

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

THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED WEEKLY
\$2.00 PER YEAR

VOL. V.

TORONTO, JULY 31, 1891.

No. 31

Registered.



Fac-Simile of Package.

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BENSON'S CANADA PREPARED CORN

Has been sold by every respectable grocer in Canada for more than 33 years. The popularity, purity and excellence of Benson's Prepared Corn for Blanc Mange, Infants' Food, etc., and all dietary purposes, has induced some covetous and unprincipled manufacturers to imitate even the color and general appearance of the wrapper, whereby ordinary purchasers may be easily deceived, unless they protect themselves against imposition by examining the package for the old name, "Benson's Canada Prepared Corn." Manufactured by the

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Manufacturers of the Celebrated "Silver Gloss," "Satin," "Canada Laundry," "Rice Starch," "Potato Starch," Etc. MONTREAL.

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MANUFACTURERS

AND

Wholesale Dealers

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BROOMS AND WHISKS,

Brushes, Woodenware,
Baskets, Cordage,
Grocers' Sundries.

MONTREAL,

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IS THE BEST.

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THE COOK'S BEST FRIEND

Largest Sale in Canada.

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THE BEST

IS THE CHEAPEST.

Retail Price, 25c.

For sale by all first-class grocers

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EL PADRE AND CABLE.

FINE GOODS OUR SPECIALTY

MUNGO CIGARS, EXCEPTIONALLY FINE.

THE CANADIAN GROCER

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BRYANT, GIBSON & Co.,
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"Devonshire Relish" Raspberry Vinegar, Eva-
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PACKERS OF THE CELEBRATED



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Bay of Quinte
Canning Factories.

Head Office, PICTON. Branch, DEMORESTVILLE.

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Manufacturers, TORONTO, CANADA.



THE CANADIAN GROCER
& GENERAL STOREKEEPER

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\$200 PER YEAR

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

Vol. V.

TORONTO, JULY 31, 1891.

No. 31

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

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

HEAD OFFICE: 6 Wellington West, Toronto.
MONTREAL OFFICE: 115 St. Francois Xavier St.
G. Hector Clemes, Manager.
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Roy V. Somerville, Manager.

SPECIAL TO OUR READERS.

As the design of THE CANADIAN GROCER is to benefit mutually all interested in the business, we would request all parties ordering goods or making purchases of any description from houses advertising with us to mention in their letter that such advertisement was noticed in THE CANADIAN GROCER.

The law of cohesion is gradually asserting itself in the grocery trade. Like interests are grouping the forces of localities into distinct bodies, while the movement to unify and concentrate the action of these in a national or provincial corporation makes safe progress. The number of associations formed has been greater during the present than during any former summer, and the number of them that have connected themselves with the Toronto body is gratifyingly large. What will further tend to give compactness to the grocery trade is the coming convention, which will stimulate both local organization and national solidarity. True solidarity is the thing that is wanted. If it exists associations will hang together, otherwise they will not. It is the property which distinguishes common movement, whether for the immediate gain or the immediate loss of the individuals, so long as the ultimate end is the general advancement of the common cause. If the cutter has to be extinguished and it is thought expedient to shear off the whole fringe of profit on some line to suppress him, there ought to be as much readiness to agree to do this as there ought to be to resort to some proposed means to secure direct advantage.

The healthy circulation of opinion within association channels will be provided for when local associations exist everywhere and they are linked together. Such a circulation will be a strong preservative and incentive, and may be expected to withstand the tendency of small bodies to fall into decay when exciting local questions are not present to bring them together. Questions will drift along the current of Association sympathy, through the medium of constitutional connection, and the lack of local issues will be made up for by the introduction by correspondence of questions from outside. The general federation, when it is once accomplished, will no doubt have its council, whose business will in part be the preparation and prescription of subjects for discussion at periodical meetings of all the local associations. This would be useful from many points of view. The lesson leaves of Sunday school associations are analogous outlines of work sketched by a central committee and accepted by all the branches. Such a course would be merely supplementary to the local programme, and would be for the purpose of giving distinctness and force to association opinion.

The most of the local associations formed this year have come into being since the agitation to hold a convention was started. This seems to signify that a general movement to sift questions peculiar to the grocery trade will do more to unite the trade at all competitive points than the pressure of merely local problems. There is a feeling that something can be done by a fusion of all the grocery influence in the country, while there may not be much faith in the potency of an isolated town association. Clearly it seems that one of the best encouragers to the development of local organization is such an attempt as the convention is proposed to be to focus the general sense of the

provincial trade upon leading questions. The importance of that meeting cannot be over-estimated, therefore, and its success is an object in which the services of every Toronto association man ought to be warmly enlisted. It ought to be the forerunner of many other such gatherings held annually.

An object that should be more distinctly enunciated in the statement of benefits aimed at by associations is the protection of the trade against the undermining methods that constitute the competitive strategy of certain traders. Protection against the deadbeat, the jobber or the manufacturer is more easily provided for, but the insidious work of the price-cutter, the unprincipled opposition that speaks ill of a rival, that questions the weight he deals out, the purity of the goods he sells, or the soundness of his position in business ought to be stifled, and associations should set themselves against such practices. Reputable dealing ought to get more encouragement than it does, it should receive not only moral countenance but active and declared support from the association.

It seems to be the case that there are fewer failures among the members of associations than among non-members. Those who become members, by that act show themselves possessed of a desire to do business according to the best light, and are likely to take whatever steps they can to make a success of their trade. They also strengthen themselves as business men to hold their own against the difficulties of trade, when they join an association, and the association may fairly be ranked as a force that makes for solvency. When it gets a little older it will probably rank high among the causes of success. Like all institutions it can not come in for historic treatment until it has unrolled its character over two or three generations, and has established a past that is looked back to for imitation.

AN EXPORT TRADE IN CANNED GOODS.

The conditions for doing an export trade in canned goods, particularly in fruits, are now realized. We have an abundance of small fruits, there is a demand for these fruits in the British market, our sugar is on the free list, and our tin plate is likewise duty-free. The fact that the United States duty on tin plate is 2 1-5c. per lb. handicaps our only competitor on this continent in the rivalry for British and European trade in the small fruits grown in this country. In other respects we are on the same footing. Free sugar is enjoyed by the United States, and what tends probably to keep prices at a lower level than they rule here is the fact that raw up to No. 16 Dutch standard is also free, while raw is free here only up to No. 14 of the same standard. We have an advantage in the fact that there is a general disposition in Britain to foster a more strictly internal trade policy among the parts of the Empire, though of course not to the exclusion of trade with other nations. The first item in the programme of subjects suggested for consideration at the Congress of the Chambers of Commerce of the Empire for 1892, is "Commercial relations of the Mother Country with her colonies and possessions, with special regard to the renewal of European treaties, and recent commercial legislation in the United States."

Of course the United States canners will not feel at once the full force of the disadvantage the heavy duty on their plate places them under. The duty came into effect after several months' warning on the 1st of July, so that they had ample opportunity, that they did not neglect, to lay in large supplies in advance of present needs before the change in the tariff affected them. But at the best their tin plate cost them 1 1-10c. per lb. more than ours, as prior to the 1st of July it had to bear a duty equal to that difference. But the difference in the comparative cost of tin plate to us and the United States is not balanced by adding an amount to our outlay for tin plate equal to an equivalent rate of duty. Our plate is cheaper to us by another circumstance. The necessity for buying before the 1st of July, recognized simultaneously by all United States importers of tin plate, turned a very sudden and heavy volume of demand upon the English market which brought up the value of the tin plate. When that demand ceased prices went down, and there was yet time for Canadians to do some business. The United States tin plate importers therefore bought on a rising market, while the Canadians bought on a falling one. When we come to sell our fruits this advantage should tell very greatly in our favor.

AN OFFICIAL ANALYSIS OF TEA.

The twenty-fourth in the series of bulletins issued by the Inland Revenue Department at Ottawa presents the results of a very searching and comprehensive examination of the physical and chemical properties of the tea that is sold in this country. The bulletin contains the report of Professor Edgar B. Kenrick, official analyst of Manitoba, upon fifty-eight samples of tea that had been submitted to him for analysis, and contains as well an introduction by Mr. Thomas Macfarlane, Chief Analyst of the Department. In the introduction comparison is made as to usefulness of result, between extraction by the methods of the analysts and the domestic method. The latter, which was followed by Prof. Kenrick, is plainly shown to be the more suitable. The household method of drawing does not effect complete extraction of soluble substances, but what is left in the leaf contains more than half of the tannin, the astringent principle in tea, and the one identified among the causes of dyspepsia. The theine, a constituent that is considered beneficial, being a remedy for sick headache, is wholly rendered by the household method. Complete extraction, which exact scientific methods enable the analyst to arrive at, would be misleading and rather unfair to base a judgment of the wholesomeness of tea upon, as it would show the presence of an astringent element in a far higher degree than it ever appears in the tea we drink.

The quality of our tea has been vindicated rather than otherwise by the results of Prof. Kenrick's analysis. Only two or three out of the fifty-eight samples examined appear to have been adulterated. He found no leaves from any other source than the tea plant. As to exhausted leaves, there was difficulty in determining how much an excess over a conventional maximum of ash might be due to them, the maximum adopted being in the Professor's opinion too high. One sample seemed to be adulterated with exhausted leaves. No adulteration by means of sand, magnetic oxide of iron or other mineral substances was discovered. The coloring or "facing" of teas was not systematically investigated, the analyst regarding the substances used as harmless, inappreciable in weight and fraudulent only when they disguised an inferior tea. The popular theory that the color of green and Japan teas is due to the presence of copper acquired from copper vessels during the process of preparation, may date its explosion with the issue of this pamphlet, as the Professor states that he can find no record of copper ever having been detected in tea. The green color is natural, and is imparted to tea as to nearly all plants by chlorophyll. Further, this chlorophyll is not dissolved out by the tea-maker. Two of the Gunpowder samples illustrated the "lie tea" that is heard of now and then. They were composed of "little

spherules of agglutinated dust and dirt made up in clever imitations of the genuine leaf-balls." Lie-tea is swept from the floors of warehouses, and is worked up with coloring matter and rice water to a very clever imitation of good gunpowder tea. It appears that it most frequently occurs in the class known as Ping Suey.

Upon the relation to quality of the physical characteristics of the leaves, the Professor says:

"The primary causes influencing the value of a tea appear to be chiefly the age of the plant, the age of the leaf, and the time of year at which the leaves are picked. The younger the leaf the more tender and juicy will it be, and the more ready to give up its soluble constituents to hot water. Thus, the more valuable grades of any kind of tea will consist of the younger and smaller leaves. Much will naturally depend upon the care bestowed upon it in its preparation, and no doubt the quality of a tea is much influenced by the nature of the soil, the climate, etc. Furthermore, as is well known, tea loses its "goodness" on keeping, the characteristic aroma and odor gradually passing off. Thus, even if it were possible by the physical characters alone to judge of the value of a tea at a known interval from the date of its preparation, owing to the deterioration which takes place on keeping, it would be impossible by an examination of the leaves alone to form an estimate of their value if the year of their growth were unknown.

In the technical valuation of tea the "taster" pours a measured quantity of boiling water on a weighed amount of the tea sample, and after the lapse of exactly three minutes pours off the infusion from the leaves. The unrolled leaves left in the vessel are carefully examined, and note taken of their size and the extent to which they are broken up or damaged. In forming a judgment on the infusion, both the strength and flavor are taken into account, and the peculiar odor of the unfolded leaves is noticed. It may thus happen that two tea samples, having equally good "drawing" or infusing qualities, may have a very different commercial value, owing to the difference in the physical characters of the leaves. In the process of manufacture the different sized leaves are separated by sifting, and no doubt in this process a quantity of fine fragments and dust is obtained, and this, though possibly having good drawing qualities, would be sold at a cheap rate. Among the samples I have examined there were teas consisting very largely of these small fragments, and as these samples had very little of the characteristic odor of tea it may be that teas consisting of these broken-up leaves would deteriorate more rapidly than those made up of tightly rolled, perfect leaves.

The analyst shows that in black and Japan teas the soluble solids increase with the price, and the insoluble ash, or that which cannot be extracted by brewing, decreases. Sometimes a cheap tea will give a very strong infusion, its cheapness being due to the fragmentary leaves composing it. Dark green Japan teas appear to give the richest extract. Congous give a less amount of total solids in solution than greens and Japans, and Indian and Ceylon infusions yield more solid matter than Congous, and less than greens and Japans. Black teas have less of the tannin than Japans and greens, and in that respect are not liable to retard digestion. On the other hand they contain more of theine than green, which is another advantage.

CANADA'S INTERNATIONAL EXHIBITION.

Arrangements are in progress for holding a dairyman's convention at St. John, N.B., during this exhibition, and it is expected that several experts will be present and will give some lectures on dairy interests. Arrangements are also being made for showing several varieties of cream separators and other dairy apparatus in operation. It is also proposed to offer some special prizes for dairy products, and that the competition may be open to all the provinces. Prof. Robertson, of the Dominion Experimental Farm, who is now visiting the creameries and cheese factories throughout the maritime provinces, is taking quite an active interest in this matter. The exhibition opens on September 23rd and continues until October 3rd.

PRICE TICKETS.

In an article treating of the rather stale subject of the ticketing of goods, an exchange recently referred to the fact that a large number of metropolitan retail grocers' are opposed to the practice, and proceeded to point out the advantages to be derived from the use of price tickets. The Merchant's Review always has favored the practice, but we can understand why a good many dealers do not adopt it, and believe it to be against their best interests to urge them to do so without a clear understanding of the peculiar circumstances of each case. Tickets affixed to goods and bearing the price of the article, which perhaps a few words of commendation, are expected to attract the attention of customers to either the superior quality or the low price of the goods to which they are attached. Now, if the quality is nothing to brag of, and the price rather above than below the market rate, it is clear that a price ticket would do more harm than good. Take the case of fruits, for instance, which are peculiarly well adapted to special display and the use of price placards, because they are usually placed on the sidewalk outside the store where they can catch the eyes of passersby, and are extremely perishable, requiring to be disposed of quickly. Walk through some of the city's streets and avenues, and notice the fruit displays of many grocery stores. It will be found that neither the quality or the price of the goods is deserving of special notice, and therefore a price placard could do no possible good. Another point—a minor one perhaps but still worthy of consideration—is the habit many people have of beating down the price of everything. When such people are numbered among the customers of a retailer, he can escape a prolonged controversy over prices and more easily effect a sale by giving them a higher price than his regular rate, knowing, of course, that they will not close the bargain until the price asked has been reduced con-

siderably. This perfectly justifiable proceeding—under the circumstances mentioned—would be impossible were the goods all marked with their prices.

However, there can be no dispute as to the value of price tickets when attached to goods possessing distinctive merits, either of quality or cheapness, or both, and there is no doubt that they are not sufficiently employed by otherwise enterprising dealers, who possibly entertain the notion that they savor of the Cheap John style of doing business, and therefore are beneath the dignity of a reputable food purveyor—*Merchants' Review*.

GROCERS' SHOW WINDOWS.

Having for ten years draped windows of all styles and sizes, plain and fancy, spectacular and artistic, I should say in a general way, arrange grocers' windows on a plan similar to that adopted by dry goods houses, men's furnishes, clothiers, etc.; that is to display one line of goods each week, and not show so many articles at one time. The foundations may consist of boxes and a few boards. By taking a look at grocers' windows in any city or town, you will find that the goods displayed are invariably arranged at the bottom of the window and usually create no interest in a passer-by; when, if the windows were built up with goods on foundations, how much more it would add to the effect and to the appearance of the windows! The solid display will make the passer-by stop to inspect the articles shown.

To arrange a window after the manner stated, I would suggest a display of relishes, as pickles, sauces, catsups, etc., showing everything that is carried in stock in that line, and display it for one week. The arrangement can be carried out by beginning at the bottom of the window near the glass. After covering the floor with clean white paper, arrange the bottles in a tasteful manner; then at each end place a box, which should be covered with white paper, and lay a board from one box to the other. On this shelf you can begin in the center and build up a small pyramid of pickle bottles; on each side form a circle of sauces; then a bottle of mixed pickles, and another circle of catsups. Back of this shelf build one still higher, which will require higher boxes. If you have a pretty advertisement relative to sauces, display it in the centre, and on each side you can display the goods which are described in the advertisement. Continue to arrange until the shelf is full. A third shelf, and a fourth if necessary, may be added, and filled with goods from this department. Neat cards may be distributed throughout the window, marked with the different brands of sauces; and to complete the effect, one or two advertising frames can be arranged at the back of the window. This display can be changed to include everything in the fish line, as sardines, lobsters, salmon, shrimps, etc., the same arrangement

being followed, the different brands being shown in various styles as taste dictates, but with a slight change, which may be made by the use of an arch which can be cut from a board the width of a box of sardines. The sardine boxes may be attached to the arch by a narrow strip of tin or by a wire. On each box of sardines a letter can be fastened, cut from pasteboard, the whole arranged to spell the firm's name. This arch may be placed in the centre of the window directly over the steps.

A display from the department of washing compounds, such as starch, soaps, soda, pearline, blue, etc., is easy to make. For this display a novelty may be introduced by placing in the centre of the window a wash-tub, washboard, etc. Around this may be displayed several bars of soap, packages of starch, pearline, etc. If a picture advertising card can be procured of a washing compound, place it at the washtub. On each side of this steps should be built at least to the height of the centre of the window, and ornamental shelf paper laid on the steps. You can then build up stacks and pyramids of soaps, or you can take long bars of soap and lay diagonally from one step to the step above, and between place a package of starch or soda. Another novelty for the centre of a window is to build a miniature house from packages of pearline, which is done by making a skeleton framework and securing the pearline to it. You can place soda in front of the house, and build a fence from bars of soap. Then run several clothes lines and hang up small pieces of wearing apparel just as from the wash. A miniature washtub with a doll dressed as an old washerwoman, will complete the scene.

The coffee department can be arranged in a manner somewhat different from the others; and right here I will say that there is nothing that creates more interest than the constant change of window displays, always getting up new ideas which in themselves are advertisements. I would arrange the packages of coffee, put up for the purpose, in the form of columns. The columns can be made by sawing out three round pieces from a board, and nailing on strips—a circle at the top and one at the bottom, and one in the centre. The columns you nail to the floor. You then start from the floor, building around the column, and build up and tie with a stout cord so as to keep the packages in position. The columns can be built to any height. On the top of them a square board can be placed, and packages of coffee arranged as a finish. For a novelty a Turkish café can be erected. For this you merely require four uprights built in the shape of a square, and arches at the top which extend from upright to upright. Cover this with cloth, which forms the dome, and on the top place a crescent cut from pasteboard. The uprights can be concealed by building up packages of coffee to the dome. In the interior you can arrange coffee in bulk or in packages.—Harry Harman, Window Dresser.

A HUGE INDUSTRY.

Most people who have been to the Dominion capital have taken a run across the river to the lumber town of Hull, and viewed from the outside the collection of huge lumber and other mills clustered around the grand water power, which nature has placed on the Ottawa river at and around that town. Only a small number, however, have gone beyond the outside view, and only the small number who have visited and inspected the mills and factories of the E. B. Eddy Manufacturing Company have any idea of the triumph of enterprise, indomitable energy and mechanical skill there to be seen. In fact it is questionable if the works of this company do not furnish the greatest monument to industrial skill and enterprise in Canada. The magnitude of these works has its first indication in the appearance they present from the outside. They stretch along the bank of the river taking up an area of 165 acres and have nearly two miles of railway track, within this limit, when all switches and side-tracks are taken into consideration, while the buildings, distributed over and containing the different factories, are all built of solid stone, presenting a massive appearance, very unusual in connection with lumber factory structures.

Sufficient space for anything like an accurate description of all the different branches of manufacture cannot be given in this journal at present, and we must content ourselves with noting some points about the best known ones, commencing with the pioneer one, started in on a very small scale in the year 1854 by Mr. E. B. Eddy himself, namely,

THE MATCH FACTORY.

Few of those who carelessly use or waste the lucifer, can form any idea of the ingenuity brought to bear to facilitate and cheapen their manufacture. First the blocks of pine are cut and cross cut, until each block resembles a heckle or wool carder. The next process after the matches are cut clear of the blocks in the rolling machine. Belt conveyors carry the matches along to a small hub like wheel around which they are wound with a girth belt, until about half a gross of boxes full are formed in wheel shape, when the whole is removed in a solid shape, and a fresh hub attached to the machine and the winding process proceeded with. The embryo matches are on this hub two ordinary lucifers in length, so that in the sulphur dip, and afterwards in the phosphorous dip, both sides of the wheel of splints are dipped, and after drying and taking off the wheel they are taken on to another belt conveyor, leading to a circular cutter, which cuts them in equal halves, thus leaving the ordinary full fledged lucifer. It is worthy of note that the old system of fire meting the phosphorus dip has been superceded by high steam heating in the troughs, thus avoiding all danger of the explosions which so frequently

occurred in match factories in years past. The most wonderful piece of machinery in the whole factory is the match box cutter. The band of tough paper from which those boxes are made is conveyed by an ingenious piece of mechanism off the roll, into the cutter in which it is cut, grooved at the seams, printed and glued, pressed into form, and thrown out a box complete. The whole process has no parallel for mechanical completeness, except it be that mythical machine of the minstrel negro, into which sucker fish were thrown, and by placing the mouth to a tube and turning a crank handle the cooked fish went down your throat, and the bones out into the back yard. When it is learned that the machine can turn out 280 boxes inside of one minute, its wondrous mechanism can be in some degree comprehended.

The next process is the boxing of the matches, and this is purely handiwork accomplished by girls, whose accuracy of grasp and touch is truly wonderful. How those nimble hands can grasp a handful of matches and stuff them into a paper sheath uncounted, not going three matches over or under the standard 100 in one box in a gross, is a study for the professional palmist.

Next in importance to the match factory, is the manufacture of

INDURATED WARE

as the wood pulp utensils now so popular are called. The pulp used in the manufacture is almost the same as that used in making pulp for paper, and we need not therefore describe its manufacture. In making indurated ware this pulp reduced to a gruelly thickness and freed from lumps of every description is pressed into tubs, pails, dish pans or whatever utensils intended to be made, and under a hydraulic pressure of 160 pounds to the square inch it is moulded and turned out, and after this the moulded goods are dried and taken to another floor, where by different kinds of machine driven saws they are trimmed, then put upon a lathe they are polished. After this it is taken to the indurating vat and then thoroughly dipped in a solution which, as Dundreary says, "no fellow can understand," seeing the composition of the solution is kept a secret. After this the articles are dried in a kiln heated to 500 degrees fahrenheit. When dried in the kiln, another dipping takes place in a solution which puts on the glaze finish, after which the goods are ready for market, unless in pails, tubs, and such like where handles have to be fastened on. These goods are then strong enough to allow any man of more than average weight to jump upon them without their being injured, and there can be no doubt, but they must rapidly replace not only the wooden and crockery ware, but also a large proportion of the metallic ware utensils now in use.

Another Branch of this business is the manufacture of wooden ware, and especially of those wire hooped goods, which do not fall to pieces or become leaky if left for a

length of time in a dry and empty state. The sawing, turning, hooping, handling and so forth of these goods are all calculated to awaken interest in any mind with a leaning to mechanical affairs; but after inspecting the match and indurated ware factories the manufacture of plain wooden ware becomes tame, we will, therefore, dispense with a detailed description of its process.

The sash and door factory and the manufacture of paper pulp, and some other goods make up the balance of the industries carried on in these factories, the company having giving up the saw mill business a few years ago to go more fully into general manufacture of goods made from lumber and lumber-mill refuse. That the concern is a gigantic one, finds another proof in the fact, that in connection therewith some 2,500 hands are regularly employed, and at times the number reaches nearly 3,000. As already stated it is probably the greatest monument in Canada to mechanical skill and enterprise.

Like most gigantic industrial concerns the E. B. Eddy Company's works had a small beginning, when Mr. Eddy started his small match factory in 1854, and even with the pail and tub factory added in 1856, the institution was but a modest one. After going into lumbering and sash and door manufacture in 1858, the business went forward rapidly, but received a bad set back in 1873-4 during the great panic and crash, from which it recovered in 1877 and again went rapidly forward until the fall of 1882, when a disastrous fire swept away over two-thirds of the whole institution. It was after this fire, that the stone buildings were erected so as to avoid a similar disaster in future. Since then the company have had another turn of prosperity and progress, and the factories now take their place as one of the largest industrial concerns located at one point in the Dominion. Their wonderful growth and development are due almost entirely to the energy, enterprise and commercial courage of their founder and president of the existing company, Mr. E. B. Eddy. —Winnipeg Commercial.

Readers must keep in mind the western branch of this establishment, whose seat is in Toronto, at 29 Front street, west. Mr. T. A. Weldrop—whose first initial, by the way, was misprinted S last week—extends a hearty invitation to all the trade to call, not necessarily for business, but to walk over the premises and be able afterwards to locate his wherabouts.

The Vancouver Board of Trade has published in pamphlet form its annual report for the year ending March, 1891. It is a very full statement of progress made and of resources developed, and of the industrial and physical possibilities of the province of British Columbia. It is an excellent compend of the economical and material growth of the province.

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

TORONTO GROCERS' PIC-NIC.

In spite of the warning of the Meteorological Department that the weather of the 29th would be diversified by local showers and thunderstorms, Toronto grocers and their friends sallied forth to have the fun that was due them by future contract on that particular day. They had yielded to atmospheric pressure last year, and they weren't going to do it again. The frown of a sulky July day wouldn't dampen their ardor any, albeit the showers of the self-same day might wet their skins. Each individual grasped his trusty umbrella and blessed the day he first beheld it in the lonely corner where it had been forsaken by its natural guardian. The rain did fall, in accordance with the "tip" the weather had given Old Probs, and it timed its descent with the start-out of the first afternoon boat, so as to make generally epidemic, if possible, the dreaded malady of the blues. But a wilderness of umbrellas, raised their defiant domes to the dripping clouds, and under that protection a serene crowd wended its way to the appointed place. And they did wisely. They had nothing to look back to but a dreary day within doors, as they had advised their customers that no business would be done on that day. Ahead of them was the possibility that a fairly pleasant time might be spent. To put off the day might not mend matters. It would be certain to have the effect of lessening the number present, as many would refuse to lose a second afternoon. This was the lesson of last year.

The grocers, their salesmen and other help, their wives and children, the city grocery travelers and hosts of other friends, joined the throng that stood waiting for the boats, which plied at intervals of 35 minutes between Victoria Park and Yonge street wharf. The trip itself was a feature of the day that even a lowering sky could not make commonplace. While the sail itself was enjoyable, the opportunities it gave for the jolly good fellowship that springs spontaneously from a large company on pleasure bent were probably greater than if the weather had more attractions to draw attention from social enjoyment. Everybody seemed to be proof against the bored feeling that is the peculiar spell which a wet day can cast over a man.

The amusements of the picnickers were framed and cut out according to a programme that gave little time for dulness between events. All the contests were carried on with spirit and good humor, and the following are the events, with the winners:

1. Boys' race, 200 yards—Open to grocers' sons and employes under 16 years of age. 1st, M. Whinton, \$5; 2nd, W. Markel, \$3; 3rd, C. Ross, \$2.40.
2. Butcher boys' race, 200 yards—1st, B. Aull, \$6; 2nd, J. A. McDermott, \$4; 3rd, F. Patterson, \$4.

3. Old men's race, 100 yards—Open to members of association only, over 45 years of age. Former winners of 1st prize debarred from 1st prize. 1st, T. H. Miller, \$30; 2nd, — Smith, \$15; 3rd, — White, \$4.

4. Girls' race, 100 yards—Open to grocers' daughters under 16 years of age. 1st, Janet McGregor, \$5; 2nd, Annie Martin, \$4; 3rd, Alice Hill, \$3.

5. Putting the 16-pound shot—Open to all. 1st, W. D. Gills, \$6; 2nd, — Callender, \$3.

6. Walking match, 3 laps of ring—Open to commercial travelers representing city houses connected with the trade, and who have been traveling six months in the city. 1st, C. Dineen, \$16; 2nd, T. B. Nicholson, \$10; 3rd, A. W. P. Eckardt, \$8.

7. Wheelbarrow race, 50 yards—Open to grocers' sons and employes. 1st, Tingle and Armstrong, \$4; 2nd, Rilly and Lundy, \$3.75; 3rd, Ringer and Conlin, \$3.50.

8. Three-legged race, 1 lap of ring—Open to grocers' sons and employes, 16 years of age and over. 1st, Atkinson and Tippet, \$6; 2nd, Shuter and McCleary, \$4; 3rd, Armstrong and Sinclair, \$3.

9. Hurdle race, half a mile—Open to grocers' sons and employes. 1st, W. Milner, \$15; 2nd, W. Simpson, \$8.50.

10. Donkey race, 1 lap of ring—Open to master grocers. Weight not over 160 pounds. 1st, T. Dallimore, \$15; 2nd, R. Mills, \$12; 3rd, H. W. McCulloch, \$4.

11. Ladies' race, 100 yards—Open to grocers' wives, daughters and employes. 1st, Annie Martin, \$15; 2nd, Miss Robertson, \$4; 3rd, Alice Hill, \$3.

12. Half-mile race—Open to warehousemen and drivers of wholesale houses connected with the grocery trade. 1st, A. Anderson, \$8; 2nd, S. Smith, \$3.

13. Donkey race—Open to grocers' sons under 14 years of age (last donkey to win). 1st, W. Calhoun, \$5; 2nd, F. White, \$3.

14. Three-legged race, 100 yards—Open to boys under 16 years of age. 1st, McCleary and Hunter, \$5; 2nd, Young and Martel, \$4; 3rd, White and Munro, \$2.

15. Girls' tricycle race—Open to grocer's daughters under 12 years of age. 1st, M. Bowick, \$3; 2nd, B. Beatty, \$2; 3rd, S. Prescott, \$1.50.

16. Ball throwing competition—Open to all ladies. 1st, Mrs. Saunders, \$3.50; 2nd, Mrs. Bee, \$2.50; 3rd, Miss O'Leary, \$1.50.

17. Obstacle race, ¼ mile—Open to all employes of the retail grocery trade. 1st, W. Simpson, \$10; 2nd, L. McDermott, \$3; 3rd, L. Bonnsall, \$3.

18. Donkey race, 1 lap of ring—Open to travelers (see No. 8.) Weight not over 160. 1st, A. W. P. Eckardt, \$5; 2nd, J. M. Wright, \$5; 3rd, J. B. Nicholson, \$3.50.

19. Sack race, 100 yards—Open to grocers and grocers' employes over 16 years of age. 1st, K. Hurst, \$3.50; 2nd, R. McCleary, \$3; 3rd, G. Sinclair, \$1.50.

20. Donkey race, 1 lap of ring—Open to members of Pic-Nic Committee only. Weight

not over 160. 1st, R. Barron, \$12; 2nd, R. Mills, \$10; 3rd, W. Binnie, \$7.

The sports concluded with an exciting tug-of-war between a team captained by Robt. Barron and composed of A. R. Williamson, F. S. Roberts, W. H. McCulloch, W. Binnie, W. G. Sykes, A. G. Booth and K. H. Stewart, and a team composed of J. T. Gibson, captain, F. Johnson, R. Calhoun, R. Mills, W. F. Britton, A. J. Shaw and J. Sampson. Captain Barron's team won the prize.

As will be seen the prizes were many and handsome, for which the Association have to thank the following houses:

St. Lawrence Sugar Refining Co., Christie Brown & Co., Davidson & Hay, Perkins, Ince & Co., Eby, Blain & Co., H. P. Eckardt & Co., McWilliam & Everist, Lawson Bros., T. Kinnear & Co., Morgan, Davies & Co., Jno. Taylor & Co. (Soap manufacturers,) Toronto Biscuit and Confectionery Co., Clemes Bros., Kilgour Bros., T. A. Lytle & Co., Jas Lumbers, J. W. Lang & Co., Toronto Salt Co., D. Richards, (Woodstock), Empire Tobacco Co., McLaughlin, Moore & Co., Howland & Elliott, British American Starch Co., Edwardsburg Starch Co., Pugsley, Dingman & Co., Fleischman & Co., Jardine & Co., Todhunter, Mitchell & Co., Nelson & Sons, Sinclair, Hood & Co., Surprise Soap Company, C. Boeckh & Sons, Ellis & Keighley, Bryant & Gibson, Wm. Wilson & Co., (vinegar manufacturers), Sidney Gibson, T. B. Greening & Co., (Hamilton), Robertson, Bros., Citizens' Milling Co., Taylor, Scott & Co., D. Morton & Sons (Hamilton), Chase & Sanborn, Robt. Thompson & Co.

The thanks of the Association are due to the Committee who made this, the Sixth Annual Pic-nic, such a success. They left no stone unturned to make it both a financial success and provide plenty of amusement for the spectators. The following composed the committee:

R. Barron, Chairman, Robert Mills, Treasurer. J. F. Thackray, Secretary, J. G. Gibson, F. S. Roberts, A. White, W. G. Sykes, A. E. Saunders, D. W. Clark, A. G. Booth, J. F. Copland, W. Binnie, J. Westren, H. W. McCulloch, F. Britton, A. R. Williamson, W. Calhoun, A. Sinclair, H. Tolchard, F. Johnson.

The Judges were F. J. Gibson, Toronto; Adam Balantyne, John Ronan, and G. J. Smith, of Hamilton.

The last contingent of the pic-nickers gathered upon the wharf at 10 p.m., the hour when the Steinhoff was due to touch again for its latest trip. Three hundred trusting merry-makers had deferred their departure to that time, and then circumstances over which they had no control deferred it considerably longer. For the Steinhoff did not touch again. A vessel did glide past and the party made all the clamor and signals of distress it could, but the vessel kept its course, and the hearts of the forlorn pic-nickers sank as the lights of the vessel became swallowed up in the darkness. Thick fog enveloped the weary waiters and rain began to fall. Some betook themselves to the highway to walk to the street car terminus, a mile and a half away, if haply they might get there before the street cars had got to their time terminus, and would have ceased running for the day. Some got home one way, some another, but the last 300 had a long day of it.

IS THE SALESMAN YOUR FRIEND ?

What wonder if it occurs to the retail dealer that it is a good thing to number the traveling salesmen among his best friends. Their acquaintance can certainly be used to good advantage by careful, thoughtful, shrewd traders. We do not mean that it may be taken advantage of, or that friendliness with a salesman may be the cover for squeezing him down to the last farthing in his prices. That would be unjust to the salesman, and, in the end, to the disadvantage of the trader.

In the first place, have you his confidence? Does he feel when he enters your store that he is not going to be browbeaten or treated as if he were an intruder; that his goods are not going to be made the scapegoat for all the offences of which the clerks in his employer's store may be guilty; that he is not to be blamed because the last shipment did not arrive until fifteen days after it was due?

Such things are calculated to take all the confidence and starch out of a man in about two minutes. Don't you think if you greeted him pleasantly with a few words as to his health, what district he had been in last, what the business prospects were there and asked him what he had new to offer he would be more apt to give you closer attention and perhaps a little better prices than he gave a few moments before to your competitor who treated him differently?

We do not forget that there are drummers and drummers; that some of them ought to be hoeing potatoes or pounding rocks. The drummer we refer to is the man who knows his business; who knows how and when to approach a merchant; who does not offer goods that are not what the merchant wants; who can tell when his customer would like to have a good story, and when not; who knows enough to have his story clean. No man has any great respect for the narrator of nasty stories, although he may laugh at the time, and the traveler who desires the esteem and good will of the best merchants avoids that style of entertaining them.

The drummer we refer to always has his samples neat and clean. He can generally give you a price the moment it is asked for, and is not afraid to tell you what the prospects are on a certain line of goods even if it should be against himself, for he is smart enough to know that it does not pay to deceive a customer.

It pays to treat that kind of a drummer well. If there is a bargian in his sample case he is apt to save it for the man who does so. He will take special pains to see that the order is filled promptly and exactly as wanted. He will not put in a case or more of something for you to try just as an "opener for that item." He will see that your goods are sent by the cheapest route and do many little favors that are really worth something.

A very amusing instance was told us where a few weeks ago a salesman, anxious to please the customer by prompt shipment,

wrote on a slip of paper "Ship—'s order quick. He is the biggest kicker in the State." This he pinned to the order and it was allowed to remain there for the benefit of the shipping and bill clerks. The bill clerk thought it a good idea to leave it for the benefit of the mail clerk, who evidently did not think anything at all about it, for he sent the bill off with this slip pinned to it. As a result, the next time the drummer came around, Mr.—wanted to know what he meant by such remarks, but at the same time it pleased him so well that he gave the drummer another order. He appreciated the fact that his interests were being looked after.

We claim, therefore, that it pays to treat traveling salesmen with some consideration. As a rule they are a hardworking, intelligent set of men, who labor under many discouragements, away from home most of the time, needing a cheerful word of sympathy and encouragement, for all of which they are willing to pay the very heaviest kind of interest in a solicitous anxiety for the best interests of those who favor them with a share of their orders.

Of course it is impossible to give an order to every salesman who comes along, but a kind word, a pleasant request to be excused from ordering anything that day, and cheery good-by, are capital which is bound to bring you good returns.—American Grocer.

THE MAN MAKES THE BUSINESS.

While the above heading is true to the letter, there is no doubt whatever that other contingencies are necessary in order to make or build up a successful business. But if all the other conditions are rolled into one they have not so much real, true influence upon the success or failure of a business as the individual who directs it. No matter how good the situation of the business may be, how much capital there is at the disposal of the individual, or how many other advantages he may have, none of these will be fully taken advantage of if the man who is directing the affairs is not able to fully develop them. How many men have succeeded where others have failed? We have known more than one case where men have taken hold of a business that has been considered worthless, yet through originality, hard work, intelligence and well directed energy built upon the ruins an admirable and lucrative trade. It is positively amazing when you come to consider what influence the head of a concern has upon a business. It is not only in devising and scheming how it shall be carried on, not only in directing and executing the ideas which are formed, but in influencing the spirit of the employes and thus getting every advantage that it is possible to obtain.

It is not the minister of religion who is introduced into the pulpit with the greatest forms or under the most advantageous cir-

cumstances who has the greatest influence for good or who has the capacity to draw about him the largest congregation. The fact is that history has proved time and time again that it is the one who has the least advantages to commence with who generally blossoms out into the greatest leader. No matter whether we take this country or the older countries, the story is the same. The Beechers, the Talmages, the Spurgeons, the Luthers, and many others too numerous to mention have sprung up from the ranks, commencing at the bottom and building up fame.

If we look back into history we shall also find that the greatest generals have, the same as the greatest preachers, been their own architects. In it possibly more necessary in a general than in any one else that his individuality should be of a character that should inspire confidence and command respect. It is the individuality of the general which is capable of seizing the opportunities and turning defeat into victory. Self-reliance, careful and earnest work, courage and honesty are absolutely necessary.

It is the same in business as it is with the pulpit and the battlefield. If the individual is not indowed with the capacities necessary for pushing and conducting a business profitably, then success is very doubtful indeed. In every case where success has crowned the efforts of business men, there has always been a capacity to make every opportunity contribute to the success. We do not say that it is impossible for successful business men to err, for that would be a stretch of the imagination. All make mistakes, but the more successful a business man is the fewer of these mistakes can be credited to him. Every opportunity that is allowed to pass by is a grave mistake, for there is no telling what it might have led to. Small things often lead to great results. Be careful, therefore, that no opportunity shall pass without it contributing its quota to your success.—National Grocer.

CHARTERED BANKS.

The following is a list of the banks in Canada acting under a Dominion Government Charter:

ONTARIO.

Bank of Toronto.	Imp'l Bank of Canada.
Can. Bank of Com'erce.	Traders' do
Dominion Bank.	Bank of Hamilton.
Ontario Bank.	Bank of Ottawa.
Standard Bank.	Western Bank of Can.

QUEBEC.

Bank of Montreal.	Merchants Bank of Can
Bank of B. N. America.	Banque Nationale.
Banque du Peuple.	Quebec Bank.
Banque Jacques Cartier	Union Bank of Canada.
Banque Ville Marie.	Banque de St. Jean.
Banque d'Hochelega.	Banq de St. Hyacinthe
Molson's Bank.	East. Townships Bank

NOVA SCOTIA.

Bank of Nova Scotia.	Halifax Banking Co.
Mer. Bank of Halifax.	Bank of Yarmouth.
People's Bank do	Exch. B'k of Yarmouth
Union Bank do	Com'l B'k of Windsor

NEW BRUNSWICK.

Bank of N. Brunswick.	People's Bank.
	St. Stephen's Bank.

MANITOBA.

Commercial Bank of Manitoba.

BRITISH COLUMBIA.

Bank of British Columbia

"REDUCED"

The price of Diamond Crystal Salt is now lower than we have ever sold it. The 20x14's are a splendid size for "Butter Makers."

C. F. Chandler, Ph. D., New York, says this salt is the "purest" he has ever analyzed—following are the results :

Chloride of Sodium	99.698 per cent.	Chloride of Magnesium	traces.
Sulphate of Lime	0.044 "	Insoluble matter	0.015 per cent.
Chloride of Calcium	0.009 "	Moisture	0.234 "

Agents for Hamilton :

LUCAS, PARK & CO.,

71 McNab St. North, Hamilton, Ont.

Special figures for five barrels and over.

Fresh arrivals of Red and Blue Label Hillwatee Teas just to hand, also "Under Two Flags" Japans.

Special Notice to Grocers.

GENTLEMEN :—

We are now preparing goods for Fall grinding and would ask our Grocer friends who want pure clean Spices to send their orders direct to us, or hold until our traveller calls. Our "Motto" is, serve the public well and you will well serve yourself.

Very respectfully yours,

The Snow-Drift Baking Powder Co.,
BRANTFORD,

Chivers' Carpet Soap

For cleansing and restoring carpets. Warranted to take out grease or ink, and restore the colors. Likewise in all woolen fabrics

Chivers' Disinfectant Cloth Soap

Will clean all kinds of cloth, removing grease, ink, etc., restoring the colors like new. For price, etc., address

J. H. WALKER,
Alma, Ont.

DURABLE PAILS AND TUBS.

TRY



THEM

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

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

Represented by
Chas. Boeckh & Sons, Toronto,
Jas. Lee & Co., Montreal.

LOCKERBY BROS., WHOLESALE GROCERS,

75 ST. PETER STREET,
MONTREAL, P. Q.,

ARE OFFERING THIS WEEK

SUGARS. { Barbadoes
TEAS. { and
Cuba

MOLASSES.

FINE LARGE DRY COD IN BUNDLES. BONELESS FISH IN BOXES.

Canned Salmon, Lobsters, Mackerel and Oysters.

HUDON, HEBERT & CIE.,

WHOLESALE GROCERS

— AND —

WINE IMPORTERS,

NO TRAVELLERS ON THE ROAD.

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

Seasonable Goods for Camping and Picnic Purposes.

CUNNINGHAM & DE FOURIER CHOICE CANNED GOODS :

Camp Pies. Wild Boars' Head.
Irish Sausages. Potted Meats and Game.
Sardine, Anchovy and Bloater Paste.

Every first-class Grocer should have the above goods in stock.

CAVERHILL, ROSE, HUGHES & CO., Montreal.

BEST GOODS IN THE MARKET.

FRANKFORT, CAMBRIDGE, BOLOGNA,
CHICKEN, HAM and TONGUE
SAUSAGES.

PUT UP BY THE MOFFATT PACKING CO.,
MONTREAL.





"EMPIRE" TOBACCO.

BUSINESS TENACITY.

The temptation to abandon one vocation for another is greatly increased by the false lights in which you see other people's work, and other people's circumstances. Most men prosper to their neighbors, who see only their mode of life, and their expenditures, knowing nothing of their toil or of the economy which they find it necessary to practice in private. So, too, every man's work seems easier and more agreeable than our own, simply because we see it from the outside, knowing nothing of the drudgery incident to it, the difficulty of doing it or the poverty of its results as its doer knows them. Of our own work we tire now and then, and when we do we exaggerate its difficulty and disagreeable things attending it. Its results are much smaller than we had hoped, perhaps, and we naturally assume that they are smaller than those obtained by our neighbor. We draw unjust comparisons between his lot or his work and our own, knowing our own perfectly and his imperfectly. Now it is a well ascertained fact that the profits of different handicrafts do not materially vary from one standard, and it is safe to say that there is no great difference between the net results of all the different vocations open to any one man. In other words, every man's money making power is limited by his character, his intellectual capacity, his education and his capital. These enable him to follow any one of certain vocations, and his earnings will be substantially the same whether he adopt one or another of the callings thus open to him. What the result would be if he had a larger capital, or a better education, or greater capacity, and so were fitted for some business which he cannot follow at all as he is, it is not worth while to inquire. Such as he is, he is capable of making a certain amount of money, and he could hardly increase the amount if his business were other than it is. To change, therefore, from one of the businesses open to him to another which cannot pay better, it is useless in any case, and, when the change is from a calling in which the man is an expert to one in which he is a mere tryo, it is mere folly. And yet changes of this kind are made every day by men who seriously hope to better their conditions in this way. Now and then one does benefit himself by such a change, and this fact serves to tempt others all the more strongly. But cases of this kind are rare exceptions to a well-nigh universal rule, and when they occur at all, there is nearly always some factor involved which is not common to all other cases at all. The man has some special fitness for the new undertaking, or was in some way specially unfitted for the old; or he is a man of more than ordinary versatility; or he has entered upon his new calling under peculiarly favorable auspices; or, as is sometimes the case, pure accident has come to his assistance. Whatever the cause of his

success may be, it is exceptional, and in no way affects the rule that it is always dangerous and often disastrous to change from one vocation to another.—B. C. Commercial Journal.

SALMON IN GLASS.

An extremely interesting experiment has been proceeding at the Bon Accord Salmon Cannery during the past week, namely, the packing of salmon in glass jars. The glass jars were manufactured in England, and are of the capacity of an ordinary one-pound can. They are rendered air tight by an appliance similar to that used in fruit preserving jars, a zinc screw cap fitting over a rim of rubber in such a manner that the zinc and rubber do not come into contact with the fish. The cooking process is performed in precisely similar manner to that employed in ordinary canning, a puncture or "blow-hole" being left in the glass cap. After the cooking is finished, this puncture is closed with sealing wax. The experiment is regarded as highly successful, the only drawback being the cracking of some of the jars occasioned by the sudden change of temperature upon being removed from the oven. It is believed, however, that this will be wholly obviated by the use of another description of glass. In all, some 15 or 20 cases were put up, and these will be shipped to the old country. Fish packed in this manner would cost about 50 per cent. more than the ordinary canned article to the consumer, but they would command a ready sale among a class of people to whom the extra cost would be no obstacle in purchasing. There has always been a more or less pronounced antipathy in England to canned goods, and though it is perhaps felt less now than at any time heretofore, owing to the uniform excellence of the Fraser River pack, still there is a considerable section of the more wealthy class of people who would always give the preference to fish preserved in glass.

The barque Guy C. Goss; with a cargo of \$500,000 worth of tea, dropped anchor at Tocoma, on Saturday, 44 days from Yokohama, long overdue. When 15 days out, "Tom" Hiskiaski, a Japanese sailor, mounted to the topsail to reef it during a gale. A lurch of the vessel threw him headlong into the sea, and he was seen suddenly to disappear. The lifeboat was put out, but no trace of the missing sailor was found. When returning to the vessel, a whale rose to the surface. The crew then suspected what had become of Hiskiaski. The whale seemed to be in great distress. Suddenly, after a violent convulsion, Hiskiaski was thrown from the whale's mouth onto the crest of a wave and upon the deck of the Goss. He was unconscious and badly injured. Careful nursing brought him around, and he is now in his normal health. Capt. Mallette vouches for the truth of this story, and the sailor was pointed out.

ALL GROCERS SHOULD SELL
THE
Baltimore
Fruit
Puddine.

Manufactured by
ELLIS & KEIGHLEY,
TORONTO.

M. LEFEBVRE & CO.



Established 1849.

GOLD, SILVER

—AND—

BRONZE MEDALS

20 1st prizes.

Reg. Trade Mark.

MICHEL LEFEBVRE & CO'Y

Manufacturers of

Lion--L--Brand

Pure Vinegars, Mixed Pickles, Jellies, Jams,
Preserves.

Montreal, P.Q.

P. DOTY & SON,

(Successors to W. B. Chisholm)

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 bas-
kets.
Fruit package of all des-
criptions.

OAKVILLE ONT.

SOMETHING NEW !
A GREAT TREAT.

Fresh Cod

TONGUES

In 1 lb. Tins.

This is the Delicacy of the Season.

Pronounced by connoisseurs far ahead of
oysters.

A GREAT LUXURY.

Apply to

EBY, BLAIN & CO., Toronto.

STEWART MUNN & CO., Montreal.

JAS. TURNER & CO.,) Hamilton.

LUCAS, PARK & CO.,)

Send for Samples.



STUART,
HARVEY & Co.
Importers and

WHOLESALE GROCERS

A Large and Well-Assorted Stock of

Teas, Sugars and General Groceries

HAMILTON, ONT.

FOR THE
HOME, PICNIC,
CRUISE, or CAMP

The "STAR BRAND" delicious

HAMS & BACON

CAN BE HAD FROM ALL THE
BEST GROCERS

F. W. FEARMAN,
Hamilton, Ont.

E. Lazenby & Sons,

18 Trinity St., London, S.E.

SOLE PROPRIETORS OF

Lazenby's Harvey Sauce,

We beg to remind our friends that EVERY ARTICLE
prepared by us is ENTIRELY UNADULTERATED and
our labels are affixed to the CHOICEST DESCRIPTION
OF GOODS only.

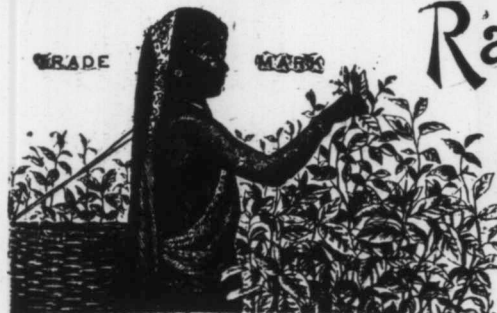
For full Price List on application to

A. P. TIPPET & CO.,

1 Wellington St. E., Toronto.
or St. JOHN, N.B.



Just one year ago Ram Lal's Tea was placed on the Canadian market.



Ram Lal's
PURE
INDIAN TEA

GUARANTEED ABSOLUTELY PURE
AS MANUFACTURED ON THE
GARDENS IN INDIA.

Sales to date amount to two
thousand five hundred chests
which proves to the grocer
that Ram Lal's is the favor-
ite blend of pure Indian pack-
age Tea

JAMES TURNER & CO.,

WHOLESALE AGENTS.

Hamilton.



The dried herring industry recently started on the Ducks has collapsed.

H. & W. J. Crothers, biscuit manufacturers, Kingston, Ont., have dissolved partnership.

The retail grocers', Hamilton Association, made \$150 or \$200 out of their picnic at Oakville.

Kingston business men are talking of setting apart one week in every summer for decoration purposes.

Perrin's Biscuit Factory employes and their families and friends picnicked at Port Stanley, Saturday.

A number of Aurora merchants have decided to close their stores at 6 each evening excepting Saturday.

Mr. Fraser Viger's grocery, at the corner of Bleury and St. Catharine streets, Montreal, was burnt on Saturday.

Velie & Carey, wholesale liquor merchants, Winnipeg, have moved into the store lately occupied by H. A. Seed.

The Hamilton and Dundas grocers are arranging for a game of baseball to be played in the park in the near future.

A deputation of Hamilton wholesale grocers were in London, on Friday, on business connected with the grocers' guild.

The grocers, of Woodstock, have agreed to close their places of business on and after Aug. 1, at 7 p.m., Saturdays excepted.

Owing to the pressure of the sugar trade the wholesale houses are unable to keep strictly to the 5 o'clock closing agreement.

THE GROCER acknowledges with thanks the receipt of an invitation to picnic on the 5th prox., of the Montreal Grocers' Association.

The stock of Mr. M. Robertson, grocer St. Thomas, Ont., was sold on Saturday by auction to Mr. W. Trott, at 41 cents on the dollar.

The Vancouver Sugar Refinery Company expect to have their new works ready for operation in December. The capacity will be 250 barrels per day.

The grocers of St. John, N. B., held a meeting and decided in regard to closing at 7 p.m. the year round, to refer the matter to the various trades unions.

P. C. Larkin & Co. have now everything in ship-shape in their new premises at No. 25 Front street east, Toronto, whither they transferred themselves from their former place of business on Colborne street. They have got through the reconstruction confusion incidental to every moving, with un-

usual despatch, though all the while, like all the other wholesale grocers, they were fairly besieged with orders for sugar.

The merchants of Middlemiss have drawn up and signed an agreement to the effect that the stores will be closed three nights a week, viz., Monday, Wednesday and Friday, at 8 o'clock sharp.

Arthur V. Rose and W. A. Clark have dissolved the partnership under which they carried on business as fruiterers and general merchants in Vancouver, B. C. M. Clark continues the business.

Mr. W. H. Seyler has forsaken his accustomed place in the sample room of Eby, Blain & Co., and is seeking in rural solitudes a little of that peace to which his poetic soul has been a stranger since the Budget came down. He will soon be back.

Trade on the Pacific coast is being opened up quite early this year, the travelers of Toronto houses doing business there having departed some days ago. A large season's trade is anticipated.

The Montreal representatives of foreign houses are on the market with fine liquors earlier than usual this year. The goods of John de Kuyper & Son, Rotterdam; Martell & Co., Cognac, and E. & J. Burke, Dublin and Liverpool, are now offering.

The early closing movement in Aylmer is about given up already. Most of the merchants make a pretence at closing, but the key is often left in the door, and the proprietor may be seen standing a few feet away, enjoying the pleasure of an evening's outing.—Aylmer Express.

Thomas G. Somerville, general merchant, of Fitzroy, made an assignment on Monday to Messrs. Mutchmor & Gordon. The assets are about \$2,000 and the liabilities about the same amount. His creditors will meet at 3 o'clock, on August 5th, in Messrs. Mutchmor & Gordon's office.

G. Hector Clemes, representing the J. B. McLean Co., of Toronto, trade journal publishers, was in Winnipeg last week, and will make a trip as far as the coast, in the interest of the four trade journals published by the company, the best known of which is probably the CANADIAN GROCER.—Winnipeg Commercial.

The Canadian Salt Association has reduced the prices of salt. Notice has been given that the price of fine or coarse salt, in carload lots, will be 85 cents per barrel, free on board cars at point of shipment. The price of coarse salt was formerly \$1.10 per barrel. It sells now in the United States at 60 cents a barrel.

A meeting of the creditors of Mr. St. Pierre, insolvent general merchant, of Sarsfield, Ont., was held Saturday in Mr. Larmonth's office. The inspectors are Messrs. J. M. Garland, John McLean and W. Lesperance of Montreal. Mr. Larmonth was confirmed as assignee. The insolvent made

an offer of about 25 cents on the dollar to his creditors. It was not accepted and the assignee was instructed to sell the estate.

The Montreal Exposition Company has issued its circular announcing the 17th to the 25th of September, as the time of its next Exhibition. The Company proposes to make the Exhibition an annual event in the agricultural and industrial life of the Province of Quebec. Arrangements have been made for a large exhibit in all lines.

Belgian butter is now sent to China via the Canadian Pacific railway. The time is not far distant when a large butter trade will be done with the East from the Canadian Pacific coast. What portion of this trade will be in Canadian butter depends on Canada learning to make the class of butter that will stand the voyage and suit the market.

Lucas, Park & Co., of Hamilton, have a second shipment of the "Under Two Flags" Japan tea on the G. C. Goss. Her passage of 44 days was a long one. The now celebrated Tom His Kiaski was one of her crew. Messrs. Lucas, Park & Co. still claim to fill all customers' sugar orders promptly and have no back orders on hand.

Mr. James C. Fraser, of Liverpool, Eng., accompanied by Mr. Robert Munroe, of Montreal, both of whom are directors of the Woodside Sugar Refinery, near Halifax, paid a joint visit to the new refinery there. Upon their return to Montreal they report business very brisk and have no doubt that the old country capitalists, who have purchased this refinery, will be well pleased with their investment. Under vigorous management, only the finest quality of goods will be made. The Woodside brand has already been shipped to every distributing point, where there are jobbers, in the Dominion. It need scarcely be said that the shareholders are elated at the warm reception the Woodside sugars have met with.

No young man can possibly have mistaken his calling who finds in it what the world wants done. Soap and water are cheap, but soil on goods is expensive.

A customer secured is a promise of greater salary in time.

Goods conveniently located save time, money and temper in showing.

STORAGE FREE AND IN BOND.

Customs Entries Passed, and goods stored at lowest rates. Special facilities for shipping goods to all points. Goods MARKED and WEIGHTS and GUAGES taken CORRECTLY. You can save DOUBLE FREIGHTS by keeping Teas, Sugars and other heavy goods with us.

BLAIKLOCK BROS, Agents,
17 Common St., MONTREAL.

One Trial

Will convince you that the "MALLAWALLA" blend of Pure Indian and Ceylon teas is something delicious and a sure favorite with black tea drinkers, 1 lb. and 1-2 lb. tin foil packages, 50 lbs. in a case. If you want the best buy "MALLAWALLA."

DIAMOND BAKING POWDER in ¼, ½ and 1 lb. tins is more satisfactory and nets you a better profit than any first-class powder on the market.

Merit tells, "Wherever sold it has been a repeater." Have you tried it?

W. H. GILLARD & CO.,
WHOLESALE GROGERS, HAMILTON, ONT.,
 Agents for Canada.

ORIENT MILLS.
SINCLAIR, HOOD & CO.,
 (SUCCESSORS TO W. A. BRADSHAW & CO.)
 Importers and Manufacturers of
 Coffees,
 Spices,
 Mustards,
 CREAM OF TARTAR, BAKING POWDERS,
 FLAVORING EXTRACTS, ETC.
 48-50 Lombard Street, Toronto.

JOHN PETERS & CO.,
 General Commission Merchants
 and Brokers,
 Halifax, N. S. and
 Kingston, Jamaica, W.I.
 Agents for The **E. B. EDDY MFG CO.,**
HULL, P. Q.

We are open to accept one or two more Agencies of first-class houses, either at Halifax or Kingston. We have a good connection and splendid storage facilities.
 References: The Merchants Bank of Halifax.
 The E. B. Eddy Mfg Co., Hull, P.Q.
 The Mercantile Agencies.

JAMES E. BAILLIE,
PORK PACKER, TORONTO.

Hams, Breakfast Bacon Rolls.



GANONG BROS.,

ST. STEPHEN, N.B.

MANUFACTURERS OF THE



CHOCOLATES.

N. K. FAIRBANK & CO.,

COMPOUND



REFINED LARD.

185 WELLINGTON ST., MONTREAL.
 CHICAGO. ST. LOUIS. NEW YORK.

Condensed Mince Meat.

Delicious Mince Pies every day in the year.

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

Sells at all seasons.

Will not ferment in warm weather.



Although fruits are scarce and high, price same as last season, \$13.50 per gross net.

Packed in ¼ and ½ gross cases.

Ask your wholesale grocer for it.

Sole manufacturer for Canada.

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

GEO. MATTHEWS

-PACKER and CURER.-



HAMS

BACON

LARD

PORK



PURE LEAF LARD A SPECIALTY.

PACKING HOUSES, OTTAWA, PETERBORO' and LINSLEY, ONT.



TORONTO MARKETS.

TORONTO, July 30, 1891.
GROCERIES.

There is little versatility about trade these days. One week is the counterpart of another, the supreme demand for sugar causing a monotony of dulness in nearly all other lines and incessant activity in that one line. There is a general disposition to look ahead hopefully and anticipate a good fall trade, which reports of the crops just now warrant. The weather, too, is favorable to the taking off of the harvest, and a better spirit is prevailing in the country. At present money is not found to be over-plentiful, current expenses for help, etc., in the fields, taking up the ready money of the farmers. Engagements are met with reasonable promptness.

CANNED GOODS.

There is small danger of an eclipse in the canned goods market owing to any conjunction between old and new stocks. Goods of the '90 pack will leave the horizon pretty clear for the advent of the new pack. What few tomatoes are yet to be had are very firmly held at \$1.60. That price was quoted to an outside jobber who made an inquiry that included nearly all the goods on this market. Corn and peas are unchanged. What interest there is in the market is bestowed almost entirely on future business, which elicits increasing enquiry every day. The basis for vegetables is pretty firm at \$1.05. An offer of \$1 by a local jobber for a 2,000-case lot of tomatoes was declined. Though there is more active enquiry now than there was a week ago there is not yet so brisk a movement of orders for future goods, probably the sugar business engrosses too much attention for the usual amount to be given to canned goods. A small lot of new peas to sell at \$1.15 has been received by a few houses, but there is no eagerness to push business in them till the peas are matured goods. In future salmon the jobbers are moving upon the market very warily. Their past experience inclines them to put upon the canners the carrying of the stock to a greater extent than heretofore. The canners report a short run. There is an advance in the price of Clover Leaf Lobster to \$2.95, the canners stating that storms and the attacks of warships along the Newfoundland coast have precluded the possibility of realizing half a pack. They are withholding fully one-half of the quantity contracted for by the local house which handles the brand.

Authentic private advices received on Monday morning from Victoria, B.C., say: "The reports from the north are that the run so far has been a failure. No fish on Nash or Albert bay, few on River's inlet and only fair on Skeena, while on the Fraser river they are away below the mark. Salmon dealers here seem anxious to buy now in anticipation of a rise."

Sloan & Crowther received their first car of Clover Leaf lobster on Monday,

COFFEE.

Dulness continues. The demand has no energy in it, but prices are firm, particularly in Javas, fine grades of which cannot be jobbed out under 30c. An outside advance is the cause.

The New York Commercial Bulletin of Monday, says: The market for Brazils has kept in very good shape all this week, developing a fair business, gaining a little in price, and strengthening the convictions of those who believe that the selling side must carry the advantage without difficulty well into the fall months. Buyers have not taken hold with quite the avidity that might be deemed thoroughly satisfactory by the more sanguine, but holders claim to feel greatly encouraged, especially upon the better qualities likely to become available for early delivery, and express the usual determination to carry. Exactly how the speculative element feels it is difficult to determine, in view of the flatly contradictory statements at times to be heard, and the variable policy pursued. In a general way, however, the bulls have carried most of the advantages, and forced a considerable covering, especially upon near-by months. To-day the turn was rather in an opposite direction, and buyers had the advantage throughout. The local bull element did not appear to be either aggressive or even very greatly on the defensive, and with Europe inclined to sell, rates settled and left final figures 5 to 15 points off. On the street there was light trading, and to some extent a nominal tone, though holders claiming to ask full former rates, with much firmness, and making only a moderate offering. Sales are reported of 250 bags well-dried No. 8 at 17 3/8c from near-by steamer, and 500 bags No. 7 at 17c. per Catania. European advices were tame to-day, with Brazilian accounts somewhat ambiguous, though evidences pointed to continued weakness in sterling exchange, and some of the trade had an idea that some sort of financial trouble may be brewing.

DRIED FRUIT.

This week's trade adds no new features to those which have been made familiar by the past few weeks reports. Trade is moderately good, the harvest season awakening a considerable demand, which the easy prices of Valencia raisins have seconded. These are still plentiful and cheap at 4 1/2 to 6c. Currants have not relapsed from the firmness which the last advance in New York imparted to their position. They quote at 6 1/2 to 6 3/4c. for barrels and 6 3/8 to 6 3/4c. in half barrels. Other grades are unchanged. Prunes are weak at 6 1/2 and upwards for cases.

From Denia reports of the Valencia raisin crop by private communication are to the effect that favorable weather is being experienced, that the bunches of berries are thriving, and that the total yield will probably not reach 700,000 quintals, or about 200,000 quintals less than last year. Prices are expected to rule low. The opening price promises not to exceed, and perhaps not reach, that of a year ago. The gathering will begin on the 10th of August.

Cable advices from Patras quote prices on new currants on about a parity with those of last year's opening market.

NUTS.

The usual off and on trade in nuts goes on. Stocks are light and prices steady. A slightly better demand rules this week than was operative a week ago.

Ferd, Ballard & Co., Messina, advise importers here that a very active United States demand for filberts has caused an advance

in the price of about 10s. on last month's quotations. They are reported to be fully one-third short of last year's supply.

RICE AND SPICES.

A good demand for rice subsists, and Aracan is firmer under its action a 3/4 to 4c., the contract price being \$3.70 at the mills. Spices are featureless, the usual domestic consumption keeping the market going.

Perkins, Ince & Co. have received a direct shipment of Japan rice, ex s. s. Empress of India. It is imported ready milled.

SUGAR.

There have been no lulls in the demand for sugar. The demand, indeed, is not so much a matter of to-day as is the clamor from all parts about delay on the part of the supply. A very large part of the contracts for sugar now wanted was recorded a few days after the duty was taken off, that event having precipitated a demand made voracious by long previous fasting, as it were, and further sharpened by the promise of the fruit crops. There is a new demand springing up every day though trying to get orders in edgewise between some of those of long standing, but those fare poorly who had not ordered early in the month at latest. Some jobbers in their eagerness to get granulated for their customers and in their despair of getting any for some time from the refiners have offered above the list price to get temporary supplies from their neighbors on the street. The situation was somewhat relieved on Monday, when supplies of Grocers' A, long off this market, were received to supplement the quantity of granulated here. It proved an acceptable substitute, being only a grade inferior to granulated and selling 1/2c. lower. It had pretty well gone out of trade during the past few years, the small difference between it and granulated determining the popular choice in favor of the latter. The pans being idle the refiners could keep them into use simultaneously with those for producing granulated. Raws have also come in to help out yellows but they were less needed for that purpose, as there is no appreciable deficit of yellow. There is a demand for raws, however, at 3/4

CLEMES BROS. :-

We can sell you Lemons
and Oranges right this week.

Write us.

51 Front St. East,
Toronto.

Fine New Ceylon Teas
In 50 lb. Chests.

These Teas are from the Celebrated

Gartmore Estate,

a small parcel of whose teas brought recently
on the London market over \$100.00 per lb.
See London Graphic, Midsummer Number.

P. C. LARKIN & Co.,
WHOLESALE GROCERS,
25 FRONT ST. E.

St. Leon at the top of the Tree at Last.



We have at last obtained for St. Leon the praiseworthy title of being the best Mineral Water known for Uric Acid, Diathesis, Gout, Rheumatism and diseases of the kidneys, including Diabetes, Melitus, and Bright's Disease of the kidneys, when freely used.

The Hotel in connection with the springs opened on Monday, June 15th, with a full and well-equipped staff of waiters, etc., managed by Mr. M. A. Thomas.

Take a trip down to the Springs this summer, and enjoy yourself for a month and return home recuperated and feeling like a new person.

St. Leon Mineral Water Co., Ltd.,
Head Office, 101 1/4 King St. W., Toronto.
BRANCH—Tidy's Flour Depot, 164 Yonge St.

ALL GROCERS SHOULD SELL
THE
**BALTIMORE
FRUIT
PUDDINE.**

Manufactured by
ELLIS & KEIGHLEY,
TORONTO.

TO GROCERS.
SIMCOE CANNING COY'S

Goods are warranted first-class.

PUSH THEM.

Order through your wholesale
House.

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



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

IS A BOOK

Which will secure to you a larger profit than you are at present making,

Which will secure an increasing trade,

ANY USE TO YOU ?

THE 26 SPECIMEN BLENDS contained in "Tea and the Science of Blending" will show you how this may be done.

Criticised most favorably by THE CANADIAN GROCER and countenanced by the largest Manufacturers and leading Wholesale Houses in Canada.

R. S. McINDOE, 24 Front St. E.,

PRICE 1.00.

TORONTO.

REFERENCE : The Wholesale Grocery Trade of Toronto.



Seasonable Goods.

The Celebrated "Reindeer Brand" Preparations : " Condensed Milk " " Condensed Coffee " and " Condensed Cocoa " are admirably suited for Picnics, Holiday Excursions, &c., &c.

Sold by First-Class Grocers everywhere.

The Truro Condensed Milk and Canning Co., Ltd.,
Manufacturers,
Truro, Nova Scotia

James Lumbers

Wholesale Grocer,

67 FRONT STREET EAST,

TORONTO, ONT.

MARKETS—Continued.

to 4c., which takes them off the market rapidly. Granulated quotes at 5½c. for less than 15 barrels, and 5c. for not less than 15 barrels. Grocers' A quotes ½c. below these prices, that is at 5c. for less than 15 barrel lots, and 4½c. for not less than 15 barrel lots. Yellows are firm 4c. upwards. Raws are 3¾ to 4c. The grades of raw in stock are very dark.

The Moncton refinery is quoting once more, it having withdrawn quotations some time ago on account of not being able to fill orders beyond those in hand. Its price at the refinery is 4½c net cash.

The Montreal refineries are evidently doing their best to satisfy the demand. One house here received an invoice from one of them dated on Sunday last. They are working all the time.

Willet & Gray in their weekly report from New York say: A mysterious quietness has brooded over the refined market this week which will require a little waiting to explain. Refiners were so confident that the demand of the season had set in that they felt their way towards a further advance of 1-16c, but, to their disappointment, they find they were over sanguine, and have been obliged to abandon the attempt to advance prices at this time. The country seems to be able to get along with the very full supplies which are now being turned out, which are evidently a little in excess of the absorbing power, which is probably the real reason of the apparent present dulness of the refined sugar trade, which is evidently more apparent than real, judging by the figures of consumption now going on, and the demand only needs a little time to catch up to refiners' extreme expectations, as shown by their disposition to constant over-production.

SYRUPS AND MOLASSES.

Not much activity characterizes this department, the time of year not propitious. Low grade syrups would sell if they could be supplied. Molasses is in some request, fine table grade of New Orleans being somewhat active at about 55c. West Indies stock moves slowly.

Syrups from the new Vancouver refinery are offering freely on this market at 2¾ to 3½c.

TEAS.

The big sugar movement has been somewhat adverse to the tea market, which is usually more active at this time of year than it is at present. Interest in it has begun to open up, however, and drawing has begun to be a feature of the activity in sample rooms. Consignments of New Darjeelings will be here soon. Japans as low as 17 to 18c. are on hand and in very good request. Young Hysons are wanted, but of course cannot be supplied.

The latest private advices from Calcutta report a good demand for all grades of Indian except medium Pekoe Souchongs, which sold rather in buyers' favor. Even-leaf Pekoes, without much liquor, are wanted



ANSWERS I

SPRINGHILL, Nov. 13, 1887.

DEAR SIR,—I have only been from England about six months. I like your Soap better than any I have used either in the old country or this. I am sure it is superior to any other.

I remain yours truly, S. MURRAY.

PICTOU, ONT.

ST. CROIX SOAP CO.—I can assure you I could not get along without your valuable Soap (Surprise) in my large family.

MRS. S. HOLLINGWORTH.

ST. MARYS, ONT.

ST. CROIX SOAP CO.—We find Surprise Soap all you claim for it.

MIRA POTTERFIELD.

ST. JOHN, N.B.

DEAR SIR,—I came from the Upper Provinces and have used several brands of Soap before I tried yours. Your Soap surprised me, indeed. Since using it I have discarded Pearline, washing soda and all other compounds. One seven cent cake cleanses a fortnight's wash, does the after cleaning and scrubbing up, with a piece to spare. Then the perfume makes it a nice toilet soap.

MRS. B. MITCHELL.

The St. Croix Soap Mf'g Co.,

St. Stephen, N. B.

Branches:

MONTREAL: 17 St. Nicholas St.

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

for Bombay at enhanced values. Fine parcels are very scarce. The few good liquoring invoices sell readily.

PETROLEUM.

Local prices quote on last week's basis. Business is considered good for the season, as it is expected to be its quietest in mid-summer.

The Petrolia Advertiser reports: Petrolia crude \$1.31 per bbl., Oil Springs crude \$1.31 per bbl. There is nothing of importance to report this week. Business is quiet on 'Change. Above quotations were the closing prices yesterday. Refined is unchanged and may be quoted at 12½ to 13c. f.o.b. here.

DRUGS AND CHEMICALS.

The cool weather has flattened trade in seasonable goods. Flies are not plentiful, plant insects are not particularly numerous and the call for summer beverages is not up to the average in this rather dry, cool weather. Quinine runs from 25 to 38c. There is no other change in prices.

The United Alkali Company, which controls, with one exception, the whole of the British chemical trade, has withdrawn quotations for bleach. This will affect the paper-making industry somewhat, as withdrawal is generally equivalent to a warning that an advance will be made.

BUTTER AND CHEESE.

The butter market is dull. The best western dairy goes off readily but the highest price paid, and that rarely, is 15c. The ruling quotation for choice dairy is 14c. There is no excess of that class. What keeps prices heavy for it is the fact that other grades of butter only a few removes below

the best abound, and as they make a fairly acceptable substitute for the best, consumption would betake itself to them and neglect the best were any movement made to advance prices on the latter. Medium grades range from 11½ to 13c. common from 9 to 11c. Creamery butter is not favored with demand it had last year. Houses that averaged 1000 lbs. of rolls for every day's sales last July find it up-hill work to get rid of 300 lbs. per day, and have had to have their supplies from the factories reduced. The prices is 21 to 23c. Creamery tubs are nearly lifeless. Prices are slow and supplies so liberal in dairy tub that this market offers a poor opening to creamery tub at 19c.

Cheese is firm at 9 to 9½c., with a quarter higher now and then quoted.

COUNTRY PRODUCE.

BEANS—A revived inquiry for beans fails to bring any additions of consequence to the small stock upon the market, which is firm at \$1.70 to \$1.80.

DRIED APPLES—Are lifeless at 8½ to 9c. EVAPORATED APPLES—Are seldom called for, while a fair amount of stock offers at 13½ to 14c.

EGGS—The market has weakened to 13 and 13½c. Several houses were overstocked and came to the lower figure for relief, as they considered any excess undesirable in summer weather. Coolness has shortened receipts somewhat and favored the possibility of firmer prices.

HAY—All that comes baled is taken at \$11.50 to \$12, but there is only a limited quantity moving. On the part of both the supply and the demand there is a disposition to await advantageous developments.

WE ARE BUYING

Dried Apples.

SEND SAMPLES AND QUOTATIONS

ESTABLISHED 1866.

STANWAY & BAYLEY.
BROKERS

AND GENERAL COMMISSION MERCHANTS.

44 FRONT ST. EAST, TORONTO.

WE ARE BUYING

Evaporated Apples

SEND SAMPLES AND QUOTATIONS.

ALL GROCERS SHOULD SELL
THE
**BALTIMORE
FRUIT
PUDDINE.**

Manufactured by
ELLIS & KEIGHLEY,
TORONTO.

GEO. C. THOMPSON. CHAS R. KING.
THOMPSON & KING,
Consignees, Brokers, General Commission
and Mercantile Agents,
51 Wharf Street, cor. Fort, Victoria, B.C.
Storage. Correspondence Solicited.

T. W. CLARK & CO.,
General Commission and Provision Mer-
chants and Wholesale Dealers in
Dairy Products.

Consignments solicited and business transacted
for Eastern Canada Merchants.
Established 1886.

VANCOUVER, B.C.

References: Bank of British Columbia.

WILLIAM RYAN,
Produce and Commission Merchant,
72 FRONT ST. EAST, Toronto, Ont.

**WANTED,
CHOICE DAIRY BUTTER**

Correspondence Solicited.



All kinds of produce handled. Consign-
ments solicited. Carriers supplied.

J. CLEGHORN & SON,
Wholesale Fruits, Fish and Oysters
94 YONGE ST., TORONTO.
ORANGES.

Last car of Florida oranges for the season
just received. Fancy stock. Send for prices
of oranges and lemons. Prices are advanc-
ing daily.

J.F. YOUNG & CO.,
PRODUCE AND COMMISSION MERCHANTS
74 Front St. E., Toronto.

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

Prompt Sales and Quick Returns.
We Furnish Egg Cases. Try Us.

R. C. MURDOCH AND CO.,
Commission and Wholesale Fruits.

FANCY CALIFORNIA EVAPORATED AND
GREEN FRUITS A SPECIALTY.

Correspondence solicited, and prices on Foreign
Fruits, Figs, Dates, Nuts, etc., furnished on appli-
cation.

29 Church St., Toronto
TELEPHONE 806.

ESTABLISHED 1841.

W. H. Schwartz and Sons,
Coffees,
Spices,
Mustard.
HALIFAX, N.S.

**Hams, Breakfast
and Roll Bacon,**
New curing, now ready.

For Choice full flavor goods send us a
Sample order.

Jas. Park & Son,
Toronto, Ontario.

**GOLDEN BRAND
CANNED
FINNAN HADDIE**

Are put up in flat and tall tins.
Quality guaranteed.

AGENTS,
H. W. NORTHRUP & Co.
South Wharf, Saint John, N. B.

KING, GRAINGER & CO.
81 Front St. E.
Produce and Commission Merchants.
BUTTER, EGGS,
and Country Produce.

Correspondence Solicited. Prompt Returns Mad
TELEPHONE 237.

JNO. A. MOIR,
GENERAL AGENT.
Consignments Solicited.

SPECIALTIES: Canned Goods, Dried
Apples, Evaporated Apples, Codfish.
Quotations and samples sent on applica-
tion. A trial solicited.

41 St. Francois Xavier Sts., Montreal.

LAURENCE GIBB
Provision Merchant,
83 COLBORNE STREET, - TORONTO.

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

PATENT EGG CARRIERS SUPPLIED.
Good Prices paid for Good Dairy Butter.

JAS. DICKSON & CO.
26 WEST MARKET STREET,
Provision and Commission Merchants.
Eggs, Butter, Hams, Lard, Bacon, Cheese, Dried
Apples, Finnan Haddies, Dried Cod Fish, bought
or sold on commission. Agents for all lines of
Canned Corned Beef. Egg Carriers supplied.

Reesor & Rogers,
Produce and Commission Merchants

Solicit consignments of Country Produce
from Storekeepers.

71 Colborne St., Toronto.
Telephone 2291.

Established 1874.

W. H. SMITH,
Wholesale Produce
Commission Merchant
186 KING ST. EAST, TORONTO.

Wholesale Dealer in Butter, Eggs and General Pro-
duce Consignments solicited First-class reference

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.

MARKETS—Continued.

HIDES—Are unchanged. Under 60 lbs. green are 5c., while over that weight bring 5½c. Cured are quiet at 6c.

HONEY—Sells very slowly, clear being 7 to 10c., and comb 14 to 16c.

HOPS—Stocks are getting light at 35 to 37c. New crop hops are quoted for future delivery from New York at low figures.

POTATOES—Canadian are all that are now on the market. They rule at \$1.75 to \$2.

SKINS—Pelts are 30c. and lambskins 40c. Calfskins are 5 to 7c. At about the beginning of next week the prices of sheep and lambskins are expected to go up.

STRAW—Is very quiet at \$6 to \$8.

WOOL—Continues to be exceedingly dull at 18 to 19c. for fleeces.

FISH.

The market is still lacking in activity. More is doing than was done a week ago, but there is not much at the best. Salmon trout and white fish are 6½c., lake herring \$1.50 to \$1.75 and British Columbia salmon 16 to 17c.

GREEN FRUIT.

Cool weather has been against activity in the green fruit market, particularly in the sale of lemons. These have gone down in consequence to \$4.75 and \$5. Oranges sell at \$4.50 for Sarrentos and \$7.50 for Rodis. Bananas are \$1.75 to \$2 for firsts and \$1.25 for seconds. They are slow of sale and plentiful.

SMALL FRUITS, ETC.

Small fruits are plentiful in all lines but cherries, which are about done. Red raspberries are 8½c., black are 8 to 8½c., gooseberries \$1 to \$1.25, red currants \$1 to \$1.25, black currants \$1.50 to \$1.75. California fruit had a good week of it. Peaches went out at \$2.50 to \$2.75 for Crawfords, purple Duane and Washington plums at \$2.50, German prunes at \$3.25, Bartlett pears at \$3.50 to \$4, California grapes at \$3 to \$3.50. Tomatoes are plentiful at \$1 to \$1.15, a few Canadian being received. Watermelons are becoming a drug on the market at 15 to 20c. A great many have been shipped here. Cucumbers are 40 to 50c. per doz.

PROVISIONS.

Round lots are not the order of the week, but a very brisk jobbing trade is. In this way a considerable quantity of products has gone out within the week, and it makes a very perceptible diminution in local stocks, which are getting light in smoked meats, hams particularly, in long clear bacon, and almost depleted in heavy mess.

BACON—Long clear is firm at 8¼c., bellies at 10½ to 11c., an advance of ½c., backs at 11 to 11½c. or an advance of 1c., rolls at 8½ to 9c.

HAMS—Smoked are very scarce, and have gone up to 12c. firm. The season of most active demand is yet ahead, so that prices are immovable. In sympathy with smoked, sweet pickled are firm and higher, quoting at 10 to 11c.

LARD—Canadian in tubs is 10c., in pails 10½c. Not more than two houses have stock which is firmly held. Compound is 8½ to 9c.

MESS PORK—is all but out of stock, at \$15 for heavy and \$16.50 for short cut.

SALT.

The demand for salt has fallen off somewhat. Haying caused quite a demand for coarse, and butter-making for the firm grades, as well as meats that could not be consumed

British Markets.

Having closed out our local business, we are now prepared to give special attention to all lines of

Canadian Produce

in British Markets.

We have a large trade in
Cheese, Eggs, Butter,
and Apples, also
Canned and Evaporated Goods,
Honey, etc., etc.

Liberal advances made on suitable goods.

Correspondence Solicited.

IMPERIAL PRODUCE CO'Y.,
OF TORONTO, LTD.,
69 Front Street East, Toronto.

while fresh. Two cars of barrel salt moved off at \$1.20, 2 cars of sacks at 70c., and a car of dairy at \$1.25.

DRY GOODS.

One week resembles another very closely in the midsummer dry goods market. Trade shows no new aspect with this week. There is some sorting up going on, and encouragement from reports of the crops in the country.

MONTREAL MARKETS.

MONTREAL, July 28, 1891.

There has been another favorable week to report in the grocery trade, most lines showing a fair movement, while the activity in sugar has continued, and values have a firmer tendency. Further business, out of first hands, is also to be noted in dried fruits, coffees, etc., indicating pretty plainly that jobbers are having a good call from their customers or have good reason for expecting it. On the whole the situation continues quite as favorable.

SUGAR AND SYRUP.

The brisk movement in this article continues—the refiners doing the best they can for their customers. Granulated is quoted very firm, 4½ being the figure, but values have a firmer tendency while yellows are stiff at 4 to 4¼c. The raw sugar to which we referred in our last is very bright crystal stock and is held at 4¼c. while there has been some business in dark Barbadoes at 3½c.

Syrups are firm with a better enquiry, bright stock selling freely at 3c.

MOLASSES.

No further business in a large way is reported in molasses, but there are several round lots on the market to be moved at 40c. We quote 42c. for jobbing business.

TEAS.

The market presents a fair share of activity, mainly on Western accounts, while advices from New York indicate a much stronger tendency. Offerings of low grade here are small. In consequence of the clearing up of the English market for new crop a considerable quantity of black's are coming this way, but the demand is satisfactory.

CANNED GOODS.

There is only a quiet trade in canned goods this week but stocks are well reduced and a good healthy business is expected in the fall. With the uncertainty of values on sugar, contracts for fruit are few until the basis is more firmly established. In fish, lobsters are firm under light offerings, and present stocks of tomatoes having run low jobbers are asking more, \$1.60 to \$1.65 being the range.

COFFEES AND SPICES.

The coffee market has continued fairly active since our last, with supplies kept in small proportions. A fair turn over of Rios is to be noted at 20 to 21c., with Jamaicas about the same. Spices continue quiet, but there has been some business in black pepper out of first hands at 10c. Other spices present no features.

DRIED FRUIT.

There has been an active movement from first hands in this branch of trade, both in currants and raisins. The latter are well reduced, some holders being entirely sold out, while round quantities of currants have been turned over during the week. Barrel stock moved freely at 5½c., and cases at 6 to 6½c., according to quality. Raisins are adopting a firmer tone, and as noted last week the stock of the principal holder has been further reduced, and now nothing really prime can be had under 4c., which is only for round lots, while we quote 4 to 4¼c. as a range. Advices from New York display the same firm tone, stock there being bought up on speculative account, and there is little to be had.

GREEN FRUIT.

There is the usual sort of trade doing in green fruit with nothing particular to say. Oranges are unchanged at \$6 to \$7 per case, while lemons are somewhat lower at \$4 to \$5 per box. Pineapples, bananas, etc., are unchanged.

FISH.

This market remains quiet and featureless, with only a jobbing business to note. The coming month will probably see some fair receipts of new stock and more will be doing.

HOPS.

There is no change locally in this article since our last, and the spot market is a purely nominal one. About 20c. is the idea for stock.

PROVISIONS.

There is a fair demand reported for provisions. Packers and holders of pork are very firm in their views, the price of short cut being advanced to \$17 to \$17.25 per bbl. Canadian short cut, per barrel, \$17.00 to \$17.25; mess pork, western, per barrel \$15.00 to \$15.50; short cut, western, per bbl \$17.00 to \$17.25; hams, city cured, per pound 10 to 11c.; hams, canvassed, per lb 0 00 to 0 00c.; lard, Canadian, in pails, 8¾ to 9c.; bacon, per pound, 9 to 10c.; lard, com., refined, per lb, 7¾ to 8c.

EGGS.

There has been no change in this market since our last and prices have maintained a steady level throughout. The demand continues very satisfactory and prices are the same at 12½ to 13c.

MONTREAL MARKETS—Continued.

BUTTER.

Our remarks of a week ago may be repeated in connection with this market for there has been no alteration whatever. News from different parts of the country indicate that the stock is being held in first hands for extreme figures, consequently the movement aside from the jobbing demand on local account is restricted. Creamery 18 to 19c., townships dairy 16 to 18c., Morrisburg and Brockville 16 to 17c., western dairy 14 to 15c.

CHEESE.

After the activity of the previous week we have now a rather quiet market but prices are steady. There is a disposition for business at about present values but the danger is in the fact that the factorymen are disposed to wring extreme figures out of buyers. With the Britisher as he feels at present this is quite as likely to check the demand as not. We quote: Finest colored 8 7/8 to 9c., finest white 8 5/8 to 8 3/4 c., fine 8 3/8 to 8 1/2 c., medium 8 1/4 to 8 3/8, cable 44s.

GRAIN.

The demand for grain continues small. Oats are easier in the West, being quoted at 53c, and sales have been made for spot account at some concession. The stocks in store show a decrease of 15,890 bushels of wheat, 2,704 bushels of corn, 11,863 bushels of peas, 2,417 bushels of oats, and an increase of 7,028 bushels of barley compared with a week ago. Compared with the same period last year there is an increase of 284-

GURD'S

Ginger Ale is guaranteed Superior to all others. Orders promptly attended to.

Brantford New Mills.

DEAR SIR,—We can supply you with Flour, Meal and Feed in whole or mixed cars, at prices as low, if not lower, than any firm in Ontario, and should you favor us with a trial order, we feel confident of a continuance of your trade. Orders filled promptly. Wire for prices. Yours, etc.,

J. & R. ROBSON,
Brantford, Ont.

Dont' Fail to Get

—A BOX OF—

Adams' Monte Cristo CHEWING GUM.

Each box contains a brilliant ring which is set in the latest Parisian style. Be sure to ask your Jobber for it.

ADAMS & SONS' CO'Y

11 and 13 Jarvis St., Toronto.

TO THE TRADE

—IN—

Canned Goods.

We are making all arrangements for this season's pack—and enlarging our factory considerably—Thanks for last season's trade and soliciting this year's.

Faithfully yours,

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

MELDRUM & DAVIDSON,

MERCHANT MILLERS,
PETERBORO',

MANUFACTURERS OF
Choice Winter Wheat and Manitoba

FLOURS

Mikado, White Lilly,
Delight, Manitoba.

Feed of all kinds and Mixed Cars a Specialty. It will pay you to give trial order.

HALIFAX AGENT. J. P. Cox.

Dominion Mills,
LONDON, ONT.

HEADQUARTERS FOR

OATMEAL

CORNMEAL, POT BARLEY,
SPLIT PEAS, ROLLED WHEAT,
AND ALL BREAKFAST CEREALS.

Write for Samples and Prices.

CARTLEY & THOMSON,
303 to 311 Talbot St.

The Ontario Produce Co'y.

Produce Brokers and Commission Agents,
70 COLBORNE STREET, TORONTO.

BUTTER

—AND—

EGGS

In good demand and prices improving.

Also solicit consignments of Cheese, Fish,
Fruit, Potatoes.

THE "MONSOON" BRAND

—OF—

PURE INDIAN TEA

Is the brand to handle if you want to satisfy your customers with a fragrant and delicious tea.

Grown on the gardens of

STEEL, HAYTER & CO.,
Calcutta, London, Eng., and Toronto.

Canadian White Enamel Sign Co.,
Sole Agents for Caesar Bros.
The Most Durable Sign Letter.

4 Adelaide St. W., Toronto.

A responsible agent wanted in every town and city.

N. WENGER & BROS.,
AYTON, ONT.

- - MILLERS - -

(Hungarian Process)

BRANDS:
KLEBER, MAY BLOSSOM.

AGENTS:

J. L. SMITH & SON, - Montreal.
EPHRAIM ERB, - Halifax.

HODD & CULLEN

Roller Millers.

FLOUR

Manufactured "Hulgarian" System.

Our brands are

Classic, Anchor, White Frost, Challenge, Diadem, Strong Bakers.

Heavy dealers in

Oats, Peas, Oatmeal, Middlings, Beans, Bran.

Quotations by wire.

Address, STRATFORD, ONT.

EMBRO OATMEAL MILLS.

D. R. ROSS, - EMBRO, ONT.

A CHOICE QUALITY OF

Roller, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

Selected WHITE OATS only used. For prices of Oatmeal or Oathulls in Car-loads or less quantities, write or wire, and will reply promptly. Can ship via Canadian Pacific or Grand Trunk Railways. Have new machinery for the manufacture of Billed Wheat and Graham Flour and will be pleased to have orders.

MONTREAL Markets Continued.

963 bushels of wheat, 994 bushels of oats, 1,146 bushels of rye and a decrease of 58,079 bushels of corn, 119,702 bushels of peas and 6,990 bushels of barley. We quote:—No. 1 hard Manitoba, \$0; No. 2 do., \$1.10; to \$1.12; No. 3 do., 99c; No. 2 Northern, \$1.01 to \$1.03; feed do., 70c; peas 90c. per 66 pounds in store; 91c. afloat; Manitoba oats; 51c. to 52c.; Upper Canada do., do., 55c. per 34 pounds; corn, 72c. to 75c. duty paid; feed barley, 56c. to 58c.; good malting do., 65c. to 67c.

FLOUR.

There is a fair local demand for flour, while some enquiry is noted on export account, although no sales have actually been made. The stock in store shows a further decrease of 4098 bbls. compared with a week ago, and 1310 bbls. compared with a year ago. Meal remains as before. Patent spring \$5.50 to \$6.00 patent winter \$5.25 to \$5.50; straight roller \$4.90 to \$5.00; extra \$4.60 to \$4.70; superfine \$4.00 to \$4.20; city strong bakers' \$5.25 to \$6.00; strong bakers' \$5.00 to \$5.20.

HALIFAX MARKET QUOTATIONS.

(Wholesale Selling Rates.)

HALIFAX, July 29, 1891.

BREADSTUFFS.—There is a better tone in the bread market. Wheat and corn have both advanced some 4 or 5c. per bushel. It looks like higher market. Stocks, we believe, are small for this season of the year.

Manitoba highest grade patents, \$6.00 to 6.25; High grade patents, \$5.60 to 5.75; Good 90 per cent Patents, \$5.30 to 5.40; Straight grade, \$5.10 to 5.20; Superior extras, \$4.85 to 5.00; Good seconds, \$4.55 to 4.65; Graham flour, \$4.90 to 5.10; Oatmeal, \$5.75; Oatmeal rolled, \$6.15; Kiln dried cornmeal, \$3 to 3.45; Rolled wheat, \$5.50; Wheat bran per ton, \$19 to 20; Shorts per ton \$26 to 27; Middlings \$27.50 to 28.50; Cracked corn, \$35; Ground oil cake, \$34 to \$35; Moulee, \$30; Split peas, \$4.40 to \$4.50; White beans per bushel, \$1.80 to 2; Pot barley per barrel, \$3.90 to 4.10; Canadian oats, choice quality, 60c. to 63c.; Hay per ton, \$11.75 to 13.

SUGAR—The market for refined sugar is in exactly the position that it was last week. Refiners are using their best endeavors to distribute as impartially as possible the goods as they are manufactured in order to satisfy the urgency of the demand from all quarters.

Cut loaf, 5c.; Granulated, 4½c.; Circle A, 4¼c.; White extra C, 4c.; Standard, 3¾c. to 4c.; Extra yellow C, 3¾c.; Yellow C, 3¾c.

MOLASSES.—The molasses market is very firm and the jobbing trade is fair. The receipts from the producing points are about all in now, and the trade can fix prices in proportion to the quantity "in sight."

Barbados, 40c.; Demerara, 35 to 38c.; Diamond N. 48c.; Porto Rico, 37 to 38c.; Trinidad, 34 to 35c.; Antigua, 34 to 35c.

FISH.—There has been nothing new locally in fish since our last report. Receipts continue to be meager and shipments small, and with the home consumptive demand very light the trade has a decidedly dull aspect. Quid have reported to have struck in Canso and the vicinity, and some vessels have baited, but the majority are obliged to still longer wait their chances.

Codfish, Hard C. B. \$5; Western Shore, \$4.50.

PROVISIONS.—Beef—Am. Ex. Mess, duty paid, \$14.50 to 15. Am. Plate, \$15 to 15.50. Am. Ex. Plate, \$16 to 16.50.

Pork—Mess, American, \$16.50 to \$17. American clear, \$18.50 to 19. P. E. I. Mess, \$15 to 15.50. P. E. I. Thin Mess, \$14 to 14.50. Prime Mess, \$11.50 to 12.50. Lard, tubs and pails, P. E. Island, 12c. do American, 11c. to 12. Hams, P. E. I., Green, 10c. to 11.

ST. JOHN, N.B., MARKETS.

ST. JOHN, N.B., July 29, 1891.

The scarcity of money here this past week has caused a general shrinkage of trade with both wholesalers and retailers, though we do not notice any change in the prices of groceries.

FLOUR.—There is very little flour moving and that only in a jobbing way, with a not very encouraging outlook for improvement in the near future. Prices are unchanged from last week.

MEAL.—Oatmeal is a shade easier; there has been several lots offered here at \$5.75 ex car, and buyers do not seem anxious to take.

CORN MEAL.—A steady demand the past week with prices the same as last quoted, \$3.35 to \$3.45, is all that can be said about the corn meal market.

SALT.—A cargo of Liverpool salt is now discharging. The price ex ship is from 55 to 60c. and is selling readily, as the market has been quite bare lately, large white sacks selling at \$1.25 to \$1.30.

MOLASSES.—The only kind obtainable has been Barbadoes (until last week), and is selling at 38 to 39c. Some Porto Rico has arrived and is selling readily at 35 to 36c.

SUGARS.—The demand for sugar still keeps up, and is likely to for a few weeks, or until the small fruit season is over. The prices are unchanged. Granulated is 4½ to 4¾c. Yellows 4 to 4¾c.

EGGS.—Are coming in more freely, though prices have not changed much, 12 to 13c. are the only figures.

POTATOES.—New potatoes are arriving in large quantities, and as a consequence prices have dropped from \$2.75 per bbl. to \$1.50, at which figure they are holding steady.

FISH.—Large cod are scarce and sell readily. Mediums are coming in in large quantities, and keeps the market well supplied. The present prices \$3.60 to \$3.75 for medium, and \$4.25 to \$4.40 for large. Pollock sell readily at \$1.60 to \$1.75.

NOTE.

Manks & Co., hatters, have been compelled to assign for the benefit of their creditors. Their liabilities were not known at the time of writing this.

THE TRADE BUYER AND THE SELLER COMPARED.

Perhaps in no department of trade is there unity of opinion regarding the relative merits and worth of buyer and seller. It is probable that there will always be differences of opinion on that point and strong reasoning in behalf of each.

To A. T. Stewart, the merchant prince, is credited the statement that a salesman was not very hard to find, and if not readily found, one could easily be trained up, but a buyer is a product of nature, that is to say a good buyer. Yet even this experienced judgment can hardly be said to apply in all cases. It may be and probably is, that the

buyer is of supreme importance in his own department, but his relations to the public, even to the trade, are limited. The buyer of raw material for the manufacturer is not generally known outside of a comparatively small circle handling raw products. Even the buyer for the jobber, or purchasing agent as he is more generally termed, operates within a comparatively small circle of manufacturers or importers, although his dealings are of immense magnitude, larger by far than those of any salesman of like experience and standing. He is a factor in the market, yet in a limited sense and not as the purchaser who is himself a seller that directs and deals directly with the consumer. Necessarily, buyers are not so numerous as salesmen and for that reason alone are not so well known through all the ramifications of trade and commerce down to the consumer.

Yet no one would underrate the importance of the seller to the trade at large nor deny that the successful salesman has acquired an art as of great value to himself and his employer as the buyer could possibly attain. To the student of human nature the salesman is a greater and more interesting study than the buyer, and this is true whether the art of selling is represented by the man behind the counter in the store or by the commercial traveler whose life is spent on the road. The successful salesman must himself be a student of human nature and a close observer of persons especially, the better to enable him to deal with his customer. Patience, caution and determination are also elements in the make up of a good salesman. It is difficult to realize the tax to which these characteristics are often subjected, especially the trait of patience. Customers are naturally unsympathetic and sometimes imagine it a special privilege to exact for themselves more than ordinary deference. But the salesman must take no umbrage—nor could a buyer under like circumstances—that's what he is there for, to sell if he can, but at all events not to antagonize the customer. The latter is especially true in retailing, and the storekeeper who is largely his own salesman, assisted it may be by one or two others, finds it especially incumbent on him to restrain himself, as so many have learned by unpleasant experience. —Stove and Hardware Reporter.

Competition is keen and active, and the only way to meet it successfully is to buy from the best houses, and at lowest prices.

"There are geniuses in trade, as well as in war, or the state, or letters; and the reason why this or that man is fortunate is not to be told. It lies in the man."—EMERSON.

A. H. BADGEROW.

ALEX. H. DIXON.

The Badgerow, Dixon Bonded Vinegar
Manufacturing Co.,
79 and 81 Jarvis St., Toronto
Highest award, Toronto Exhibition.

DAVIDSON & HAY

**Wholesale Grocers,
36 Yonge Street,
TORONTO, ONT.**

CLOVER LEAF LOBSTERS.

Owing to storms on the Coast and attacks of the warships along the treaty shore we have only been able to secure half the quantity required of the above celebrated brand of canned lobsters. Prices are necessarily higher than last season but quality is unequalled. One car just arrived.

Sloan & Crowther

**WHOLESALE GROCERS,
59, 61 and 63 Front St. E.,
TORONTO.**

-RAW SUGARS-

Grainy and good color.

SAMPLES ON APPLICATION.

H. P. ECKARDT & CO

**Wholesale Grocers,
3 FRONT ST. EAST, TORONTO.**

Thos. KINNEAR & Co

**Wholesale Grocers and Importers of
TEAS,
SUGARS,
COFFEES,**

AGENTS FOR

Cherry's Irish Mustard, X.D.S.F.

This is superior to any other grade in the market. Try it.

47 Front St. E., - TORONTO.

WARREN BROS. & BOOMER,

IMPORTERS

AND

WHOLESALE GROCERS,

**35 and 37 Front St. East,
TORONTO, ONT.**

**SUGARS, COFFEES AND TEAS,
SPECIALTIES.**

EDWARD

ADAMS & CO.

ESTABLISHED 1846.

**Wholesale Grocers and Importers of
TEAS,
SUGARS,
COFFEES,
TOBACCOS.**

95 & 97 Dundas St., London, Ont.

BALFOUR & CO.,

IMPORTERS OF TEAS

—AND—

**WHOLESALE GROCERS,
HAMILTON.**

WESTERN ONTARIO AGENTS FOR

Cherry's Irish Mustard, X.D.S.F.

This is superior to any other grade in the market. Try it.

SMITH & KEIGHLEY

Wholesale Grocers and Importers of

**TEAS,
COFFEES,
SUGARS,**

and General Groceries.

Canned peas, 1891 pack now in stock, first of the season. Write for quotations. Letter orders promptly attended to.

9 Front St. E., Toronto

Rice and Valencia Raisins.

To the Trade.

We offer

1000 Boxes Valencia Raisins,
2300 Sacks of Rice.

Write for quotations.

N. QUINTAL & FILS,

WHOLESALE GROCERS,

**274 St. Paul Street,
MONTREAL.**



This celebrated brand of
CEYLON TEA
Is packed expressly for

J. W. LANG & CO.,
Wholesale Grocers,
TORONTO.

PERKINS, INCE & Co.,

41 and 43 Front St., Toronto.

IMPORTERS.

Just to hand :

NEW JAPANS

Our first shipment of new season's garden picked Japan Teas arrived this week.

Send for samples and quotations.

J. F. EB. Y.

HUGH BLAIN.

RAW SUGARS

TRINIDAD
IN BARRELS.

Arriving next week.

EBY, BLAIN & Co.,

Wholesale Grocers,

**FRONT AND
SCOTT STS. TORONTO.**

SPECULATION CLOSES AN IDEAL ALL CASH STORE.

The widely prevalent theory or belief in storekeeping circles that selling for cash exclusively, must always result in success, says an exchange, received something of a knock out blow the other day in St. Louis, in the suspension of what may be called a fairly ideal cash establishment in the way of the retail grocery trade. It was conducted at least under an ideal system, with respect to selling exclusively for cash. No individual book accounts were kept, no charge of any sort made against the customer; the expense of booking and collecting current accounts was wholly done away with; and yet the system, perfect in theory, proved defective in practice. The plan comprehended the retailing of wares at but a trifle above jobbers' prices, this policy, being possible, it was conducted through the C. O. D. system, for the cash was always collected on the delivery of the goods. Selling upon so close a margin the house soon secured and maintained for years a very large trade; one, of wholesale proportions, indeed. Ample capital was necessary and utilized, and was believed with large profit until a few days ago.

It is now shown that the system employed was as near perfection as was claimed for it, and had it been carried out in practice strictly on the theory upon which it was based, must have succeeded. But after all, business is something of a humdrum, the more so if a system is rigidly followed, and there is constant temptation, at least in the city trade, to travel outside of the lines of what sometimes becomes monotony.

In this instance, what the operators on 'Change would call "occasional flyers" were taken in the way of before-hand purchases of large lots of goods. So long as these deals were confined to staple wares in steady demand and within reasonable proportions, the effect was not especially detrimental to the current business of the house, although extensive speculating even in his own line of goods, can rarely be entered upon by the retailer, without injury to his current trade. The purchase of carload lots of goods at an opportune time may prove a profitable speculation, if confined to wares in regular and constant demand rather than fluctuating inquiry, but even then, there is danger of becoming habituated to speculation to the neglect of plain every day trade; and the development of the speculative mania in the storekeeper is to be deplored.

So it proved in this instance. Speculation was itself made a specialty of and a single article having place in the general stock necessarily limited on account of its char-

acter, was pushed to the front, or "boomed" it might be said, at the expense of more staple goods. Now, while a specialty in any trade is often pushed with much advantage, it can be readily overdone, and this was the result here. The speculative transactions in this single article in demand as compared with the general stock in a proportion of less than one to fifteen, ultimately absorbed the profits of the more staple goods in stock and drained the large resources of the storekeeper to an extent compelling him to suspend operations. While not entirely going outside of the line of his regular business, he was forced to neglect the latter or to use it as a prop for the speculative article that was unable to stand alone. It was as if a hardware dealer, conceiving the idea of a possible extraordinary demand for monkey-wrenches had loaded himself up with a sufficient supply for three or four seasons at once, and to work off the excess was compelled to devote his sole attention to that effort to the exclusion of furthering the sale of other goods in current demand. In storekeeping the speculative and the strictly legitimate cannot go together long, one must ultimately fail. Such a result is inevitable, and therein lies the moral contained in the foregoing narration of the failure of a prosperous business. The country storekeeper is fortunate in being subject to less temptation than the city dealer to speculate, and hence is more likely to give exclusive attention to the current and legitimate demands of his trade.

BREADMAKER'S DRY HOP YEAST

Makes light white, wholesome, and delicious Bread.

For sale by all wholesale grocers, at \$1 per box.

Manufactured by

THE BREADMAKER'S YEAST CO.,

TORONTO, ONT.

LEONARD BROS.,

Wholesale Fish Dealers,

Are now prepared to fill all orders for their

Celebrated Boneless Codfish

(from new fish)

packed in 5, 10, 25 and 40 lb. boxes, 2 lb. blocks wrapped in waxed paper.

SEND FOR QUOTATIONS.

ST. JOHN, N.B.

MONTREAL, P.Q.



GOLD

MEDAL

AWARDED

DELHI CANNING CO.,

Jamaica Exhibition.

WE are still at the front and propose staying there, the high standard of excellence for which our goods are noted will be fully maintained this coming season. When purchasing Canned Goods keep in mind the **Maple Leaf Brand** prepared by the Delhi Canning Co. Every can is honestly filled and perfectly reliable. Our fruits are noted for their high syrups and natural flavors.

Delhi Fruit and Vegetable Co.,

FACTORIES : DELHI AND NIAGARA.

CLEVELAND'S BAKING POWDER

that a customer gained is always retained.

yields best profit to the grocer, and of such a superior quality



The quickest worker,
The longest keeper, and
The most reliable of any
Yeast known.

Get a box and be convinced.

THE BARM YEAST MFG. CO.,

TELEPHONE 1920.

35 Wellington St. E., Toronto.

SAPOLIO Is a solid handsome cake of SCOURING SOAP Which has no equal for all cleaning purposes except the laundry. It will clean paint, make oil cloths bright and give the floors, tables and shelves a new appearance. It will take the grease off the dishes, and off the pots and pans. It scours the knives, the wash basin, bath tub, even the greasy kitchen sink. It brightens all metals except silver or gold. If you have not sold it yet, send your order at once to

EMIL POLIWKA & Co.
36 Front st., East, Toronto, Ont.
Dominion Agents.

J. A. Mathewson. S. J. Mathewson.
W. B. Mathewson. J. A. Mathewson, Jr.
Established 1834.

J. A. MATHEWSON & CO'Y,
IMPORTERS and WHOLESALE GROCERS.

Goods from First and Best Markets. Quality warranted. Full assortment. New Crop Japan Teas have arrived in quantity. Fine assortment and quality desirable. Orders carefully and promptly attended to.

Have claimed, and do claim, freedom to buy and sell anywhere without interference or hindrance from any quarter. No commercial or personal slavery.

202 McGill St., MONTREAL.

WRIGHT & COPP,

40 Wellington St. East, Toronto.
REPRESENTING

St. Croix Soap Mfg Co., "Surprise" Soap.
Van DerVeer & Holmes' E Biscuits, New York.
E. C. Hazard & Co., Shrewsbury Tomato Ketchup, etc.

Day & Martin's Blacking, Russet, Cream, etc.
Bryant & May's Safety, Wax and Parlor Matches
T. D. Millar's Royal Paragon Cheese.

Correspondence Solicited.

TELEPHONE 2862.

BUY ONLY THE BEST



THE GAIL BORDEN
Eagle Brand Condensed Milk

Has maintained its high reputation for ABSOLUTE PURITY for over a QUARTER OF A CENTURY.

AS A FOOD FOR INFANTS IT HAS NO EQUAL.
FOR SALE BY
Grocers and Druggists Everywhere.

M. J. Woodward & Co.,
PRODUCERS OF CRUDE,
Manufacturers of

Illuminating Oils,
Lubricating Oils,
Paraffine Oils
and Wax, &c.

PETROLIA, - ONTARIO.

JACQUAND FRENCH BLACKING



PRICES

In cases of 6 gross each, assorted if necessary.

No.

2-\$2 00 per gross.
3- 3 00 "
4- 4 00 "
5- 6 00 "

5 per cent. discount cash.

DAVID REA & CO., - 30 Hospital St.
MONTREAL.

The Norton Manufacturing Co.,

E. P. Breckenridge, C. C. Warren,
Toledo, Pres. New York, Sec.-Treas.
Edwin Norton, W. C. Breckenridge,
Chicago, Vice-Pres. Resident-Manager.

MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

FRUIT, PAINT, LARD, BAKING
POWDER, FISH AND LOBSTER
CANS.

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

HAMILTON, - ONT.

DO YOU SELL "Peerless" Washing Compound.
There is nothing equal to it. It will pay you a handsome profit. Your customers will like it. Address
Pure Gold Manufacturing Co.,
31 Front Street East, Toronto.

Todhunter, Mitchell & Co.

—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

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

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

:: TORONTO.

ELLIOTT, MARR & CO., IMPORTERS OF TEAS,
—AND—

Wholesale Grocers, LONDON, ONT.

WE are in receipt of a large and varied assortment of Library, Hall and Piano Lamps.

Values are far ahead of previous years

Inspect before placing orders and save money.

R. TEW & CO.,

Importers of
CROCKERY, GLASSWARE, CHINA, LAMP
GOODS, ETC.

10 FRONT ST. East,

(Adjoining Board of Trade Building.)



SALES MADE OR PENDING.

M. Robertson's fruit stock, St. Thomas, Ont., has been sold.

The stock in the estate of Wm. Ormsby & Co., grocers, Toronto, has been sold.

I. Lawlor & Son, Dartmouth, N.S., advertise their general grocery business for sale.

The stock in the estate of Godfrey Bros., grocers, Yarmouth, N. S., is advertised for sale.

Isabella Lawlor & Son's, hardware and grocery stock, Dartmouth, N. S., is advertised for sale.

PARTNERSHIPS FORMED AND DISSOLVED.

Jarry & Tremblay, grocers, etc., Montreal, have dissolved.

Bourgeau & Herron, spice manufacturers, etc., Montreal, have dissolved. A Bourgeau retires, S. W. Ewing is admitted, and the style becomes Ewing, Herron & Co.

REMOVALS AND DEATHS.

J. H. Treleavan, general merchant, Tara, Ont., is dead.

T. A. Jeffrey of Jeffrey, Montreuil & Co., fish dealers, Quebec, is dead.

Neil Campbell, of the firm of Kennedy & Co., grocers, St. Johns, Newfoundland, is dead.

FIRES.

S. C. Pennock, grocer, Castleton, Ont., is burnt out.

H. P. Gould, general merchant, Castleton, Ont., is burnt out.

Morley Bonter, grocer and baker, Castleton, Ont., is burnt out.

James MaCarthy, grocer, Montreal, is partially burnt out. Insured.

E. Morgan, hardware, produce and egg dealer, Delbi, Ont., is burnt out.

J. B. Boudreau, & Co., grocers, Montreal, are partially burnt out. Insured.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

J. A. Cunningham, grocer, St. John, N. B. has assigned.

Matthias St. Pierre, general merchant, Sursfield, Ont., has assigned.

E. Jonathan, grocer, Brantford, has assigned to W. Muir, Brantford.

L. Lanoix & Co., general merchants, St. Guillaume d' Upton, Que., have assigned.

Dougherty Bros., general merchants, Warsaw, Ont., have assigned to Robert Fair, Peterboro', Ont.

THE CLOVE CROP.

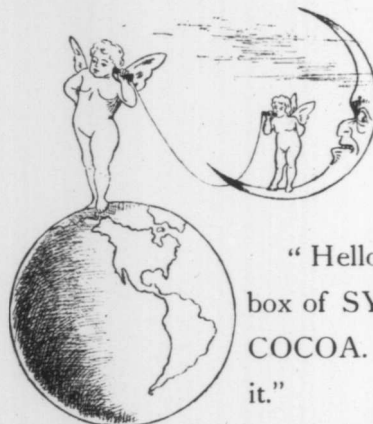
News has reached London from Zanzibar purporting a heavy fall of rain in the clove districts, and speculation now is rife as to the effect the same will have on the growing crop. Some people seem to be of opinion that a heavy downpour could but prove most detrimental to the young struggling plants, and they therefore are inclined to believe in a short crop this season. Others, on the other hand, strongly pronounce in favor of the rain, considering it most beneficial to the growing crops, and they therefore anticipate another of those big yields as we have seen during the last five or six years. Judging, however, from the decline in value, both of spot and delivery cloves, we reluctantly come to the conclusion that the majority of people in the trade favor the latter opinion—another big picking. What a boon it would be to all interested in cloves if the majority were wrong, and if for once the long unbroken line of bumper crops would be broken, leaving us to face a short crop or even a downright failure. There would be no other country to take Zanzibar's place, for Penang and Amboyna, although producing better quality, have but comparatively small crops.

Zanzibar is the only place where quantities are grown. Then there might be a chance for cloves to recover their enormous depreciation in value, caused alone by excessive shipments and wild speculation consequent upon heavy crops. Only five years ago our stocks were still small and fair Zanzibar readily fetched 11d. to 12d. per pound delivered, whereas to-day 3½d. per pound is about the value. Who can tell where prices will go to if, as the majority seem to believe, the fallen rain has improved the growing of young plants? Not only an unimportant little fluctuating market, but a steady decline, may with a certainty be forecast. The increase of shipments naturally commanded a greater amount of speculation, and every year business gained in dimensions. The old contract form for delivery was no longer deemed suitable, a modification appeared most desirable, and a meeting of the trade was arranged to declare the intended new contract as in force. However, although excellent in many points, and quite in accordance with the moving of the times, the proposal fell through owing to want of proper support. The promoters of the new contract, we feel sure, are by no means discouraged by their defeat; they will sooner or later renew their proposal, and being then properly supported, will carry the day.—London Com. Record.

BUSINESS CHANCES.

GENERAL STORE TO LET. IMMEDIATE possession. Good front. Best stand in the village. Low rent. Apply J. K. Falconbridge, Richmond Hill.

FOR SALE—One of the finest premises in London for groceries, flour and feed business. Prominent corner, building 26x90, 3 stores with 80 feet cellar. For particulars address F. Barnard, owner, 609 Dundas St., corner Adelaide St., London, Ontario.



"Hello! hello! Send me a box of SYDNEY GIBSON'S COCOA. Can't do without it."

Sold in 10c. packets only.

Order a 6 lb. box from your wholesale grocer or direct from

GIBSON & GIBSON, Toronto

Bond or Free

Warehouse Receipts Issued,
Negotiable anywhere

R. CARRIE,
Front St. E. Toronto.

STORAGE

All seeking recreation by Lake, River or Mountain
SHOULD SUPPLY THEMSELVES WITH

Johnston's



Fluid Beef

Which will materially assist in restoring exhausted vitality.
Convenient for Camping-out parties:
In small compass supplying good Meat diet.

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

AGENTS FOR

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

Robertson, Thompson & Co.,
GRAIN, FLOUR,
Produce and General Commission,
185 NOTRE DAME ST., EAST,
P.O. Box 615. WINNIPEG.

Correspondence solicited from Merchants
and Manufacturers desirous of introducing
their goods in Manitoba and the Northwest
Territories.

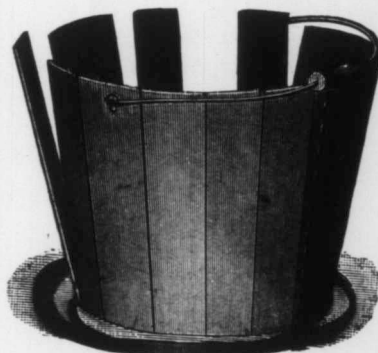
- STORAGE -

(BOND AND FREE)

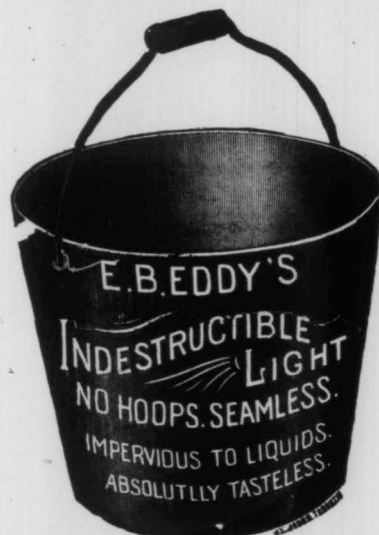
Warehouse Receipts Issued.

THE SHEDDEN CO., Ltd.,
184 Front St. East,
TORONTO

CATCH ON!



The Old Wooden Bucket.



E. B. Eddy's Indurated Fibre Pail.

The Neatest, most Durable, most Attractive and very Best Ware in the Market! The Cheapest because the most Durable!

These Superior Wares are moulded in one piece from wood fibre. No hoops. No joints. Cannot leak, shrink, swell or water soak. Will not taint milk or other liquids. Proof against hot and cold water, kerosene oil, benzine or naphtha

If your Wholesale Grocer does not keep these wares in stock, apply direct to the sole owners of the Patents and sole Manufacturers in Canada.

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

Cowan's
Soluble Cocoa

made from carefully selected Beans, produces a
Cocoa of the best quality and finest flavor.

The Cowan Cocoa and Chocolate Co. L'd, Toronto.
14 and 16 Mincing Lane, Wellington St. W.
Samples free. Correspondence Solicited.

ALL GROCERS SHOULD SELL
THE
**BALTIMORE
FRUIT
PUDDINE.**

Manufactured by
ELLIS & KEIGHLEY,
TORONTO.

TORONTO ENGRAVING CO.
53 KING STREET W. ENTRANCE ON BAY ST.
BEST CLASS WORK - MODERATE PRICES
SUITS FOR ALL ILLUSTRATIVE PURPOSES.
OUR PROCESSES:
WOOD ENGRAVING
PHOTO ENGRAVING
ZINC ENGRAVING
HALF TONE
WAX ENGRAVING
DESIGNING
F. BRIDGEN MGR

GENERAL STOREKEEPERS
Who deal in Dry Goods
Should Subscribe for
THE DRY GOODS REVIEW
It will keep you informed
on all important questions
of the day affecting the
Dry Goods and
allied trades.
SEND FOR SAMPLE COPIES TO
THE DRY GOODS REVIEW, TORONTO,
THE J. B. McLEAN CO. (LTD) PUBLISHERS.

For reliable brands of cut smoking and chewing Tobaccos use the following:

CUT SMOKING :

OLD FLAG.
GOLD FLAKE.
HAND MADE.

FINE CUT CHEWING :

GOLDEN THREAD. GLOBE.
VICTORIA. HIGH COURT.
JERSEY LILY.

MANUFACTURED BY

THE GLOBE TOBACCO WORKS CO., OF LONDON, Ltd.

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, July 30, 1890.

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

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

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

BAKING POWDER.

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

Dunn's No. 1, in tins	2 00
" 2, in tins	75
Cook's Gem, in 1 lb pkgs.	\$1 75
" " 7 oz	85
" " 2 oz	40
" " 5 lb. tins	65
" " bulk, per lb.	12
Per doz.	
Empire, 5 dozen 4 oz ca s	\$0 75
" " 4 " 8 " "	1 15
" " 2 " 16 " "	2 00
" " 1/2 " 5 lb cans	9 00
" " bulk, per lb.	15

COOK'S FRIEND.

(in Paper Packages) Per doz	
Size 1, in 2 and 4 doz boxes	\$2 40
" 10, in 4 doz boxes	2 10
" 2, in 6 "	80
" 12, in 6 "	75
" 8, in 4 "	45
Pound tins, 3 oz in case	3 00
12 oz tins, 3 oz in case	2 40
5 oz tins, 4 "	1 10
5 lb tins, 1/2 "	14 00
Ocean Wave, 1/4 lb, 4 doz cases.	75
" " 1/2 lb, 4 "	1 30
" " No. 1, 2 "	1 90
" " 1 lb, 2 "	2 20
" " 5 lb, 1/2 "	9 60

BISCUITS.

Arrowroot	Per lb	\$0 11 1/2
Abernethy	9	
Ginger Nuts	11 1/2	
New York Fruit	15	
People's Mixed	11	
Pilot Family	6	
Snowflake	11 1/2	
Niagara	15	
Soda	6 1/2	
" 3 lb	21	
Sultana	11 1/2	
Oyster crackers	7	
Milk biscuit	9 1/2	
Butter crackers	6 1/2	
Tea	11 1/2	
Wine	9	
Wine, sweet	9	

BLACKING.

Day & Martin's, pints, per doz	\$3 20
" " 1/2 " "	2 10
Spanish, No. 3	4 50
" " 10	9 00
EDWARDS, CATCHPOLE & CO'S	
No. 1	per gross 9 00
No. 2	do 4 50
No. 3	do 3 60
JACQUAND FRENCH BLACKING.	
No 2	per gross 2 00
No 3	3 00
No 4	4 00
No 5	6 00

BLACK LEAD.

Reckitt's Black Lead, per box	1 15
Each box contains either 1 gro., 1 oz.; 1/2 gro., 2 oz., or 1/4 gro., 4 oz.	
TELLIER, ROTHWELL & CO'S	
Royal Black Lead, per gross	\$1 80
F. F. DALLEY & CO.	
Silver Star Stove Paste	per gross 9 00
Packed in fancy wood boxes, each box contains 3 doz.	
EDWARDS, CATCHPOLE & CO'S	
Crown Polish, No. 1, per gross	9 00
" No. 2,	4 80

BLUE.

Reckitt's Pure Blue, per gross	2 10
TELLIER, ROTHWELL & CO'S.	
Parisian Square Blue, per lb.	.13 to 14c
BROOMS.	
Carpet, 4 strings	Per doz 2 90
X Parlor, 2	2 65
Louise 3	2 65
1 Gem 4	3 25
" 2 " 3	2 65
" 3 " 2	2 20
" 4 " 2	1 95
O Hurl... 4	2 65
" " 3	2 35
" " 3	2 05
" " 3	1 70
OK " 2	1 35
Hvy Mill 4	3 70

CORN BROOMS.

CHAS. BOECKH & SONS, per doz	
X Carpet, 4 strings, net	\$3 20
" " 4 " "	2 90
" " 3 " "	2 65
XXX Hurl 4	2 60
1X " 4	2 40
2X Parlor 4	2 25
" " 3	1 95
" " 3	1 70
" " 2	1 50
Girls " 2	3 00
Railway 4	3 00
Ship 4	4 00
2 Cable 2 wire bands, net	3 00
" " 3	4 00
1 Hearth 2 strings, net	1 75
" " 2	1 50
" " 1	1 20
" " 1	1 30

CANNED GOODS.

Per doz	
Apples, 3's	\$ 1 15
" gallons	3 25
Blackberries, 2	2 00 2 10
Blueberries, 2	1 25 1 40
Beans, 2	0 95 1 10
Corn, 2's	1 10 1 25
" Special Brands	1 30 2 10
Cherries, red pitted, 2's	2 25 2 40
Peas, 2's	1 40 1 50
Pears, Bartlett, 2's	2 00 2 25
" Sugar, 2's	1 70
Pineapple, Baltimore	2 40 2 50
" Bahama	2 60 3 00
Peaches, 2's	2 40 2 50
" 3's	3 50 3 60
" Pie, 3's	1 60 1 65
Plums, Gr Gages, 2's	2 00 2 10
" Lombard	2 00 2 10
" Damson Blue	1 90 2 00
Pumpkins, 3's	0 90 1 00
" gallons	3 00 3 25
Raspberries, 2's	2 45 2 50
Strawberries, choice 2's	2 25 2 40
Succotash, 2's	1 50 1 65
Tomatoes, 3's	1 55 1 60
Finnan haddies	1 50
Lobster, Clover Leaf	2 95
" Other brands	2 10 2 25
Mackerel	1 15 1 25
Salmon, 1's	1 40 1 55
" white	1 10 1 25
Sardines Albert, 1/2's tins	1 04, 1 11 1/2
" 1/2's "	1 15, 1 18
" Martiny, 1/2's "	1 10, 1 10 1/2
" 1/2's "	1 18, 1 19
Other brands, 9 1/2, 11, 16, 19	
P & C, 1/2's tins	23, 25
" 1/2's "	33, 36
Amer, 1/2's "	64, 8
" 1/2's "	9, 11

JAMS AND JELLIES.

Jama.	
Gooseberry	1 lb. white pots, 4 doz.
Strawberry	assorted, per doz. \$2.35
Black Currant	
Red Currant	
Green Gage	
Apricot	
Raspberry	
Damson	
Plum	
Red Currant and Raspberry	
Jellies.	
Red Currant, 1 lb. white	\$2.75
Black Currant, 1 lb. white	2.75
DELEI CANNING CO.	
Jams assorted, 1's	2 35
Jellies, 1's	2 25

CANNED MEATS.

Comp. Corn Beef 1 lb cans	\$1 70	\$1 75
" " 2 "	2 75	2 80
" " 4 "	5 00	5 15
" " 6 "	8 75	9 25
" " 14 "	20 00	21 00
Minced Collops, 2 lb cans	2 80	
Roast Beef	1 60	
" "	2 75	2 80
" "	5 85	5 85
Par Ox Tongue, 2 1/2 "	\$8 50	8 75
Ox Tongue	8 25	8 50
Lunch Tongue	5 75	3 25
" "	2 75	2 80
English Brawn	2 75	2 80
Camb. Sausage	4 00	
" "	1 35	
Soups, assorted	2 25	
" "	1 80	
Soups & Bouilli	4 50	
Potted Chicken, Turkey, or Game, 6 oz cans	1 50	
Potted Ham, Tongue or Beef, 6 oz cans	1 35	
Devilled Tongue or Ham, 1/2 lb cans	1 35	
Devilled Chicken or Turkey, 1/2 lb cans	2 25	
Sandwich Ham or Tongue, 1/2 lb cans	1 50	
Ham, Chicken and Tongue, 1/2 lb cans	1 50	

MINCE MEAT.

BRYANT, GIBSON & CO'S—TORONTO.	
Mince Meat, 1/2 gal glass jars, \$9 50	
Ditto, 25 and 40 lb pails, per lb.	12 1/2c
J. H. WETHEY'S—ST. CATHARINES.	
Condensed, per gross, net.	\$13

CHEWING GUM.

ADAMS & SONS.	
To Retailers.	
Tutti Frutti, 36 5c bars	\$1 80
Bo-Kay (new)	150 pieces 1 00
Sappota,	150 " 1 00
Magic Trick,	115 " 0 85

ALWAYS ORDER RECKITT'S BLUE.

Prices Current, Continued—

Black Jack, 115 pieces	0 85
Red Rose, 115 "	0 85
Sweet Fern, 230 "	0 85
Adams' N.Y. Gum, 200 "	0 50
Caramel Tolu, 72 "	0 40
New Fruit Ass't., 115 " new	0 75
Puzzle Gum, 115 "	0 75
Oolah " 115 "	0 75

CHOCOLATES & COCOAS.

TODHUNTER, MITCHELL & CO'S.	
Chocolate— Per lb.	
French, 1/4's, 6 and 12 lbs.	0 30
Caracas, 1/4's, 6 and 12 lbs.	0 35
Premium, 1/4's, 6 and 12 lbs.	0 30
Sante, 1/4's, 6 and 12 lbs.	0 26
Diamond, 1/4's, 6 and 12 lbs.	0 24
Sticks, gross boxes, each	1 00
Cocoa, Homoeop'c, 1/4's, 8 & 14 lbs	30
" Pearl " " "	25
" London Pearl 12 & 18 "	22
" Rock " " "	30
" Bulk, in bxs.	18

JOHN P. MOTT & CO'S

R. S. McIndoe, Agent, Toronto.)	
Mott's Broma, 1/4's, per lb	\$0 30
Mott's Prepared Cocoa, 1/4's	28
Mott's Homoeop'c Cocoa (1/4's)	32
Mott's Breakfast Cocoa, 1/4's	40
Mott's No. 1 Chocolate, in tins	35
Mott's Breakfast Chocolate, 1/4's	28
Mott's Caracas Chocolate, 1/4's	40
Mott's Diamond Chocolate, 1/4's	22
Mott's French-Can. Chocolate, 1/4's	26
Mott's Navy or Cooking Choc., 1/4's	30
Mott's Cocoa Nibs, 1/4's	30
Mott's Cocoa Shells, 1/4's	5
Mott's Vanilla Chocolate stick 22 & 24	22
Mott's Pure Confec Chocolate 22c-38	38
Mott's Sweet Confec Choc. 21c-30	30

COWAN COCOA AND CHOCOLATE CO.

Cocoas—	
Hygienic, 1, 1/4, 1/2 lb. boxes	75
Iceland Moss 1/4 lb in 12 lb boxes	35
Soluble (bulk) 15 & 30 lb	18, 20
Soluble (tins) 6 lb and 12 lb	20
Cocoa Nibs, any quantity	30, 35
Cocoa Shells, any quantity	05
Cocoa Essence, per doz	1 40
Chocolates—	
Mexican, 1/4, 1/2 in 10 lb bxs	30
Queen's Dessert, " "	40
Vanilla " "	35
Sweet Caracas " "	32
Chocolate Powder, 15, 30 lb bxs	25
Chocolate Sticks, per gross	00
Pure Caracas (plain) 1/4, 1/2 lbs	40
Royal Navy (sweet) " "	30
Confectioners', in 10 lb cakes	30
Chocolate Creams, in 3 lb bxs	30
Chocolate Parisien, in 6 lb bxs	30

WALTER, BAKER & CO'S

Chocolate—	
Pre'm No. 1, bxs. 12 & 25 lbs each	40
Baker's Vanilla in bxs 12 lbs each	42
Caracas Sweet bxs 6 lbs each, 12	35
bxs in case, 12 lbs each	33
Eagle, sweet & spiced, bxs 12 lbs each	33
Vanilla Tablets, 416 in box, 24 bxs in case, per box	6 65
Spanish Tablets, 100 in box, 12 bxs in case	3 00
German Sweet Chocolate—	
Grocers' Style, in cases 12 boxes, 12 lbs each	25
Grocers' Style, in cases 24 boxes, 6 lbs each	25
48 Fingers to the lb., in cases 12 bxs 12 lbs each	25

48 Fingers to the lb., in cases 24 bxs 6 lbs each	25
Cocoa—	
Pure Prepared boxes, 12 lbs each	40
Cracked, boxes, 20 lbs each, 1 lb and assorted papers	32
Cracked, in bxs, 12 lbs., each, 1/2 lb. papers	32
Cracked, in bags, 6, 10 & 25 lbs each	30
Cocoa and shells, 12s and 25s.	30
Breakfast Cocoa—	
In bxs, 6 & 12 lbs., each, 1/2 lb. tins	45
In boxes, 12 lbs., each, 1 lb. tins, decorated canisters	45
Broma—	
In boxes, 12 lbs., each, 1/2 lb. tins	40



GIBSON & GIBSON'S

Sydney Gibson's Cocoa, 1/4's	per lb 0 30
Dr. Clarke's Cocoa, 1/4's and 1/2's, tins	0 45
Soluble Cocoa bulk in boxes	0 18
Prepared do " "	0 22
Sydney Gibson's Chocolate, 1/4's and 1/2's	0 28
Gibson's Rock do 1/4's, tins	0 28
Dr. Clarke's do 1/4's	0 30
Confectioners' Pure Chocolate 10 lb. blocks	0 30
Vanilla choc. sticks, per gross	1 00
Gibson's Icma, 1/4's, 2 doz. in case	1 25
Gibson's Icma, 1 lb 2 "	2 25

COFFEE.

GREEN	
Mocha, c. per lb.	32, 35
Old Government Java, c. per lb.	30, 33
Rio, c. per lb.	21, 22 1/2
Plantation Ceylon, c. per lb.	29, 31
Porto Rico, c. per lb.	24, 28
Guatemala, c. per lb.	24, 26
Jamaica, c. per lb.	22, 23
Maracaibo, c. per lb.	24, 26
WHOLE ROASTED OR PURE GROUND.	
ELLIS & KEIGHLEY'S.	
Java, c. per lb.	33, 34
Java and Mocha, c. per lb.	34, 36
Plantation Ceylon, c. per lb.	35
Arabian Mocha, c. per lb.	37
Santos, c. per lb.	28, 28
English Breakfast, c. per lb.	16, 24
Royal Dandelion in 1 lb tins	26

TODHUNTER, MITCHELL & CO'S	
Excelsior Blend, c. per lb.	33
Our Own, c. per lb.	31
Laguayra, c. per lb.	29
Mocha and Java, c. per lb.	32, 33
Java, Standard, c. per lb.	30, 32
Old Government, c. per lb.	30, 32
Arabian Mocha, c. per lb.	36
Santos, c. per lb.	28

J. W. COWAN & CO.	
Standard Java in sealed tins, 25 and 50 lbs.	36
Standard Imperial in sealed tins, 25 and 50 lbs.	32
Standard Blend in sealed tins, 25 and 50 lbs.	33
Ground, in tins, 5, 10, 15 and 25 lbs.	20, 30
Say's Parisien, in 1/4 and 1 lb tins	30

EXTRACTS.

Dalley's Fine Gold, No. 8, per doz.	\$0 75
" " " " " 1, 1 1/2 oz.	1 25
" " " " " 2, 2 oz.	1 75
" " " " " 3, 3 oz.	2 00

FLOUR AND MEAL.

per bbl.	
Flour, Manitoba Patent	5 80 5 90
" Ontario patents	4 75 5 25
" Straight Roller	4 40 4 50
" Extra	4 20 4 25
" Low grades	2 00 3 75
" Strong bakers'	5 50 5 60
Oatmeal, standard, bbis	5 75
" granulated, "	5 90
" rolled, "	5 90
Rolled Oats	5 90
Bran, per ton	15 50
Shorts	19 30 20 00
Cornmeal	4 00 4 40

FLUID BEEF.

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

FRUITS.

FOREIGN. c. per lb.	
Currants, Provincial, bbis	6 1/2, 6 3/4
" " " " " cases	6 1/2, 6 3/4
" " " " " cases	6 1/2, 6 3/4
Filiatras, bbis	6 1/2, 6 3/4
" " " " " cases	6 1/2, 6 3/4
Patras, bbis	7, 7 1/2
" " " " " cases	7 1/2, 7 3/4
Vostizzas, cases	8, 9 1/2
" " " " " cases	8 1/2, 9 3/4
5-crown Excelsior (cases)	9 1/2, 10
" " " " " 1/2 case	9 1/2, 9 3/4
Dates, Persian, boxes	5 1/2 6
Figs, Elemes, 14 oz., per box	10
" " " " " 10 lb boxes	12 1/2 13
" " " " " 20 lb "	15 16
" " " " " Seven-Crown	18
Prunes, Bosnia, bags	6 1/2 7 1/2
" " " " " cases	7 8

Raisins, Valencia, off stalk	4 1/2 6
Selected	7 1/2 8
Layers	8 1/2 9
Raisins, Sultanias	16, 18
" Eleme	7 1/2 8
" Malaga	2 70 3 00
London layers	2 35 2 75
Loose muscatels	3 25 3 50
Imperial cabinets	1 00
" qrs., flat	4 25
Connoisseur clusters	4 00 4 25
Extra dessert " qrs.	4 75 5 00
Royal clusters	6 00 6 50
Fancy Vega cartoons	2 75
Black baskets	4 00 4 25
" qrs	1 30 1 35
Blue " qrs	4 75 5 00
" " qrs	1 50 1 60
Fine Dehesas " qrs	7 00 7 25
Lemons, Palermos	2 00 2 25
" Messina	4 75 5 00
Oranges, Floridas	4 75 5 00
" Rodis	7 50
" Sorrentos	4 50

DOMESTIC.

Apples, Dried, per lb	0 08 0 09
do Evaporated	0 13 0 14

GLASSWARE.

TAYLOR, SCOTT & CO.	
c. per doz	
Lamp Chimneys, O	32
" " A	35
" " B	45

GRAIN.

Wheat, Fall, No. 2	1 02 1 03
" Red Winter, No. 2	1 01 1 02
" Spring, No. 2	0 99
" No. 3, extra	55
" Man Hard, No. 1	48 55
" " No. 2	1 07
Oats, No. 2, per 34 lbs.	49 51
Barley, No. 2, per 48 lbs.	50 51
" No. 3, extra	55 54
" No. 3	48 55
Rye	80 81
Peas	70 75
Corn	70

HAY & STRAW.

Hay, Pressed, "on track	12 00 12 50
Straw Pressed, " "	5 00 7 00

LARD.

"FAIRBANK'S" REFINED COMPOUND.	
In Butter Tubs	0 08 1/2
Fancy	0 09
3-shoop pails	0 09 0 09 1/2
60 lb. cases of 3 lb., 5 lb., and 10 lb. tins, per lb	0 10

MUSTARD.

ELLIS & KEIGHLEY'S.	
cts	
Durham, Fine, in 1/2 and 1 lb tins	25
" " per lb	22
" Fine, in 1 lb jars	30
" Fine, in 4 lb jars	70
" Ex. Sup., in bulk, per lb	30
" Superior, in bulk, per lb	41
" Fine, " "	15

COLMAN'S AND KEEN'S

In 4 lb jars	75
In 1 lb jars	25
D. S. F., in tins, per lb	41
" in 1/2 lb tins	42
" in 1/4 lb tins, per lb	44
D. F. in 1/2 lb tins, per lb	26
" " " "	28

NUTS.

per lb.	
Almonds, Ivica	14 15
" Tarragona	15 16
" Forugetta	45
Almonds, Shelled Valencias	55
" " Jordan	12 13
Brazil	12 13
Cocoanuts, per 100	6 00
Filberts, Sicily	11
Filberts, Oblong	11 11 1/2
Peanuts, roasted	12, 13
" green	9 10
Walnuts, Grenoble	17 18
" Bordeaux	12, 13
" Naples, cases	13 1/2
" Marbots	13 1/2
" Chilis	12 13

PICKLES & SAUCES.

BRYANT, GIBSON & CO'S. TORONTO	
PICKLES.	
John Bull, mixed, in bulk	\$0 45
" Chow Pic'le, in bulk	0 50
" m'xed & Chow Chow	1 90
" Mixed & Chow-Chow pts	2 15
" Mixed & Chow-Chow qts	3 40
" " " "	16 g. 1 90
Horse Radish, bottles, per doz	2 25

MARSH MALLOW

The Toronto Biscuit and Confectionery Co. are

making the finest Mallow in Canada, put up in small tin boxes and in bulk; also CHOCOLATE MALLOW. Send for sample order. Nothing like these goods ever before manufactured.—7 FRONT ST. E., TORONTO.

Prices current, continued—

SAUCES.	
John Bull, kegs, per gal.	1 25
1/2 pt. bottles, per doz.	
(according to quantity) 90c to	1 00
Devonshire Ketchup, kegs p. gal.	1 75
1/2 pt. bottles,	
per doz.	1 25
Niagara Tomato, kegs, per gal.	1 25
Reputed pints	1 25
Raspberry Vinegar, per doz.	2 25
Raspberry Syrup and vinegar.	2 25
Terry's Candied Peels. c. per peels.	
Lemon, 7 lb boxes.	
Orange,	
Citron	

CROSSE & BLACKWELL'S.	
Pickles, all kinds, pints, per doz.	3 25
LEA & PERRIN'S, per doz.	
Worcester Sauce, 1/2 pts.	\$3 60 \$3 75
" pints	6 25 6 50

LAZENBY & SONS.	
Pickles, all kinds, pints, per doz.	3 25
quarts	6 00
Harvey Sauce—genuine—1/2 pt.	3 25
Mushroom Catsup	2 25
Anchovy Sauce	3 25

PRODUCE.	
DAIRY.	
Butter, creamery, rolls	\$0 21 \$0 22
" tub...	0 19 0 21
" dairy, tubs, choice	0 14 0 15
" medium	0 10 0 12
" low grades to com.	
Butter, pound rolls.	0 15 0 16
" large rolls.	0 12 0 14
" store crocks	0 12 0 14
Cheese	0 09 0 09 1/2

COUNTRY.	
Eggs, fresh, per doz.	0 13 0 13 1/2
limes	
Beans	1 70 1 80
Onions, per bbl.	4 00
Potatoes, per bbl.	1 75 2 00
Hops, 1889 crop	0 15 0 18
1890 "	0 85 0 88
Honey, extracted	0 08 0 10
" section	0 14 0 16

PROVISIONS.	
Bacon, long clear, p. lb.	0 08 0 08 1/2
Pork, mess, p. bbl.	15 60 16 50
Hams, smoked, per lb.	0 12
" pickled	0 10 0 11

Bellies	0 10 0 11
Rolls	0 08 0 09
Bacon	0 11 0 11 1/2
Lard, Canadian, per lb.	0 10 0 10 1/2
Hogs	
Tallow, refined, per lb.	0 05 0 05 1/2
" rough,	0 02

RICE, ETC.	
Per lb	
Rice, Aracan	3 1/2 4c
" Patna	4 1/2 5 1/2
" Japan	5 1/2 5 1/2
" extra Burmah	3 1/2 4
Grand Duke	6 1/2 7 1/2
Sago	4 1/2 5 1/2
Tapioca,	5 1/2 6 1/2

SPICES.	
GROUND.	
Per lb.	
Pepper, black, pure	\$0 18 \$0 20
" fine to superior	12 18
" white, pure	32 35
" fine to choice	25 30
Ginger, Jamaica, pure	25 27
" African,	18
Cassia, fine to pure	18 25
Cloves,	20 40
Allspice, choice to pure	12 15
Cayenne, "	30 35
Nutmegs, "	75 1 20
Mace, "	1 00 1 25
Mixed Spice, choice to pure.	30 35
Cream of Tartar, fine to pure	25 37

STARCH.	
EDWARDSBURG STARCH CO. LIMITED, MONTREAL.	
c. per lb.	
No. 1 White, 4 lb cartons	5 1/2
Canada Laundry	4 1/2
Silver Gloss, crates	6 1/2
Silver Gloss, 1 lb chromos.	6 1/2
Satin, Starch 1 lb chromos.	7 1/2
No 1 White, barrels & halves.	4 1/2
Benson's Canada Prepared Corn	6 1/2
Canada Corn	7 1/2
Rice Starch, 1 lb	9
BRITISH AMERICA STARCH CO BRANTFORD.	
1st quality white, 3 lb. cartons.	5 1/2
Lily White gloss, crates.	6 1/2
Brantford gloss, 1 lb.	7 1/2
Lily White gloss, 1 lb chromo.	6 1/2
Canada Laundry, Boxes	4 1/2
Pure Prepared corn	7 1/2
Challenge Corn	6 1/2
Rice Starch, fancy cartons	9
" cubes	7 1/2

KINGSFORDS OSWEGO STARCH.	
Pure Starch—	
40-lb boxes, 1, 2, and 4 lb. pack'g's	8
36-lb boxes, 3 lb. packages	8
12-lb "	8 1/2
38 to 45-lb boxes	8
Silver Gloss Starch—	
40-lb 1, 2 and 4 lb packages.	9
40-lb 1/2 lb package	9 1/2
40-lb "	10
6-lb assorted 1/2 and 1 lbs.	9 1/2
6-lb sliding covers	9 1/2
38 to 45 lb boxes	9
Oswego Corn Starch—for Puddings, Custards, etc.—	
40 lb boxes, 1 lb packages.	8 1/2
20	8 1/2

SUGAR.	
c. per lb	
Granulated, 15 bbls or over	5
less than 15 bbls.	5 1/2
Paris Lump, bbls and 100 lb. bxs	5 1/2
" 50 lb. boxes	5 1/2
Extra Ground, bbls	5 1/2
" less than a bbl.	6 1/2
Powdered, bbls	5 1/2
" less than a bbl.	5 1/2
Extra bright refined	4 1/2
Bright Yellow	4 1/2
Medium	4 1/2
Brown	4 1/2
Raw Jamaica, in bags	None

SYRUPS AND MOLASSES.	
SYRUPS.	
Per lb.	
D	22 22
M	22 22
B	2 1/2 3
V.B.	3 3 1/2
E.V.B.	3 1/2 3 1/2
E.S.V.B.	3 1/2 3 1/2
XX	3 1/2 3 1/2
XXX	3 1/2 3 1/2

MOLASSES.	
Per gal.	
Trinidad, in puncheons	0 38 0 40
" bbls	0 40 0 42
" 1/2 bbls	0 42 0 44
New Orleans, in bbls.	0 48 0 65
Porto Rico, hdds.	0 38 0 45
" barrels	0 42 0 47
" 1/2 barrels	0 44 0 49

TEAS.	
GREENS.	
Per lb	
Gunpowder—	
Cases, extra firsts	42, 50c
Half chests, ordinary firsts	22, 38
Cases, sifted, extra firsts	42, 50
Cases, small leaf, firsts	35, 40

Young Hyson—Moyunes	
Half chests, ordinary firsts	22, 38
" " seconds	20, 22
" " common	18, 20
PING SUYES.	
Half chests, firsts	28, 32
" " seconds	20, 22
Half Boxes, firsts	28, 32
" " seconds	20, 22

JAPAN.	
Half Chests—	
Choicest	38, 40
Choice	32, 36
Finest	28, 30
Fine	25, 27
Good medium	22, 24
Medium	19, 20
Good common	18, 19
Common	16, 17
Nagasaki, 1/2 chests Pekoe	20, 22
" " Oolong	17, 18
" " Gunpowder	18, 20
" " Siftings	8, 12 1/2

CONGOUS.	
Half chests, Kaisow, Moning	52, 55
Caddies and half chests	32, 36
Cadies, Paking and new makes	18, 50
SCENTED ORANGE PEKOE	
Boxes, Foochow and Canton	28, 60
OO LONG.	
Half chests Formosa	34, 50
Caddies	36 55

ASSAMS.	
Chests and half-chests Pekoe	27 40
No. 1 Finest Assam Pekoe	40
2 Assam Broken Pekoe	35
3 Assam Pekoe Souchong	25

TOBACCO AND CIGARS.	
British Consols, 4's; bright twist,	
5's; Twin Gold Bar, 8's	67c
Ingots, rough and ready, 7's	64
Laurel, 3's	57
Brier, 7's	55
Index, 7's	50
Honeysuckle, 7's	58
Napoleon, 8's	54
Royal Arms, 12's	55
Victoria, 12's	53
Brunette and Lovely, 12's	50 1/2
Prince of Wales, in caddies.	51 1/2
" in 75 lb boxes	51
Bright Smoking Plug Myrtle, T & B, 3's	
Lily, 7's	60
Diamond Solace, 12's	50
Myrtle Cut Smoking, 1 lb tins	70
1 lb pg, 6 lb boxes	70
oz pg, 5 lb boxes	70

KINGSFORD'S

OSWEGO

STARCH

PURE AND SILVER-GLOSS-CORN STARCH

FOR THE LAUNDRY | FOR THE TABLE

THE STANDARD OF EXCELLENCE ABSOLUTELY PURE

FOR SALE BY ALL LEADING JOBBERS IN CANADA

T. KINGSFORD & SON,

OSWEGO, N.Y.



KNOX, MORGAN & CO.,

Wholesale Dry Goods Importers,

HAMILTON, - - - ONTARIO.

FLANNELETTES.

We can offer you a drive in these SEASONABLE GOODS, having cleared 1,500 pieces of DESIRABLE COLOURINGS.

Price 7 3-4c. usual terms. Samples on Application. General Stock fully assorted.

Prices current, continued—

GLOBE TOBACCO COMPANY. CUT SMOKING TOBACCO.		Per lb.
The Old Flag, ½ lb. in 5 lb. boxes	70c	
" " " 1 lb. Fancy Tins	70c	
" " " 1 lb. Fancy Tins	41c	
Gold Flake, 1-5, 6 lb boxes	70c	
" " " 1-10, 5 "	80c	
" " " 1 fancy tins	70c	
" " " 1 " "	41c	
" " " 1 " "	77c	
Hand Made, 1-5, 6 lb boxes	85c	
" " " 1 " "	88c	
" " " 1 fancy tins	88c	
" " " 1 " "	49c	
" " " 1 glass jars	75c	
GRANULATED SMOKING TOBACCO.		
Uncle Tom, 1-5, 6 lb boxes	45c	
" " " 1-10, 6 lb "	45c	
LONG CUT SMOKING TOBACCO.		
Wig Wag, ½, 6 lb boxes	41c	
" " " 1-5, 6 lb "	43c	
" " " 1-10, 6 lb "	45c	
FINE CUT CHEWING TOBACCO.		
Golden Thread, 5 & 10 lb pails	95c	
Globe, " " "	90c	
Victoria, " " "	75c	
High Court, " " "	70c	
Jersey Lilly, " " "	65c	
Golden Thread, 1-16 " Foil in ½ gro.	9 05	
Solace " 1-16 " Foil in ½ gro.	6 05	
CIGARS—S. DAVIS & SONS, Montreal.		
SIZES. Per M		
Madre E' Hijo, Lord Landsdowne	\$60 00	
" " " Panetelas	60 00	
" " " Bouquet	60 00	
" " " Perfectos	85 00	
" " " Longfellow	85 00	
" " " Reina Victoria	80 00	
" " " Pins	55 00	
El Padre, Reina Victoria	55 00	
" " " Reina Vict., Especial	50 00	
" " " Conchas de Regalia	50 00	
" " " Bouquet	55 00	
" " " Pins	50 00	
" " " Longfellow	80 00	
" " " Perfectos	80 00	
Mungo, Nine	35 00	
Cable, Conchas	30 00	
" " " Queens	29 00	
CIGARETTES, all Tobacco—		
Cable	7 00	
El Padre	11 00	
Mauricio	15 00	
DOMINION CUT TOBACCO WORKS, MONTREAL.		
CIGARETTES. Per M.		
Athlete	\$7 50	
Puritan	6 25	
Sultana	5 75	
Derby	4 00	
B. C. No. 1	4 00	
Sweet Sixteen	3 50	
CUT TOBACCO. Per lb.		
Puritan, ½ lb pkg., 5 lb boxes	70	
Old Chum, ½ lb pkg., 5 lb boxes	70	
Old Virgin, 1-10 lb pkg., 10 lb boxes	62	
Gold Block, ½ lb pkg., 5 lb boxes	70	
CIGARETTE TOBACCO.		
B. O. N. 1, 1-10, 5 lb boxes	83	
Puritan, 1-10, 5 lb boxes	85	
Athlete, per lb	1 15	
SOAP.		
Ivory Bar, 1 lb. bars	per lb 5 ½	
Do. 2, 6-16 and 3 lb bars	" 4 ½	
Primrose, ¼ lb bars, wax W	" 4 ½	
" " " 1 "	" 4 ½	
John A. cake, wax W. per doz	42	
Mayflower, cake,	42	

Gem, 3lb bars per lb.	3 ½
" 13 oz. 1 and 2 lb. bars	3 ½
Queen's Laundry, per bar	5 ½
Pride of Kitchen, per box	2 75
Sapolo, ¼ gross boxes	3 25
" per gross, net cash	12 00
TOILET SOAP.	
TAYLOR, SCOTT & CO.	
per doz.	
Baby's Own, ¼ doz boxes	\$1 25
Our Boys, " "	1 25
Sea Foam, " "	60
London Bouquet, " "	85
Oatmeal, " "	80
Paris Assorted, " "	0 75
Albert Oatmeal bar, 2 doz. boxes	0 75
White Castile bar, 2 doz. boxes	0 75
Fatherland, ¼ doz boxes	5 00
WOODEN WARE.	
per doz.	
Pails, 2 hoop, clear No. 1	\$1 70
" " " 3 "	1 90
Pails, 2 hoops, clear No. 2	\$1 80
" " " 3 "	1 80
" " " 3 painted "	1 80
Tubs, No. 0	9 50
" 1	8 00
" 2	7 00
" 3	6 00
Washboards, Globe	\$1 90
" " " Water Witch	1 40
" " " Northern Queen	2 25
" " " Planet	1 70
" " " Waverly	1 60
" " " X X	1 50
" " " X	1 30
" " " Single Crescent	1 85
" " " Double	2 75
" " " Jubilee	2 25
per case.	
Matches, 5 case lots. Single cases	
Parlor	1 70
Telephone	3 90
Telegraph	4 10
Safety	4 20
French	3 60
per doz.	
Mops and Handles, comb.	1 25
Butter tubs	\$1 60 \$3 20
Butter Bowls, crates as'd	3 60
CLOTHES PINS.	
5 gross, per box	0 75
4 gross, " "	0 85
6 gross, " "	1 20
CHAS. BECKH & SONS.	
per box	
5 gross, single and ten box lots.	0 75 0 80
Star, 4 doz. in package	0 85
" " " 6 " "	1 25
" " " 4 " " cotton bags	0 90
INDURATED FIBRE WARE.	
½ pail, 6 qt.	\$4 00
Star Standard, 12 qt.	4 50
Milk, 14 qt.	5 50
Round bottomed fire pail, 14 qt.	5 50
Tubs, No. 1	15 50
" 2	13 25
" 3	11 00
Nests of 3	3 40
Keelers No. 1	10 00
" 2	9 00
" 3	8 00
" 4	7 00
Milk pans	3 25
Wash Basins, flat bottoms	2 75
" " " round "	3 00
Handy dish	3 75
Water Closet Tanks	18 00

DURABLE PAILS AND TUBS	
WM. CANE & SONS, MANUFACTURING CO. NEWMARKET.	
Per doz.	
Steel hoops, painted and grain'd	2 20
Brass hoops, oiled and varnish.	3 25
No 1 tubs	9 50
No 2 "	8 50
No 3 "	7 50
BARM YEAST.	
per box	
3 doz. 5c. packages, in boxes	1 00
3 doz. 10c.	1 95
1½ " 10c. and 3 doz. 5c. packages in assorted boxes	2 00
"OUR NATIONAL FOODS."	
pkgs. doz.	
Desiccated Wheat	4 lb. \$2 35
" " " Rolled Oats	4 " 2 35
Snow Flake Barley	4 " 2 35
Desiccated Rolled Wheat	3 " 2 35
Buckwheat Flour, S. R.	4 " 2 25
Prepared Pea Flour	2½ " 2 00
Baravena Milk Food	1 " 3 53
Patent Prepared Barley	1 " 2 00
Patent Prepared Groats	1 " 1 50
Gluten Flour	4 lb. 3 00
Farina, very choice	1½ lb. 1 40
HARDWARE, PAINTS AND OILS.	
CUT NAILS, from Toronto:	
10 dy. to 60 dy.	2 20 2 30
8 dy. and 9 dy.	2 65 2 70
4 dy. to 7 dy.	2 90 2 95
3 dy. " " C.P.	3 95 4 00
3 dy. " " A.P.	3 45 3 50
HORSE NAILS:	
" " " 50 and 10 per cent. to 60 from list.	
HORSE SHOES:	
From Toronto, per keg	3 60 3 75
SCREWS: Wood—	
Flat head iron 7 7 ½ p.c. dis	
Round " " 7 7 ½ p.c. dis.	
Flat head brass 7 5 p.c. dis.	
Round head brass 70 p.c.	
WINDOW GLASS: [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches; which shows it to be a first-break glass, i.e., not over 25 inches in the sum of its length and breadth.]	
1st break (25 in and under)	1 45
2nd " (26 to 40 inches)	1 35
3rd " (41 to 50 ")	3 40
4th " (51 to 60 ")	3 70
5th " (61 to 70 ")	4 00
ROPE: Manila	0 14 0 14 ½
Sisal	0 10 ½ 0 11
BINDER TWINE:	
Crown Brand (from factory)	11
Red Cap	12
Blue Ribbon	14
Silver Composite	9
AXES: Per box, \$6 to \$12.	
SHOT: Canadian, dis. 7 ½ per cent.	
Hinges: Heavy T and strap .04 ½	05
" " " Screw hook & strap. 03 ½	04 ½
WHITE LEAD: Pure Ass'n guarantee ground in oil.	
25 lb. irons	per lb 5 ½
No. 1	" 5
No. 2	" 4 ½
No. 3	" 4
TURPENTINE: Selected packages, per gal.	
" "	0 58 0 59
LINSEED OIL per gal, raw	0 63
" " " Boiled, per gal.	0 65
CASTOR OIL: Best per lb.	0 09 0 09 ½
GLUE: Common, per lb.	0 10 0 11

PETROLEUM.	
F. O. B. Toronto. Imp. gal.	
Canadian	\$0 18
Caron Safety	0 17 ½ 0 18
Canadian Water White	0 20 0 22
Amer'n Prime White	0 23 0 24
" " " Water White	0 25 0 00
Photogene	0 27 0 00
DRUGS AND CHEMICALS.	
lb \$0 02 \$0 03	
Alum	0 06 0 07
Blue Vitriol	0 02 ½ 0 03 ½
Brimstone	0 13 0 14
Borax	0 75 0 80
Camphor	0 40 0 45
Carbolic Acid	0 11 ½ 0 12 ½
Castor Oil	0 30 0 31
Cream Tartar	0 01 ½ 0 02
Epsom Salts	0 15 0 17
Paris Green	0 13 0 14
Extract Logwood, bulk	0 15 0 17
" " " boxes	0 10 0 13
Gentian	0 18 0 20
Glycerine, per lb	0 16 0 17
Hellebore	5 50 6 00
Iodine	0 38 0 45
Insect Powder	0 08 ½ 0 09
Salpetre	2 50 2 75
Soda Bicarb, per keg	1 00 1 25
Sul Soda	0 12 ½
Madder	0 12 ½
VINEGAR.	
A. HAAZ & CO	
XX W.W.	0 28
XXX W.W.	0 25
Honey Dew	0 30
Pickling	0 30
Malting	0 45
THE BADGEROW FALCONER VINEGAR CO	
French Bordeaux	per gal 0 34
Tarragona	" 0 32
Triple	" 0 30
Fruit Vinegar	" 0 27
Pickling	" 0 28
XXX	" 0 25
Extra XX	" 0 22
XX	" 0 20
X	" 0 16
Older Vinegar	0 16 to 0 25
Honey Vinegar	0 25
Eng. Malt Vinegar	0 50 to 0 60
Bottled Malt Vinegar, qts.	2 00
Methylated Spirits	2 00 to 2 25
INK.	
EDWARD CATPOLE & CO.	
Blue black, 2 oz., per gross	4 00
Jet Black, 2 oz., " "	3 75
All colors, 2 oz., " "	4 50
Blue black, quarts, per doz	5 00
" " " pints,	3 25
FISH.	
per lb	
Pickered
Pike	do
White fish	0 06 ½
Salmon Trout	0 06 ½
Lake herring	1 50 1 75
Pickled and Salt Fish:	
Labrador herring, p. bbl	5 75 5 50
Shore herring	4 50 5 50
Eng. Malt Vinegar	4 25 4 50
Dried Fish:	
Codfish, per quintal	5 25 5 75
" " cases	5 00 5 50
Boneless fish per lb	0 04
Boneless cod	0 06 ½ 0 08 ½
Smoked Fish:	
Finnan Haddies, per lb	0 07 ½ 0 08
Bloaters, per box	1 00 1 50
Digby herring	" 0 16
Sea Fish:	
Haddock	per lb
Cod	"
B.C. salmon	"

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

NO BLUEING -

Material whatsoever is used in the manufacture of

OUR GRANULATED.

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

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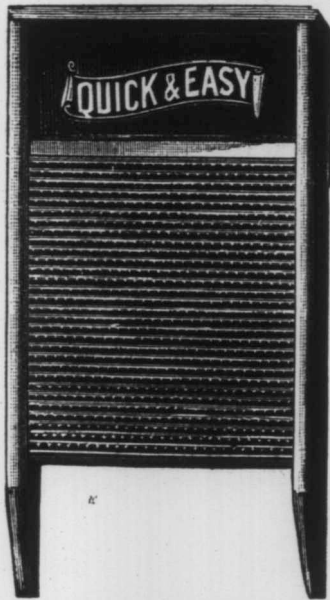
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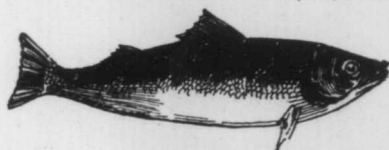
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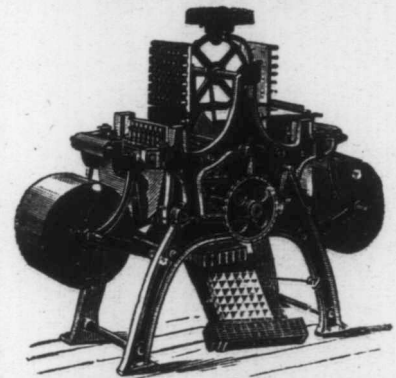
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