

" VARSITY "—HIGH-CLASS 5c. CIGAR.

# THE CANADIAN GROCER

VOL. IX

TORONTO AND MONTREAL, SEPTEMBER 20, 1895.

No. 38

## COLMAN'S MUSTARD



BEST ON EARTH

## HUNTLEY & PALMERS

### English Biscuits

UNRIVALLED FOR EXCELLENCE OF QUALITY.



MANUFACTURERS TO HER MAJESTY THE QUEEN, etc.

KNOWN THROUGHOUT

THE WORLD

READING AND LONDON, ENGLAND

Representative: MR. EDWARD VALPY, 28 Reade Street, NEW YORK

LA CADENA—CREAM OF THE HAVANA CROP.

LA FLORA, 10c.

EL PADRE, 10c.

PRIZE MEDALS IN COMPETITION WITH THE WORLD.

ALL THE LEADING WHOLESALE TRADE HANDLE OLD CHUM PLUG AND CUT AND BY STOKING TOBACCOS.

THE CANADIAN GROCER



# First Quality

## Potted Meats

AND

## Fish Delicacies



*Jams*

*Jellies*

*Essences*

*Marmalades*

*etc.*



To be obtained through all Leading Wholesale Grocers.

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FOR  
**PURITY**

# Bi-Carbonate of Soda

FOR  
**STRENGTH**



TRADE MARK

This brand is always reliable.

Highest test 98.30% pure.

Made only  
by

The **UNITED ALKALI CO., Ltd.**, Liverpool.

"New Process" Soda, finest on the market.



## Pure Castile Soap

**RED LION BRAND**

If you want to keep a Soap that you can recommend to your customers, then purchase "Le Lion Rouge"; quality never varies.

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≡ 100 Medals ≡

Highest honors at Chicago

It pays to sell them.



Always reliable.



Purveyors of chocolate to Her Majesty the Queen

BY ROYAL APPOINTMENT

Canadian Agents

**ARTHUR P. TIPPET & CO.**

MONTREAL, P.Q.

TORONTO, ONT.

ST. JOHN, N.B.

# "FLAMER" MATCHES

These are matches that when lit cannot be extinguished, even by a cyclone. They ensure a good light in any kind of weather, and are particularly useful to smokers.



"FLAMERS" are safely put up in small sliding boxes, convenient for carrying in the pocket.

"FLAMERS" are more than 50% cheaper than the imported article; besides, there are in Eddy's small box 30% more matches. Eddy's also afford a steadier and more reliable light.



---

The **E. B. EDDY CO.** Ltd., Hull, Canada

Branches in Montreal and Toronto

Agents: F. H. Andrews & Son, Quebec, Que.; A. Powis, Hamilton, Ont.; J. A. Hendry, Kingston, Ont.; Schofield Bros., St. John, N.B.; J. Peters & Co., Halifax; Tees & Perse, Winnipeg, Man.; James Mitchell, Victoria, B.C.



# IMITATIONS

There are several  
but only One Genuine



**Rose & Laflamme**

39 LEMOINE STREET

— MONTREAL

WE ARE TAKING ORDERS "TO ARRIVE" FOR FOLLOWING CANNED GOODS:  
Tomatoes, Corn, Peas, Wax Beans, Pork and Beans, Salmon, Mackerel, Lobsters, Pears, Strawberries,  
Raspberries, Peaches, Apples, etc., etc. All of best known brands on market

Our prices are exceptionally low. Write for quotations before you buy elsewhere.

**Laporte, Martin & Cie.** WHOLESALE GROCERS 72 TO 78 ST. PETER STREET MONTREAL



**Marshall & Co.,**  
Spring Garden Works, ABERDEEN, SCOTLAND.

## Fresh . . . Herrings

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

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

**SALT HERRINGS IN KEGS. "CROWN" BRAND.**

All Selected Fish from the famed  
Aberdeen Fisheries.

FOR SALE BY ALL LEADING GROCERS.

**WALTER R. WONHAM & SONS**  
Sole Agents for Canada, MONTREAL.

# The St. Lawrence Sugar Refining Co.

LIMITED

## MONTREAL

Laboratory of Inland Revenue,  
Office of Official Analyst,  
MONTREAL, April 8th, 1895.

"I hereby certify that I have drawn, by my own hand, ten samples of the **ST. LAWRENCE SUGAR REFINING CO.'S EXTRA STANDARD GRANULATED SUGAR**, indiscriminately taken from ten lots of about 150 bbls. each, I have analysed same, and find them uniformly to contain :

**99<sup>99</sup>/<sub>100</sub>** to **100** per cent. of Pure Cane Sugar with no impurities whatever."

(Signed) JOHN BAKER EDWARDS, Ph.D., D.C.L.  
Prof. of Chemistry and Pub. Analyst,  
MONTREAL.

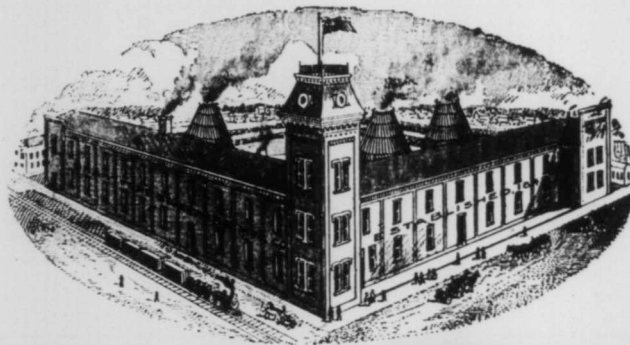
## THE BRANTFORD STONWARE MFG. CO., LTD.

BRANTFORD, CANADA

FOR . . .

### Rockingham, Yellow, Bristol and Salt-Glazed Stoneware

Established 1849 - Incorporated 1894



Manufacturers of Water Filters, Water Pitchers, Poultry Water Fonts, Jugs, Fruit Jars, Jam Jars, Butter Pots, Cream Crocks, Churns, Pickle Jars, Flower Pots, Ginger Beer Bottles, Ink and Furniture Cream Bottles, Oval and Round Baking Dishes, Pie Plates, Stew Pots, Bowls, Tea and Coffee Pots, Bed Pans, Chambers, Cuspidors, Spittoons, Stove and Fire Brick, etc., etc., and all kinds of Stoneware for Domestic and Chemical purposes.

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CANADIAN SPECIALTY CO., Toronto. | LONDON, W. C. |

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# GRAND MOGUL TEA

This famous Tea stands at the very summit of excellence.

The sales are among the largest in Canada.



T. B. ESCOTT & CO.  
SOLE AGENTS

Wholesale Grocers  
LONDON, ONT.

CRESCENT BRAND

**BRUNNER, MOND & CO., Ltd,**  
NORTHWICH, ENGLAND

MANUFACTURERS OF



## BICARBONATE of SODA

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

## SODA CRYSTALS

Of the Finest Quality.  
In Barrels and Drums.  
Orders for direct importation from  
the Wholesale Trade only.

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

# There was but one opinion

Expressed by all who tasted

## REINDEER BRAND CONDENSED COFFEE . . .

AT THE  
INDUSTRIAL EXHIBITION

"IT IS DELICIOUS" !!

You will be asked for it right along.

**Buy in small lots and often**



**Direct from the Orient** 

We have close at hand **3 CAR LOADS**  
of the grandest values in . . . . .

**BLACK TEAS**

THAT CAN BE OFFERED.

Being keenly aware of the importance of supplying the trade with lines that will please and satisfy consumers, we have used every care in the selection of teas combining the highest liquoring qualities. They are :

**SUPERBLY CHOICEST  
EVEN LEAF PAN YONG**

**EXTRA CURIO CHOICEST  
PEKOE CONGOU**

Write us for Samples.

We leave the rest with you.

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

JOHN MOUAT, NORTHWEST REPRESENTATIVE, WINNIPEG.

The Finest

**BISCUITS**

**PICKLES**

**JAMS**

**GANDY**

**Wm. Paterson & Son, - - Brantford**



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

# THE CANADIAN GROCER

Vol. IX. (Published Weekly)

TORONTO AND MONTREAL, SEPTEMBER 20, 1895

(\$2.00 per Year) No. 38

## DROPS FROM THE EDITOR'S PEN.

It is a wise merchant that knows his own customer.

\* \* \*

A business is sometimes dissolved in order that it may be built up.

\* \* \*

Goldwin Smith's proposition to hang incendiaries will probably hang fire.

\* \* \*

Confidence of merchants in each other is the only remedy for price-cutting.

\* \* \*

If you cannot say a good word for your rival abstain from saying anything bad.

\* \* \*

The fire underwriter is not a fire eater. It is for high rates that his appetite is abnormal.

\* \* \*

Chicago grocers are in a self-congratulatory mood these days. They made \$600 out of their picnic.

\* \* \*

There is one peculiarity about a merchant: He can keep his backbone stiff and still bend to his customers.

\* \* \*

All eyes are upon Manitoba, but the coy miss is not at all abashed, and there is no reason she should.

\* \* \*

Light hearted is the merchant whose books are not loaded with bad debts, and much to be emulated is he.

\* \* \*

There is one thing commendable about failures: It is possible to use them as stepping stones to success.

\* \* \*

The advance in steerage rates by the ocean steamers is a steerage to the conclusion that times are really better.

\* \* \*

The Chinese display common sense in some things. They have taken a great lik-

ing for condensed milk, which has lately been imported into the country.

\* \* \*

The female clerk is likely to win young men as well as business, and what the young man gains the merchant loses.

\* \* \*

"To be or not to be" is the grave question that is now agitating the average merchant regarding canned salmon.

\* \* \*

If credit was given to whom credit was due, "dead beats" would soon die for the want of soil in which to take root.

\* \* \*

Sugar is something more than saccharine matter. It is a bone of contention: Grocers are always fighting each other over it.

\* \* \*

As there is no fi led cheese made in Canada, it is evident that those in England who asserted there was were filled with prejudice.

\* \* \*

It is well that merchants should exchange ideas with each other, but it is not politic to give away your ideas before they are hatched.

\* \* \*

Soliloquy of the merchant who closed not early: "The summer is ended and none of its beauties have I enjoyed. Wretched man that I am."

\* \* \*

Because a man happens to be a good judge of a dog's howl it should not be inferred that he is in the habit of going on a howl himself.

\* \* \*

He is a wise clerk who, now that the long evenings are approaching, sits down and devises ways and means of perfecting himself in his calling.

\* \* \*

Le Prix Courant, of Montreal, is the prince of French trade papers, and its fall number, now lying before me, is an evidence that it intends to maintain its position. The cover

of the number is prettily lithographed and the general appearance of the issue is most creditable.

\* \* \*

The Philadelphia Retail Grocers' Association is said to have put a flea in the ears of local politicians. It is to be hoped it made them hop.

\* \* \*

Most people are ready to declare that the man guilty of arson should be hung, but most people again would not like to see the extreme penalty enforced.

\* \* \*

The Industrial Exhibition is at an end, but not so the acquaintanceships which have been struck up between city wholesaler and country retailer during its existence.

\* \* \*

The merchant who refuses credit to every Tom, Dick and Harry is less likely by his negatives to pave his way to the poorhouse than is his less discriminating rival by his affirmatives.

\* \* \*

The chief difficulty about the house-organ trade paper is that it is only set to play one tune. As that tune is set by the author of the organ, one guess will be sufficient to tell what it is.

\* \* \*

The clerk who is as much concerned in his employer's business as is the employer himself has already laid the foundation of his own fortune, though he may not have a \$5 bill in the bank.

\* \* \*

The trade evils that obtain in a community are usually indicative of the character of the organization among the merchants there. Large evils, little organization; little evils, large organization.

\* \* \*

He who aims to become a successful merchant without mastering the details is just as unwise as he who would assay in one bound to reach the roof of a ten-storey building, instead of climbing the stairs or taking the elevator.

### EXHIBITION ADVERTISING.

**S**PEAKING of exhibitions, Toronto Saturday Night has this to say: "Hotels, restaurants, saloons, the street railway and a few kindred enterprises, reap a very large and instantaneous profit, but the average tradesman misses not only his regular customers, but finds very few new ones. The people who come to the Fair almost as a rule come to be amused or to see the articles displayed, and go home the day of their arrival. The circulation of the daily newspapers, I think, could be proven to be smaller during the continuance of the Exhibition than on ordinary days. I am quite positive that fewer people read the newspapers during the Fair weeks than at any other time of the year, yet advertisers are eager to make their announcements at the period when they are certain to have fewest readers. On the Fair grounds printed matter and lithographed cards, and all that sort of thing, are distributed by the bushel, and every observant business man will notice that the whole area of the Industrial Fair is fairly papered with cards and circulars and testimonials that have been thrown away, because the people have neither the inclination nor conveniences for carrying away the vast amount of printed matter which is thrust into their hands. I hate to see this waste of advertising space and this misuse of advertising methods, because it brings into disrepute and disuse the material which publishers offer to those who desire to make known their goods to the general public.

"During the time of the Industrial Exhibition is not favorable for either advertising of a display sort or the distribution of cards and circulars, and is without doubt the very worst time of the year for merchants to indulge in those long and fulsome 'write-ups,' into which they are juggled by advertising canvassers. Tens of thousands of dollars are wasted during Fair week in useless advertising and in throwing away cards, chromos and circulars. Nobody reads the newspapers, owing to the fact that nobody has time to do more than attend to his visitors, or, if he be a stranger, to his visit.

"The average Torontonians is prouder of the Industrial Fair than of anything else in Toronto. Nothing angers him so much as any depreciation of the great enterprise which brings so many people to see us, yet the personal effort of the individual to make his business an attractive part of the show is very small; he is willing to put a big ad. in the newspapers, where it will not be read, but any suggestion that the same money be spent in decorating his premises or improvising a unique and attractive something in his windows would be scouted. I say again that the direct advantage accruing to the Toronto business man by reason of the Fair is very small; in many cases it inflicts a temporary loss. The real advantage is obtained by influencing people to make this city the

centre of their amusements and business. If we can get them to come here to the Fair we can get them to come at other periods of the year, and to make the city attractive and the amusements vastly superior to those afforded by any other Canadian city should be our chief aim."

Here is truth for you. Toronto daily and evening papers during Exhibition were full of half and full-page advertisements of wholesale and manufacturing concerns. Every dollar spent in this way was practically thrown away. Advertisers, think it out for yourselves. When you visited the World's Fair did you read Chicago's morning and evening papers? If you did look at them, we bet it was to see the attractions at the theatres or to take a careful look at the amusement column. Visitors to large cities have their minds made up before they arrive as to what and who they will see, so that from the moment they arrive till the moment they depart they are on the jump. What time have they to look at newspapers? None! Manufacturers and wholesalers should use the trade press exclusively for their announcements, and those catering for the general public should advertise extensively for two or three weeks previous to the opening of an exhibition, and if they have still some money left, spend it on attractive window display, bunting or some such attraction.—Printer and Publisher, Toronto.

### FRENCH SARDINES.

Recently some low cable offers to sell French sardines have been received in New York with a disquieting effect upon that market. It is claimed, says The N. Y. Journal of Commerce, that the goods so offered were of inferior quality and that good stock was not procurable at anything like such figures. The weather has been hot in France and on some days large fares have been brought in by the boats, which when packed, were not of desirable quality, and the packers were willing and even anxious to sell them at much below regular market rates for choice brands.

### AVOID DEBT.

I observed recently in a daily paper published in a city of ten thousand inhabitants, says a writer in The Chautauquan, this statement: "There are five hundred people on the blacklist of the traders in this community." Dry-goods men, grocers, butchers, milliners, all the shop keepers had combined and they made weekly and monthly reports to their headquarters of every man and woman in the community who would run a bill, and then failing to pay would go to some other store of the same kind to run another bill. These traders refused credit to every person whose name was on the blacklist, and five hundred made one-tenth of the whole population of that community.

Though it was considered a prosperous town, there were paupers in it, the poorest people lived in comfortable homes and there was every indication of thrift in the appearance of the people and general tone of the community. As Poor Richard says again, "If you would know the value of money, go and borrow some."

If one will be independent in business and have a free course in the world he must be self-reliant and build up a sturdy, strong manhood. One is strong who is conscious that if all the business of the world around him should fail his possessions will abide because he has no debts to pay. A panic cannot hurt such an one except in the volume of his trade. His home will continue to be a shelter for his family and no man can touch it. His occupation may be gone for a time, but "no debts to pay" will be the sweetest song that can ring in his soul as the days and the months go rolling on. Such a man is ready for the race of life when opportunity presents itself. He is a free man and it is freedom which contributes to the enjoyment as well as to the prosperity of life. It will help to banish care and keep grief away. Above all things avoid debt.

### COFFEE UNSETTLED.

Coffee is just now in an unsettled condition, with an apparent tendency to ease away. Advices from Europe state that Blanco, the leader of the bull syndicate, is tired of the deal and anxious to close out. He is understood to have so managed shipments to Dutch and German markets as to bring his holdings down to 50,000 bags actual coffee, but may have to provide for some liberal tenders before end of month from cargoes now steaming across the ocean from Brazil. There has been a great deal of coffee offering upon our local option market for European account, and the street market was well supplied with stock. Some of the latter was remarkably low and at first came from such a narrow source as to create suspicion; but other sellers have gradually followed in the same line until terms are generally a fraction off and still look a little tippy. Nevertheless, on the other side of the question there has been a noticeable absence of confirmation for the liberal crop estimates sent here some time ago, many leading houses practically entering a denial, and in a suspiciously secret manner a very extensive line of purchasing has taken place, principally by roasters, one concern alone getting something like 35,000 to 40,000 bags that can be traced, and mostly at about the ruling rates of the moment. The deal probably means just so much coffee passed into actual consumption, but, it is surmised, has been taken in anticipation of a possible increase of value on the grades handled, when about the first of next month a change in rules of delivery may make them particularly desirable to apply on maturing contracts.—N. Y. Journal of Commerce.



# TEAS

**Send to Us** when you are in the market. State about the price you wish to pay. We are interested in pleasing our customers and can suit you to a . . . . . **T**

LUCAS, STEELE & BRISTOL Hillwattee Tea ... Agents HAMILTON

For **PICKLING** use our

**PURE  
PICKLING  
SPICE IN  
PAPER  
PACKAGES**



We have the finest pure **GROUND** Spices in 10 lb. boxes.

## BEAVER BRAND

Our **WHOLE** Spices direct importations are now all in.

James Turner & Co. - Hamilton, Ont.



# NEW VALENCIAS

Second Shipment  
now in Store . . .

Arguimbau's Fine Off-stalk. Arguimbau's Off-stalk.  
Rogers' Fine Off-stalk.

Third Shipment to Arrive in About Two Weeks

Trenor's Fine Off-stalk. Trenor's Selected. Trenor's Layers.

Get Our Prices Before Buying.

**H. P. ECKARDT & CO.,**

**WHOLESALE GROCERS**

**Toronto**

## SUGAR BEET CULTURE.

IN the earlier half of the past month the "Association Internationale de Statistique Sucriere" published its general estimate of the beet sowings, the figures being as follows:

	Total number of Factories.		Hectares Sown.		Difference per cwt.
	1894	1895	1894	1895	
Germany.....	404	395	441,427	370,884	-16'0
Austria-Hungary.....	217	217	376,160	289,430	-23'0
France.....	373	368	236,070	199,244	-15'6
Russia.....	227	229	336,363	346,500	3'0
Belgium.....	111	110	71,365	57,566	-19'6
Holland.....	39	39	34,257	32,697	-4'5
Other countries.....	45	44	41,000	36,000	-?
	1,407	1,393	1,536,642	1,332,321	-13'3

On the basis of the average crops for various periods, as given above, the estimate of the total beet crop of Europe for the coming season, and its comparison with the season of 1894-5 would be as follows:

	1895-96		1894-95		Difference tons.
	tons.	tons.	tons.	tons.	
Germany.....	1,430,000	1,825,000	-395,000		
Austria-Hungary.....	762,000	1,050,000	-288,000		
France.....	610,000	795,000	-185,000		
Russia.....	610,000	592,000	18,000		
Belgium.....	205,000	240,000	-35,000		
Holland.....	78,000	78,000	.....		
Other countries.....	120,000	150,000	-30,000		
	3,015,000	4,730,000	-915,000		

The reduced yield being thus 915,000 tons, the crop would only be about as large as that of 1893-94.

For this summary of M. Sach's estimate we are chiefly indebted to the Magdeburg Centralblatt fur die Zucker-Industrie der Welt, which proceeds to make the following remarks:

"We have reproduced the above observations respecting the coming beet sugar crop, in order to show how it is possible, with the help of statistical materials that can be manipulated at pleasure, to draw up most delightful calculations. Not even a hint of how the coming crop will turn out can at the present moment be arrived at, as the really finally decisive factor is the weather in September and October. As things are at present, we can say no more than that the prospects of the crop are favorable, and that the utmost that might be expected would be

such an error in the amount of the reduction of sowings, as might be equivalent to a sugar yield of 600,000 tons."

It will thus be seen that any calculations for the present are totally premature, and might prove exceedingly misleading. We simply give them for what they are worth. It may be well to mention that the figures of the Statistical Association of sugar growers and manufacturers are regarded with some distrust by commercial men, and the reason of this fact will at once suggest itself to every experienced business man. Licht, who still maintains his position as the one statistician who materially influences the English market, appears, however, to accept the figures of reduced sowings as being tolerably correct, though he inclines to assume a lower percentage of reduction as being the most probable.—Kuhlow's Trade Review.

## IRRIGATION IN ALBERTA.

IRRIGATION is a great theme in Alberta; still there can be very little doubt, says The Calgary Herald, that any successful scheme of irrigation for Alberta must include the construction of reservoirs at the head waters of the numerous streams which have their sources in the foothills and mountains, and would retain the water during flood time and let it out during low water. Some of the streams actually include a natural reservoir of this kind in their upper courses, as, for instance, the middle fork of the Old Man's River in the Crow's Nest Pass, where about twenty-five miles up the pass the river flows out of a cavern in a mountain, which slopes down to the north shore of the Crow's Nest Lake, runs into the lake, and flows out of it at its eastern extremity. Very little artificial improvement would make this lake a reservoir from which the supply of water in the Old Man's River could be regulated at will. Such another natural reservoir exists in the Devil's Head Lake, which could without any engineering difficulties be connected with one of the forks of Ghost River, which stream, tapped

by a ditch at the point where it turns south to join the Bow, and with its supply of water reinforced and regulated from the Devil's Head Lake, would irrigate a very large area of land on the north bank of the Bow River.

These are only two instances out of many. The utilisation of such natural reservoirs, and the construction of artificial ones where no natural ones exist, is clearly that part of a general scheme of irrigation for southern Alberta which should be borne by the central Government. The works necessary for the erection of these storage places will necessarily be located at some distance from the area which their waters will irrigate, and would not come within the proposed scope of any private undertaking, since no single individual or company would be likely to desire to construct and maintain reservoirs unless they were allowed to reap the exclusive benefit of them, which would in many cases be impossible.

Secondly, assurance of the constant and permanent supervision necessary to prevent such reservoirs from proving a menace instead of a boon to the community, could only be given by their being under Government control, and practically of Government construction. Irrigation companies fail, like other speculations. It would be inadvisable to permit of the possibility of a bankrupt concern going out of business and leaving a legacy of disaster to the community in the shape of a neglected reservoir in the mountains. No; the reservoirs should clearly be the Government contribution to irrigable Alberta.

## HOW MANY EGGS HAD SHE?

In answer to the egg problem in last week's issue, J. H. Laughton, grocer, Parkhill, writes:

Below find egg question and correct answer.  
"721" eggs in basket.

2 at time .....	360-1
3 " .....	240-1
4 " .....	180-1
5 " .....	144-1
6 " .....	120-1
7 " .....	103-0



# Canned Salmon

BEST BRANDS. LOW QUOTATIONS.

We are also offering this week special value in **New Season's Ping Suey.** See our travellers' samples.

## DAVIDSON & HAY

Wholesale Grocers

Toronto, Ont.



### STACKS OF LETTERS

Are sent us praising the quality of our Pan-Dried Oats. We have published just a few to show you we are honest in our advertising statements. Send us

**JUST ONE ORDER**

if still doubtful.

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

### WE NEVER HAVE. HAVE YOU?



We have never known a customer who has once used Jersey Brand Condensed Milk to *ask* for a different make. They may *take* other brands once, through error, or to oblige the grocer who is "just out," but they will *insist* on Jersey Brand next time. Don't let your stock get low, and, when a run on these goods cleans you out, telegraph or telephone your order to your wholesale house. All jobbers and wholesale houses will be pleased to fill your order for

**"JERSEY" BRAND**

If you are interested in a scientific analysis of the different brands write for a copy of Prof. Bowman's Report.

FORREST CANNING CO. - - -

HALIFAX, N. S.

**HAMILTON TRADE GOSSIP.**

**P**RICES on sugar have been pretty badly cut here lately by local jobbers, partly with a view to induce business, and partly evidently from a mere desire to fight. During the last few days, however, there has developed a marked desire to discontinue this senseless practice, and the desire is evidently bearing some fruit. "Every one of us want to get at least a fair profit, you know," explained one wholesaler. The firmer markets in London and New York are the principal factors which have brought about this steadier feeling on the local market. But jobbers are finding that it is much easier to lower prices than to get them back to the normal condition again. The idea for granulated is now 4c. for Acadia and 4½c. for Montreal sugar. Yellows sell at from 3 to 3¾c. Wholesalers report that the demand from some sections of the country is fairly good, quite a number of carload lots having gone out. "At today's prices," remarked one jobber, "buyers cannot fail to find purchases remunerative." Bright coffee sugars are scarce; in fact, they are unobtainable. The few that are on the market get so hard that people are afraid to buy them.

A demand is beginning to develop for both syrup and molasses. But, as already stated, wholesalers are compelled to go to the other side for medium and dark syrups, "and pay the iniquitous duty" as one wholesaler remarked to me. Syrups at about 30 to 32c., and 38 to 42c. are the kinds mostly in demand. Some particularly good value is being shown in molasses, and one house has turned over this season several hundred barrels at prices ranging from 23 to 25c. per gallon.

In teas, the demand continues good for all descriptions of black teas, particularly good liquoring Assams and Ceylons. All the orders taken for import lots of Japan teas have been delivered, but in many cases the purchasers have refused to take them owing to their unsatisfactory quality. "Any goods offered on the basis of last year's prices should be readily taken," ventured one jobber. In Young Hysons the market is completely bare, and any goods there are on the market are held at high prices.

All descriptions of canned goods are quiet, which is usual at this season of the year, while the price of vegetables is unsettled. "Good values offering in Canadian canned peaches should be taken by buyers, as prices cannot long remain where they are to-day." Lobster of good quality is getting scarce, and there are practically no half-pound tins in first hands. There is no change in the salmon situation. Only a few carloads of fish have, so far, come to hand. Sockeye is

being quoted all the way from \$1.30 to \$1.40, according to brand. A letter from a packer received here a few days ago, under date of Victoria, Sept. 9, places the pack of sockeye at 500,000 cases, 335,000 of which are on the Fraser. It says that 395,000 cases will go to the United Kingdom, 25,000 to Australia, and 5,000 cases to New Zealand. It anticipates a small pack of cohoes.

"People," remarked a wholesaler, "are looking forward anxiously to getting in their new currants, as the market here is almost bare." A letter received from Greece by a local wholesale house, in referring to the currant situation, asserts that the present prices leave the grower barely 1c. per pound, and that with a very much decreased stock this year higher prices will naturally follow. The letter furthermore states that the crop will hardly be sufficient to meet the universal demand, and that the fruit will not be given away as it was last year and the year before.

All the houses are this week in receipt of their second shipments of new season's Valencia raisins. The idea as to the price is 5¼ to 5¾c. for fine off-stalk and 6¼c. for selected.

Hams and bacon are in good demand, but there is not so much doing in the heavy meats. There is a good demand for cheese but the price is low. F. W. Fearman has nearly completed that portion of his packing house destroyed by fire some months ago, and it is expected to be in running order in about ten days.

French plums and prunes have been arriving during the last few days for the different houses. The ordinary selling price is 4¼ to 6c.

Hamiltonians are not without hope that, as a result of the visit of Sir C. Rivers-Wilson, a handsome up-town Grand Trunk station will be erected before a great while. A great deal of satisfaction is being expressed at the fact that Hamilton is to be made the western freight centre. Anent railway matters, the T., H. & B. bonus seems to be a dead letter. The contractors are making good headway with the tunnel in Hunter street, and have the collapsed brick-work well into position again.

The demand for evaporated apricots, peaches and prunes continues fair for the season, and the trade has been compelled to re-order several times.

The vinegar manufacturers are very busy. "You know," remarked one of the manufacturers, "we usually do as much business during August, September and October as during the rest of the year put together. The

difficulty now is not to get business but to keep up stock." One of the proprietors of the Dominion Vinegar Works told me business was much better than a year ago.

Spanish onions are arriving on the market, and there have been some deliveries. Lucas, Steele & Bristol received their shipment this week. This firm has also a special line of syrups arriving.

"We have made special arrangements this year," said a member of the firm of W. H. Gillard & Co., "to bring on two special growths of currants, which have been carefully packed, under the brands 'Paradise' and 'Hay Castle.'"

Mr. Dallas, representing Mourilyan, Heiman & Co., the Japan tea firm, was in Hamilton on Wednesday. "Anything new?" he replied to a query of mine. "Nothing, only that low grade Japs are very scarce." "Indeed they are," interposed a wholesaler. "The best cable offers on low grades of any use at all on this market are about equal to 16c. laid down here." W. L. E.

**THE FIRST SHELL OYSTERS.**

The first arrival of shell oysters this season came to hand on Tuesday morning last. They were consigned to D. Hatton & Co., and consisted of ten barrels, which came through by express via the short line. They sold at \$6.50 to \$7 per barrel. Similar oysters will arrive on Friday and Saturday by freight, and are selling to arrive at \$3.50 to \$4 per bbl. for ordinary and \$5 for hand-picked.

**KILLED BY LIGHTNING.**

F. J. Mayhew, of the firm of Mayhew & Harmer, general merchants and bankers, Thamesville, Ont., had a valuable horse killed by lightning on Wednesday; loss covered by insurance.

**COLONIAL EXPOSITION.**

At a meeting of the directors of the Montreal Exhibition Company on Monday it was decided to hold a grand Colonial Exhibition next year, opening on May 24, and closing on October 12. The exhibition will comprise the products of five colonies—Canada, Australia, New Zealand, the Cape Colonies and Newfoundland. All the exhibits at present in England will, it is reported, be sent over and supplemented by others. The Government is said to have granted \$250,000 to the exhibition. The present grounds will not be sufficiently large to accommodate the exhibits, and large additions will have to be made. The exhibition, of which Mr. Stiles is the promoter, will be postponed on account of this action of the Montreal Exhibition Company until 1899.



## WEST INDIA TRADE.

THE monthly West Indies steamer Duart Castle carried the following St. John, N.B., consignments on her last outward trip:

For Bermuda—S. J. Dickson, 1 crate cabbage, 6 bbls. potatoes, 3 boxes cheese, 2 boxes merchandise; McCavour & Co., 50 boxes smoked herring, 2 bbls. oatmeal; Dunlap & Co. (Moncton), 60 bbls. potatoes; G. & G. Flewweling Mfg. Co., 182 pieces spruce scantling; A. Cushing & Co., 1 mast, 1 boom; I. C. Railway, 50 cedar poles, 15 bags oats.

For St. Croix—T. H. Estabrooks, 10 bbls. potatoes, 3 crates tea, 10,000 shingles.

For St. Kitts—John Sealy, 200 boxes herring, 20 boxes dry fish, 14 bbls. potatoes, 2 half-boxes cheese; Louis Dugah, 36 bbls. potatoes; T. H. Estabrooks, 10 bbls. potatoes, 50,000 shingles; A. Malcolm, 100 boxes herring, 5 half-boxes cheese, 1 box fish; Merritt Bros. & Co., 5 bbls. pork; McCavour & Co., 10 bbls. potatoes; Waring, White & Co., 20 steel rails, 1 box fish plates, 2 kegs spikes; B. Moonéy & Sons, 1 case hardware.

For Antigua—John Sealy, 200 boxes herring, 15 boxes dry fish, 7 bbls. potatoes, 5 half-boxes cheese; T. H. Estabrooks, 30 bbls. potatoes; W. M. Barlow, 20 bbls. potatoes; A. Malcolm, 24 bbls. potatoes, 5 half-boxes cheese, 16 boxes dry fish; McCavour & Co., 20 bbls. potatoes.

For Dominica—A. Malcolm, 200 boxes herring; Merritt Bros., & Co., 189 bbls. orange shooks.

For Martinique—Merritt Bros. & Co., 1,000 boxes smoked herring.

For St. Lucia—John Sealy, 100 boxes herring, 20 bbls. potatoes, 10 boxes dry fish, 5 half-boxes cheese.

For Barbadoes—E. M. Robertson & Co.,

18 boxes dry fish; Merritt Bros. & Co., 5 bbls. pork; Charles Robin Collas & Co. (Paspebiac), 61 tubs dry fish; John Sealy, 200 boxes herring, 10 half-boxes cheese.

For Trinidad—Yu King Cheong (Hong Kong), 105 pkgs. mdse.; John Sealy, 600 boxes herring, 27 bbls. potatoes, 15 boxes cheese; Louis Dugah, 36 bbls. potatoes; T. H. Estabrooks, 30 bbls. potatoes, 25 half-boxes cheese; W. M. Barlow, 20 bbls. potatoes; A. Malcolm, 270 boxes herring, 24 bbls. potatoes, 10 half-boxes cheese; Warren Taylor, (Salisbury), 38 bbls. potatoes; McCavour & Co., 670 boxes herring, 20 bbls. potatoes; Geo. Gale & Sons, (Water-ville, P.Q.), 5 cases wire mattresses.

For Demerara—Kung Sing Wo (Hong Kong), 38 pkgs. mdse.; Wai on Cheong (Hong Kong), 13 pkgs. mdse.; Tai Chuen (Hong Kong), 45 pkgs. mdse.; John Sealy, 500 boxes herring, 90 boxes dry fish, 10 half-boxes cheese; Humphrey & Trites (Petitcodiac), 20 bbls. potatoes, 2 cases cheese; Northrop & Lyman Co. (Toronto), 4 cases medicines; Chas. Robin Collas & Co. (Paspebiac), 75 casks dry fish.

## INDIAN TEA.

Latest mail advices from Calcutta have the following on teas: "The quality has continued, with few exceptions, unattractive, Assam especially being below the usual standard looked for at this season, while Doars tea has mostly been very poor, but at the close there are at last signs of improvement from this quarter. Some of the Sylhets have been fairly useful and tend to improve. There has been a strong inquiry for anything that could be classed as fine, and prices for such have been well supported. Common to medium descriptions close rather weaker, especially in the case of common broken Pekoes. One satisfactory result of the low prices ruling under 8d.

is increasing competition for ports other than London. Some good orders are now coming from America, and the weekly offtake for the Colonies, Persia, Bombay, etc., has become a very valuable support to the Calcutta market."

Owing almost entirely to the exceptionally heavy landings of Indian tea for the month of August, the total imports of tea of all kinds into London during that period rose to 33,791,100 lbs., as contrasted with 25,411,800 lbs. in 1894, and although the deliveries aggregated 20,584,700 lbs. against 19,911,300 lbs. in August last year, the stock by the 31st ult. was piled up to 75,084,250 lbs., or 7,255,750 lbs. above that in 1894 at the same date.

## SUGAR IN CANADA.

The unsettled feeling in sugar in Canada is not yet altogether dissipated. A Montreal speculator who has held a line of 1,000 bbls granulated for some time was bid 3 $\frac{3}{4}$ c. Wednesday for the lot. He refused, and the bidder stated that the refineries were selling at the price. This was found to be correct, as both refineries are accepting 3 $\frac{3}{4}$  to 3 15-16c. Montreal this week for 500-bbl. lots to the wholesale trade.

## MILLS BURNED.

The oatmeal and barley mills owned by Messrs. T. and J. N. Andrews, of Thornbury, Ont., were completely burned on Wednesday. The cause of the fire is unknown. Had it not been for the heavy rain of the previous part of the night it would have been impossible to have prevented the fire spreading into the business part of the town. The mills were fully insured.

## HAVE NEW OFFICES.

Messrs. Arthur P. Tippet & Co. have moved their Toronto office to more commodious premises, No. 23 Scott street, Room No. 2.

# FLAG-SHIP BRAND

## CANNED SALMON

The pick of the FRASER RIVER catch.

ROBERT WARD & CO., Ltd.  
Sole Agents  
VICTORIA, B.C.

Canadian Pacific Packing Co.

R. V. WINCH,  
Manager.

LULU ISLAND, B.C.

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We have an exceptionally fine stock of these goods, direct importation, comprising

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|------------------------|-------------------------|
| French Peas            | Olive Oil               |
| French Mushrooms       | Spanish Queen Olives    |
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**Turner,  
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& Co.**

Wholesale Grocers

WINNIPEG



OUR 20, 25 AND 30 CENT  
BROOMS CANNOT BE BEAT.

ORDER  
**DAISY, THISTLE and ROSE**

And you will have the Best Value in the market. On lots of 5 Dozen assorted we will allow freight charges.

**H. A. NELSON & SONS, Toronto and Montreal**

This brand of . . . . .

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ROBERT GREIG & CO. . .

MONTREAL



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17 Victoria St., London, S.W.  
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.

### THE SALMON SITUATION.

ELSEWHERE will be found a letter from J. H. Todd & Son, in which THE CANADIAN GROCER is called to account for certain alleged exaggerations regarding the two days' big run on the Fraser.

Our data was gathered from the daily and trade papers of British Columbia, and if there is any exaggeration, the onus is upon these journals.

What THE CANADIAN GROCER has all along endeavored to do is to give the facts as far as possible. We are not infallible, but a retrospective view makes us bold to say that we have in the main been correct in our premises on the salmon situation.

Not once have we asserted that the pack was an extremely large one or that it was likely to exceed the demand. We merely stated that the pack was much larger than the canners at the opening of the season anticipated it would be. And our anticipations were correct. At the same time we also pointed out that many of the canners could not pack all they might owing to the fact that they had only ordered tins to meet the requirements of an anticipated short pack.

As to prices, we opined that for the well-known and leading brands figures would in all likelihood be well maintained, but that there was a possibility that later in the season the not so well-known brands would be offered at figures lower than those now obtaining, and furthermore pointed out that England held the key to the situation. Our opinion regarding these matters has not changed.

Seeing that the pack was so much larger than anticipated we held to the opinion that, in consequence thereof, prices were not likely to go any higher, and that therefore nothing was to be gained by being in a hurry to purchase, while there was a possibility of something being gained by buying cautiously.

We did not for a moment anticipate a

weak market. We merely ventured the opinion that the market was not likely to go higher. And how could we arrive at any other conclusion with a pack larger than expected, and with the other conditions the same as when the opening prices were fixed? THE CANADIAN GROCER has posed to play the part of neither the bull nor the bear. We have merely assayed to furnish facts for the guidance of our clients.

We publish this week the statistics regarding the pack. The one in detail is from The Statistical News-Advertiser, which places the total pack at 512,197, or 17,826 cases more than last year. The figures, however, received at the Fisheries Department, Ottawa, and as published in The Toronto World, gives the total pack as 18,000,000 one-pound cans. This, divided by 48, the number of cans in a case, would give a total of 375,000 cases only, which is obviously incorrect. Another British Columbia trade paper, The Commercial Journal, shows, in detail, the pack to be 513,693 cases. That the Government figures are incorrect is furthermore obvious from the fact that tonnage now engaged for England will carry 360,000 cases, while 30,000 cases are to be sent overland to the same destination via Atlantic ports. Then, Eastern Canada is expected to take fully her average quota of 75,000 cases, while 30,000 cases are expected to go to Australia and 5,000 to New Zealand. Here are some 500,000 cases accounted for.

The coho pack is now about begun, and advices received in Toronto this week bear out what THE CANADIAN GROCER said a couple of weeks ago, namely, that the pack is likely to be light, only a few canners packing them. At present the packers are asking \$4 f.o.b. cars, equal to about \$1.16 per dozen laid down here. First shipments will be made early in October.

The packers do not appear to have changed their views regarding the price of sockeye, what transactions there have been reported being on the basis of \$4.50 f.o.b. cars, while wholesalers seemingly are a little more willing than they were to pay that figure. The general tone of the market is steady and the fact, as pointed out in a previous issue, that the canners on the Fraser had to pay a high price for their fish, helps to make it so.

### A PRETTY POST CARD.

The Government regulation permitting the use of private post cards has been taken advantage of speedily by business men all over the country, and some very prettily designed cards are now passing through the mails daily.

One of the finest we have seen is gotten out by W. H. Gillard & Co., the tea importers and wholesale grocers, of Hamilton, Ont. It was designed in their own sample

room, and has been specially praised in a communication from the Deputy Postmaster-General.

### SHIPMENTS OF FRUIT TO ENGLAND

OPINIONS expressed in Montreal regarding the recent experimental shipment of Canadian fresh fruit to the English market are not complimentary.

Many shrewd traders consider that our fruit growers would be following a more practical course if they cultivated the wants of the home market more before they reached out for new fields.

They argue that it is a trade axiom that the home demand always pays a seller or producer best, and that, for this reason, its wants should be the primary object with the latter. This, they contend, the Canadian fruit grower does not do, because he does not vary his crop enough between the early and late varieties of fruit.

The result of this policy is that the markets in Montreal and Toronto are in some seasons literally swamped in a short interval with receipts that they cannot absorb.

Naturally there is loss, and because of it the growers complain and try experiments in a new field.

The trade considers that it is quite right and proper to get access to all the markets possible, but at the same time not to neglect the best of all, the home market.

If the growers varied their crop there would be no necessity to dump a lot of fruit on the market all at one time. They could also learn a lesson in packing and selection from their California competitors that should be taken to heart, especially if they hope to compete with the latter in England.

To be plain, it is the belief of shippers in Montreal that the growers who have sent these experimental shipments to England will get little more than will pay the freight.

### THE TRADE SITUATION.

DOUBT is no longer entertained regarding the return of better times to the Dominion of Canada: They are not merely in prospect, we have them.

Turn where we will a revival is apparent. Canada's backbone is her agricultural industries, and these are on the whole healthier than they have been for many a long day: At home the crops are excellent; abroad prices are more promising than they were a year ago. The cheese industry is not in as good condition as desirable, owing to the over production at home and increased production and congested markets abroad. But we are not near enough to the millennium to expect that at one and the same time all the conditions shall be favorable for everything we have to make and sell. And then it is not to be expected that all the effects of a

period of depression will vanish at the first appearance of the sunshine of better times.

Our manufacturing industries are gradually assuming their normal condition. The various mines with which the country abound are being developed as they were probably never developed before, while in the procession of progress is also marching the lumbering industry.

But the best barometers whereby the trade conditions may be more accurately gauged are the clearing house returns and the railway earnings. There is no mistake in their reading. And reading these in comparison with those of last year the results are decidedly favorable.

What we now need to do is to exercise confidence; and while pushing for business make haste slowly.

#### JOBBERS BUYING TEA FREELY.

THE wholesale tea trade in Montreal shows radical expansion this week for the first time this season.

While western jobbers were operating freely as buyers during the past month or five weeks, the trade in Montreal were indifferent and bought sparingly.

Now, however, they have changed their disposition entirely, and a large quantity of tea has changed hands in the aggregate.

The cause of this change of temper is the prospect of a scarcity of low grade Japan teas, and the chances of only a moderate supply of medium teas.

It has been usual at this season for large consignments of these goods to come to Montreal. These have not made their appearance, and none of any consequence are advised. On the contrary, sales agents in Montreal who have been asked to duplicate lots already on the market demand an advance of  $1\frac{1}{2}$ c. per pound on low grade and 1c. per pound on medium. This fact has made buyers more anxious, and the outcome of it is the larger wholesale trade doing.

We hear in this connection of several 600 half-chest lots of low grade Japans selling at 14c.; also some mediums at  $17\frac{1}{2}$ c.

One house on Monday gathered in 1,000 packages of low grades within the above range and evidenced their willingness to take more. In a word, the jobbing trade are free buyers.

One of them stated that the big percentage of their Quebec province trade was in low grade teas, and that the stock to supply it was light.

There is as yet no evidence of any increase in the volume of the distributive trade from second hands.

Buyers in this particular have not shown any anxiety, but with the conditions as they are at present too much caution may mean that their supplies will cost more money.

It might be remarked also that Montreal jobbers carried quite a good stock of teas as

a rule during the summer; hence, their anxiety to secure additional supplies as soon as possible is all the more significant.

#### A LIE NAILED.

THE promptness with which the Dominion Government acted in refuting the lie circulated by The North British Agriculturist, to the effect that filled Canadian cheese was being put on the English market, has already borne fruit.

Tuesday morning's cables announced that the editor of the paper in question would publish an apology, and, furthermore, set forth that what he meant to say was that it was American filled cheese (meaning that from the United States) that was being placed on the British market.

How the editor of The North British Agriculturist could have fallen into such an egregious error is past understanding. British journalists have frequently exhibited their ignorance of American geography, but this is the worst exhibition of them all, because of the injury it tended to work on one of Canada's leading industries.

To mean the United States and specify Canada is an unpardonable blunder, and it is all the more unpardonable from the fact that there will always linger in the breasts of Canadians a suspicion that it was not a blunder at all but a deliberate attempt on the part of someone who may have been merely using the editor of The North British Agriculturist to "knife" Canadian cheese.

False and all as the statement was, it should serve as a warning, to not our cheese makers only, but to all who make and prepare food products for export: Canada has enemies who only need to see a rat to cry wolf. Canadian live cattle they have already succeeded in shutting out of the British market, and it is evident that they now have their eye on Canadian cheese.

#### IMPORTING PEACHES.

One of the most peculiar features of the Toronto fruit market this season is the fact that large quantities of imported peaches have been disposed of here. The failure of the crop in the Niagara district is the cause of this.

Usually the peach yield in the Niagara peninsula is so large that this market is easily flooded; and large shipments are made to outside points.

This year the tide has set the other way, and we are, despite the duty of 1c. per lb., importing instead of exporting peaches.

In former years some early California and Delaware peaches have been brought in, but this fall they have been laid down here in train loads, one might say. But it is of Michigan peaches that the biggest importa-

tions have been made. These peaches are as a rule highly colored and have tough skins and a good flavor. To give an idea of the extent to which these have been brought in, it need only be said that one Toronto firm alone disposed of nine carloads within two or three days.

#### THAT DARK SYRUP TARIFF.

REFINERS assert that they would supply dark syrups to the Canadian public in sufficient quantity provided the wholesalers would pay them a sufficiently high price to warrant them making these grades. They tell us that for the other grades they are not now getting a profitable return.

What that sufficiently high price means is an unanswered question.

Wholesalers are now paying a duty of about 100 per cent. in addition to a freight rate of 3c. per gallon on the dark syrups they are bringing into Canada from the United States.

Obviously, then, they would have to pay to the Canadian refiner a considerably higher price than the now laid-down cost of the American made article before he would make dark syrup for the home trade.

According to The N.Y. Journal of Commerce of Monday last, what is known as a fair syrup can be had at 10 to 11c. Laid down here, duty and freight added, this syrup would cost in the neighborhood of  $23\frac{1}{2}$  to  $24\frac{1}{2}$ c. per gallon. The lowest priced syrup the refineries are offering to-day is over 26c. Montreal.

These figures prove that Canadian wholesalers could not afford to pay a "sufficiently high price" to induce the home refineries to produce dark syrups. But why the Canadian refiner cannot afford to make a dark syrup for the home trade when he can easily get 100 per cent. more than can the American refiner for his in his home market, is an enigma. There must be a screw loose somewhere.

If the refineries would place a dark syrup on the market at a price 50 per cent above the American, the Canadian trade would jump at it and murmur not. But they do most seriously object to a duty of over 100 per cent. on an article which, practically, is not made in the country.

#### HINTS TO ADVERTISERS.

An advertiser begins advertising for his own benefit, in a short time his advertisement becomes of benefit to the public, and then his success is assured.

A business advertisement never accomplishes its purpose in one attempt.

The best place to put an advertisement is in the paper that enjoys the confidence of the community.

An advertisement—like a cigar—should be so good that the first whiff or impression will cause a man to finish it.



**EXHIBITION VISITORS.**

**M**ONDAY and Tuesday witnessed quite an influx of country merchants and dealers generally into Montreal to attend the Exhibition. So far the French wholesale houses have had the most callers, the English houses up to this writing reporting few or no visitors. In fact, the latter were inclined to think that the Exhibition was a decided drawback to their business.

On the whole, so far the visitors seem to have confined themselves more to the Fair Grounds than to visiting their merchant friends down town. Some of those who were spoken to appeared to be sanguine of a fairly good fall trade.

C. C. Coleman, of the Laundry Rubber Starch Co., Waterloo, Que., paid a visit to several of his friends, among others Rose & Laflamme. He remarked that the Townships district promised fair on the whole. The good hay crop and the high prices realized had been a satisfactory feature. The low price of cheese, on the other hand, was causing discontent.

Mr. Gebbie, of Thos. Gebbie & Son, Howick, said that the crops in his section, and, in fact, all along the line of the Grand Trunk and out toward the New York state line, promised well. The farmers out through that district, which was a good horse raising one, had been getting good prices for their animals. In fact the horse trade had been a large one.

Mr. T. D. Beattie, of Beattie & Elliott, Quebec, considered the prospects down around his town hopeful. Of course, the farmers down the river had been getting less money for their cheese, but that could not be helped.

Mr. Mullen, of Mullen Bros., Morrisburg, was not downhearted about the chances in Eastern Ontario. The only drawback that the farmers had to complain of was low prices on cheese, but they had been doing well for three years now and must expect a reaction some time or other.

D. Gervais, of Berthier, said that the farmers around his town seemed to have plenty of money. Their hay crop had been a very fine one, and they had got very good prices for it, in fact, were still getting them, for there was still lots of hay to be sold.

Other merchants spoke also in a hopeful strain, and did not seem to be afflicted with "the blues."

Among some of the country traders who visited the city were P. N. Chaillez, St. Stanislas; P. E. Cloutier, St. Prosper; J. N. Godin, Three Rivers; N. Langlois, Three Rivers; J. E. Robarge, Lambton; O. Rochette, Nicolet; F. Lafrance, St. Raphael, Ont.; L. J. Dubois, St. Dominique; A. D. Goulet, Beloeil; J. Ostigny, Chambly; L. Goulet, St. Hilaire; A. Corrier, sr., and A. Corrier, jr., Levis; L. Phazure, St. Remi;

D. Guay, St. Jerome; J. A. Roberge, Halifax, Que.; P. Laberge, St. Policarpe; D. Biron, River Beaudette; and T. Flynn, Chesterville.

**THE C. P. R.'S. LATEST MOVE.**

**M**ORE than once reference has been made to the work the Canadian Pacific Railway was doing to develop the natural resources of the Dominion and provide business for their line.

The management have just made a further very important move in this direction by establishing a mining department, and J. H. Susmann, an experienced mining engineer, has been placed in charge. The development of mining in Canada, but especially in British Columbia, has been most important in the last few years. Mr. Susmann will examine and report on all mining properties in the districts through which the Canadian Pacific passes. If he thinks it will pay to develop them the company will do all they can to assist by building branch lines, giving low freight rates and the benefit of expert and reliable advice.

As we have before pointed out, what the railway is doing throughout the Dominion, boards of trade and business men's associations can do in their own localities. Most districts in Canada have some natural industry which it would pay to develop. Much of the progress dairying has made has been due to the encouragement given it by the business men of the locality. There are other and equally profitable fields untouched.

**A BEAUTIFUL PAGE.**

The design for the back cover of the Fall Trade Number of THE CANADIAN GROCER was passed a few days ago, and if the lithographers do their work well it will be one of the handsomest and most striking advertisements ever turned out in Canada.

The space was secured to advertise "Radnor" Table Water. The design shows the broad deck of Valkyrie III., on which are congregated a number of ladies and gentlemen. In their midst is the true sportsman, Lord Dunraven. Round about them are waiters hurrying here and there supplying them with "Radnor" Table Water. To the left of them is Valkyrie's big sail, and on the right is the green Atlantic, with Sandy Hook in the distance. You cannot see Defender no matter how hard you look; but of course the art'st only shows forward of the wheel. The blue and gold of the yachtsmen and the bright colors of the ladies make a beautiful contrast on the white spread of canvas.

To bring this design out in all its richness it will be necessary to lithograph in fifteen colors. It requires nerve and enterprise to place an order for such an advertisement,

and evidently the "Radnor" people have both. This water is now very popular in clubs and restaurants and with private families.

**THE CRANBERRY CROP.**

The work of harvesting the cranberry crop is now fairly under way, and by next Monday most of the large growers who use native pickers will have begun the picking. A close estimate makes the crop of 1895 in New Jersey at about 5 per cent. more than last year, when the yield amounted to 200,000 bushels. Many of the Jersey growers in this vicinity have set out experimental bogs, using the Cape Cod plants, and report the experiment a promising one.—N.Y. Journal of Commerce.

Advices to Toronto dealers from growers are to the effect that the yield this year will be short, but such reports may have been sent in with a purpose. The local opinion seems to be that a quotation of \$10 a barrel ought to rule this year.

**ADVANCE IN FRENCH PRUNES.**

There is a distinctly higher tendency to values in French prunes. Cables this week to sales agents in Montreal asked for an advance of 5s. per cwt., which is equivalent to an increased cost of 1 to 1½c. per lb. laid down on the wharf at Montreal. In fact, a 6c. price is predicted in a short time. The cause of the higher prices asked by French exporters is the fact that the Austrian crop is fully 50 per cent. less than last year, and the French crop has not turned out at all as expected.

**PRESENTATION TO C. C. BENNETT.**

C. C. Bennett, secretary-treasurer of the Eby, Blain Co., Ltd., Toronto, and office manager in the warehouse of that firm for the past seventeen years, is about to sever his connection with the firm and remove to Vancouver, B.C., to fill a responsible position in that far western town. In view of his intended departure about the end of this month, the employes of the company on Thursday assembled in the sample-room of the warehouse and presented him with a handsome gold chain and locket, accompanied by a highly complimentary address, indicative of their good feeling towards him. The presentation was made by J. W. Borsbery, and the address, which was signed by all the employes, was worded thus:

TORONTO, Sept. 12, 1895.

C. C. BENNETT, Esq., Secretary-Treasurer the Eby, Blain Co., Ltd.:

DEAR SIR,—We have assembled in this wholesale grocery warehouse to-day for a pleasant purpose, and we take this opportunity of expressing our regret at parting with one who has for so many years assisted us in building up one of the best wholesale houses in the Dominion of Canada. We desire to express, on your withdrawal from the position of office manager, which you have so ably and courteously filled for the past seventeen years, our grateful sense of your services and our esteem for your personal character, and the high regard we entertain for you collectively and individually. In leaving the Eby, Blain Co., Ltd., you have the consolation of knowing that you have done your duty, and that you are taking with you the best wishes of us all for your future success and happiness. And as a token of our regard we have much pleasure in presenting you with this gold chain and locket, and hope it may often bring to your mind the many happy days we have all spent together.

We wish you a safe and pleasant journey to your new home in British Columbia, and hope that you and yours will enjoy health, prosperity and happiness.

### A CANNERS' EXPLANATION.

EDITOR GROCER,—We are sorry to see in your issue of 23rd ult., a most exaggerated statement of the salmon fishing on Fraser River.

Such wild, untruthful statements as your article in that issue contained are most injudicious, as they completely demoralize the whole business in salmon, until such time as the truth of the situation becomes known.

We do not blame you so much in the matter as we do the local papers in B. C., who were the first to scatter broad-cast by their own issues and also by the Associated Press dispatches to the outside world, the wild statements about the enormous quantity of fish that were being caught and canned on Fraser River. It is quite true there was a very large run of fish for a short while, but it was of very short duration, not quite two full days, and then they dropped off just as suddenly as they had previously rushed into the river, and as a consequence there were only two full days of packing done.

You state, one house alone packed 8,000 cases in one day, which is simply a whopper, as the most any one cannery could get through in one day was 2,000 cases and the average was not over 1,200.

You should remember that salmon very quickly spoil and cannot be kept for more

than two full days before they are canned, and for that very good reason the canneries could not load up with all the fish that were being caught; but that situation only lasted for one full day.

This season, through the excessive greed to secure fish at any cost, the current price of salmon at the commencement of the pack was 25c. each, then the price was reduced to 20c., and for a few days only to 15c., so that the average was just about 20. As it took twelve salmon to make a case the net cost of the fish only was \$2.40. It was currently stated in the British Columbia papers that salmon were selling at 5c, which was true to a limited extent, but the canners could not take advantage of it, as they were all loaded up with all the salmon they could handle at full prices before the drop took place. So you see with fish costing \$2.40 per case and other expenses for tins, labor, boxes, etc., amounting to \$2 a case more, it brings the total cost up to from \$4.30 to \$4.40 a case, which leaves very little profit to the canner for his fish when sold at \$4.50 a case, f.o.b. cars. If the price of fish had been 12½ or 15c. the result would have been different, but as it was, many canners, who are paying heavy interest commissions, etc., will come out of the small end of the horn when they come to balance up their books for the season's operations.

rations. Of course, those who are differently situated will fare somewhat better, but the profits on this season's operations will be nil or nearly so.

You can easily see the great injury done the canners by the wild, exaggerated reports in the papers of the unprecedented run of salmon in the Fraser River. As stated at the outset, such reports completely demoralized the whole salmon business; until the buyers come to see and understand the true situation of the matter they will not buy salmon, so you can easily imagine the feelings of the canners towards the papers who have been instrumental in bringing about such a state of affairs.—Yours, etc.,

J. H. TODD & SON.

### QUEER STATE OF AFFAIRS.

A St. John's, Newfoundland, despatch says: A serious political dead-lock is probable over the smuggling exposures. It is understood that the Government discourages every movement looking towards the prosecution of the offenders. It maintains that the fining of them before the Board of Revenue was sufficient punishment. The board insists, however, and is supported by public opinion, that it is necessary to make an example now to prevent a resumption of the illicit practices on as large a scale as ever. The whole matter is now postponed until after the Twillingate election, where most of the Ministry have gone, fearing the opposition to Colonial Secretary Bond.

## Always Good



In 2½ lb. packages, 2 doz. per case.  
In 5 " " " 1 " " "

But never better than now—our delicious self-rising

### BUCKWHEAT FLOUR

The product of this year's grain is now ready. This is a very superior article, a perfect self-rising flour, ready for immediate use; needs no salt, baking powder or eggs.

THE IRELAND NATIONAL FOOD CO., LTD.  
TORONTO, CANADA

MILLERS AND MANUFACTURERS OF

CHOICE BREAKFAST CEREAL FOODS

OPERATING the largest and most complete Breakfast Cereal Food Mills in the Dominion.



# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

TORONTO, Sept. 19, 1895.

### GROCERIES.

**W**HOLESALE grocery warehouses are not the scene of activity that they were last week. The Exhibition has closed, and country merchants are again in their respective places of business, while the travelers are again soliciting them for orders. Some nice orders are coming in, but with so many merchants to town last week and the week before, the volume of business is naturally not very large. Wholesale merchants are, however, in a confident mood, and are looking for a general improvement in business from now on. Sugar at the time of writing is a little stronger in the outside markets, and there is a better feeling on the spot, with enquiries a little more free. Teas are in fair demand, with the market firm all round. Canned goods are in much the same position as before. Second shipments of new season's Valencia raisins are in stock this week, and there is a fairly good trade doing in them. Payments are on the whole fair.

### CANNED GOODS.

There is not much doing in canned vegetables either between packer and wholesaler or wholesaler and retailer. Canned fruits are scarce, firm and quiet. In salmon, there have been some transactions at \$4.50 f.o.b. at the Coast, and cohoes have been offered at \$4 f.o.b. The situation, if anything, is steadier than it was a few weeks ago. We quote: Tomatoes, 80 to 85c.; corn, 80 to 85c.; peas, 80 to 85c.; for ordinary; sifted, 95c. to \$1; extra sifted, \$1.40; peaches, \$2.90 to \$3 for 3's, \$1.90 to \$2 for 2's; raspberries, \$1.40 to \$2.20; straw-

berries, \$1.80 to \$2.45, according to brand; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 90c to \$1, gallons, \$2.25 to 2.40, and preserved fancy quarters at \$1.35 to \$1.40; salmon, new pack, \$1.35 to \$1.40, in tall tins; cohoes, \$1.15 to \$1.20; canned mackerel, \$1 to \$1.10; new lobsters, \$1.80 to \$1.85 for tall tins; flats, \$2.35 to \$2.40; half tins, \$1.35. Canadian canned beef, 1's, \$1.65 to \$1.75; 2's, \$2.65 to \$2.75; 6's, \$8 to \$8.25; 14's, \$18 to \$19. Chicago canned beef, 1's, \$1.75 per dozen; 2's, \$2.85. Australian mutton, boiled, 2 lb. cans, \$3.40; ditto, corned and roast, \$3.75.

### COFFEE.

A fairly active trade is reported in green coffees at former quotations. We quote green in bags as follows: Rio (new season), 19 to 21c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 20 to 22½c.; Java, 28 to 33c.; Mocha, 30 to 35c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 25c.

### RICE.

Business continues to be of a moderate character at unchanged prices. We quote: "B," 3½ to 3¾c.; extra Japan, 5¼ to 5½c.; imported Japan, 5¼ to 6¼c.; tapioca, pearl, 3½ to 5½c.

### SPICES.

Cream of tartar is higher by about 4c. per lb. in the primary markets. Local spice trade continues fairly good. We quote: Pure black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, 22 to 25c. per lb.

### NUTS.

Trade remains much as before. We quote: Brazil nuts, 11 to 11½c.; Sicily shelled almonds, 25 to 26c.; Tarragona almonds, 14 to 14½c.; peanuts, 10 to 12c. for roasted, and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack;

Grenoble walnuts, 14 to 15c.; Marbot walnuts, 10 to 12c.; Bordeaux walnuts, 12 to 13c.; Sicily filberts, 9 to 10c. for sacks and 10¼ to 11c. for small lots; pecans, 10¼ to 11c.

### SUGAR.

The outside markets are decidedly firmer. In London on Monday beets advanced 3d., and in New York raws advanced 1-16 to ¼c., and granulated was firmer. Locally there is a better feeling in sympathy, and more enquiries are being made by wholesalers, who in turn are experiencing a little better demand. They report some enquiry for carload lots. There are indications that buyers' stocks are at a low ebb. Prices are unchanged locally. We quote: Granulated, No. 1, 4 to 4½c.; do., No. 2, 3¾c.; yellows, 3½ to 3¾c.

### SYRUPS.

Nothing new has developed, business still being quiet and prices unchanged. We quote: Dark, 30 to 32c.; medium, 33 to 35c.; bright, 40 to 42c.

### MOLASSES.

Business in syrups is still light. We quote: New Orleans, barrels, 30 to 32c.; half-bbls., 33½ to 35c.; Barbadoes, barrels, 31 to 35c.; half-barrels, 33 to 37c.

### TEAS.

The movement in teas is a little better than it was. This remark applies to teas generally. There has been a somewhat unlooked for advance of about one farthing in low grade Ceylon teas on the London market, and all grades of this growth of teas are firmer. Both Japan and China teas remain firm. We quote ruling prices to retailers: Young Hysons, 12 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 35 to 55c. for high grades; Japans, 16 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 45c. for high grades.

## W. WILSON

BAY STREET

TORONTO

Is now manufacturing a

# PURE MALT VINEGAR

ON THE ENGLISH PRINCIPLE  
EQUAL TO ANY IMPORTED  
IN BULK OR BOTTLES.

## NOW FOR THE FALL TRADE

Every Grocer will want Scrub Brushes and should have them with Solid Backs.

We manufacture the only brushes with solid hardwood backs of one piece of wood. We have them in three styles and several sizes and qualities in each style. There are other so-called "solid backs," but ours are the only genuine.

BERLIN BRUSH CO.

Berlin, Ont.

## TORONTO BEING

Practically an all black tea-drinking town, it is only natural to infer that the tea having the largest sale there would be the best of all teas.

# "SALADA"

CEYLON TEA

Has a larger sale every Single Day in Toronto than all the other package teas combined have in a fortnight. There are over 700 grocers in the city of Toronto handling "SALADA," which means practically every grocery store in the city.

P. C. LARKIN & CO.

25 Front St. East.

and TORONTO  
318 St. Paul St., MONTREAL.



**SURPRISE SOAP** is well known to you. Its merits, its quality, its ready sale, the satisfaction it gives to every user

KEEP IT TO THE FRONT.

BRANCHES—

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

**THE ST. CROIX SOAP MFG. CO.**

ST. STEPHEN, N.B.

DRIED FRUITS.

Second shipments of new season's Valencias arrived this week, and there is a fairly good demand for them. We quote slightly lower prices. New fruit, fine off-stalk, 5½ to 6c.; old fruit, off-stalk, 3 to 3¼c.; layers, 4 to 5c.

Currants continue fairly active. New season's fruit is expected to arrive here about the end of the month. We quote as before: Filiatras, half-bbls., 4 to 4½c., bbls., 4¼c.; fine Filiatras, half-bbls., 4¾c., bbls., 4¾c.; Patras, 5½c., in cases; Casalinas, 4½ to 5¼c.; Vostizzas, 6½ to 7c. in cases and half-cases.

Prunes are quiet and unchanged. We quote: Bosnias at 6 to 7c., and Bordeaux at 4½ to 6½c.; California prunes, 9c.

California dried fruits are steady, but there is no demand. We quote: Apricots and peaches, 12½ to 13½c. per lb., new apricots, 15c.; nectarines, 13½c.; pitted plums, 12½ to 13c.

Sultana raisins are quiet and unchanged at 5½ to 8c.

Figs are dull and nominally unchanged. We quote: 14 oz., 8 to 9c.; 10 lb., 8 to 10c.; 18 lb., 12c.; 28 lb., 15c.; taps, 3½ to 4c.; natural, 4½ to 5c.

Dates are dull and unchanged at 4¼c. up.

GREEN FRUIT.

An extensive trade continues to be done, but there is no very marked feature of the market to be noted. Lemons are higher than last week, and bananas firmer at old quotations. Sorrento oranges are plentiful enough to supply the demand, but there are few California seedlings to be had, and all other lines are altogether off the market.

California pears and plums are over for the season, and California peaches are also just about done. The few Canadian Crawfords grown this fall are already nearly done, and Michigan peaches are coming in in large quantities to fill the resulting vacuum, no Delawares being offered any more. Apples, grapes and tomatoes are a little cheaper. Apples will be cheaper yet. We quote prices: Lemons—Sorrento, Palermo and Verdilla, \$8 per case. Oranges—California seedlings, \$3.50 to \$4; Sorrento, \$3.75 to \$4. Bananas, \$1 to \$1.50; coconuts, \$3.50 to \$4 a sack; cucumbers, Canadian, 15c. per basket; new cabbage, 75c. to \$1 per bbl.; Canadian tomatoes, 15 to 25c. per basket. Green California fruit—Peaches, \$1.40 to \$1.75 in boxes; green apples, \$1 to \$1.75 a barrel; watermelons, 15 to 20c. each; muskmelons, 35 to 40c. per basket; grapes, 3½ to 4½c. per pound; Canadian Crawford peaches, \$1.25 to \$1.65 per basket; Michigan peaches, 45 to 50c. in 10 lb. baskets, and \$1.50 to \$2 in bushel baskets; Canadian Bartlett pears, 75 to 90c. per basket; other grades, 30 to 60c.; Spanish onions, \$1 per small crate; Portugal onions, \$3 per large crate.

BUTTER, CHEESE AND EGGS.

BUTTER—The demand for first qualities of butter continues good, but inferior and medium grades are accumulating on the market. Last week's prices ruled good still. We quote: Old summer dairy and store packed, 7 to 9c.; fresh prints, 16 to 17c.; fresh tubs, 15 to 16c. Fresh creamery—Tubs, 18 to 19c.; pound prints, 21 to 22c.

CHEESE—The attack on Canadian cheese in England has as yet had little effect, and the situation is unchanged, no export trade of any account being done. Buyers have

been offering 7½c. for August Canadian makes, and 8c. for the balance of the season. Last August and September makes bring 10 to 10½c.

EGGS—Are firmer still at 12 to 12½c. per doz.

COUNTRY PRODUCE

BEANS—Still quoted at \$1.50 to \$1.60.

DRIED APPLES—Still quoted by jobbers at 6 to 6½c.

EVAPORATED APPLES—Quoted at 7 to 7½c. by jobbers.

POTATOES—Can be bought for 25c. per bag.

HONEY—Strained in bulk is unchanged at 8 to 9c. Honey still sells at \$1.50 to \$1.80 in the comb

HOPS—Canadian, 6½ to 7½c.; Pacific, 14c.

PROVISIONS AND DRESSED HOGS.

For dressed hogs the price is \$6.25 to \$6.75. Products are unchanged in price. We quote:

DRY SALTED MEATS—Long clear bacon, 8c. for carload lots, and 8¼c. for small lots; backs, 8½ to 9c.

SMOKED MEATS—Breakfast bacon, 11 to 11½c.; rolls, 8 to 8½c.; hams, large, 22 lbs. and over, 10½ to 11c.; medium, 15 to 20 lbs., 11½c.; small hams, 12c.; pickled, 10 to 10½c.; backs, 10 to 10½c.; picnic hams, 7½ to 8c.

LARD—Pure Canadian, tierces, 8¼c.; tubs, 8¾c.; pails, 9c.

BARREL PORK—Canadian heavy mess, \$15.75; Canadian short-cut, \$16 to \$16.50; clear shoulder mess, \$13.75 to \$14; shoulder mess, \$13.50 to \$13.75.



**THE TORONTO COLD STORAGE WAREHOUSE** IS COMPLETELY EQUIPPED TO PRESERVE ALL YOUR PRODUCE

Rates and information from . . .

**W. H. LECKIE, Manager,**

THE TORONTO COLD STORAGE CO., TORONTO

Telephone No. 471.

Established 1870.

**JOHN HAWLEY**

Provision and Commission Merchant

Butter Lard Cheese  
Eggs Apples Etc.

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

88 Front Street East, TORONTO

**White & Co.**

70 Colborne St. - TORONTO

Still lead for the

**Choicest of Fruits**

Punctuality and Low Prices. Special attention given to mail orders during the Exhibition.  
Consignments of Domestic Fruits, Butter, Eggs, Honey, Beans, Poultry, solicited, which will at all times receive our careful attention.

Our sales of . . .

**Silver Star Soap**

Are steadily increasing. No better so. cake on the market. Write us for prices and terms.

**GUELPH SOAP CO.,**

Sole Manufacturers

GUELPH, ONT.

**ANTOINE SOLARI**

Head Offices:

**GRAND VEZIR HAN**

Smyrna

Importer and exporter of Dried

Fruit, Smyrna Figs and Sul-  
tana Raisins

All orders executed at lowest prices.

Agent for Canada:

**E. FIELDING**

27 Front Street East, TORONTO

**COWAN'S  
OCOAS  
OFFEES  
CHOCOLATES  
AND ICINGS**

are absolutely pure.

All orders promptly attended to.

**THE COWAN CO., Ltd.**

470 King St. West,

Toronto, Canada.

**FLOUR AND FEED.**

WHEAT—White and red, 62 to 64½c.;  
goose, 55c. per bush.

OATS—Quoted at 28 to 29½c. per bush.

BARLEY—Quoted at 41½c. per bush.

FLOUR—Trade is dull and prices continue to sag. We quote: Straight roller, \$3 to \$3.05; Manitoba, \$3.90 to \$4; patents, \$4.15 to \$4.25.

BREAKFAST FOODS—Business is quiet and prices are unaltered. We quote: Standard oatmeal and rolled oats, \$3.60 to \$3.70; rolled wheat, \$2.15 in 100 lb. barrels; cornmeal, \$3.20; split peas, \$3.35; pot barley, \$3.50.

BALED HAY—Still brings \$12.50 to \$14.

**FISH.**

Trade is fair and prices are not much changed. We quote: Skinned and boned codfish, 6½c.; boneless fish, 3½ to 4c.; haddock, 5 to 6c.; Labrador herring, \$3.25 to \$3.50 per half barrel and \$5.50 to \$5.75 per barrel; Newfoundland herring, \$2.50 per half barrel, and \$4.50 to \$4.75 per barrel; fresh water salt herring, \$3 per bbl.; blue-back herring, 3c.; pike, 4½ to 5c. per lb.; flitch cod, 5c.; finnan haddies, 8c.; Digby herring, in bundles of 5 boxes, 11c.; ditto, lengthwise, 10c.; large halibut, 10 to 13c.; Georgian Bay trout, 6½ to 7½c.; white fish, 8 to 9c.; Restigouche salmon, 20 to 25c.; mackerel, 20 to 25c.; steak cod, 6½ to 7½c.; haddock, 5c.; black bass, 9 to 10½c. Fresh Lake Erie herring, \$2.50 per 100.

**SEEDS.**

The timothy season is about over, and alsike receipts are very light. Choice alsike brings still from \$4.15 to \$4.20.

**SALT.**

Considerable dairy is moving at former prices. We quote: Barrels, 85c.; coarse sacks, 58c.; fine sacks, 60c.; dairy, \$1.25; rock, \$10.

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

HIDES—Are weaker than last week, dealers selling cured for 8½c. They are paying 8c. and 7c. for No. 1 and No. 2 green.

SHEEPSKINS—Lambskins and shearlings remain at 55c.

CALFSKINS—Season closed.

WOOL—There is a better feeling in wool, and there are numerous enquiries from manufacturers. Prices have advanced. We quote: Fleece combings 24 to 25c.; rejections, 17½ to 18½c.; unwashed, 14 to 15c. In pulled wools supers are quoted at 21 to 22c., and extras at 22 to 23c.

**PETROLEUM.**

No change. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 16c.; carbon safety, 18c.; Canadian water white, 18c.; American water white, 20½c.; photogene, 21½ to 22c.

**TORONTO NOTES.**

Clemes Bros. have in two fresh cars of bananas.

Dawson & Co. have received a carload of Spanish onions.

T. Kinnear & Co. have a shipment of "Crown" brand lobster, flat and tall tins,

**Graham, McLean & Co.**

Produce Commission Merchants

77 Golborne St. TORONTO.

Toronto Agents for the

**UNION PRODUCE CO.'S CREAM CHEESE**

Seven styles, seven sizes. Write for sample order.

**MARINE INSURANCE**

**The Mannheim Insurance Company**

Grant Open Policies to Wholesale Grocers and Importers at specially favorable rates.

Further particulars obtainable by applying to Local Agent, or to

**JAMES J. RILEY & SONS**

Managers for Canada Montreal

**Rutherford, Marshall & Co.**

Wholesale Produce and Commission Merchants

62 FRONT ST. EAST, - TORONTO.

Correspondence Invited.  
Consignments Solicited.

**EGG CASES SUPPLIED**

Liberal advances made on consignments.

Bankers: Canadian Bank of Commerce.

**W. N. LAZIER**

Box 341, VICTORIA, B. C.

Agent for . . .

**REMINGTON MACHINE CO.**

Refrigerating and Ice Machines.  
Complete Plants Installed for all Purposes.  
Robb Engineering Co. Economic Boilers.  
High Speed and Corliss Engines.  
Complete Plants Erected. All work guaranteed.

**Fresh Fruits**

**ALL KINDS** in their season

Special attention given to mail orders.

**CLEMES BROS. - TORONTO**

in stock; also Labrador herring and new season's pure and boneless codfish.

Dawson & Co. this week shipped out three cars of apples.

Clemes Bros. report the arrival of two cars of Michigan peaches.

A carload of New Orleans molasses is to hand with T. Kinnear & Co.

White & Co have in a car of California and a car of Michigan peaches.

Dawson & Co. have in a lot of Pelee Island Concord and Delaware grapes.

New shredded codfish and quail on toast are in stock with Davidson & Hay.

McWilliam & Everist have this week handled nine cars of Michigan peaches.

Warren Bros. & Bloomer are in receipt of a carload of prunes, "Unicorn" brand.

Davidson & Hay have a shipment of "Maple Leaf" canned salmon just arriving.

A shipment of Japan tea dust in 1-lb. packages is in stock with Warren Bros. & Boomer.

The Eby, Blain Co., Ltd., have in store their second consignment of new F. O. S. Valencias.

The Eby, Blain Co., Ltd., have received a shipment of "Golden Diamond" brand blueberries.

Clemes Bros. report the arrival of large shipments of the "Lakeport" brand of canned goods.

A shipment of Spanish onions, Arguimbau's pack, has just been received by H. P. Eckardt & Co.

The Eby Blain Co., Ltd., have received a shipment of new Formigetta almonds, which are a fine sample.

J. W. Lang & Co. have been advised of the shipment of their second lot of Valencia raisins, Moran's brand.

John Sloan & Co. are receiving a carload each of "Horseshoe," "Lion" and "Maple Leaf" brands of canned salmon.

Large shipments of new season's Young Hysons, Japans and Ping Sueys are arriving this week for Davidson & Hay.

Davidson & Hay have a large consignment of Ceylon teas, all grades, on the way, due to arrive in about ten days.

The Eby, Blain Co., Ltd., are offering special values in cleaned currants in cases and half-cases. They are showing Royal

Vonitsa, in cases, which they claim are the finest in the market.

Perkins, Ince & Co. are this week in receipt of a large shipment of Japan teas of various prices; also Arguimbau's raisins.

Graham, McLean & Co.'s Chester creamery pound prints of butter captured the first prize at the Toronto Industrial Exhibition.

The Toronto Salt Works report the delivery of a car of Windsor table salt to Davidson & Hay, also one to Warren Bros. & Boomer.

H. P. Eckardt & Co. have in stock their second shipment of Arguimbau's off-stalk and fine off-stalk raisins; also Rogers' fine off-stalk.

T. Kinnear & Co. are in receipt of their second shipment of Arguimbau's fine off-stalk Valencia raisins. This fruit is finding a ready sale.

Davidson & Hay report a much larger number of calls by their friends and customers visiting the Exhibition than during any former year.

White & Co. announce that they are in a position to pay special attention to orders for supplies of fruit, etc., at country fall fairs. They say that all orders will be filled promptly.

#### HAMILTON NOTES.

W. H. Gillard & Co. are daily expecting the arrival of a large shipment of fine black teas.

W. H. Gillard & Co. are in receipt of Arguimbau's selected, fine off-stalk and off-stalk raisins, and they state the quality is, if anything, better than former years.

#### BRANTFORD NOTES.

Wm. Paterson & Son have a new idea in "Menthol Tablets." See travelers' samples, or write the house.

Wm. Paterson & Son are placing three new lines of "Marsh Mallow" goods on the market this week.

#### QUEBEC MARKETS.

MONTREAL, Sept. 19, 1895.

#### GROCERIES.

THIS is the first week of the Exhibition here, and at this writing it cannot be said that the jobbing houses have derived any material benefit from the fact. Their travelers are not doing anything in

the districts adjacent to the city, and though quite a number of country people have come into town they have not done much beyond paying a visit to their wholesale friends. So far the French wholesale houses have had the most visitors, the English houses remarking that they have had few or no calls. In a business sense the chief feature of the week has been the greater activity of tea in a wholesale way, several round lots changing hands. The possibility of a scarcity of low grade Japans accounts for this. In sugars, values are still more or less unsettled, but a fair trade is doing. Import offers on dried fruit ex ship to arrive are very conflicting and the fact prevents buyers taking hold seriously. In canned goods some round lots of vegetables have been moved, notably peas, corn and tomatoes. Other lines are featureless.

#### SUGAR.

There has been more doing in sugar in a wholesale way since last week, but values are still to a certain extent unsettled both on yellows and granulated. In fact, in many instances no difference exists between what jobbers can buy at and their own selling prices. This is notably the case with yellow sugars, for which the refiners' range is 3 to 3¼c., but jobbers offer lower than that. The quality of the goods that are offered below the above range, however, accounts to a great extent for the difference in prices. For regular jobbing business a fair range on yellows is 3¼ to 3¾c., as to quality. Refiners note a fairly good demand for granulated, for which their price is 4c., but in a jobbing way the market range is 4¼ to 4½c., as to quantity.

#### SYRUPS.

There has been no change in the position of syrups. Refiners have placed one or two 50 half-bbl. lots during the week, but as a rule demand is quiet. The distributive business is fair on the whole at a range of 1¾ to 2½c., as to quality and quantity.

#### MOLASSES.

Dulness still rules the molasses market, but prices are firmly held under light supplies. Round lots of Barbadoes have left first hands at 35c., and Porto Rico at 32c. In a distributive way a fair business is doing and this is apt to increase as the lumbermen increase their purchases. We quote: Barbadoes, 37c., and Porto Rico, 35 to 36c.

#### RICE.

The rice market is quiet and firm, and values show no change. Jobbing enquiry is moderately good at the following range. We quote: Japan, \$4.30 to \$4.50; crystal Japan, \$4.80 to \$5; standard B, \$3.45; C.C. style, \$3.20; Patna, \$4.37½ to \$5; and Carolina, \$7 to \$7.50.

#### SPICES.

There is only a limited business doing in spices in a wholesale way at present. Job-

EDINBURGH

SYMINGTON'S

ESSENCE OF COFFEE

ORDER NOW

IS UNEQUALLED.

W. B. BAYLEY & CO., Wholesale Agents, 42 Front Street East, TORONTO



# The *EBY, BLAIN CO'Y'S* Page

## Cleaned Currants

Ask our travellers to show you samples of them—4 grades—“ROYAL VONITSA,” “MOREA,” “KALAMOS” and “LEPANTO,” in cases and ½ cases. They are very fine.

## Raisins . .

We are offering this week the following values :

Fine Off Valencias	-	-	-	@	80c. per box.
California Loose Muscatels, 3 Crown	-	-	-	@	4½c. per lb.
“ “ “ 4 Crown	-	-	-	@	5c. “
Layer Valencias	-	-	-	@	\$1 10 per box.

All sound, sweet 1894 fruit.

## Coffee . .

Crushed Java and Mocha xtr, 25 and 50 lb. tins. Price 22c. per lb. Its phenomenal success is the best proof of its exceptional value. If you are not quite convinced write us for samples.

## Spices . .

Before you buy Spices it will be worth your while to get our special prices for absolutely pure goods. Travellers are carrying samples.

## Tea . . .

“ORIENT” brand of pure Indian and Ceylon, in lead packages 1 lb and ½ lb., and 5 lb. tins. It is the purest and best package tea. Price 35c. per lb.  
**JAPAN**—Do you want a good Japan at 15c. ? We have a beauty.

---

THE **EBY, BLAIN COMPANY** LTD.

Wholesale Grocers

**TORONTO - - ONTARIO**

bers and roasters as a rule are well supplied and are not on the market to any extent. The jobbing demand is of a fairly satisfactory character. In fact, quite a number of good orders in this connection have been booked during the week. We quote: Penang black pepper, 8 to 10c.; white pepper, 13 to 15c.; cloves, whole, 10 to 20c.; cassia, whole, 10 to 20c.; nutmegs, 40 to 90c.; Jamaica ginger, 20 to 25c., as to grade.

## COFFEE.

There has been no change in the position of the coffee market since last week. Business generally is quiet and prices are steady. We quote green bean coffee: Maracaibo, 20 to 22c.; Rio, 19 to 20c.; Java, 24 to 28c.; Jamaica, 19 to 21c.; and Mocha, 27 to 31c.

## TEA.

There has been more activity in tea since last week and values have a firmer tendency, especially on low grade and medium Japan goods. Present prospects are for light stocks of these grades, and jobbers in consequence are gathering in all the lots they can lay their hands on. Quite a large quantity of goods has changed hands between the trade as a consequence of this at values ranging from 14 to 18c., according to grade. Advices from primary markets state that lots cannot be duplicated except at an advance of 1 to 1½c. per lb. The distributive demand is quiet as retailers are not showing any marked desire to stock up ahead. Still the orders that are coming in mean a fair volume of business.

## DRIED FRUIT.

Nothing new is to report in regard to Valencia raisins since a week ago. The fact of the matter is that quotations made by sales agents here vary so greatly that buyers are uncertain what to do, and as a result are placing few orders until offers become more settled. On the whole, the indications point to fairly steady, though not high, prices on leading brands of fruit this fall. We quote: Off-stalk, 4 to 4¼c., and layers, 4½ to 5¼c.

California raisins rule steady, and prices are unchanged for spot trading at 6½c. for 4-crown layers and 5½c. for 3-crown. Several good sized contracts for new fruit to arrive have been put through this week. They were equivalent to 6c. for 3-crown and 7 for 4-crown here.

There is no change in the currant market, which we quote at 3¼c. in barrels, 3½c. in half-barrels, and 3¾ to 4½c. in cases.

There is a firmer feeling in prunes, though no quotable change is yet to note. Based on offers made this week, however, it would cost an advance to lay down new shipments here. We quote: 4¾ to 5c. for French, and California, 6¼ to 6½c.

There is no change in dates, which rule quiet at 4½ to 5c., as to grade.

Figs continue quiet and steady at 9 to 12c. per lb.

Evaporated fruits are much as they were a week ago. We quote: Apricots, 14 to 17c.; peaches, 9 to 10c.; pears, 9 to 10c.; plums, 9 to 9½c., and apples, 9 to 10c.

## NUTS.

These continue quiet and unchanged. We quote: Brazils, 8 to 9c.; shelled almonds, 18 to 25c.; Tarragona, 12 to 13c.; Grenoble walnuts, 12 to 13c.; shelled ditto, 24 to 25c.; filberts, 6½ to 7½c.; and pecans, 8 to 10c.

## CANNED GOODS.

A fair demand has been experienced for canned goods in a wholesale way, and a

large volume of business is noted. Sales of several large lots of corn, tomatoes and peas have been made, including one lot of 500 cases of corn at about 75c., one lot of 500 cases tomatoes at 72½c., and one lot of 250 cases choice peas at 82½c. We quote: Lobsters, \$6.50 to \$9 per case; sardines, \$8.50 to \$10.50; salmon, \$5.20 to \$5.50; mackerel, \$5; tomatoes, 80 to 90c. per doz.; peaches, \$1.90 to \$3 per doz.; corn, 80 to 90c. per doz.; peas, 85 to 90c. per doz.; strawberries, \$2.25 to \$2.50; raspberries, \$2; green gages, \$2 to \$2.25; blue plums or damsons, \$1.50 to \$1.75; pineapples, \$2.25 to \$2.50, and 3-lb. apples, 90c. to \$1.10.

## GREEN FRUIT.

Receipts of nearly all lines of green fruit have been heavy, but trade has been good. Prices in some lines, notably apples, have been very low, but little stock has been carried over the week.

APPLES—Fancy red fruit sells high, but the bulk of fall apples range between \$1.25 to \$1.75 per bbl. Receipts have been mainly culverts, jennettings and pippins, and the bulk of these have sold from \$1.40 to \$1.60.

PEARS—It has been a very heavy week with this fruit and as receipts were not in choice condition results were unsatisfactory. Good Flemish beauties bring \$2.50 to \$3.50, and bartletts, \$6 to \$8. Higher prices are looked for in pears from now on as there will hardly be enough for the market.

PLUMS—Very few coming in and they readily bring 90c. to \$1.75 per basket.

GRAPES—Receipts have been moderate, but much of the stock is undesirable. Twenty pound baskets have sold best. Concordes bring 3 to 3½c. per lb.; whites and reds, 3 to 5c., and champions are hard to sell at 2c. per lb.

LEMONS—The market has been scantily supplied. A few small lots came in, but they were immediately taken at \$8 to \$9 per box.

ORANGES—A few pale Jamaicas have been selling at \$5.50 to \$6 per bbl.

BANANAS—Have sold slowly, being mostly over ripe, poor stock; but good fruit will bring \$1 per bunch.

SWEET POTATOES—A few small shipments come in from day to day. They are taken fairly well at \$3.50 to \$4 per bbl.

SPANISH ONIONS—The first new onions are now on the market. They are selling at 70 to 80c. per crate.

CALIFORNIA FRUIT—Only a few cars of this fruit have been received this week. They were chiefly peaches, which sold at \$1.40 to \$1.60 per box.

## FISH.

The cool weather has led to a better demand for fresh fish this week, and quite a good business has been transacted. Salmon are unchanged at 12½ to 13c. per lb. Fresh haddock and cod are more plentiful, and prices rule lower at 3½ to 4c. per lb.

In pickled fish no great enquiry is looked for until the middle of October. Car lots of large No. 1 herrings are offered at \$4.25 per bbl. here, and are jobbing at \$4.75. Cape Breton are held at \$5 to \$5.25. New pickled Labrador salmon have sold at \$13 and B.C. at \$10.50. No. 1 green cod are offering at \$4.50 to \$4.75 and dry cod at \$4.50 to \$5.

In prepared fish, haddies have been the chief feature. They are coming in pretty freely, but meet with a ready sale at 7 to 7½c. per lb.

## COUNTRY PRODUCE.

EGGS—The egg market rules steady, and prices are unchanged at 9 to 11½c., as to quality.

BEANS—Business is dull and prices have ruled lower under larger receipts. Car lots of new crop hand-picked have sold at \$1.15 to \$1.25 per bushel.

POTATOES—There is only a slow demand for potatoes, but prices are not quotably changed, the range being 35 to 45c. per bag.

HOPS—These rule quiet and about steady at 8 to 10c. per lb. for new and 3 to 6c. for old.

TALLOW—There is no change in tallow, which we quote at 6 to 6½c. for refined and 5 to 5½c. for lower grades.

MAPLE PRODUCTS—Business is dull and values are nominally the same. We quote: Sugar, 6½ to 7½c. for new and 4c. for old; maple syrup in wood, 4 to 5c. per lb. and 50 to 60c. per tin.

HAY—Since our last report the hay market has exhibited a weaker feeling and prices show a decline of 50c. to \$1 per ton, which is just about what it advanced last week. This change is attributed to largely increased receipts and a falling off in the demand from western Ontario and the United States. Consequently, the market on the whole has been quiet and very little business has been transacted. Some sales of No. 1 have taken place at \$10, and No. 2 at \$9 per ton. At country points purchases of No. 1 have been made at \$9 to \$9.25, and No. 2 at \$8 to \$8.25 per ton f. o. b. Cable advices report the markets dull, with no material change in values to note.

## PROVISIONS.

Since our last a weaker feeling has ruled on pork, and there have been two drops in Canadian mess and short cut pork amounting to \$1 per bbl. Lard and smoked meats are unchanged. We quote: Canadian short cut, clear, \$14.50 to \$15; Canadian short cut, mess, \$16 to \$16.50; hams, city cured, per lb., 9 to 11c.; lard, Canadian, in pails, 9¾ to 10¼c.; bacon, per lb., 9 to 11c.; lard, com. refined, per lb., 7¼ to 7¾c.

## FLOUR, MEAL AND FEED.

There has been a good active trade in Manitoba flour both for export and on local account since our last. Ontario grades, however, have ruled very dull. We quote: Winter wheat, \$4 to \$4.25; spring wheat, patents, \$4.15; straight roller, \$3.65 to \$3.75; straight roller, bags, \$1.65 to \$1.80; extra, bags, \$1.50 to \$1.60; Manitoba strong bakers', \$3.90 to \$4.

The demand for oatmeal continues to be

## VISITING..

The city be sure and call at the warehouse. The business will be wound up with little delay, by order of the liquidators. In meantime, desirable lines in Crockeryware, Glassware, China, Lamp Goods and Ornaments at very special prices.

## JAMES A. SKINNER &amp; CO.

(In Liquidation.)

54 and 58 Wellington St., West, - TORONTO.



**TRADE  
BEARDSLEY'S SHREDDED CODFISH  
MARK**

Ready for the able in 10 minutes.  
No Soaking. No Boiling. No Odor.

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AGENTS: { W. M. P. McLaughlin, St. John, N.B.

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**FRUIT  
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**32 WEST MARKET STREET  
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Consignments  
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GENERAL... **FRUIT  
Commission Merchants**

25 and 27 Church street,  
TORONTO, ONT.

onsignments of FRUIT and PRODUCE SOLI-  
CITED. Ample Storage.

11 orders will receive our best attention.

**Bolognas**

**FINEST QUALITY**

**CHEAP IN PRICE**

Order now for the Fall Fair Trade.

I am quoting low prices for Cheese.

**F. W. FEARMAN**  
HAMILTON

Sometimes  
The  
Customers  
Kick



They **WOULDN'T**

If you sold them

**FOAM YEAST**

of a limited character, and the market rules quiet and steady. We quote: Standard, bbls., \$3.70 to \$3.80; granulated, bbls., \$3.80 to \$3.90; rolled oats, bbls., \$3.80 to \$3.90.

The feed market has ruled weak during the past eight days under gradually increasing receipts, and prices of bran and shorts are lower than they were, as follows: Bran, \$15.50 to \$16; shorts, \$16.50 to \$17; mouillie, \$20.50 to \$21.50.

**BUTTER.**

The butter market remains unchanged. There is some enquiry from shippers for August creamery, but buyers could not get the kind of packages to suit. They would have paid 17½c. or thereabouts for the kind of goods wanted. We quote: Finest creamery, 17½c.; finest Townships dairy, 14 to 14½c.; finest Western dairy, 12 to 13½c.

**CHEESE.**

The cheese market does not exhibit appreciable change, but an undertone of steadiness is apparent this week. Of late it has been difficult to secure any replies to cable offers, but shippers lately have been asked for quotations on August and September makes. It is true that the conditions stipulated in many cases were not very feasible, but still the fact that buyers on the other side want offers at all is a welcome change from the absolute unresponsiveness that they have shown previously. No business was noted in Ontario cheese, but it is likely that an offer of a nice choice bunch of fine-t Ontario August at 7½c. would lead to business. In Quebec cheese the market is quoted at 7¼ to 7½c., as some 3,500 half August and half September were sold on the wharf at that basis Monday. The presence of September make no doubt had something to do with the payment of these prices, which show a slight improvement on previous Monday's basis. The position in the country is much the same. In Ontario the factorymen still have their August makes and an occasional lot of July goods to market. In Quebec the French-Canadian districts are sold well up to date, but in the Townships the last half of August is still in first hands. We quote: Finest Ontario makes, 7¼ to 7½c.; Townships' makes, 7¼c.; other Quebec makes, 7¼ to 7½c.

**ASHES.**

There is no change in ashes. We quote: First pots, \$4.05 to \$4.15; seconds, \$3.80 to \$3.85, and pearls, \$4.80 to \$4.85.

**MONTREAL NOTES.**

Indications point to a light stock of low grade Japan teas on this market.

Cables from France on prunes this week are 5s. per cwt. higher than they were last week.

The receipt of apples on the market during the past eight days have been fully 4,000 bbls.

Robert Greig & Co. say they have arranged that everyone sending a case order for Bryant & May's No. 34 wax vestas may

**HUGH WALKER & SON,  
FRUIT AND COMMISSION MERCHANTS,  
GUELPH.**

**PLATE BEEF**

Short Cut, Mess, and Clear Mess Pork,  
L. C. Bacon, Hams, Break Bacon, Rolls and  
Shoulders,  
Evaporated and Sun-dried Apples,  
New and Old Cheese, Beans, Etc.

**MAPLE SYRUP**

**W. M. RYAN,**  
Toronto,

Pork Packer and  
Commission Merchant

Write for prices. A  
trial order will  
convince

**S. K. MOYER,**

Commission Merchant and  
Wholesale Dealer in

**FRUITS, VEGETABLES, AND FISH**

SPECIALTIES: Oranges, Lemons, Dates,  
Bananas, Pineapples, Peanuts, Coconuts,  
Trout, White Fish, Baltimore Cabbage, Cucum-  
bers, New Potatoes, and Strawberries.

**76 COLBORNE ST.,  
TORONTO, ONT.**

Telephone 1064

It will be worth your while to  
ask for prices on

**BREAKFAST BACON  
BACKS ROLLS**

"MAPLE LEAF BRAND"

**D. GUNN, FLAVELLE & CO.**

Pork Packers and  
Commission Merchants **TORONTO**

**Has our traveller called on you**

to receive your order  
for all kinds of pure

**MALT, WHITE WINE OR CIDER VINEGARS ?**

If not, send in your order to us for the cheapest  
and best Vinegar on the market.

**THE DOVER VINEGAR WORKS  
PORT DOVER, ONT.**

have any advertisement lithographed in colors on the cover of each box.

Rose & Laflamme landed a shipment of Huntley & Palmers' biscuits from the Brazilian this week.

The first receipts of Spanish onions here, amounting to 250 crates, were landed on Saturday last.

There are about 1,000 kegs of pears in cold storage here, and receipts during the week were 1,500 bbls. This is quite a heavy stock.

No shipments of new California dried fruit have yet been made from the Coast as the cold weather that has prevailed has delayed packing.

Mr. Geoffrion, of L. Chaput, Sons & Co., returned this week from a short holiday. He is in the warehouse to meet his friends again this week.

Some 1,250 cases of new pack canned peas, corn and tomatoes were turned over here from first hands this week at a range of 72½ to 82½c.

Vipond, McBride & Co. and the Earl Fruit Co. each received a car of California peaches. They were auctioned on Monday, both lots amounting to 1,232 boxes.

Vipond, McBride & Co. landed ex Vancouver 63 seventy-dozen chests and 150 half-cases of fancy new Malaga lemons. These are the first lot and are offered at moderate terms.

"We look for a large fall and holiday trade in confectionery," said Mr. Greig, of Robert Greig & Co. "Our orders to our English manufacturers by last mail amounted to nearly 25 tons."

The reference to Robert Greig & Co.'s new price list in last week's CANADIAN GROCER brought them a number of inquiries which have already led to the opening of several new accounts.

Referring to the note in last issue stating that California raisins were due here at the end of the week it should have been stated that the lot in question were old fruit. It may be remarked that old 3 crown fruit are held firm in New York at 3½ to 3¼c. f.o.b. there.

#### NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., Sept. 19, 1895.

THE Exhibition is a matter of interest here at present, and everything points to one of the most successful shows ever held here. A number have already got their exhibits well under way. The mere fact that an outside firm make an exhibit gives them a standing with local business houses, while if they do business here and do not make a show it has an opposite tendency. In business the week has been rather uneventful. The rapid decline in beans

and the firmness of Manitoba flour have been prominent features. Other changes are an easier feeling in dry cod and Ontario flours, and also in oats, oatmeal and cornmeal. Sugar is rather steadier, as is butter. Cheese is dull. In tea special efforts are still being put forth by our local dealers to push their blends, and in some cases most satisfactory results are reported. There are quantities of green fruit coming in, but prices are low.

OIL—There is no change in local prices. The demand in burning oil is improving and a good many fall orders have been placed. As the market is firm at quotation those who bought earlier are well pleased. In lubricating demand is lighter. We quote: Best American, 22¼c.; best Canadian, 21¼c.; prime white, 18c., no charge for barrels.

SALT—The cargo spoken of did not arrive as expected, but it will likely be to hand by the time this is in the readers' hands. Of course the stock is light with a fair local demand. With fine the market is well supplied. About 45c. net cash from ship's side in large lots will be the price of the coarse now due. We quote, ex store: Coarse, 50 to 55c.; fine factory filled, \$1.10; 5-lb. bags, \$3 to \$3.25 per bbl.; 10-lb. bags, \$2.80 to \$3 per bbl.; 20-lb. boxes, 20c.; 10-lb. boxes, 12c.; cartoons, \$2 per doz.; cheese salt, bulk, \$2.70 per bbl.

CANNED GOODS—The movement is lighter than at this season last year, and fall orders are also not as large. As often happens, the markets look this season as if large orders would be safer than last, but that is very often the way—one orders the year he ought not to, and not the best year. New salmon are more freely offered by dealers, but stocks are light. These and peas are the only new goods yet received. The demand for canned apples is light. Beef continues light, with the demand and price easy. It is understood some corn and tomatoes have been bought rather under market prices. We quote: Corn, 90c.; peas, 95c.; tomatoes, \$1; gallon apples, \$2.25; corned beef, 2-lb. tins, \$2.65 to \$2.75; 1-lb. tins, \$1.60 to \$1.65; oysters, 2's, \$2 to \$2.25; 1's, \$1.60 to \$1.65; peaches, 3's, \$3 to \$3.15; 2's, \$2 to \$2.10; salmon, \$1.50; lobsters, \$1.75 to \$2; haddies, \$1.40; clams, \$5.50 for 4 doz.; chowder, \$3 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1.

DRIED FRUIT—Dealers have bought more freely in the Denia market during the past week, and most of the orders are placed. The quantity bought is not large. Some few feel they will this season buy in New York. One Denia merchant is feeling the effect of some shipments which last year were not up to the standard. In cleaned currants it looks as if a number of our wholesale houses would put up their own private brands. Already two are doing so. Orders for new currants for direct shipment are about all given. The price shows little change from last season. We quote: Currants, 1-lb. cartoons, 7½c.; bulk, 6½c.; dried apples, 5½ to 6c.; evaporated apples, 7½ to 8c.; Sultana raisins, 7 to 8c.; Valencia, 4c.; layers, 5c.; London layers, \$2.25; loose muscatels, 5½ to 6c.; currants, bbls., 3¼ to 3½c.; half-cases, 3¼ to 4c.; dates, 4 to 4½c.; prunes, 4½ to 5½c.; figs, 11 to 18c.; California evaporated peaches, 12 to 13c.; do. apricots, 12 to 14c.; do. pears, 12 to 13c.; onions, \$2.50 to \$2.75 per bbl.

GREEN FRUIT—During the past week business has been quieter. In N.S. apples the market is dull and prices are low except

## E. T. STURDEE

Mercantile Broker,  
Manufacturers' Agent,

ST. JOHN, N.B. Etc., Etc.

Wholesale trade only.

Cleaver's Toilet Soaps.  
Bensdorp's Royal Dutch Cocoa.  
Pyle's Pearlina.

C. & E. MACMICHAEL,

40 DOCK ST., ST. JOHN, N.B.

## The Bell Cigar

Is the leading 5 cent, and

## Spanish Double

The leading 10 cent smoke.

Manufactured by THE BELL CIGAR CO.  
St John, New Brunswick

## THE RACE IS OVER

Whether decided on its merits or otherwise is an open question. But there is no question as to the opinion our customers have of

## GOLDEN Finnan Haddies

Increasing sales prove they are the best. Every can guaranteed.

Wholesale by

H. P. ECKARDT & CO., Toronto.

## FISH

GUARANTEED

After the 1st August there is a good demand for Salt Fish, pickled, dried, and smoked, but buyers, on account of warm weather, are afraid to handle. On all the lines which I offer I give a guarantee that fish will keep. Retailers, therefore, can order from wholesale dealers without danger of loss from fish spoiling.

Ask for Sealy's Guaranteed Fish

JOHN SEALY - St. John, N.B.

ASK FOR  
**MOTT'S**

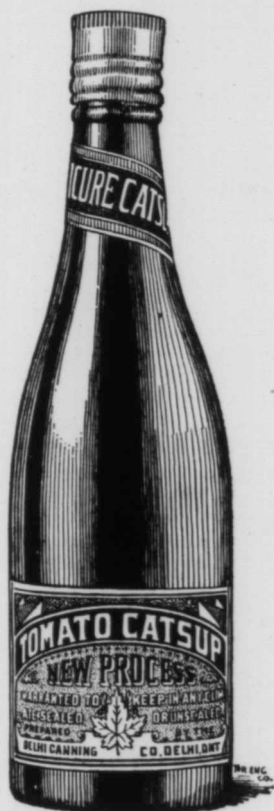


TWENTY  
CARLOADS,  
SOLD IN ONE WESTERN CITY



WATCH FOR THE SPECIAL TRAIN BEARING  
THESE GOODS WEST WILL ADVISE IN THESE  
COLUMNS WHEN TRAIN LEAVES PICTON  
IT WILL BE BY FAR THE LARGEST TRAIN  
OF CANNED GOODS EVER SENT ACROSS  
THE CONTINENT

BOULTER PEERLESS  
"LION" BRAND  
CANNED GOODS



# Epicure Tomato Catsup

A most delicious relish, put  
up from finest selected to-  
matoes and pure spices.

For sale by all wholesalers.

**Delhi Canning Co., Delhi**



in Gravensteins, which, when good, find ready sale. New Brunswick seem to be preferred. Their being in flour barrels is a point in their favor. Plums are being received freely and have met with good sale, but at low prices. Canadian grapes continue high. Pears, particularly Nova Scotia, are plentiful. The American are, however, preferred. Lemons are so high few are moving. In oranges, the West Indian offered are hardly ripe yet, and other grades are poor. Bananas are not active. Receipts of California goods continue light. In peaches receipts are small. Peanuts are rather lower. Some shippers have withdrawn from the Virginia Association and those still in it are offering their own brands as well as those of the association. We quote: Oranges, \$5.50 to \$6; Bartlett pears, \$5 to \$7 per bbl.; grapes, 50 to 60c. per basket; apples, \$1 to \$2; N.S. plums, 50 to 70c.; lemons, \$10; bananas, \$1 to \$2; peaches, \$2.25 to \$2.50; cocoanuts, \$3 to \$3.75; N.S. pears, half bbl., \$1.50 to \$2.

**DAIRY PRODUCE**—The cheese market still continues very unsatisfactory for shippers, people only buying from hand to mouth. There are considerable stocks in first hands, some being early-made cheese. In butter, there is a firmer feeling and a better demand for creamery, though price moves up slowly. Extra dairy is not easy to get. In eggs, sales are very slow, and there are fair quantities coming forward. We quote: Common dairy butter, 14 to 15c.; dairy, 16 to 18c.; new creamery prints, 22c.; cheese, new, 8½ to 9c.; creamery, tubs, 20c.; eggs, 12 to 12c.

**MOLASSES**—There is nothing to be said. Demand is still light, and prices, as a rule, are easy, though holders of best qualities are firm. A beautiful sample of Demerara was shown this week. It is too bad our retail trade could not get it, but the price is too high for a large enough quantity to be used to encourage importers to bring it here.

**SUGAR**—Fair quantities are moving and prices continue rather firmer. Stocks are becoming lighter, but there is still quite a quantity of granulated bought and to arrive at the old price. We quote: Granulated, 4½ to 4¾c.; yellow, 3¾ to 3¾c.; Paris lump, 5¼ to 5½c.; powdered, 5¼ to 5½c.

**FISH**—A fair business is doing. Quite large quantities of dry cod are arriving, and though stocks are not very large the price keeps dropping off in the face of reports that the catch is light. Some very nice fish are shown. Some so-called Shelburne pickled herring are offered. There is a good movement in pickled fish at quotations. There were a few dry cod here from Quebec. They were large and very dry. They were in splendid condition for West India trade. Fresh shad are a fair catch, but the fish are in splendid condition. Pickled shad in half bbls. are being freely offered. In smoked herring there is nothing new, market is very dull. We quote: Fresh haddock, 2 to 2½c. per lb.; dry, \$1.50; large cod, \$3.75 to \$3.80; medium, \$3.50 to \$3.60; pollock, \$1.40; bay herring, \$1.25 to \$1.30 per half-bbl.; Ripplings, \$1.75; Wolves, \$1.85 to \$2; smoked herring, 5½ to 6c.; Digby chicken, 10c.; shad, half-bbl., \$5 to \$5.50; fresh, 10c.; Grand Manan herring, half bbl., \$1.40 to \$1.45; Shelburne, \$3.25 bbl., \$2.70 half-bbl.

**PROVISIONS**—Stocks are not heavy and prices are easy. There is a fair movement. We quote: Clear pork, \$16.25 to \$16.50; mess, \$15.50; beef, \$13.50 to \$14.50; pure lard, 9½ to 10c.; compound lard, 7½ to 8c.;

hams, 11 to 12c.; rolls, 9c.; cottolene, 9¼ to 9¾c.

**HIDES, SKINS, WOOL AND TALLOW**—In these lines business is not active. In hides there are light stocks, and prices are not active. Sheepskins are dull, while in calf-skins there is not enough doing to make a market. In tallow, buyers are quoting rough, 3c.; rendered, 6c. In wool there is no change.

**FLOUR, FEED AND MEAL**—In flour the stock of Manitoba is very light, buyers having held off for lower prices which did not arrive, and which millers say will not, as much of the wheat in Manitoba will not make the best grade flour. Owing to the low price of Ontario grade, present profits on Manitoba are very small. Ontario continues to be quoted lower. Stocks in the city are light and buyers backward. Oatmeal is lower and oats are easy. Some very nice new Ontario have been here. People do not care to feed new oats, particularly in this province. In beans a great drop has taken place and most dealers find themselves though not with large stocks with more than they would wish, the drop being about 50 cents per bushel. Feed is easier and cornmeal is expected to be lower. We quote: Manitoba, \$4.65 to \$4.75; best Ontario, \$3.90 to \$4; medium, \$3.80 to \$3.90; oatmeal, \$3.90 to \$4.05; cornmeal, \$2.60 to \$2.75; middlings, \$2.3 to \$2.35 on track; bran, \$21 to \$22; N. S. beans, \$1.60; prime, \$1.50; oats, Ontario, 35 to 40c.; hay, \$12 to \$12.50; pot barley, \$4 to \$4.15; round peas, \$3.75 to \$3.90; split peas, \$3.70 to \$3.90; P.E.I. oats, 34c. on track, by the car.

#### ST. JOHN NOTES.

C. & E. Macmichael have received their new canned salmon.

John Seely is in receipt of some fresh shad, and has some extra half-bbls. of pickled to offer.

The codfish now arriving are particularly good, the fish being well cured and thick through.

The deposits in the N. B. savings banks exceeded the withdrawals during August by almost \$33,000, being \$117,607.44.

The visitors to the Toronto Fair are home. They were greatly pleased. The ground particularly pleased them, and the exhibits were above their expectations.

Local candy manufacturers report business very active. One firm said to THE CANADIAN GROCER that for some time they had been running a night gang five hours.

Montreal tried to buy cream of tartar in this market during the past week, but merchants felt in view of the advance and firmness their stocks were not too heavy.

There are those who think Ontario is the only oat country, but a farmer at McDonald's Corner in New Brunswick had on one acre with a sowing of less than four bushels seventy-two and one-half.

Charlottetown, P.E.I., quotes produce as follows: Hay, 35 to 40c.; straw, 20 to 25c.; beef, 5 to 7c.; hides, lower (6 to 7c. per lb.), and lambskins 30 to 40c. each; potatoes, 18 to 20c.; eggs, 10c.; butter, 16 to 20c.; oats, 29 to 30c. In eggs and butter the market is dull, and but little butter is offering. Oats are coming in more freely.

## NOVA SCOTIA MARKETS.

OFFICE OF THE CANADIAN GROCER.

HALIFAX, Sept. 19, 1895.

**B**USINESS throughout Nova Scotia remains quiet. The big fire at Liverpool, on the south shore, has demoralized business in that section. The loss is about \$135,000, with insurance of only \$55,000. Several grocers and general dealers were burned out, among them being G. E. Snadden, A. McNutt, W. A. Kennedy, I. V. Dexter, A. Hutchins, N. D. Hammett, I. Wilde, H. B. Hammett, Colin Campbell, D. C. Mulhall, Joseph Winters, J. A. Rathbun, H. R. Putman, George Schwartz, D. Buchanan, J. E. Smith, N. S. Wetmore and Edward McGuire.

A meeting in connection with a central creamery and cold storage was held in Charlottetown last week. It was decided to canvass for stock for the erection of a central creamery and cold storage at Charlottetown. Speaking of this The Examiner in an editorial says:

"It is hoped that the appeal of the canvassers will meet with a prompt response. If not it will be necessary next year, as this, to pay the cost of the freight of our cheese output to Montreal and of cold storage there, besides losing for a year the advantage to be gained from a central creamery. The central creamery and cold storage warehouse will be, essentially, year after year a money saving institution. But, at the outset, money is required with which to establish it. As the interests of the province are more or less involved, there ought to be a prompt and liberal response on the part of those who have property, money and a stake in the province."

The cheese industry of P. E. Island has assumed large proportions. About 3,000 cases of cheese were shipped from there to Montreal from cold storage last week.

**FLOUR**—The flour market is unsettled, but it is generally thought prices will go no lower. Quotations are: Hungarian patent, Manitoban, \$4.75 to \$5; Manitoba strong bakers, \$4.60 to \$4.75; Canadian pastry, \$4.70 to \$4.85; 75 per cent. roller patents, \$4.25 to \$4.35; 80 per cent. do., \$4.10 to \$4.20; 90 per cent. do., \$3.90 to \$4; straight, \$3.70 to \$3.80; extra, \$3.50 to \$3.60.

**OATMEAL AND CORNMEAL**—The tendency of oatmeal and cornmeal is for lower prices. The market is easy. American K. D. is quoted at \$2.75; Halifax ground, \$2.60 to \$2.70; standard oatmeal, \$4 to \$4.10.

#### GREEN FRUIT.

**APPLES**—The market is not overstocked with choice fruit. The demand is fair. Late fall fruit is arriving in fine condition. Prices range from \$1 to \$2.50 per bbl.

**ORANGES**—Jamaicas are to hand. The season is practically over for Messinas and other varieties. Jamaicas are worth \$7.50 per bbl. repacked.

**LEMONS**—Lemons are exceptionally high, ranging from \$8.50 to \$10 per box.

**GRAPES**—Ontario grapes are arriving regularly and the prices are not so low as last season. Quotations are from 50 to 70c. per basket.

**BANANAS**—Owing to the large variety of other fruit, the demand for bananas is somewhat limited. They are quoted at from \$1 to \$2 per bunch.



# THIS IS THE POT

(The "Queen" Tea and Coffee Pot,  
containing 1 lb. net of Queen  
Plantation Coffee.)

that has caused such a  
revolution in the Coffee trade.

No loss in handling. Profit good.  
Enormous demand for it.  
\$4.00 a dozen.

Write us or look out for our agents.



Strongly made Pot of neat appearance, with a Strainer  
and Black Handle and Cover Knob.

**PURE GOLD M'FG'G. CO.** 31 & 33 FRONT ST. EAST.  
TORONTO.

**PEARS**—Native pears are arriving freely and in excellent condition. The price per half-bbl. ranges from \$1.75 to \$2.25.

**PEACHES AND PLUMS**—The season is about over for peaches and plums and there are very few of either in the market.

New figs and Almeida grapes will arrive shortly.

**ONIONS**—Spanish American and Canadian onions are to hand and show excellent keeping qualities. Prices are low, the quotations being from 1½ to 2c. per lb. by the bbl.

#### PROVISIONS.

**BEEF**—The beef market shows an improvement, a first class article being worth \$8.75 to \$9. Small beef is worth \$6. There is a lot of poor cattle offering, but no buyers. The Texas fly, together with poor pasturage, have a great deal to do with there being so much poor cattle in the country.

**LAMB**—7 to 8c. is the quotation to-day for lamb, sinking pelts.

**PORK**—Carcass pork is worth 7½c.

**MUTTON**—The demand for mutton is fairly good. The quotation to-day is 6c.

**POULTRY**—Chickens are worth 40 to 50c.; fowls, 50c. per pair, and turkeys 15 to 16c. per lb.

#### FISHSTUFFS.

**HERRINGS**—Trade in pickled herrings is very quiet. Some jobbers still have last year's catch on hand, and will not buy at any price. The catch is reported fair. Prices, if anything, are easier.

**CODFISH**—Codfish are scarce in Cape Breton, as well as Nova Scotia, as far as the shore fishing is concerned. The bank and bay catch is fully up to the average; in fact,

second trips average 20 per cent. better than last year. Newfoundland shore fish are coming along freely, but the bulk of this is badly cured, owing to the bad weather. The fish are heavily salted and rough.

**SALMON**—Salmon remain scarce.

**ALEWIVES**—Alewives are also very scarce.

**GROCERY COD**—There is no grocery cod on the market.

#### MISCELLANEOUS.

**PRODUCE**—Potatoes are worth 40c. per bushel. Turnips are selling to-day at 85c. per bbl. in lots of 10 bbls. Oats are slow at 38c. in 100 bushel lots.

Partridges were on the market to-day.

**EGGS**—There is very little doing in eggs. The quotation to day is 13c.

**BUTTER AND CHEESE**—There is nothing doing in butter and cheese to speak of. Quotations remain unchanged.

**SUGAR**—There is nothing new in sugar. The Woodside refinery at Dartmouth, which has been closed down, is to resume operations. Quotations remain unchanged.

**MOLASSES**—The molasses market is quiet but firm. There is no Cienfuegos or Demerara N on the market. Prices remain unchanged.

#### ON A CASH BASIS.

Morton & Co., general merchants, of Fort William, Ont., who have for eight years carried on business on the credit system, have adopted a cash basis of trade. In the centre of their store they have placed a long

box built to resemble a coffin and draped in black. Within this sombre receptacle they have placed the account books that accumulated while they were under the credit system. They use a cut of the coffin in their "ad.," which is the talk of the twin towns, Fort William and Port Arthur. Morton & Co. write: "We're in the cash business to stay, and of course take THE GROCER and The Dry Goods Review."

#### MAKE THEM CARRY CONVICTION.

An ad. full of big display type has about as much to do with gaining business as a torchlight parade has to do with gaining votes, remarks an exchange. Both are useful channels through which to get rid of surplus enthusiasm, but sagacious men find cheaper ways. Advertising space is valuable property. Make your ads. carry conviction. Even if you convince most people that a particular bargain is not for them, by having convinced them you have made them feel your power and they will read your ads again.

Ever notice how a friend will mix up your children's ages and names? He doesn't see 'em often, doesn't think about 'em much. If a friend cannot remember about your children, do you expect a stranger to remember the names and virtues of your goods—unless you make them?

### THE SALMON PACK.

THE fishing season for sockeye salmon having closed on August 31, it is possible to arrive at a fairly accurate estimate of the pack in British Columbia. For an "off year"—as it is called—the result of the season's operations must be considered as satisfactory. The pack has certainly reached, if, indeed, it has not exceeded, the expectations of the cannery-men. It might, indeed, have been larger had they been prepared for the two "rushes" of fish which occurred and which found some of the canneries short of tins. The result of this season must, we think, lead to the conclusion that the Fraser River hatchery has had considerable effect on the quantity of fish. This being so, it is to be hoped that the Department of Fisheries will adopt the suggestions made, that either a new location be selected for the hatchery or that another hatchery be established. From the results of the fishery on the Skeena River, during the last few years, it would also seem that it is desirable that a hatchery be established on that stream as well.

The following is a list of the season's pack, which, we think, will be found accurate:

ON THE FRASER RIVER.	
	Cases.
Atlas Packing Co. ....	5,000
Gulf of Georgia Canning Co. ....	17,500
Costello & McMorrin .....	15,300
Federation Canning Co. ....	13,300
Lulu Island Canning Co. ....	12,849
Brunswick Canning Co. ....	12,500
Imperial Canning Co. ....	11,754
Pacific Coast Canning Co. ....	11,300
Beaver Cannery .....	12,500
Canadian Pacific Packing Co. ....	21,218
Victoria Canning Co. ....	49,800
Fisherman's Canning Co. ....	9,894
British Columbia Canning Co. ....	7,000
Ewen & Co. ....	26,305
Boutillier & Co. ....	7,900
Munn & Co. ....	19,500
Goodmurphy & Co. ....	8,000
Robertson .....	3,500
Terra Nova Canning Co. ....	6,600
Richmond Cannery .....	11,000
Anglo-British Columbia Packing Co. ....	73,635
Total .....	347,346
ON THE SKEENA RIVER.	
Anglo-British Columbia Packing Co. ....	20,200
British Columbia Canning Co. ....	.....
Victoria Canning Company of B. C. ....	7,100
Skeena Packing Co. ....	7,500
Balmoral Canning Co. ....	9,500
Inverness Canning Co. ....	8,400
Royal Canadian Packing Co. ....	7,651
Carlisle Packing and Canning Co. ....	7,000
Total .....	67,351
ON RIVERS INLET.	
Victoria Canning Co. of B.C. ....	10,000
Anglo-British Columbia Pkng. Co. ....	19,000
British Columbia Canning Co. ....	30,000
Total .....	59,000
ON NAAS RIVER.	
Naas Harbor Cannery .....	10,000
Mill Bay Cannery .....	8,000
Total .....	18,000

### OTHER NORTHERN POINTS.

Alert Bay Canning Co. ....	5,500
Namu Canning Co. ....	3,000
Lowie Inlet Packing Co. ....	8,000
Clayoquot Fishing & Trading Co. ....	4,000
Total .....	20,500

### RECAPITULATION.

Fraser River. ....	347,346
Skeena River. ....	67,351
Rivers Inlet .....	59,000
Naas River .....	18,000
Other northern points. ....	20,500
Grand Total .....	512,197

The total pack last year was 494,371 cases, so that this year's pack is larger by 17,826 cases.

While the season has been an unusually profitable one for the fishermen, it has not been as good for the canners, the price of fish having ruled higher than usual. This was the case on the Fraser River—with, perhaps, one or two days' exception, when the big "rush" of fish demoralized the business for a short time—throughout the season. The canners commenced buying at 20 cents per fish, expecting only a very moderate run and, therefore, being anxious to get as large a supply as possible. Some canners on one or two days, in their anxiety to be assured of a supply sufficient to fill the cans provided, are reported to have paid as high as 25 and 30 cents per fish. The run of fish commenced earlier than last year, continued fairly good, and more even than usual, with two very strong "rushes" about a week apart.

It is estimated that something like \$600,000 to \$700,000 has been paid out to the fishermen, which will show how important the canning interest is among the industries of the province, especially when the fact that the season only extends over a few weeks is remembered. The number of fishermen this year was larger than ever before, 2,100 licenses having been issued. The number of canneries in operation was also greater than in any previous year.—Statistic News Advertiser, Vancouver.

### EUROPE'S BEET CROP.

French sugar-beet crop, though less bulky than last year, is reported, according to London Grocer, to be rich in saccharine matter. This is also the case in Germany and Austria, in which countries, as in France, the area under beet has this year been reduced. With a continuance of favorable weather up to harvest this season's beet crop promises to yield a high percentage of sugar. There are rumors that the coming crops of raw beet on the continent will fully equal, even if they do not largely exceed, those for 1894-95, but no particulars are yet published, and it remains to be seen what effect would be produced if it should turn out correctly, as represented by some authorities, that one material increase in the total yield for the season just expired should be closely succeeded by another for the year 1895-96.

### PERSONAL MENTION.

R. M. Corrie has been appointed traveling representative in Toronto for Mazawattee tea.

Mrs. A. White, of Winnipeg, is in Toronto, the guest of her brother, R. M. Corrie.

Major A. J. Campbell, representing the Maclean Publishing Co., Toronto, is in the city. This firm publishes THE CANADIAN GROCER, Hardware and Metal, Dry Goods Review, Bookseller and Stationer and Printer and Publisher.—Chronicle, Halifax.

Angus Price, a Swansea, Ont., market gardener, fell backwards off the rear end of a moving trolley car at Dundas street and Dovercourt road, Toronto, Saturday afternoon. He alighted on his head and sustained injuries of a serious nature. The police ambulance removed him to his home.

Mr. Page, of Page & Desrosiers, general merchants, Sandwich, Ont., was in Toronto the other day. He was accompanied by his newly-made bride.

C. E. Marquis, of Marquis Bros., Ripley, Ont., visited Toronto this week. He moved to Ripley from Pickering a year ago, and is reported to be doing a big business.

### RE KING, LEAKEY & CO.

A. C. King, assignee, Calgary, N.W.T., has sent out a statement to the effect that in re King, Leakey & Co., Mr. Leakey's assignment has been declared valid, and that the assets of the estate will be sold by tender, all tenders to be sent in by Sept. 23. The inspectors have notified Mr. and Mrs. Leakey, the parents of the insolvent, that their claim of \$16,502 will not be permitted to rank upon the estate.

### LUCKY MR. BOOMER.

Mr. Charles Boomer, of Warren Bros. & Boomer, Toronto, left for England a few days ago. His mission is one upon which many another wholesale grocer would not object to go. Through the death of an aunt in the Old Country, he has fallen heir to a fortune of \$475,000, and he has just crossed the Atlantic to claim it. THE CANADIAN GROCER congratulates Mr. Boomer in his good fortune.

Railway earnings are gradually getting back to their normal condition. The earnings of the C. P. R. the first week in September were \$397,000, against \$381,000 the same time a year ago.

Australasia sent three million carcasses of frozen mutton, besides beef, to the London market last year, as against 500,000 in 1894. Australasia evidently intends to go up and possess the land.



# Survival of the Fittest

There is a good deal in a name sometimes, but lovers of a cup of delicious coffee require something more. That something is that pungent aromatic flavor pertaining to that old favorite

## EXCELSIOR BLEND COFFEE

and which still keeps it to the front as the leading popular blended Coffee. Its run has been continuous since Pure Poffee came into general use in Canada, a good many years ago—another illustration that "Merit Wins" and "The Fittest Survives."

COLES PATENT

# COFFEE MILL...

Most perfect grinder for grocers' use.

SOLE AGENTS

**Todhunter, Mitchell & Co.** Coffee Importers and Manufacturers **Toronto**

# New Salmon

HORSE SHOE  
LION  
MAPLE LEAF  
LOWE INLET

Place your order with

**John Sloan & Co.**  
TORONTO

**WE WANT** To make arrangements with one grocer in each town in Ontario to buy their

**Teas, Coffees, Spices  
Baking Powders  
and Groceries**

From us by correspondence only. We can sell you for the cash discounts for spot cash. Our cash buyers will be able to sell all their competitors. Write us.

**LUMSDEN BROS.,**  
Hamilton, Ont.

# A Want Supplied

**McAlpin Tobacco Co.** are enclosing a patent Pipe Sifter in each 10c. package **Tonka Smoking Mixture.** This insures a free, dry smoke.

They are also making their celebrated **Beaver Chewing** in thin plugs—8 oz. each—which is an advantage to dealer and consumer.

Order a sample package of each from your wholesale dealer.

# Valencias

LAYERS  
FINE OFF STALK  
AND OFF STALK

BARGAIN PRICES

---

**Warren Bros. & Boomer**  
35 and 37 Front St. East  
TORONTO - ONT.

**NOW IN STORE**

New Lobsters  
SCRIPTURE BRAND, flat and tall tins.

Boulter's No. 1 Gallon Apples  
and LYNN VALLEY CORN  
AT LOWEST PRICES

**T. KINNEAR & CO.**  
WHOLESALE GROCERS  
49 Front St. E. TORONTO.

**J. W. Lang & Co.**

Have in stock full line of  
New Canned

FRUITS AND VEGETABLES

Ask for prices.

---

**J. W. Lang & Co.**  
61 and 63 Front Street East Toronto.

**40% Profit.**

Supreme Soap Gives 40% Profit.  
Wonderful Gives 40% Profit.  
Our Own Electric Gives 35% Profit.  
Sunflower Gives 35% Profit.

Manufactured by  
**P. M. LAWRASON,** LONDON Ont.  
Sold by all Leading Wholesale Grocers.  
Get Prices.

**Valencia Raisins**

ARGUIMBAU'S  
FINE OFF STALK  
AND  
OFF-STALK

A second shipment now in store.

---

**PERKINS, INCE & Co.**  
TORONTO.

**New Valencia Raisins**  
AND  
**New Leghorn Peels**

NOW IN STORE

---

**SMITH & KEIGHLEY**  
9 Front St. E. TORONTO.

### CANNED TOMATOES IN THE STATES.

ACCORDING to some reports from Baltimore this morning, jobbers are beginning to take more interest in the canned tomato market than they have displayed at any time since the present season opened. One statement made is specifically that buyers are beginning to feel that "the present basis is a good enough one upon which to make purchases, and the increase in orders the past week is the best evidence of it." On the other hand, an equally good authority states that packing is progressing slowly, and that the outlook is very uncertain. "In fact, the problem is the hardest one to solve we have known for some time. Under ordinary conditions, the man who prophesied a sharp advance would have to be a wise prophet, but the present conditions are not ordinary; they are really abnormal. The retailer is buying only what he absolutely needs and the jobber is following in his footsteps; this necessitates the packer carrying his goods, and everybody knows what that means."

In that paragraph the key to the situation is brought forward. The indifference of the retailer and the jobber alike to conditions that have had no counterpart in many years prevents the packers from getting the advantage of an undeniably short crop. But this indifference has a real foundation. The tomato pack last year was the largest on record, amounting to over five and a half million cases. When the season opened the comparatively low prices quoted induced buyers to purchase heavily, and in some cases far in excess of what they would otherwise have bought. But from the beginning of the season onward prices gradually eased off, and those who had placed forward orders in August at 72½c., Baltimore, found that when the goods were delivered they had a 75c. market to meet here, and that eventually they had to meet 70c., New York, and even less.

The carry-over of tomatoes by jobbers this year was probably one of the heaviest on record, and at the present time it is estimated that there is unsold in the hands of jobbers 300,000 cases or more, some of which, it is said, cost the present holders \$1, though the bulk of it may not have cost over 70c.

With the experience of 1894 before them the jobbers do not seem disposed to speculate in tomatoes. Rather, they are inclined to let the packers do the carrying, until such time as the consuming demand warrants them in renewing their supplies. Possibly if the reports of a short crop and a light pack in all parts of the country should receive undoubtable confirmation there may be a change in their attitude, but at present tomatoes, so far as the jobbing trade is concerned, seem to be one of the least interest-

ing articles in the line of canned goods.—N. Y. Journal of Commerce.

### EXPOSING GOODS FOR SALE.

The Toronto News had this item on Sept. 18: Municipalities have power to impose licenses of \$10 per day upon commercial travelers who expose samples of their goods in store windows for the purpose of trade.

The first case on record in Ontario where the municipality has assumed this right occurred at London this week. The authorities made a bid for the license fee upon Thomas Fleming and Mr. Gray, travelers for Gowans, Kent & Co., Toronto. These gentlemen were exhibiting their wares in a shop window, but they refused to pay up when ordered. To a reporter Mr. Gray said:

"I know the Act as well as I know my alphabet, and no fee will they get out of us. We are not transient traders. We sell to no one but merchants. We are commercial travelers displaying our wares, and gold would not induce us to make a retail sale. We are not competing with city retailers—we are selling to them and to retail trade generally throughout this section. Pay a license? I guess not, eh, Fleming?" To this Mr. Fleming replied: "Well, we are not like men who could not pay a license if we had to, but we don't have to. If we are liable, so is every traveler who opens his samples in the city."

And there the matter stands.

### MERCANTILE NOTES.

J. N. Dillon, grocer, Forest, Ont., wants to compromise.

E. L. B. Cornel has commenced a grocery and crockery business at Kemptville, Ont.

C. Desmarteau has been appointed curator of the confectionery business of John McIvor at Calumet, Que.

A. & M. Bolduc, grocers, Montreal, have sold out.

Romeo Prevost has been appointed curator of the stock of F. Thornley, trader, Quebec city.

Mrs. Wilfrid Roy, general store, St. Felicité, Que., wants to compromise at 61c.

C. J. Draper, general store, Waterville, Que., has assigned.

The stocks of Ephrem Duplessis and D. Guay, tanners, Quebec city, have been damaged by smoke and water.

### FRENCH VS. AMERICAN PRUNES.

The probability is that French prunes will be virtually crowded out of American markets this year, unless the French growers make some concessions, which are hardly expected. The California prunes have

opened just a shade lower than the French, and even though this difference is very slight, it is still enough to exclude the more expensive fruit.

The California prunes have opened low this year—4½c. on the Coast, or about 6.14c. to lay down in Philadelphia. They were half a cent higher last year. The French prunes last year were half a cent lower than the American, and this gave them a decided advantage over the latter, which they displaced to a considerable extent. The opening price this year will be 6¼c.

Prices on the new French prunes are expected in September, but are practically known now. It is stated that the growers have refused to reduce their price, no matter what the American price is, and this fact will operate greatly in the latter's favor. The domestic grocery trade, while really preferring the American prunes, are still willing to take whichever is lower in price.—Grocery World.

### PEAS FROM SEED 3,000 YEARS OLD

Gardeners will be interested to learn that J. Davis, of Wood Close, Bromley Common, Kent, has growing at the present time peas which are the product of sound peas found in Upper Egypt in a mummy case about three years ago. The sarcophagus which contained the mummy and case in which the parent of these peas was found was discovered in a cave tomb situated in the Valley of the Kings at Asseseef, which is about an hour's ride west from the Nile at Thebes. The discovery was made by a party of five gentlemen, consisting of two Americans, two Cambridge students and the cousin of the lady from whom the specimen peas now growing at Bromley were obtained.

The inscription went to show that the person entombed was Memptah, a younger son of User-Khepara-Ra-Seti II.—son of Rameses II., founder of the 18th dynasty. Prince Memptah existed about 1270 B.C. The valley in which this tomb was discovered is the old burying place of the Theban kings of the 17th and 18th dynasties, and most of the tombs are remarkable, not so much for their size as for their exquisite beauty. All of these two races of kings were buried in this valley, but only about one-half the number buried—about 40 in all—have been discovered. The peas are much smaller than those of the present day, a fact which is possibly evidence of the improvement which has taken place in the cultivation in the modest interval of 3 000 years.—London Letter.

### THE CLERKS' ENTERTAINMENT.

As we had to go to press earlier this week the report of the entertainment given under the auspices of the Clerks' Association in Montreal was unavoidably crowded out.



**SITUATION VACANT.**

WANTED—A PRACTICAL MAN, THOROUGHLY posted in the manufacture of flavoring essences, etc. State experience and salary expected. Address MANUFACTURER, care CANADIAN GROCER, Montreal. (39)

**FOR SALE.**

Advertisements under this heading, two cents per word each insertion, payable in advance.

GENERAL STORE STOCK. PREMISES FOR sale or rent. Apply E. HILL, Annan, Ont. (40)

**PRINCESS THEATRE**  
Tel. No. 2191

Week commencing **MONDAY, SEPT. 23**  
Matinees Wednesday and Saturday.

**THE COMEDIAN**  
**MR. CHARLES DICKSON**  
And an excellent Company  
in . . .

**OTHER PEOPLE'S MONEY**

"There's nothing so good as money, and no money so good as other people's."

**SEATS NOW ON SALE**



**Native Wines**

Not "all kinds," only  
**THE BEST**

Manufactured by  
**Ontario Grape Growing and Wine Mfg. Co.**  
St. Catharines, Ont.

**WILSON'S REFRIGERATORS**



**C. WILSON & SON.**

**SCALES, SHOW CASES.** Special prices this week.

**C. WILSON & SON**  
76 Esplanade St. E., Toronto.

**For Cold Meats**

When ordering your condiments be sure to include

**GARDEN CITY BOTTLED TOMATO CATSUP**

For sale by all wholesale grocers.

Packed by  
**FLYNN BROS. St. Catharines.**



**VINEGAR PICKLES JAMS AND JELLIES**

Order from our travelers, or direct from  
**T. A. LYTLE & CO.**  
Toronto.

**The Kent Canning & Pickling Co.**  
Packers of the high grade

**"KENT" BRAND**

**Peas, Corn and Tomatoes**  
And Bottlers of  
**FINE MIXED PICKLES.**

CHATHAM, ONT.

**BICYCLE ...WANTED**

**SECOND-HAND**

Address, giving lowest price, make and condition of wheel

**The Canadian Grocer**  
TORONTO.

**Heating Appliances**

**FOR SALE**

We have moved into larger and more commodious offices, and we offer our Furnace, Radiators, etc., at less than half cost. These were put in new three years ago. Can be seen at this office.

**THE CANADIAN GROCER**  
TORONTO

**WESTERN ASSURANCE COMPANY**  
Incorporated 1851.

**Fire and Marine**

Capital - - - \$2,000,000.00  
Assets, over - - 2,375,000.00  
Annual Income - 2,200,000.00

Head Office: TORONTO, ONT.

GEO. A. COX, President. J. J. KENNY, Vice-President.  
C. C. FOSTER, Secretary.

**WINDSOR DAIRY SALT**

Was used in near all the Butter shown at the Toronto Exhibition. This is a pointer for Grocers that do a trade in Dairy Salt, to always order the **Windsor** from your wholesale house. It shows that **Windsor Salt** is far superior to the imported salts, and it has taken only one season for Windsor Dairy Salt to displace them in every creamery in Canada.

For creamery use it is put up in 20-lb. White Duck Sacks and in Paper-lined Barrels, (280 lbs. net) and for farm dairy use in 50-lb. White Duck Sacks and 20-lb. Cotton Bags, packed 15 per Bbl.

**Windsor Salt Works**  
WINDSOR, ONT.

**CONCERNING RETAILERS.**

**P**ETER ANDERSON, of the "Marvelous Tea Store," Guelph, was in Toronto during the Exhibition.

James McCrae, of the "Noted Tea Store," Guelph, "did" the Toronto Exhibition and the warehouses.

M. Duncan, with W. A. McClean, of Owen Sound, was in Toronto last week doing the Fair and the "street."

C. A. Nairn, of Goderich, was one of Toronto's visitors last week. He did some business, I understand, but it was the Fair and other attractions that he came primarily to see. Mr. Nairn reports trade improving and prospects good.

W. G. Murphy, of Mitchell, is making a change in his business and is marking his goods down to a cash basis.

T. S. Ford, of Mitchell, reports business improving and he is looking for a good fall and winter trade.

A. Young, of Seaforth, was in Toronto last week. When asked how trade was he remarked laconically: "Good goods, cheap, tell every time."

Ed. Walsh, of Walsh Bros., Stratford, was in Toronto last week. I understand he made some extensive purchases as well as visit the Exhibition.

F. J. Gillespie, general merchant, Uptergrove, and Reform candidate for North Ontario for the House of Commons, was in Toronto last week. He was in good spirits over trade prospects.

J. W. McCulloch, grocer, Church street, Toronto, is removing to the store in Spadina avenue formerly occupied by Mr. Ringer.

It was the retail branch of their business only that Rees Bros., of Kingston, sold recently. The wholesale branch they still carry on.

About a year ago Mr. Geo. P. Hart left Wilfrid to start in business for himself. He chose for his calling the general store, and his field Carnarvon, a settlement in the wilds of Haliburton. He teams his stock sixteen miles to the store. To-day he is one of the leading merchants in that section. He runs a strictly cash or trade business, and is well liked in the community. He has now taken in an assistant (THE CANADIAN GROCER), which he finds a great help in buying.

J. J. Darkes, general merchant, Williamsford, was in Toronto last week.

Since moving into their new store, R. Scott & Co., Mt. Forest, are doing a splendid business. They now have one of the largest stores in their town, having a frontage of 48 feet, with a depth of 100 feet, and three stories high. The building is built of brick, and lighted with incandescent light throughout. They carry a large stock of clothing, dry goods, groceries, boots and shoes, and glassware and crockery, each

department being kept separate. THE CANADIAN GROCER wishes them continued success.

**THE PEANUT CROP.**

M. Levy, the head of the firm of M. Levy & Co., peanut growers, of Petersburg, Va., gives his opinion of the coming crop of peanuts as follows: The new crop is fully one month late. Usually it is planted from the 10th to the 15th of May, but this year the planting did not take place until the 4th to the 10th of June.

In addition to its lateness, the crop looks very poor, and will be much smaller than usual, no matter how favorable are the weather conditions. If there is an early fall, only half a crop is expected, and in this event prices will very sharply advance. Even if the best of weather prevails, the crop will be but three-fourths of its usual size, so that higher prices are inevitable in any event. Peanuts have sold lower this year than was ever known before in the trade, but the advance occasioned by the short crop will carry them far beyond the normal price.

**LATE BUSINESS CHANGES.**

Andrew Forrest, of A. Forrest & Son, flour and feed, Dundas, Ont., is dead.—Z. Bernier, general store, L'Islet, Que., has assigned.—The stock of L. M. Piche, grocer, Montreal, has been sold at 82c. on the dollar. J. B. Tremblay's flour and sawmills at Point Aux Trembles (Pt. Neuf Co.), Que., were burned.—Henri Larochelle, general store, St. Henry, Levis Co., Que., has assigned.—Augustin Le May, general store, Warwick, Que., has assigned.—J. H. Cavanagh, general store, Calgary, N.W.T., has assigned.—P. Kane, fruits, Winnipeg, Man., has been succeeded by M. Henry.—Dussault & Barry, cigar makers, Quebec, have dissolved.—The International Ice and Storage Co., Vancouver, B.C., have sold out.—H. E. Keat, grocer, Vancouver, B.C., is selling out.—The Misses Izen, fruits, Vancouver, B.C., are out of business.

Many grocers would change from credit to cash if they had some easy medium of making the change.

**NOVA SCOTIA FIBRED CODFISH**

REPRESENTS the highest achievement in the art of curing and preparing Codfish ready for cooking.

NOTHING is used in this product but the finest of shore Codfish especially cured and dried for it.

THE disagreeable odor usually considered to be a necessary evil to be endured while cooking Codfish will be found to be entirely lacking in this.

**TRADE CHAT.**

**T**HE hopyards of Ontario present an animated appearance just now. The pickers are at work.

John L. Charles, merchant, Acton, Ont., last week completed the purchase of a 50 acre fruit farm in the Grimsby district, near Beamsville. He takes possession in February next, and in the meantime will dispose of his stock of groceries, dry goods, etc.

Clinton, Ont., will only pay 20c. a light per night for its electric lighting in future.

There is considerable speculation now being carried on in cloves. The bear element seems to be the stronger just now, and in consequence, prices have gone down a trifle.

Geo. D. Ferguson, one of Fergus' old residents, is dead in his 74th year. Mr. Ferguson was for many years agent for the Bank of Montreal during the time they had an agency in the town.

An editorial in The London Post upon the opening of the new St. Mary's canal says: "Both the resolution and its accomplishment reflect infinite credit upon the spirit and resource of Canada. Although the commercial importance of Lake Superior is now overshadowed by Lake Erie and Lake Michigan, its potentialities are so enormous as to place the future volume of its trade beyond all question. In that future Canada must claim a great if not a preponderating share. Although Duluth is now the busiest place upon the lakes, Port Arthur is rapidly rising in importance, and it would seem suicidal for Canada to permit the possibility of a great trade route from Lake Superior outward being at any moment closed against her."

**A NEW FAD.**

"Er, that is a funny looking button you are wearing," said the man with the account. "I never saw an 'N. C.' button before. Do you belong to the Sons of North Carolina, or what?"

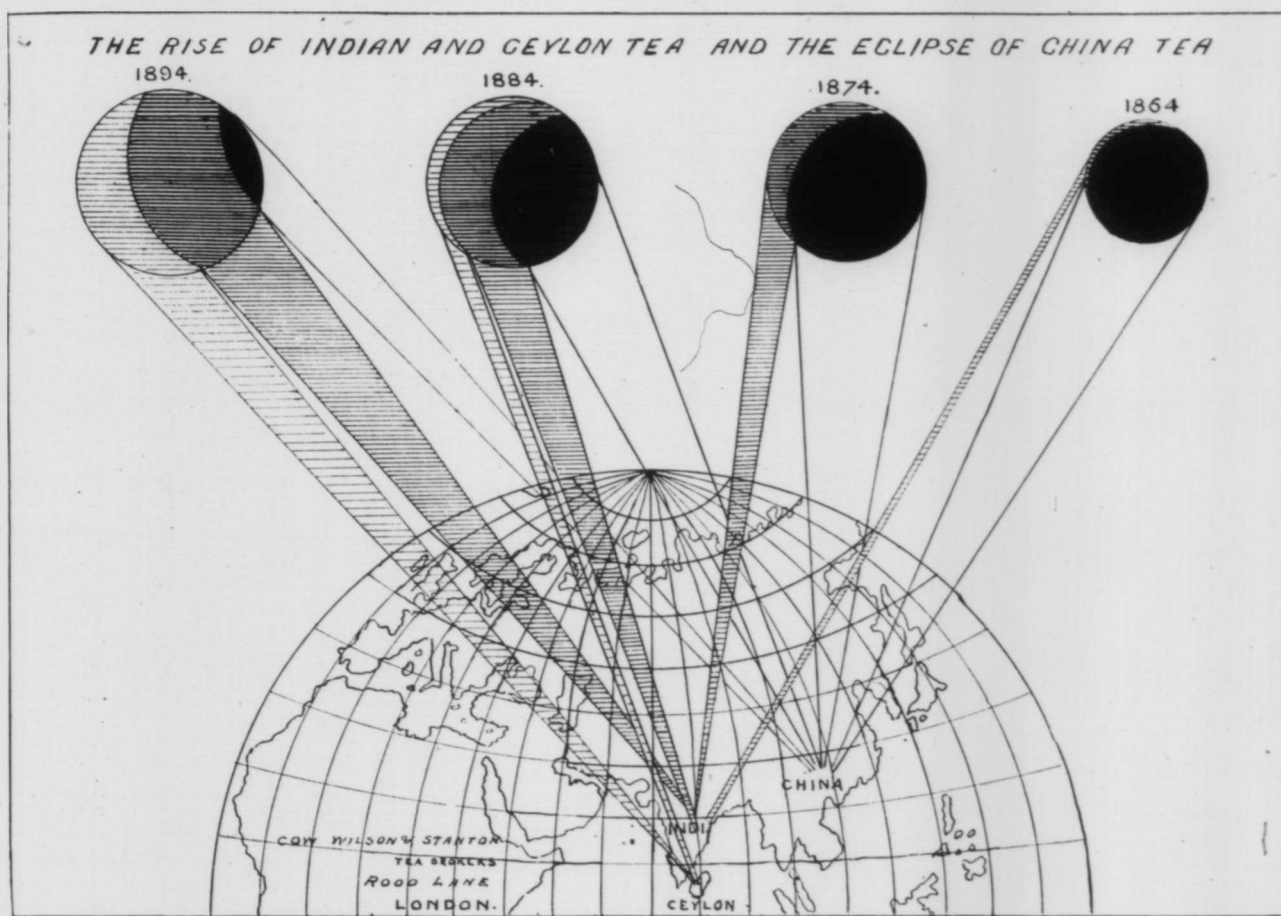
"Sons of nothing," replied the grocer. "That means 'No Credit.'"

The man walked out without swelling the account.

**PARKER, EAKINS & CO.** Curers and Dealers in Fish for Home and Export Trade **YARMOUTH, NOVA SCOTIA**



THE RISE OF INDIAN AND GEYLON TEA AND THE ECLIPSE OF CHINA TEA



THE AREA IN EACH CIRCLE REPRESENTS THE QUANTITY OF TEA CONSUMED IN GREAT BRITAIN IN THE YEAR NAMED

▨ REPRESENTS INDIAN TEA. ▩ REPRESENTS GEYLON TEA. ■ REPRESENTS CHINA TEA

Ceylon  
... Teas

Shipments to countries outside of Great Britain:

	1890 Lhs.	1894 Lhs.
Australia.....	2,500,000	7,400,000
United States.....	500,000	1,300,000
Turkey and Persia.....	100,000	800,000
Canada.....	200,000	1,100,000
Russia and Germany.....	500,000	2,100,000
All other countries.....	700,000	2,000,000
	4,500,000	14,800,000

Did you ever

Study the above chart?

IF NOT, LOOK IT OVER CAREFULLY AND

**THINK . . .**

IT WILL PAY YOU TO DO SO

You Sell Tea, Don't You?

Like every wise man, you'll sell **CEYLON TEAS** by-and-bye.  
Why not start **NOW**?

### THE ADVANCE IN CINNAMON.

**A**LONDON trade paper has this to say regarding the recent sharp advance in cinnamon: "What is familiarly known in commercial circles as a 'boom' has come over the market for cinnamon, and that little corner of Mincing-lane trade, usually so quiet and unobtrusive, is now agitated with a sudden and rapid upward move in quotations. Whether it arises from a legitimate trade demand, or is only a temporary outburst of speculation, we will not commit ourselves by positively saying one way or the other, but there can be no doubt of its reality, as for days past there has been a brisk inquiry by private treaty, and at the periodical sales held on Monday last unwonted spirit was observable in the biddings, so that a very considerable rise in prices was established. Although the quantity offered was undeniably light—say 670 bales Ceylon—it was not so small as in August, 1894, when only 520 bales of the same description were put up by auction, yet the rush to secure lots was so eager that the cinnamon was bought almost regardless of cost, and the lower qualities, which fetched relatively the greatest advance, appeared extravagantly dear after having been exceedingly cheap so many years in succession. As compared with those quoted in May last the rates obtained were from 2d. to 4d. per pound better for the finer sorts, and no less than 6d. to 10d. higher for the medium and inferior kinds—the general range being from 1s. 2d. to 1s. 7d. for firsts, worked and unworked; 11d. to 1s. 7d. for seconds; 10l. to 1s. 4l. for thirds; 9½d. to 1s. 4d. for fourths, and 10d. to 10½d. for broken (in two boxes); besides nine bags clippings of cinnamon chips at 9½d. per pound. This extraordinary rebound in the value of cinnamon can be accounted for on no other grounds than those of extreme urgency in the wants of home buyers and exporters, who cannot wait for supplies to arrive here in their ordinary course but must execute their orders on the instant. Otherwise there would seem to be no special reason for the display of buoyancy and excitement, for the imports of the article into London up to the date of the latest return have been 3,210 bales, or nearly 300 bales more than in the first thirty-four weeks of last year; and though the deliveries for all purposes have reached 4,455 bales, in contrast with 4,170 bales in 1894, the total stock on August 24 was 2,400 bales, in comparison with 2,075 bales in the previous year. Here evidently are no signs of a severe dearth in the available supply, which, moreover, does not include the 650 bales per Ben Lomond just arrived from Colombo and now landing in the West India docks; and it is open to question whether so remarkable a reaction as that above described can be long maintained." We also hear that an exten-

sive speculative business, equal to about 5,000 bales, has been done in Ceylon in cinnamon for shipment until the following October, at 7½d. to 8½d. per pound c.i.f. to arrive at this port; but bearing in mind that the island named can easily produce as much or more of this spice than is required for the world's consumption, present prices, showing a high average for recent years, are sure to act as a strong inducement to ship as largely as possible to this side in time for the next quarterly sales on November 25, when the desire to operate may not be so rampant as it has been of late.

### CAPITAL AND INTEREST.

Speaking of the phenomenon of accumulating capital and low returns on investments, which has been recently the subject of serious discussion in Austria, The United States Investor says:

"Low rates of interest benefit the entire

community in a multitude of ways. The fact that such accumulations of capital exist is proof of the saving power of the world at the present day, and of the increased aggregate of products available for distribution. It must reduce the price of the necessaries of life, other things being equal, because capital can be borrowed for industrial enterprises with greater economy, and smaller profits will be expected on capital already invested in such enterprises. The fall in the rate of interest on money implies the fall in the margin of profit on manufacturing and transportation, and any attempt to maintain profits will simply invite new competition. The world is not rich enough to boast of a real surplus of savings beyond her necessities, and ample use can be found in the long run for all the capital which is saved. The seeming glut and the fall in the rate of interest are only steps in the process of a more even distribution, towards which society seems sometimes to grope a little blindly, but nevertheless advances under the operation of fixed economic laws."

## The Dry Goods Review



### CLUBBING RATES

The Dry Goods Review and  
The Canadian Grocer

\$3.00

Send for Samples.

### THE DRY GOODS REVIEW

TORONTO . . . .

. . . . MONTREAL



## Batty & Co.

London, England

Batty's Nabob Pickles

Crown Pickles . . .

Batty's Nabob Sauce

Batty's Worcester Sauce

For Sale by Leading Wholesale Grocers

Canadian Agents:

J. ALEX. GORDON & SON, Montreal



## THE PRACTICAL MAN.

EVER again, by some striking proof of its truth, the superiority of the practical man over the man merely theoretical is brought home to our understandings. It is to him we turn in our difficulties; it is he who sometimes in ignorance, sometimes wilfully transgressing the precepts of the theorists, accomplishes the work of the world, says The Michigan Tradesman. What trade, business or profession, what department of learning, does not teem with examples? The sciences which have been monopolized by men who by education, their profession and other circumstances, are notably impractical; what a web of useless, not to say childish, theories and metaphysical speculation has been woven around them. In recent years there is evident everywhere, even in our schools of higher education, a tendency toward the simplifying and making practical all knowledge and science. The most frequent and, indeed, the strongest objection urged against the trade school is that it lays too much importance on theoretical knowledge.

Theory, while a valuable adjunct to the practical mechanic, does not atone for a lack of acquired skill. In the decadence of the apprenticeship system, theory can never take the place of years of toil and self-denial in gaining practice. It is positively painful to contemplate how some man is almost useless to himself and to the world, who has an abundance of latent useful knowledge, which, if generously parceled out among his practical neighbors, would be of the greatest value. The successful man of to-day is the intensely practical man. His every suggestion has worth; the speculative knowledge of the theorist is not brought down from the clouds to the earth. The theorist may for a time dazzle and bewilder the unwary with his airy speculations, but he soon comes to grief with all his glittering generalities. Less to be pitied is the bore who finds his theoretical knowledge invaluable for conversational purposes. The practical man needs no encomiums. Now and always he stands pre-eminent.

## MANITOBA'S FLAX CROP.

The Toronto Mail and Empire says: The money received for Manitoba's flax produce this year will form a more important item in the revenue of the farmers than ever before in the history of the province. In the course of a conversation with a gentleman interested in the flax trade, he stated that the quantity exported would amount to fully one million and a quarter bushels. Of this nearly one million bushels would be taken by Mr. Livingston, of Baden, Ont., who turns it into oil cake for the European markets. Besides this, there will be a local consumption of from 6,000 to 9,000 bushels.

## It's Yours

A Crystal Pitcher Free with Adams'

## Tutti Frutti

If you have not got one, insist on having it.

Your wholesaler will let you have it.

ADAMS &amp; SONS CO., 11 and 13 Jarvis St., Toronto, Ont.

## BROOMS ...

BROOMS

## OUR BRANDS:

Imperial	Gold Medal	Victoria
Bamboo Carpet	Standard	Leader

A variety of sizes in each line.

Give us a trial order.

Freight allowed to Ontario points in 5 doz. lots.

CHAS. BOECKH &amp; SONS

Manufacturers.

TORONTO, ONT.

## A FOOD

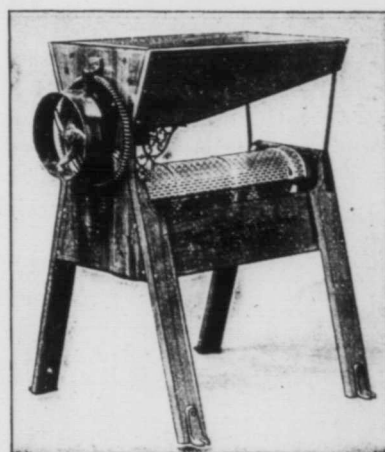
that is eminently

THE GREAT  
STRENGTH-GIVER

Should be sought after by those seeking to attain

Physical  
Developmentand good powers  
of

Endurance.



## Those are Beautiful!

Was the remark made by a lady in Guelph the other day when shown some currants cleaned by the Grocers' Fruit Improver. This remark will be made by your customers if you clean your fruit.

A fruit cleaner is a small investment, producing large returns.

PRICE, \$12.

W. P. RYAN Patentee and  
Manufacturer,  
309 King St. West, Toronto, Ont.

**JOHN MOUAT**  
WINNIPEG,  
NORTHWEST REPRESENTATIVE.

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

**T**HERE is a demand of assignment in the case of Wm. Howatson, Jr., general store, Black Cape, Que.

John McIver, confectioner, Calumet, Que., has assigned.

Paul Jubinville, grocer, Montreal, has assigned.

Ralph E. Dawson, grocer, Stellarton, N. S., has assigned.

D. F. Bedard & Co., general store, Richmond, Que., have assigned.

Albert Haynes, baker, Victoria, B. C., has assigned his book accounts.

Joseph Dagenais & Cie, grocers, Montreal, want to compromise at 25c.

Richard Oueil, grocers and liquors, Halifax, N. S., wants to compromise at 50c.

C. L. Casselman, grocer, Montreal, Que., has assigned. Creditors meet on Sept. 24.

The creditors of Wm. Wilson, general store, Shawville, Que., have been asked to meet this week.

An insolvency declaration has been asked for in the case of baker Henry Castelle, St. John's, Newfoundland.

**PARTNERSHIPS FORMED AND DISSOLVED.**

D. Drolet & Co., traders, Quebec, have dissolved.

J. Gass & Sons, grocers, Shubenacadie, N.S., have dissolved.

The Hamilton Fruit Market, Hamilton, Ont., is applying for a charter.

Peel & Brennan, grocers, Oxford, N.S., have dissolved. S. L. Brennan continues.

Bradfield & Logan have started business as general storekeepers at Merrickville, Ont.

Thos. Dagenais and Rosario Frappier, Montreal, have become partners as grocers, as Dagenais & Frappier.

A. G. McBean and D. G. McBean, grain dealers, trading as A. G. McBean at Montreal and Winnipeg, Man., have dissolved.

Letters-patent of incorporation have been granted to the American Tobacco Company of Canada, Limited; headquarters Montreal; capital \$1,000,000.

J. Harris & Son, cigar makers, Montreal, have dissolved, and a partnership has been registered between Isaac and Samuel Harris and Edward Youngheart, as Harris, Youngheart & Co.

**SALES MADE AND PENDING.**

P. H. Kane, fruit and confectionery, Winnipeg, has sold out.

Henry Rehder's general store stock, Paris, Ont., has been sold.

The assets of H. Desparois, grocer, Montreal, are to be sold.

J. F. DePencier's general stock at Merrickville, Ont., has been sold.

The grocery and pork stock of the estate

of Hugh Robb, Harpurhey and Seaforth, Ont., is advertised for sale by tender.

H. Zant's general store stock, Port Elgin, Ont., is advertised for sale by auction.

Benjamin Paterson has sold his grist mill at Burritt's Rapids, Ont., to T. A. Kidd.

R. L. Joynt & Co., general store, North Augusta, Que., have sold out to C. H. Reid.

The assets of R. Bouthellier, grocer, Montreal, are for sale by auction on 19th Sept.

The Hudson's Bay Co.'s general store at Gartmore, Man., has been sold out to J. B. Nicholson.

The assets of Vermothe & Goulet, general store, Robertson Station, Que., have been advertised for sale.

**CHANGES.**

W. W. Barton, general store, Richmond, Ont., has removed to Smith's Falls.

May O'Donoghue, wife of Jas. McGinn, Montreal, is doing a grocery business as Mrs. M. McGinn.

**FIRES.**

In a fire at Norwich, Ont., on Monday, Painter, the grocer, lost his store, which was insured for \$600, and Haken, the druggist, lost \$4,000, insured for \$3,000.

Following is a partial list of those who lost by the recent Liverpool, N.S., fire: J. E. Barrs, general store; estate of I. V. Dexter; A. Harrington, general store; A. W. Hendry, drugs; A. Hutchins, drugs; W. A. Kenny, flour; Mrs. A. Mason, general store; Andrew McNutt, grocer, etc.; Duncan C. Mulhall, grocer; Geo. E. Snadden, grocer.

**SUGGESTS A GROCERS' BUILDING.**

A correspondent writes: Would it not be nice for the Grocers' Association to have a building which they could call their own? They could have it built so that the upper part could be let for offices and the lower part be arranged for a gymnasium, library, swimming baths, drawing room, reading room, fitted up with all the latest modern conveniences for the benefit of grocers and grocers' clerks and other desirable persons who may wish to join. They could also have a concert hall in connection; also rooms for classes for the education of the clerks along a practical mercantile line. There could be a class devoted to the history and growth, peculiarities and characteristics of all kinds of teas and coffees. Bookkeeping, banking, etc., should also be taught.

Suppose they put up a building to cost \$50,000; the interest on that at 6 per cent. would be \$3,000 per annum; suppose they had a membership of 500 grocers of \$5, that would mean.....	\$2,500
Seven hundred clerks and others at \$3.....	2,100
Proceeds from concerts and socials, say.....	2,000
From rents of offices.....	2,000
Total.....	\$8,600
Less interest.....	3,000

Five thousand six hundred dollars ahead..... \$5,600

Suppose it was \$5,000 ahead, in ten years the place would be their own.

**A SERIOUS MATTER.**

While excitement runs high in Toronto through the danger to public health by impure water, through a break in the conduit, there is still a more hydra-headed monster to be dreaded; that is, the danger to the public health by impure articles of food. There are some bottled pickles to be seen in nearly every grocery store, which are selling at from nine to ten cents a bottle. Now it is impossible to put them up in pure vinegar and sell them at any such price. It is said by men who claim to know, that they are put up in what they call acid vinegar, a barrel of which can be made for about 50c., whereas pure vinegar would cost about \$7 or \$8 a barrel. This is serious when you think that this acid vinegar will burn the inside lining of the stomach. A lot of the so-called fruit vinegar is, I am told, made with this acid vinegar and extract of apples. There has hardly been 100 pounds of strawberries bought by any one manufacturer in Toronto this season, and yet I will wager a new hat you will see lots of strawberry; and this is how it will be made: Apple pulp flavoring extract and a kind of grass seed, one pound of which will show up well in 40 pounds of jam. A little while ago there was a beautiful lot of pure lemon jam placed on the market, into the manufacture of which no less than 30 tons of turnips were used. Then there are catsups on the market which are dangerous. To get pure thick catsup you have to boil down 40 gallons to 20 gallons, but instead of boiling it down some of them put about 3 lbs. of corn starch into it to thicken it, and color it with cochineal and sometimes carmine, which requires to be cut with ammonia to bring out its color. To keep it from fermenting they stuff it with salicylic acid. It seems to me that the inspectors of food should look into this matter. To the trade I would say: Deal with reputable houses only.

R. M. C.

It is not stated whether the canned horse now on the shelves of some grocers in the United States is Clydesdale, Percheron, hackney or ex-street car. The matter is probably too delicate; more delicate than the meat, at any rate.

# "SILICO"

**THE UP-TO-DATE  
CLEANING SOAP.**

Cleans quickly and...

## DOES NOT SCRATCH

Try a Three-Dozen Case for \$2.25.

For Sale by Grocers and Druggists.



# EPPS'S COCOA

1-4 lb. Packets. 14 lb. Boxes  
secured in tin.

Special Agent for the Dominion

C. E. COLSON - MONTREAL

For . . . . .

## 25 cents

We will mail you a valuable little book on

**BUYING  
SELLING AND  
HANDLING OF TEA**

This is a complete and useful work, which every grocer should have in his possession.

The MacLean Publishing Co.

26 Front St. West, Toronto.

# WINDSOR DAIRY SALT

Can be ordered from any traveler or wholesale house in Toronto at the following prices:

20-lb. Bags, packed 15 per barrel

\$2.25 per barrel.

¼ Sacks, 50 lbs., - 45c. each.

Always order the **Windsor**.

Can we send you a car load of Barrel Salt?

**TORONTO SALT WORKS**

128 Adelaide St. E.,

**TORONTO**

City agents for Windsor Salt Works.

# RAM SAY INDIAN AND CEYLON TEA

In lead packages only. 1 lb. and 1-2 lb. packages.  
Lead lined cases, each 60 lbs. assorted.

## J. F. RAMSAY & CO.

WHOLESALE TEA IMPORTERS

14 and 16 Mincing Lane

Toronto.

## Fine Fruit Tablets



**ENGLISH FORMULA  
TABLETS**

Have been our specialty and have been a success. Packed in elegant Flint Glass Jars, large glass stopper, the finest package in the Dominion. Also in round jars, similar to English, but made two inches shorter to fit the ordinary shelf. A large variety. List of flavors and prices on application.

**G. J. HAMILTON  
& SONS**

PICTOU, N.S.



# BROWN & POLSON'S CORN FLOUR

**DISTINGUISHED FOR  
PURITY, STRENGTH,  
AND FLAVOUR.**

*EXCELLENT FOR CHILDREN AND INVALIDS, PREPARED WITH MILK.  
MAKES DAINTY DISHES FOR BREAKFAST, DINNER, AND SUPPER.*

NO PACKET GENUINE WITHOUT  
THESE SIGNATURES—

*John Brown John Polson*

For sale by all the leading grocers Write for samples and quotations.  
Sole Agent for Canada, JNO. A. ROBERTSON, Board of Trade Building. Montreal.

McLAREN'S

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



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



# HELLO THERE!

Do you sell . . . . .

# Keen's Mustard?

Every Grocer in Canada knows it is the

**BEST . . .**

## CURRENT MARKET QUOTATIONS

TORONTO, Sept. 19, 1895.

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

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

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

### BAKING POWDER.

PURE GOLD.	per doz.
5 lb. cans, 1 doz. in case	16 25
4 lb. cans, doz. in case	13 25
2 1/2 lb. cans, 1 and 2 doz. in case	8 40
16 oz. cans, 1, 2 and 4 doz. in case	3 35
12 oz. cans, 2 and 4 doz. in case	2 60
8 oz. cans, 2 to 4 doz. in case	90
6 oz. cans, 2 and 4 doz. in case	1 75
4 oz. cans, 6 doz. in case	0 90
6 " 2, 4 " "	0 35
4 " 4, 6 " "	80
3 " 4, 6 " "	80
Dunn's No. 1, in tins	2 00
" " 2 " "	"
Cook's Friend—	
Size 1, in 2 and 4 doz. boxes	\$ 2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 " "	80
" 12, in 6 " "	7c
" 3, in 4 " "	45
Pound tins, 3 doz. in case	3 00



oz. tins, 3 doz. in case	2 40
oz. tins, 4 " "	1 10
lb. tins, 1/2 doz. in case	14 00

G. F. MARTER & SON.

Barton's Baking Powder—	per doz.
1 lb. sealer jars, 2 doz. in case	\$ 2 25
1/4 lb. jelly jars, 2 doz. in case	2 35
1/2 lb. " " 2 " "	1 25
2 lb. fancy enamelled tins, 2 doz.	2 75
1 lb. tins, 2 doz. in case	2 00
1/2 lb. " 3 " "	1 20
1/4 lb. " 4 " "	0 75
Gold Medal—	per lb.
1/2 lb. paper package, 10 lb. in box	0 12
1/2 lb. " " " "	0 12
1 lb. " " " "	0 12

W. H. GILLARD & CO., PROPRIETORS.

Diamond—	
1/2 lb. tins, 4 oz. cases	0 67 1/2
1/2 lb. tins, 3 doz. cases	1 17
1 lb. tins, 2 doz. cases	1 98

### BLACKING.

DAY & MARTIN'S BLACKING.	
Paste.	
(Boxes of 3 doz. each)	per gross.
No. 1 size (4 gross to a case)	\$ 2 40
No. 2 size 3 " "	3 30
No. 3 size 3 " "	5 00
No. 4 size 2 " "	6 85
No. 5 size 2 " "	9 00
Embosd 157 4 " "	6 00
Liquid.	per doz.
Pints, A (6 doz. per bbl)	\$ 3 75
" B 9 " "	2 25
" C 15 " "	1 25
Russet Paste.	per gross.
No. 1. In tins	\$ 3 75
" 2 " "	5 65
" 3 " "	7 85
Russet Cream.	per doz.
(1 gross cases)	
No. 1. In bottles	\$ 0 80
2. " "	1 60
3. " "	1 90
4. " "	2 60

Polishing Paste.	(3 doz. in box)	per gross.
No. 1. In bottles		\$ 3 75
" 2. " "		5 65
" 3. " "		7 85

Polishing Cream.

(1 gross cases)	per doz.
No. 1. In bottles	\$ 0 80
" 2. " "	1 35
" 3. " "	2 25
In Metal Tubes	1 90

Small. In patent stoppered bottles.

sponge attached	\$ 0 80
No. 1. " "	1 35
" 2. " "	25 00

P. G. FRENCH BLACKING.

No. 4	\$ 4 00
No. 6	4 50
No. 8	7 25
No. 10.	8 25

P. G. FRENCH DRESSING.

No. 7, 1 or 2 doz. in box	\$ 2 00
No. 4, 1 or 2 doz. in box	1 25

CROWN PARISIAN DRESSING.

per gross.	9 00
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### BLACK LEAD.

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

Silver Star Stove Paste \$ 0 00

Dixon's Carburant of Iron Stove 0 17

Polish, 70c doz. 7 20

### BLUE.

KEEN'S OXFORD.	per lb.
1 lb. packets	\$ 0 17
1/2 lb. " "	0 17
Reckitt's Square Blue, 12 lb. box	0 17
Reckitt's Square Blue, 5 lb. lots.	0 16

### CORN BROOMS.

CHAS. BOECKH & SONS.	per doz. net.
Carpet Brooms—	
" Imperial," extra fine, 8, 4 strings.	\$ 3 65
" " " 7, 4 strings.	3 45
" " " 6, 3 strings.	3 25
" Victoria," fine, No. 8, 4 strings.	3 30
" " " 7, 4 strings.	3 10
" " " 6, 3 strings.	2 90
" Standard," select, 8, 4 strings.	2 90

"Standard," select	7, 4 strings..	2 75
" " "	6, 3 strings..	2 60
" " "	5, 3 strings..	2 40

### CANNED GOODS.

per doz.	
Apples, 3s	\$ 0 90 \$ 0 95
" gallons	2 25 2 40
Blackberries, 2	1 75 2 00
Blueberries, 2	1 00 1 10
Beans, 2	0 85 0 95
Corn, 2s	0 80 0 95
Cherries, red pitted, 2s.	2 00 2 25
Peas, 2s	0 85 0 90
" Sifted select	0 90 0 95
" Extra sifted	1 45
Pears, Bartlett, 2s.	1 75
" Sugar, 2s	1 50
Pineapple, 2s	1 75 2 40
" 3s	2 40 2 50
Peaches, 2s	1 90 2 20
" 3s	2 90 3 00
Plums, Green Gages, 2s	1 85 2 00
" Lombard	1 60 1 75
" Damson Blue	1 60 1 75
Pumpkins, 3s	0 90 0 95
" gallons	2 10 2 25
Raspberries, 2s	1 40 2 30
Strawberries, choice, 2s	2 40
Succotash, 2s	1 40
Tomatoes, 3s.	0 85 0 95
" Golden" Finnan Haddies	1 30 1 40
" Thistle" Finnan Haddies	1 30 1 40
Lobster, talls	1 75 2 25
" flats	2 30 2 50
Imperial Crown Hat.	2 61
Mackerel	1 00 1 10
Salmon, Sockeye, talls	1 35 1 65
" flats	1 55 1 65
" Cohos	1 15 1 30
Marinated Pilchards	2 25
Sardines, Albert, 1/2s tins	0 13
" 1/2s tins	0 20 0 21
" Sportsmen, 1/4s genu-	
ine French high grade, key	
opener	0 12 0 12 1/2
Sardines, key opener, 1/2s	0 10 1/2
" Exq. fine Fr'ch, k.o.p. 1/2s	0 11 0 11 1/2
" " " 1/2s	0 10 1/2 0 11
" " " 1/2s	0 18 1/2 0 19
Sardines, other brands 9 1/4 11	0 16 0 17
" P. & C., 1/2s tins	0 23 0 25
" " 1/2s	0 35 0 6



Benson's Prepared Corn

BENSON'S  
ENAMEL  
COLD WATER  
NEW PROCESS  
STARCH

Requires no boiling. Prepared especially for  
Fine Laundry Work.

Manufactured only by

The Edwardsburg Starch Co.

CARDINAL, ONT.

SILVER GLOSS, SATIN and RICE  
Starches  
Edwardsburg

Sardines, Amer., 1/2 s	0 05	0 09
" Mustard, 1/2 s	0 09	0 11
50 tins, per 100	11 00	
MARSHALL & CO., SCOTLAND.		
Fresh Herring, 1-lb.	1 10	1 15
Kipperd Herring, 1-lb.	1 55	1 50
Herrings in Tomato Sauce	1 85	1 90
Herrings in Shrimp Sauce	2 00	
Herrings in Anchovy Sauce	2 00	
Herrings a la Sardine	2 40	
Preserved Bloaters	1 85	1 90
Real Findon Haddock	1 85	1 90

CANNED MEATS.

(CANADIAN.)		
Comp Corn Beef, 1-lb. cans	\$1 65	\$1 75
" " " 2	2 65	2 75
" " " 4	5 00	5 25
" " " 6	8 00	8 25
" " " 12	18 00	19 00
Mixed Callops	2 50	2 60
" " "	2 50	2 60
Lunch Tongue	3 40	3 50
" " "	6 00	6 00
English Brawn	2 75	2 80
Camb Sausage	2 50	2 50
Soups, assorted	1 50	1 50
" " "	2 25	2 25
Soups and Bouill.	1 80	1 80
" " "	4 50	4 50

CHEWING GUM.

ADAMS & SONS CO.	
Tutti Frutti, 36 5c bars	\$1 20
Pepsin Tutti Frutti, 23 5c packages	0 75
Pepsin Tutti Frutti, in glass-covered boxes, 23 5c packages	0 80
Homebound Tutti Frutti, glass tops, 36 5c packages	1 20
Cash Register, 300 5c bars and pkgs	15 00
Tutti Frutti Show Case, 180 5c bars and packages	6 50
Glass Jar with Pepsin Tutti Frutti, 115 5c packages	3 75
Tutti Frutti Girl Sign Box, 160 5c bars and packages	6 00
Tutti Frutti Cash Box, 160 5c bars and packages	6 00
Variety Gum (new), 150 1c pieces	1 00
Orange Blossom, 150 1c pieces	1 00
Flirtation Gum, 150 1c pieces	0 65
Monte Cristo, 180 1c pieces	1 30
Mexican Fruit, 36 5c bars	1 20
Sappota, 150 1c pieces	0 90
Orange Sappota, 160 1c pieces	0 75
Black Jack, 115 1c pieces	0 75
Red Rose, 115 1c pieces	0 75
Magic Trick, 115 1c pieces	0 75
Red Spruce Chico, 200 1c pieces	1 00

CHOCOLATES & COCOAS.

CADBURY'S.	
Cocoa essence, 3 oz. packages	\$1 65
Mexican chocolate, 1/4 and 1/2 lb. pkgs.	0 27 1/2
Rock Chocolate, 1 lb. tins	0 40
Cocoa Nibs, 11-lb. tins	0 40
TODHUNTER, MITCHELL & CO.'S.	
Chocolate—	per lb.
French, 1/4's-6 and 12 lbs.	0 30
Caracas, 1/4's-6 and 12 lbs.	0 35
Premium, 1/4's-6 and 12 lbs.	0 30
Sante, 1/4's-6 and 12 lbs.	0 25
Diamond, 1/4's-6 and 12 lbs.	0 22
Sticks, gross boxes, each	1 00
Cocoa—	per doz.
Homeopathic, 1/4's, 8 and 14 lbs.	0 30
Pearl, " " "	0 25
London Pearl, 12 and 18 " " "	0 22
Rock, " " "	0 30
Bulk, in boxes	0 18
Royal Cocoa Essence, packages	1 40
EPF'S.	
Cocoa—	per lb.
Case of 112 lbs. each	0 35
Smaller quantities	0 37 1/2

FRY'S.	
(A. P. Tippet & Co., Agents.)	
Chocolate	per lb.
Caracas, 1/4's, 6-lb. boxes	0 42
Vanilla, 1/4's, " " "	0 42
" Gold Medal" Sweet, 6 lb. bxs.	0 29
Pure, unsweetened, 1/2's, 6 lb. bxs.	0 42
Fry's "Diamond", 1/4's, 6 lb. bxs.	0 24
Fry's "Monogram", 1/4's, 6 lb. bxs.	0 24
Cocoa	per doz.
Concentrated, 1/4's, 1 doz. in box	2 65
" " " " " " " "	5 00
" " " " " " " "	9 65
Homeopathic, 1/4's, 14 lb. boxes	0
" " " " " " " "	0
" " " " " " " "	0

JOHN P. MOTT & CO.'S.	
(R. S. McIndoe, Agent, Toronto.)	
Mott's Brona	per lb.
Mott's Prepared Cocoa	0
Mott's Homeopathic Cocoa (1/4's)	0
Mott's Breakfast Cocoa (in tins)	0 45
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 22
Mott's French-Can Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 27
Mott's Cocoa Nibs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 19

COWAN COCOA AND CHOCOLATE CO.	
Hygienic Cocoa, 1/2 lb. tins, per doz.	\$3 75
Cocoa Essence, 1/2 lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb.	0 20
Diamond Chocolate, 12 lb. boxes, 1/4 lb. cake, per lb.	0 22 1/2
Royal Navy Chocolate, 12 lb. boxes, 1/2 lb. cake, per lb.	0 30
Mexican Vanilla Chocolate, 12 lb. boxes, 1/4 lb. cake, per lb.	0 35

WALTER BAKER & CO.'S.	
Chocolate—	per lb.
Premium No. 1, boxes, 12 lbs. each	0 45
Baker's Vanilla in boxes, 12 lbs. each	0 60
Caracas Sweet, in boxes, 6 lbs. each	0 40
Best Sweet, in boxes, 6 lbs. each	0 28
Vanilla Tablets, 416 in box, 24 boxes in case, per box, net	4 28
German Sweet Chocolate	0 28
Grocers' Style, in boxes, 12 lbs. each	0 28
Grocers' Style, in boxes, 6 lbs. each	0 28
Eight cakes to the lb., in bxs, 6 lbs. e.	0 28
Soluble Chocolate—	per lb.
In canisters, 1 lb., 4 lb. and 10 lb.	0 55
Breakfast Cocoa—	per lb.
In bxs, 6 and 12 lbs. each, 1/2 lb., tins.	0 52

COFFEE.

Green.	
Mocha	per lb.
Old Government Java	0 28
Rio	0 30
Plantation Ceylon	0 29
Porto Rico	0 29
Guatemala	0 24
Jamaica	0 24
Maraicao	0 21
Cafronia, 1 & 2 lb. tins asstd.	0 33
TODHUNTER, MITCHELL & CO.'S.	
Excelsior Blend	0 34
Our Own	0 32
Jersey	0 30
Laguaya	0 28
Mocha and Java	0 35
Old Government Java	0 30
Arabian Mocha	0 35
Maraicao	0 28
Santos	0 25

DRUGS AND CHEMICALS.

Alum	\$0 02	\$0 03
Blue Vitriol	0 06	0 07
Brimstone	0 03	0 03 1/2
Borax	0 10	0 12
Camphor	0 70	0 75
Carbolic Acid	0 25	0 50
Castor Oil, 1 oz. bottle, p. gross	4 20	
" " " 2 " " "	6 00	
" " " 3 " " "	8 40	
" " " 4 " " "	10 00	
" " " 1/2 pint	12 00	
Olive Oil, 1/2 pts., 2 doz. to case, per case	1 25	
" " " " " " " "	2 50	
Cream Tartar	0 22	0 25
Epsom Salts	0 02 1/2	0 02 1/2
Paris Green	0 19	0 20
Extract Logwood, bulk	0 13	0 14
" " " " " " " "	0 15	0 17
Gentian	0 10	0 13
Glycerine, per lb.	0 17	0 18
Helibore	0 16	0 17
Iodine	5 50	6 00
Insect Powder	0 26	0 30
Saltpetre	0 08 1/2	0 09
Soda, Bicarb, per keg	2 75	2 90
Sal Soda	1 00	1 25
Madder	0 12 1/2	

EXTRACTS.

Dalley's Fine Gold, No. 8, per doz.	\$0 75
" " " " " " " "	1 25
" " " " " " " "	1 75
" " " " " " " "	2 00

**Acme Sliced Beef**  
No. 1 tins, key, 2 doz. per doz. \$2.85.

**Beardsley's Boneless Herring**  
2 doz. \$1.44

**Codfish.** per doz.  
Beardsley's Shredded, 2 doz. pkgs. 0 90

Ask Your Wholesaler



## CANADIAN LEAF Chewing Tobacco

Made in all size plugs. Cheapest and best. Try a sample lot.

**JOLIETTE TOBACCO CO.**  
Joliette, Que.

## Dogs for Business Men

**Irish Terrier Puppies for Sale**—From stock that has won first prizes in leading British and American shows. They are now the fashionable breed in Great Britain. They are the most faithful companions, best watch dogs (the Standard Oil Co. use them exclusively), for they will fight until the last drop of blood in their darling little bodies in defence of their master or his property. No rats can live where they are. They are excellent dogs for the woods, and very fond of the water.

### KINKORA KENNELS

Importers and Breeders

P.O. Box 2179

MONTREAL

P.O. Box 2501

TORONTO

ESTABLISHED A CENTURY.

## English Army Blacking

STANDS AT THE HEAD

Of all the Blackings made or imported into Canada . . .

- 1st—A beautiful Jet Black Polish.
- 2nd—For a lasting polish.
- 3rd—For a quick shine.
- 4th—For its leather-preserving qualities.
- 5th—For the universal satisfaction it gives to the users of Blacking. Everybody that tries it always speaks in the highest terms of its many good qualities. It is the handsomest package and the best Blacking in the world. Sold by all first-class dealers.



## GONDENSED MINGE MEAT

Delicious Mince Pies every day in the year.

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

Sells at all Seasons.

Will not ferment in warm weather.



The best and Cheapest Mince Meat on Earth

Price reduced to \$12.00 per gross, net.

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

Manufacturers to Her Majesty the Queen and H. R. H. the Prince of Wales. Contractors to the Army and Navy.

# DAY & MARTIN'S

## Real Japan Liquid and Oil Paste Blacking



Several Prize Medals, 1st Order of Merit and Special Mention Melbourne Exhibition, 1888. Certificate of Award, Chicago Exhibition, 1893.

Kid Renovating Polish.

Japanese Waterproof Blacking

Brunswick and Berlin Black, for stoves.

Universal Harness Composition, in tins.

Harness Oil, in bottles and in bulk.

Kid Reviver, in tins (three sizes).

Patent Leather Polish (two sizes)

Pollishing Cream (two sizes).

Brass Burnishing Paste (four sizes).

Furniture Polish (four sizes).

Russet Cream for Brown Boots (four sizes).



DUBBIN, INK, ECLIPSE GLOSS, AND POUCH BLACKING.

All of Superior  
Quality

E. T. STURDEE, St. John, N.B.,  
for Maritime Provinces.

.....London and Liverpool.

CHAS. QYDE, Montreal,  
for Ontario and Quebec.  
TEES & PERSSÉ, Winnipeg, for Manitoba and North-West Territory.

MARTIN & ROBERTSON, Victoria and Vancouver,  
for British Columbia.



# CREAM SODAS

In Tin Boxes.

Will keep fresh and crisp for months. We are in front still—another new idea.  
Look out for imitators. Get a case on order at once.

## The Toronto Biscuit & Confectionery Co.

Henry C. Fortier.

7 FRONT STREET EAST, TORONTO.

Charles J. Peter.

Crown Brand (Greig & Co.)—

1 oz. London	gross	6 00
2 " Anchor	"	12 00
1 " Flat Crown	"	10 80
2 " " "	"	18 00
2 " Square	"	21 00
2 " Round	"	24 00
4 oz. Glass Stopper	doz.	3 50
8 " " "	"	7 00
Parisian Essence	gross	21 00
Ketchup, Fluted Bottles	gross	12 00
" Screw Top	"	21 00
" S. & L. "High Grade"	"	21 00
per doz	"	3 50
Pepper Sauce, per gross	"	15 00

**FLUID BEEF.**

JOHNSTON'S, MONTREAL.

Fluid Beef—No. 1, 2 oz. tins	8 30
No. 2, 4 oz. tins	5 00
No. 3, 8 oz. tins	8 75
No. 4, 1 lb. tins	14 25
No. 5, 2 lb. tins	27 00
Staminal—2 oz. bottles	3 00
4 oz. " "	6 00
8 oz. " "	9 00
16 oz. " "	12 75
Fluid Beef Cordial—20 oz. bottles	15 00
Milk Granules, in cases, 4 doz.	6 00
Milk Granules with Cereals, in cases, 4 doz.	5 75

**FRUITS.**

FOREIGN.

Currants—Provincials, bbls.	0 03 1/2	0 04
" " "	0 03 1/2	0 04 1/2
" Filiatras, bbls.	0 04 1/2	0 04 1/2
" " "	0 04 1/2	0 04 1/2
" Patras, bbls.	0 04 1/2	0 05
" " "	0 04 1/2	0 05 1/2
" " cases	0 05 1/2	0 05 1/2
" Vostizzas, cases	0 05 1/2	0 07 1/2
Panarete, cases	0 08	0 08 1/2
Dates, Persian, boxes	0 04 1/2	0 05
Figs—Eleme, 14 oz.	0 09	0 10 1/2
" " 10 lb.	0 09	0 11 1/2
" " 18 lb.	0 10	0 15
" " 28 lb.	0 11	0 17
" taps	0 04	0 05
Prunes—Bosnia, cases	0 05 1/2	0 07
" Bordeaux	0 04 1/2	0 06 1/2
Raisins—Valencia, off stalk.	0 03	0 03 1/2
" Fine, off stalk (new)	0 06	0 06 1/2
" Selected	0 05 1/2	0 06
" Layers	0 05 1/2	0 05 1/2
" Sultanas	0 05 1/2	0 08
" Cal. Loose Muscates 5 lb. boxes	0 05 1/2	0 07
" Malaga—per box		
" London Layers		
" Imperial Cabinets		
" Blue		
" Dehesas, boxes		
Lemons—Sorrento, Verdilla and Palermo	8 00	8 00
Oranges—Valencia, half boxes		
" " boxes		
" Cal. Seedlings	3 50	4 00
" Cal. Navels		
" Rhodi	3 75	4 00

**DOMESTIC.**

Apples, dried, per lb.	0 06	0 06 1/2
" evaporated	0 07	0 07 1/2
<b>FOOD.</b>		
Split Peas	per brl.	\$3 50
Pot Barley		3 75
Pearl Barley, XXX		6 50

**ROBINSON'S BARLEY AND GROATS.**

Patent Barley, 1/2 lb. tins	per doz.	2 25
" " 1 lb. tins		2 25
" Groats, 1/2 lb. tins		1 25
" " 1 lb. tins		2 25

**HARDWARE, PAINTS AND OILS.**

Cut Nails—From Toronto—		
50 to 60 dy basis	2 50	
40 dy	2 55	
30 dy	2 60	

20 16 and 12 dy	2 6
10 dy	2 70
8 and 9 dy	2 75
6 and 7 dy	2 80
5 dy	3 0
4 dy A P	3 00
3 dy A P	3 40
4 dy C P	3 00
3 dy C P	4 10

**HORSE NAILS.**  
Canadian, dis. 55 per cent.

**HORSE SHOES—**  
From Toronto, per keg. 3 60

**SCREWS—Wood—**  
Flat-head iron, 80 p. c. dis.  
Round-head iron, 75 p. c. dis.  
Flat-head brass, 77 1/2 p. c. dis.  
Round-head brass, 72 1/2 p. c. dis.

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

1st break (25 in. and under)	1 15
2nd " (20 to 40 inches)	1 30
3rd " (50 to 60 inches)	2 00
4th " (61 to 80 inches)	3 20
5th " (61 to 70 inches)	3 50

**ROPE—**  
Manilla 0 08 1/2 0 09  
Sisal 0 06 1/2 0 06 1/2

**AXES—**  
Per box 6 00 12 00

**SHOT—**  
Canadian, dis. 17 1/2 per cent.

**HINGES—**  
Heavy T and strap 0 04 1/2 0 05  
Screw, hook and strap 0 03 1/2 0 04

**WHITE LEAD—**Pure Association guarantee, ground in oil, per lb.  
25 lb. irons 0 04 1/2  
No. 1 0 04 1/2  
No. 2 0 04  
No. 3 0 03 1/2

**TURPENTINE—**  
Selected packages, per gal. 0 39 0 41

**LINSEED OIL—**  
Raw, per gal 0 58  
Boiled, " 0 61

**GLUE—**  
Common per lb. 0 07 1/2 0 08

**INDURATED FIBRE WARE.**

THE E. B. EDDY CO.

1/2 pail, 6 qt.	\$3 35
Star Standard, 12 qt.	3 80
Milk 14 qt.	4 75
Round-bottomed fire pail, 14 qt.	4 75
Tubs, No. 1	13 30
" " 2	11 40
" " 3	9 50
Fibre Butter Tubs (30 lbs.)	3 80
Nests of 3	2 85
Keelers No. 4	8 00
" " 5	7 00
" " 6	6 00
" " 7	5 00
Milk Pans	2 65
Wash Basins, flat bottoms	2 55
" " round bottoms	2 50
Handy Dish	2 25
Water Closet Tanks	17 00
Dish Pan, No. 1	7 60
" " 2	6 20
Barrel Covers and Trays	4 75
Railroad or Factory Pails	4 75

**JAMS AND JELLIES.**

SOUTHWELL'S GOODS.

Orange Marmalade	per doz.	1 60
Clear Jelly Marmalade		2 00
Strawberry W. F. Jam		2 30
Raspberry " "		2 30
Apricot " "		2 00
Black Currant " "		2 00
Other Jams " "	1 55	1 90
Red Currant Jelly		3 10
(All the above in 1 lb. clear glass pots.)		

**LICORICE.**

YOUNG & SMYLLIE'S LIST.

5-lb. boxes, wood or paper, per lb.	\$0 40
Fancy boxes (36 or 30 sticks) per box	1 25
" Ringed" 5 lb. boxes, per lb.	1 40
"Acme" Pellets, 5 lb. cans, per can	2 00
"Acme" Pellets, fancy boxes (30s), per box	1 50
"Acme" Pellets, fancy paper boxes (45s, per box	1 25
Tar Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. glass jars	1 75
" " 5 lb. cans	1 50
"Purity" Licorice, 200 sticks	1 45
" " 100 sticks	0 72
Imitation Calabra, 5 lb. boxes, per lb.	0 20

**MINCE MEAT.**

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

COLMAN'S OR KEEN'S.

Square Tins—per lb.	
D. S. F., 1 lb. tins	\$0 40
" " 1 lb. tins	0 42
" " 1 lb. tins	0 45
Round Tins—	
F. D., 1/2 lb. tins	0 25
" " 1 lb. tins	0 27 1/2
" " 4 lb. jars, per jar	0 75
" " 1 lb. "	0 25
" " 4 lb. tins, decorated, pt.	0 50

**FRENCH MUSTARD.**

Crown Brand—

Pony size, per gross	9 00
Small Med.	7 80
Medium "	10 80
Large "	12 00
Spoon "	18 00
Mug "	16 20
Tumbler "	12 00
Cream Jug "	21 00

**RICE, ETC.**

Rice—per lb.	per lb.
Aracan	0 03 1/2 0 03 1/2
Patna	0 04 1/2 0 04 1/2
Japan	0 05 0 05
Imperial Seta	0 05 1/2 0 05 1/2
Extra Burmah	0 03 1/2 0 04
Java Extra	0 06 1/2 0 06 1/2
Genuine Carolina	0 09 1/2 0 10
Grand Duke	0 06 1/2 0 06 1/2
Sago	0 04 1/2 0 05 1/2
Tapioca	0 04 1/2 0 05 1/2
Goathead (finest imported)	0 06 1/2 0 06 1/2

**ROOT BEER.**

Hire's Root Beer, per doz.	\$2 00
Adams 10c size, per doz.	0 90
" " per gross	10 00
" 25c " per doz.	1 75
" " per gross	20 00
Bryant's, 2 doz in box	1 75
" " per gross	10 00

**STARCH.**

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—

No. 1 White or Blue, cartoons	0 05 1/2
Canada Laundry Silver Gloss, 5-lb. draw-lid boxes and fancy packages	0 04 1/2
Edwardsburg Silver Gloss, 1-lb. chromo package	0 07
Silver Gloss, large crystals	0 06 1/2
No. 1 White, lbs and kegs	0 04 1/2

Culinary Starch—

W. T. Benson & Co.'s Prepared Corn	0 07 1/2
Canada Pure Corn	0 06 1/2

Rice Starch—

Edwardsburg No. 1 White, 1-lb. cartoons	0 09
Edwardsburg No. 1 White or Blue, 4-lb. humps	0 07 1/2

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—

Canada Laundry, boxes of 40 lbs.	0 04 1/2
Finest Quality White Laundry—	
3 lb. cartoons, cases 36 lbs.	0 05 1/2
Bbls, 175 lbs.	0 04 1/2
Kegs, 100 lbs.	0 04 1/2
Lily White Gloss—	
Kegs, extra large crystals, 100 lbs.	0 06 1/2
1 lb. fancy cartoons, cases 36 lbs.	0 07

6 lb. draw-lid boxes, 8 in crate	
45 lbs.	0 07
Brantford Gloss	
1 lb. fancy boxes, cases 36 lbs.	0 07 1/2
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases 28 lbs.	0 09

Culinary Starch—

Challenge Prepared Corn—	
1 lb. pkgs., boxes 40 lbs.	0 06 1/2
No. 1 Pure Prepared Corn—	
1 lb. pkgs., boxes 40 lbs.	0 07 1/2

**KINGSFORD'S OSWEGO STARCH**



SILVER new wrappers	40-lb. boxes, 1-lb. pkgs.	0 08 1/2
GLOSS 6-lb. boxes, sliding covers	(12-lb. boxes each crate)	0 09
PURE—36-lb. boxes, 12 3-lb. boxes	OSWEGO 40-lb. boxes, 1-lb. pkgs.	0 07 1/2
CORN STARCH packages		0 08
For puddings, custards, etc.		
ONTARIO, 36-lb. to 45-lb. boxes		0 06 1/2
STARCH 6 bundles		0 08
STARCH IN Silver Gloss		0 08
BARRELS Pure		0 07

**BROWN & POLSON'S CORNFLOUR.**

1-lb. packages	0 07
40-lb. boxes	2 50

**SUGAR.**

Granulated	c. per lb.	0 04 1/2 0 00
" No. 2		0 03 1/2 0 04
" German		
Paris Lump, lbs. and 100-lb. boxes	0 03 1/2 0 05 1/2	
Extra Ground, lbs. Iceing	0 05 1/2 0 06	
Powdered, lbs.	0 05 1/2 0 05 1/2	
Extra bright refined	0 03 1/2 0 03 1/2	
Bright Yellow	0 03 1/2 0 03 1/2	
Medium Yellow	0 03 1/2 0 03 1/2	
Dark Yellow	0 03 1/2 0 03 1/2	
Raw Demerara	0 03 1/2 0 03 1/2	

**SYRUPS AND MOLASSES.**

SYRUPS.	per gallon.	
Dark	bbls. 1/2 bbls.	0 30 0 33
Medium		0 33 0 38
Bright		0 38 0 43
Very Bright		0 53
Resipath's Honey		0 50
" 2 gal. pails		1 35
" 3 gal. pails		1 60

**SOAP.**

1 Box Lot	5 00	
5 Box Lot	4 90	
Freight prepaid on 5 box lots.		
P. M. LAWRANSON'S SOAPS.		
Wonderful, 100 bars	per box.	24 00
Supreme, 100 bars		3 70
Our Own Electric, 100 bars		2 00
Sunflower, 100 bars		2 00









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When business is prosperous every merchant should put by a regular monthly sum in our Class "A" stock. It will be available when you need it most \$3 deposited monthly is estimated to mature a \$500 certificate in 7½ years. Larger amounts in like ratio.

Security, first mortgage loans—the basis of wealth. Money loaned to buy a home, to build, to re-model the old house or pay off old mortgages.

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Write for manuals and name of resident agent in your locality.

Do not delay. It will pay you.



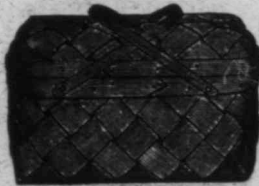
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STRONG AND SURE,  
WITH A FIRM AND  
AMPLE BASE."  
—Longfellow.

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WISH THUS TO BUILD  
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TORONTO  
will bring you  
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MANUFACTURERS OF



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

For sale by all Woodenware Dealers

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

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

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Mills**

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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 Oat hulls in carloads or less quantities, write or wire, and will reply promptly. Can ship via Canadian Pacific or Grand Trunk Railways

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

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H. A. Nelson & Sons, Montreal.



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**Blackwell**

CELEBRATED FOR

- Jams,
- Pickles,
- Sauces,
- Potted Meats,
- Table Delicacies.

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OUR 5-LB. CANISTER.

The Celebrated

**B. F. P.**

**COUGH DROPS**

Give immediate and lasting relief in all cases of Coughs, Colds or Irritation of the Throat. They are a most reliable and profitable line to carry.

ALL THE LEADING WHOLESALE TRADE HANDLE C.U.D. CHUM PLUG AND CUT AND DERBY SMOKING TOBACCOS.

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

PRIZE MEDALS IN COMPETITION WITH THE WORLD.

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GIVE LIGHT**



Not for its beauty. It's as good looking as any, but because it gives the most light, that's why we recommend the

**"PITTSBURGH" LAMP**

Mammoth Sizes for  
**STORES  
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ESTABLISHED 1725.

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