ready demand from the United States at fair prices. As there is fully ½c. per lb. present difference in values between old and new crop beet sugars, it will be interesting to watch the process of prices coming together, as they must do, in October at the latest. At present more speculative influence declines in one crop, carry declines in the other, and the difference in values becomes no smaller.

"The greatest trouble we have to contend with now is the financial distress, which goes on increasing constantly, and has now reached the critical stage in which transfers of money from one part of the country to another to pay for purchases made is almost impracticable, and hence much money belonging in New York is tied up at distant points and quite unavailable for use. Naturally all business is immensely curtailed, and will be more so, and sugar is no exception. Boston and New Orleans have ceased selling refined sugar beyond the local markets. The two largest refineries in Brooklyn have closed temporarily, leaving only the F. O. Matthiessen & Wiecher's houses and the Mollenhauer running in this section, which, with the two refineries in Philadelphia, are able to supply all the demand. It is not possible for the refineries now running to melt over 17,000 tons during the coming week, and hence the demand for raw sugars must be further postponed. In the meantime, as already said, holders appear quite disposed to await events, and are not urging sales, as nothing would be gained thereby."

PERSONAL MENTION.

James Owen and family are at Long Branch.

C. H. Girg of Ayr is back from the World's Fair.

E. R. Hayward, of Whitby, is taking in the World's Fair.

James Wilkinson, of Barrie, has just returned from a business trip through the

Eastern Provinces. It was his first trip, and reports having been fairly successful. He was away nine weeks.

S. Sewell, with Perkins, Ince & Co., has returned from his holidays.

Sydney Smith of Clifford, accompanied by his mother, is doing the World's Fair.

J. H. Strickland, of Strickland Bros., Cannington, is away at the World's Fair.

Mr. Hampson, of Hampton & Son, Mount Forest, who has been on a visit to Chicago, is again back to business.

Maitland R. P. Montgomery, of Eby, Blain & Co.'s, who was unwell for a few days, is again back to business.

P. L. Mason has returned from a fishing tour near North Bay. He brought back a big supply of speckled trout and a well sunburned face.

Thomas Cooil, of Mount Forest, has just returned from the Old Country. He was away about six weeks, and reports having had a pleasant trip.

Donald Gunn, of Gunn, Flavelle & Co., and Mrs. Gunn returned Tuesday from the World's Fair. They were away a little over two weeks and had a pleasant time.

W. R. Edmands has been appointed city traveler for J. W. Lang & Co. Mr. Edmands is well known in Toronto, having formerly been with the old wholesale houses of Robert Gordon & Co., J. C. Fitch & Son, and Frank Smith & Co. Lately he has been in business for himself.

The World's Fair stream still continues to grow in volume. Three more left the other day, via Collingwood—viz., R. A. Donald, W. A. Bradshaw and C. H. Francis. They hope to cover everything in two weeks, and the fish stories will be crowded out when their yarns begin to circulate.

E. N. Godfrey, of Meaford, paid a visit to THE GROCER this week. Mr. Godfrey is a live man. He was burned out recently, but by the afternoon of the following day he had bought out a store-keeper across the road, took possession, and is now doing a good trade. He reports that the plum crop, for which the district of Meaford is famous, will be fairly good.

OLIVE-GROWING IN MOROCCO.

The large olive groves of southern Morocco, especially in the province of Soos and in the districts around Morocco City (Marrakesh) and Demnat, says an English paper, afford in prosperous years abundant crops of olives of fair quality, forming a very important item in the export lists of the country. Owing to damage to trees by locusts and other causes, the yield in 1892 was inferior, and only a value of \$27,300 was shipped, against \$219,400 in 1891, and \$693,600 in 1890. It is noteworthy that some Europeans are beginning to turn their attention to the oil pressing and refining industry; one English and one French press are already working at Mogador, while another French one, on rather a large scale, has been established at Morocco City, and is in brisk working order. There appears to be no reason why this oil, if properly refined, should not rival some European qualities.

The Baldur Farmer's Elevator Co. of Baldur, N. W. T. is applying for incorporation.

We Don't See Why . . .

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

Toilet . . Papers

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

. . Pure Tissue . .

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

Write us for Prices and Samples.

THE E. B. EDDY CO.

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

AGENCIES AT :

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

Mammoth Works - - Hull, Canada.

DRY GOODS.

MONTREAL MARKET.

The dry goods market shows a fair degree of activity for the season, all the houses confessing themselves busy in pushing forward goods on fall orders booked some time ago. In the matter of new business, however, there is not much to be said, as the majority of travelers are taking their holidays. Still better orders continue to come in, and sorting trade, of this sort, is fairly good. Remittances show a little improvement.

Agents of the cotton mills report that both grey and white cottons are scarce, and the mills very closely sold up.

The millinery openings commence on Tuesday, of next week, and a good influx of buyers is anticipated from which the millinery houses expect to derive benefit, and the general houses hope that incidentally they will show in it.

The flight of dry goods buyers to Europe has already commenced, in fact it is getting earlier and earlier every summer, business is being pushed to such an extent.

Mr. Hy. Birks, of Belding, Paul & Co. is away from town at present on a trip.

Messrs. Donald McNaughton and W. Buell, of Jas. Johnston & Co., are enjoying their holidays in taking in the World's Fair.

Mr. Jas. Slessor, of Jas. Johnson & Co., will very likely sail for Great Britain on the 15th or 20th of September. He will be accompanied by his son Mr. Jas. Slessor, Jr., who intends making a prolonged stay of two years abroad.

Mr. R. W. Macdougall, of Gault Bros., has just returned from a prolonged trip through the Eastern and Middle States. He considers that matters are at their worst across the lines, and that they should improve shortly.

Messrs. Geo. Fraser and Geo. Coins, of S. Greenshields, Son & Co., have left on their fall voyage to the British markets. They expect to return in November. Mr. Forsythe, the carpet buyer of the same firm, is also on his way across the pond.

Mathews, Tower & Co. note a first-class demand for all kinds men's furnishings. Their business has been 15 per cent. better than last year. They note a continuation of sorting orders for goods of holiday wear, also flannel jackets, Indian sashes, etc.

Messrs. Jas. Johnston & Co. are closing up a lot of orders for silks and velvets this week. They note no change in the tone of values on these articles.

Jammet gloves of this fall's importation are highly spoken of by critical buyers who have examined the recent heavy consignments received by Thouret, Fitzgibbon & Co. Their old prices prevail, though French prices have greatly advanced. A new feature greatly admired in the laced line is a

round stud which holds the lace firmly without cutting it, and for which extensive orders have been booked.

Messrs. Thouret & Fitzgibbon have an extensive stock of Bavarian felt slippers which find a good market in Quebec and the Northwest. The firm do a big percentage of this trade, and turned over last season over \$50,000 worth of this one particular line.

Messrs. Gault Bros. are very busy getting forward fall orders of dress goods and imported and domestic tweeds. Their business in the last named is perhaps the largest in the Dominion. The staff of the firm have been compelled to work three and four nights out of every week recently.

Caverhill, Kissock & Co. are commencing to get ready for the millinery openings. The staff have been busy laying out stock all week. The flat, broad-brimmed hats, etc., seem to be a staple. The colors in felts all run to bright shades, peach green being expected to be the big run. The first day of the openings is Tuesday, the 29th.

TORONTO MARKET

The past week has been an exceedingly quiet one in the wholesale houses. Back orders are been looked up and filled. Orders on city account have not been very brisk except for a few advance novelties in ladies' wear. From rural parts letter orders are improved, but are yet of small consequence compared with the letter orders of a busy season. Travelers' orders are meagre on account of the difficulty in finding retailers at home, and they are further limited by the fact that buyers are holding off for their semi-annual visit to the metropolitan markets.

Exhibition circulars are in season. Buyers are getting back from their holidays Silks are easier according to latest European advices. The trade is divided on the "Sunday car question." Improvements are being made to better appearances before visitors arrive on the 28th. The millinery houses are rushing business—mostly opening and showing.

John Macdonald & Co. are showing a more than ordinary range of men's fall and winter gloves and mitts.

Caldecott, Burton & Spence have a shipment of hard finished serges in navy and black, extra wide, and of special value.

Wyld, Grasett & Darling are showing an excellent range of men's and boys' shirts in flannel and meltons, buttoned and laced, navys, plains and fancy patterns.

W. R. Brock & Co. are showing an extra heavy line of all-wool mitts, called 'Bouncer,' which can be retailed at 25c., and are 50 per cent. better than previous offerings.

Alexander & Anderson report a full stock of fall goods of every description. They have prepared for the influx of visitors during the next and following weeks, and will

show some specially attractive goods in all departments. Their exhibit of dress goods is replete with the fashionable goods of the season.

Leather shoe laces in per gross pairs at usual price of per gross laces are shown by John Macdonald & Co. This is a bargain.

Another shipment of their black and cream guipures is to hand with Caldecott, Burton & Spence. These goods are still in great demand.

Silks in colored surahs, shot surahs and tartans suitable for the millinery trade are being shown in great variety by Gordon, Mackay & Co.

W. R. Brock & Co. have received the bulk of their fall stock, and will be prepared to receive all buyers who will be in the market during the next month. They are giving special quotations in all departments.

Wyld, Grasett & Darling are showing a complete stock of winter gloves in knitted fancy and self colors, as well as various qualities of leather. A special number to sell at \$9 is a decided leader.

Gordon, Mackay & Co. are showing a line of coating serge dress goods at 50c., special value, good range of shades; also a fine assortment of sail cloth and Panama hopsacking dress goods at 50c., 75c. and \$1.

W. R. Brock & Co.'s dress goods department is well filled with the season's novelties in hopsacking, tweeds, serges, shot whipcords and other leading fabrics. Visitors will find some excellent ranges. Their woolen department is well known throughout the trade, as they are said to carry the best stock of suitings and trouserings in the city.

The Arctic shirts and drawers shown by Gordon, Mackay & Co. for this season are the best they have ever offered to the trade. Their range is complete in sizes from 34 to 44 inch.

John Macdonald & Co. have a large exhibit of plain and fancy silks specially prepared for Exhibition visitors. Special value is shown in black silks. Their stock of staple ribbons is also well assorted at present, every number being represented. In black and colored silk velvets they are showing some elegant novelties. Dress goods are in full range in hopsackings, serges, and other favorite lines. Hosiery, gloves and ladies' underwear are always given full attention in this house.

Gordon, Mackay & Co. have always given special attention to the cardigan jacket branch of their men's furnishing department, and this season offers a larger range at closer prices than ever before, in both Canadian and imported makes.

Alexander & Anderson are doing a nice trade in tailor-made mantles since their purchase of the John Ryan Mantle Manufacturing Co., of this city. They have visited New York and engaged a staff of designers, cut-

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



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

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

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

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

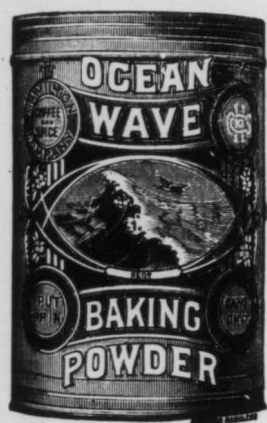
Adams' Famous Chewing Gum

TUTTI-FRUTTI

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

Send for elegant window hangers, free.

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



You Can't Beat It



Sold only in Cans by the Live
Wholesale and Retail
Trade

and Manufactured by

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



SPECIAL OFFER—Good until 31st August

LaBruyere's French Vinegar

IN DEMIJOHNS

FOUR IMPERIAL GALLONS

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

Lightbound, Ralston & Co.

MONTREAL

ters, operators, pressers, etc., so that everything turned out will be the best in point of finish and workmanship. They have turned out a nice range of samples, which have been greatly admired, and are in active demand.

Caldecott, Burton & Spence have just opened their beaver mantle cloth. These goods are without doubt superior to those shown last season, and prices are a shade lower. This line is shown in a full range of colorings, including navy, black, brown, fawn, myrtle and cardinal. Browns and myrtles are considered the leading colors of the season. Other lines of cloakings are being opened up and their range is almost complete. They will show everything requisite in this line.

In their haberdashery department John Macdonald & Co. have made some changes which will astonish visitors. New shelving stands have been erected to display their special holiday stock. In previous seasons this has not been ready until December, but knowing that many buyers visit this city in September and do not have time to call in December they have made an advance by showing their holiday stock on the days following August 29th. Many visitors will also find suitable souvenirs of their visit in this stock which comprises purses, fancy mirrors, glove boxes, candelabra, bronze and china ornaments, fancy baskets, toilet supplies, dressing cases, cushions, headrests and many other similar lines. The prices will astonish those who have been accustomed to buy this class of goods elsewhere.

TRADE AND PROFITS.

The present time has been designated the era of industrial consolidation. In every trade and every branch of business the struggle for existence is telling its own tale by showing many of the weakest in the struggle to be beaten, the stronger still holding their own in the fierce strife of competition. We are told that competition has been the mainspring of civilization by spurring men on to put forth their utmost energies. It has also been the means of cheapening production, and as all are consumers all must have been benefitted by being able to buy cheaper. Notwithstanding, those surviving are anxious to protect themselves from being beaten by other competitors stronger than themselves, hence they are forming unions, confederacies, pools, trusts, etc.

Many of these unions expect to be able to fix prices at which their goods shall be sold, to accomplish which they aim at restricting production. But competition will, sooner or later, assert its power, and force prices down to the average level, and production will also be forced to meet the requirements of consumers. But it is abnormal competition that begets unions and combinations, and were it not for outside capital and skill ever seek-

ing one another in order to gain a premium, trusts and pools might count upon permanent success.

Outside capital and skill, however, are certain to come together, and at a point, too, where they can unite to the best purpose. The late Walter Bagehot said that "capital runs as surely and instantly where it is most wanted, and where there is most to be made of it, as water runs to find its own level." It is much the same with skill. A capacity for controlling and directing business thoroughly must make itself known. History and experience corroborate the fact that, capital seeking investment, and business talent seeking employment, competition is certain to manifest itself.

And then we have inventions frequently revolutionizing the world, and upsetting the best schemes of business at the time existing. Nor can anyone anticipate the changes contingent upon the relationship between foreign countries and our own. One thing is beyond dispute, that the firm, no matter in what department, which intends to hold its own, must keep to the fore in cheap methods of management.

Profits.—What is the outlook in the future? Will tradesmen be able to earn better profits in the future than at the present time? Indeed, our leaders and guides in such matters say "No." So far from the future offering chances of realising better profits on average business, there will, in all probability, be no profits at all. The best man may secure interest and wages for directing labor, or for wages of superintendence, as it is mostly called, but of pure profits there will be none. Many years ago Professor Sidgwick said "that the average rate of that part of an employer's profits which represents his wages of management will be reduced so low as only to exceed the wages of ordinary labour by an amount just sufficient to pay for the extra anxiety of his work and the extra expensiveness of his training." Of course, he was speaking of large employers of labour. But

the operations of economic laws are rapidly bringing large and small wholesale and retail firms to similar means of gaining or losing profits.

In speaking of profits we ought to bear in mind the true meaning of the term as defined by proper authorities. The wages of directing business is a preferred claim which must be made from the price or prices of goods sold before we can speak of profits. Ordinary wages constitute another claim, interest another, cost of materials, insurance, taxes, and incidental expenses further claims. What remains when all these claims have been secured is pure profit. The process by which profit is realized is a mercantile process. It is distinct from every kind of labor and from every kind of interest on any capital involved in the business. "Pure profit," says Professor Clark, of the United States, "is the return of simple ownership. It is free from all admixture of wages and of interest. It accrues to him who simply extends the ægis of his civil rights over the elements of a product, and then withdraws it in order that the product may pass into other hands."

The prices for which goods are sold must bring to the owner or seller more than the cost of all the elements of which they are composed. There is the difficulty. The cost of the chief elements of the product are not entirely under the control of the man of business. Wages, for instance, are fixed at certain rates agreed upon, and must not be altered merely at the bidding of an employer. So also is interest a fixed rate. It is the case also with the prices of raw materials, at least so as to be beyond the will of an employer or producer. The wages of directing labor, or of management, are subject to greater variation, but tend to a certain degree of uniformity. The prices of what he offers for sale his goods depend upon the state of the market, which he cannot control, but which must be accepted, often at a loss. How, then, are profits to be secured, especially when fixed expenses in plant, machinery, etc., are heavy? One plan is open to all, to accept what can be obtained, and to endeavor to live within their means. —J. Sharp in Grocers' Review.



THE FIRST THING THEY DO.

Whipper—Did you see that little article about me in THE CANADIAN GROCER
Snapper—No.

Whipper—That's funny. You have had the paper for the last half hour.

Snapper—I know it; but I haven't got through reading the advertisements yet.

SHE WAS A DAISY.

"I want to use your telephone," said a stylishly dressed woman, with a haughty air, entering a Lexington avenue drug store.

"Certainly, madam," said the clerk courteously.

The woman called up another drug store three blocks away.

"Is this Pestle & Mortar?" she asked. "It is? Well, this is Mrs. So-and-So of 26th street. You understand? Well, I want you to send around, right away, a bottle of that tooth-powder I use. Do you hear me? And two pounds of castile soap. Got that down? And some soothing-syrup for baby; yes, soothing syrup. And a half-dozen two-grain quinine pills—yes, quinine pills, I said. Are you deaf? And—that's all! Send them around immediately—don't forget!"

And she hung up the receiver and started from the drug store which she had been using as an ordering depot for a rival concern, without as much as "thank you." At the door she stopped to say in withering tones to the clerk:

"You ought to have that telephone fixed. It works miserably."—New York Times.

WANTED
Manitoba Agency.

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

Apply A, CANADIAN GROCER.

COWAN'S
COCOAS AND
CHOCOLATES

Are Standard, and sold by
all grocers.



Mantels, Grates and Tiles, Office
and Store Fittings and
Furnishings.

Toronto Salt Works,
128 Adelaide East,
TORONTO

Dealers in Table, Dairy, Meat Curing
Barrel, Rock Lump, and Land Salts.

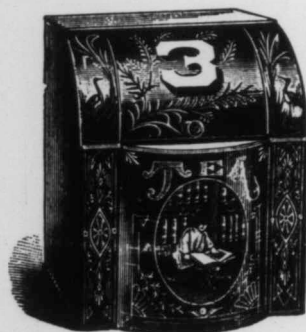
Higgin's Eureka and Ashton's English
Dairy Salts. Land Plaster.

FREIGHT PAID
on 5 Boxes.

**AMMONIA
SOAP**

MANUFACTURED BY

W. A. Bradshaw Co.
TORONTO



WE MAKE THE
FINEST TEA CADDIES IN CANADA

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

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

TRY THIS PLAN FOR INCREASING SALES.
Write our nearest house for Prices and Catalogue.

THE McCLARY M'FG COMPANY
London. Toronto. Montreal. Winnipeg.

Slee, Slee & Co.
makers of



ESTD

1812.

Pure malt Vinegar.
London, England.

Batty & Co have for half a century used
Slee, Slee & Co's pure malt vinegar in making
their genuine pickles, & sauces.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Alfred Gervais, grocer, Montreal, has assigned.

R. Buckley, general merchant, Allenford, has assigned.

Robert Robson, grocer, Revelstake, B.C., is reported to have left town.

The stock of Marchand & Co., flour, Montreal, has been seized by the landlord.

David Kiely and L. N. Lussier & Co., boot and shoe dealers, Montreal, have both assigned.

Watts & Co. of Uxbridge, have effected a compromise with their creditors at 70c. on the dollar.

Edmond Duckett, general merchant, Point de Maskinonge, has compromised at 60c. on the dollar.

A liquidator has been appointed to wind up the estate of the Ideal Washer, Churn and Wire Mattress Co., St. Thomas.

Benjamin Widerick, boots and shoes, Cheap, has assigned. Thos. Millbee, in the same line of business at Barrie, has followed his example.

J. Morin, boots and shoes, Hamilton, has assigned to W. A. Campbell of Toronto. He owes about \$15,000. The assets are placed at about the same. Of the latter \$1,000 consists of book debts.

At a meeting of the creditors of the Gildersleeve Bros., the offer of 10c. on the dollar by C. F. Gildersleeve was accepted by a majority of the creditors. It is expected the others will come into line and the business will be closed up.

PARTNERSHIPS FORMED AND DISSOLVED.

Angus Cameron & Son, general merchants, etc., Sherbrooke, Que., have dissolved.

Moise Brossard, under the firm name of Brossard, Chaput & Co., Montreal, is doing business as commission merchant, in grains, etc.

Hyman Lyman and Moses Liverman have registered in St. Cunegonde, Que., to carry on business as general traders under the style of Liverman, Lyman & Co.

J. V. Ingraham and A. G. McLean have registered a co-partnership to carry on business as general merchants in Sydney, N.S., under the style of Ingraham & McLean.

A new company has been formed to take over the Brantford Soap Works. Alfred Watts retires. The directors of the company will be Messrs. Henry J. K. Osborne, L. T. Whitehead, W. Watt, Sr., and H. McK. Wilson. The concern will be known as the Brantford Soap Works Company.

SALES MADE OR PENDING.

The hotel of A. McQueen, Simcoe, is advertised for sale.

E. Barbeau, tobacconist, etc., Toronto, is advertising his business for sale.

The stock of Gervais & Jasmin, grocers, Montreal, is advertised to be sold by auction on the 28th inst.

The bankrupt stock of J. J. Brown & Co., of Barrie, has been bought by James Wilkinson at 60c. on the dollar.

The bankrupt stock of Guenther & Smith, Milverton, has been bought by Alfred Guenther. He paid 70 cents on the dollar.

Mr. Connolly, of Yarker, has bought Mr. Charles' bankrupt stock for 30¼ cents on the dollar. Mr. Connolly was buying for Mr. Charles.

The goods and chattels of George Schneider, a Waterloo shoe merchant who failed recently, have been sold by public auction. The shoe stock was purchased by Jacob Uffelman at 50¼c. on the dollar; a \$2,500 brick house by George Suggitt for \$1,500, and the book accounts by Geo. Keil.

FIRES.

The mill of A. J. O'Brien & Co., Duart, has been burned.

A Fredericton, N.B., grocer named J. J. Fox has been burned out.

A. J. Chenard, merchant, Caraquet, N.B., has been burned out. J. J. Burgeois, in the same line of business at Moncton, has met with a like fate.

Halifax was visited by a big fire Monday morning. It started in the wholesale and

retail hardware store of Stairs, Son & Morrow, nearly all of whose \$85,000 stock was destroyed. They are partially insured. Among the other sufferers, the greatest was C. H. Harvey, wholesale grocer. The latter's stock was nearly all gotten out, more or less damaged, the roof scorched and the whole building flooded by water from the top story down.

CHANGES.

A. S. Sharpe of Pontypool has sold out to Naismith Bros. & Flack.

DEATHS.

W. J. Berton, one of the oldest business men in St. John, N.B., is dead.

E. J. Bailey, of Bailey Bros., boots and shoes, Woodstock, N.B., is dead.

Prices of Canadian hay have declined in London from £6 10s. to £5 5s., and in Liverpool from £6 to £5 14s. This decline tends to check immediate export trade. Quebec is reported to have gathered a heavy crop of new hay, and the yield in Ontario will also be large. Farmers are warned not to bale their hay before it is perfectly cured, as fodder of that quality is not wanted in the London market.

Do You Sell

Baby's Own Toilet Soap

THE ENTERPRISING GROCERS ALL KEEP IT

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

TAYLOR, SCOTT & Co.,

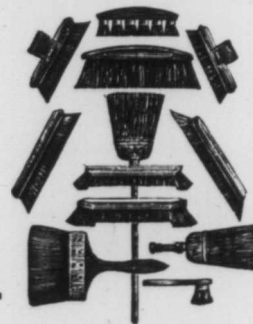
TORONTO

Sole Agents for Western Ontario

TO OUR CUSTOMERS
... AND FRIENDS

Our factory was entirely destroyed by fire a few days ago. We are getting our business together again and hope to be able to fill orders inside of two weeks. We thank you for past favors, and hope we have merited a continuance of the same.

Yours truly,

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

True Merit Always Wins



Pettijohn's



California . .
Breakfast
Food

.. TRY IT ..



BATTY'S



PICKLES

Highland



Evaporated
Cream . .



Wright & Copp, Dominion Agents .. TORONTO

. . . Write us for samples and particulars of above goods . . .

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.

**A WATCH
OR A TURNIP?**

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

COSTS YOU NOTHING TO GET ONE!

G. R. SOMERVILLE, London, Canada.



**Licorice
Lozenges**

Manufactured exclusively by

YOUNG & SMYLLIE,
BROOKLYN, N.Y.

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

**MUNN'S
GENUINE COD LIVER OIL**

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

ALMOST TASTELESS

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

Send for Samples and Price List . .

Stewart, Munn & Co.,
MONTREAL.

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

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

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

**Nixey's
Black NO DUST
Lead**

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

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

**"SILVER MOONLIGHT
PLUMBAGO"
STOVE POLISH.**

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

**NIXEY'S
"SOHO SQUARE" BLUE**

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

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

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

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

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

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

..MOLASSES..

We make low prices. Delivered, freight and duty paid per Imperial gallon to any point in Canada.

Samples upon application.

N. W. Taussig & Co.

96 Wall Street, NEW YORK

Atlantic Sugar House, BROOKLYN.

Cable Address,
"Taussig, New York."

CANADIAN AGENTS:

R. S. McINDOE,
Toronto.

JAS. SIMPSON & SON,
Hamilton.

L. H. DOBBIN,
Montreal.

J. WINFIELD,
Quebec.

M. F. EAGAR,
Halifax.

Prices Current Continued—

| | | |
|-----------------------------|--------|--------|
| Corn, 2's | 0 90 | 1 00 |
| " Epicure | 1 15 | 1 15 |
| " Special Brands | 1 40 | 1 50 |
| Cherries, red pitted, 2's | 2 10 | 2 10 |
| Peas, 2's | 0 90 | 1 00 |
| " Sifted select | 1 40 | 1 40 |
| Pears, Bartlett, 2's | 1 75 | 1 75 |
| " Sugar, 2's | 1 50 | 1 50 |
| Pineapple, 2's | 2 25 | 2 40 |
| Peaches, 2's | 3 25 | 3 25 |
| " 3's | 3 25 | 3 25 |
| " Pia, 3's | 1 75 | 2 00 |
| Plums, Gr Gages, 2's | 1 50 | 1 60 |
| " Lombard | 1 50 | 1 60 |
| " Dauson Blue | 1 50 | 1 60 |
| Pumpkins, 3's | 0 90 | 1 00 |
| " gallons | 3 00 | 3 25 |
| Raspberries, 2's | 1 90 | 2 10 |
| Strawberries, choice 2's | 2 00 | 2 10 |
| Succotash, 2's | 1 65 | 1 65 |
| Tomatoes, 3's | 0 85 | 1 00 |
| "Thistle" Finnan Ladies | 1 50 | 1 50 |
| Lobster, Clover Leaf | 2 75 | 2 75 |
| " Star (tall) | 2 00 | 2 00 |
| " Impri Crown flat | 2 60 | 2 70 |
| " tall | 1 90 | 2 00 |
| " Other brands | 1 80 | 2 00 |
| Mackerel | 1 10 | 1 35 |
| Salmon, talls | 1 45 | 1 60 |
| " flats | 1 70 | 1 80 |
| Sardines Albert, 1/2's tins | 13 | 13 |
| " Sportsmen, 1/2 genu- | 12 1/2 | 13 |
| ine French high grade, key | 12 1/2 | 13 |
| opener | 10 1/2 | 10 1/2 |
| Sardines, key opener, 1/2's | 10 1/2 | 10 1/2 |
| " Martiny, 1/2's | 17 1/2 | 18 |
| " Other brands, 9/16 | 11 1/2 | 17 |
| " P & C, 1/2's tins | 23 1/2 | 25 |
| " 1/2's | 33 1/2 | 36 |
| Sardines Amer, 1/2's | 9 1/2 | 11 |
| " Mustard, 1/2 size, cases | 11 00 | 11 00 |
| 50 tins, per 100 | | |

CANNED MEATS.

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

| | |
|------------------------------|------|
| Sandwich Ham or Tongue, 1/2 | 1 50 |
| lb cans | |
| Ham, Chicken and Tongue, 1/2 | 1 25 |
| lb cans | |

CHEWING GUM.

| | |
|-------------------------------------|------------------|
| ADAMS & SONS CO. | |
| To Retailers: | |
| Tutti Frutti, 36 5c bars | \$1 20 |
| Pepsin Tutti Frutti, 23 5c packets | 0 75 |
| Nerve Food Tablet, 36-5c. bars | 1 20 |
| Orange Blossom | 1 00 |
| (each box contains a bottle of high | |
| class perfume. Guaranteed first | |
| class) | |
| Flirtation Gum (115 pieces) | 0 65 |
| Monte Cristo, 180 pieces | 1 30 |
| (with brilliant stone ring) | |
| Mexican Fruit, 36 5c. bars | 1 20 |
| Sappota, 150 pieces | 0 90 |
| Sweet Fern, 230 " | 0 75 |
| Black Jack, 115 " | 0 75 |
| Red Rose, 115 pieces | 0 75 |
| Magic Trick, 115 " | 0 75 |
| Oolah, 115 " | 0 75 |
| Puzzle Gum, 115 pieces | 0 75 |
| Bo-Kay, 150 " | 0 90 |
| Red Spruce Chico 200 " | 1 00 |
| Automatic | |
| Tutti Frutti Girl | 800 pieces. 6 00 |
| Sign Box (new) | " 6 00 |
| Glass Jar with Pepsin Tutti | " 6 00 |
| Frutti, 115-5c. pkgs, per jar | 3 75 |

C. B. SOMERVILLE.

| | |
|---------------------------------|------|
| Mexican Fruit, 36-5c. Bars | 1 20 |
| Pepsin (Dyspepsia), 90-5c. Bars | 0 70 |
| Sweet Sugar Cane, 150 pieces | 1 00 |
| Celery, 100 " | 0 70 |
| Lalla Rookh (all flavors) 100 " | 0 70 |
| Jingle Bell, 150 " | 1 00 |
| Cracker, 144 " | 1 00 |
| O-Dont-O, 144 " | 1 00 |
| Little Jap, 100 " | 0 70 |
| Dude Prize, 144 " | 1 00 |
| Clock Gum comprising 500 pieces | |
| Gum (assorted flavors), and 1 | |
| 'Little Lord Fauntleroy' clock | |
| guaranteed.) | 3 75 |
| La Rosa (20-10c. pieces) | 1 40 |
| Baby (100-1c. pieces) | 0 65 |
| Alphabet (100-1c. pieces) | 0 65 |
| Keno Prize (144-1c. pieces) | 1 00 |
| Love Talk (100-1c. pieces) | 0 70 |

CHOCOLATES & COCOAS.

| | |
|-------------------------------------|----------|
| TODD HUNTER, MITCHELL & CO'S. | |
| Chocolate— Per lb | |
| French, 1/2's, 6 and 12 lbs. | 0 30 |
| Caracas, 1/2's, 6 and 12 lbs. | 0 35 |
| Premium, 1/2's, 6 and 12 lbs. | 0 30 |
| Sante, 1/2's, 6 and 12 lbs. | 0 26 |
| Diamond, 1/2's, 6 and 12 lbs. | 0 22 |
| Sticks, gross boxes, each | 0 00 |
| Cocoa, Homopat'c, 1/2's, 8 & 14 lbs | 30 |
| " Pearl | 25 |
| " London Pearl 12 & 18 " | 22 |
| " Rock | 30 |
| " Bulk, in bxs | 18 |
| EXP'S. | |
| Cocoa— per lb | |
| Case of 112 lbs each | 0 35 |
| Smaller quantities | 0 37 1/2 |
| BENSDORF'S ROYAL DUTCH COCOA. | |
| Boxes each 1 lb | |
| 1/2 lb. cans, per doz | \$2 40 |
| 1/4 " " " | 4 50 |
| 1 " " " | 8 50 |

FRY'S
(A. P. Tippet & Co., Agents)

| | |
|-------------------------------------|------|
| Chocolate— per lb | |
| Caracas, 1/2's, 6 lb. boxes | 0 40 |
| Vanilla, 1/2's | 0 40 |
| "Gold Medal" Sweet, 6 lb bxs. | 0 30 |
| Pure, unsweetened, 1/2's, 6 lb bxs. | 0 40 |
| "Fry's" Diamond, 1/2's, 6 lb bxs. | 0 26 |
| "Fry's" Monogram, 1/2's, 6 lb bxs. | 0 26 |
| Cocoa— per doz | |
| Concentrated, 1/2's, 1 doz in box | 3 40 |
| " 1/2's, " " | 4 50 |
| " 1 lbs, " " | 8 75 |
| Homopathic, 1/2's, 14 lb boxes | 0 34 |
| " 1 lbs, 12 lb boxes | 0 34 |

JOHN P. MOTT & CO'S

| | |
|--------------------------------|---------------|
| R. S. McIndoe, Agent, Toronto. | |
| Mott's Broma | per lb \$0 30 |
| Mott's Prepared Cocoa | 28 |
| Mott's Homopat'c Cocoa (1/2) | 32 |
| Mott's Breakfast Cocoa | 45 |
| Mott's Breakf. Cocoa (in tins) | 45 |
| Mott's No. 1 Chocolate | 30 |
| Mott's Breakfast Chocolate | 28 |
| Mott's Caracas Chocolate | 40 |
| Mott's Diamond Chocolate | 23 |
| Mott's French-Can Chocolate | 18 |
| Mott's Navy or Cooking Choc | 26-27 |
| Mott's Cocoa Nibs | 35 |
| Mott's Cocoa Shells | 24 |
| Mott's Vanilla Chocolate stick | 23-24 |
| Mott's Confec Chocolate | 33-43 |
| Mott's Sweet Choc. Liquors | 11c-31 |

COWAN COCOA AND CHOCOLATE CO.

| | |
|-----------------------------------|------|
| Cocoas— per doz | |
| Hygienic Cocoa in 1 lb. tins, 12 | |
| 24 and 36 lbs in box | 7 25 |
| Hygienic Cocoa in 1/2 lb tins, 12 | |
| 24 and 36 lbs in box | 3 75 |
| Hygienic Cocoa in 1/4 lb tins, 12 | |
| 24 and 36 lbs in box | 2 25 |
| Cocoa Essence, pkgs, 2 and 4 doz | |
| in box | 1 40 |

| | |
|-------------------------------------|-------|
| Iceland Moss, in 1/4 lb pkgs, 6 and | |
| 12 lb boxes | 0 95 |
| London Pearl, in 1/4 lb pkgs, 6 and | |
| 12 lb boxes | 0 30 |
| Soluble (bulk) No. 1 in 10 to 30 | |
| lb boxes | 0 21 |
| Soluble (bulk) No. 2, in 10 to | |
| 30 lb boxes | 0 19 |
| Soluble (bulk) No. 2 in 5 to 10 | |
| lb tins | 0 21 |
| Nibs, any quantity | 30-35 |
| Shells, any quantity | 0 05 |

CHOCOLATES—

| | |
|---------------------------------------|-------|
| Queen's Dessert, 1/2 and 1/2 in 6 and | |
| 12 lb boxes | 0 40 |
| Diamond, 1/2's, 6 and 12 lb boxes | 0 25 |
| " " | 0 28 |
| Mexican Vanilla, 1/2 and 1/2 in 6 | |
| and 12 lb boxes | 0 35 |
| Sweet Ceylon, 1/2 and 1/2 in 6 and | |
| 12 lb boxes | 0 25 |
| Chocolat Parisien, 5c. cakes, in | |
| 6 lb boxes | 0 30 |
| Royal Navy, 1/2 and 1/2, in 6 and | |
| 12 lb boxes | 0 30 |
| Pure Caracas, (plain) 1/2 and 1/2, in | |
| 12 lb boxes | 0 40 |
| Confectioners' in 10 lb cakes | 25-35 |
| Powder, in 15 and 30 lb boxes | 0 25 |
| Creams, in 3 lb boxes | 0 28 |
| Icing, 1 lb pkgs, per doz | 2 25 |
| " 1 lb | 1 25 |
| Pudding, 1 lb pkgs, per doz | 2 25 |

WALTER, BAKER & CO'S

| | |
|--|------|
| Chocolate— | |
| Pre'm No. 1, bxs 12 & 25 lbs each | 45 |
| Baker's Vanilla in bxs 12 lbs each | 55 |
| Caracas Sweet bxs 6 lbs each, 12 | |
| bxs in case | 40 |
| Best Sweet in bxs, 6 lbs. each, 12 | |
| boxes in case | 30 |
| Vanilla Tablets, 416 in box, 24 bxs | |
| in case, per box | 4 00 |
| German Sweet Chocolate— | |
| Grocers' Style, in cases 12 boxes, | |
| 12 lbs each | 30 |
| Grocers' Style, in cases 24 boxes, 6 | |
| lbs each | 30 |
| 48 Fingers to the lb., in cases 12 bxs | |
| 12 lbs each | 30 |
| 48 Fingers to the lb., in cases 24 bxs | |
| 6 lbs each | 30 |
| 8 Cakes to the lb., in cases, 24 bxs | |
| 6 lbs. each | 32 |
| Soluble Chocolate— | |
| In canisters, 1 lb., 4 lb., and 10 lb. | 56 |
| Cocoas— | |
| Pure Prepared, bxs, 12 lbs each | 42 |
| Cracked, in bxs, 12 lbs., each, 1 lb. | |
| papers | 35 |
| Cracked, in bags, 6, 10 and 25 lbs. | |
| each | 30 |
| Breakfast Cocoa— | |
| 1/2 bxs 8 & 12 lbs., each, 1 lb., tins | 48 |
| In boxes, 12 lbs., each, 1 lb tins, | |
| decorated canisters | 50 |
| Cocoa Shells, 12's and 25's | 10 |
| Broma— | |
| In boxes, 12 lbs., each, 1 lb. tins | 45 |

MENIER FABRICANT DE CHODOLAT.

| | |
|------------------------|---------------|
| Paris et Noisiel. | |
| Per 120 lb. Per 12 lb. | |
| case lot. | box. |
| per lb. | per lb. |
| Yellow wrapper | \$0 34 \$0 36 |
| Chamois | 0 43 0 48 |
| Pink | 0 50 0 56 |
| Blue | 0 58 0 66 |
| Green | 0 50 0 56 |
| Lilac | 0 58 0 66 |
| Bronze | 0 65 0 74 |
| White Glace | 0 73 0 83 |
| Premium | 0 38 0 42 |

Fancy Chocolates.

| | |
|--|---------------|
| Fingers— | |
| 40 in a box...per box | \$0 36 \$0 40 |
| 20 " " " " " " " " | |
| Croquettes— | |
| Yellow wrap. | 2 70 3 00 |
| Pink | 3 75 4 20 |
| Green | |
| Croquettes are packed 12 1/2 lb. pack- | |
| ages in a box, and 8 boxes in a case. | |
| Pastilles— | |
| Yellow wrapper per lb | \$0 40 \$0 45 |
| Pink | 0 55 0 60 |
| Green | |
| Each case contains 54 1 lb packages or | |
| 108 1/2 lb packages. | |



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

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

SPICE JAM JAMS - 11 1-2c.

These are not entirely new, but they are very nice and sell rapidly. Try a Box ! We will draw your attention each week, in this space, to lines that you may be able to handle. **KEEP YOUR EYE ON IT.**

Toronto Biscuit & Confectionery Co., 7 Front St. East, Toronto

Prices current, continued—

CLOTHES PINS.

| | |
|-------------------------------|------|
| 5 gross, per box | 0 75 |
| 4 gross, " | 0 85 |
| 6 gross, " | 1 00 |
| CHAS. BECKH & SONS, per box | |
| 5 gross, single & 10 box lots | 0 75 |
| Star, 4 doz. in package | 0 85 |
| " 6 " | 1 25 |
| " 4 " cotton bags | 0 90 |

COFFEE.

| | |
|-------------------------------|----------|
| GREEN | |
| Mocha | 28 33 |
| Old Government Java | 25 35 |
| Rio | 21 22 |
| Plantation Ceylon | 29 31 |
| Porto Rico | 24 28 |
| Guatemala | 24 26 |
| Jamaica | 22 23 |
| Maracaibo | 24 26 |
| TODD HUNTER, MITCHELL & CO.'S | |
| Excelsior Blend | 34 |
| Our Own | 30 |
| Jersey | 30 |
| Laguayra | 28 |
| Mocha and Java | 35 |
| Old Government Java | 30 32 36 |
| Arabian Mocha | 35 |
| Maracaibo | 30 30 |
| Santos | 27 28 |

DRUGS AND CHEMICALS.

| | | | |
|-----------------------|----|----------|----------|
| Alum | lb | \$0 02 | \$0 03 |
| Blue Vitriol | | 0 06 | 0 07 |
| Brimstone | | 0 03 | 0 03 1/2 |
| Borax | | 0 12 | 0 14 |
| Camphor | | 0 80 | 0 85 |
| Carbolic Acid | | 0 30 | 0 50 |
| Castor Oil | | 0 07 1/2 | 0 08 |
| Cream Tartar | | 0 28 | 0 30 |
| Epsom Salts | | 0 02 1/2 | 0 02 1/2 |
| Paris Green | | 0 16 | 0 17 |
| Extract Logwood, bulk | | 0 13 | 0 14 |
| " boxes | | 0 15 | 0 17 |
| Gentian | | 0 10 | 0 13 |
| Glycerine, per lb. | | 0 16 | 0 20 |
| Hellebore | | 0 16 | 0 17 |
| Iodine | | 5 50 | 8 00 |
| Insect Powder | | 0 30 | 0 35 |
| Salpetre | | 0 08 1/2 | 0 09 |
| Soda Bicarb, per keg | | 2 50 | |
| Sal Soda | | 1 00 | 1 25 |
| Madder | | 0 12 1/2 | |

DURABLE PAILS AND TUBS

| | |
|-----------------------------------|------|
| WM. CANE & SONS, MANUFACTURING CO | |
| NEWMARKET. | |
| Steel hoops, painted and grain'd | 2 30 |
| Brass hoops, oiled and varnish | 3 25 |
| No 1 tubs | 9 50 |
| No 2 " | 8 50 |
| No 3 " | 7 50 |

EXTRACTS.

| | |
|-----------------------------------|--------|
| Dailey's Fine Gold, No. 8, p. doz | \$0 75 |
| " " " 1 1/2 oz. | 1 25 |
| " " " 2 1/2 oz. | 1 75 |
| " " " 3 oz. | 2 00 |
| (SEELY'S FLAVORING) per doz | |
| Concentrated, 3 oz. full measure | 1 75 |
| " 4 oz. " | 3 00 |

In Lemon, Vanilla and Assorted Flavors. Less 10 per cent. discount in gross quantities or more

FLUID BEEF.

| | |
|------------------------------|---------------|
| JOHNSTON'S, MONTREAL per doz | |
| Cases, No. 1, 2 oz tins | \$2 75 \$3 00 |
| " No. 2, 4 oz tins | 4 50 5 00 |
| " No. 3, 8 oz tins | 8 00 8 75 |
| " No. 4, 1 lb tins | 12 60 14 25 |
| " No. 5, 2 lb tins | 25 00 27 00 |

FRUITS.

| | |
|---|-----------|
| FOREIGN. | |
| Currants, Provincial, bbls. | 5 1/2 |
| " " " " bbls. | 5 1/2 |
| " Filistras, bbls. | 5 1/2 |
| " " " " bbls. | 5 1/2 |
| Currants, Patras, bbls. | 6 1/2 |
| " " " " bbls. | 6 1/2 |
| " " cases | 7 1/2 |
| " Vostizzas, cases | 7 1/2 |
| " " cases | 7 1/2 |
| " 5-crown Excelsior (cases) | 8 1/2 |
| " " case | 8 1/2 |
| Dates, Persian, boxes | 5 1/2 |
| Figs, Elemes, 14oz., per box | 10 10 1/2 |
| Gold medal washed Turkey, bgs abt 6lbs., finest grade grown | 10 1/2 |
| Prunes, Josnia, casks | 7 1/2 |
| " " cases, new | 7 1/2 |
| Raisins, Valencia, off-stalk | 6 1/2 |
| Selected | 6 1/2 |
| Layers | 6 1/2 |
| Raisins, Sultanas | 6 1/2 |
| " Malaga | 3 25 |
| London layers | 1 60 |
| Loose muscatels, Califor | 1 70 |
| Imperial cabinets | 3 50 |
| Connoisseur clusters | 3 60 |
| Extra dessert | 4 50 |
| Royal clusters | 3 40 |
| Fancy Vega boxes | 3 40 |
| Black baskets | 3 40 |
| Blue | 3 40 |
| Fine Dehesas | 3 40 |
| " qrs. | 3 00 |
| Lemons | 2 75 |
| Oranges, Jamaica | 2 50 |
| " Valentias | 4 50 |
| " Floridas | 3 00 |
| DOMESTIC. | |
| Apples, Dried, per lb. | 0 05 |
| do Evaporated | 0 09 |

FISH.

| | |
|--------------------------|----------|
| Oysters, per gallon | |
| " select, per gallon | |
| Pickersel, per lb | |
| Pike do | 0 07 |
| White fish do | 0 07 1/2 |
| Manitoba White fish do | 0 7 1/2 |
| Salmon Trout do | 3 00 |
| Lake herring, p. 100 | |
| Pickled and Salt Fish: | |
| Labrador herring, p. bbl | |
| Salmon trout, per bbl | |
| White Fish, i bbl. | |
| Dried Fish: | |
| Codfish, per quintal | |
| " cases | |
| Smoked Fish: | |
| Finnan Haddies, per lb | 0 07 1/2 |
| Bloaters, per box | 1 00 |
| Digby herring | 0 12 |
| Sea Fish: Haddock per lb | 0 05 |
| Cod | 0 05 |
| B.C. salmon | 0 13 |
| Market Cod | 0 05 |
| Frozen Sea Herrings | 2 65 |



FOOD-BREAKFAST.

PETTJOHN'S
Per case, 3 doz. 2 lb pkg in case \$1 40

FOOD-NATIONAL.



| | |
|------------------------------|---------------|
| Cases contain 1 doz packages | |
| Dessicated Wheat | per case 2 25 |
| " Rolled Oats | " 2 25 |
| " Rolled Wheat | " 2 00 |
| Snowflake Barley | " 2 25 |
| Buckwheat Flour, S.R. | " 2 25 |
| Breakfast Hominy | " 2 00 |
| Prepared Pea Flour | " 2 00 |
| Farinose or Germ Meal | " 2 35 |
| Pearl Barley (xxx) | " 1 40 |
| Farina | " 1 49 |
| Gluten Flour | " 3 00 |
| Gluten Biscuits | per lb 12 1/2 |
| Whole Wheat Flour | " 3 |

GRAIN.

| | | |
|---------------------------|------|------|
| Wheat, White | 0 59 | 0 60 |
| " Red Winter | 0 60 | 0 61 |
| " Goose | 0 58 | |
| Wheat, Spring, No 2 | 0 59 | |
| " Man Hard No 1 | 0 80 | 0 81 |
| " No 2 | 0 79 | |
| " No 3 | 0 70 | 0 71 |
| Oats, No 2, per 34 lbs | 34 | 35 |
| Barley, No 1, per 48 lbs. | 45 | |
| " No 2 | 40 | |
| " No 3 | 32 | 33 |
| Peas | 55 | 56 |
| Corn | | |

HAY & STRAW.

| | | |
|--------------------------|-------|-------|
| Hay, Pressed, " on track | 10 00 | 10 50 |
| Straw Pressed, " | 5 50 | 6 00 |

HARDWARE, PAINTS AND OILS.

| | |
|--------------------------------|------|
| CUT NAILS, from Toronto | |
| 50 to 60 dy basis | 2 30 |
| 40 dy | 2 35 |
| 30 dy | 2 40 |
| 20, 16 and 12 dy | 2 45 |
| 10 dy | 2 50 |
| 8 and 9 dy | 2 55 |
| 6 and 7 dy | 2 70 |
| 5 dy | 2 90 |
| 4 dy A P | 3 30 |
| 3 dy A P | 3 30 |
| 4 dy C P | 3 80 |
| 3 dy C P | 3 90 |
| HORSE NAILS: | |
| Canadian, dis. 65 to 70 | |
| HORSE SHOES: | |
| From Toronto, per keg | 3 65 |
| SCREWS: Wood— | |
| Flat head iron 7 1/2 p.c. dis | |
| Round " " 7 1/2 p.c. dis | |
| Flat head brass 7 1/2 p.c. dis | |
| Round head brass 7 1/2 p.c. | |

WINDOW GLASS: [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x5 pane the length and breadth come to 12 inches; which shows it to be a first-break glass, i.e., not over 25 inches in the sum of its length and breadth.]
1st break (25 in and under)..... 1 25
2nd " (26 to 40 inches)..... 1 40
3rd " (41 to 50 ")..... 3 10
4th " (51 to 60 ")..... 3 40
5th " (61 to 70 ")..... 3 70

| | |
|---|----------|
| ROPE: Manila | 0 11 1/2 |
| Sisal | 0 09 1/2 |
| New Zealand | 0 09 1/2 |
| AXES: Per box, \$6 to \$12 | |
| SHOT: Canadian, dis. 12 1/2 per cent. | |
| HINGES: Heavy T and strap... 0 4 1/2 | 05 |
| " Screw, hook & strap. 0 3 1/2 | 04 |
| WHITE LEAD: Pure Ass'n guarantee ground in oil. | |
| 25 lb. irons.....per lb | 5 |
| No. 1 | 4 1/2 |
| No. 2 | 4 1/2 |
| No. 3 | 4 1/2 |
| TURPENTINE Selected packages, per gal | |
| " " | 0 45 |
| LINSEED OIL per gal, raw | 0 60 |
| Boiled, per gal. | 0 63 |
| GLUE: Common, per lb | 0 10 |

INDURATED FIBRE WARE.

| | |
|----------------------------------|--------|
| 1/2 pail, 6 qt. | \$4 00 |
| Star Standard, 12 qt | 4 50 |
| Milk, 14 qt. | 5 50 |
| Round bottomed fire pail, 14 qt. | 5 50 |
| Tubs, No. 1 | 15 50 |
| " 2 | 13 25 |
| " 3 | 11 00 |
| Fibre Butter Tubs (30 lbs) | 4 50 |
| Nests of 3 | 3 40 |
| Keelers No. 1 | 10 00 |
| " 2 | 9 00 |
| " 3 | 8 00 |
| " 4 | 7 00 |
| Milk pans | 3 25 |
| Wash Basins, flat bottoms | 3 25 |
| " round | 3 50 |
| Handy dish | 3 50 |
| Water Closet Tanks | 18 00 |

JAMS AND JELLIES.

| | |
|--|--------|
| DELHI CANNING CO | |
| Jams assorted, extra fine, 1's | 2 25 |
| Jellies, extra fine 1's | 2 25 |
| TORONTO BISCUIT & CONFECTIONERY CO | |
| Jams, absolutely pure—apple... | \$0 06 |
| Family | 0 07 |
| Black and Red currant, Rasp- berry, Strawberry, Peach and Gooseberry per lb. | 0 12 |
| Plum | 0 10 |
| Jellies—pure—all kinds | 0 10 |
| These goods are put up in glass jars and in 5, and 10 lb. tins and 28 lb. pails. | |
| Marmalade—orange | 0 12 |

KNIFE POLISH.

| | |
|--------------------------|--------|
| NIXEY'S | |
| "Cervus" boxes of 1 doz. | \$2 00 |
| 6d. "London 5s., Canada | \$2 00 |
| "Cervus" boxes of 1 doz. | |
| 1s. "London 10s., Canada | \$4 00 |

LICORICE.

| | |
|--|----------|
| YOUNG & SMYLYE'S LIST. | |
| 5 lb boxes, wood or paper, per lb | 0 40 |
| Fancy bxs. (36 or 50 sticks), per box | 1 25 |
| "Ringed" 5 lb boxes, per lb. | 0 40 |
| "Acme" Pellets, 5 lb cans, per can | 2 00 |
| "Acme" Pellets, Fancy boxes (30s) per box | 1 50 |
| "Acme" Pellets, Fancy paper boxes, per box (40s) | 1 25 |
| Tar Licorice and Tolu Waters, 5 lb cans per can | 2 00 |
| Licorice Lozenges, 5 lb glass jars | 1 75 |
| Licorice Lozenges 5 lb cans | 1 50 |
| Purity" Licorice, 200 sticks. | 1 45 |
| " 100 " | 0 72 1/2 |
| Imitation Calabria, 5 lb bxs p lb | 0 25 |

DON'T HESITATE

St. Lawrence Starch

Should be the choice of all

RETAIL GROCERS

Prices current, continued—

| | |
|-----------------------|-----------|
| Common, fine car lots | 0 75 |
| " small lots | 0 95 1 00 |
| Rock salt, per ton | 19 00 |
| Liverpool coarse | 0 75 0 80 |

HIGGINS' EUREKA SALT.

| | |
|------------------------------|-----------|
| F.o.b. Montreal— | Per Sack. |
| Full sacks, 224 lbs. | \$2 80 |
| Quarter sacks, 56 lbs | 0 61½ |
| Sacks con'g 16-14 lb. p'kts. | 2 75 |

| | |
|------------------------------|-------|
| F.o.b. Toronto— | |
| Full sacks, 224 lbs. | 2 60 |
| Quarter sacks, 56 lbs. | 0 67½ |
| Sacks con'g 16-14 lb. p'kts. | 3 00 |

SYRUPS AND MOLASSES.

| | |
|--------------|----------|
| SYRUPS. | |
| Per lb. | Per gal. |
| bbls. ¼ bbls | |
| D. | 2½ |
| M | 2½ |
| B | 2½ |
| V.B. | 2½ |
| E.V.B. | 2½ |
| E. Superior | 2½ |
| XX | 2½ |
| XXX | 2½ |
| Crown | 3 ¾ |

| | |
|---------------------------|-----------|
| MOLASSES. | |
| Per gal. | |
| Trinidad, in puncheons... | 0 32 0 35 |
| " bbls | 0 36 0 37 |
| " ¼ bbls | 0 40 0 40 |
| New Orleans, in bbls. | 0 30 0 32 |
| Porte Rico, hdds. | 0 38 0 40 |
| " barrels. | 0 42 0 44 |
| " ¼ barrels. | 0 44 0 46 |

SOAP.

| | |
|----------------------------------|--------------|
| Ivory Bar, 1 lb. bars. | per lb 6 |
| Do. 2, 6-16 and 3 lb bars | 5½ |
| Primrose, 12 oz. cake, per doz. | 48 |
| John A, 10 oz. cake, per doz. | 50 |
| Mayflower, 12 oz. cake, per doz. | 48 |
| Gem, 3 lb bars per lb. | 4 |
| " 13 oz, 1 and 2 lb. bars | 4 |
| Queen's Laundry, per bar. | 7 |
| Sapolio, per gross. | 11 30 |
| Eclipse | Per lb 0 05½ |
| Ruby, 10 oz | 0 42 |
| Monster, 8 oz. | 0 30 |
| Detroit, 14 oz. | 0 48 |
| Lily White | 0 50 |
| Everyday | 0 50 |
| Queen City, 14 oz. | 0 72 |

| | |
|---------------------------------|------|
| Per box | |
| Mottled in 5 box lots, 100 bars | 5 25 |
| " " 60 bars | 3 20 |
| Electric | 2 25 |
| Hard Water Electric | 2 50 |
| Royal Laundry | 3 10 |
| Octagon | 4 50 |
| Per doz | |
| Royal Magnum | 0 30 |
| " 25 doz per box. | 0 25 |
| Anchor, Assorted | 0 45 |
| " Castile | 0 50 |
| Morse's Assorted | 0 50 |
| Morse's Rese | 0 50 |
| " Windsor | 0 50 |
| " Castile | 0 50 |
| 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 80 |
| White Lavender | 1 00 |

| | |
|--------------------------------|------|
| Per doz | |
| White Castile Bars | 0 75 |
| White Oatmeal | 0 75 |
| Persian Boquet, paper | 2 60 |
| Oriental | 0 45 |
| Pure Coconut, 3 doz. bxs, wood | 0 50 |
| Heliotrope paper | 1 50 |
| Carnation | 0 80 |
| Rose Boquet | 0 60 |
| Cocoa Castile | 0 50 |
| Arcadian | 0 45 |
| New Arcadian, per gross | 5 00 |
| Ocean Boquet | 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 75 |
| Plain Glycerine | 0 75 |
| Plain Windsor | 0 75 |
| Fine Bouquet | 1 00 |
| Morse's Toilet Balls | 0 90 |
| Turkish Bath | 0 60 |
| Infants' Delight | 1 20 |
| Surprise (10 cakes) | 5 00 |
| Sunlight | 3 50 |
| Sterling (100 cakes) | 4 85 |



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 | 13 14 |
| PING SUETYS. | |
| Young Hyson— | |
| Half chests, firsts | 28 32 |
| " " seconds | 16 19 |
| Half Boxes, firsts | 28 32 |
| " " seconds | 16 19 |
| JAPAN. | |
| Half Chests— | |
| Finest May pickings | 38 40 |
| Choice | 32 36 |
| Finest | 28 30 |
| Fine | 25 27 |
| Good medium | 22 24 |
| Medium | 19 20 |
| Good common | 16 18 |
| Common | 13 15 |
| Nagasaki, ½ chests Pekoe | 16 22 |
| " " Oolong | 14 15 |
| " " Gunpowder | 18 19 |
| " " Siftings | 7½ 11 |
| Congou— | |
| Half Chests Kaisow, Mon- | |
| ing, Pakling | 12 60 |
| Caddies, Pakling, Kaisow | 18 50 |
| INDIAN. | |
| Darjeelings | 35 55 |
| Assam Pekoes | 20 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, | 5's; Twin Gold Bar, 5's | 670 |
| Ingots, rough and ready, 8's | Laurel, 3's | 64 |
| Brier, 7's | Index, 7's | 57 |
| Honeysuckle, 8's | Napoleon, 8's | 55 |
| Royal Arms, 12's | Victoria, 12's | 58 |
| Brunette, 12's | Prince of Wales, in caddies | 53 |
| " in 40 lb boxes | Bright Smoking Plug Myrtle, T & | 50 |
| B, 3's | Lily, 7's | 60 |
| Diamond Solace, 12's | Wrtle Out Smoking, 1 lb tins | 55 |
| 1 lb pg, 6 lb boxes | oz pg, 6 lb boxes | 50 |
| 70 | 70 | |

EMPIRE TOBACCO COMPANY.

| | | |
|---------------------------------|---------------------------------|----|
| CUT SMOKING. | | |
| Golden Plug, 2 oz. pkg boxes, 5 | lbs. | 65 |
| Uncle Ned, 2 oz. pkg, bxs 5 lbs | Gem, 2 oz. packages, 5 lb boxes | 60 |
| Gem, 2 oz. packages, 5 lb boxes | 61 | |
| Golden Plug, 2 oz. pkg boxes, 5 | lbs. | 70 |

PLUG SMOKING.

| | | |
|------------------------------------|---------------|----|
| Golden Plug, 2 oz. pkg boxes, 5 | lbs. | 56 |
| Uncle John, 2 x 6, 3s. caddies | 124 lbs. | 51 |
| 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 |
| Something Good, 6s. butts 21 lbs | 46½ | |

FANCY 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 | Joy, 3 x 12s., 14½ oz. Spaced 6s. | 60 |
| Rough and ready. Butts 25 lbs | Judge, 2 x 3, 8s. Flat. Caddies | 52 |
| about 20½ lbs. | Currency, 3 x 3, 7s. Rough and | 50 |
| ready. Caddies about 21 lbs. | Kentucky, 1½ x 3, 12s. Caddies | 49 |
| about 21 lbs. | Kentucky, 1½ x 3, 7s. Caddies | 50 |
| about 21½ lbs. | BLACK SWEET CHEWING. | 49 |
| Lord Stanley, 1 x 3, Navy, 12s | caddies about 22 lbs | 47½ |
| Lord Stanley, 2 x 3, Solace, 12s | caddies about 22½ lbs | 47½ |
| Lord Stanley, 2 x 3, Navy, 3s | caddies about 22 lbs | 47½ |
| Lord Stanley, Narrow, 12s butts | about 24 lbs | 47 |

CIGARS—S. DAVIS & SONS Montreal

| | |
|-------------------------------|---------|
| SIZES | |
| Madre E' Hijo, Lord Landsdown | \$60 00 |
| " " Panetelas | 60 00 |
| " " Bouquet | 60 00 |
| " " Perfectos | 85 00 |
| " " Longfellow | 85 00 |
| " " Reina Victoria | 80 00 |
| " " Pina | 55 00 |
| El Padre, Reina Victoria | 55 00 |
| " Reina Vict., Especial | 50 00 |
| " Conchas de Regalia | 50 00 |
| " Bouquet | 55 00 |
| " Pina | 50 00 |
| " Longfellow | 80 00 |
| " Perfectos | 80 00 |
| Mungo, Nine | 35 00 |

| | |
|----------------|-------|
| Cable, Conchas | 30 00 |
| Queens | 29 00 |

Cigarettes, all Tobacco—

| | |
|----------------------------------|--------|
| Cable | 7 00 |
| El Padre | 1 00 |
| Mauricio | 15 00 |
| DOMINION CUT TOBACCO WORKS, MON- | |
| TREAL. | |
| CIGARETTES. Per M. | |
| Athlete | \$7 50 |
| Puritan | 6 25 |
| Sultana | 5 75 |
| Derby | 4 25 |
| B. C. No. 1 | 4 00 |
| Sweet Sixteen | 3 75 |
| The Holder | 3 85 |
| Hyde Park | 10 50 |
| per lb | |
| Puritan, tenths, 5 lb. boxes | 75 |
| Old Chum, ninths, 5 lb. box | 70 |
| Old Virgin, 1-10 lbpkg, 10 lbxbs | 62 |
| Gold Block, ninths, 5 lb boxes | 73 |

CIGARETTE TOBACCO.

| | |
|------------------------------|------|
| B. C. N. 1, 1-10, 5 lb boxes | 83 |
| Puritan, 1-10, 5 lb boxes | 83 |
| Athlete, per lb | 1 15 |

PLUG TOBACCO'S.

| | |
|-----------------------------------|-----|
| Old Chum, plug 4s. Solace 16 lbs. | 68 |
| " " 8s. " 16 | 68 |
| " " 8s. R. & R. 12½ | 58 |
| " " chew 7s. R. & R. 14½ | 58 |
| " " 8s. Solace 14½ | 58 |
| " " 8s. R. & R. 16 | 58 |
| " " 8s. Solace 15 | 58 |
| O. V. - plug 8s. Twist 16 | 58 |
| O. V. - " 3s. Solace 17½ | 58 |
| O. V. - " 7s. " 17 | 55½ |
| Derby, - " 12s. " 17½ | 51 |
| Derby, - " 7s. " 17 | 51 |
| Athlete, - " 5s. Twist 9 | 74 |

WOODENWARE. per doz

| | | |
|-----------------------|-----------------|--------|
| Pails, 2 hoop, clear | No. 1. | \$1 70 |
| " " " " | " | 1 90 |
| Pails, 2 hoops, clear | No. 2. | 1 60 |
| " " " " | " | 1 80 |
| " " " " | " | 1 80 |
| Tubs, No. 0. | " | 9 50 |
| " " " " | " | 8 00 |
| " " " " | " | 7 00 |
| " " " " | " | 6 00 |
| Washboards, Globe | \$1 90 | 2 00 |
| " " " " | 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 | 2 00 |
| " " " " | Quick and Easy | 1 80 |
| " " " " | World | 1 75 |
| " " " " | Battler | 1 30 |

Matches, 5 case lots, single case

| | | |
|-----------------------------|------|--------|
| Parlor | 1 70 | \$1 75 |
| Telephone | 3 30 | 3 50 |
| Telegraph | 3 50 | 3 70 |
| Safety | 4 00 | 4 20 |
| French | 3 00 | 3 10 |
| Steamship (10 gro. in case) | | |
| Single case and under 5cs. | 3 10 | |
| 5 cases, freight allowed | | 3 10 |

Mops and Handles, comb

| | | |
|----------------------------|--------|--------|
| Butter tubs | \$1 60 | \$3 60 |
| Butter Bowls, crates ast'd | | 3 60 |

YEAST.

| | |
|-----------------------------------|------|
| BARM MFG. CO. | |
| per box | |
| 1 box containing 2 doz. 5c. pkgs. | 0 50 |
| 1 " " 2 doz. 10c. " | 1 00 |

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