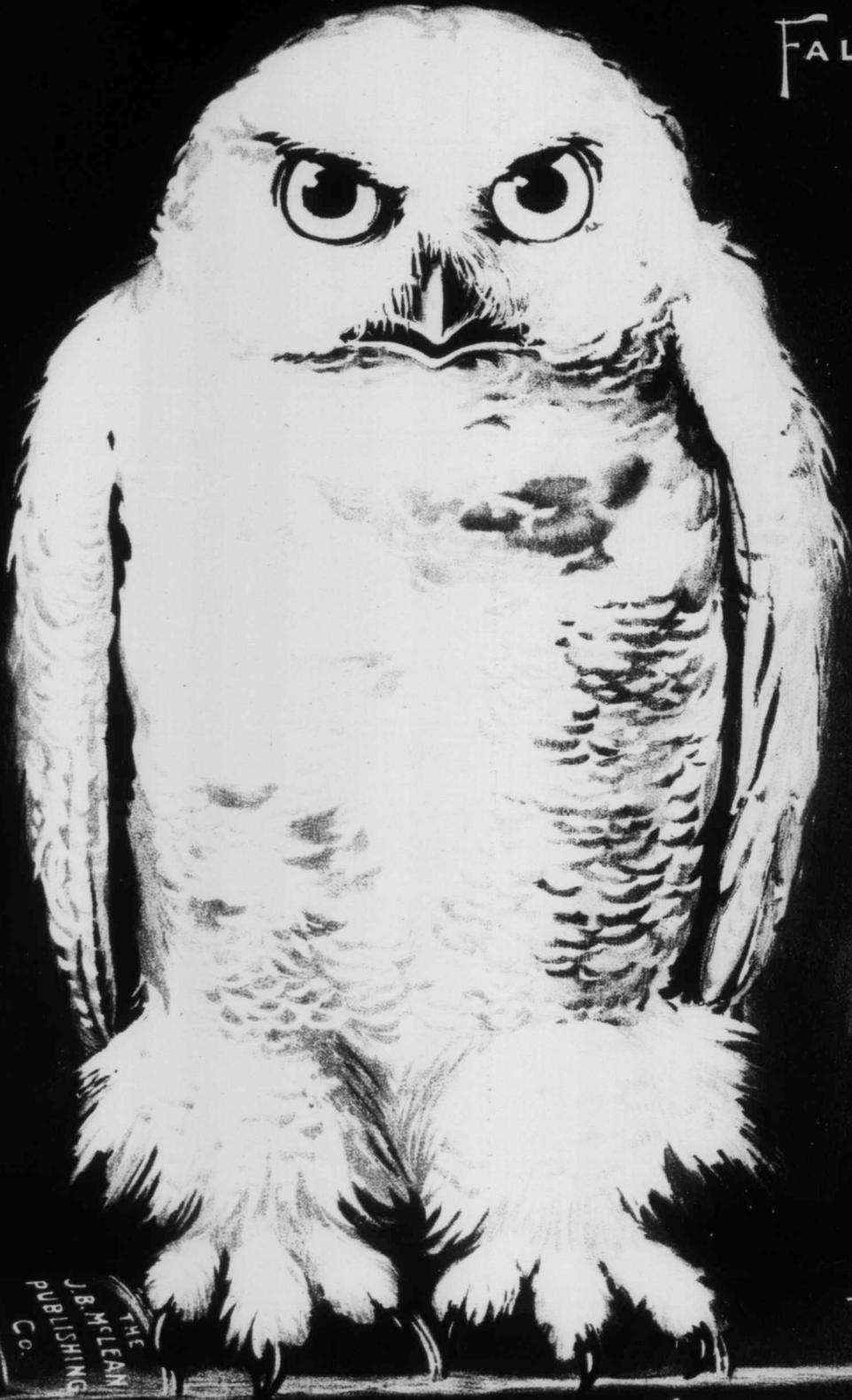


THE CANADIAN GROCER

FALL NUMBER
1893



"We never sleep"

ALL THE LEADING WHOLESALE TRADE HANDLE OLD CHUM PLUG AND CUT AND BERRY STOKIN TOBACCOS.

SH

for

ery

land

St.,

sp

ROBT. DAVIES, Manager

.. THE ..

WM. ROSS, Sec'y & Cashier

DOMINION BREWERY Co.

LIMITED.

BREWERS AND MALTSTERS

MANUFACTURERS OF
THE
CELEBRATED



QUEEN STREET EAST
TORONTO

White Label
Ale

India
Pale Ale

AND

Amber Ale

XXX PORTER

Which is now taking the
place of
the best imported

FOR the above brands we hold
Diplomas and
Gold Medals when
competing
against the celebrated
brewers in the
world



OUR Ales and Porters are
known and used
from the Atlantic
to the Pacific,
and
are in
general favor



ASK for them and see
that our brand
is on every
cork



THERE ARE MANY
IMITATIONS
OF
OUR
WHITE LABEL.
SEE
THAT
ROBT. DAVIES'
NAME
IS
ON EVERY
LABEL.



Our Ales and Porter have been examined by the best analysts, and they have
declared them pure and free from any deleterious ingredients.



.. It is ..
PERFECTLY PURE

.. Is an ..
IDEAL BEVERAGE

.. No more ..
DELICIOUS DRINK

has ever been manu-
 factured.

.. Gives ..
NO TROUBLE

IN MAKING.

.. Is ..
HIGHLY NUTRITIOUS

AND SUSTAINING.

—
 A Teaspoonful makes
 a Cup of Cocoa.
 —



J. S. FRY & SONS are the
 largest manufacturers of . . .

Cocoas ^{A_ND} Chocolates

IN THE BRITISH EMPIRE

Last Year's Production was 34,944,000 Pounds !!!

ARTHUR P. TIPPET & CO.

Toronto and St. John

SOLE AGENTS FOR

**Ontario and the North West,
 New Brunswick, Nova Scotia,
 and Prince Edward Island**

JAMES TURNER & CO.

Hamilton



Ontario

.. STERILIZED ..

Bensdorp's
Royal Dutch Cocoa

Pettijohn's
Breakfast
Cereal

Batger's Peels
University
Marmalade

Parson's
Ammonia

TEAS



REGISTERED



MARK ..

Assams, Japans,
Darjeelings, Hysons,
Ceylons, Gunpowder,
.. Congous ..

ALSO SEVERAL VERY FINE BLENDS
OF INDIAN AND CEYLON. . . .

Have full stock in above lines. See travelers
samples, or write us.

Marshall's Bloaters
Kipperd Herring
Fresh Herring (Flats)

Morton's Herring
Kipperd Herring
Alpine Club
Sardines

Nonpareil Jelly
Assorted Flavors
Easily Prepared

Huckin's Soups and Sandwich Meats

Armour's Soups and Potted Meats

Snider's Soups and Catsups,

Batty's Pickles, Nabob Sauce, Burnham's Clam Bouillon,

12,000

Merchants of Canada

Will read this advertisement



It will Pay

every one of them to
handle

THE AMMONIA

It is a fast seller, pleases every
housekeeper and — shows the
dealer a good profit.

For Sale EVERYWHERE

W. A. BRADSHAW & CO.

Sole Manufacturers,

TORONTO, ONT.

The Most Delicious Sauce in the World

YORKSHIRE RELISH

.. Simply delicious with
CHOPS,
STEAKS,
STEWES,
FISH,
CHEESE, Etc.

Makes Cold Meat a Luxury.



**Largest Sale of any
 Sauce in the World.**

..
**Millions of Bottles
 Sold Annually.**

..
Beware of Imitations.

..
Sold Everywhere.

.. Blends Admirably with all Gravies ..

WITH SOUP IT IS CHARMING.

.. Proprietors ..

**Goodall,
 Backhouse
 LEEDS,
 ENGLAND.** & Co.

.. Sole Agents for Canada ..

**C. H. Binks & Co.,
 646 Craig St.,**

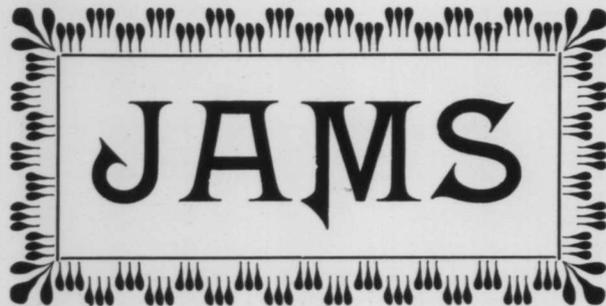
Who will be pleased to forward Price List and Samples on Application.

} **Montreal.**

FINEST QUALITY . . .

Chas. Southwell & Co.'s

High-Class . .



Made from Kentish
grown fruit.



1 lb. glass

JELLIES MARMALADES

Specialty in

CLEAR
JELLY Marmalades . .

A SPLENDID TABLE DELICACY :-



C. S. & Co. are also large preservers of Orange, Lemon, and Citron Peels of the finest quality. Also their well known "Excelsior" Packet Table Jellies, in ten different flavors.

Orders can be sent through Messrs.
Frank Magor & Co., 16 St. John St.
Montreal.



Preserved Ginger, Confectionery, Etc.

Chas. Southwell & Co.,

WORKS:
Dockhead, London, England

... UNPRECEDENTED SUCCESS ...

GOLD MEDALS AWARDED

BY HER MAJESTY'S



ROYAL LETTERS PATENT

Established
1852.

EBEN^R. ROBERTS

Established
1852.



This illustration is a fac-simile of packet.

**ROYAL TABLE CREAMS,
AND
INVALID AND TABLE JELLIES,**

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

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



The above illustration is a fac-simile of tin.

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

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

Agent: C. E. Colson, Montreal.

EBEN^R. ROBERTS, London, England.

Slee, Slee & Co.
makers of



ESTD 1812.
Pure Malt Vinegar.

London, England.

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

YES

Of course you have
Adams' Tutti Frutti Chew-
ing Gum in stock. But do
you keep a supply of the . .
assorted flavors?

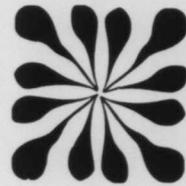
To decorate your window,
send for beautiful Tutti . .
Frutti hangers free. . . .

That's the Question

ADAMS' & SONS GO.,

11 and 13 JARVIS STREET, TORONTO, ONT.

The St. Lawrence Sugar Refining Co's



GRANULATED
and **YELLOWS** ... ARE PURE ...
and SYRUPS ..

No Blueing Material whatsoever is used in the
manufacture of Our Granulated

A

Full Line of . . .

Willow Ware

AT

Walter Woods & Co.
Hamilton
Ontario

WHOLESALE . . .

Wooden Ware • Willow Ware

Brooms • Brushes

Wrapping Paper • Twines

Paper Bags • Cordage

Grocers' Sundries

See Our
Square Linen Hampers

Orders by mail will be
promptly and carefully
filled.

W. W. & Co.



.. CROSSE & BLACKWELL

.. Celebrated for ..

**JAMS,
PICKLES,
SAUCES,
POTTED MEATS,
TABLE DELICACIES.**



... SOLD BY 

ALL GROCERS IN CANADA

EVERY GROCER KEEPS THE BEST



Keen's Mustard

 IN SQUARE TINS ..

CELEBRATED FOR ITS
UNEQUALLED FLAVOR

When your stock of this every-day seller runs low, make a note of it and order from your wholesaler at once.

ENGLISH BISCUITS

SUITABLE FOR

All Classes

Sweet and Plain . . .

ENGLISH BISCUITS

BY APPOINTMENT TO HER MAJESTY THE QUEEN



Huntley & Palmers

BISCUIT MANUFACTURERS

READING and LONDON, ENGLAND

The Largest Biscuit Manufacturers in the World

These Celebrated Biscuits are kept by all the **BEST GROCERS IN CANADA.**

For Price Lists and Terms apply to

Or to their representative

HUNTLEY & PALMERS

Reading, England

: MR. EDWARD VALPY,

28 Reade St., New York

SUPPLEMENT

THE CANADIAN GROCER & GENERAL STOREKEEPER

PUBLISHED WEEKLY \$200 PER YEAR

Vol. VII.

TORONTO, OCTOBER 6, 1893.

No. 40

THE J. B. McLEAN PUBLISHING CO., LIMITED.

Trade Journal Publishers, AND Fine Magazine Printers,

10 FRONT ST. EAST, TORONTO.

J. B. McLEAN, PRESIDENT. HUGH G. McLEAN, SEC.-TREAS.

SUBSCRIPTION, \$2.00.

BRANCHES:

- MONTREAL-148 St. James St. E. DESBARATS. NEW YORK-Room 93-99, Times Building. ROY V. SOMERVILLE. CHICAGO-60 Wabash Avenue. EDW. S. MACKENZIE. LONDON, ENG.-Canadian Government Offices, 17 Victoria St., London, S.W. R. HARGREAVES. JOHN CAMERON, General Subscription Agent.

Just Look At Us Now.



ANOTHER fall is upon us, and THE CANADIAN GROCER, like nature, assumes its customary new dress. But beyond this mere fact the comparison ceases. Our dress is for the one issue, and instead of indicating sleep or death, betokens energy and vigorous life. In a word, with this issue appears our usual Fall Trade Number, and characteristic of those of the past it is an improvement on its predecessor. We claim without fear of contradiction, that no publishers

in America or Europe, have put out a journal of its class to equal it, either typographically, editorially or otherwise. No expense or trouble has been spared in its production. Our one aim has been to give the trade something to feel proud of, and we trust we have accomplished it.

As a man who has at last reached the end of a perilous journey and who stops to contemplate the dangers that beset

him and how they were overcome, so THE GROCER on this occasion may be allowed the same privilege. Seven years ago this month we set out on the warpath with a determination to conquer or die. With the ideal set ourselves we did not expect death or fear it. We knew the battle would be a desperate one, and had to be won single handed. Arrayed around us were competitors who had been "Kings of the Castle" for upwards of thirty years, and who were attempting to rule over something far beyond their control. We had to contend with innumerable experimentalists and tricksters who had neither money to lose nor reputation to gain. We had both to lose. And last we had our probable advertisers and subscribers to educate—to show them the advantage of a trade journal. Like Job of old, we had patience, we fought and waited, and not in vain.

The ideal set ourselves was to make THE GROCER the leading grocery journal of America; to conduct our business on thorough and honest business principles; to give our patrons the utmost value; to gain the confidence of the trade; to live up fearlessly to our convictions, and to be independent of any clique, house, association, or other guild; to allow no one to dictate the policy of this paper; to give subscribers adequate value and impartial attention, and to resort to no unbusiness-like schemes or use undue influence to secure advertising patronage. It was our intention to be in business for a life-time and not for a day, and the confidence of the trade was desired as a permanency. It is for you to say if we have lived up to this. The present number shows that we have attempted it anyway.

THE GROCER has been a success from the start. But the past eighteen months it has been forging ahead by leaps and bounds. It has jumped in this time from twenty-four to forty-four pages. In less than six months we will enlarge it again. This success is wholly due to the fact that its circulation is direct with probable buyers of your goods from one end of Canada to the other. Buyers can read in its columns each week announcements of new goods, etc. The lawyer eagerly scans the legal journals for judicial decisions; the doctor will read the medical journals for the latest discoveries in medicine; the manufacturer his own particular paper for inventions, etc., and you as a merchant cannot afford to be without your trade journal. It is the chart that points out rocks and shoals to be avoided and how access to favorable harbors may be obtained.

The position THE GROCER occupies to day has not been attained without hard work. By a thorough system of canvass, the paper has been introduced into every village, town, and city in the Dominion; and this work is still being propagated, large numbers of additional subscribers being added every week.

Under such conditions it is scarcely necessary to acquaint our readers with the fact that *THE GROCER* thus penetrates many places every week that is seldom, if ever, visited by travelers. But the best evidence of its value as an advertising medium is the class of advertisements it carries, and that continuously. While the trade from the Atlantic to the Pacific realize that in *THE GROCER* they have not only a reliable medium of communication between wholesaler and retailer, but a paper that furnishes reliable market reports, information as to the business methods and movements of other merchants, hints for the better conduct of business, and stirs up and sets running trains of thought in business men's minds that would otherwise probably lie dormant. With *THE GROCER* as a medium, many of our advertisers have been able to develop a letter order department, which has enabled them to add an additional four per cent. to their profits, something not to be lightly considered. People do not advertise in a paper year after year or remain subscribers to it unless it pays them.

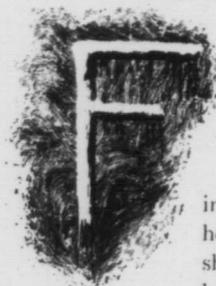
This special number is issued in order that our regular advertisers may place their fall announcements before those who are not now subscribers but who will get a copy of this issue. Our object is to give our advertisers more than they ask for rather than less; and in pursuance of this principal it often costs us more than we obtain for the space. But we want to give satisfaction, and are bound to do it. We never ask advertisers to take our word unsubstantiated regarding our circulation. Ask your travelers if they do not find *THE GROCER* in the stores of seventy-five per cent. of the trade; and, if that will not suffice, come into the office and see for yourself. We will take a pride in showing you what we are doing. Another reason why *THE GROCER* has been so successful is the high standard of its get up. High-class paper and ink is used. Advertisements are gotten up tastefully and attractively in such a way as to do the advertiser the most good. Advertisers are beginning to recognize these great points in our advertising.

The issue now before our readers surpasses all our previous efforts. The cover is unique, striking, handsome and is a masterly piece of the lithographer's art, while the ink and paper is the best that money could buy. Nobody will ever forget at least the cover of the 1893 Fall Number of *THE CANADIAN GROCER*. The labor involved in the printing department was enormous. Few have any conception of its magnitude; but an idea may be gathered from the fact that the number of ems set up was something like half a million. This means that the compositor's hand traveled forward and back from stick to case and case to stick probably two million times or a distance of something like 400 miles. In paper no less than $4\frac{1}{4}$ miles or 7,500 pounds was used. The number of impressions were 158,000, there being 96,000 on the cover alone.

THE GROCER is the merchants' paper of Canada. There is no question about it. The circulation proves it, and we expect that this special number will result in the formation of connections with subscribers and advertisers whose names are not yet found on our subscription list or whose advertisements are not yet found in our columns. Our subscribers almost to a man tell us that they sometimes make more out of one number than would pay a year's subscription four times over.

Readers will find the advertisements in this issue quite as worthy of perusal as the letter-press. If you happen to remember you might just mention that fact to the advertisers, it will please and be of value to them.

Early Trading Around Toronto.



FORTUNE favors the brave. But I can scarcely claim that it was the result of bravery on my part that secured for me the subjoined interview. With a few others I was driven the other day to take shelter from a heavy thunderstorm in an old pottery, where for four mortal hours we were penned in like a lot of sheep. In the party was a gentleman well-known in Toronto, whose early days were spent on a farm, and he and I fell to talking about trade matters. This is always a timely subject with me.

"Tell me," I asked, "something about the early trade of the country as you remember it?"

He ruminated a moment, and then remarked: "My first recollection of the trade was when the only thing the farmer could get cash for was furs. Dear me, when I think of it! How anxious the storekeepers were to get them, and how willing were they to hand over the cash! The next period was what might be called the hog-raising period. On every farm at that time there was a big drove of pigs. In fact most of the grain was turned into hogs. About the end of September it was customary to begin to feed these hogs. When sleighing began they were killed and brought to Toronto, where they fetched a good price. The whole product of the farm could be brought down, as a rule, in a couple of sleigh-loads. In each load would be about twenty hogs, averaging probably 250 pounds each. The price pork then fetched, taking one year with another, was from \$8 to \$12 per cwt. Of course those farmers who were any way well off and had good teams would team more or less grain during the winter. Potatoes, corn and peas, particularly peas, were the principal staples.

"In the period between 1820 and 1840 but few of the country roads were cleared out. For long distances the trees were slashed down and lay rotting on the ground. The pathway meandered along these trunks and around stumps and boulders in a somewhat erratic manner. Many of the traveled roads were 'near cuts' through original forests and dodging hills, hollows and swamps, but always aiming at a straight line. These were usually spoken of as wagon roads, but they were almost impassable for loaded wagons. As a matter of fact, however, there were not then many wagons in the country, and buggies had not yet evolved. I remember of two wagons in our neighborhood—Whitchurch—and they had been drawn all the way from Pennsylvania. In summer people walked or rode on horseback. It was not unusual for a man and his wife to take their children on a Sunday and walk 10 or 12 miles to visit a friend, and walk home in the evening. People thought nothing of walking five or six miles to church. Walking from Whitchurch to Toronto, a distance of 35 miles, on business, and often carrying considerable loads, was common.

"Sleighing was the great national means of locomotion. In fact there was no other way at that time to get produce to market. This of course meant that everything had to be held over till the winter. Yonge street, from Toronto up to Eglinton, was a busy thoroughfare during the sleighing season, I can tell you. You would often see three teams abreast all the way; and there would be a continual rush and a perpetual jingle of the sleigh bells. Of course this was before the Northern railway was built. It was astonishing the change the building of that road made in

the system of bringing produce to market. All the plans of marketing were upset and changed. But then railways of course always have this effect.

"During the period referred to people's clothing were home-made. Flax was grown on almost every farm. From one to two acres was usually set apart for this purpose. The flax was broken, scutched, heckled, and spun on the farm. Weavers were scattered all through the country, and to these the spun article was taken to be woven into linens. From these linens were made women's dresses, children's clothing and men's jackets. It was good strong stuff. You can buy substantially the same now, but it has ceased to be used for clothing.

"On every farm there would be from one to three dozen sheep. The wool from these was bundled up and sent to the carding mill. Then it was taken back to the farm where it was spun by the women, after which it was sent to the factory to be woven into cloth. Full cloth was the name given to the material that came from the weaver's hands. The cloth was thick, strong, durable and very warm. From it was largely made the clothing of men and women for winter wear. The linen stuff was very seldom colored. It was sometimes bleached by being turned out on a grassy field. Of course linen is hard to bleach. Woolen stuff however was frequently colored on the farm. The color would be brown and was obtained by burning the inner bark of the butter-nut. You won't see butter-nut colored garments now anywhere. They are all gone out. Then it was the characteristic clothing. Another prevailing color was indigo blue.

"In those days salt was one of the staple articles; and this they about always brought home with them from the city. Occasionally they would bring a few luxuries—a little better clothing for the women folks, or the children perhaps. Axes of course would form a part of their purchases. So did cutlery, and the finer delf cups and saucers. The heavier farm implements were made in the country by blacksmiths and wagon-makers. At that time the farmers did not buy sugar. They depended altogether on maple sugar for their supplies. Every farm would produce from two to four hundred pounds of maple sugar per year besides a large number of gallons of syrup. A good deal of vinegar was also made.

"Large quantities of tea and sugar were consumed by the early farmers. And I can tell you the people in those days were good judges of these articles. Quite a large supply would of course be got during the year from the country merchants, but a good deal would be purchased from the city. Butter and eggs were traded, especially eggs, which was very cheap.

"With the development of trade, of markets, the clearing of land and the increase of wealth, arose a desire for better and more artistic household furniture and utensils to replace the tin and earthen vessels and home-made furniture. A Highland Scotch blacksmith, whose smithy and dwelling were both of the primitive shanty style, felt the genial influence of this aesthetic movement. He called into a neighbor's house one afternoon looking very tired and dejected. On being questioned, he gave this explanation of the cause:

"By gosh, iss mornin' my wife ses: "Shon, Mrs. Mynoch hes got china in ta hoos, an' we mun hae china in ta hoos." An by gosh I goes tae ta store (5 miles) we ah half dizen o' eggs; an I ses tae Geordie's wife, "Hoo' monie china goots wul ee ge me for my half dizen o' eggs?" An' she ses, "Oh; no monie goots for tae half dizen o' eggs." An' by gosh all ta goots I got wes twa craket cups and saucers for my half dizen o' eggs."

"The farmers when they came to the city did some trading

with the grocers around St. Lawrence Market, but business was practically done on a cash basis; and there was plenty of cash in those days."

"You were speaking of hogs. Were nearly all the dressed hogs consumed in Toronto?" I queried.

"Oh, no," he answered. "There was an immense trade done, and the hogs were shipped away, largely I think for the British navy. The pork was packed here in heavy barrels and shipped in the early spring as soon as navigation opened. The barrels were also made here, and it was an immense industry.

"About 1845 or 1847, when Europe was in the midst of wars and revolutions, quite an impetus was given to wheat-raising, while in hog-raising there was a corresponding decline. There was no wheat shipped from the country. Wheat went out in flour. Mills sprang up all over the country. Between Toronto and Richmond Hill there were several. There was one on the banks of the Humber near where Bloor street crosses the river. One was located up the Don, and the ruins of it are standing to-day. Another was planted on the stream that runs through St. James' Cemetery. In fact it seems to me that wherever there was a stream there was either a flour mill or a saw mill. At that time vessels used to go up the Humber River as far as the mill at Bloor street, take on a cargo of flour, and cross with it to Rochester, where connection was made with the United States system of railways, which carried the stuff to the seaboard, where it was placed in vessels and taken across the Atlantic. But the industry did not, comparatively speaking, prosper long. The flour turned sour crossing the Atlantic, and there were some accidents which caused big losses and the ruination of nearly every miller. I knew one miller, reputed to be worth a million, who lost everything, and then he shot himself.

"After this the farmers went back to hog raising. But the attention of the farmers was again given to raising wheat when the Russian war broke out. Wheat went up as high as \$22.5 per bushel. Then of course everybody wanted to grow wheat. 'Twas wheat, wheat, wheat! And as there was no attempt at rotation of crops the land became impoverished. How the price of wheat dropped after the war closed everybody knows."

"Do you remember who were the principal merchants in those days?" I further queried.

"Can't say that I do," he rejoined as he meditatively drew his hand across his brow. "I remember one name, however, when I come to think of it; and that was that of Charlie Robinson. He did not buy farm produce, but he did a large business with the farmers notwithstanding. His place was on the north side of King street west of the market square. After Charlie gave up business he assumed the management of the Freehold Loan and Savings Co., of which Mr. C. S. Wood now has control. Hugh Miller had a drug store on King street then. I remember the place. Yes, and there was a wholesale house on the same street, south side, carried on by Whittimore & Rutherford. The principal wholesale dry goods house was that of Ross & Mitchell. This was before either McMaster & Co's or John Macdonald & Co's firms existed. Yes, indeed, it is a different thing to look at Toronto now and what it was fifty years ago."

There are as many magnificent successes in the future as there have been in the past. Those who deserve them will stand the best show of winning them.

Production and Manufacture of Sugar.

BY SWEETTOOTH.



OUR staple food products have more or less history wrapped about them that is interesting. Historical sketches of tea, coffee, sugar, cocoa, cocoanut, oranges, lemons, and fruits are read with interest by old and young alike—by merchant as well as consumer. But of the list enumerated none probably more so than sugar; and obviously so. It is one of the chief staples of modern society. Somebody has said that "it blesses the dentist and assists the gout." And he might have added: "It is indispensable to the cook and blesses the child." In a word sugar enters into the manufacture of our medicines as well as our foods.

The word sugar, like coffee and cotton, comes from the people of Mahomet. The Moors in Spain had sugar cane in their fields. From thence it spread to the Canary Islands; and then, like every other good thing, it eventually found its way to the American Continent. In fact it may be said to have reached here almost as soon as the first white settler. At any rate the cultivation of sugar was an extensive industry in Hayti even in the life time of Columbus. And when the slaves of St. Domingo revolted the exports were seventy thousand tons a year. In 1751 the French Jesuits took the cane near the site of New Orleans; and the industry flourished so well that when the United States obtained possession of Louisiana a little more than fifty years after there were some hundred mills there. In 1822 steam power was there applied to it. The Mississippi River for 250 miles of its course flows through sugar cane. Texas and Florida have also become sugar cane states.

The great Napoleon tried his hand at raising sugar beats as well as destroying nations. And he seems to have succeeded even better in the one than he did in the other; for while many of the nations have risen again whom he crushed, the results of the two hundred thousand dollars he spent as a premium to discover a sugar at home is to-day seen in the sugar beet root crop of France.

About thirty years ago Louisiana made 450,000,000 pounds of sugar. Since then then the crop has varied, being sometimes in excess and sometimes below that quantity; but this year it is estimated that the crop in that state will be something like 550,000,000 pounds, the largest on record, while California promises to surpass herself in the way of beet production, her anticipated yield being placed between 16,000,000 to 18,000,000 tons, compared with a little over 9,000,000 last year. Cuba is still the great cane producing country of the world. No other in fact comes anyway near her. For instance, the coming crop of cane is estimated at over 800,000 tons. This, while 161,595 tons less than last year is nearly double that of the next largest cane producer, Java, which is credited with 430,000 tons. The United States comes third with 220,000 tons, while Brazil and the Phillipine Islands are a close fourth with 200,000 tons each. Among other producing countries are: Hawaii, 135,000 tons; Demerara, 120,000 tons; Egypt, 70,000 tons; Peru, 67,000 tons; Queensland, 60,000 tons; Porto Rico, 56,000 tons; Bar-

badoes, 55,000 tons; Guadeloupe, 50,000 tons; Trinidad, 45,000 tons; Argentine Republic, 40,000 tons; New South Wales, 32,000 tons. Taking the continents, America is this year expected to produce 1,805,000 tons of cane sugar, Asia, 717,000 tons; Australia and Polynesia, 237,600 tons; Africa, 180,000 tons; Europe, 20,000 tons.

The manufacture of beet sugar has been attempted in Canada, but with only indifferent results. Last year the yield in the Dominion was only 500 tons and this year it is expected to be some 200 tons less.

Thirty-five years ago the sugar production of the world was 3,330,000,000 pounds of which four-fifths was cane sugar. For the coming season the world's total production is placed at 6,361,600 tons or eight billion pounds, of which but 2,959,600 tons or about 46 per cent. is cane sugar, the balance, 3,402,000 being accredited to beet. Beet is now king and seems likely to remain enthroned. A recent cable from London regarding the beet crop in Europe stated that the prospects then appeared to justify the expectation of a deficiency in France of 75,000 tons and in Holland of 5,000 tons. The yield in Belgium will not differ from the yield of 1892. It is probable that there will be an excess in Russia of 200,000 tons, in Austria-Hungary of 100,000 tons, and in Germany of 125,000 tons, making a probable net excess over the yield of 1892 of 345,000 tons.

"To eat more sugar is good for all. To eat much sugar is good for the invalid." If this is so it is no wonder the English people are so healthy, for they are generally credited with consuming more sugar per head than any other people in the world. The consumption per head in the United States and Europe, in pounds, in 1890-91, according to recent published statistics was as follows: England, 78½; United States, 59½; Denmark, 41; Switzerland, 33; France, 29; Holland, 27½; Sweden and Norway, 23; Germany, 22½; Belgium, 21½; Austria, 15; Portugal, 13½; Russia, 10; Spain, 9½. The world's consumption of sugars is increasing at the rate of 300,000 tons per year. Last year the total consumption was 6,289,009 tons. At this rate there would be a deficiency of over 2¼ million tons in the next crop, it being, as already noted, estimated at 6,361,600 tons. An English paper, referring some time ago to the latter estimate, which is Willett & Gray's, said: "Adding the unknown crops of portions of Asia, Africa and America, from which no returns are possible, it would appear as if the annual sugar crop (including 2,500,000 tons from India) must now be something like 10,000,000 tons a year, worth say £150,000,000." But at any rate enough sugar will probably be raked up to go roud.

The sugar-cane plant is a jointed grass, which often rises to the height of twenty feet, with a stem from one to two inches thick; long slender leaves shoot from the alternate joints on each side and fall off when the plant is matured. At twelve months there is a sprout, called the arrow, at the top, several feet high, which bears white flowers. The plant is propagated from cuttings of the stalks and not from seed. Varieties sometimes run out and others have to be substituted. The North American continent is not the best place in the world for sugar cane production owing to the danger from frosts. Some of the cane in the East Indies has produced nearly 6,000 tons of dry sugar to the acre. In America the yield is 500 to 2,000 pounds to the acre, while the West Indies' cane produces three to five thousand pounds. On this continent the plants are set out between winter and spring, and the crops are gathered in October.

In the West Indies they do not plant till the autumn. Preparatory to planting the land is broken and straight parallel furrows are run through about eight feet apart. In these furrows are put several joints of cane to each slip, and from two to five feet apart and lightly covered. Between the rows of cane the plow or hoe is kept moving. The cane stubble is called ratoons, and these will grow up into juicy canes also, though not as strong and high as the planted canes. It takes about an acre of canes to plant four or five other acres. In Louisiana a single plant will only last about three crops; but in the West Indies the ratoon-stubble renews itself for perhaps twenty continuous crops. About one-twelfth of the cane in Louisiana has generally to be reserved for seed. When the canes are matured they are cut off close to the ground and the trimmings are left to protect the roots from frost. The canes are hurried off to the mill as soon as cut, for if they are allowed to ferment they would be deprived of a part of their sugar. They contain 20 per cent. or more of sugar, nearly as much per cent. of woody fibre, and perhaps 60 per cent. of water.

The apparatus in general use in the United States consists of crushing machines, or cast-iron rollers revolving horizontally. The canes are put on a feed plate sloping down to the feed roller, and are drawn into spaces decreasing as the cane advances. The crushed canes are called bagasse, or megass, and they are brought back and crushed again. By this means two-thirds of the juice is brought out. After the liquor has had time to settle it is strained into clarifying vessels. Then the sugar is boiled and lime or lime-milk is used to draw off the acids. Heat is applied to the kettles and a scum gathers on the surface, which is watched till it breaks into bubbles, when the clarification is complete. In an hour or so the liquor is drawn away from the scum and comes out a clear white-yellow color. The liquor is then taken into smaller pans and boiled again and the scum is skimmed off. The skimmings make the best materials for rum. The syrup is drawn into coolers, generally of wood, about a foot deep, and there the granulating takes place in the course of about twenty-four hours, the crystals forming a soft mass in the molasses. Then the hogsheads of the syrup are arranged in a curing house and the drippings from them flow into a reservoir through holes. It takes some weeks for the sugar to drip out and be dry enough to ship to the refineries.

As about in every other industry, new methods are taking the place of old in sugar producing. Willett & Gray, in a recent issue of their Statistical pointed out that in many instances small planters in Louisiana are abandoning the manufacturing branch of the industry and are devoting their entire energies simply to the raising of the cane which they sell to central factories. "Much better results are attained by developing the agriculture and manufacture separately," it says, "unless the two are combined on a large scale and with unlimited capital. This is shown by the report that last season the factories run under the old system averaged 1,111 pounds of sugar per acre of 108 pounds per ton of cane, while those using new appliances turned out an average of 2,718 pounds of sugar per acre of 150 pounds per ton. Only one-fifth of the crop of 1892-3 was made by the old process."

The beet sugar is a cultivated variety of the mangel wurzel. The plants are cultivated like turnips and the roots attain maturity about five or six months after sowing. Sugar making becomes active only in October and proceeds in November and December. Two ways of obtaining the juice are employed—pressure and diffusion. The one obtains largely in France and the other in Germany. The mechanical process means the feed-

ing of the beets into a pulping machine in which a large rapidly revolving cylinder, armed with close-set rows of saw toothed blades. This process reduces the beets to a pulp. The expression of the juice is effected either by the hydraulic press or by continuous roller presses. After having been pressed twice, the cake that is left should amount to not more than 17 per cent. of the original root. Hence allowing 4 per cent. for ligneous tissue, etc., only about 13 per cent. of water, sugar, soluble salt, etc., remain in the refuse. The diffusion process for obtaining beet juice depends on the action of dialysis, in which two liquids of different degrees of concentration separated by a membrane tend to transfuse through the membrane till equilibrium of solution is attained.

The stem of the sorghum has long been known in China as a source of sugar, and the possibility of cultivating it as a rival to the sugar-cane and beet-root has attracted much attention on this continent. The sorghum is hardier than the sugar-cane; it comes to maturity in a season; and it retains its maximum sugar content a considerable time, giving opportunity for leisure harvesting. The sugar is obtained by the same method as cane sugar.

Sugar refineries deal indifferently with raw cane and beet root sugars. The refineries are built several stories high in order to let the sugar down as it advances from stage to stage of the refining. The sugar is first melted in charges of five or six tons in cast iron tanks fitted with mechanical stirrers and steam pipes for heating the water. The hot liquor is next passed through twilled cotton bags encased in a meshing of hemp, through which the solution is mechanically strained. From the bag filter the liquor is passed for discolorizing through beds of animal charcoal inclosed in cisterns to a depth of thirty to fifty feet, the sugar being received into tanks for concentration in the vacuum pan. In that apparatus it is "boiled to grain," and the treatment is varied according to the nature of the finished sugar to be made.

The Reason Why.

THE self-made man is always an interesting study, remarks an exchange. There is always the danger that he will think too much of himself; that being self-made, as the world goes, he will worship his maker; but when a good job has been done, the maker is entitled to some credit. Men, who were poor boys, who educated themselves and became great men, are the best types of self-made men. To have accumulated a large fortune is something, but money does not make a man. The getting of it often makes a mean creature of the young man who has no other aim or ambition than that of becoming rich. Young men who inherit riches may become useful citizens. The chances are against them. They will be careless of all things save their own pleasure. A story is being told of a rich Hebrew of New York. He is a good man, kind and considerate of others, like one who knows what it is to be poor. He has two sons who spend all they can get, and may be called rapid. Father and sons buy cigars at the same store. The boys pay 25 cents a piece for their cigars; nothing is too good for them. The rich old man, reared with habits of economy, takes his modest 5-center in the morning. "Look here," said the curious cigar dealer, one day, "how is it that you pay so much less for cigars than your boys pay?" "Got in Himmel, mien friendt!" said the considerate parent, "dose boys uv mien haf a rich fadder; I haf none. Dat is how it vas!"

Aim Well and High.

HE reason so many of our young men never amount to much is that they have no real aim in life."

This remark was dropped the other day by a wholesale merchant of Toronto; and it is no doubt true. A sphere is allotted to every man. What that sphere is every young man launching out into life should endeavor to discover. If he is anxious to find out he will not be long in the dark. His natural instinct will just as surely lead him there as does the instinct of a duckling guide it to the horse pond almost as soon as it leaves its shell. The trouble is that a good many seemingly do not take the matter of aptitude into consideration when they are going out into the world. One thinks that it is a nice thing to stand

behind the counter and sell goods or sit around and take things easy when there are no customers to wait upon. And so he gets employment in a store. Another thinks that the practice of law is such a gentlemanly avocation; and the study of law he takes up. Another looks at the successful doctor with envy. What a nice time he has driving around in his carriage all day; and what money he makes! And for this profession he starts out to qualify himself. The shortness of the hours of

labor in this or that calling attracts this young man; the standing which that profession gives in society allures another, while the emoluments attached to another trade or profession is the magnet which attracts others. And so on ad infinitum. The result is often an eternal mixing up of missfits. Young men whom nature intended for doctors undertake to make themselves lawyers, or vice versa. Some who would have made good mechanics aim to be merchants. In a word young men are trying to climb into molds other than which nature cast them for. The trouble with most of us is that we don't think enough. Many unwise steps would have been obviated had we given the matter second thought. And it is because of failure in this respect that young men find themselves in positions they are unsuited for.

Some never seem to realize that they have drifted into a wrong calling; and they plod along in it all their lives or until they are forced out of it. Others discover their mistake and undertake to learn what they are best suited for. Still another class, getting tired of one occupation, drift into another. From

that they glide into still another; and so on through life they go drifting from "pillar to post," without any purpose, without any aim in life. They become Jacks of all trades and masters of none.

No matter how richly, mentally and physically, a young man may be endowed by nature he will not be much of a success unless he has some aim in life, and pursues it in rain or sunshine, storm or calm.

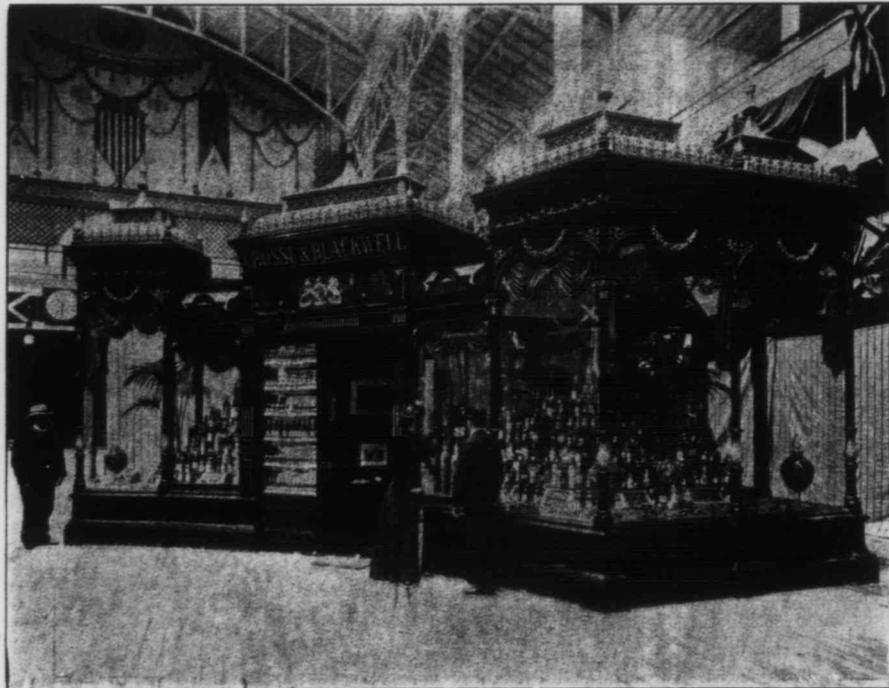
We hear a good deal in these days about mercantile pursuits being overdone. And so they are. But it is with mediocres or men still lower in the qualifying scale, not with men of first-class ability, push and enterprise. It is those men who are on top today; and where they are there is room for others. There is always room at the top. The man of ability with his eye fixed ever upon the aim which is his goal may for a while be compelled to struggle with the mediocres and the aimless which are with him in the race, but he will eventually disentangle himself

from the bunch and get out where he will have more room even though he may still have some competitors. And it is just as well that he should, for legitimate competition is the life of trade. Money can be made in business to-day as well as it ever could, only a little more careful steering to the one point of the compass and greater efficiency in the merchant is demanded. Any one can perceive this who cares to look around him.

Begin right. "Hitch your wagon to a star." In other

words, aim high. Don't be discouraged because the difficulties in the way are found to be more numerous than at first you supposed. Hew to the line. Keep pegging away. Turn not to the right hand or to the left, and success will be yours. There is no question about it.

The safest way to keep potatoes is to put them in the ground at least 18 inches deep. This keeps them cool until they are taken in for the winter. When the potatoes are taken up they should be exposed to the air, but not to the sun if it can be avoided, for some hours, then heaped in the pits as high as they will stay, which is 24 inches for a 2-foot pit, enough for safety, as in too large quantities they are apt to heat. They are covered with boards placed endwise, one end on the ground to make a sloping roof over them, and straw is thrown over the board to keep them cool and dry. When the winter comes earth may be heaped over the straw, which should then be made a foot thick.



MESSRS. CROSSE & BLACKWELL'S EXHIBIT AT THE WORLD'S FAIR.

Compulsory Arbitration.

BY W. L. E.



HE question of how to settle disputes between capital and labor is still an unsolved problem. Employers have attempted to do so by locking out employees and employees have endeavored to attain their object by striking. Coercion and cajoling have each in turn been tried, but all to no lasting purpose. The struggle over for the moment, the vanquished prepare to regain what they have lost, while the victors are scarcely less industrious in providing ways and means to hold fast to what they have gained. Each realizes that peace is of a patched up character and that it is only a matter of time before hostilities will again break out. And thus will it always be where brute force obtains the object of one and defeats that of another. "We may have received a reverse but we are not subdued," is alike the motto of the capitalist and of the laborer.

Fortunately the world is beginning to realize the futility of strikes and lockouts to settle question of dispute between capital and labor. As a result of this enlightenment these methods of settling difference between master and man are not, comparatively speaking, resorted to so frequently as they used to be. And yet the light does not seem to be very far diffused. We have only to turn to the record of strikes and lockouts which have taken place during the past few months to prove this.

It is obvious that there will always be points of contention more or less pronounced between capital and labor. Even were the panaceas offered by the most advanced Socialists for the anomalies under which labor is supposed to chafe freely taken it would be found that there was a special case here and there that had not been considered in the making up of the prescription, while letting alone the fact that what may be a tonic to the laborer may be debilitating to the master. It is evident that when amicable arrangements fail strikes and lockouts will again be called into requisition. And thus will it always be as long as the employed has a grievance against employer or vice versa.

While causes for strikes and lockouts exist it is obvious they will occur. And the social reformer must needs remember that while searching for an antidote to remove, or at least allay the evils which give rise to labor troubles, that some means must be taken for settling disputes either before or after they have crystallized into strikes or lockouts. The most feasible medium at the moment for accomplishing this is arbitration; and the wonder is that it is, comparatively speaking, so seldom used. The principle itself is of ancient origin, having come down to us through old Roman jurisprudence.

The utility of arbitration for the settlement of disputes is unquestioned. The practical tests it has been put to make it futile for anyone to attempt to deny it. When any party to a dispute refuses to consent to its submission to arbitration it is not because of any opposition to the principle, but because of a fear that their case will not stand the test of investigation by an impartial arbitrator or arbitrators. They live in the hope that they can gain by a strike or a lockout what they feel justice would deny them. Hence the rejection of offers of arbitration. Before some 300,000 English coal miners went out on strike a few weeks ago against a reduction in wages the masters expressed a willingness to submit the dispute to arbitration. But not so the men. It was either no reduction in wages or a strike. They

struck, and by doing so when a means of preventing it was suggested, not only brought destitution upon themselves but alienated much of the public sympathy which otherwise might have been theirs. And so will it be with any and every party to a dispute that make a like refusal. If arbitration can be substituted for war in the settlement of disputes between nations, surely it is equally competent to settle disputes between master and man. But the trouble is that all men will not consent to the question being put to the practical test in their special case.

The arbitration system would undoubtedly have made better progress and been in more general use had the governments of civilized countries been more alive to their duty. There is no question about the feasibility of arbitration to settle disputes ranging in importance from those between nations to those between individuals. The trouble is that the necessary machinery has not been created, except here and there, to give the system effect. Courts are created and judges appointed to administer all manner of justice except as to the merits of disputes between employer and employee. It is not calculated to be within their province. If a sum of money is in dispute one or other of the parties interested appeals to the courts for adjudication. The same is the case as regards right in property. And if a man commits an act of wrong towards society the government drags him before a judge for punishment. But if a dispute arises between employer and employee which results in a lockout or strike, it may go on for ever as far as the government is concerned. It stands with folded arms calmly reviewing the fight which now only terminates when either the resources of the one are exhausted or private parties interfere and secure the consent of both sides to a settlement of the trouble by arbitration.

One of the duties of a government is to protect society. No one questions it. Now of all things that injure and upset the general order of society strikes are, next to war, the most prolific cause. The earning power of the community is lessened and there is a corresponding decrease in its ability to purchase. Less money circulates, the volume of business gets smaller and debts are contracted, many of which are never liquidated. Bad blood between master and man is created; and, most deplorable of all, woman and children are often the greatest sufferers.

We boast about the day for wars being nearly over; and the same may be said regarding the day for strikes. But that day will be a long time yet in closing unless the law-makers bestir themselves. Any measure to be effective must be radical. It is all very well to dwell upon the efficacy of arbitration for the settlement of disputes of all kinds, but until courts of arbitration are created by legislative enactment, we cannot expect to derive much benefit from the principle. And even then its efficiency will be curtailed unless such courts are clothed with power little short of the ordinary criminal or civil courts. As already pointed out, if a man commits a crime against society it is deemed necessary that for its protection he shall, at least for a time, be banished from it. If a man will not pay his just debts he can be forced to appear before a tribunal and explain his conduct. Why then should not some such provision be made when open ruptures occur between capital and labor. By every strike or lockout society is more or less injuriously affected. This granted, then does it not come within the province of the government to protect its subjects from evils of this species as well as from those which it already does? I maintain that it is. And the proper way to perform that duty is to create permanent boards or courts of arbitration before which one party to a dispute may be able to compel the appearance of the other, or that, in case

of either party failing to do so after a certain time, the authorities themselves may take the matter in hand and compel the attendance of the disputants. Such courts or boards would of course need to be clothed with the power to enforce edicts as now has an ordinary court of law. Its efficacy would naturally otherwise be impaired.

Compulsory arbitration is, it is a well known, looked upon with disfavor by a good many. An essayist on the question only the other day said that "compulsory arbitration would simply intensify the differences and widen the gulf that already exists" between master and man. I cannot see why this should necessarily follow. One thing seems certain, the ill-feeling that may be engendered by compulsory arbitration would naturally not be so pronounced as it would be were the disputants left to fight the matter out by resorting to strikes or lockouts. In the one justice would be administered to each while in the other, not only would the warfare not cease till the resources of either master or man were exhausted, but the defeated would possibly lose everything it was contending for. There would be no "give and take." Strikes, it must be remembered, are as relentless as war. Of course a mutual understanding as to arbitration would be preferable to compulsory arbitration. But what I contend is that were this cannot be brought about it is the duty of the government to create a tribunal before which either of the disputants can summon the other or that the authorities themselves, in the interests of the community, can compel the attendance of both employer and employee.

The Inspecting and Shipping of Eggs.

PROFICIENT egg-testers are not made in a day. It takes years; and then they are never too old to learn. The other day I strolled into the dark and damp egg-testing room of a Toronto dealer. When I entered he was busy "candling." Around him were piled egg case upon egg case. One was open before him, while on one side was a large receptacle for those eggs which stood the test and on the other a small vessel for those that did not. Across the case in front of the tester was stretched a board on which, with three nails as a socket, was a lighted wax candle.

"Now you see," he explained, "these eggs are running pretty straight, so I pick up half a dozen at a time. Do you see?" he added, as, gathering three in each hand, he merely passed them before the lighted candle. "Now when the quality is not so good, I do it this way," picking up as he spoke four eggs, two in each hand, and turning them, first one side and then another to the light. "Now there is one that has a little cloudy spot. Do you see it? Well that is a nest egg, and that spot is caused by the egg lying on one side rather long. That egg goes there with the rejected ones."

For some minutes he went on only remarking now and then: "There, see how clear those are," or "Aren't they running uniformly good!" Then he suddenly paused, gave one egg a few extra turns, remarking: "Now that egg is just a little bit off. It is not bad, but it won't do for boiling. Some testers would let it pass, but I won't, because I can't guarantee it. I am building up a reputation for eggs. If I put that one egg in with a case of good ones the chances are my reputation would lose cast with the grocer who happened to buy that case. For frying it would pass, but as it won't for boiling, in it goes with the rejected."

Another few minutes had elapsed, when he again suddenly paused. "Now there," he said as he held up an egg before the

candle for my inspection, "is an egg that a novice would probably say was addle, or at least stale. Well it is not. It's shell is merely unusually thick. There is where the fine work in egg-testing comes in."

Then he fell to moralizing. "Do you know," he remarked, "if country storekeepers were a little more careful in preparing and shipping their eggs they would get much better results. We have often, for one thing, to complain of the tops of the boxes not being filled up flush. As a result, when the eggs reach us a good many of them are broken, while their contents run down into the lower layers, destroying the 'fillers.' This would be obviated if the vacant space on the top of the case was filled in with either chaff or paper. Chaff is of course preferable. Another point I want to make is in regard to 'chipped' eggs. These all ought to be picked out by the storekeeper before he makes his shipments, for their contents are almost sure to leak out before they get here. This is of course another way in which the 'fillers' are destroyed.

"As the country merchants get their eggs from every Tom, Dick and Harry it would be too much to expect them to inspect eggs as closely as we do; but I tell you it would be to their advantage if they paid a little more attention to the assorting of them. I know they would get better prices than they do. Some may not believe it, but eggs vary according to locality. Now from some parts of the country we get first-class eggs. I have one shipper for whose eggs I can always get $\frac{1}{2}$ c. more per dozen than the market price, and it is simply because they are well taken care of. A good many hold their eggs too long, with the result that they get the black rot. It is always better, in the long run, to ship eggs promptly. One particular shipper, follows this plan, and there is always a demand for his eggs. Some of my customers will even wait a day or so in order to get them.

"Yes, Toronto is getting more and more an egg centre, and this year the business has been very large, and good prices have been obtained," he concluded.

His Fist Weighed a Pound.

A FARM laborer went to the village store and asked for a "pahnd o' bacon, not too fat." The old lady in charge, who was not overstocked with brains, produced the bacon, and this being approved of she cut a piece off, but could not find the pound weight. The man seeing her looking about asked her what she was looking for, and she said the pound weight. "Oh, never moind th' pahnd weight," said he; "ma first just weighs a pahnd, so put thee bacon in the scales." The woman put the bacon into one side of the scales and the man his fist into the other, and of course took care to have good weight. While the woman was wrapping the bacon up the pound weight was found, and on seeing it the man said, "Nah, you see if ma fist don't just weigh a pahnd." The pound weight was accordingly put into one scale and the man's fist into the other, this time only just to balance. The old woman on seeing this said, "Wha, I niver seed ought so near afore. Here's a red herrin' for thi honesty, my lad."

It is not necessary to know much if you know the right thing at the right time. It is not necessary to do much if you do the right thing at the right time. Great learning and great effort may result in vanity and vexation of spirit, whereas a little wisdom and a little effort, properly applied, may work wonders toward comfort and success.—Artemus Ward.

About Trade Journals.

THE question whether it pays to advertise in trade journals is very much like asking if the business is a profitable one. Advertising is a business, and it pays or does not pay, according to the degree of intelligence or good judgment with which it is conducted, barring, of course, accidents and crises which cannot be foreseen. If one has goods to sell, the first step is to make it known among the class of

persons who are most apt to want them, either for their own use or to sell again. This is all there is in advertising except as to details.

It is sufficient for some dealers to stand on crowded sidewalks and expose their wares. Attractive signs and front windows advertise some others effectively. But for most lines of goods, advertising in newspapers has come to be regarded as essential, and this brings up the trade journal, which is not worth the name unless it is a newspaper. The firmest believer in newspaper advertising would not offer overcoats in midsummer in any medium, or announce new devotional books in the evening sporting extra. So it might not pay to advertise grocers' scales in a pharmaceutical journal, because grocers are not apt to see it. Nor does it follow that it would be worth while to advertise pharmacists' requirements in all so-called pharmaceutical journals, for some of them may be without merit.

Preference is due to journals that can furnish evidence of having readers among substantial members of the trade to be reached. The more paying subscribers the better, but in the case of most branches of business a great number is not essential. Suppose a hardware manufacturer should have a new specialty suited for sale in an agricultural State like Kentucky, which has 119 counties. If he should secure orders from one dealer in the most important town in each county, his goods would become more generally scattered over the State than is often the case with any new article. Yet 119 copies of a hardware journal would be sufficient to place the manufacturer in communication with all these dealers. More important, therefore, than the circulation manager's affidavit that a great number of copies has been printed, is some token of actual appreciation of a few copies on the part of readers.

The character of the reading matter in a trade journal is important to an advertiser. If it seems likely to prove of interest and value to the trade which it represents—such a paper as a subscriber would at once strip off its wrapper and open eagerly, laying it aside carefully after the first reading for possible future use—there is more reason to hope that an advertisement will be seen in it than in a paper filled with reprint matter and "write-

ups" sent in by advertisers, the whole giving no sign of original work or intelligent editorial effort.

The advertisement in the trade journal is not always meant to secure direct sales. It seldom reaches the consumer of goods. The methods of a city clothing house in advertising through the daily papers a "special reduction" in overcoats are not suited to the great rolling-mill company which pays for space in a journal of the iron trade. The trade paper is a periodical directory of the trade, and if it covers the field well the question with manufacturers will be not whether advertising in it will pay, but whether they can afford to have their names missing from this directory. The continued appearance of an advertisement in such a place impresses the reader with the importance and solidity or responsible character of a firm much more fully than would any form of circular or catalogue emanating from the firm itself. The live trade paper will devote some of its reading space to items of

real news concerning its advertisers, and will help the reader to become acquainted with them.

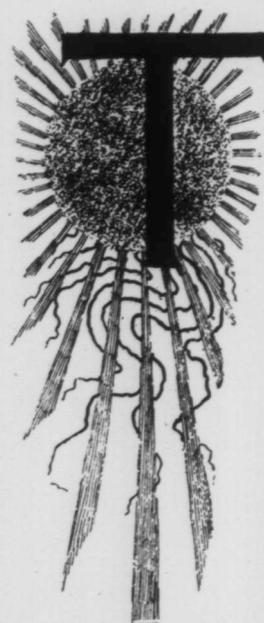
A liberal advertiser in trade journals once said to the writer: "We keep a good sized standing card in all the papers likely to be seen by the class of dealers whom we wish to interest. It is never changed to offer 'bargains' or 'seasonable goods,' for we don't advertise with the expectation of making sales. But if one of our salesmen, on entering a new field, finds that the dealers are familiar with our name through our advertisements, he feels that he is already introduced, and his subsequent work is easier." This rule is violated, however, and no doubt with profit, by many hardware manufacturers, for example, who advertise ice skates, apple parers and a thousand other specialties, each in its season, to remind jobbers and retailers of the time to replenish their stocks.



MAJOR J. STONEMAN.
With W. H. Gillard & Co., Hamilton.

Attractiveness in advertisement writing is a merit in the columns of a trade journal as elsewhere. The advertiser will find little difference in dealing with solicitors and writers of advertisements for these journals as contrasted with the representatives of other mediums. But the result of his advertising may prove more satisfactory if he will first give some study to the proper field of the trade journal, and how to distinguish between those which have value and those which have not. The man to whom all journals purporting to represent his trade seem alike, can hardly fail, if he advertises liberally in them, to waste money.—Newspaperdom.

Don't sell some articles below cost and expect to "even up" by selling others at a big advance above the cost price. The people are better posted in such things than you may think they are. They may growl because you ask a little more for a certain article than your competitor, but if your prices are always equitable they will have confidence in you, and if they have confidence in you they will give you the bulk of their trade.

Essentials to Success.

THERE can be no doubt that all grocers and general merchants are anxious to be successful, for success means wealth, happiness, contentment, and fame. No merchant can become successful unless he knows everything there is to know about his business and his trade. It is only by knowing more than his competitors that a merchant can succeed. Superior information, then, is essential to success.

How is this to be gained? It is to be gained by conversations with rivals, travelers, and wholesalers. It doesn't matter where it comes from, so long as it is information. Travelers are full of it, and a quiet chat in the evening, as you and he smoke your cigars in the elegant smoking room which your wife keeps neat for you, will draw a great deal of it out of him. He meets all the live men on the road, sees how they conduct their business, and has mines of treasure. If you cannot get any information out of him, put him down as an ignoramus or a sharper, and avoid him. Get him to criticize your business. Good criticism is worth dollars; fulsome flattery is subtle poison.

Drop into the city and see the wholesalers from whom you buy. They will take you out to lunch at the club, and tell you a hundred and one things you do not know, and at the same time they will take a lot of information out of you. They are making money out of you and they want to know you. Their friendship may stand you in good stead in the hour when the clouds are lowering; and the lightning may be avoided by their timely and generous aid.

Visit both rural and city retailers. You will see how other men do business. You will pick up many pointers that you would never have thought of. But to do this you must be observant. If you haven't this power, cultivate it. Learn to go around with your eyes unbuttoned, especially in the day time and when you are away from home. Some men can see more in five minutes than other men can in an hour. Why? Because they are trained observers. They are not puffed up with vain ideas of their own superiority. They are looking for ideas. In observing other men's ideas, they get excellent ones of their own. If you do not believe this study "Association" in some book on psychology.

Above all read, read, read. Read what? Read something, read everything. Ralph Waldo Emerson is credited with saying that he had rather his boy should read dime novels than read nothing, for if one reads dime novels the reasonable chances are that after a time the taste will call for something better. Read trade papers. Read all you can about your business. You will get men's ideas that will be worth dollars to you—ideas which you can get no where else. The doctor could not get along without reading his medical journal, and much less a lawyer without reading all the latest decisions in every class of court.

Many merchants will get a copy of this issue of THE CANADIAN GROCER who are not subscribers. You are losing

money by not gaining all the information which lies at your hand. There is no other Canadian journal which gives the grocers and general merchants information which this journal does, and hence it is a necessity to all live merchants. But if you don't like this journal, take some other good trade journal. Only take some paper which will keep you out of that old rut into which you are continually falling. It will make your business a pleasure rather than a labor. The more mastery a man feels over his business, the higher he stands in his trade, the greater pleasure he derives. Don't be dead, be alive—visit, converse, observe, think, read—these are essential to success.

Sardines.

BUT a portion of the little fish that are sold as sardines are entitled to the name, remarks an English paper. Sprats, herrings, and pilchards, all inferior in delicacy to the true sardine, are imposed upon the consumer under false colors. They are excellent and valuable articles of food, but they are not sardines. The excellence of so-called sardines depends, first, upon the genuineness of the fish itself; and next, upon the quality of oil in which it is preserved. Pure olive oil is an essential; with any other the delicate flavor of the fish is destroyed. Adulterated and inferior oil is used to a great extent in the preservation of sardines, and a rank and coarse flavor results. The consumer should always select brands whose reputation is a guarantee of quality.

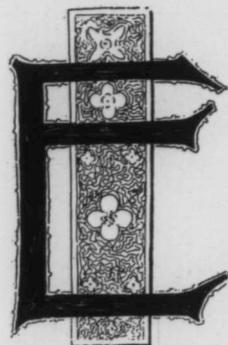
Sardines are abundant in the Mediterranean and the Bay of Biscay, and are also found in the Atlantic Ocean, although not as far north as England.

Sardines are exported to the most distant parts of the world, cured in oil, in tin boxes. To cure them, they are first carefully washed, then sprinkled in fine salt, and after a few hours, the head, gills, etc., are removed; they are then washed again, and spread out on willow branches or wire work, exposed to the sun and wind if the weather is dry, but in damp and rainy weather to a current of air under cover. They are next put into boiling oil, in which they remain for a short time, and when they are taken out the oil is drained away from them as much as possible, and they are put into the familiar tin boxes. The boxes being filled with sardines, oil is poured in, the lip soldered on, and they are placed for a short time in boiling water or exposed to hot steam. The boxes that have leaked or burst in boiling are rejected and those that remain sound are ready for the market. In the South of France sardines are sometimes cured in red wine, and those so cured are Sardines Anchoises; or anchovied sardines.

There seems to be no good reason why the sprat of the British coast should not be cured in oil like that of the west coast of France, and so prove a new source of wealth, besides probably being brought at a lower price to market, to the advantage of those for whom sardines are at present too expensive. Several species of small Clupeidae, which resemble the sardine are found in different parts of the world, and are used the same as sardines of the Mediterranean. One species frequents the south and east coast of Ceylon in such vast shoals that 400,000 have been taken at a single haul of the net in a little bay; and when the shoal approached the shore the broken water became as smooth as if a sheet of ice had been floating below the surface.

Effects of Water on Tea.

BY ROBERT O. FIELDING, HAMILTON.



EFFECTS of the difference in water, whether hard or soft, upon tea does not appear to have been sufficiently studied, either by the wholesale or retail dealers. Herein lies one cause of so many complaints of poor tea. "Hard" water—that is, water containing lime and other minerals in solution—fails to draw out the characteristics of fine teas; and strong, rough kinds have to be employed. The action of "soft" water not only dissolves a greater percentage of tea than "hard" water, but also brings out more prominently the coarseness as well as the fineness of teas, and consequently the chief characteristics and quality of the different descriptions of tea is more apparent. "Hard" water makes the liquor thin and insipid; "soft" water produces a thick, full-flavored beverage. The effects of hard water may be remedied by the use of a little bicarbonate of soda, as much as would cover the face of a dime being sufficient for an ordinary drawing of tea.

Scented teas—Capers, Orange Pekoes, and the like—are only suitable for soft water distincts; even then they should be used sparingly, with a good foundation of thick liquoring Moning and Indian. Otherwise a too plentiful use of them will make the blend thin.

That the effects of water upon tea were more studied in the early history of the trade than at the present time, is evident from a perusal of the authorities on the subject at that period. Dr. Short, in 1750, writes: "The choice of proper water is a great article in making good tea; the softest and purest is always the best, which is thus known; it gives the tea the finest tincture and flavor, tastes not rough, hard, and disagreeable, but soft and pleasant. Hence soft water and a coarse tea will make a finer liquor than hard water and a fine tea. From many experiments I find that different waters make a very great difference in both quantity and parts of the tea extracted by infusion." A committee of the House of Commons, on the tea duties, in 1835, in question 144 asked: "Would not the quality of the water have a very material effect upon the taste of the tea?" Mr. Reeves answered, "No doubt of it, and particular teas are only suitable for certain kinds of water." So important is this question of water considered by London, England, tea men, that many firms, before buying, have small kegs of water sent to them from the district for which the teas are intended, or else they send to their representative in such district samples from which to select the teas suited for that particular section of the country. By pursuing this policy they are saved the annoyance of being told that they were "not in it," because their teas drew too much or did not draw at all.

A grocer of my acquaintance, who was considered a fine judge of tea, and did a large trade in it, went to spend his summer vacation in a town sixty miles away from his store. As he thought no tea would suit him so well as his own, he took a package of it with him. The first time tea was made it was so poor and thin that he believed the servant had substituted some other tea. The next pot of tea he brewed himself, but with the same result. He tried a third and fourth brewing, but it was always the same. He went out and bought a pound of tea from

the leading grocery in the town. When he tried it against his own it was all right and his nowhere. Upon his return home he again compared the two teas, with the result that the tea he had bought was not in it, and his own was just the thing. This was owing to the different characters of the two waters. A leading Toronto tea merchant related a similar experience to me a few days ago, and said, although he had been in the business a number of years, he had no idea that different kinds of water would make such a marked difference in the same tea.

The following list, although not intended as drawing a hard and fast line, gives the principal classes of teas most suitable for different waters:

For "hard" water: Moning kinds—Oonfaa, Kutoan. Kaison kinds—Saryune, Padrae, Soo Moo, Anko, Qui Fai. New District teas—Hoyunes. Indian teas—All strong, rasping, pungent kinds. All broken teas, particularly Indian and Ceylons, are useful when hard water prevails.

For "medium" water: Moning kinds—Oonfaa, Oopack. Kaison kinds—Saryune, Soo Moo, Chin Wo. New District teas Pekoe Souchong and Honeysuckle Congous. Indian teas—All rich, pungent descriptions. Ceylon teas—Nearly all kinds. Oolongs—Formosa.

For "soft" water: Moning kinds—Kintuck, Keemun, Ning Chow. Kaison kinds—Chin Wo, Panyongs, Paklin. New District teas—Honeysuckle Congous. Indian teas—Darjeeling, Kangra Valley, and all fine flavory kinds. Ceylon teas—All descriptions. Oolongs—Formosa, the prince of flavoring teas; Foo Chow. All Japans and scented teas are suitable for soft water.

Sample Tea Ad.

ANYONE would guess the following (from Printers' Ink) was a tea ad. It's quite clever and may give you an idea. Let your customers know that the man who runs a grocery store right, must know more than enough to weigh and measure, and that you are that man:

There is hardly anything more refreshing than a cup of good Tea. But then really good Tea is scarce, and that is why so few understand the invigorating qualities of the herb. What is known as a "Tea-taster" is an expert in the judicious blending of Teas. He mixes various brands, so as to

combine strength,
aroma and flavor
These form the real
luxury of Tea.
One of the most
experienced "Tea-
tasters" selects our
best brands of
Household Teas.
If you will try them
in preference to
what you usually
use, you will soon
detect the differ-
ence and under-
stand how refresh-
ing a cup of good
Tea really is.
Prices according to
quality.

CHING, FOO, HI & CO.
TEA IMPORTERS.

Here They Are, Do You Know Them?

+



J. H. MAGOR,
Frank Magor & Co., Montreal.

A PROCESS of evolution is going on in the business as well as in the natural world. And one does not need to glance backward a decade to prove this. But many as have been the results of this process none have probably been more marked than the broker, or the manufacturers' agent, as you may choose to call him. He is the product particularly of the last four years. He existed before that, but he was only a small wheel in the clockwork of trade, but during the period referred to he

has rapidly developed into a large and important wheel; and he is still evolving as well as revolving.

Many of these men are the cream of the trade; and the nature of their business demands that they should be. The broker must of all things be thoroughly conversant with every detail of his business. He must be a good salesman, a good talker, possess a patient and pleasing demeanor, be a close student of the markets, and as astute as a criminal lawyer.

The broker of to-day is in many respects different from the broker of even a few years ago. Then he was a mere salesman; now he is becoming merchant as well as salesman, he formerly having had to cable every order he received if he represented a foreign house, or mail or telegraph it if he represented a home or United States firm in the transaction. Now he is often able to fill the order from stock on hand, several of the brokers now carrying stocks. As the result of the large increase in the number of brokers and the extension of their field, there are a larger number of articles, particularly foreign goods and novelties on this market, than there otherwise would be.

Well-known as many of the brokers are, there are but comparatively few who are known by their outside customers. In order that this may no longer obtain THE GROCER of this issue publishes photogravures of a few of the many brokers there are in Canada. It was our purpose to have made the list more extensive, but owing to the delay in getting photographs, etc., we had to forego our original intention. More, however, will follow in future issues.

J. H. MAGOR.

The firm of Frank Magor & Co., Montreal, was established in 1870 as manufacturers' agents and importers of grocers' sundries, and J. H. Magor, whose photo we produce, is now the sole member of the firm. The business during this time has increased from about \$45,000 up to nearly \$150,000 last year. F. M. & Co. handle their different lines solely on a commission basis, and therefore no extra profit in lieu of commission is added to any of their goods, every purchaser being able to purchase

from the different houses at exactly the same rates they would pay to the manufacturers when ordering direct. The firm represents:—Keen, Robinson & Bellville, London, mustards, spices, and blue; Cadbury Bros., Birmingham, cocoa and chocolate; Taylor Bros., London, cocoa, chicory, etc.; J. C. & J. Field, London, candles, night lights, etc.; Peak, Frea & Co., London, biscuits, etc.; J. & E. Atkinson, London, perfumery, etc.; Lever Bros., Birkenhead, Sunlight Soap; T. D. Millar, Ingersoll, Canada, Royal Paragon Cheese; Chas. Southwell & Co., London, jams, jellies, etc.; John Buchanan & Bros., Glasgow, confectionery, etc. Each of the houses represented by F. M. & Co. are of the greatest importance in their own lines in the United Kingdom, most of them having been established for over a century, that of Messrs. Keen, Robinson & Bellville's, the celebrated mustard manufacturers, having already celebrated their third jubilee, being founded in 1742.

C. H. BINKS.

The subject of this sketch is the senior partner of the firm of C. H. Binks & Co., Montreal. Mr. Binks is a native of London, England, and received his business training in Mincing Lane. In 1874 he established the firm of which he is now the

head, and representing several of the best English houses as sole agents for Canada. Amongst others the firm represent Goodall, Backhouse & Co., Leeds, makers of the genuine Yorkshire Relish; Slee Slee & Co., London, malt vinegar makers; also sole proprietors for Canada of "Lady Charlotte" gelatine, Brook's crystal soap (Monkey brand), etc.

J. C. ROSE.

Mr. Rose is senior partner of the firm of Rose & Laflamme, commission merchants and grocers' specialties, Montreal. The firm is agent for Ram Lal's pure Indian tea; Batger & Co., London, jams, jellies, solidified jellies and confectionery; Cunningham De-Fournier Co., London, potted meats and table delicacies; R. Patterson & Son, Glasgow, pickles, sauces, and ess. coffee; R.

Alexander & Son, Edinboro, curry powder and chutney; George Dalidet & Co., Bordeaux, France, ess. mushrooms, sardines; Anton Strauss, Budapest, fruits, etc., Bosnia prunes; M. I.

Messinesi, Patras currants; Mansell, Hunt & Chatty, London, dish papers, etc.; McMeekin & Co., London, Indian and Ceylon teas; Bowlby Bros., "Horse Shoe" canned fruit and vegetables; Kent Packing Co., canned vegetables and pickles; Foulds Milling Co., Cincinnati, wheat germ meal. These firms have a wide reputation and this gives an idea of the extent and importance of Rose & Laflamme's business.



ARTHUR P. TIPPET,
A. P. Tippet & Co., St. John, N.B.



J. C. ROSE,
Rose & Laflamme, Montreal.

3 EMIL POLIWKA.



C. ALFRED CHOUILLOU, Montreal.

Mr. Poliwka was born at Bremen, Germany, February 23, 1849. He came to Montreal in 1867, where he entered the employ of W. C. Wunderloh. Eighteen months afterwards he entered the employ of the late J. F. Wueff, wholesale importer, Montreal, where he served three years as book-keeper and confidential clerk. After a brief sojourn in his native land, Mr. Poliwka returned to Canada, and in 1872 began business in Montreal as wholesale importer and manufacturers' agent. He had made a special study of the glue business, and at one time controlled that trade in Canada. Eventually he devoted all his business to groceries and druggists' specialties. Mr. Poliwka was the first borax packer in Canada, and Poliwka's "Imperial" borax became a household word. In August, 1890, he moved his headquarters to Toronto, leaving an agency in Montreal. The firm of Emil Poliwka & Co. has been intimately connected with the sale of Sapolio, having undertaken its introduction into Canada. As this business became almost a business by itself, Mr. Poliwka established and registered the "Canadian Specialty Co." June 1st, 1891, being himself the sole proprietor. Under this firm are grouped all agencies for druggists' and grocers' specialties. The Canadian Specialty Co. represents the following important firms, the sale of whose manufactures they control for Canada: French Caver Co., H. K. Mulford Co., Dr. C. L. Mitchell, all of Philadelphia, Pa.; The "Crystal" Rice Milling Co., Marion, Ind.; the Kingerz Mfg. Co., Cincinnati, O.; the Warren Mfg. Co., Merchantville, N.J.; the Kenka Grape and Fruit Co., Rochester, N.Y. They are also selling agents for Adams' Root Beer Extract. The Canadian Specialty Co. have agencies in Montreal, Kingston, St. John, N.B., Winnipeg, Man., and Vancouver, B.C., and traveling salesmen east and west of Toronto, thus reaching all the most important points in Canada.

4 HENRY WRIGHT.

The subject of this sketch is the senior partner of the firm of Wright & Copp, the youngest firm of brokers in the grocery business in Toronto. Mr. Wright was born in Brora, Sutherlandshire, Scotland, and he received his early business training in some of the first-class grocery firms of Glasgow and Greenock. After coming to Canada he was for eight years manager for Michie & Co., Toronto, launching out in his present business about two years and a half ago. The firm has, since its inception, made a specialty of fine goods, and well it seems to have been rewarded. These are the firms which it now represents: The T. A. Snider Preserve Co., Cincinnati, Ohio, tomato catsup, soups, etc.; A. F. MacLaren, Windsor, Ont.,

Imperial Cheese; Pettijohn California Breakfast Food Co., Minneapolis, Minn., Breakfast Food; Batty & Co., London, Eng., pickles, sauces, jams, jellies, etc.; Helvetia Milk Condensing Co., Highland, Ill., Highland Evaporated Cream; St. Croix Soap Mfg. Co., St. Stephen, N.B., Surprise Soap; Lakeport Preserving Co., Lakeport, Ont.

C. ALFRED CHOUILLOU.

Mr. Chouillou represents some of the best firms in Europe, particularly in France. He is a young man, is active and pushing and does a large business. The variety of the goods he handles is extensive, and among them these may be noted: Sardines, sprats, almonds, nuts, olive oil, canary seed, canned vegetables, cheese, Meniers' chocolate, dried fruit, soap, wines and liquors, drugs and chemicals. His offices are at 12 St. John street, Montreal.

LEONARD H. DOBBIN.

Mr. Dobbin is one of the most popular brokers on the streets of Montreal, and deals largely in heavy goods. He does an extensive business in canned goods, particularly lobster. Among the firms he represents are the Simcoe Canning Co. and N. W. Taussig & Co., molasses, New York. He has several other good agencies.

ARTHUR P. TIPPET.

5 The firm of A. P. Tippet & Co., of which the subject of this sketch is the head, was first established some years ago at St. John, N.B. Since then its growth has been gradual, until to-day it has agencies in most of the leading business centres of the Dominion, namely, Montreal, Toronto, Winnipeg, Halifax, Charlottetown, etc. The firm makes a specialty of first-class goods, as a glance at these, a number of their agencies, will prove: United Alkali Association, bicar. soda and alkali products; Estrine & Co., Marseilles, Cream of Tartar, tartaric acid, castile soap, nuts, etc.; John Stephens, Sons & Co., Gloucester, pickles, jams, vinegars,



EMIL POLIWKA.
Emil Poliwka & Co., Toronto.

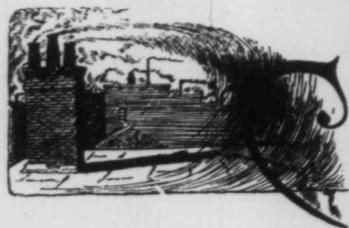
etc.; Macurquhart & Co., London, Worcestershire sauce; J. S. Fry & Sons, Bristol, Eng., cocoas and chocolates; J. & G. Cox, Edinburgh, gelatine, and glue; L. Codou, Marseilles, maccaroni and vermicelli; Orlando Jones & Co., London, rice starch. The firm pays particular attention to the goods of Fry & Sons, J. & G. Cox, E. Lazenby & Co., United Alkali Association, and H. Faulder & Co. St. John, N.B., is still the headquarters of the firm.

W. T. COSTIGAN.

Mr. Costigan is the head of the firm of Wm. T. Costigan & Co., of Montreal. The firm is particularly well known as the agents for the Truro Condensed Milk Co., and as general commission merchants.



HENRY WRIGHT,
Wright & Copp, Toronto.

Canadian vs. United States Finances.

ANADA'S position to-day in the financial and industrial world is unique. The cycles of depression that periodically pass over the world affect all nations to a more or less extent. And the nearer the different parts of the earth are brought together by modern engineering and inventive skill the more probable does this become. It is only natural. Nations, any more than individuals, cannot have business relations with each other without the prosperity of the one being affected by the depression of the other, and vice versa. In the face of such a law it is only natural that Canada should at least be somewhat influenced by the depression that is hanging over the civilized world. And it is those with whom our business relations are the most intimate that are feeling this depression the severest. It is only necessary to refer to the condition of affairs in the United States, in Great Britain, and in Australia to illustrate this. But strange to say scarcely even a shadow of the depression can be discerned on Canadian territory, and that notwithstanding that the centre of the depression is over our nearest neighbor, the United States. In fact Canada may be said to be enjoying a fair meed of prosperity.

During the past few months our internal trade has been brisk and of a more than usually safe character. We are profiting by past experiences. Turning to our exports and imports the same satisfactory results are perceived. For the year ending June 30 last our exports were the largest in the history of the Dominion and the prospects in this respect continue bright. Then probably a still better evidence of our prosperity is the bank reports. At the time of writing the August report has not been issued but that for July was significant in so far as the circulation was concerned. During July of last year this item decreased \$126,000, and in the same month two years ago a contraction of \$800,000 was recorded, while this year an expansion of \$90,000 in the note issue is made. In other words, a million more of currency is employed in the every day business of Canada than was required two years ago. While our neighbors in the United States are experiencing a dearth of currency, a loss of credit and confidence, a prostration of trade, and a lock-up of the medium of exchange, the condition of commerce in the Dominion appears to be substantially sound, while the supply of currency is ample for all requirements. The only limit set upon the note issues of our banks is that these shall at no time exceed the paid-up capital. Taking all the banks, there is an aggregate capital of \$62,000,000 against which currency can be issued, and as the amount outstanding is only \$33,573,000, a margin of close upon \$30,000,000 exists, out of which the demand for currency for mercantile purposes can be satisfied.

The United States has an estimated circulation of over \$23 per head, and yet her merchants have been paying a premium for currency and for gold for some months. Canada has a circulation of \$10 per head, and yet currency is plentiful. This proves that Canada's money is in circulation, while that of the United States is in the deposit vaults or in old socks. A want of confidence has begotten a spirit of hoarding, and the money has gone out of sight.

Canada has the best banking system in the world; has little interest to pay to foreign capitalists; has a favorable export trade;

approves of the gold standard; has little fear of rash or radical tariff changes; is free from any heavy speculation in land or other values; has few trusts, and a fairly good system for issuing paper money.

There are people on both sides of the boundary line who are continually making comparisons between Canada and the United States to the detriment of the former. But every dog has his day; and it is therefore in order for us to turn the tables in the way of comparisons. In the matter of circulation this has already been done. Following this the first thing that strikes one in favor of Canada is in the matter of bank failures. We have had one since the beginning of the year, and that was traceable to bad management rather than hard times. The United States, on the other hand, has had about 175. Then comes our railways. None that we know of has passed into the hands of receivers. On the contrary, business appears to be getting more satisfactory in this respect. But what do we see in the States? Simply that no less than five great systems, stretching some of them from the Atlantic to the Pacific, passing into the hands of receivers within recent months. They are: Northern Pacific, 5,262 miles; Erie, 1,968 miles; Richmond and Danville, 3,258 miles; East Tennessee, Virginia and Georgia and Georgia Pacific, 5,296 miles; Reading, 1,185 miles. Then look at our manufacturing industries and theirs! In some lines the past spring and summer Canadian manufacturers were unable to turn out goods fast enough to supply the demand; and even now they are well employed on seasonable lines. In the United States, on the other hand, hundreds have been compelled to close down, while not a few have either assigned or gone into liquidation, while it is estimated that a million of men have been thrown out of employment within the last few months. The total failures in the country for the first half of the present year were 6,239, against 5,183 during the whole of 1873, the year of the last great panic, while the bank deposits during the same time diminished something like \$200,000,000.

Let us enumerate some of the causes and profit by the experience of others.

1. The Baring failure of 1890, and the Australian crisis during the present year caused a large amount of American securities to be returned by their British and other European holders and gold demanded. This led to a run of gold from the United States to Europe.
2. There are about \$900,000,000 of foreign capital invested in the United States, and the interest on this amount added to the amount spent in Europe by American tourists, was a gold payment of many millions of dollars a year. This helped to rob the United States of its gold.
3. The excess of imports over exports last year was \$110,000,000. How could this be paid for except in gold?
4. While the Silver Purchasing Act of 1890 was in force there was no guarantee that the United States might not ultimately pay its debts in silver, and this alarmed some foreign investors who immediately sold their "Americans" and demanded gold.
5. A weak, incongruous, mongrel banking system which, according to the Hon. S. H. Walker, of Massachusetts, costs the United States people \$42,000,000 a year in high discounts and idle coin, is another great cause—greater even than the Silver Purchase Bill.
6. A fear of tariff changes led to a restriction in manufacturing, a fact which tended to increase distrust generally.
7. The decline of values in the West, where they have been unnecessarily and continuously inflated during the decade end-

ing 1891. Speculation ran rife and mortgages were placed on property to an amount much greater than its actual worth. Now the liquidation has begun. This will be a source of trouble for years to come. There was too much of the "Boom-Boom" song in that part of the country.

8. The growth of large trusts tended to create large liabilities, and to do away to a certain extent with the small and active capitalist. The trusts manipulated prices and lessened the volume of market exchanges. They destroy business spontaneity.

9. A conglomerate system of paper money issue. This is based on the credit of the nation instead of on available assets.

All these causes combined together to cause a panic just when money happened to be a little tight. The panic was due to a scare, but the scare was the result of the above causes, which when combined are formidable. There are now signs of an improvement; and they first appeared when President Cleveland called a special meeting of Congress to repeal the silver clause of the Act of 1890. But many reforms must take place before the United States can take full benefit from its position as a great commercial, industrial and agricultural country.

While these lessons and contrasts are drawn they are not done to please a vain glorying or spiteful spirit in the Canadian people. The latter would rejoice exceedingly to see good times and increased prosperity in her sister nation to the south, even for selfish reasons, for, as we have already pointed out, if the financial health of one nation is impaired its neighbors are likely to be more or less affected.

The Cup that Cheers.

HERE are a few old superstitions regarding the old friendly cup that cheers. If, while the tea is being made, the lid, which has been removed to pour in the water, is forgotten, it is a sure sign that someone will "drop in to tea." If a single person happens to have two spoons in his or her saucer it is a prediction that the fortunate (or unfortunate?) drinker of that one particular cup will be married within a year from that date. If you put cream into your cup before the sugar it will "cross your love," so be very careful. If a tea stalk floats in the cup it is called a "beau," and when this is seen unmarried women should stir their tea very quickly round and round, and then hold the spoon upright in the centre of the cup. If the "beau" is attracted to the spoon and clings to it, he will be sure to call very shortly, if not that same evening; but if the stalk goes to the side of the cup he will not come. If you want to know how many years will elapse before you may expect to be married, balance your spoon on the edge of your cup, first noting that it is perfectly dry, fill another spoon partly with tea, and holding it above the balanced spoon, let the drops of the tea gather to the tip of the spoon and gently fall into the bowl of the one below. Count the drops required to overbalance it—each one stands for a year. It is a sign of fair weather if the cluster of small air bubbles formed by the sugar collect and remain in the centre of the cup; if they rush to the sides, it will surely rain before night.

The origin of the symbol "cwt." for hundredweight is as follows: "C" is the initial letter of the Latin word centum, meaning a hundred, and "wt" are the first and last letters of the word "weight," and are used as a contraction for it.

Slipshod Business Methods.

BY C. E. E.



HAVE observed closely the past few years the great number of men who have started business on small capital and who, while not possessing even ordinary business ability, experience little difficulty in obtaining all the goods they require on credit; and with sails set start out on the sea of commerce without adopting any regular method of keeping necessary records. True they keep account in some way of the goods they sell on credit, which we often find altogether too numerous; but about here their bookkeeping ceases. This is followed by not taking stock—something so essential to every business—and in fact never knowing until too late if their venture is proving successful or not.

Another great difficulty we experience with this class of business is that they have a strong distaste to settle accounts regularly. They either want their accounts to go about one month over their discount term and then expect to be allowed the percentage, or what is oftener still, pay so much "on account," leaving the balance with a rising tendency.

What wholesaler has not allowed the discount on overdue accounts time and time again, and eased his conscience for violation of the rule with the thought: "That other people are doing it and I must do the same in order to retain my trade;" and for the same reason, much to his dislike, is compelled to keep his "account unclosed."

I often think what a paying thing it would be for the wholesalers to form rules for credit and strictly to adhere to them. I know some pretend to do so, but that is about all they do. If we would but cast aside our petty jealousies and do this, to what an enormous extent would we be remunerated by reduction in "bad debts!"

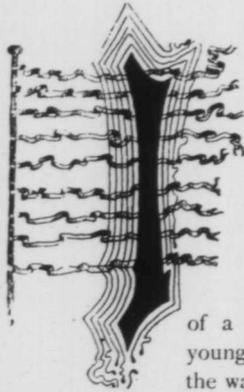
I have in my mind one special firm conducting business on the loose plan noted, who, while enjoying every possible advantage, would have been forced out of business long ago were it not for the capital continually being added and profit received from outside investments beyond their control. It is a fact, that notwithstanding all their opportunities they have not made anything like a living out of the business so managed. Is it any wonder that our reports of failures attribute such a large percentage to "Incompetence?"

Many of our leading men started out on little or no capital, but we are safe in concluding that their present position was attained by close attention to detail, self-sacrifice, and systematic management of business. This is apparent by the advice we have received from them and the evidence they give of possessing these features in an eminent degree.

Some of our merchants print "Are you insured?" on their business forms. Would it not be wells to add, "Have you a regular system of bookkeeping?" and do all in our power to encourage our customers to follow it out; also to take advantage of all possible discounts and "settle accounts" regularly. If we could make this more general, how much preferable it would be to wholesalers and retailers, yes, and even the consumer, than the present slipshod way in which a large percentage of our business is conducted at present.

A Peculiar Incident.

STRAIGHT MOYUNE.



T was on the down trip from Hamilton. There was that nasty, smoky feeling in the air, accompanied now then, with a cinder or two, not invited, nor welcome. These cinders are always attracted by your eyes, or it may be the reverse. They invariably land there anyway.

One of these vicious visitors, dreamily wafting its aimless way onwards, chanced into the bright optic of a pleasantly-attired and active-looking young man, who had been doing nothing all the way down but gently lifting one leg over the other, and reversing the process, until I really thought he had "the dance" or something akin to it. A scowl of displeasure showed that the coal had reserved a certain portion of its energy, and the greater the scowl the more wicked the energy. It seemed cruel to even think of it, but cinders contain more energy and cussedness than a grain of mustard seed, by long odds; and I couldn't help thinking so just then.

We had not run more than a few telegraph poles when I made up my mind to save a decent-looking fellow's appearance and extract that cinder. I introduced myself by saying: "If you will allow me I will try and take that nuisance out of your eye." He thanked me in his sore distress, and even said he would be delighted, which was unnecessary. First cleansing my mouth with a little water, I quickly applied my tongue to the inside of his eyelid and was pleased to note a grating sensation on my teeth, which showed the success of the operation, although not quite sure himself, by reason of the extreme inflammation, that he was free from the pest. The stranger was most profuse in his thanks, and this introduction made a basis for a long and interesting conversation, which lasted until we were but a few miles from Toronto.

The man had evidently been eyeing me all the way down, with some object in view, because about this time he said in a quiet tone: "I am sure I cannot do wrong to trust you with what I am going to say, and yet, I have to ask you for a promise of your confidence and good-faith, not to reveal anything of what I am going to tell you." Much astonished I answered: "What you ask is perhaps a great deal to promise, without, at least, some knowledge of the nature of the information you wish to impart, and yet I feel strangely inclined towards you, and am willing to help you if that is what you require."

It says much for my greenness, that at this moment I had not the slightest thought of bunco men, or anything of like ilk, or mayhap it says much for Mr. Llongs' openness of demeanor and freedom from suspicion. It was some moments before my friend again spoke, and he then told his strange story.

"My name is John Herbert Llongs, and I am a Bostonian. I have a happy home there, with my father, mother and two sisters. We are not rich, but my father being a retired banker,

enjoys a handsome pension from his old institution. My thoughts naturally turned in selecting an avocation in my father's profession; and I thus early in life found myself at the desk of one of our oldest and most wealthy banks. Advancement being ordinarily rapid, I have been filling the position of receiving teller for the past four months, and have, in that time, handled very large sums safely and without trouble.

"My relations, outside my home, are peculiar and not happy. I am desperately in love with one of the most beautiful of our girls, and she says she returns the feeling, but her father rather looks down on my suit, for the reason that I have not enough money in sight to keep this maiden in the style in which she has been accustomed to live. So forsooth my addresses are rejected. I could have borne with this, I really believe, having confidence in my future, had not the tempter placed it in my power to nab \$16,000, which cannot be missed for some days. Hastily sewing up the money in my undershirt, and asking for a week's absence, I am now as you see, really a fugitive from justice, with a pile of money I don't know what to do with, and with the certainty that it is quite possible that circumstances may arise which would call for examination and thus disclose the fact that I was a criminal, and not merely a holiday-seeker. What on earth I took this course for I know not, I cannot really explain to you any solution, nor give you any idea I may have had as to what to do or how to better myself, now that I have the stuff and my liberty,"

To say I was dumfounded is quite right; I could not speak for a short time, and when I really found my tongue, I think that I was perhaps incoherent for the first sentence or two. Here was I, a poor clerk who had all his life been trying to reach the munificent sum of eighteen dollars per week, face to face with a man who had \$16,000, which he was actually dead tired of carrying with him. I pulled myself together and made up my mind, that, while we two could make a grand sail through Europe on that money, it might not be amiss to avoid wrecking two lives, and

by returning that money openly and boldly, save a reputation which already showed up so well as that of my newly-made friend. I thought a great deal before I said anything, and Llongs, while he said nothing further, seemed to understand this, as he all the time kept his eyes on my face with eager longing in his every line.

I made up my mind not to talk, but to leave that for another time, as we were too near the city for anything but quick movements. All I said was: "Well, well, see old chap. Meantime I think we will drop this train before the station, so as to be absolutely safe, and suiting the action to the words I got up, and asking Llongs to follow we went on the platform and dropped at the first street, which allowed of such action. We went up this thoroughfare, and taking a car down town, I left my friend at a quiet hotel, advising him to be as careless as possible in his movements, and not giving any cause for suspicion to anyone.

That was a Saturday night, and I went straightway to B—, a good lawyer, who I knew would be the very best man to manage so difficult an affair. I must confess, that, while I was astonished at all I had heard, I was not duly seized with the



LEONARD H. DOBBIN,
MONTREAL.

real danger of the situation. You see no police had as yet ventured in, and I had not even thought it possible that they would.

Mr. B. received me cordially, and after my recital was all attention, and eager to fix matters, so that no harm would come over the interesting stranger. He gave no indication of his probable course of action, save that, "the money should go back."

The next day, was as bright and blithe a Sunday as you ever saw, and my responsibilities weighed ever so much more lightly. I found my protege in good spirits, and with nothing of importance to communicate, save that he had passed a good night, and was so glad that my assurance of it "being quite possible to fix it up" had the ring of sincerity about it. We immediately set out for Mr. B——'s, and while we talked of many things on the road, we studiously avoided money and so forth.

We soon were at B's house, and in the presence of that well known criminal lawyer, many of the difficulties vanishes. His clear comprehension, undoubted ability, sterling honesty, and jovial disposition served him well in this negotiation, and also served well a young man, who might have been made a greater villain, or, as he afterwards was, a useful citizen. Mr. B. wanted the money first, and Llongs had to strip to get at it. We had great work counting it, I trying first. My counting showed \$15,785, but Llongs affirmed that he had not spent the sum the difference would indicate. We all tried the pile twice each, and finally arrived at the exact sum, viz., \$15,872, leaving a shortage of \$128, which Llongs said, was nearer the sum of his expenses. Mr. B. then gave his receipt for the pile, and locking it in his safe, said to Llongs, "Now to be absolutely safe, I suggest that you run down country until I send for you, and if you leave everything to me I think I can promise you a safe conduct back to Boston." As luck, or what ever you would call it, would have it, the Boston bank had got some inkling that all was not as it should be, and investigation showed the shortage of which I have been telling you. They were making their statement of claim to the guarantee company's agent the very morning that the cashier received the letter, so full and comprehensive in its plea for mercy, and consideration, on behalf of Llongs, from Mr. B., the Toronto lawyer. Mr. B. dilated on the fact that he knew the money was safe, and says he, astutely: "This man will never err again, and is a good man for any institution."

The whole lot concerned were delighted, and while the company guaranteed Mr. Llongs to the bank afresh, the bank refused to employ him again, as they were not short of hands at all, and there was not the pressing need of mercy such action would seem to indicate. Nothing daunted the guarantee company took Mr. Llongs as a good risk, and placed him with a manufacturing concern as secretary; and there he is to-day earning a fair salary, no one knowing the cause of his translation.

This all happened two years ago, and this summer being in Boston I took occasion to call on Mr. Llongs. He was very glad to see me, and asked me home to his father's, where I spent as nice a two day visit as I have ever had anywhere. Llongs gave me many evidences of his gratitude and regard, and when I told him of B's death he was deeply moved. I also said: "My

part was not so important as you seem to think, I only advised along the lines your own ideas seemed to run."

"Yes," broke in Llongs, "but many would have suggested a run through Europe, or something like that."

Needless to say, I did not tell Llongs of the fancy free which I had indulged in that Saturday afternoon on the train about that European trip.

"And do you know" say Llongs, "I almost would have liked you better at the time if you had suggested the thing, it would have fitted into my reckless situation and feelings. But your good sense and management have saved me, and made me of some use to you this day in Boston."

I was more ashamed then ever, and when I left Llongs it was with good wishes for him and his, and a rigid determination to make myself more worthy of his good opinion. He is now married and happy.

Interesting Tea Statistics.

THIS year has been very favorable to all engaged in the trade. The markets for Indian, Ceylon and China Black (especially Monings), and Japans opened low and have been steadily advancing. This has naturally assured good profits on all purchases. The state of collapse which has prevailed over the U. S. generally has been favorable to Canada. The low prices ruling in New York on account of the depression has induced the importers to divert a large portion of their trade to Canada.

The English market reports give very heavy public sales of Indian and Ceylons during the past few weeks at steadily advancing prices for common and good teas. Better sorts scarce and well competed for, and China teas about sixpence attract more attention.

The following figures show the rapid increase in the consumption of British grown teas in the United Kingdom during the last 20 years, also the marked decline in the use of China teas.



W. T. COSTIGAN,
W. T. Costigan & Co., Montreal.

	1872.	1877.	1882.	1887.	1892.
Indian—lbs.	17 millions.	28 millions.	51 millions.	83 millions.	110 millions.
Ceylon—lbs.	Nil.	Nil.	1 "	10 "	63 "
China—lbs.	111 "	123 "	114 "	91 "	34 "

Imports and deliveries from the 1st June to 31st August 1891, 1892 and 1893, with stock in bond on 31st August.

	1891.	1892.	1893.
IMPORTS—			
Indians,	14,827,000	18,448,000	19,142,000
Ceylon,	18,229,000	19,407,000	20,671,000
China,	23,400,000	25,026,000	19,597,000
Japan,	20,000	Nil	26,000
Java,	1,271,000	778,000	1,277,000
DELIVERIES—			
Indian,	21,173,000	23,555,000	23,166,000
Ceylon,	16,057,000	18,156,000	19,865,000
China,	19,507,000	13,751,000	13,002,000
Japan,	26,000	27,000	22,000
Java,	1,227,000	746,000	1,017,000
STOCK—			
Indian,	20,314,000	24,207,000	26,104,000
Ceylon,	17,147,000	19,012,000	17,747,000
China,	32,139,000	31,666,000	26,558,000
Japan,	191,000	159,000	160,000
Java,	845,000	644,000	743,000

Old Time Mannerisms in Trade.

BY STRAIGHT MOYUNE.



OLD mannerisms in trade we meet every day, and the fact that they are still so very lively and tenacious of existence, surely proves their very hold on the mind of the public. Some mayhap, who read this, may not exactly remember anything in the shape of a mannerism which they possess which calls for anything except commendation. This is simply an old belief which long ago existed, solely, in that party's imagination. We are perfectly surrounded with old-time ideas, sayings and doings, many of which have long since earned meritorious rest; in fact have been sometime laid away, only to be resuscitated by the unwary freshman in the world of commerce.

One of the oldest and most musty of these freaks is the remark of the lady customer that she "thought the last tea was not quite up to the mark; and please be careful to put plenty of flavoring in as I always likes it." This old warrior has done duty with variations for many generations; and will continue in active service just as long as people play baseball with the golden truth. Now only a crank in business will change a standard tea which is giving constant satisfaction; and if customers would be as careful in ordering their tea as in other things of perhaps less importance, this old-time saying would speedily fade away into the dim shadows of the past.

Another of the same sameness is the old-time remark, when ordering currants, that "the last were all stones." Of course it is quite possible that they were all stones, but again the chances are that probably there were three or four stones all told. Quite enough of course and more than there should be, but why this vexing of the soul by overstatement! The reason of dissatisfaction does not lie in poor quality being given over the counter at all events, for, as is well known, the best currants often contain the most stones. And another proof of this preposition is to be found in coffee, where the very fine goods would cause your best friend among your customers to leave you, did you send it to her. It is quite a common and tiresome remark to hear that "that coffee which you sent me last had no taste to it, you might put the whole pound in." This simply proves, as said above, that too good goods are prolific of complaint.

Those who deal in butter and eggs will of course hear from time to time many familiar remarks concerning the goodness and reverse of these difficult-things-to-handle-satisfactorily. These are legitimate complaints oftentimes, and are worthy of all attention. There are people who do not hesitate to tell you of "three or four bad eggs last time," or "a pound of butter of a different kind in my last order," when no grounds existed for the statements. Being the descendants of our old and original prevaricator, the remarks pass on with the rest in regular procession.

The truthful storekeeper has an odd remark or two which twinges his conscience occasionally. For instance, when you tell a traveler that "you have plenty of that just now," when you have very little as a matter of fact, the reason of the saying being that the price does not suit. Why you do not say so you probably can answer to your own self. But really, after all, you might as well tell the truth as not. Again you "imported those goods yourself." The very sun blushes at this oft-told-whopper, and

about as much fact clings around this old friend as about another of the same, viz.: "I can buy that for so much," generally a shade lower than actual fact. We get into these habits incidentally, and they twine their tendrills around our foolish hearts and stop there. Of course when you tell a farmer at your door, that you can buy potatoes for 70c., you do not tell him that said potatoes are not as good as you would like, and that you prefer the farmer's and are willing to pay him his due in 10c. extra per bag. That would not be keen business instinct for which you are noted, and so you get the farmer's potatoes because he took your word for their market value. Same way with all his stuff, is it not? And you always put the poorest apples on the top of that barrel at your door, don't you? being quite different from aforesaid farmer who reverses the procedure. All these little things pale into insignificance beside the awful statement that "our twenty-five cent tea is as good as that sold elsewhere for forty and fifty cents." The thing is so probable, you know. Where common sense stowed her small self when this truth gained a foothold, history says not; but such statements should cease for very shame's sake.

So we hop along day after day, from one little prevarication to another, never thinking of poor old respectability at all. I certainly believe we are better weight givers than we used to be. There was a time when it seemed quite a possible thing that it would be considered quite right to buy at 16 and sell at 14 oz. to the lb., but that belief fortunately sped away with the boom, and other things of like ilk before gaining much headway.

Our friends the wholesale people have many little manners and ways, pretty and otherwise. Remember that old time saying of a splendid man, now gone hence: "Sub rosa, you know to you only." When he said this, he generally meant it, especially the "furrin" part. Another worthy man mostly with us and other times on horseback has a fashion of informing you that he has an offer of so much "from a strictly wholesale house," but he never explains why he sells to you at a less figure than he was offered by such gilt edged people. If you reason it out with yourself you will feel duly honored. Nor are we surprised when representatives of wholesale houses come mysteriously up to you, and taking you gently by the arm, say in the same mysterious way: "We have just twenty-three of those left and will clear out balance at thirty-two cents, actual cost." The accent on the last two words can better be imagined than described. The effect has lost edge somewhat of late, and this little game is not often sprung unless there is substantial backing to the statement.

'Tis a great world we live in friends, and many are the actors and great their performances.

Spinach has a direct effect upon the kidneys. The common dandelion, used as greens, is excellent for the same trouble. Asparagus purges the blood. Celery acts admirably upon the nervous system, and is a cure for rheumatism and neuralgia. Tomatoes act upon the liver. Beet and turnips are excellent appetisers. Lettuce and cucumber are cooling in their effects upon the system. Onions, garlic, leeks, olives, and shallots, all of which are similar, possess medicinal virtue of a marked character, stimulating the circulatory system, and the consequent increase in the saliva and the gastric juice promote digestion. Red onions are an excellent diuretic, and the white ones are recommended to be eaten raw as a remedy for insomnia. A soup made from onions is regarded by the French as an excellent restoration in weakness of the digestive organs.

Dried Mediterranean Fruit.

D EMARKABLE has been the course of the market for all lines of Mediterranean dried fruits this fall, so much so in fact that the Montreal correspondent of *THE GROCER* thought that a talk with some of the leading importers on that market would furnish some interesting matter for the special fall number. An abstract of their conversation conveyed information to the following effect.

The disturbed state of finances throughout the United States, and the consequent curtailment in importers' facilities there, has had an effect in a marked way on the values of all Mediterranean fruits. In currants for instance the opening prices have usually been in years past in the vicinity of 16s. to 18s. per cwt. f. o. b. for ordinary merchantable brands suitable to Canadian consumption. This year on the contrary the market opened at about 12s. and from that figure has gradually moved down until the unprecedented price of 7s. per cwt. f. o. b. has been reached. Hitherto it was always held that if currants once touched 11s. to 12s. France could be relied upon as a heavy purchaser of them for making wine. For this reason some of the shrewdest buyers are beginning to consider carefully what the possibilities in this respect may be, for they hold that at any moment France may prove to be an important factor in determining the future value of the produce. Besides it is held that it would not be at all surprising if the low prices ruling in Patras will not mean a very large increase in the consumption on this continent, added to which many confectioners who have in the past used Sultana raisins will now turn their attention to currants for two reasons: First, because of their cheapness, and secondly, and principally, because the importation of raisins from Smyrna has been prohibited. So far English buyers have held aloof from currants more or less, but they must commence to buy sometime in the next two months, when it is quiet on the cards that a sharp advance may be established.

So far for currants, but raisins have shown sympathy with them. The Denia market followed the course of that at Patras to a certain extent, although in their decline raisins have not touched the very low prices noted on currants. The opening figure for ordinary good brands of Valencia raisins has usually been 16s. to 18s. per cwt. f. o. b. This year the opening price was 14s. and from that figure it gradually moved down to a basis for first quality of 11s. with seconds 9s. to 10s. per cwt. f. o. b. At present there does not appear to be any prospect of lower prices. The difficulty experienced by Denia merchants in obtaining orders may result in larger consignments being made to Canada than usual, so that there will, with the supplies already coming forward, be plenty of Denia fruit in Canada this year. Its future value is likely to be determined by two factors: First, the course of the outside world as buyers in Denia, and secondly, by the eccentricity of Canadian importers.

Malaga fruit is also interesting. The present crop is likely, according to reliable advices, to be larger than that of last year. Prices also must of necessity be influenced by the low prices ruling on Denia stock. Outside of a few parcels shipped via Liverpool there will not be any large importations of Malaga until the steamer Escalona arrives about the end of October.

In nuts, what is true of other Mediterranean stock applies with equal force to them. The crop of Terragona almonds is

large, and the price has gradually settled down from 30s. per bag to 23s. 6d., while shelled Valencia almonds have moved down from 20s. to 16s. per box. Sicily filberts and walnuts are also likely to be low.

In prunes and dates there is little to note so far as concerns Canada. These goods rarely if ever reach our market before the first part of December. Both lines for ordinary use are likely to sell this year at 4¾ to 5c.

In candied peels very few are now imported, as peel of good quality is manufactured in Montreal, Toronto and London. With the high protective duty imports of English peel are likely to gradually die out. Canadian manufacturers are some of them disposed to admit that the protection they have on these articles is more than required, and probably the Government will take cognizance of this fact in the near future.

Ideas for Grocers.

BY HARRY HARMAN.

R EPRODUCE, in your window, a kitchen. Have washtub and board, and so arranged as if washing was being done; a shelf may be placed at side of window with soap, starch, blueing and all that is necessary for washing, each with ticket stating price. At other end of window a cupboard with shelves tastefully arranged with such articles as sauces, catsups, ham, etc., calling attention that articles for sale are on the inside. A very good plan is to display, prominently, a printed placard, such as "Interior of Blank's Kitchen," in which the hotel of any city or town may be used in place of Blank.

Through the Rye—Stack up a number of boxes on each side of window, starting at glass and build up to back; cover over with white paper and with loaves of rye bread nail on to boxes here and there. A variety of articles may be shown and a ticket placed on each loaf giving price of some article. A show card should be printed giving the idea.

For a unique trim construct a number of skeleton ladders the length of the window. Arrange them by suspending from ceiling, allowing the one near glass to drop some three feet, and so graduate until floor is reached at back. A display of goods is shown on each ladder.

Why not introduce a live figure engaged in making bread, cakes, etc., so as to show the public the quality of goods you offer for sale. Now, allowing a grocer has a certain brand of flour he wishes to introduce to the trade, there is no better way of making it known than by a window advertisement, which may be made up as follows: First arrange a canopy at the top from white and yellow cheese-cloth. Build up your sacks of flour at the sides, having the name prominent. The open space reserve for a person elevated on a platform in the store, engaged in making up bread, etc., from that brand of flour. Display on floor and window the made up bread and cakes. Yeast, baking powders and other articles, necessary in the making up, may be shown in the window.

Dried fruits may be shown in this manner: Suspend arch across window on which is printed the firm's name, worked from dried apples. String cranberries or prunes on wire, attach to arch, and allow them to hang to background. The floor may be shown by building up mounds of fruit.

To push the sale of any certain brand of sugar get a negro mask and place it upon a box, which may be secured by attaching a stick. Then heap up a mound of sugar close to the neck and place a price ticket in the mouth.

Red Hillwatee

Is one of the finest and
most satisfactory blends of
tea ever produced . . .

RED HILLWATTEE

Is Used by All Classes . . .



It is hard to believe
it is retailed at

50 cents

Samples of Hillwatee, as well as any of the
numberless lines we have, will cheerfully be
sent free of charge. . . .

No Equal in the World

Without the shadow of a doubt

Diamond Crystal Salt

has no equal. No other salt can get anywhere within reach of it.

You can always rely on its

FLAVOR,

SOLUBILITY,

STRENGTH,

PRESERVING

PURITY,

QUALITY.



It pays thousands of retailers to handle it. Why would it not pay you?

Lucas, Steele & Bristol

WHOLESALE GROCERS

SELLING AGENTS, **HAMILTON, ONT.**



54 and 56 WELLINGTON ST. WEST,
 . . . TORONTO . . .

James A. Skinner & Co.

— TORONTO and VANCOUVER

WHOLESALE IMPORTERS OF

Crockery, China, Glassware, Lamp Goods ^{and} Fancy Goods

The following is a List of some of our Leading Specialties:

J. & G. Meakin's Enamelled and Gilt "Autumn Tints" pattern in open stock to sell by the dozen or by the set. Grindley's Printed "Pearl Primula" pattern in open stock by the set or dozen.

 Dealers will find it to their advantage to order these patterns from us, 
 as they can at all times get their stock matched up from our stock. 

Assorted packages of Grindley's printed patterns in seconds. These are best value in Canada.
 Assorted crates of Meakin's White Granite, Wheat and Plain.
 Our Columbian and New Era assortments of Glassware are the best 5c., 10c. and 25c. goods in the market. Assorted packages of Glassware in newest styles.

ASSORTED PACKAGES OF

**Glass Lamps, Fancy Lamps,
 Fine Table Lamps with Shades,
 Hanging, Hall, and Parlor Lamps.**



BANQUET AND PIANO LAMPS

. . . IN GREAT VARIETY . . .

Ask for our Genuine Lead Glass Chimneys, Triumph and Peerless brands, best in the world.

If you want a lamp to give a light superior to an electric arc light try the Mammoth Bristol. The best lamp made.

We make a Special Feature of Hotel and Bar Supplies.

Double Thick Hotel Semi Porcelain

Bar Glassware, Hotel and Bar Silver-plated ware, such as Spoons, Forks, Knives, Shakers, Liquor Mixers, Bar Spoons, Etc.

Sole agents for the Rapid Lemon Press and Cork Puller,
 and Perfection Bottle Stoppers.

White French China for decorating. The largest stock
 and greatest variety in Canada.

Printed and Enamelled Tea, Dinner, and Toilet Sets, open stock or in assorted crates. We also make a special feature of Fine Glassware and China suitable for Wedding and Xmas presents.

In the past we have enjoyed the reputation of carrying the largest and best assorted stock in the Dominion. This fall our stock is better assorted than ever which speaks volumes. Call and see us when in the city. Correspondence solicited.

Pop Your Own Corn

A package of Selected, Shelled Pop Corn with full
directions for Popping and Sugaring

HAS APPEARED JUST IN TIME

The Most Healthy Confectionery for Children is

.. POP CORN ..



The Greatest Enjoyment for Children is
POPPING CORN

Retail Price **10** ^{Cts.} per Package

Put up 20 packages in a box.

Every store should have a box.

FOR SALE BY THE WHOLESALE TRADE.

~ PUT UP BY ~

C. R. SOMERVILLE - London, Can.

SELL
IVORY BAR
SOAP

GIVE —



OCEAN WAVE.

A FAIR TRIAL

If you have never handled it.

The Profit is as large as you can make and sell Good Goods. It holds customers and will increase your Baking Powder trade. Sold only in cans by the Wholesale Trade and the manufacturers—The Hamilton Coffee and Spice Co.



Get your Wife to try it.

IT PLEASES
EVERYBODY



(From the American Journalist.)

We have been watching the past few years the rapid development of trade journalism in this and other countries, but we think no journal in any country has shown such amazing advancement, in every sense of the word, as has THE CANADIAN GROCER and its publishers, The J. B. McLean Publishing Co of Toronto, Canada.

When some six years ago Mr. J. B. McLean, the commercial editor on the Toronto Mail, launched out upon the sea of trade journalism in Canada with his CANADIAN GROCER his heart must have been filled with as great a faith in the ultimate success of his venture as was that of the intrepid and fearless Genoese mariner to whom we owe the discovery of our Western Hemisphere. Unlike the great Columbus, however, Mr. McLean had a trusty lieutenant in the person of his brother, Mr. Hugh C. McLean, whose experience as a practical printer and business manager, strengthened the hand at the helm, and the two mariners were thus able to make a grand struggle for the goal they had decided to reach, namely, to become the leading publishers of trade journals in America. That their faith in themselves was not misjudged is evidenced by the success that has attended their every new departure in their selected line. A retrospective glance at their career cannot fail to be of interest generally, and of value to live, energetic and pushing men in every call of life, particularly as it is another living evidence of what conscientious adherence to honest business principles, singleness of purpose, self-trust, concentration of ideas, and executive ability can accomplish.

Their primary venture, THE CANADIAN GROCER, made its first appearance in the fall of 1887, issuing as a monthly periodical, and one can imagine the joyful vibration of their heart-strings when it is stated that their first issue of 10,000 sample copies sent to every retail merchant in the Dominion brought them one solitary subscriber. But like their plucky ancestor, Robert Bruce, they were not daunted, and, like Bruce's spider, they "tried again," and their second issue of 10,000 copies brought five subscribers. Another ecstatic thrill along their

vetebral column. Realizing that a monthly paper would be of but comparatively little use as a guide to the ever fluctuating grocery market, a weekly issue was decided on, and the first number appeared on January 6th, 1888. The change was appreciated by the trade, and to-day THE CANADIAN GROCER is in the hands of every live wholesale and retail grocer in the Dominion, and no merchant who is properly alive to the interests of his business and who desires to keep in touch with the times and the advanced strides made in storekeeping, is without THE CANADIAN GROCER. It must not be assumed that success came of itself—it never does—people are born rich and lucky, but never successful, and the position this journal has won for itself in Canadian journalism and with the trade it represents is due to the hard and conscientious work of the brothers McLean, their upright, fearless and independent attitude toward the trade,—wholesale and retail,—their honest business principles, the purity and tone of their matter, and the entire absence of everything savoring of sensationalism or fakeism, so deplorably common in these days. The reliability of THE CANADIAN

GROCER's weekly market reports is one of the principal attractions for the retail merchant, as its columns are not controlled by any "bear" or "bull," the actual state of the market is presented and such opinions as are expressed emanate from the journal's own reporters, whose long experience in trade matters warrant their criticisms and forecasts. As an advertising medium, the columns of THE CANADIAN GROCER are acknowledged without an equal by those who desire to come in direct contact with the wholesale and retail grocery trade, and this fact is borne out by the continually increasing patronage of the largest, most influential and shrewdest business men and manufacturers in Canada, the United States and England, bestowed in THE GROCER week after week, and it can be said to-day that few manufacturers' or wholesale grocers' names, of any standing, are missing from



MR. HUGH C. McLEAN,
Sec.-Treas. and Business Manager.

its columns. The Annual Fall Number of THE GROCER is a feature in trade journalism unsurpassed on this Continent. The object of this fall trade number is to give the regular advertisers an

opportunity of reaching without extra cost many merchants who are not regular subscribers. To such an extent and reliability have the columns of THE CANADIAN GROCER as an advertising medium grown that it is not so much a question now as to whether it will pay to advertise in this journal but whether they can afford to have their names missing from this directory. Every advertisement in THE CANADIAN GROCER is an evidence of vitality and reliability of the advertiser, and the trade generally are beginning to realize that it pays to advertise in the trade journal and only in the best. ✕

A joint stock company, with a \$25,000 paid-up capital, having been formed in 1889 under the style of the J. B. McLean Publishing Co., Ltd., with Mr. J. B. McLean as President and Mr. Hugh C. McLean as Sec'y-Treasurer, the company purchased BOOKS AND NOTIONS, the official organ of the Canadian Book, Stationery, Fancy Goods, Music and Wall Paper trades. The efforts put forth to make this journal as valuable to the respective trades as their first venture, is bearing fruit, and the most reliable merchants are already enrolled on its advertising list. (+)

In February, 1889, the Company entered upon another field and issued THE HARDWARE AND METAL MERCHANT, as a monthly, but its first appearance as a monthly was also its last, as in March following it appeared as a weekly, and is to-day the leading exponent of hardware and metal matters.

These successful ventures finally induced the Company to invade the domain of dry goods, and on January 1st, 1891, THE CANADIAN DRY GOODS REVIEW made its appearance, and this section of the commercial world is to-day in possession of the model dry goods journal of Canada. Its appearance is welcomed by the most prosperous, wide-awake and pushing dry goods, hats and caps, furs, millinery and clothing merchants of Canada.

Another venture, and one which the Messrs. McLean were particularly well adapted to undertake, was the publication of THE CANADIAN PRINTER AND PUBLISHER, a journal devoted to the interests of the art preservative, and that these interests are being attended to with the same conscientiousness as characterizes all their work is evidenced by the favor the periodical obtains from the craft.

The field of trade journalism, though large and varied, could not have been invaded by men more adapted to its requirements. Both gentlemen are young, popular, and have large business connections. Nature endowed them with splendid constitutions, which have well withstood the strain of their active career. Notwithstanding the strict attention their business requires, they find some time for recreation. Besides taking an active part in sports such as rowing, yachting, etc., both hold commissions in the Active Militia of Canada; Mr. J. B. McLean being Captain and Adjutant of the 10th Royal Grenadiers, and Mr. Hugh C. McLean a Lieutenant in the 48th Davidson Highlanders, Toronto.

But for all this, were they not surrounded by a staff of first-class, conscientious workers, who take a thorough interest in

their work, their success would not be so marked. The chief editor of THE GROCER, William L. Edmonds, whose portrait appears here, has had a good all round newspaper training. Few have had better. His first introduction to a newspaper was when some eighteen years ago he entered the composing room of the Toronto Mail as "devil." After graduating he assumed control of a country weekly which he ran successfully for a few years. After selling out he became commercial editor of the Toronto World and from there to THE GROCER. His experience in commercial work has given him an insight into all the leading branches of trade. And one characteristic about him—and one that is so essential in connection with commercial newspaper work, particularly in the preparation of market reports—is his close observance to detail.

The subscription department of THE CANADIAN GROCER has been thoroughly systemized and is looked after by a staff who do nothing else. Knowing that it would be impossible to secure advertising and retain it if they had not the circulation, special efforts have been always made to secure circulation, and six canvassers on subscriptions alone are constantly at work in every province of the Dominion, under the direction of their general subscription agent, Mr. John Cameron, who is known to about every grocer and general storekeeper from Halifax to Victoria, and who is acknowledged the best canvasser in the Dominion. The secret of his success, as is the secret of success in every branch of business, is the thorough belief in the value of the article represented. Brought up in the grocery business himself, Mr. Cameron is therefore able to show the unlightened the value of a trade journal. Though past the turn of life, he displays the same push, energy, and activity that marks his somewhat younger employers.



MR. J. B. McLEAN,
President and Managing Editor.

After reading the above, one not conversant with the amount of work and detail involved in issuing one journal, let alone five, might think that it was simply luck that placed them where they now are, and that the trades in Canada had been clamoring for years for these journals, and that as soon as issued a rush was made both by advertisers and subscribers to help the journal along. Far from it, the exact opposite was what occurred. They were not wanted, particularly by probable advertisers. Not only did thousands of dollars go out before a single dollar returned to the pockets of the publishers, but obstacles and disappointments that would have driven other men to utter despair had to be overcome. They had absolute faith in themselves and in the ultimate success of their enterprise as a beacon light which burned brighter and brighter as each fresh obstacle and each fresh disappointment was surmounted and they kept pressing onward with redoubled courage to the goal of success. Without having passed through it no one can conceive of the immense labor and worry involved in starting a journal, outside altogether of the financial aspect of the question. They have toiled unceasingly and spent their money freely in popularizing their journals, confident in a rich and bountiful return and in a brilliant and successful future.

2" wide
L. J. B. McLean

We Don't See Why . . .

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

Toilet . . Papers

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

. . Pure Tissue . .

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

Write us for Prices and Samples.

THE E. B. EDDY CO.

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

AGENCIES AT:

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

Mammoth Works - - Hull, Canada.

CEREALS

The Ireland National
Food Co., Limited

MILLERS AND MANUFACTURERS OF

OF TORONTO

Breakfast Cereals, Flour and Meals

Our specialties put up only in packages.
Are superior in quality to the ordinary
cereals sold in bulk.



Desiccated Rolled Oats
Desiccated Rolled Wheat
Desiccated Wheat
Snow Flake Barley
Buckwheat Flour, S. R.
Breakfast Hominy
Prepared Pea Flour
Baravena Milk Food
Patent Prepared Barley
Patent Prepared Groats
Barley Meal
Rye Meal
White Corn Grits
Farinose or Germ Meal
Fruментy
Pearl Barley (XXX)
Farina
Gluten Flour
Gluten Biscuits

The trade find our goods
satisfactory and profitable
to handle, BECAUSE they
are milled from only the
best selected grain upon the
most approved process, and
are of uniform quality.

OF STANDARD QUALITY

CHOICE BULK GOODS

Put up in Barrels and Bags.



Rolled Oats
Oatmeal, Granulated
" Standard
Rolled Wheat
Rolled Barley
Rolled Peas
Pot Barley
Pearl Barley
Snow Flake Hominy
Graham Flour
Granulated Wheat
Wheatlets or Wheat Germs
White Corn Grits
Rye Flour
Barley Flour
Real Gold Corn Meal
Barley Meal
Rye Meal
Yellow Corn Meal
White Corn Flour
Buckwheat Flour
Prep. Pea Flour
Split Peas
Whole Wheat Flour, Etc.

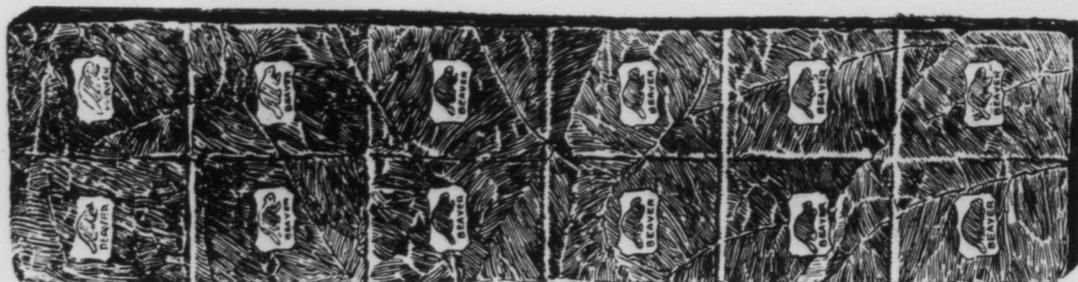
Our Desiccated Rolled Wheat (in 3 lb. packages only) for Porridge, Puddings, Gems, etc., has no equal. Once used it becomes a favorite in every household. You should order a stock at once. It is a profitable line to handle. It pays to handle only the best. Write us for price list and particulars.

... MAIL ORDERS RECEIVE OUR PROMPT ATTENTION ...

McAlpin Tobacco Co'y

Manufacturers,

TORONTO, CANADA



To the Trade:

We make the Celebrated Beaver Chewing Plug, recognized throughout Canada as the highest grade tobacco in the Dominion. It is clean, sweet and entirely free from injurious ingredients.

Beaver is the Gentleman's Chew

Professional and business men use it almost exclusively, but the cost is so little above ordinary tobacco that it is easily within the reach of all consumers.

Our output of Beaver for the first nine months of 1893 shows a gain of 75% over same time last year, which is a guarantee that the goods are gaining in public favor. Order a sample Butt for your high class trade and you will be pleased with the result.

McALPIN TOBACCO CO'Y

Unique Situation in Dried Fruits.

THE present season has developed many features unique in the history of the foreign dried fruit trade. In many of the staple articles prices have reached lower figures than anything known in the present generation of importers; and there is no article of which the price is not much below the average of the last ten years.

Just as the packers in Smyrna were preparing to execute orders for the new crop figs and Sultana raisins they received by cable from their agents the news that the Canadian Government, following similar action on the part of the United States, had

issued an order-in-council prohibiting the importation of figs and raisins from the district of Smyrna in consequence of the existence of cholera at that place. As the prohibition order applied equally to goods of that country if purchased in England or elsewhere if packed previously to the outbreak of cholera at Smyrna, and were of this year's crop, having been packed before the epidemic appeared, it resulted in a total suspension of all importation of those articles:

There was not very much dissatisfaction expressed with regard to the article of Sultanas, as the stocks of good old fruit in the country were larger than usual at this season, the low prices ruling in the early months of the year, and the fact that Sultana raisins usually keep in excellent condition the second year, having induced importation and even speculation. Imports therefore of new Sultanas would have been very light this fall in any case.

Regarding the article of figs the case is different, there being no stocks of old, and indeed if there were matters would only be slightly altered, as old season's figs have by the time new fruit should be on the market so deteriorated as to be difficult of sale at any price, and certainly would not take the place of the new article. It is therefore a serious inconvenience to importers and the trade to be unable to bring these goods into the country. A few thousand mats of Spanish figs have been ordered from Malaga, but these are only suitable for cooking, not being fine enough for the table.

Reverting to the question of general values the low range of prices for most articles of dried fruit has resulted from two main causes:

- 1st. Abundant crops in the producing countries.
- 2nd. Inability to buy, or want of purchasing power of the chief importing countries and chiefly of the United States, where the scarcity of money has seriously curtailed importation. As a result the articles of which the United States are large importers have suffered most in price.

Currants opened at very low prices, as the crop is very large, about 160,000 tons, but even the very moderate pretension of sellers brought little response, and it was only after a decline of nearly a cent a pound that free buying set in, which however at once established a firmness that ultimately developed

into an advance of at least 1s. per cwt., and the tendency is still up. It is thought that purchases made during the period of low prices will meet with ready sale at a profit on arrival.

Tarragona almonds have a history this year almost identical with currants, except that the advance following the depression has been more marked, amounting to a cent a pound.

Valencia raisins opened at 18s. to 18s. 6d. in Spain and sold here on arrival at 7 to 7½c. The market settled down later however when purchases were made by Escalona, which has not yet sailed at equal to 5 to 5¼c. laid down in store.

Prunes are meeting with some attention for October shipment from Trieste, as they can be laid down from there at 5c. for D's and 5¾c. for equal numbers of the four sizes, A. B. C. D.

French prunes, which owing to their high price in comparison with Bosnia, had for some years disappeared from the Canadian market, will be again to the front this year, as they are very cheap, and the first shipment will be on the market in a few days. Importers, however, have confined their attention to the superior article of French prunes, D'Entes, in cases, whereas formerly they considered this article too good for the Canadian palate, and imported the French prunes communes (common plums). Orders so far have been for small-sized fruit, but it is thought likely that as the French, in large fruit, is not quite a cent above the Bosnia that business will also be done in large fruit in French also.

Filberts are low for October shipment, but most houses have their orders already placed, so are unable to take advantage of to-day's prices.

Walnuts, grenobles, are offered for shipment at some eight francs per 100 kls. below last year's price, equal to about three-quarters of a cent per pound. It is difficult to figure costs on these goods before hand as shrinkage is considerable and variable, and freight is not fixed.

Malaga fruit will be somewhat cheaper than last year on most grades.

Generally, if we except figs and Sultana raisins, there will be an abundance of good and cheap fruit for the fall and holiday trade, and dealers will likely be able to sell freely as such low values and prime goods are sure to materially increase the consumption.

The honor is not in nevergetting into a hole, but in getting out every time you get in.—St. Louis Grocer.

It is a wise man who asks his wife's advice, but it is a wiser man who follows it.—Business.



MR. WM. L. EDMONDS,
Editor-in-Chief of THE CANADIAN GROCER.



MR. JOHN CAMERON,
General Subscription Agent, THE CANADIAN GROCER

Best for Wash Day.

SURPRISE SOAP

Best for Every Day.

OLD WAY

Full of steam

It's the usual way on wash day—a big fire—a house full of steam—the heavy lifting—the hard work.



NEW WAY

A Tea Kettle of Hot Water and **SURPRISE Soap**

used according to the directions on the wrapper does away with all this muss and confusion. The clothes are sweeter, whiter and cleaner than when washed the ordinary way. The new way is with SURPRISE soap without boiling or scalding the clothes.

GUARANTEE SURPRISE SOAP to do the wash without boiling or scalding the clothes. It's the best way—the simplest way—the most economical way. Your customers want it—it pays them—it will pay you.

BRANCHES:

MONTREAL: 17 St. Nicholas Street.
TORONTO: Wright & Copp, 40 Wellington St. East.
WINNIPEG: E. W. Ashley.

The ST. CROIX SOAP MFG. Co.

ST. STEPHEN, N.B.



SURPRISE SOAP

DID IT.

That Snowy Whiteness.



Care flies,
 Work flies,
 Everything
 that is hard

On wash day vanishes with the use of SURPRISE soap.



The Great Biscuit House.

WITHIN the entire sphere and scope of nineteenth century commercial and industrial activity, we know of no department of manufacturing operations which, in a few short decades, has received so phenomenal an impetus, consequent upon the introduction of more perfected machinery and improved methods, as has the biscuit baking trade of the Empire. To exemplify this fact it is only necessary to note the immense number and variety of the biscuit delicacies that now form the staple output of the average British biscuit factory, and a very elementary examination of facts will supply us with abundant evidence of the creation of a new industrial enterprise of the highest interest and importance. "The biscuit itself"—a shrewd writer has remarked—"which forms the basis of this stupendous manufacture, unites so many points of excellence, that, like other good things which skill and enterprise have placed at our disposal, it is an article which we are disposed to think but lightly of. The immense existing demand speaks for itself, but whence, we would ask, the springs of its widespread and ever-increasing popularity? Of course the obvious primary reply is the adaptability of the biscuit to the requirements of all classes of the community. It is exceptionally portable; it is readily capable of assimilation; it admits in preparation of flavoring to suit all sorts and conditions of taste; and, above all, its form and compactness lend themselves to greater concentration of nutritive material than could possibly be predicated of bread in its commoner forms. In popularising these wholesome table dainties, we need hardly say that no individual firm in existence has contributed so greatly as the world-renowned firm of Huntley & Palmers, whose immense establishment at Reading may truly be said to comprehend "a town within a town." The "Victorian Era" marks the development of the firm's operations in biscuit manufacture. Soon after the Queen's accession to the throne, Mr. George Palmer joined Mr. Thomas Huntley in the now historic firm. From this period dates the remarkable progress of the industry in question. At the outset a comparatively small factory, employing the services of about fifty hands, sufficed to meet all requirements. Now between four and five thousand hands are employed. To begin with, about a dozen varieties of biscuits were essayed—most of them unheard-of novelties at the time; now the catalogue has swelled to the stupendous number of nearly 400. Once upon a time a few carts were sufficient to convey to the railway stations the products of the firm; to-day three great English systems are only too glad of the privilege which permits them to run their lines directly into the works.

The introduction of machinery into the manufacture of biscuits may be said to have laid the nucleus of the firms supre-

macy, and, since the auspicious event, few firms have developed so rapidly or expanded so extensively as that of Huntley & Palmers. Nor has the growth of the firm's business failed to have a corresponding influence upon local population. In 1837 the inhabitants of Reading numbered roundly 16,000; to-day the aggregate is 60,000. The workers are practically all employed in one vast building, for by a happy and convenient arrangement, all the series of buildings which comprise the factory possess more or less perfect means of intercommunication. The River Kennet intersects the factories, but bridges re-establish the connection.

Commencing a visit of inspection at the mixing mills, we shall find a series of elaborate revolving vessels, into which are shot such tempting and appetising items as buckets of milk, eggs, golden syrup, sugar, flour, and ingredients appropriate to the special biscuit in preparation. After perfect mixing has been accomplished, the dough is passed through rollers, and thence through other machines, which roll the material to appropriate thickness, and stamp them with their particular impress. The biscuits are then conveyed on trays to the ovens. Biscuits, we learn, of every description are manufactured by the firm, and throughout the entire process of manipulation machinery is employed. To attempt an enumeration even of the more important specialties of the firm would lead us into an extension of treatment that our space limits peremporarily forbid, but doubtless there will not be a single reader of these industrial, historical and biographical sketches to whom the names and excellencies of Messrs. Huntley & Palmers' leading items are not well known. To narrate the mysteries of the baking department or of the mammoth flour stores is beyond our scope, as also would it be to describe the interesting processes of packing, labelling, and consigning the vastly differentiated manufactured products, destined in due season to give delight to patrons resident in every portion of the habitable globe. In addition to biscuits, the firm are large manufac-

turers of every variety of rich cakes, their bride cakes constantly being in demand for India, China, Japan, and other far-distant lands, not to mention the immense consumption in the United Kingdom.

The patronage extended to the house includes that of Her Majesty the Queen, and more than one other European "Royalty." Among the firm's exhibition awards may be mentioned the Grand Prize of the Paris Exposition Universelle of 1878, accompanying which was the following testimonial: "Unrivalled house, known throughout the world for its enormous production, and for the excellent quality of its manufactures."

In drawing our more than usually extended, yet still quite inadequate, review of a great industrial concern to a close, it remains to be noted that the great personnel of the firm includes three sons of Mr. George Palmer and four of Mr. Samuel Palmer, the latter, with Mr. William J. Palmer, having joined Mr. George Palmer in the concern on the death of Mr. Thomas Huntley in 1857. The same steady, consistent devotion to a policy of strictly upright and conscientious mercantile operations still continues to animate those responsible for the control and direction of the firm's stupendous interests, and presents a striking example of success nobly and enterprisingly achieved.



FRED. T. SMYE,
With Messrs. Balfour & Co., Hamilton.

We Don't Believe

In decrying the merits of other goods

TO OUR . . .

But we . . .

Wish to call

Attention

PATENT PAN-DRIED

Rolled Oats

As the sweetest in flavor, and most delicious, when properly prepared, of any in the Canadian market. Do you handle our goods?

We also Manufacture Flours Of all . . . GRADES

OUR BRANDS ARE :

LOW GRADE—Clover Leaf

85%—Delight, Fedora

80%—Tilson's Pride, White Coat

Strong Bakers—HERCULES

WE ALSO MAKE . . .

CHOICE
CANADIAN
SPLIT PEAS
AND . . .
POT BARLEY

E. D. TILLSON

 Tilsonburgh, Ontario



A Strange and Varied Experience.

BY WILLIAM L. EDMONDS.

"There's a divinity that shapes our end
Rough hew it as we may."



OME one event there is in the days of our childhood to which we can each look back as the first mile-stone in our memory. The first thing I can remember was crossing the Atlantic with my parents in a vessel with big white sails; of our landing in a strange city; of my straying away from my parents; and of a strange man taking me in his arms and promising to take me to my mama. I was then about four years of age. When I wept he bought me candies and toys. He took me a long distance into the country to a farm house which he told me was his home. My mama, he said, would come by-and-bye.

Years went by, and I was still on the farm. From a little fellow in petticoats I became a sturdy school boy. Tierson was the name of the family under whose roof I lived. They had no children, the only one, a boy, having died a short time before I was brought under the roof. Mrs. Tierson was always kind to me, and I often found her gazing tenderly upon me with tears in her eyes. One day she laid her hand affectionately upon my head, remarking as she gently stroked it:

"I once had a little boy who looked like you, oh so much; and like you his name was Freddy. When Tom saw you wandering about the streets of Montreal he too saw the resemblance, and on the impulse of the moment he picked you up and brought you here."

"Yes, I remember that," I interrupted. "But he said he would find my mama for me, but he has not been able to do so yet."

"Poor, boy," she said in an absent-minded sort of way as she slowly placed her hand on my shoulder, at the same time gazing vacantly into space, "how little does he know how cruelly we have deceived —"

"What do you mean?" I interrupted. "You haven't been cruel to me, mother."

"Oh, I didn't know, what I was talking about," she said. "You run out and bring the cows home, there's a good boy."

Across the yard, down the lane, and into the woods I went in search of the cows; but it was not the thought of the cows that was paramount in my mind. Running through my thoughts were the words dropped by Mrs. Tierson, "Cruelly deceived." What did it mean? And while I ruminated the thought suddenly flashed upon me: "Had Mr. Tierson stolen me, or if he hadn't stolen me did he ever try to discover my parents?"

I was just beginning to read a little, and one of my school-mates had lent me a book in which was a story about a kidnapping case. And the thought at last impressed itself upon me that I too had been kidnapped. The man Tierson, whom I had

been taught to call father, had purposely kept me away from my parents! With this revelation came the resolve to find them.

By the time I had found the cattle and got them out to the lane leading to the farm the sun was low in the horizon and my shadow was thrown out to double the length of my stature. "Oh, if I was only as big as that," I thought, "I would start out this very night to find my dear father and mother,"

I had a dim recollection of them. And while their faces rose up before me, though shrouded in the mist of what to me seemed many years, the tears trickled down my cheeks in a flood, falling in big drops on the dusty road. A little song sparrow flew before me in easy stages, singing its plaintive song, which seemed to say: "Don't cry, poor Fred, Fred," while a robin darted across the road into the underbrush giving vent in shrill, angry notes to its disapproval of the treatment I had received. Even the cattle looked back at me sympathetically out of their big dark eyes.

That night I slept but little; and when I did sleep it was to dream that I was in a long tortuous lane searching for my parents, catching glimpses of them now and then, but losing sight of them in the many sharp turns which the lane took.

Mrs. Tierson I could not get again to talk on the subject. "Oh, don't take any notice of what I said; I didn't know what I was talking about," was all I could get out of her. With Mr. Tierson I was not much more successful.

"Are you still trying to find my father and mother," I tremulously ventured one day when I found him hoeing corn. "Have you heard anything of them?"

"Of course, boy, I'm looking for them. I can't afford to go away and search the country; but I am doing all I can. What more could I do? But I thought you had forgotten everything. Aren't we treating you well? We dress you as well as any of the farmers' sons are dressed. We give you lots to eat. We have given you some schoolin', and we haven't made you work too hard."

"Yes, I know; but you are not my father, and Mrs. Tierson is not my mother. Then if your little Freddy had lived and had been lost like I have been, wouldn't you have been glad to find him? Well, I guess my parents would be just as glad to see me."

And then I burst out crying, while Mr. Tierson, dropping his hoe, picked me up, kissed me on the forehead, and remarked as he placed me on the ground: "There, go away. It's time for you to feed the calves. I'll see what more I can do."

Another three or four years had passed and I was still on the farm. Although my parents were yet undiscovered I was satisfied that some effort at least had been made to find them, Mr. Tierson having shown me an advertisement which he had put in a Montreal paper, enquiring for the whereabouts of certain English immigrants, who had about eleven years previously lost a boy aged about four years named "Freddy," surname unknown.

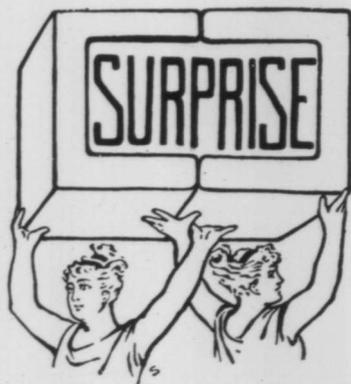
The reason my surname was not known was that when taken to my new home and questioned by the Tiersons as to my name, all they could get distinctly from me was that my name was "Freddy."

The sight of the advertisement increased my desire to find my parents. My interest had never flagged since it was so suddenly awakened by Mrs. Tierson some four years before. And that night when I retired it was not to sleep. I was too excited

"Their Merits Universally Acknowledged"

YOUR CUSTOMERS WANT THEM.

If your wholesale grocer cannot supply you send your order to us.



"Surprise" Soap

This popular and reliable brand knows no season of dullness, but is in constantly increasing demand among all grocers. There is profit and reputation for the grocer selling "Surprise."

The Most Perfect



Most delicious and wholesome form of milk, being pure, concentrated and sterilized. For table use, cooking of all kinds, and infant feeding.

Snider's Tomato Catsup

The pioneer sweet catsup. The finest ever offered to the trade. Made from whole, fresh, ripe tomatoes. Celebrated for retaining the natural flavor, combined with a delicious piquancy and perfect blending of spices found in no other brand.



Pettijohn's California Breakfast

It has no equal as a Breakfast Food.



Its Ingredients are the Purest and Choicest

No chemicals or other objectionable constituents being used to heighten the flavor or color.

Batty's Nabob Sauce



Is the sauce of sauces, and the most delicious for Steaks, Stews, etc.

Batty's Nabob Pickle Is universally admitted to be the finest and most enjoyable Pickle in the world.

We shall be pleased to send you Samples, Price Lists, and full particulars.

Wright & Copp, SOLE Dom. Agents, **Toronto**

with the anticipations that the hope of the advertisement reaching the eye of my parents had created.

I had been tossing about in my bed for, it seemed to me, hours, when suddenly I heard what sounded like creaking footsteps outside my bedroom door. The creaking grew louder and louder; and still no one opened or tried to open my door. My room was in the garret of the house, and the door opened directly on the stairway. In fact mine was the only room to which the stairway led. There was a room beyond mine, but in order to get to it one had to pass through that which I occupied. Consequently I knew that anyone ascending the stairs must necessarily come through my room.

When some minutes had elapsed and no latch was lifted I, in desperation, sprang from my bed, rushed to the door, my heart beating wildly with excitement and my flesh creeping with fear. Seizing the latch I suddenly threw it open. And oh, horrors! Shall I ever forget it! In through the open door rushed a cloud of smoke, while leaping up the narrow stairs as if to swallow me were tongues of angry flames.

Exit by the usual means was out of the question. Springing back I quickly shut the door, hurriedly put on some of my clothes, sprang through the window on to the roof, made my way to where a ladder was standing, and by it reached the ground in safety.

To my surprise not a soul was to be seen around anywhere. Then I thought of Mr. and Mrs. Tierson. The two hired men I knew had started off the previous afternoon for Montreal with produce for market. I knocked in the front door with a post that was lying near, and ran for the stairway, intending to ascend it and arouse Mr. and Mrs. Tierson. But the stairs seemed to be the centre of the fire, and my purpose was balked. Rushing back into the yard I picked up a stone and sent it crashing through the window of their room, but instead of getting any answer from the inmates out through the aperture came a pillar of smoke.

"My God!" I ejaculated. "They are being burned to death." And then I remembered the ladder resting against the gable end of the house. It was too heavy for me to carry, but by rolling it over and over I soon had it opposite the window of their room. Owing to the overhanging character of the eave-trough, against which the ladder rested, the latter was three or four feet from the window-sill. Nothing daunted, up the ladder I sprang, reached the window, raised it, and jumped into the room. In the blinding smoke I reached the bedside and tried to arouse the occupants; but no response could I get from them. "After all I fear I am too late," I thought.

Mrs. Tierson was lying nearest to me, and I hurriedly pulled her out of bed and dragged her to the open window. Then I did the same with her husband. Next I sprang down the ladder, ran to the barn, secured a long rope, and was back in the bedroom again in almost as short a time as it takes to tell it, although it seemed long enough then. Fastening one end of the rope around Mrs. Tierson and with the other taking a turn around the ponderous old bedstead, I by a superhuman effort lifted the unconscious, and what I feared dead, woman to the window sill and lowered her to the ground below.

"Thank God, there is one of them saved from at least being burned up," I exclaimed.

Fortunately who should at that moment drive up the lane and into the yard, but the doctor from a neighboring village. He was on his way home from attending a patient, and, observing

the fire from the roadway, had driven up in the nick of time; for I fear that I would not have been able, unaided to have got Mr. Tierson out of the burning building. As it was, the doctor and I had all we could do to get him out before the roof fell in.

By this time several neighbors had arrived, and the unconscious forms of Mr. and Mrs. Tierson were carried into the barn. The doctor, after a hurried examination, said that the vital spark had not fled. But it was not till after several hours of hard work that they were brought back to consciousness, and then it was a week or more before they were able to leave their beds at a neighbor's, where they were taken after being resuscitated.

"Fred, my boy," said Mr. Tierson to me one day some weeks after the fire, as we were at work assisting in removing the debris, "you don't take very kindly to farmin', do you?"

"No, I do not," I said.

"Well, what would you like to be? I have done you a great injustice. When I lost my little Fred I foolishly took to drink. And the day I found you I— (I may as well be honest with you, my boy.) The day I stole you I was the worse for liquor, and hardly knew what I did. I have since regretted my cruelty and tried my best to find your parents, but have failed. Now I want to do the best I can for you. Say what you want to be, and I'll do the best I can to gratify your wish. My farm is my own and I can afford to do something for you. But besides owing you reparation, I owe you a debt. I did not learn till the day I got out of bed that it was to your bravery that Mary and I owe our lives. The doctor told me. Come Fred, say what you want," he pleaded in tender tones, a tear-drop falling on his hand as he stretched it out towards my shoulder.

Even the worst of men have something good in their characters; and many a man who has entered upon a downward career has, at a critical point, turned aside into the path of rectitude through the intervention of the better side of his nature. Mr. Tierson was a weak rather than a bad man. What he had done was done in a moment of weakness; and now in sackcloth and ashes he was trying to make reparation. All the strong resentment that had sprang up in my breast, when what I had suspected for a long time was assured, vanished at the sight of that tear drop. And I replied in an off-handed way: "Oh, never mind. Perhaps we'll soon find my father and mother. I can stay here for a while longer anyhow."

"But it does mind," rejoined Mr. Tierson. "Tell me what you would like to be; I want to know."

"Well," I replied slowly, as I mechanically gathered with the toe of my boot the charred cinders at my feet into small heaps, "I would like to be a merchant. But I'm in no hurry yet."

"Well, my boy, a merchant you shall be, if I can help you. But you can't be a successful merchant unless you are trained for one. Any more than you can be a farmer if you never saw a field. Full-fledged merchants ain't hatched any more than be full-fledged hens. I know there be some who think differently, but that don't alter the facts. Always remember this, Fred: A man needs a special training to succeed in anything; yes, even in thieving. If you are going to be a merchant, I want you to be a good one."

It was eventually settled that I was to go to Montreal and attend a business college for a year; and after that, if I got along pretty well, I was to try and get into one of the wholesale grocery houses there—perhaps in one in which a cousin of Mr. Tierson's was a partner.

I entered the college, progressed rapidly and at the end of twelve months secured a position as office boy in the wholesale

OLD . . .
 HOMESTEAD
 TOMATO
 CATSUP .



IS the finest article of the kind made in Canada and fully equal to the best made in the States, and is sold at about half the price.

For the purpose of introducing it we will send to any responsible retail grocer any quantity required at the wholesale price of \$2.00 per doz. in cases of 2 doz. each or in cases of 1 doz. Put up only in pint bottles, securely packed and guaranteed against breakage and warranted to give satisfaction. Send in your orders at once to

ERIE PRESERVING Co.,

St. Catharines, Ont.

TO HAND . . .
and **ARRIVING** IN A FEW DAYS

Car "Horse-Shoe" Salmon, packed by Todd & Son
 Car "Columbia" Salmon, packed by Todd & Son
 Car "Bon-Accord" Salmon, packed by Todd & Son

HEADQUARTERS FOR . .

New Selected Valencia Raisins.

Blue Mountain Coffee.

Mrs. Lazenby's Pickles, Soups, etc.

New Patras and Filiatra Currants in Brls and Half Brls.

Lovejoy's Breakfast Flakes.

Cherry's Pure Mustard.

Full assortment of new season's Japan, Young Hyson, Ceylon, Assam, and China Teas, selected with greatest care for cup quality.

*Absolutely pure Spices,
 ground by ourselves.*

*The best goods, closest prices,
 and prompt shipments.*

BALFOUR & CO.,
 HAMILTON.

firm of Holland, Tims & Co. I loved my work; and the man who doesn't his will never make much of a success in life. In five years I had risen to the position of traveler, and was given a route running as far west as Toronto.

I had been on the road about five years when I— Well, like most fellows, fell in love with a pretty little Oshawa girl. And when I learned—and it did not take me long—that my love was reciprocated, I wanted to settle down in marital bliss. And then it was that I again began to think afresh of my original intention to become a merchant. It is all very well for people who do not know any better to talk about the good times travelers have. And so they do. But they have hard times as well; and one of them, and by no means the softest, is the vision of the faces of wife and children that will come peeping through the imagination when you are rolling along in the train, to remind you of the home that is perhaps hundreds of miles away, and within the four walls of which you are so seldom able to get.

Once on the road it is not so easy to get off. One can go into business; but that requires capital. I had a little money saved, but I had seen too many failures in business for want of sufficient capital to attempt the experiment with what I possessed. Well, the upshot of it was that I at last got married and began housekeeping in Montreal. After that I was more determined than ever to get off the road.

* * * * *

On my route to the town of P— was a customer named Grenville. In years, at the time I speak of, he was about 60, but in disposition about 20. All the drummers liked him, and he liked all the drummers—that is all those whom he called "square men." Shams he detested; and he never hesitated to tell a man what he thought of him. It was this very honesty of the man that induced our admiration. He thoroughly understood his business, and was one of the most successful merchants in that part of the country. When I first went on the road I could not sell him. "Your prices are not right, my boy," he would say. Eventually, however, I was able to suit him; and then he became one of my best customers. But before I could even sell him he would ask me, as he did a few favored others, to come around and spend Sunday with him and his wife if I happened to be staying over in that town on that day.

"You will find it better perhaps than hanging around the hotel all day," he would say; "and then you know it is more home-like anyhow."

At last I began to so arrange my route that the Sundays I was not in the city would be spent in P—. Of course after I got married my plans were principally laid with a view to spending Sunday at home. When it was out of the question to try and do this, it was at P—that I would endeavor to pass the day.

It was under such conditions as these that some months after my marriage I found myself again enjoying the hospitality of Mr. and Mrs. Grenville. It was a hot day in the middle of August, and after dinner we all sought the shade of a large apple tree that stood in the grass plot at the back of the house. Soon Mr. Grenville was enjoying a quiet siesta. Mrs. Grenville sat in an easy chair, while I reclined on the grass gazing listlessly on the luscious fruit over head, playing at the same time with the locket and few trinkets that hung at my watch chain.

I became conscious at last that the old lady was gazing intently at the pendant on my chain. When I caught her eye she became somewhat agitated.

"Excuse me, Mr. Tierson," she said, "but have you had that little ring I see on your chain long? And where did you get

it? You'll pardon me, but I am a little curious to know. I'll tell you why. Years ago—nearly twenty-five years ago—we arrived in this country with our only child, a boy between three and four years of age. We had had several children, but death had taken them from us. We arrived in Montreal all right, but the day we were to leave for here we missed him. For two weeks we searched day and night, and then one day," she continued, as she gave a sob and buried her face in her hands, "his body was discovered in the river with all his clothing except an under garment torn from it. We had the remains placed in a coffin and we brought them on here; and in the little graveyard which you can see glistening in the sun on that hill-side we laid him."

As she related the story I had raised myself on my elbow excited with expectancy; but when she said that her boy was drowned I sank back with a groan, for I thought there was no one I would like so well to claim as my father and mother as Mr. and Mrs. Grenville.

"Are you ill?" she asked, leaning over me.

"Oh, no," I replied. "But I lost my parents in Montreal about twenty-five years ago, and have never been able to find them from that day to this. When you began to tell me about the boy you lost I was hoping that I had found them at last, but all hope was dashed to the ground when you said your boy was drowned."

Then I gave her a brief history of my life; and asked, "But why did you question about the ring hanging on my chain?"

"Well, when my boy was lost he had a ring on his finger something like that. It was given him by an uncle who had dug the gold it was made of in Australia. When the body was found the ring was missing.

"Let me see that ring," said Mr. Grenville, who had awakened from his sleep and was an interested listener.

I took it off, and just as I handed it to him Mrs. Grenville cried out:

"My God, John, I believe it is our Fred! I am sure it is. Look at the scar on his neck! Don't you remember the scar that was caused by a burn he received when a year old? That could not have been our boy that was drowned after all. You know, John, I doubted it at the time. Why, I am sure this is our boy," she added, as she placed her hand on my head and implanted a kiss on my forehead. Look at that nose and forehead, they are the dot of yours. Then look at the expression about the eyes, why, it's the very same as yours. Oh, my dear, long lost son," she cried, as she fell upon my neck and wept. "Thank God, we've found you at last!"

"Yes," said Mr. Grenville, as he jumped from his chair, rushed to the side of his wife, "and there are my brother's initials on the inside of the ring."

I then explained that the ring was on my finger when Mr. Tierson took me to his home, but that becoming too small for me was removed and put away by Mrs. Tierson, who handed it back to me when I left to attend the business college in Montreal. I had put it into my trunk and had forgotten all about it till a few weeks ago, when I resurrected it with a lot of other little trinkets and placed it on my watch chain.

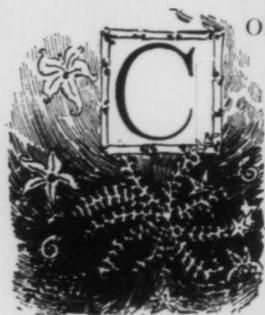
Ours was a happy family that day. And that night I wrote to my wife acquainting her with what had occurred; also to Mr. and Mrs. Tierson, who lived retired in a suburb of Montreal, having sold their farm.

I immediately changed my name to Fred Grenville, and the newspapers got hold of the story and published it, some of them

with sensational headings, of course. I was not long on the road after that. My father said the business had become too large for him to manage alone, and I must come in and help him. He would give me a half interest. I accepted, and removed with my wife to P—. About a year after this Mr. Tier-son died and left me ten thousand dollars. With this money we were not only enabled to enlarge our business, but to embark in enterprises that proved most profitable. We persuaded Mrs. Tierson to come and live in P—, and she settled down in a little cottage near us.

Fifteen years have passed away since I became known as Fred Grenville; and the world went so well with us that we have been able to retire from active business. My father is still hale and hearty, and I have been honored with the suffrage of the people, having at the last general election been elected to represent them in the Dominion House of Commons. "All's well that ends well."

Good Profit in Smoked Meats.



COMPARATIVELY few are the things which the retail grocer handles that net him anything like a really good profit. Many of the staples he sells are upon a narrow margin of profit or upon no margin at all.

It is obvious that the merchant who to-day ekes something more than a bare living out of his business must augment his stock at every favorable opportunity with the class of goods that will net him a fair to good profit. In pursuance of this idea, he needs, like a yachtsman in a keenly contested race, to be ever on the alert in order to take advantage of all favorable opportunities that may come within his reach. Anyhow, what is business but a race! Every merchant is striving to outstrip his nearest competitor; and the prize for which they are contending is custom.

A line of goods which return a good profit if properly handled, is smoked meats; and it is somewhat surprising that retail grocers and general merchants do not pay more attention to this department of the provision trade. As a gentleman, who has had a good deal of experience in both groceries and provisions, remarked the other day, "It is just the thing for a grocer to handle." The amount of capital involved need not necessarily be large, particularly at the start. His stock at first need consist of nothing but a nice assortment of hams, rolls,

backs and breakfast bacon, with a little green-pickled breakfast bacon thrown in. A block and a separate counter of course he should have, although even these appurtenances can be done without for a while if it is proposed to begin in a small way. Then as far as tools are concerned, about all that is wanted is a couple of knives, a steel, a saw and a chopper. If it can be possibly done, however, it would be better to have both a special counter and a block. A marble top to the former would not only be better for the meats, but would impart a cleaner and more attractive appearance to the store, besides being more easily kept clean. As to the displaying of meats, much would depend on the nature of the weather. One thing in particular should be studied, and that is the keeping of the meats in a condition that will always prove tempting, no matter whether it be summer or winter. What is more tempting to the average man or woman than a nice, clean-looking piece of breakfast bacon or a cut of smoked ham! Nothing.

To keep smoked meats in an inviting condition requires some attention. The packer usually sends them out in barrels. Some merchants make the mistake of allowing the goods to remain in the barrel, the result of which is that they become moldy. While this may not affect the meat it affects the sale of it. The proper course to pursue is to hang the meats in a dry and cool room as soon as they are received.

"Do you know," said a packer, "that rolls are about the cheapest thing a grocer can handle. There was a time when people would not buy these rolls, but the demand is now increasing every year. And they should sell, for besides the low price for them, there is a nice flavor, as nice in fact as in ham. Regarding ham for slicing. No ham intended for this purpose should be less than fifteen pounds. Anything smaller shrinks up, causing a loss in profit.

"I would advise the grocer not to carry large stocks of bacon and hams," he continued. "The great thing for him to try and do is to keep his meats looking nice. Now we have better facilities for keeping meats than the ordinary grocer, and consequently the best thing for him to do is to buy in small quantities and often. Anyhow by buying up those imitation hams and bacon, such as you see there, they can always make a good display. You would never know those things hanging out there were sawdust hams and board bacon. Well, that's what every-one of them are; and we always supply our customers with them gratis."

There is evidently a good profit in smoked meats if properly handled, there not being the same chance of cutting prices as in some articles. The matter is well worth at least the consideration of those in the trade who do not now carry them.



"Specialists"

∴ THIS is an age for Specialists. The old family physician is superceded by a dozen or more specialists, and it is so with the poor grocer. There is the Tea man, puffed up with vain conceit and fancies, who under the thin gauze of specialist seeks to take the cream of the grocers' business leaving to the wholesale grocers such skim milk as can be derived from the sale of granulated sugar at cost price, and endeavors to delude the retail grocer into believing that because of being a specialist he can buy and sell cheaper. The stern logic of facts fortunately demonstrates that the wholesale grocer can turn the tables on the specialist in Teas since he has not to rely upon his Tea sales alone to pay the running expenses of his business—and provide for the boy.

—We are Specialists

... BUT OF THE ...

Old family physician type. We can prescribe for the Cholera Morbus equally as ready as for the Measles. We can sell you Tea and we can sell you Sealed Herrings. You will find that you will get better value in every line than from so called specialists.

WE ARE HEADQUARTERS FOR

TEAS, SUGARS, MOLASSES, SYRUPS and FRUIT

Valencia Raisins 30,000 Boxes	{ Fine Off Stalk, Off Stalk 4 Cr'n Layers and Selected.
... Currants 1,500 Barrels, 1,000 Half Barrels, 1,000 Cases	{ Fine Provincial, Fine Fil- iatria, Vostizza and Empress Queen quality.
... Sultanas	{ Special offerings 1892 crop for Oct. del'ry 3,000 boxes.

We give low prices for shipment on arrival of direct steamers Alvona and Escalona f.o.b. Montreal, and offer special inducements for carload lots f.o.b. New York, (freight 23 cts. per 100 lbs. to Western points). Arrivals expected end October. When you want to buy don't monkey around with specialists. Write to us for figures on all lines, and **if you are fond of a joke, say so.**

Lightbound, Ralston & Co.

WHOLESALE
... GROCERS

— MONTREAL

Headquarters

HIGH-GRADE

BEVERAGES ... AND ... Condiments

Cocoas . . .

Equal to the best imported for fine flavor and aroma and preferred on account of guarantee as to being always fresh and reliable.

Century Cocoa—in tins

A Pure Cocoa Essence.

Homeopathic Cocoa—in pkgs.

Highly recommended.

Rock Cocoa—in 1 lb. cans.

Coffee . . .



Your customer says "That last coffee was no good." If so, it is evident you are not using our Famous Blends.

Excelsior Blend Coffee
Jersey " "

Our Own Blend Coffee
Mocha & Java "

Can always be depended on

TO DRAW TRADE AND HOLD IT.

Chocolates

Of superior make and finish
for Grocers Trade

French Chocolate ¼ lb. cakes

Sante " "

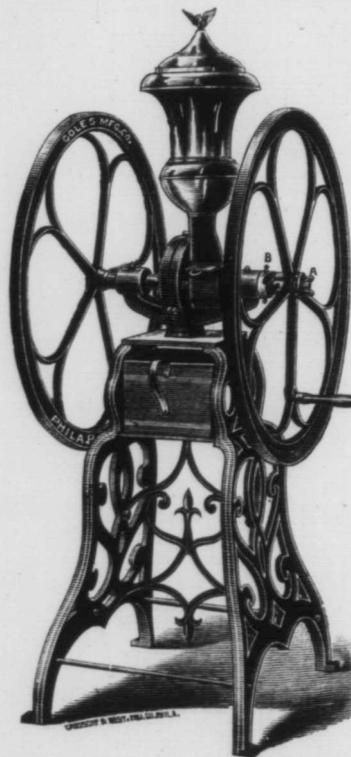
Beaver " 1 lb. cakes

For Confections use

Pure Ceylon Chocolate, German Sweet,
Caraccas Pure.

Spices FANCY WHOLE
PURE GROUND

Baking Powder,
Flavoring Herbs,
Mustard, Pickle Spice.



Coles New Patent Coffee Mill.

The Latest Invention,
Easy Running,
Rapid Grinding.

No oiling required, most perfect Mill made.

**WE ARE SOLE AGENTS FOR
CANADA.**

Our Business

Is to import direct from
places of growth, and Grind,
Roast or manufacture speci-
ally for the Grocery trade.
Quality considered, we can-
not be undersold.

A Trial Order Solicited by Mail

Satisfaction Guaranteed.

Todhunter, Mitchell & Co.

IMPORTERS AND MANUFACTURERS.

... Toronto, Canada

Pointers for the Progressive.

THE rapidly increasing demand for the breakfast foods manufactured by Lawson Bros. has compelled them to seek more extensive premises. They are now located on the old College grounds, Adelaide street west, Toronto. The mill is run by electricity, and is entirely separated from the storage and drying rooms. The building is 45 by 90 feet, and three stories, giving ample room, and is one of the most complete places of the kind in the Dominion. The firm reports a large sale of its wheat flakes, rice flakes, tapioca flakes, barley flakes and hominy flakes, etc. The facilities for loading and unloading flour, oatmeal, rolled oats and grain, of which the firm handles large quantities, are most complete, and in the new premises Lawson Bros. will be able to attend more promptly to the filling of orders and to increased trade.

The Brantford Soap Works Co., Ltd., has succeeded the old and well-known firm of A. Watts & Co. Mr. Robert Henry is the president and general manager of the new company, and from his long experience in the soap manufacturing business, the success of the company is well assured. The Ivory Bar soap will continue to be the leading brand, and is well and favorably known in every province of the Dominion.

By the time this issue reaches our readers the Tanglefoot season will be practically over. The retailer as a rule has a quantity left over. To ensure its perfect condition next season and to avoid loss to their friends, the manufacturers request every dealer to look after his stock. Full cases will take care of themselves if kept level. Boxes and parts of boxes should be kept in a place of uniformly and moderately warm temperature and where they will not be disturbed needlessly; the cornice in the store or a high shelf in the storeroom would be admirably suited for this. Tanglefoot keeps well in almost any condition, but if stored as above will keep with absolute certainty and without the loss of a single sheet to the dealer; this the manufacturers desire above all.

Attention is drawn to the advertisement of Jas. A. Skinner & Co. on page 31. Having visited their mammoth warehouse, it can be said from ocular demonstration that they are fairly entitled to the reputation that they enjoy of carrying one of the finest and best assorted stocks in Canada. Dealers who visit Toronto are advised to look through their elegant sample rooms, which are crowded with the latest novelties from all countries.

The brands of the St. Lawrence Starch Co., Port Credit, for culinary purposes, and also for the laundry, viz.: "St. Lawrence Corn Starch," and "Ivory Gloss Starch," have in a very short time gained for themselves a well deserved reputation, and every first-class family grocer has credit in distributing them to

his customers. The quality of these goods are not only of the highest character, but are always uniform and handsomely packaged.

No doubt merchants throughout the country will this year take advantage of the exceedingly low prices at which fruits are offered to give their customers the best brands and qualities obtainable. W. H. Gillard & Co. of Hamilton, with their usual business activity, have taken advantage of the state of the market, and have coming on one of the finest assortments of high grade fruits ever offered to the trade in this country. In a subsequent issue of THE GROCER they intend in a unique advertisement attracting the attention of the trade to the values they will have to offer in this line. Competition nowadays compels the retail grocer to give the consumer the best grade of goods at the lowest possible figure, and this end can be obtained by communicating with W. H. Gillard & Co.

The standard lines of black teas, Dalu Kola, Imperial and

Russian Congou, which are handled exclusively by Gillard & Co. of Hamilton, have now many fast friends throughout the country. One notable feature with reference to these brands is that they are packed in tin lined cases, of which Gillard & Co. are the originators. This style of package precludes the possibility of loss in strength or aroma, two qualities in which these teas excel.

There is one feature about Huntley & Palmer's biscuits which commend them to the trade, that is their keeping qualities. They are put up in airtight boxes, and if properly handled come out as crisp and fresh as the day they went in.

World-wide is the reputation of Adams & Sons' Co.'s chewing gums, but further honors has just fallen to them at the Columbian Exhibition, where they have received the highest award for excellency of quality.



MR. C. R. SOMERVILLE, LONDON, ONT.

“TO buy right is the touchstone of success” is the heading of an advertisement displayed by W. H. Gillard & Co. of Hamilton, on the back of their beautifully lithographed cut of Gillard's new pickle and Gillard's new sauce in another part of THE GROCER. The success of this firm in the past suggests the idea that they know whereof they speak, and that, among others, this apt truism, actively lived up to, has placed them in the foreground amongst the wholesale grocers of Canada. To buy right one must buy intelligently, and to buy intelligently one must keep pace with the times. This can only be done by keeping yourself thoroughly posted through the medium of some first-class trade journal, and by writing for samples and taking advantage of such values as are now offered in new teas by Gillard & Co. you will not only increase your profits, but at the same time will study the best interests of your customers.

The "Original" "JERSEY BRAND"

And Deservedly Popular

PHOENIX BRAND

CANNED

Corn

Tomatoes

Peas

Pumpkin

Strawberries

Red Raspberries

Black Raspberries

Red Cherries

Bartlett Pears,

Crawford Peaches

Apples

Our Fruit and Vegetables are grown at Fonthill and Pelham—Canada's Garden of Eden.

Try the PHOENIX BRAND once, and you will be only sorry you did not do so before.

W. E. HARDISON, Proprietor

WELLAND, ONT., CANADA.

CONDENSED MILK.



It is guaranteed Pure and Unskimmed.

An excellent food for Infants. We make only the one quality—THE BEST.

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

— Manufactured by —

FORREST CANNING CO.

HALIFAX, N. S.

F. W. HUDSON & CO., Agents, Toronto.

HEADQUARTERS

—FOR—



Imported
Cheese.

Our stock includes SWISS (Gruyère), ROCQUEFORT, EDAMS (Holland), GORGONZOLA, ROMANO (Pineapple, Medium and Picnic sizes); SAGE, LIMBURGER, BRIE, NEUCHÂTEL, PHILADELPHIA CREAM, CAMEMBERT, ISIGNY, etc.

To arrive: English Stiltons, Cheddars, etc.

Write for quotations.

T. J. COOKE & CO.,

10 St. Nicholas Street, MONTREAL.



1/2 size fac simile of package.

Buttermilk Toilet Soap.

The Best Selling Soap in the World

Excels any 25-CENT SOAP on the Market.

Nets the Retailer a handsome profit
When sold at a very popular price.

The quality of this Soap is GUARANTEED. See that the name "Buttermilk" is printed as above "in green bronze" and the name "Cosmo Buttermilk Soap Co., Chicago," in diamond on end of package.

THE COSMO BUTTERMILK SOAP CO.,

84 Adams Street, CHICAGO, ILL

F. W. HUDSON & CO., TORONTO, sole agents for Canada.



Chats With Business Men.

“COME here,” said a traveler to me, as he alternatively gave each sleeve of his shirt a tug, folded his arms and leaned back against a projecting drawer, “I have something to tell you. A few days ago, in a small town on the W. G. and B. railway, a long, thin grocery traveler from the west—I’ll mention no names—walked into the store of a well-known merchant and said: ‘You want a few barrels of granulated sugar and ten caddies of tobacco, don’t you?’ ‘Yes,’ said the grocer. ‘Well,’ rejoined the traveler, ‘if you’ll buy them from me I’ll pay the freight on the whole lot for the sake of getting the order.’ This I say is dishonest,” added my informant, as he vigorously resumed the packing of his samples; “and yet that is the way a good deal of the trade is being done these days.”

“Some of our customers in the north—I mean in such places for instance as Elmsdale, Spencerdale and Novar—are beginning to feel the effects of the money stringency in the United States,” remarked a traveler to me, as he threw his hat back another degree, folded his arms, crossed his legs and leaned against a table. “You know the merchants up that way buy shingles and tan bark, much the same as the merchants in the country towns down this way buy wheat and potatoes. These shingles and tan bark they sell to American firms. Around the districts I speak of the sales have been principally made to a Boston firm. The custom has been for the purchasers to pay for the stuff by notes before it left the seller’s hands. Now the Canadian banks will not accept these notes on account of the stringency on the other side. Although the merchants who sold the shingles and tan bark may not actually lose anything, for they still have their property in their possession, they are of course being put to a good deal of inconvenience.”

“No, there is not much doing in oranges at the moment,” said a wholesale fruit man, “but we’ll have to make an effort to do a good deal the coming winter. What do I mean? Simply this: The crop in Florida is estimated at four million boxes. This is about two millions more than last year. And they expect us to handle one hundred carloads here during the winter. Anyhow that is about what we are expected to get rid of by auction.” And then he turned from me to sell peaches.

“There, those are the fellows who are injuring trade,” remarked W. L. Hunter of J. W. Lang & Co.’s with disgust, as he exhibited a poster calling a meeting of the “Lovely Vine” Lodge, Patrons of Industry. “The evils they are working is an actual drawback to the trade of this country. Why they should enjoy this privilege I cannot conceive. Merchants in some localities have, I can tell you, a pretty hard time of it; and it’s no wonder they have to keep down to hard pan. One of the ways in which it affects us travelers is that we now have to call on a man twice or three times when at one time once would have been sufficient

to have produced the same results. As far as I can learn there are about 130,000 of these Patrons, and they have constituted themselves a special class looking for special business privileges. For their supplies of groceries they club together and send an order into some obscure Toronto wholesale house that is willing to cater to them, forgetting all about the country merchant to whom they have so often been under obligation. But if they get short of cash back they come again to the country merchant and get him to hang them upon the slate for probably twelve months. I have found as far as my experience goes that the action of the Dominion Grocers’ Guild, in reducing the terms of credit and discount a few years ago has had a beneficial effect on trade at large, inasmuch as country merchants are becoming more careful buyers. This coupled with the foregoing has been the reason why the volume of trade for the last two or three years has been less than formerly, but it is safer. In my opinion a further benefit would ensue if there was a still further curtailment of the terms of credit and, if possibly, increasing the terms of discount. I believe that would be the best way in which to meet the Patrons of Industry movement.

* * *

“I suppose you fellows will be giving us cheaper starch again some of those days?” I heard a traveler ask the representative of a starch factory. “Oh, no,” replied the starch man as he gave the floor a thump with his umbrella as if to emphasize what he said. “Well, there will be no change unless the duty is taken off corn. And then what does that duty amount to? It’s only 7½ cents per bushel. So if it was removed its effect on the price of starch would only be trifling.”

“Well, you fellows seem to be making lots of money now,” persisted the traveler.

“Can’t say that we’re making lots; but we’re making a profit. And it’s time we did. Last year the starch factories in this country lost one hundred thousand dollars between them. Yes, and more too; in fact there is no knowing how much they did lose.” The traveler had nothing more to say on this point, and turned the conversation, while I took mental notes.

* * *

“Plums have been very scarce this season,” remarked a fruit man to me a day or so ago. “That is, I should say, with the exception of one week. That week people didn’t seem to want them; and now they want them they can’t get them.”

* * *

“I took a drive yesterday,” said one of the partners of Dawson & Co., the wholesale fruit men, “through a section of the country in which we generally get four or five thousand barrels of apples the season; but from what I saw I don’t believe we’re going to get five hundred barrels this year, and besides this there is a little blight. Through what section was it? Oh, didn’t I mention the name. Well, it was through Caledon and Albion townships, north of Peel county.”

“What do you hear about tomatoes?” I ventured.

“Well, a good many of them are rotting, and the growers are not going to have as many as last year. It was but yesterday that I was talking with a large grower from the Niagara district. He said that so many of the late tomatoes had rotted on him that he would not be able to supply the packers with nearly as many as last year. Besides this,” said Mr. Dawson to me, “the canners have to pay 10 to 15c. more per bushel for their tomatoes. Oh, yes, the early tomatoes were all right. There was nothing wrong with them.”

BYSTANDER.



W. BOULTER, President Canadian Packers' Association

Canadians,

Do you wish clean, pure Canned Goods? If so, insist on your grocer giving you the old reliable

Lion Brand

— PACKED BY —

W. Boulter & Sons.

For eleven years we have been in the canning business, and our goods are acknowledged to be the best in the market.

The Bay of Quinte Canning Factories

PICTON AND DEMORESTVILLE

Apples,	Peaches,	Tomatoes,	Beans,
Pears,	Gooseberries,	Corn,	Pumpkins,
Strawberries,	Currants,	Peas.	Canadian Baked Beans
Raspberries,	Blueberries.		Tomato Catsup.
Plums.			

WHOLESALE TRADE ONLY SUPPLIED

AGENTS :

HALIFAX, N.S., John Peters & Co.
 ST. JOHN, N.B., Harding & Smith.
 QUEBEC, J. Winfield.
 MONTREAL, J. M. Kirk.

TORONTO, ONT., R. B. Ellis.
 HAMILTON, J. W. Bickle.
 WINNIPEG, Tees & Persee.
 VICTORIA and VANCOUVER, J. Earsman & Co.

See that the word "BOULTER" is on every can.

Ask your wholesale grocer for them

W. Boulter & Sons, Proprietors

Evolution of Montreal Grocery Houses.

THE names and history of the leading wholesale grocery firms in Montreal are no doubt known from the Atlantic to the Pacific, but THE GROCER may be pardoned for calling attention to them again in the special Fall Number.

Few branches of commerce bear so striking testimony to the advance in the refinements of civilization as the grocery trade. The gradual evolution of the modern grocery store with its elaborate counters, polished brass work, glittering windows, plate glass and all, from the dingy shop in which our fathers were quite content to trade, points out the steadily increasing wealth and refinements of our grocers and their customers in a manner there is no mistaking. Articles are necessities to-day in the poorest houses which a few years ago were looked upon as luxuries whose use the rich only could afford. Nor is this the only step forward. The modern customers demand not only that the article he purchases shall be good, but that it shall be presented in the most attractive form possible. Never has so much ingenuity and artistic taste been exerted to ornament the coverings of even the cheapest lines of goods as at present. The modern grocer who wishes to keep up with the procession appeals almost as much to the eye as to the palate. Naturally this has resulted in the increasing elegance of his store and the beautifying of its surroundings, until to-day a high class grocery forms as attractive a coup d'oeil as taste and money can make it; and the old-fashioned dingy grocery with its miscellaneous jumble of unwashed counters, fly-blown paper bags, and half-cut sides of bacon, etc., is vanishing quietly with the advance of progress. Forward is the cry in the grocery trade; and no one realized the fact sooner than the wholesale grocers of Montreal. They handle goods from all over the world, and for energy and enterprise are second to none.

The firm of Geo. Childs & Co. is one that has witnessed fewer changes in its personnel than perhaps any other firm in the trade in Montreal. Mr. George Childs started in the wholesale business 31 years ago in St. Paul street. A move afterwards was made to the warehouse at 22 St. Francois Xavier street, and finally the firm moved into the handsome modern warehouse it at present occupies, 152 and 154 McGill street. The firm's field of operations cover the Townships, Quebec, the Ottawa Valley, and Ontario east of Toronto. A large staff of travelers are occupied in this territory sending in orders to the firm. Mr. Geo. Childs, sr., the founder of the firm, has his two sons associated with him in his extensive business. He has been President of the Wholesale Grocers' Association, and has run for other public offices, being one of Montreal's leading citizens in every respect.

Lightbound, Ralston & Co., 124 McGill street, is a firm known in every section in Canada, which is thoroughly covered by a large force of travelers. The firm is noted as transacting a large business in all staple lines of groceries, especially in tea, dried fruits, etc., its purchases in each line always covering a wide field and affording its customers a large list to select from.

The firm of Kinloch, Lindsay & Co. had its inception away back in 1843 under the title of Kingon & Kinloch. In 1864

Mr. Kingon died, and Mr. W. B. Lindsay became the junior partner. The style of the firm was not changed, however, until 1874, when the present title was adopted. The firm's place of business is in a capacious warehouse on St. Peter street, opposite St. Sacramento. It is noted as one of the most conservative houses in the trade, and one of the most respected as well. The handling of all kinds of tea is one of its leading specialties, but a large staff of travelers see that its customers are kept supplied with other lines of groceries as well.

Another old established house is that of Lockerby Bros., which is the direct descendent of the old house of Douglas, Kirk & Co. Mr. Douglas died 22 years ago, and the surviving partner, Mr. John W. Kirk, took Mr. D. L. Lockerby into the firm. In 1886 Mr. Kirk retired and the firm became Lockerby Bros. The firm's warehouse is the large one at the corner of St. Peter and St. Sacramento streets, and it keeps seven travelers on the road throughout the season.

The house of Caverhill, Hughes & Co. is an amalgamation of the two grocery houses of Caverhill, Hughes & Co. and Turner, Rose & Co., which took place a few years ago on the retirement of Mr. A. D. Turner. It was then known as Caverhill, Rose, Hughes & Co., but this spring Mr. Rose retired for the purpose of going into the grocery commission business with a Mr. Laflamme, and the firm changed its title to the one that now designates it. It keeps seven men on the road covering the provinces of Quebec and Ontario, and transacts its business in a fine stone warehouse at the corner of Commissioners and St. Peter streets, where a thriving and steady business is done. In addition to the regular lines of staples the firm are agents for several specialties, among which are Lifton's teas.

The old established firm of J. A. Mathewson & Co. was founded as far back as 1834 by Mr. Samuel Mathewson, sr. In 1841 it removed to the premises built by Mr. J. A. Mathewson, sr., on McGill street, where it has been located for the past fifty years.

The present partners are Mr. Mathewson and his three sons.

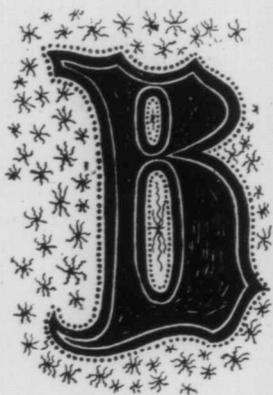
Hudon, Hebert & Co. are one of the wealthiest French Canadian grocery houses in Montreal. The business was originally founded by Messrs. E. & V. Hudon in 1837. There were several changes between that time and 1865, when it was known as J. Hudon & Co. Finally in 1883 it assumed its present title. The firm is managed so that it employs no travelers, and yet turns over groceries and liquors to the amount of over a million and a-half yearly. Mr. Chas. P. Hebert, of the firm, is a leading member of the Board of Trade, having held office several years.

It was forty-one years ago when the firm now known as N. Quintal & Son was founded by Mr. N. Quintal. Thirty-years later he admitted his son as a partner. Their warehouse is at 270 to 274 St. Paul street, where a staff of 43 are kept.

L. Chaput, Sons & Co. are another of the leading French-Canadian wholesale grocery firms. They do a large but conservative business, and are well-known to be one of the strongest houses financially in the trade. They occupy the large warehouse 2 to 6 DeBresole Street, where their handsomely finished sample and counting rooms, with their polished brasswork and plate-glass are sufficient in themselves to attract customers.



CHAS. H. BINKS,
C. H. Binks & Co., Montreal.

Canada's Leading Travelers.

EGINNING with this issue we present our readers with what will be a series of sketches of some of the leading grocery travelers in the Dominion. We inaugurate the series with Major Stoneman of W. H. Gillard & Co., and Fred T. Smye of Balfour & Co. Their photos will be found elsewhere. Sketches of other travelers will continue in future issues.

MAJOR J. STONEMAN.

Portly, imposing and popular is the subject of this sketch, particularly when he dons his regiments. For fifteen years Major Stoneman has "carried the grip," and for fifteen years he has been able to show good results. He began business as a traveler with Gain Bros., paper bags and stationery. When that firm retired from business he transferred his allegiance to F. F. Dalley & Co., going on the road for them on commission. Ten years ago he was engaged by W. H. Gillard & Co. of Hamilton. During the decade that has passed success of the most gratifying character has attended the Major on the road; and Gillard & Co. are proud of their traveler and their traveler is proud of his firm. In fact he has been heard to say that the reason of his success is that he represents one of the best wholesale houses in Canada.

FRED. T. SMYE.

Mr. Smye was born in Hamilton on the 4th July, 1868, and received his early education in the public schools and collegiate institute of the "Ambitious City." His first experience in business life was in an insurance and real estate office, which he entered at the age of fourteen, and where he remained three years. He then received an appointment as invoice clerk in the wholesale grocery firm of Alex. Harvey & Co., and, after six months' experience at the desk and in the sample room, the members of that firm, recognizing his aptitude for business, appointed him city traveler. Their quick perception of the qualities which go to make a good salesman was at once justified, for although only 18 years old, Fred. was known as a "hustler" and a favorite with his customers. Gradually his territory was extended until it included such large centres as Brantford, St. Catharines, Guelph, Galt, Paris, etc., and not only were old customers held, but many new ones added. On the amalgamation of the firms of A. Harvey & Co. and John Stuart, Son &

Co. into Stuart, Harvey & Co., Mr. Smye continued to do a large trade for the new firm, and was recognized as one of the best men on the road. When S., H. & Co. decided to retire from business Mr. Smye received more unsolicited flattering offers than would have turned the head of many an older man, but Fred's head is level, and he is still the courteous, affable, hard-working young man he used to be. After careful consideration, Mr. Smye made an advantageous arrangement with the live and energetic house of Balfour & Co. of Hamilton, and continues to do an ever increasing trade with the best retailers and jobbers within a radius of 40 miles of Hamilton. The future is full of promise for Fred T. Smye.

He Manufactures Chewing Gum.

IN presenting a photo of C. R. Somerville, which appears on page 51, whose name is known to everybody as the manufacturer of Mexican fruit chewing gum, we cannot do better than give the following account of his business, taken from the Free Press trade, edition just issued in London:—"Mr. Somerville was born in the village of Morton, county of Leeds, about 28 miles from the city of Kingston; his people afterwards moved to Goderich, on Lake Huron, and from there he went to London to seek his fortune some 16 years ago. He spent ten years in the wholesale confectionery business, working for others, and then branched out for himself in paper boxes and confectioners' specialties. His business has steadily grown until he now employs over 80 hands. His box factory is situated at 644 Dundas street, and his chewing gum factory 583 Dundas street. His trade now extends from the Atlantic to the Pacific, keeping four representatives on the road continually. Mr. Somerville has had a big law-suit on his hands for the past two years with one of the wealthiest chewing gum firms in the United States over his Mexican fruit gum, but with success in every court. Few people are aware of the nature of this fight; it is not simply a chewing gum case, but it has an international significance. The question is whether, according to international law, the laws and regulations of trade in Canada are to be subservient to those of the United States, and no Canadian with a grain of sand in him is going to submit to any such interpretation of his privileges even if it costs the last cent, and the last drop of energy, in fighting it. It is not a small case by any means, and stands a good chance of getting a hearing before the Privy Council, in England, in which case if Mr. Somerville brings back a victory for Canada he certainly deserves knighthood as much as the Hon. C. H. Tupper, who brings back the victory against the Behring Sea combination of San Francisco."



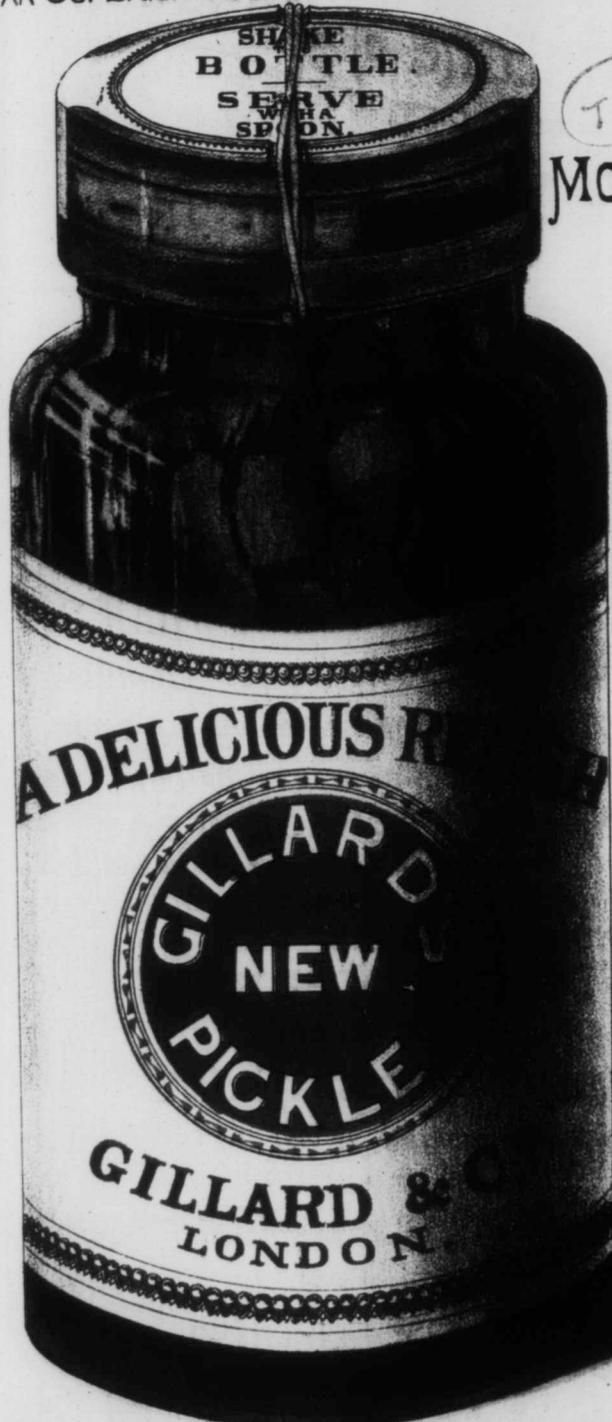
SUPPLEMENT TO THE CANADIAN GROCER.

GILLARD'S NEW PICKLE

FAR SUPERIOR TO EVERY OTHER KIND

GILLARD'S NEW SAUCE

PREPARED ONLY FROM FINEST INGREDIENTS.



THE
MOST DELICIOUS
MADE



MADE BY GILLARD & CO. LONDON, ENGLAND.

W. H. GILLARD & CO. WHOLESALE GROCERS & TEA IMPORTERS. HAMILTON, ONT.

SOLE AGENTS FOR WESTERN ONTARIO.

Howell Lith Co Hamilton, Ont.

To BUY RIGHT IS THE Touchstone of Success



WE OFFER TO THE TRADE

- New Seasons JAPANS
- New Seasons YOUNG HYSONS
- New Seasons BLACKS
- New Seasons ASSAMS
- New Seasons CEYLONS

WIDE RANGE, UNPRECEDENTED VALUES

Close Buyers will do well to write us for Samples and Prices. Our New JAPANS FROM 13½ AND UPWARDS CAN NOT

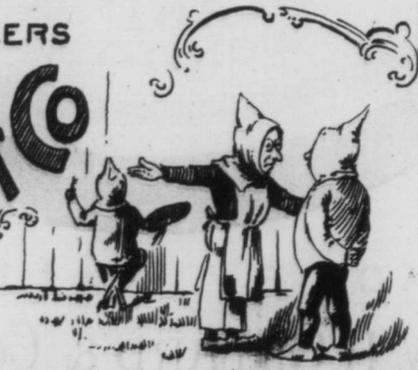
BE MATCHED IN VALUE ANYWHERE **NEW CONSIGNMENTS OF OUR CELEBRATED MALLAWALLA PACKAGE TEAS** *IN ½ LB & 1 LB LEAD FOIL PACKAGES. RETAILS @ 50¢ FINEST PACKAGE TEA ON THE MARKET IF YOU DOUBT IT TRY AND YOU WILL NO LONGER DOUBT IT*

OUR FAMOUS STANDARD BRANDS "DALU KOLA" "RUSSIAN" "IMPERIAL" TEAS; ARE MAKING NEW FRIENDS EVERY DAY

GRAND ASSORTMENT OF MEDITERRANEAN FRUITS *ARRIVING GET OUR PRICES BEFORE BUYING IF YOU WOULD BUY RIGHT.*

ORDERS BY MAIL AND TRAVELLERS PROMPTLY EXECUTED

W. H. GILLARD & CO
HAMILTON, ONT.



FINE GOODS OUR SPECIALTY.

MUNGO CIGARS, EXCEPTIONALLY FINE.

T
 V
 S
 Gel
 Sta
 De
 On
 Ro
 A
 H

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

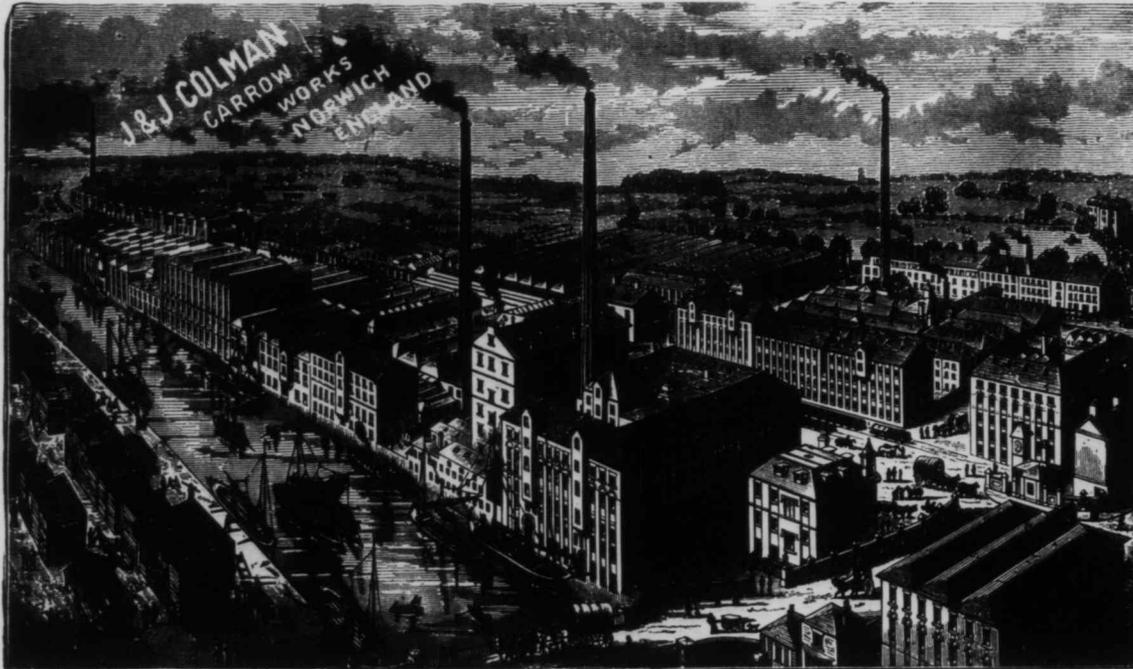
THE CANADIAN GROCER
 & GENERAL STOREKEEPER

PUBLISHED
 WEEKLY
 \$2.00 PER YEAR

VOL. VII.

TORONTO OCTOBER, 6, 1893.

No. 40



SPECIAL LINES!

Genuine "Williams" Lever Mops
 Star Combination Mop and Brush Holder
 Steamship Matches
 Delivery Basket Butter Plates
 One and Two Bushel Baskets
 Rose, Thistle, Maple Leaf, Shamrock, Daisy
 and Tulip Brooms

ALL AT RIGHT PRICES

Send for Quotations

H. A. NELSON & SONS

58 and 58 Front St. West, Toronto



ASK FOR

MOTT'S

**DUNN'S
 BAKING
 POWDER**
 THE COOK'S BEST FRIEND
 LARGEST SALE IN CANADA.

CHOCOLAT MENIER



Annual sales exceed 33 million lbs.

To have a sample of the delicious

CHOCOLATE-MENIER

Sent Free in your own name

To every one of your customers

Apply to **C. Alfred Chouillou, Agent, Montreal**

FINE GOODS OUR SPECIALTY.

MUNGO CIGARS, EXCEPTIONALLY FINE.

MADRE E' HIJO (7 SIZES).

EL PADRE AND CABLE.

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



Toronto Markets.

TORONTO, Sept 5, 1893.

TRADE continues fairly good, and if anything rather better than a week ago. The feature of the week has been the arrival of the first shipments of Malaga raisins, which are fine in quality and cheap in price. Complaints are still heard regarding the scarcity of sugar, although a house here and there that had little or none a week ago is now fairly well supplied. Demand continues to fall off. Coffees are scarce, although shipments are arriving. Spices are active and tea is in fair demand. Canned goods are selling well at unchanged prices. Payments fair.

COFFEE—There is not much doing. If the demand was, however, brisk it could not at the moment be supplied, this market still being bare of good Rios. Shipments are, however, beginning to arrive. We quote: Rio, 21 to 22c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 21 to 22c.; Java, 30 to 32c.; Mocha, 28 to 30c.; Maracaibo, 21 to 23c. The outside markets continue unsettled owing to the trouble in Brazil, and prices on the whole favor the bulls.

DRIED FRUITS—There has been rather more enquiry for new Valencia raisins than a week ago, but stocks are almost exhausted. Further shipments are expected soon. Prices are firm at 6 to 6½c. for fine off-stalk and 7½c. for selected. This week's cables denote steady and unchanged prices in primary markets. First shipments of new Malaga fruit arrived on this market Saturday. The quality is excellent. The crop is not heavy, and as the bulk of the orders seem to have been executed, prices in Malaga market have advanced on some qualities within the last few days. Stocks of currants on spot are about exhausted pending the arrival of the new fruit; 4¾ to 5¾c. is still the idea for good provincials. The new fruit is expected here in a few days. The restrictions still hold good on Sultana raisins, and 6½ to 7½c. continues to be the ruling prices. Prunes quiet at 7½ to 8½c. Prices remain firm, and orders for October shipment are now in course of execution. A good demand is anticipated for prunes on this market the coming season on account of the small crop of apples. Dates dull and unchanged at 5 to 5½c.

NUTS—Nothing new, trade being quiet and prices unchanged. We quote: Brazil nuts, 11 to 11½c. a pound; Sicily shelled almonds, 32 to 35c. a pound; soft shelled almonds, 15 to 16c.; peanuts, 13 to 14c. for roasted and 11 to 12½c. for green; cocoa nuts, \$5 to \$5.50 per sack; Marbot walnuts, 11½ to 12c.; pecans, 13½ to 16c.

RICE AND SPICES—Business continues fairly good in rice and the idea for ordinary is still 3½ to 3¾c. and for Japan 5c. Spices, for pickling purposes are in good demand at unchanged prices.

SUGARS—A further slackening off in trade is announced this week. Some houses that were complaining of a scarcity last week state that they have enough this week, but most wholesalers are still without enough granulated to supply the trade. Most of the refineries are, however, getting in better supply, and are only a day or so behind with their orders. The price of granulated runs from \$5.45 to 5½c., but most houses are firm at the outside figure. A very dark yellow can be got as low

as 4c., but the range is mostly from 4¾ to 5¼c. Our London cable says: Centrifugal, 96 degree test, 16s. 6d.; Muscovado fair refining 14s. Beet—October, 14s. 1½d.; March, 14s. 4½d.

SYRUP AND MOLASSES—Demand continues to improve for syrups and 2 to 2½c. is still the idea as to price. Molasses is also in good request at 30 to 35c. for barrels and half barrels respectively.

TEAS—There has been no material change on spot. An active demand has sprung up for low priced Congous, probably on account of the advance in China. There is still a fair quantity of Japans going out at about 16 to 19c. for mediums and 25 to 30c. for fine; but Indian and Ceylon teas are not receiving much attention. Brokers report the local market on the whole quiet, buyers here being unwilling to follow the market and pay the advanced price asked in England. There has been a good enquiry from jobbers for all grades of Japan teas, but there are not many transactions on account of the high prices. A few sales of Ceylons and Indians have been accomplished wherever buyers could pick up an odd line or two at anything like old prices. Low-priced Ceylons and Indians are scarce and nearly impossible to obtain. Young Hysons are in good demand, but supply is poor, new season's tea not having come forward in any quantity.

Latest mail advices from London, England, report exhausted market there, with sharp advance in all kinds of tea, especially the better grades of Indian and Ceylons. Low priced China Congous, Ceylon and Indians have advanced ½ to ¾d. per lb. Medium grades of Indian and Ceylons about 1d., and higher grades of Indian and Ceylon, that is Orange Pekhoes, have gone up 2 to 3d.

CANNED GOODS—Nothing materially new has developed during the week. The active demand noted a week ago for tomatoes, corn and peas has been maintained, and prices are firm and unchanged at 80 to 85c. Packers are still off the market on tomatoes, but there are jobbers who avow that they can make purchases at 80c. The weather continues favorable for packing, and one grower from the Niagara district who was in Toronto this week told a wholesale fruit firm that "it would bother the packers" in his district to absorb all the tomatoes grown there. Reports from the east are, however, all unfavorable. For good brands of new salmon the demand continues active while stocks are still light, fresh shipments going out about as fast as they come in. The idea as to price continues to be \$1.27½ to \$1.32½. There is an active demand for good brands of lobster at \$1.85 to \$2 for talls and \$2.25 to \$2.50 for flats. In other lines of canned goods there is the usual quiet and featureless trade doing.

BUTTER AND CHEESE—Trade continues good for strictly fine butter which is still scarce, but the feeling is scarcely so strong, while there is reported to be a slight accumulation of the medium article. Taken all round the demand is scarcely as brisk as it was. Jobbers are paying from 19 to 20c. for fine to choice dairy tubs, and from the retail trade they are getting all the way from 20 to 22c. For medium butter they are paying 15 to 17c. and selling at 18 to 19c. Farmers' pound rolls are being taken at 22 to 24c. according to quality, and these are going out to retailers at 24 to 25c. There are not many creamery tubs on the market and the demand is not large. Some of the factories seem to be sold out, while others are holding out for 22 to 23c.; but jobbers won't pay more than the outside figure for September make, while for August their views are 22c. and for July 21c.; retailers are as a rule paying 22 to 24c. There is a good

(Continued on page 65.)

“Standard Goods are the best to Handle”



. THE STANDARD .
.. PICKLE ..
— — —
LAZENBY'S



DON'T deal in second-rate goods ; a reputa-
° ° tion for selling the best articles will
draw the most trade.

THE
STANDARD
JELLY



LAZENBY'S

— — —
YOU CAN GET LAZENBY'S GOODS FROM
LEADING DEALERS EVERYWHERE
— — —

CANADIAN AGENTS : _____

ARTHUR P. TIPPET & CO.,

TORONTO and ST. JOHN, N. B.



ONCE AGAIN

Do you want ^{a good} _{trade in} Teas ?

Write us for samples. Don't matter much what kinds you want. We can suit you in almost anything in the tea line.

Are you ^{getting} _{suiting} in Spices ?

Remember we are in the Spice business, with modern ideas regarding price.

You handle Syrups and Molasses ?

Get samples of our pure Sugar Syrups, ranging from 1 1/2 c. up.

Your business calls for ^{Dairy and} _{Table} Salt.

Don't delay any longer in getting the best Salt made. It's Diamond Crystal. We have it. It's a sure catch.



A word about Fruits.

We are deep in the fruit business for the fall and Xmas trade, at prices and with quality that will make it pay you to see us before placing orders.

And about Canned Goods.

We have made provision for a very large business, and have several good packs to offer. Let us hear from you.

3 Front St.
East . . .
TORONTO

H. P. ECKARDT & Co.

. . . WHOLESALE GROCERS . . .

Just Arrived _____

Red Star Salmon
Lion Salmon
Morton's Fresh Herrings

New Off Stalk Valencias. New Select Valencias. New Select Layer Valencias.

DAVIDSON & HAY,
36 Yonge Street, TORONTO

BRANDED

Valencia Raisins



Superior LAYERS, in half and quarter boxes
Fine " " " "
SELECTED " " "
Superior OFF-STALK, in half boxes
Fine " " "
Fair " " "

Superior Packing —

SYMINGTON'S

COFFEE
ESSENCES

.. UNEQUALLED ..

ASK FOR THEM
WHOLESALE AGENTS
STANWAY & BAYLEY
.. TORONTO ..

HILLS & UNDERWOOD'S
ENGLISH
MALT VINEGAR.

AFTER THIRTY YEARS —

OF BUSINESS IN THE
SAME STORES

∴ WE ENTER ON THE FUTURE ∴

To all who have aided
by selling to or purchasing from
us during that long series of years
we give **OUR HEARTY THANKS.**

SWAN BROS., ROBERT SWAN HENRY SWAN Grocers ..

OCTOBER, 1893

162 and 164 King St. East, TORONTO



Manufacturers
... of

GROSS GOODS

JOBBER'S ONLY

Write for Prices
.. and Samples

21 St. ENOCH SQUARE,
.. TORONTO.

TORONTO MARKETS—Continued.

demand from retailers for some brands of creamery pound prints at 26 to 28c., while for others not so popular, jobbers are glad to take less; 24 to 26c. is the price jobbers are paying.

A good deal of cheese is being offered. There is a fair local demand at 10 to 10½c., but some September make is being held for higher prices.

COUNTRY PRODUCE—Beans remain quiet and unchanged, jobbers paying \$1.25 to \$1.30 for hand-picked and selling at \$1.35 to \$1.40. In dried apples no transactions are reported and prices are firm at 5 to 5½c., the inside figure being the price jobbers would probably pay. Eggs are in fair demand and higher at 14 to 14½c. for cold storage and 15 to 15½c. for fresh. Poultry is coming in freely, but there is not much demand. We still quote chickens at 35 to 45c. a pair and ducks at 60 to 75c. Potatoes are dull and easier at 50c. on track and 65c. out of store. Honey quiet and unchanged at 14 to 16c. for new in sections. Hops continue quiet. A fair round lot of choice '93's sold at 16c., but holders of new hops are as a rule awaiting higher prices. Spanish onions are in good demand, but prices are lower, at 90c. to \$1 per crate. Sweet potatoes are lower at \$3.75 to \$4, and demand is good at these prices.

GREEN FRUIT—Business is narrowing down to fewer commodities, but there is still a good movement. Of domestic fruits, grapes are occupying the most attention. There has been a sharp advance in lemons in sympathy with the New York market, for really first-class stock of new fruit \$6 being the idea. There is a little demand for oranges, but stocks are only fair, there being little outside Jamaicas on the market. In both bananas and watermelons business is dull. The weather has been favorable for late Crawford peaches, and they are arriving in good order and all are taken. Tomatoes are in good demand. Cranberries are coming in plentifully, but they are not much wanted. We quote Canadian at \$7.50 per barrel and Cape Cod at \$7.25 to \$8. We quote: Oranges—Rhodi's, \$4.50 to \$5 for 160's and 200's; Sorrento's, \$4.50 for 200's, \$2.50 for half-boxes; Jamaica's, \$5.50 to \$6 per barrel; lemons, \$3 to \$5; new lemons, Sorrento's, \$6 to \$7 per box; bananas, \$1 to \$1.50; peaches, 75c. to \$1.25 per basket; pears, 45 to \$1 per basket; tomatoes, 25 to 40c. per basket; cucumbers, 20 to 30c. per basket; cabbage, \$1.25 to \$1.50 per barrel; watermelons, 10 to 20c.; grapes—Concords 1¾ to 2¼c., Niagaras 2 1-2 to 3c., Moore's Early 2 1-2 to 3c., Rogers 3 to 3 1-2c.; apples, 25c. per basket and \$1.25 to \$2.50 per barrel.

HOGS AND PROVISIONS—The packers are beginning to cut up a few dressed hogs, but there is a plentiful supply. A couple of carloads were taken at \$8.10, delivered at warehouse, and for lots on the street \$8.25 is being paid. All kinds of smoked meats are in demand and all kinds are scarce. We quote: Bacon—Long clear, 10¾ to 11c.; smoked backs, 12 to 12½c.; bellies, 13½ to 14c.; rolls, 10 to 10½c. Hams—13 to 13½c. for smoked. Lard—Pure Canadian, 12¾c. in tubs, 13c. in pails and 12½c. in tierces; compound, 9 to 9½c. Barrel Pork—Canadian heavy mess, \$20; Canadian short cut, \$22; shoulder mess, \$18.

HIDES, SKINS, TALLOW, WOOL—There is not much doing in hides. Tanners are buying extensively from the Western markets, and by paying the cash can procure hides at much lower figures than from Ontario markets. Butchers are asking 4c. for No. 1 raw hides and 3c. for No. 2. For steers weighing 60 lbs. and upward, 4½c. for No. 1 and 3½c. for No. 2. The selling price being ¼c. advance on these figures. Large quantities of wool are being received from the Northwest and Manitoba. The local trade is almost wound up for the season. Prices are unchanged. We quote: Canadian combing, 17 to 18c.; clothing, Southdown, 20 to 23c.; extras, 23 to 24c. Tallow is improving in quality and demand increasing. Dealers are paying from 4½ to 5c. according to quality, and selling at ¼c. advance. Everything remains about the same in skins, except lamb skins, and they have gone up. The large quantities purchased by Canadian dealers in Chicago is having a sore effect

upon the superior qualities in this country, as they are much cheaper than those for sale in Canada. Pelts are running at 55c., and lambs are 60c.

FISH—Trade continues good in fish and prospects for Oct. supplies are good. The supply in salmon trout is ample and the demand good. Whitefish scarce, but there are prospects of a good supply after the 14th of Oct. Lake herring are beginning to arrive freely and selling at \$2.50 per hundred count; perch is in good demand at \$2 per hundred. The demand for fresh British Columbia salmon is good at 16 to 18c. per lb., but the supply is scarce, fresh haddock and codfish are beginning to arrive. The first shipment of raw herring was received Tuesday, and they are selling freely at \$5 to \$5.50 per barrel, 200 in a barrel. Quotations are as follows: Fresh sea salmon, 17 to 19c. skinned and boned codfish, 6½c.; Labrador herring, \$4.50 per barrel; shore herring, \$2.75 per bbl.; Digby herring, 11 to 12½c.; boneless fish, 4c.; boneless cod, 7 to 8c.; blue back herring, \$2 per hundred; blue pickerel, 4 to 5c. a lb.; yellow ditto, 7 to 8c. a lb.; salmon trout and white fish, 7½c.; eels, 6 to 8c. a lb.; prepared frogs 50c. per doz.; dressed sturgeon, 7 to 8c.; oysters by bulk, \$1.50 for standard and \$2 selected; smoke cisco, \$1.25 per hundred; kipper cisco, 3 to 5c. each; salt mackerel in bulk, 10c. per lb.

SALT—Trade in salt continues much as before; good sales are reported in car lots. Trade in job lots is not quite so brisk as it was. Prices unchanged. We quote: Car lots, dairy, \$1.25 per bbl.; barrels, \$1; sacks, coarse, 70c.; sacks, fine, 75c.; American rock, \$10 per ton.

St. John, N. B., Markets.

ST. JOHN, N. B., OCT. 5, '93.

PERHAPS no market in the Dominion responds so slowly to change of price as St. John, but at present there seems to be a general upward tendency, and sellers are fixed in their prices. Molasses is active, and all kinds have advanced. Stocks are small at present. A sugar syrup is making its appearance, which if it continues to be sold at price now named, may have an effect on the market. There is also a Porto Rico molasses from New York being sold here, which is extra value, and this will no doubt be a factor in this market. Barbadoes molasses, 31 to 32c., Antigua, 29c., Porto Rico in bbls. or casks, 30c., pure sugar syrup, 30 to 35c.

FLOUR—Is more active than for some time, the heavy stocks that have been here are getting low and, in sympathy with the advance in the west, sellers are stiffening in their price, and it is hoped that dullness in trade which has largely been the outcome of the extreme low prices of flour will pass off and the fall trade be better than has been expected. Selling price of Manitoba \$4.70; high grade Ontario \$4.10; other flours \$3.75. Feed by the car load in bulk \$19.50 to \$20, in smaller lots \$21, feeding flour \$1.35 to \$1.40 in 98 lb. bags.

BEANS—Are off, about 5c. per bushel, hand-picked \$1.50, prime \$1.40.

SUGAR—The combine here is holding sugar very firm, and considerable is coming into this market from the upper provinces. Granulated, jobbers price, 5½c., yellows, 4½ to 4¾c.

OATMEAL—Roller and standard, \$4.40; cornmeal, the two mills here are now selling their output through an agent, keeping the price uniform; wholesale price \$2.60, retail \$2.70, which is a drop of 5c. from price of last week.

PROVISIONS—In beef, pork and lard there has been an advance, though buyers are looking for lower figures: American plate beef, \$13.50 to \$14; do. pork, clear, \$23.50; mess, \$22.50; lard, pure 12 to 12½c.; compound, 11c.

CANNED GOODS—The new canned goods are coming in freely, and the feeling is upward. Peas 85c., corn 90c., tomatoes \$1. New salmon is now in the market at \$5 to \$5.25 per case.

Carleton Co. oats are coming in freely and at a lower price than the island carload price, 36 to 37c.; for island oats 39 to

(Continued on page 69.)



Joint Exhibit at Toronto Exhibition 1893, (24 feet by 7½ feet)

Of Emil Poliwka & Co., Toronto, Ont., "Sapolio," and of Canadian Specialty Co., Dominion Agents for "Crystal" Rice, the new wholesome and pure Food Cereal. French Cave & Co.'s (Philadelphia, Pa.), Lemonade, Orangeade and Gingerade Tablets, Ginger Pop, Root Beer Extract, "Sweet Chimes" Perfume, Sachet Powder, etc.

OFFICE: 38 Front St. East,
TORONTO, ONT.

AGENCIES IN Montreal, Que., Kingston, O., St. John, N. B.,
Winnipeg, Man., and Vancouver, B. C.

EMIL POLIWKA & CO.

ESTABLISHED 1872.

Canadian Agents:

Enoch Morgan's Sons' Co.

SAPOLIO

DEPOTS AT

MONTREAL, Que. and ST. JOHN, N.B.

Canadian Specialty Co.

ESTABLISHED JUNE 1, 1891

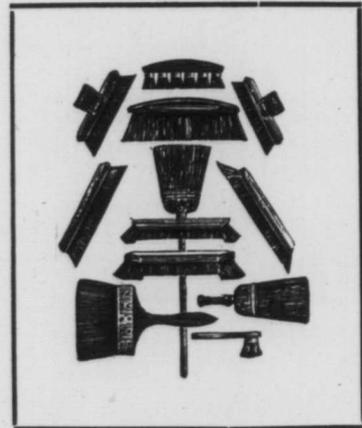
WHOLESALE IMPORTERS AND
INTRODUCERS OF

Druggists' . . . Specialties
And Grocers'

EMIL POLIWKA,
Proprietor



WE are now settled in our new plant and can fill orders promptly. If our traveler does not call on you when you require our goods, let us hear from you with enquiries for quotations or send your order in. We will guarantee you entire satisfaction. Our new Broom is the acme of perfection. If your trade requires a superior article we can please you and them through you.



THE WINDSOR PATENT BRUSH CO.,

SANDWICH, ONT.

OATMEAL

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

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

GENERAL GRAIN DEALER.

Highest price paid for Oats and Peas in car lots

WALTER THOMSON, London and Mitchell.

Embros Oatmeal Mills

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

Rolled, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

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

COX'S GELATINE Always Trustworthy. ESTABLISHED 1725.

AGENTS FOR CANADA:-

C. E. COLSON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,

Toronto, St. John, N. B., and Montreal.

Established in Paris, 1770. 40 Prize Medals

THREE LEADING FACTORIES-

Paris, London, Strasbourg

Compagnie Francaise

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

SUPERIOR CHOCOLATE
(Yellow Wrapper.)

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

CHOCOLATE WAFERS
A delicious eating Chocolate.

HIGH LIFE BONBONS,
The most tasteful Dessert Sweetmeat.

Todhunter, Mitchell & Co.,

—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

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

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

TORONTO.

R. & T. WATSON, Manufacturing Confectioners,

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

SEND FOR PRICE LIST.

75 Front Street East,

- -

TORONTO.

KOFF NO MORE.

WATSON'S COUGH DROPS

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

S.A. Van Dam & Co.

37 Old Corn Exchange, Manchester, and
23 Mathew Street, Liverpool, England.

SOLICIT CONSIGNMENTS OF

Bacon, Butter, Lard, Eggs,
Gheese, and Canned Goods.

LIBERAL ADVANCES MADE.

FIRM FOUNDED 1850.

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

**FOOD
FOR
BABIES**



STERILIZED.

Pronounced by Physicians to be

**FREE
FROM
DISEASE GERMS**

DELAFIELD, MCGOVERN & CO.,

91 Hudson St., Sole Agents.
NEW YORK.

33 RIVER STREET,
CHICAGO.

215 CALIFORNIA ST.,
SAN FRANCISCO.

For sale in Canada by

JAMES TURNER & CO
Hamilton, Ont.



The Celebrated Clauss Bread,
Cake, Paring and Carving

KNIVES.

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

Merchants write us for terms. Patented in
the United States, England and Canada.

::: Clauss Shear Co., ³²¹ L. Box, Toronto

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

.. ODART'S SPECIALTIES ..

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

ODART'S PICKLE - AND - ODART'S SAUCE
ODART & CO., PARIS, FRANCE, AND LONDON, ENG.

When ordering . . .

JAMS, PICKLES, CATSUP, Etc.

TRY T. HOSKIN

As his goods are equal
to the Imported.

535-537 King Street, W.,

TORONTO

1842.

ESTABLISHED

1842.

L. CHAPUT, FILS & CIE,
WHOLESALE GROCERS,

Importers Teas, Wines, Liquors, Etc.,
MONTREAL.

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

W. A. Carson.

R. B. Morden.

J. Anning.

BELLEVILLE CANNING CO.

PACKERS OF THE

"Queen Brand"
Fruits and Vegetables.

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

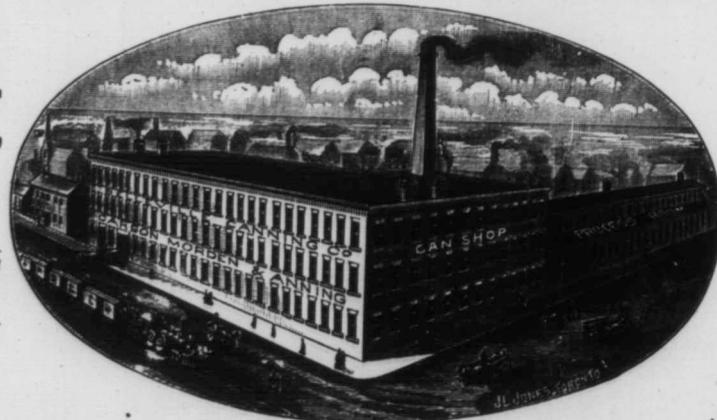
STRAWBERRIES, RASPBERRIES, PLUMS, PEAS.
PEARS, CORN, TOMATOES, 3 lb. APPLES.
GALLON APPLES.

Are now in the hands of the Wholesale Trade.

Give the Queen Brand a Trial

We Guarantee It to give Satisfaction.

BELLEVILLE, ONT.



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

ST. JOHN MARKETS—Continued.

40c; oats in smaller lots, 40 to 43c.; barley, \$3.75; split peas, \$3.75.

OIL—American 19c., best Canadian 18., other qualities 12½c.; candles, 12½ to 13c.

DRIED FRUITS—New raisins are now here but are still high; Valencias 6c., Valencia layers 7c., old Valencias in good order 4½c.; Valencia layers 5½c. Currants in cases 5½c.; new ones are not yet here. Dates are in an odd position; there are but few here, and owing to cholera at the place of growth of some kinds there may be none imported. Old ones are selling at 5½c.

TOBACCOS—Are as usual. McDonald's brands: Index 48c., Nap 52c., Crown 45½c., Pilot 49c. McAlpine's: Beaver 64c., Jubilee 60c., Woodcock 55c., Prince George 49c., Army and Navy 48c.

FISH—This branch is quiet, except that at the moment pollock are very scarce. Mediterrean cod \$3.35, large \$4.25, pollock \$1.75, hake \$1.50 per 100; pickled herring, bay, bbls. \$3; halves, \$1.50; Shelborn, bbls., \$4; halves, \$2.25; shad, \$4.75; cod oil, 25c. per gallon; dulce, 60c.; oysters, \$2.50 to \$3.

GREEN FRUIT—Apples are in fair demand. Prices are firm at \$1.50 to \$2.25. There are a large number of Gravensteins going to the States, though prices there are easier, still the prospect is that the price for good here will keep up. Plums were sent here in a heap, and prices were forced down. The run is about over; wholesale price, 40 to 50c; retail, 60 to 80c. Pears, Nova Scotia, \$3 per half-barrel. Cranberries, native, large \$6; Cape Cod, \$6.50 to \$7; small natives are very scarce, bringing \$3.25 per bushel. Grapes, Canadian, are very plenty at 35 to 50c. for 10 boxes; green, in kegs, \$6.50. Bananas \$1.75 to \$2.50; oranges, West India, \$7 per bbl.; Rodi, \$3.75 to \$4.50 per box. Nuts, almonds, 13c.; Brazil, 12c.; filberts, 10c.; peanuts, 9½c. Lemons, \$5.50 per box.

PRODUCE—Eggs are very low, and have been so all summer; price 11 to 12c. Good butter is scarce at 20c.; other grades 16 to 18c; creamery, 22c.; potatoes, \$1; beef, 3 to 5½c; lamb, 6c. Cheese is advancing, though we are still behind the Canadian prices. Wholesale firm factory, July and August, 9¾ to 9¾c.; retail, 10½c.; Sept., about a ¼c. higher.

Market Notes.

DAVIDSON & HAY received a shipment of new Malaga raisins Saturday, the first of the season. Quality is first-class.

Musson & Co. have a shipment of Rio coffee arriving.

T. Kinnear & Co. have in stock a new line of "Excelsior" Vostizzas.

Stanway & Bayley have a large consignment of "Horseshoe" salmon arriving.

H. P. Eckardt & Co. have a full line of Carr & Co.'s English biscuits in stock.

Davidson & Hay are just in receipt of a shipment of pearl tapioca and fine sago.

Perkins, Ince & Co. received their first shipment of Bevan's Malaga fruit on Saturday.

A carload of apples and onions was shipped to North Bay this week by Dawson & Co.

T. Kinnear & Co. are in receipt of a fresh supply of Morton's kippered and fresh herrings.

Farman & Sons of Hamilton have carried off medals at the World's Fair for bacon and hams.

J. A. Whaley, the Toronto fruit and fish dealer who has just been sold out by the bailiff, had only been in business about six months. Since then he is said to have lost on an average \$8 per day, although he was supposed to be doing a good trade. His liabilities to wholesale men are \$1,300, and to pay this sum there is just \$38 left. Whaley came from Brampton, and it is

said that a good deal of the fruit he got here on credit was shipped to that place to pay a debt he owed there.

Davidson & Hay have in stock a full line of low grade Congous which are said to show extra value.

Clemes Bros. are in receipt of a shipment of extra Jersey sweet potatoes. The quality is exceptionally fine.

Perkins, Ince & Co. are advised by cable that grenoble walnuts have advanced about equal to ¼c. per pound.

Clemes Bros. are offering special inducements in old "Sphinx" prunes.

Sloan & Crowther on Tuesday last received their third and last shipment of "Lion" salmon.

Smith & Keighley are offering new Malaga fruit, London layers and black baskets, and the fruit is not only fine but cheap.

H. P. Eckardt & Co., selling agents on the Toronto market for Diamond Crystal salt, report an increasing sale for this article.

Eby, Blain & Co. report the first arrival of new season's French plums, in cases of about 55 lbs.; Comadre figs in taps of 30 to 33 lbs.

THE GROCER was misinformed when it last week stated that T. R. Morris, grocer, Spadina avenue and Clyde street, had gone out of business.

H. P. Eckardt & Co. report the arrival of new crop Comadre figs, Imperial Cabinets, Connoisseur clusters and Valencia shelled almonds.

Balfour & Co. claim that they have received a shipment of the finest selected Valencias ever seen in Canada, and offer them at a moderate price.

The Toronto Salt Works report the following sales during the past week: Three cars of barrels; two cars of coarse sack; one car of fine sacks; one car of dairy.

H. W. Dawson of Dawson & Co. sold several car loads of apples while in Chicago a few days ago. He says there is a good demand there for good red stock.

Sloan & Crowther are in receipt of their second shipment of "Lion" brand salmon. The first shipment was cleaned out in a few days, and the second is already largely sold.

There is nothing finer than Lovejoy's breakfast flakes. Balfour & Co., Hamilton, are agents for Canada, and they have reduced the price to \$4.10 per case.

Sloan & Crowther report that their last shipment of Congou tea is selling freely. Tuesday they received invoice notice of their purchase of 500 half-chests of Congou tea.

Eby, Blain & Co. are in receipt of new Malaga fruit in black baskets, connoisseur clusters (boxes and ¼ flats), extra dessert clusters, London layers, Jordan shelled almonds, Valencia shelled almonds.

It is evident that the supplies of candied peel are not considered sufficient, for P. L. Mason & Co. report the unusual thing at this season of the forwarding during the week of supplementary orders for this article.

W. A. Carson of the Belleville Canning Co., who was in Toronto last week, says the bulk of their pack has been sold. Three carloads of their finest peas were all taken by one Montreal retail house, Fraser, Viger & Co.

W. Boulter & Sons, proprietors of the Bay of Quinte canning factories, Picton and Demorestville, have built and furnished this season one of the finest offices in Canada. The building is situated at the corner of Mary and Spring streets, town of Picton, opposite their factory, with larger public office and vault, and a handsome private office for Mr. Boulter, senior, fitted up in Queen Anne style, with all the furnishings necessary for cosy place to do business and receive his friends in. Mr. Boulter is always pleased to welcome any representative of the road, and with his handsome steam yacht ready to take his friends around the beautiful Bay of Quinte and famous water resorts.

E. BROWN & SON'S

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

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

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

**A WATCH
OR A TURNIP?**

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

COSTS YOU NOTHING TO GET ONE!

G. R. SOMERVILLE, London, Canada.

Cadbury's Cocoa Essence
—AND—
Cadbury's Mexican Chocolate

THE FINEST IN THE LAND. KEPT BY ALL WHOLESALEERS.

WE MAKE THE
FINEST TEA CADDIES IN CANADA

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

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

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

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



**MUNN'S
GENUINE COD LIVER OIL**

PURE and UNADULTERATED

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

ALMOST TASTELESS

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

. . . Send for Samples and Price List . . .

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

By Royal Warrant, Manufacturers
To Her Majesty, The Queen.
THE "MOST POPULAR" BLACK LEAD.
THE "MOST REMARKABLE" POLISH.

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

**Nixey's
Black NO DUST
Lead**

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

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

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

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

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

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

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

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

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

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

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





PLEASE REMEMBER IN

Sweet Home Soap

You get best value
for your money.

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

LONDON SOAP CO.,

London, Ont.

NO. 1 QUALITY BLANK BOOKS.

Bound half rough sheep, good heavy paper, well bound 16c. per 100 pages.

NO. 2 QUALITY---Bound half rough sheep, hub backs, good heavy paper, well bound, 20c. per 100 pages.

NO. 3 QUALITY---Cloth sides, leather bands and back, very heavy paper, 30c. per 100 pages.

- - ABOVE CAN BE HAD IN ALL SIZES AND RULINGS - -



General Store Pass Books	- - - 20c. Per Doz.	Counter Blotters, limp covers, 120 pages	- - 80c. Per Doz.
Grocers' Pass Books	- - - 20c. "	" " " 160 "	- - \$1.20 Per Doz.
		" " " 240 "	- - 1.80 Per Doz.

CAN BE HAD IN DIFFERENT SIZES AND BINDINGS.

WRITE FOR PRICE LIST.

NOTE PAPERS, PADS, ENVELOPES

"ZEPHYR" PAD, good heavy white paper, note size, ruled or plain Letter Size : : : : : 80c. Per Doz. \$1.60 Per Doz.



- WINTER EVENING GAMES -

Upper Ten, Football, Lacrosse, Louisa, Obstacle Race, Up from the Ranks, Sir Lancelot, Etc.

5c. GAMES —
Snap, Authors' Railroad, Jumpkins.

WRITE FOR DESCRIPTIVE LIST

— MANUFACTURED BY —

THE COPP CLARK CO., LTD.,

9 FRONT STREET WEST, TORONTO



They Have Stood the Test for (Y)ears

ENORMOUS SALES
PETTIJOHN CALIFORNIA BREAKFAST FOOD



IT HAS NO EQUAL AS A
 BREAKFAST FOOD . . .

**NOURISHING,
 PALATABLE,
 DELICATE.**

Pettijohn California Breakfast Food Co.

Sole Manufacturers

Minneapolis, Minn.

"THE VERY BEST"

Snider's DELICIOUS HOME-MADE



Tomato
SOUP

Snider's Tomato Soup is manufactured from Ripe Tomatoes and is purely vegetable. Will Satisfy the most fastidious. **TRY A CASE.**

BATTY & CO., *London, England*

Manufacturers of

Pickles
 Sauces
 Jams
 Mar-
 malade



Olive Oils
 Capers
 Olives
 Potted
 Meats
 Etc.

See our Pickles in Square Bottles.—CROWN CAPSULE.
 Leading Wholesale Grocers will Supply you.

HELVETIA MILK CONDENSING CO.

HIGHLAND, ILL.

Absolutely



Readily

Sterilized

Digestible

The longer you use Highland Brand Evaporated Cream, the better you like it—not only for table use, but for all culinary purposes.

Price Lists, Samples, and Free Information from

Wright & Copp, SOLE **Toronto**
 Dom. Agents,

Montreal Markets.

MONTREAL, Oct. 5, 1893.

THE week has witnessed quite a fair degree of activity in all lines of groceries, but the main attraction has been the activity in sugar; which, however, has commenced to slacken up within the last day or two. Prices of both refined and raw maintain the firmness noted last week. The auction sale of tea by John Duncan & Co. was a surprise to most in the trade, as the prices realized were above the expectations of most people. Molasses and syrup are in good demand at steady prices, and a fair volume of business has resulted. There is a moderate demand for coffee and spices, and prices are steady. Business in dried fruit has been on the increase, but prices of currants are lower for business in a sound way. The decline has led to some large transactions.

SUGAR.—The pressure for immediate deliveries of sugar, particularly granulated, continued greater even than before until a few days ago, and although refiners did their best to satisfy the demand, they were obliged to proportion their product, giving each customer enough to keep him going. Latterly, however, they have begun to relieve themselves of their more pressing orders and the market is assuming a more normal tone. Prices unchanged at $5\frac{1}{4}$ to $5\frac{3}{8}$ c. for granulated. Yellows are scarce and ordinary grades sold higher during the week at $4\frac{3}{8}$ c., this class of sugar selling as fast as it was turned out. One refinery has some dark grade sugar which is selling at $4\frac{1}{8}$ c.

MOLASSES.—There has been a fairly active demand for Barbadoes molasses, with sales of round lots at 31c., and we quote 31c. to 32c. for round lots, with 33 and 34c. for jobbing lots. American molasses have been in fair demand also, with sales at 20 to 21c. per gallon in good sized parcels.

SYRUPS.—Syrups are moving fairly well at unchanged prices. The tone of the market being distinctly steady. Canadian has changed hands at $1\frac{5}{8}$ to $2\frac{1}{8}$ c. per barrel in the wood.

TEAS.—The tea market aside from the tea sale was not active. Japans worth from 15 to 18c. are in fairly good demand. There is not much doing in blocks, and low grade Congous, which could be bought for 12c. a few days ago, are now held for 13 to 14c.

At the Duncan tea sale the offerings were 6,000 packages, valued at \$75,000, and every pound was sold without reserve, as announced. Buyers were present from Hamilton, London, Toronto, Quebec, St. John, N. B., and other points, and the local dealers were present in force. The prices were irregular, but the sale was on the whole very satisfactory. Four thousand two hundred and eighty-eight packages of Japan sold at 13 to 29c.; 292 packages Young Hyson at $12\frac{1}{2}$ to 31c.; 550 packages Gunpowder at 11 to 35c.; 55 packages Imperial at 11 1-2 to 20c.; 12 packages Hyson at 11c.; 707 packages Congou at 16 to 26 1-2c.; 50 packages scented Orange Pekoe at 29 1-2 to 30c.; 61 packages Indians and Ceylons at 24 1-2 to 37c. This was the largest sale ever held by the firm, and one of the most successful.

COFFEES.—There is a fair demand for coffee and stocks are none too large. Maracaibo has changed hands at 19 to 20 1-2c.

SPICES.—Spices are in fair demand, black pepper being quoted at 6 to 7c.

DRIED FRUIT.—The exceptionally low price on dried raisins and currants has led to very much freer operations during the week on the part of importers. Advices from Druid are rather firmer on raisins, and business has transpired at $12\frac{1}{2}$ to 14c. for off-stalk, according to grade, which is a rather better range than formerly. On spot recent arrivals of Valencia off-stalk, via Liverpool, have found a ready sale at 5 to $5\frac{1}{4}$ c. cash for firsts and $4\frac{7}{8}$ to 5c. for seconds in round lots. However, it is said that lower prices have been offered by one firm here, but in a regular way the business doing in Valencias from jobbers' hands runs from 5 1-2 to $5\frac{3}{4}$ c. according to grade; for prime off-stalk with seconds, 5 to $5\frac{1}{4}$ c. Currants remain much the same, the easy tone still ruling, and we understand that some round quantities have been booked by Montreal importers aggregating 7,000

barrels. Prices have been exceptionally low, ranging from 9 to 10s. for Provincials and 11s. for Filiatrias, cost and freight Montreal. In this market sales to arrive are noted at 3 1-2 to 4c. according to quality.

RICE.—The rice market is steady and unchanged with a fair business doing.

GREEN FRUIT.—The apple market is quiet with no change to note, and receipts fair. We quote \$2.50 to \$2.75 as to quality. A good demand is to note for oranges, Rhodi fruit is selling at \$3.50 to \$4.25, and Jamaica at \$3 to \$3.50 per case, and lemons are a light receipt, with a fair demand at \$2.75 to \$3 per case.

FISH.—There is a fair movement in smoked and pickled fish. The former moving out in a very satisfactory manner.

CANNED GOODS.—There is nothing special to note in canned goods, buyers continuing backward in vegetables and fruits, while canned salmon are rather firmer of anything, owing to stronger advices from the coast.

PROVISIONS.—The market for pork is very firm under small supplies and a good demand. Smoked meats and lard are moving freely at unchanged prices. Canadian short cut, per brl. \$22 to \$23; Mess pork, Western, new, per brl. \$20.50 to \$21.50; Hams, city cured, per lb. 12 to 14c.; Lard, Canadian, in pails, 11 1-2 to 12 1-2c.; Bacon, per lb. 11 1-2c. to 12 1-2c.; Lard, com. refined, per lb. 9 to 9 1-2c.

CHEESE.—The cheese market rules steady to firm so far as the spot position is concerned. At the wharf this week some 6,000 boxes, which came by boat and rail, were offered, and all sold at a range of $10\frac{1}{2}$ to $10\frac{5}{8}$ c.

BUTTER.—Butter is unchanged. Sellers of creamery are as firm as ever in their views of their September make. There is little doing in Western dairy or in Townships, in fact there is not a plentiful supply of either offering.

EGGS.—There is a fair local demand for eggs. The receipts are moderate and prices hold steady at 13c. for round lots, and 15c. for single cases of choice stock.

FLOUR.—The flour market is quiet and there is no demand for export account. Prices are unchanged, but millers' agents are making concessions. There is a fair demand for oatmeal.

Boulter's Canned Goods.

THE readers of THE GROCER will recognize the advantage taken to make a good display in this issue by the old reliable firm of W. Boulter & Sons, the pioneers of the canning industry in Canada. This firm from the start decided to give the people of Canada "pure, clean, healthy canned goods." They pride themselves in buying only first-class fruits and vegetables, and believing that "Cleanliness is next to Godliness," keep their factory one of the cleanest in the Dominion. Mr. Boulter's two sons are in charge of the factories and personally oversee the management. They firmly believe with their father that each year they must try and improve the quality, and now feel confident of the generous support of the public. Their trade has wonderfully grown, and not only from the Atlantic to the Pacific are these goods sold, but, notwithstanding the heavy duty, they are sold in the United States. Large numbers have been shipped to England and Germany, and in far away Japan. Their factories are situated in the famed County of Prince Edward, lying between the beautiful Bay of Quinte and Lake Ontario, and one of the healthiest places in the Dominion. This firm made a creditable display of their goods at the World's Fair, and competent judges pronounced them superior in flavor to any of Uncle Sam's goods. Although this firm can sell their entire output they are firm believers in advertising.

EPPS'S COCOA

$\frac{1}{4}$ lb. packets, 14 lb. boxes secured in tin.

Special Agent for
the Dominion:

C. E. COLSON, Montreal



.. THE ..
UNPRECEDENTED
.. SALE ..

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

THE KENT CANNING & PICKLING CO.
CHATHAM, ONT.

THE "Lion Brand"

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

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

LYTLE'S
PICKLES



ARE THE BEST.

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

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

The Imperial Rubber Stamp Works

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

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

102 ADELAIDE ST. WEST - - - TORONTO.

BUY RELIABLE GOODS

.. Quality Is Our Aim ..

VEGETABLES:

Tomatoes, Corn, Peas, Etc.

FRUITS:

Pears, Peaches, Strawberries, Etc.

Lakeport Preserving Co.

LAKEPORT, ONT.

NEW GOODS: ○○

SWEET POTATOES
SPANISH ONIONS

CLEMES BROS.

Phone. 1768

TORONTO

Reference—Bank of Toronto

MAPLE PRODUCTS

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

Address

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

Boy
Brand
Corn
UNBLEACHED



DAILEY'S

Boy
Brand
Tomatoes



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

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

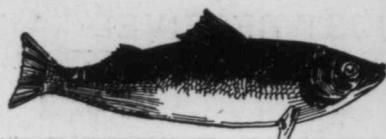
Keep your
EYE 
on the

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



TRADE MARK

DELHI CANNING CO.



Sapolio

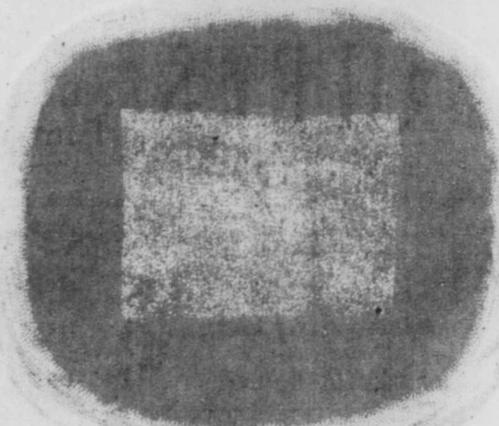
Reduced price per gross \$11.90, in 4 or 8 gross boxes, in any quantity. Less usual grocery discounts of 3% cash 10 days, or 2% 30 days.

MANUFACTURERS BY APPOINTMENT TO



H.M. The QUEEN of ENGLAND,
H.M. The KING of the BELGIANS,
H.M. The QUEEN REGENT of HOLLAND,
H.R.H. The PRINCE of WALES,
&c., &c.

HUNTLEY & PALMERS



"BREAKFAST BISCUIT."

This new speciality of HUNTLEY & PALMERS is remarkable for its lightness and delicacy, and will be found an agreeable addition to the table at all times.

It is intended for use with butter or cheese, or with coffee, tea, chocolate, &c.

To be obtained of the principal Italian Warehousemen, Grocers, &c., throughout the world.

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

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

"Crystal" Rice

We have just received a large stock and are consequently in a position to fill orders promptly.

Price per 50 lb. bag, \$2.60
Price per 25 lb. sack, 1.35

Grocers are requested when selling C. R. to be sure and give customers recipes how to use it. If you have not enough of these, write us and we will mail you some.

The Canadian Specialty Co.

38 Front Street East,
DOMINION AGENTS. TORONTO, ONT.

COMBS?

Our Brands are All Sellers.

EN BROOM :-

and has the largest
n made in Canada.

.. THEY GIVE SATISFACTION ..

tt & Co.,

TORONTO ..

EST . USE .

MORSES
BEST
SOAP
MFG'D ONLY BY
JOHN TAYLOR & Co.
Toronto
TRA ENCLP

PRITHEE PRETTY MAIDEN, PRITHEE TELL ME WHY
ON WASHING DAY SO LAUGHING SHINES THINE EYE?

"MY SECRET GENTLE READER MOST EASILY IS GUESSED,
THE ONLY SOAP I USE, IS "MORSES BEST."



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

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

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

THE "Lion Brand"

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

**Bay of Quinte
Canning Factories.
PICTON and DEMORESTVILLE.**

**W. BOULTER & SONS,
PROPRIETORS,
PICTON, ONT.**

**LYTLE'S
PICKLES**



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

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

The Imperial Rubber Stamp Works

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

Estimates given. Orders by mail promptly attended to.

102 ADELAIDE ST. WEST - - - TORONTO.

BUY RELIABLE GOODS

.. Quality Is Our Aim ..

VEGETABLES:

NEW GOODS: OO

SWEEP POTATOES

MANUFACTURERS BY APPOINTMENT TO

HER MAJESTY
THE QUEEN OF ENGLAND,

HER MAJESTY
THE QUEEN REGENT OF HOLLAND,

HIS MAJESTY
THE KING OF THE BELGIANS,

H. R. H.
THE PRINCE OF WALES,
&c., &c.



HUNTLEY & PALMERS

Biscuit Manufacturers,



READING & LONDON.

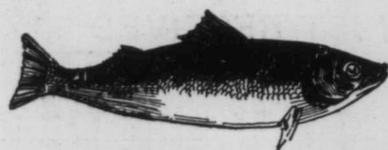
PARIS EXHIBITION, 1878. The "GRAND PRIX" awarded.
The "ONLY GRAND PRIZE" given to the BISCUIT TRADE
and the Highest Distinction the Exhibition could confer.
INTERNATIONAL HEALTH EXHIBITION, LONDON, 1884
GOLD MEDAL AWARDED.

The Highest Awards given for Biscuits to any English House
have been made to HUNTLEY & PALMERS, at all the leading
International Exhibitions, for "Excellence of Quality."

HUNTLEY & PALMERS BISCUITS AND CAKES are made
of the finest materials and from their great variety of shape and
flavour, acknowledged superiority of make and fine keeping qualities,
they have obtained a very extensive and increasing sale in England,
on the Continent, in the United States of America, and in Canada,
also in the various Markets throughout the World.

that the contents are just as represented and
strictly first-class. Yours truly,

DELHI CANNING CO.



STAR BRAND FINNAN HADDIES

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



TO YOU IT IS

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

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

Sold by... all... Dealers everywhere.



Silver Star . Stove Polish Has No Equal.

Is put up in two sizes of fancy tin boxes, packed in 3 gross cases, making a handsome package. The sale of it is on the increase. Where once tried, always used. This polish saves labor. It makes neither dust nor dirt. It gives a beautiful bright black polish. No mixing required. Always ready for use. Ask your wholesale or hardware house for it; they all keep it.

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

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

Sapolio

Reduced price per gross \$11.30, in 1 or 2 gross boxes, in any quantity. Less usual grocery discounts of 3% cash 10 days, or 2% 30 days.

Sapolio retails at 10 cts. per cake.

Emil Poliwka & Co.

38 Front Street East, Canadian Agents. TORONTO, ONT.

DEPOTS AT: Toronto, Ont.; Montreal, Que.; St. John, N.B.

"Crystal" Rice

We have just received a large stock and are consequently in a position to fill orders promptly. Price per 50 lb. bag, \$2.60 Price per 25 lb. sack, 1.35

Grocers are requested when selling C. R. to be sure and give customers recipes how to use it. If you have not enough of these, write us and we will mail you some.

The Canadian Specialty Co.

38 Front Street East, DOMINION AGENTS. TORONTO, ONT.

Do You Sell BROOMS ?

We Make the Best. Our Brands are All Sellers.

-: THE QUEEN BROOM :-

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

.. THEY GIVE SATISFACTION ..

Taylor, Scott & Co., TORONTO ..

THE BEST IS THE CHEAPEST . USE .

MORSE'S BEST SOAP

MFG'D ONLY BY **JOHN TAYLOR & Co.** Toronto

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

JAMES A. SKINNER & CO.

Toronto and Vancouver.

IMPORTERS OF

Crockery, China,
Glassware, Lamps,
and Fancy Goods.Our importations this fall will comprise al-
most every line that is entirely new.SPECIAL ATTRACTIONS IN
LAMPS AND FANCY GOODS.No trouble to show you through our spacious
Sample Rooms. Send for a package of our Col-
umbian or New Era assortment of Glassware.
—GREAT VALUE.

ESTABLISHED 1851.

WE OFFER

4,100 Cases New Salmon
"British American" Brand
\$1.30 per doz.N. QUINTAL & FILS,
WHOLESALE GROCERS,

274 St. Paul Street, Montreal.

Please ask our prices for goods before buy-
ing elsewhere. Our prices are low. We make
a specialty of Canned goods.**SHOULDERS - -**Close and neatly trimmed SUGAR
CURED, equal in quality to our cele-
brated "STAR" HAMS. We recom-
mend these as being the CHEAPEST
and MOST PROFITABLE line for
you to handle.

WRITE FOR QUOTATIONS.

F. W. FEARMAN,
HAMILTON, ONT.**Elliott, Marr & Co.,**

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

NEW
CANNED SALMONNow arriving in store, the "LION"
Brand, packed by Ewen & Co., New
Westminster, B. C.—the finest. The
quantity of this celebrated brand be-
ing limited, send orders early.**SLOAN & CROWTHER,**
WHOLESALE GROCERS,
19 Front St. E., Toronto.**Warren Bros.
& Boomer**WHOLESALE . .
. . GROCERS35 and 37
Front St. East, TORONTO**JUST RECEIVED**

FIRST SHIPMENT

New Valencia Raisins

AND—

New Pack
Horse Shoe Salmon**J. W. LANG & CO.**Wholesale Grocers,
59, 61, 63 Front St. East, TORONTO**"GOAT" Japan Tea**

Season 1893 Just Arrived

Sample much better than 1892

BEST VALUE IN THE MARKET.

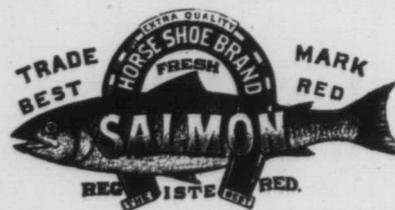
See our Travelers or write us for Samples.

T. KINNEAR & CO.,WHOLESALE GROCERS,
49 Front St. E., TORONTO.**Condensed Mince Meat.**Delicious Mince Pies
every day in the
year.Handled by retailer
as shelf or counter
goods. No waste.
Gives general satis-
faction.

Sells at all seasons.

Will not ferment in
warm weather.The best and cheapest
Mince Meat on
Earth. Price re-
duced to \$12.00
per gross, net.

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

New Salmon.Perkins, Ince & Co.
Toronto.**NOW IN STORE**

New London Layers

AND

Black Basket Raisins

New Season's Loch Fyne Herrings.

**Smith and
Keighley**

8 Front St. E., Toronto.

We don't care —

To advertise goods recklessly—our business is conservative—we give personal attention to all of it—it is our business to work in your interest—no one can quote you lower prices or sell you better goods—many cannot present as low figures—we want more business—we want you to write us for our Catalogue—for samples—for anything in the Grocery line—if we haven't got it we'll get it for you—it may pay you to write us—you can't lose anything at any rate—try it—let us hear from you—we are in business to make money—so are you—then let us get acquainted—it will benefit us both.

Eby, Blain & Co.

WHOLESALE GROCERS

(South-east Corner
Front and Scott Streets)

- - *Toronto, Ontario*



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



BE SURE
AND GET THE
Dog's Head Brand

EMPIRE
TOBACCO
Co.

MONTREAL

The Hilliard House

RAT PORTAGE, ONT.

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

LOUIS HILLIARD, Prop.

LAWSON BROS. Manufacturers

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

The Best Goods in the Dominion.

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

Well-known Brands--

"R. Mowat,"

"John Bull,"

"Household,"

Brands of **MIXED PICKLES**

TOMATO CATSUP,

WORCESTERSHIRE SAUCE,

JOHN BULL SAUCE.

HOUSEHOLD MFG. CO.,
TORONTO

D. GUNN, FLAVELLE & Co.,

**Pork Packers and
Provision Merchants**

76, 78 and 80 Front St. East,

TORONTO

SPECIAL ATTENTION GIVEN TO

- Butter, Eggs and Cheese -

CORRESPONDENCE SOLICITED

LION L BRAND

PURE GOODS:

Jams,

Jellies,

Vinegars,

Pickles.



The largest factory of
the kind in the
Dominion.

•••••

DIPLOMA and MEDAL
Toronto Exhibition
1893.

MICHEL LEFEBVRE & Co., Montreal
and Toronto.

Beet Sugar Factory at Berthierville, P. O.

J. BELL & CO.,
WHOLESALE PRODUCE AND COMMISSION
MERCHANTS,
24 Colborne St., TORONTO, Ont.

We are prepared to receive consignments of Butter, Eggs, Cheese, Poultry and Produce of all kinds. Having had 15 years' experience and being in connection with the best buyers' in the city, enables us to find quick sales and highest market prices.

Egg cases supplied. Phone 2,291.

**Rutherford
& Harrison,**

WHOLESALE

Produce and Commission

MERCHANTS,

78 FRONT ST. EAST, - - - TORONTO,

DEALERS IN

Butter, Eggs, Cheese, Poultry, Lard,
Cottolene, Dried Apples, Honey,
Hams, Bacon, etc.

Correspondence invited. Consignments
solicited. Egg Carriers supplied.

Liberal Advances Made on Consignmet.

GEO. ROSSITER

Brush

Manufacturer

10 to 14 PAPE AVENUE,

TORONTO.

*Machine Brushes Made
to Order.*

SEND FOR PRICE LISTS

W. S. KENNEDY

AGENT

452 St. Paul
Street . . . **Montreal**

Keeps stocks of the following
goods :

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

Cocoa and Chocolate Confect'y

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

. . . **Biscuits . . .**

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

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

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

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

Paterson & Sons, (Glasgow, Scotland.)

Worcester Sauce, Essence Coffee

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

Lochfyn Herrings in Kegs

Hubbard, Walter, (Glasgow, Scotland.)

Rusks in tins

Bryant & May's, (London, England)

Matches and Vestas in tins

Parkinson & Son, (Doncaster, England.)

Butter Scotch

Robinson & Wordsworth,

(Pontefract, England.)

**Pontefract Cakes and Liquor-
ice Tit Bits.**

Marshall, James, (Glasgow, Scotland.)

Farola, Pea Flour, etc., in Pkts.

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

W. S. KENNEDY

452 St. Paul Street - Montreal

H. J. BRAY, Jr.

WHOLESALE

FISH,

OYSTER,

GAME AND

POULTRY

DEALER.

SPECIALTIES IN SEASON.

Frogs,

Mushrooms,

Wild Duck.

Lobsters, Boiled

Lobsters, Alive

Mackerel, Fresh

Mackerel, Salt in brls.

Labrador Herring in brls.

Lake Herring in ½ brls.

Brtish Columbia Salmon,

Salmon Trout, Fresh

White Fish, "

Herrings, "

Perch, "

Pickrel, "

Finnan Haddie, Smoked

Siscoes, "

Bloaters, "

Cod Fish, Fresh

" " Salt

Haddock, Fresh

Standard Oysters in Bulk,

Select " " "

Shell " " Brls.

And poultry of all description.

**CORRESPONDENCE WILL HAVE
PROMPT REPLY.**

ADDRESS

**34 WEST MARKET STREET
TORONTO.**



Business Changes.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

O. VINETTE, boot and shoe manufacturer, Montreal, who was recently referred to as being in difficulties, has made a settlement with his creditors at 35c. on the dollar, cash.

Maise Girard, general merchant, St. Celestin, has assigned.

Enos L. Munro, general merchant, Whitehead, N. S., has assigned.

Victor Valiquette, grocer, Montreal, has assigned to Bilodeau & Renaud.

A. Cusson & Fils, wholesale grocers, Montreal, have suspended payment.

Hull & Ferguson, general merchants, Fort Erie, have assigned to Alex. Munro.

James McLaughlin, boots and shoes, International Bridge, has assigned to R. P. Anderson.

J. A. Meagher & Co., general merchants, Aston Station, Que., are offering to compromise at 50c. on the dollar.

F. E. Delabissioniere & Co., general merchants, Bastican, Que., are offering to compromise at 30c. on the dollar.

J. M. Lowes, Son & Co., grocers' sundries, 35 Wellington street east, are offering to compromise with their creditors.

An insolvency declaration has been applied for in the matter of the firm of Poole & LeMoine, lobster packers, Channel, Nfld.

Isidore Fortin, manufacturer of boots and shoes, Montreal, has filed a consent to abandon his property, and W. A. Caldwell has been appointed guardian of the estate.

Mrs. M. S. Campbell, grocer, Ontario street, Toronto, has assigned to J. B. Laing. The assets and liabilities are both in the neighborhood of \$1,000.

These general merchants of Nova Scotia have all assigned: John P. Rooney, Clarence; D. C. Chisholm, Kentville; T. B. Messinger, Torbrook; John Miller, Yarmouth.

Another failure has taken place in the Montreal boot and shoe trade, this time Blacklock & Co. have assigned upon the demand of Clement Lafleur, with liabilities close upon \$3,000. The largest creditors are Ames Holden & Co., \$1,200.

The stock and machinery of the boot and shoe manufactory of Cooper & Smith of Toronto will be sold at Suckling's auction rooms on Friday, Oct. 13. The sale is ordered by the sheriff. The statement, which has been prepared by Mr. Cross, shows the liabilities as follows: Molsons Bank, \$147,823; Ontario Bank, \$18,683; estate of John Smith, \$122,154; sundries, \$55,415; taxes and rent, \$3,000. The assets consist of stock amounting to \$77,247; machinery, \$33,507; real estate, Sherbourne street residence and 850 acres Manitoba land, \$51,700; bills receivable which the banks hold as collateral, \$98,000; accounts received, etc., \$94,431; non-trading debts, \$16,652; total assets, \$370,548; total liabilities, \$347,075. This leaves a surplus of over \$23,000.

SALES MADE AND PENDING.

J. B. Taylor, soda water, Harriston, advertises his business for sale.

The stock and fixtures of G. S. Booth, grocer, Toronto, have been sold.

The general stock of Robert Douglas, Maitland, N.S., has been sold.

Mrs. M. Bowes, fruit and confectionery, Arnprior, is offering business for sale.

The stock of Timothy Brown, grocer, Brockville, is advertised for sale by tender.

The stock of L. P. Belair, restaurant, Montreal, is to be sold by auction, October 6.

The boot and shoe stock of Isaac Pratt, Bradford, is advertised for sale by auction.

The stock of the estate of J. A. Whaley, fruit, fish, etc., is advertised to be sold by bailiff.

The stock of D. McCallum, general merchant, Canaan, is advertised for sale by tender.

The stock of James Newton, the insolvent boot and shoe dealer of Parliament street, Toronto, has been bought by James Newton, jr., at 60½ cents on the dollar.

The bankrupt stock of seeds, etc., of George Griffin, valued at \$1,905.36, was sold in London last week by Auctioneer Jones, at 40 cents on the dollar. F. J. Darch was the purchaser.

CHANGES.

J. D. Cochrane, general merchant, Petitcodiac, N.B., has sold out.

W. C. Baker, fruit and confectionery, Hamilton, is giving up business.

A. J. Crosby, general merchant, Waverly, N.S., has removed to Halifax.

J. R. Varcoe, general merchant, Sonya, has been succeeded by C. W. Varcoe.

J. P. Archibald & Co., boots and shoes, Truro, N.S., have sold out retail business.

Wm. Cairns, general merchant, Bagot, Man., has been succeeded by J. C. Lawrie.

James R. Welch, general merchant, Wentworth, N.S., has been succeeded by W. C. Brown.

The Lake Winnipeg Fish Co., have opened at Selkirk; and so has R. C. Moody, general merchant.

PARTNERSHIPS FORMED AND DISSOLVED.

Berwick & Truax, grocers, Farnham, Que., have dissolved.

J. H. E. Davis & Co., West End Provision Store, Montreal, have dissolved.

The Smardon Soap Co., Montreal, has dissolved. Benjamin Beaupre continues, style unchanged.

S. Thibault & Co., grocers, Montreal; S. Thibault, general partner, and G. Thibault, special partner for \$100 to May 1, 1894.

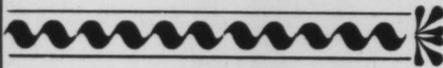
F. X. La Joie, jr., and Alex. La Joie have been registered to carry on business as cheese manufacturers at St. Libaire under the style of La Joie & Fils.

FIRES.

N. J. Parker & Co., general store, Waverly, is burned out.

The saw mill of John McConachie, saw mill and grocer, Huntsville, has been burned.

The evaporator of L. K. Shourd & Co., Wellington, together with a quantity of dried apples and some two or three hundred bushels of unpeeled apples were destroyed by fire Friday. Loss \$1,000, mostly in stock.



M. MASURET & CO LONDON ONT

WHOLESALE GROCERS

SYRUP - ALL GRADES
 . . . IN HALF BARRELS . . .
 AT VERY LOW PRICES.

EAGLE JAPAN
 OUR SPECIAL BRAND.

NEW VALENCIAS

IN STOCK VERY HIGH GRADE FRUIT

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, Oct. 5, 1898

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

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

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

BAKING POWDER.



PURE GOLD, per doz	
5 lb. cans, 1 doz. in case	19 80
4 lb. cans, 1 doz. in case	16 00
3 1/2 lb. cans, 1 and 2 doz. in case	10 50
16 oz. cans, 1, 2 and 4 doz. in case	4 60
12 oz. cans, 2 and 4 doz. in case	3 70
8 oz. cans, 2 and 4 doz. in case	2 40
6 oz. cans, 2 and 4 doz. in case	1 90
4 oz. cans, 4 and 6 doz. in case	1 25
Per doz	
Dunn's No. 1, in tins	2 00
" " 2	75
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
" 3, in 6 "	80
" 12, in 6 "	7c
" 3, in 4 "	45

12 oz tins, 3 oz in case	3 00
5 oz tins, 3 oz in case	2 40
5 oz tins, 4 "	1 10
5 lb tins, 1/2 "	14 00
Ocean Wave, 1/2 lb, 4 doz cases	75
" 1/2 lb, 4 "	1 30
" No. 1, 2 "	1 90
" 1 lb, 2 "	2 2c
" 5 lb, 1/2 "	9 60

DIAMOND BAKING POWDER.

1/2 lb. tins, 4 doz cases	0 87 1/2
1 lb. " 3 "	1 17
1 lb. " 2 "	1 95

BISCUITS.

TORONTO BISCUIT AND CONFECTIONERY CO.

Abernethy	8 1/2
Arrowroot	\$0 10 1/2
Butter	0 6
" 3 lbs	0 20
Cabin	0 7 1/2
Cottage	0 8 1/2
Digestive	0 08
Daisy Wafer	0 16
Garibaldi	0 09
Gingerbread	0 10
Ginger Nuts	0 10
Graham Wafer	0 09
Lemon	0 10
Milk	0 09
Nic Nac	0 12
Oyster	0 06 1/2
People's Mixed	0 10
Pie Nic	0 09 1/2
Prairie	0 08
Rich Mixed	0 14
School Cake	0 11
Soda	0 06
" 3 lb.	0 20
Sultana	0 10
Tea	0 10
Tid Bits	0 09
Variety	0 12
Village	0 07 1/2
Wine	0 06 1/2

BLACKING.

Day & Martin's, pints, per doz	\$3 20
" " " " "	2 10
" " " " "	1 10
Spanish, No. 3	4 50
" " 5	8 00
" " 10	9 00
Japanese, No. 3	4 50
" " 5	7 50
Jaquot's French No. 3	3 00
" " " 3	4 50
" " " 4	6 00
" " " 5	9 00
" 1-gross Cabinets, asst.	7 50
Egyptian, No. 1	9 00
" 2	4 50

P. G. FRENCH DRESSING (LADIES.)

For ladies' and children's boots and shoes.

No. 7, 1 or 2 doz. in box	per doz \$2 00
No. 4, " " "	1 75

P. G. FRENCH BLACKING.

per gross	
1/2 No. 4	\$4 00
1/2 No. 6	4 50
1/2 No. 8	7 25
1/2 No. 10	25

BLACK LEAD.

Refined in 1d., 2d., 4d. and 1s. packages, (9 lb. boxes)	7s 6d \$2 25
Jubilee in 1 oz. and 2 oz. round blocks in cartons (9 lb. boxes)	4s 3d 2 00
Silver Moonlight, Plumbago Stove Polish (13 1/2 lb. boxes)	
6 1/2 lb. in large 1d. pkts, 1 gross	4s 3d 1 50
13 lb. in large 1d. pkts, 2 gross	8s 6d 3 00

13 lb. in large 1d. pkts, 1 gross	7s 6d 2 50
13 lb. in large 2d. pkts, 1 gross	7s 6d 2 50
Reckitt's Black Lead, per box	1 15
Each box contains either 1 gro., 1 oz.: 1/2 gro., 2 oz., or 1/2 gro., 4 oz.	
F. F. DALLEY & CO.	
Silver Star Stove Paste	Per gross 9 00
Packed in fancy wood boxes, each box contains 3 doz.	

BLUE.

Reckitt's Pure Blue, per gross	1
NIXEY'S	
Soho Square in 8 lb. boxes, of 16x6d. boxes, London	6s 0d
Soho Square in 8 lb. boxes, of 16x6d. boxes, Canada	\$2 25

CORN BROOMS.

CHAS. BOECKH & SONS, per doz net.

Carpet Brooms	
" Imperial," ex. fine, 8, 4 strings	\$3 65
Do. do. 7, 4 strings	3 45
Do. do. 6, 3 strings	3 25
" Victoria," fine, No. 8, 4 strings	3 30
Do. do. 7, 4 strings	3 10
Do. do. 6, 3 strings	2 90
" Standard," select, 8, 4 strings	2 90
Do. do. 7, 4 strings	2 75
Do. do. 6, 3 strings	2 60
Do. do. 5, 3 strings	2 40

CANNED GOODS.

Apples, 3's	Per doz \$0 95 \$1 00
" gallons	2 10 2 20
Blackberries, 2	2 00 2 25
Blueberries, 2	1 00 1 10
Beans, 2	0 90 1 00
Corn, 2's	0 90 1 00
" Epicure	1 15
" Special Brands	1 40 1 50
Cherries, red pitted, 2's	2 10
Peas, 2's	0 90 1 00
" Sifted select	1 40

TO HAND—First Consignment prime
New SELECTED Valencias
 QUALITY—VERY FINE.

DUE NEXT WEEK,

New PATRAS Currants
 IN HALF BARRELS.

All goods are cheap.

We keep only the best and sell at
 bottom prices.

Special attention to letter orders.

Prompt shipments.

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

Prices Current Continued—

Pears, Bartlett, 2's.....	1 75	2 00
" Sugar, 2's.....	1 50	2 40
Pineapple, 2's.....	2 25	2 40
Peaches, 2's.....	3 25	
" 3's.....		
" Pie, 3's.....		
Plums, Gr Gages, 2's.....	1 75	2 00
" Lombard.....	1 50	1 60
" Damson Blue.....	1 50	1 60
Pumpkins, 2's.....	0 90	1 00
" gallons.....	3 00	3 25
Raspberries, 2's.....	1 90	2 10
Strawberries, choice 2's.....	2 00	2 10
Succotash, 2's.....	1 65	
Tomatoes, 3's.....	0 85	1 00
"Thistle" Finnan haddies.....	1 50	
Lobster, Clover Leaf.....	2 75	
" Star (tall).....	2 00	
" Impr'l Crown flat.....	2 60	2 70
" tall.....	1 90	2 00
" Other brands.....	1 80	2 00
Mackerel.....	1 10	1 35
Salmon, tall.....	1 45	1 60
" Data.....	1 70	1 80
Sardines Albert, 1/2's tins.....	13	
" 1/4's.....	20	
" Sportsmen, is genu- ine French high grade, key opener.....	12 1/2	13
Sardines, key opener, is.....	10 1/2	
" Martiny, 1/2's.....	10 10 1/2	
" 1/4's.....	17 1/2	
" Dadelisen "Exq" 1/2's.....	11 1/2	
" 1/4's.....	18	
" Other brands, 1/2's.....	11 1/2	17
" P & C, 1/2's tins.....	23 25	
" 1/4's.....	33 36	
Sardines Amer, 1/2's.....	6 1/2	8
" 1/4's.....	9 11	
" Mustard, 1/2 size, cases 50 tins, per 100.....	11 00	

CANNED MEATS.

CANADIAN

Comp. Corn Beef 1 lb cans.....	\$1 65	\$1 70
" 2 " " ".....	2 70	2 80
" 4 " " ".....	4 80	5 00
" 6 " " ".....	8 75	9 00
" 14 " " ".....	17 50	18 50
Minced Collops, 2 lb cans.....	2 60	
Roast Beef.....	1 50	
" " " ".....	2 60	2 75
" " " ".....	4 75	
" " " ".....	9 50	
Par Ox Tongue, 2 1/2 " ".....	7 85	8 00
Ox Tongue.....	3 25	
Lurck Tongue.....	6 75	
" " " ".....	2 75	2 80
English Brawn.....	2 50	
Camb. Sausage.....	4 00	
" " " ".....	1 50	
Soups, assorted.....	2 25	
" " " ".....	1 80	
Soups & Bouilli.....	4 50	
Potted Chicken, Turkey, or Game 6 oz cans.....	1 60	
Potted Ham, Tongue or Beef, 6 oz cans.....	1 35	
Devilled Tongue or Ham, 1/2 lb cans.....	1 40	
Devilled Chicken or Turkey, 1/2 lb cans.....	2 25	
Sandwich Ham or Tongue, 1/2 lb cans.....	1 50	
Ham, Chicken and Tongue, 1/2 lb cans.....	1 25	

CHEWING GUM.

ADAMS & SONS CO.

Tutti Frutti, 36 5c bars.....	\$1 20
Pepsin Tutti Frutti, 25c. packets.....	0 75
Nerve Food Tablet, 36-5c. bars.....	1 20
Orange Blossom.....	150 pieces 1 00
(each box contains a bottle of high class perfume. Guaranteed first class)	
Firration Gum (115 pieces).....	0 65
Monte Cristo, 150 pieces.....	1 30
(with brilliant stone ring)	
Mexican Fruit, 36 5c. bars.....	1 90
Sappota, 150 pieces.....	0 90
Sweet Fern, 250 ".....	0 75
Black Jack, 115 ".....	0 75
Red Rose, 115 pieces.....	0 75
Magic Trick, 115 ".....	0 75
Oolah, 115 ".....	0 75
Puzzle Gum, 115 pieces.....	0 75
Bo-Kay, 150 ".....	0 90
Red Spruce Chico 200 ".....	1 00
Automatic.....	
Tutti Frutti Girl.....	800 pieces. 6 00
Sign Box (new).....	
Tutti Frutti cash box 800 ".....	6 00
Glass Jar with Pepsin Tutti Frutti, 115-5c. pkgs, per jar.....	3 75

C. R. SOMERVILLE.

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

CHOCOLATES & COCOAS.

TODHUNTER, MITCHELL & CO.S

Chocolate—	Per lb
French, 1/2's.....	6 and 12 lbs. 0 30
Caracocas, 1/2's.....	6 and 12 lbs. 0 35
Premium, 1/2's.....	6 and 12 lbs. 0 30
Sante, 1/2's, 6 and 12 lbs.....	0 26
Diamond, 1/2's, 6 and 12 lbs.....	0 22
Sticks, gross boxes, each.....	0 00
Cocoa, Homopat'c, 1/2's, 8 & 14 lbs 30	
" Pearl.....	25
" London Pearl 12 & 18 ".....	22
" Rock.....	30
" Bulk, in bxs.....	18
E.P.F.s.	
Cocoa—	per lb
Case of 112 lbs each.....	0 35
Smaller quantities.....	0 37 1/2
BENSDORF'S ROYAL DUTCH COCOA.	
1/2 lb. cans, per doz.....	Boxes each 1 lbs 82 40
1/4 " " ".....	4 50
1 " " ".....	6 50

FRY'S

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

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

JOHN P. MOTT & CO.'S

E. S. McIndoe, Agent, Toronto.)	
Mott's Broma.....	per lb \$0 30
Mott's Prepared Cocoa.....	28
Mott's Homopat'c Cocoa (1/2).....	32
Mott's Breakfast Cocoa.....	45
Mott's Breakf. Cocoa (in tins).....	45
Mott's No. 1 Chocolate.....	30
Mott's Breakfast Chocolate.....	28
Mott's Caracoc Chocolate.....	40
Mott's Diamond Chocolate.....	23
Mott's French-Can Chocolate.....	26-27
Mott's Cocoa Nibbs.....	35
Mott's Cocoa Shells.....	5
Mott's Vanilla Chocolate stick 2 1/2 & 2 1/2	23-24
Mott's Confec Chocolate.....	23c-43
Mott's Sweet Choc. Liquors 2 1/2c-3 1/2c	31

COWAN COCOA AND CHOCOLATE CO.

Cocoas—	per doz
Hygienic Cocoa in 1 lb. tins, 12	
24 and 36 lbs in box.....	7 25
Hygienic Cocoa in 1/2 lb tins, 12	
24 and 36 lbs in box.....	3 75
Hygienic Cocoa in 1/4 lb tins, 12	
24 and 36 lbs in box.....	2 25
Cocoa Essence, pkgs, 2 and 4 doz in box.....	1 40
Iceland Moss, in 1/2 lb pkgs, 6 and 12 lb boxes.....	0 95
London Pearl, in 1/2 lb pkgs, 6 and 12 lb boxes.....	0 30
Soluble (bulk) No. 1 in 10 to 30 lb boxes.....	0 21
Soluble (bulk) No. 2, in 10 to 30 lb boxes.....	0 19
Soluble (bulk) No. 2 in 5 to 10 lb tins.....	0 21
Nibs, any quantity.....	30-35
Shells, any quantity.....	0 05
Chocolates—	
Queen's Dessert, 1/2 and 1/4 in 6 and 12 lb boxes.....	0 40
Diamond, 1/2's, 6 and 12 lb boxes.....	0 28
Mexican Vanilla, 1/2 and 1/4 in 6 and 12 lb boxes.....	0 35
Sweet Ceylon, 1/2 and 1/4 in 6 and 12 lb boxes.....	0 25
Chocolat Parisien, 5c. cakes, in 6 lb boxes.....	0 30
Royal Navy, 1/2 and 1/4, in 6 and 12 lb boxes.....	0 30
Pure Caracoc, (plain) 1/2 and 1/4, in 12 lb boxes.....	0 40
Confectioners' in 10 lb cakes.....	25-35
Powder, in 15 and 30 lb boxes.....	0 25
Creams, in 3 lb boxes.....	0 28
Icing, 1 lb pkgs, per doz.....	2 25
" " " ".....	1 25
Pudding, 1 lb pkgs, per doz.....	2 25

WALTER, BAKER & CO'S

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

MENIER FABRICANT DE CHODOLAT.

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

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



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

RECKITT'S Blue and Black Lead

ALWAYS GIVE YOUR
 CUSTOMERS SATISFACTION.

Prices current, continued.

MINCE MEAT.
J. H. WETHEY'S—ST. CATHARINES
Condensed, per gross, net.... \$12 00

MUSTARD.
ELLIS & KRIGHLEY'S, cts
Durham, Fine, in 1/2 and 1/4 lb tins
per lb..... 25
" Fine, in 1 lb jars..... 25
" Fine, in 4 lb jars..... 75
" Ex. Sup. in bulk, per lb
Superior in bulk, p. lb
Fine..... 20
" Fine..... 15

CHERRY'S IRISH
Pure in 1 lb. tins..... 0 40
Pure in 1/2 lb. tins..... 0 42
Pure in 1/4 lb. tins..... 0 44

NUTS. per lb
Almonds, Ivica..... 16 1/2
" Tarragona..... 16 1/2
" Forrifetta..... 26 32
Almonds, Shelled Valencias..... 45 50
" " Jordan..... 28 30
" " Canary..... 28 30
Brazil..... 14 1/2
Cocoanuts..... 5 6
Filberts, Sicily..... 10 1/2
Pecans..... 13 1/2
Peanuts, roasted..... 13 1/4
" green..... 11 12 1/2
Walnuts, Grenoble..... 15 16
" Bordeaux..... 10 11
" Naples, cases..... 11 12
" Marbots..... 11 12

PETROLEUM. imp. gal
to 10 bbl lots, Toronto..... \$0 12 1/2
Canadian..... 0 12 1/2 \$0 13
Carbon Safety..... 0 16 1/2 0 17
Canadian Water White..... 0 17
Amer'n Water White..... 0 18 1/2 0 19
Photogene..... 0 22
For prices at Petrolia, see Market Report.)

PICKLES, SAUCES, SOUPS.
THE T. A. SNIDER PRESERVE CO.,
CINCINNATI.
Wright & Copp, Agents, Toronto.
per doz
Snider's Tomato Catsup..... qts 5 50
" " " " pts 3 50
" " " " 1/2 pts 2 00
" Chili Sauce..... pts 4 50
" " " " 1/4 pts 3 25

Snider's Soups (in 3 lb cans).
Tomato..... 3 50
Chicken, Mock Turtle, Cream
of Peas, Cream of Asparagus,
Cream of Celery, Cream of
Corn, Oxtail..... 4 50
Chicken Gumbo, Mulligataw-
ay, Mutton Broth, Beef, Veg-
etable, Frintanier, Julienne,
Vermicelli, Noodle..... 4 25
Assorted—Consomme, Bouil-
lon, Pea..... 4 00
Worcester Sauce, 1/2 pts..... \$3 60 \$3 75
" " pints..... 6 25 6 50
Pickles, all kinds, pints..... 3 25
" " quarts..... 6 00
Harvey Sauce-genuine-hlf. pts 3 25
Mushroom Catsup " " 3 25
Anchovy Sauce " " 3 25

PRODUCE.
DAIRY. Per lb
Butter, creamery, tubs. \$0 23 \$0 24
" dairy, tubs, choice 0 19 0 21
" " medium 0 17 0 1
" low grades to com 0 15 0 15
Butter, pound rolls..... 0 21 0 24
" large rolls..... 0 17 0 18
" store crocks..... 0 17 0 18
Cheese..... 0 10 1/2 0 10 1/2

COUNTRY
Eggs, fresh, per doz..... 0 13 0 14
" limes..... ..
Beans..... 1 25 1 50
Onions, per crate..... 1 00 1 19
Potatoes, per bag..... 50 0 60
Hops, 1891 crop..... 0 05 0 06
" 1892 "..... 0 12 0 14
" 1893 "..... 0 00 0 16
Honey, extracted..... 0 05 0 08
" section..... 0 15

PROVISIONS.
Bacon, long clear, p lb 0 10 1/2 0 11
Pork, mess, p. bbl..... 0 20
" short cut..... 21 00
Hams, smoked, per lb..... 13 0 13 1/2
" pickled..... 0 12
Bellies..... 0 13 0 13 1/2
Rolls..... 0 10 0 10 1/2
Bucks..... 0 12 0 12 1/2
Lard, pure, per lb..... 0 12 1/2 0 13
Compound..... 0 09 0 09 1/2
Tallow, refined, per lb. 0 04 1/2 0 05 1/2
" rough, " "..... 0 02

RICE, ETC. Per lb
Rice, Aracan..... 3 1/2 3 1/2
" Patna..... 4 1/2
" Japan..... 5 1/2
" Imperial Seta..... 5 1/2
" extra Burmah..... 3 1/2 4
" Java extra..... 6 1/2 6 1/2
" Genuine Carolina..... 9 1/2 10
Grand Duke..... 6 1/2 6 1/2
Sago..... 4 1/2 5 1/2
Tapioca..... 5 5 1/2
Goathead (finest imported)..... 6 1/2
Crystal, 25 lb sacks..... \$1 35
" 50 " bags..... 2 60

SAPOLIO.
In 1/2 or 1/4 grs. boxes, per gross.... \$11 30

ROOT BEER.
Hire's (Liquid) per doz..... \$2 25

SPICES. Per lb.
GROUND
Pepper, black, pure..... \$0 14 \$0 16
" fine to superior..... 10 15
" white, pure..... 20 25
" fine to choice..... 20 25
Ginger, Jamaica, pure..... 25 27
" African, "..... 16 18
Jassa, fine to pure..... 18 25
Cloves, "..... 14 25
Allspice, choice to pure..... 12 15
Cayenne, "..... 30 35
Nutmegs, "..... 75 1 20
Mace, "..... 1 00 1 25
Mixed Spice, choice to pure..... 30 35
Cream of Tartar, fine to pure 25 32

STARCH.
BRITISH AMERICA STARCH CO
BRANTFORD.

1st Quality White Laundry—
3 lb. cartoons, boxes, 36 lbs..... 5 1/2
Ditto..... brls, 175 "..... 5
Ditto..... kegs, 100 "..... 5
Canada Laundry, boxes, 40 lbs..... 4 1/2
Brantford Gloss—
1 lb. fancy boxes, cases, 36 lbs..... 7 1/2
Lily White Gloss, kegs, 100 lbs..... 6 1/2
1 lb. fancy cartoons, cases, 36 lbs. 7
6 lb. draw-lid bxs, 8 in c'te, 48 lbs. 7
Brantford Cold Water Rice Starch—
1 lb. fancy boxes, cases, 28 lbs..... 9
No. 1 Pure Prepared Corn—
1 lb. packages, boxes, 40 lbs..... 7 1/2
Challenge Prepared Corn—
1 lb. package, boxes, 40 lbs..... 7

KINGSFORDS OSWEGO STARCH.
Pure Starch—
40-lb boxes, 1, 2 and 4 lb pack'g's
36-lb " 3 lb. packages..... 8 1/2
12-lb " "..... 8 1/2
38 to 45-lb boxes..... 8
Silver Gloss Starch—Less trade dis.
40-lb boxes, 1, 2 and 4 lb. pack'g's 9
40-lb " 1/2 lb. package..... 9 1/2
40-lb " 1 lb. "..... 10
40-lb " assorted 1/2 and 1/4 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-lb " "..... 8 1/2

ST. LAWRENCE STARCH CO'S
Culinary Starches—
St. Lawrence corn starch..... 7 1/2
Durham corn starch..... 7
Laundry Starches—
No. 1, White, 4 lb. Cartons..... 5 1/2
" " Bbls..... 5
" " Kegs..... 5
Canada Laundry..... 4 1/2
Ivory Gloss, six 6 lb. boxes, slid-
ing covers..... 7
Ivory Gloss, fancy picture, 1 lb
packs..... 7
Patent Starch, fancy picture, 1
lb. cartons..... 7 1/2
Ivory Starch in cases of 40
packages..... \$3 00

SUGAR. c. per lb
Granulated..... 5 1/2
Paris Lump, bbls and 100 lb. bxs .. 6
" " 50 lb. boxes..... 6 1/2
Extra Ground, bbls lcing..... 6 6 1/2
" " less than a bbl
Powdered, bbls..... 5 1/2 5 1/2
" less than a bbl..... ..
Extra bright refined..... 5 1/2
Bright Yellow..... 4 1/2 5
Medium "..... 4 1/2 4 1/2
Brown..... 4 55 4 55
Dark yellow..... 4 1/2 4 1/2
Raw, brl..... 3 1/2

SALT.
Bbl salt, car lots..... 1 00
Coarse, car lots, F.O.B..... 0 65
" small lots..... 0 85 0 90
Dairy, car lots, F.O.B..... 1 00
" small lots..... 1 25
" quarter-sacks..... 0 40 0 45

CANDIED PEELS

Lemon - Orange
- Citron -

7LB. BOXES ————— 7LB. BOXES

And in 1 lb. assorted boxes.

Correspondence Solicited. . .
Samples sent on Application.

THE _____

Pure Gold Mfg. Co.
TORONTO.

Toronto Salt Works

128 ADELAIDE STREET EAST

TORONTO.

Dealers in all Kinds
of Salt.

Barrel, Coarse and Fine Sack, Table,
Dairy and Rock Salt. Also Packers'
Granulated Rock Salt.

Our "Acme" Table Salt will not get
damp or hard.

QUALITY WINS



It always does in the long run, though sometimes results are slow in showing themselves. The Uniform good quality of our products, however, is fast making for us an assured market for all our output. The number of "Repeat" orders received by us during the past three months is a most gratifying and practical demonstration of the esteem in which our goods are held by the trade. We are now booking orders for Fall delivery and will be pleased to answer all communications.

Prices, Terms, etc., made known on application.

THE KENT CANNING AND PACKING CO.
... CHATHAM, ONT. ...

Prices current, continued—

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

SYRUPS AND MOLASSES.

SYRUPS.	Per lb.	Per gal.
D.	21 24	3 24
M	21 24	3 24
B	21 24	3 24
V.B.	21 24	3 24
E.V.B.	21 24	3 24
E. Superior	21 24	3 24
XX	21 24	3 24
XXX	21 24	3 24
Crown	21 24	3 24

MOLASSES.

Trinidad, in puncheons	0 32 0 35
" bbls	0 36 0 37
" 1/2 bbls	0 40 0 40
New Orleans, in bbls	0 30 0 52
Porto Rico, hdds.	0 38 0 40
" barrels	0 42 0 44
" 1/2 barrels	0 44 0 46

SOAP.

Ivory Bar, 1 lb. bars	per lb 6
Do. 2, 6-16 and 3 lb bars	5 1/2
Primrose, 12 oz. cake, per doz	48
Sapallo, per gross	11 30
Ammonia Soap, 5-box lots	8 85
freight prepaid	

AMMONIA SOAP.

4 Box, 72 bars, per box	\$3 70
5 Box, "	2 85
10 Box, "	2 75
25 Box, "	2 65

TEAS.

CHINA GREENS	per lb
Gunpowder—	
Cases, extra firsts	42 50
Half chests, ordinary firsts	22 38
Young Hyson—	
Cases, sifted, extra firsts	42 50
Cases, small leaf, firsts	35 40
Half chests, ordinary firsts	22 38
" " seconds	17 19
" " thirds	15 17
" " common	13 14
PING SUYU.	
Young Hyson—	
Half chests, firsts	28 32
" " seconds	16 19
Half Boxes, firsts	28 32
" " seconds	16 19
JAPAN.	
Half Chests—	
Finest May pickings	38 40
Choice	32 36
Finest	28 30
Fine	25 27
Good medium	22 24
Medium	19 20
Good common	16 18
Common	13 15
Nagasaki, 1/2 chests Pekoe	16 22
" " Oolong	14 15
" " Gunpowder	16 19
" " Siftings	7 11
Congou—	BLACK.
Half Chests Kaisow, Mon- ing, Pakling	12 60
Caddies, Pakling, Kaisow	18 50
INDIAN.	
Darjeelings	35 55
Assam Pekoes	20 40
Pekoe Souchong	18 30
CEYLON.	
Broken Pekoes	35 42
Pekoes	20 40
Pekoe Souchong	17 35

Unscented Glycerine 0 90
Grey Oatmeal 0 60
Plain Honey 0 75
Plain Glycerine 0 75
Plain Windsor 0 75
Fine Bouquet 1 00
Morse's Toilet Balls 0 90
Turkish Bath 0 60
Infants' Delight 1 20
Surprise (10 cakes) 5 00
Sunlight 3 50
Sterling (100 cakes) 4 85



AMMONIA SOAP.

4 Box, 72 bars, per box	\$3 70
5 Box, "	2 85
10 Box, "	2 75
25 Box, "	2 65

TOBACCO AND CIGARS

British Consols, 4's; bright twist, 5's; Twin Gold Bar, 5's	67c
Ingots, rough and ready, 8's	64
Laurel, 8's	67
Brier, 7's	65
Index, 7's	60
Honeysuckle, 8's	58
Napoleon, 8's	54
Royal Arms, 12's	55
Victoria, 12's	53
Brunette, 12's	50 1/2
Prince of Wales, in caddies	51 1/2
" " in 40 lb boxes	51
Bright Smoking Plug Myrtle, T & B, 3's	60
Lily, 7's	55
Diamond Solace, 12's	50
Myrtle Cut Smoking, 1 lb tins	70
1 lb pg, 5 lb boxes	70
oz pg, 5 lb boxes	70

EMPIRE TOBACCO COMPANY. CUT SMOKING.

Golden Plug, 2 oz. pkg boxes, 5 lbs.	65
Uncle Ned, 2 oz. pkg, bxs 5 lbs	60
Gem, 2 oz, packages, 5 lb boxes	61
Gem, 8 oz tins in 6 lb cases	70

PLUG SMOKING.

Golden Plug	56
Uncle John, 2 x 3, 7s. caddies 16 1/2 lbs.	51
St. Lawrence, 2 x 3, 7s. caddies about 17 lbs.	51
Magnolia, 3 x 6, 8s. caddies about 16 1/2 lbs.	53
Banner, 2 x 3, 7s. caddies about 17 lbs.	48
Sterling, 2 x 3, 7s. caddies about 17 lbs.	46
Louise, Solace, 12s. caddies about 17 lbs.	42
Hawthorn, 8s. butts about 2 1/2 lbs	47
Something Good, 6s. butts 2 1/2 lbs	46 1/2

FANCY SWEET CHEWING

Empire, 3 x 6, 4s. spaced 8s. bxs 4 lbs.	61
Top, 16 oz. spaced 8s. boxes 4 lbs	60
Joy, 3 x 12s., 14 1/2 oz. Spaced 6s. Rough and ready. Butts 25 lbs	52
Judge, 2 x 3, 8s. Flat. Caddies about 20 1/2 lbs.	50
Currency, 3 x 3, 7s. Rough and ready. Caddies about 21 lbs.	49

BLACK SWEET CHEWING.

Lord Stanley, 1 x 3, Navy, 12s caddies about 23 lbs	47 1/2
Lord Stanley, 2 x 3, Solace, 12s caddies about 22 1/2 lbs	47 1/2
Lord Stanley, 2 x 3, Solace 7s. caddies about 22 1/2 lbs.	47 1/2
Lord Stanley, 2 x 6, Navy, 3s caddies about 22 lbs	47 1/2
Lord Stanley, 2 x 6, Navy 4s. caddies about 22 1/2 lbs.	47 1/2
Lord Stanley Narrow, 12s butts about 24 lbs	47

CIGARS—S. DAVIS & SONS Montreal

Size	Per M
Madre E' Hijo, Lord Lansdowne	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	85 00

Cable, Conchas 30 00
Queens 29 00
Cigarettes, all Tobacco—
Cable 7 00
El Padre 1 00
Mauricio 15 00

DOMINION CUT TOBACCO WORKS, MONTREAL.

CIGARETTES. Per M.

Athlete	\$7 50
Puritan	6 25
Sultana	5 75
Derby	4 25
B. C. No. 1	4 00
Sweet Sixteen	3 75
The Holder	3 85
Hyde Park	10 50

CUT TOBACCOS. per lb

Puritan, tenths, 5 lb. boxes	75
Old Chum, ninths, 5 lb box	70
Old Virgin, 1-10 lpbkg, 10 lbbxs	62
Gold Block, ninths, 5 lb boxes.	73

CIGARETTE TOBACCO.

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

PLUG TOBACCO'S.

Old Chum, plug 4s. Solace 16 lbs.	68
" " " 8s " 16	68
" " " 8s. R. & R. 12 1/2	68
" " " chew 7s. R. & R. 14 1/2	58
" " " 7s. Solace 14 1/2	58
" " " 8s. R. & R. 16	58
" " " 8s. Solace 15	58
O. V. - plug 8s. Twist 16	58
O. V. - " 3s. Solace 17 1/2	58
O. V. - " 7s. " 17	55 1/2
Derby, - " 12s. " 17 1/2	51
Derby, - " 7s. " 17	51
Athlete, - " 5s. Twist 9	74

WOODENWARE. per doz

Pails, 2 hoop, clear	No. 1.	\$1 70
" " " "	" 2.	1 90
Pails, 2 hoops, clear	No. 2.	1 60
" " " "	" 3.	1 80
" " " "	" painted.	1 80
Tubs, No. 0.		9 50
" " " "	1.	8 00
" " " "	2.	7 00
" " " "	3.	6 00
Washboards, Globe.		\$1 90 2 00
" " " "	Water Witch	1 40
" " " "	Northern Queen	2 35
" " " "	Planet	1 70
" " " "	Waverly	1 60
" " " "	X X	1 50
" " " "	X	1 30
" " " "	Single Crescent	1 85
" " " "	Double	2 75
" " " "	Jubilee	2 25
" " " "	Globe Improved	2 00
" " " "	Quick and Easy	1 80
" " " "	World	1 75
" " " "	Battler	1 30

Matches, 5 case lots, single case

Parlor	1 70	\$1 75
Telephone	3 30	3 50
Telegraph	3 50	3 70
Safety	4 00	4 20
French	3 00	3 10

Steamship (10 gro. in case)

Single case and under 5 cs.	3 10
5 cases, freight allowed.	3 10

Mops and Handles, comb per doz

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

.. To the General Merchant

Your orders for Books, Stationery, and Paper Supplies may not be large, but you are interested in placing them in the lowest market. **AS MANUFACTURERS** we can meet you in this and can save you a good percentage on your purchases.

WE MANUFACTURE

ENVELOPES in all sizes
Blank Books, Pass Books,
Papeteries, Pads, etc.

AND CARRY A FULL RANGE OF

**Stationers' Sundries,
Paper Bags,
Wrapping Papers, etc.**

Our **LETTER ORDER DEPARTMENT** is well organized and efficiently equipped.

Write us for Samples and Prices

The W. J. Gage Co.'y Ltd.

54 Front St.
West . . .
TORONTO

The Ideal Food for Infants.

By Royal



Letters
Patent.

(Registered)

MILK GRANULES

THE PERFECT EQUIVALENT OF MOTHER'S MILK.

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

50c. Tins, 4 dozen in case.

MILK GRANULES WITH CEREALS

For children of nine months and over.

40c. Tins, 4 dozen in case.

PREPARED BY THE

STAMINAL

The
Vital
Principles
.. of ..



Beef and
Wheat
with
HYPOPHOS-
PHITES

**A FOOD AND A TONIC
IN THE FORM OF
PALATABLE BEEF TEA.
Strengthening and Appetizing.**

Put up in 2, 4, 8 and 16 oz. Bottles.

Johnston Fluid Beef Co., Montreal

PREPARE TO "EARN DOLLARS."

CENTRAL
Business College

TORONTO AND STRATFORD.

We train young men and women for lines of usefulness, and start them on the road to "Success."

THESE INSTITUTIONS ARE THE GREATEST AND BEST COMMERCIAL SCHOOLS IN CANADA.

We had more calls for office help than we could supply.

Circulars upon application.

SHAW & ELLIOTT, Principals.

GROCERY BROKERS

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

AGENTS FOR

THE ST. LAWRENCE SUGAR REFINING CO.,

Unlike the Dutch Process
No Alkalies



— OR —
Other Chemicals
are used in the
preparation of

W. Baker & Co.'s

Breakfast Cocoa,

which is absolutely pure
and soluble.

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

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

JOHNSTON'S
FLUID BEEF

Maintains its high
standard as

A Perfect
Beef Food.

Staminal

Is a FOOD and
a TONIC combined

It contains the feeding qualities of
BEEF and WHEAT and the tonic
qualities of HYPOPHOSPHITES
in the form of a

Palatable Beef Tea.

MILK GRANULES,

Is the solids of pure Cow's Milk so
treated that when dissolved in the
requisite quantity of water it yields
a product that is

The perfect equivalent of
MOTHER'S MILK.

DO YOU WANT

To invest a small sum every month where it will
be safe and yield you in eight years

\$500 or \$1,000

or more, according to amount saved per month.
How much of your earnings DO YOU SAVE AND
INVEST? It is the DOLLARS SAVED, not
those EARNED, which measures the degree of
our future wealth and prosperity.

CAN YOU AFFORD TO SAVE

2 cents a day for 8 years and get \$ 100?
10 cents a day for 8 years and get 500?
20 cents a day for 8 years and get 1,000?

You can if you will. Write for particulars
HENRY O'HARA, President.
JOHN A. M'GILLIVRAY, Q.C., Vic.-Pres.
EDWARD A. TAYLOR, Manager.

Agents Wanted.
The Equitable Savings, Loan and
Building Association,
24 TORONTO STREET, TORONTO.

WILLIAM ARCHER, Carpenter and Store Fitter
VALUATOR,

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

114 SPADINA AVENUE, Toronto.
Cor. of Adela'de St.,

CHARLES F. CLARK, EDW. F. RANDOLPH
PRESIDENT. TREASURER.
ESTABLISHED 1849.

THE BRADSTREET
MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices, PROPRIETORS.

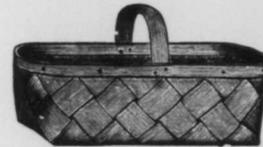
NOS. 279, 281 AND 283 BROADWAY, NEW YORK

Offices in the principal cities of the United States
Canada, the European Continent, Australia and
in London, England.

The Bradstreet Company is the oldest and,
financially, the strongest organization of its
kind—working in one interest and under one
management—with wider ramifications, with
more capital invested in the business, and it
expends more money every year for the collection
and dissemination of information than any
similar institution in the world.

TORONTO OFFICE 36 Front St. East and
27 Wellington St. East.
THOS. C. IRVING, Superintendent.

THE
Oakville Basket Co.,
MANUFACTURERS OF



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

For sale by all Woodenware Dealer

Oakville, Ont.

DURABLE PAILS AND TUBS.

TRY THEM



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

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

Represented by
Chas. Boeckh & Sons, Toronto,
H. A. Nelson & Sons, Montreal.



Dominion Clothes Pin

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

C. C. BROWN,
DANVILLE, QUE.

ORDER
IVORY BAR
SOAP

CHRIST^{TR} JAMES & CO., LONDON,
ENGLAND.

MAKERS OF THE LEADING

Pickles, Marmalade, Sauces

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

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

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

NUGGETS 10c.

Have been on the Market for a short time and can be relied upon. Rich, easily digested, and sellers. TRY SAMPLE TIN

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



PURE CALABRIA "Y. & S." LICORICE, 4, 6, 8, 12 and 16s to pound.

"ACME" LICORICE PELLETS, In 5-pound Tin Cans.

TAR, LICORICE and TOLU WAFERS, in 5-pound Tin Cans.

LICORICE "Y. & S." LOZENGES, In 5-pound Tin Cans and 5-pound Glass Jars.

"PURITY," PURE PENNY-LICORICE, 100 and 200 Sticks in a Box.

Manufactured
Exclusively by

YOUNG & SMYLLIE,

BROOKLYN, NEW YORK.

Where did you see this advertisement?

THE LEADERS

IN THEIR LINE

FOR FINEST GOODS

St. Lawrence Starch Co.



“Tickled to Death.”

THERE is an end to all good things. We must therefore close this pleasant, though somewhat lengthy, chat on trade matters right here; otherwise we cannot be out at the time promised. Now that you have read this number through, what do you think of it? Are you “tickled to death,” like these coons above? There are some good things in it, are there not? Yes! Well, don't you think it would pay you to subscribe and read it regularly? It will only cost you about 17c. a month, or two dollars a year to do so. Our subscribers almost to a man tell us that they sometimes make more out of one number than would pay a year's subscription four times over. What do you think of the advertisements? Some of them are as interesting as the editorial pages. If you happen to remember, you might just mention this fact to the advertisers, it will please and be of value to them. But, first of all, just send in your subscription to **THE CANADIAN GROCER**—if you have not already done so. Well, good bye, will be around next Fall again.

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

Manufacturers of Refined Sugars of the well-known Brand

Redpath

Of the Highest Quality and Purity, made by the Latest Processes, and the Newest and Best Machinery, not Surpassed Anywhere.

- Lump Sugar**, in 50 and 100 lb. boxes.
- "Crown" Granulated**, Special Brand, the finest which can be made
- Extra Granulated**, very Superior Quality.
- "Cream" Sugars**, (not dried.)
- Yellow Sugars** of all Grades and Standards.
- Syrups** of all Grades in Barrels and Half Barrels.
- Sole Makers** of high class Syrups in tins, 2 lb. and 8 lb. each.

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

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

FRUIT JARS

..ALL KINDS..



..ALL SIZES..

Prices Right.

Shipments Prompt.

Gowans, Kent & Co.

TORONTO AND
WINNIPEG.



OAKEY'S 'WELLINGTON' KNIFE POLISH

The Original and only Genuine Preparation for
Cleaning Cutlery.

JOHN OAKEY & SONS, LIMITED,

Manufacturers of Emery, Black Lead, Emery
and Glass Cloths and Papers, &c.,
Wellington Mills, London, England

REPRESENTATIVE IN CANADA:

**JOHN FORMAN, 18 St. Alexis St.,
MONTREAL.**

SITUATION WANTED.

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

Butter in good demand at 20 to 21c.; Eggs firm, selling at 14½ to 15c.; Dried Apples 4½ to 5c.; Green Apples \$1.75 to \$2.50; Potatoes 75c. per bag; Beans \$1.40 to \$1.50; Honey 8 to 9c. per lb.; Turkeys 12½ to 13c. per lb.; Chickens 50 to 60c. per pair; Ducks 60 to 70c. per pair; Geese 5c. per lb. Consignments of above solicited.

J. BELL & CO.,
64 Colborne Street, TORONTO.
Produce Commission Only. Phone 2291

**WINDOW DRESSING
MADE EASY**

ANYONE CAN DO IT?

\$2.25 for \$1.75 Post-Paid, Entire Ourfit

Book of 288 pages, 150 illustrations showing how to do the work. Sells at \$1.75, including Hammer.

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

HARRY HARMAN,

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

FREE SAMPLE OF BONAMI

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



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

EVERY CAN WARRANTED.

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

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

X. L. C. R. SOAP

\$2.25 per ¼ Gross. For cleaning Silver, Nickel Steel, and Household Utensils generally.

Has no equal in the market.

L. E. LAWSON,

The College Grounds, Adelaide St. West,
TORONTO, ONT.

TO OUR Business

Friends

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

Drop us a card if you have not got yours.

THE

SNOW DRIFT CO.
BRANTFORD.

CAFFAROMA

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

C. A. Liffiton & Co.
MONTREAL.

Proprietors of the original patent Caffaroma.

BRUNNER, MOND & CO., LTD.

CRESCENT BRAND.

NORTHWICH, ENGLAND,

MANUFACTURERS OF



BICARBONATE of SODA

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

— SODA CRYSTALS —

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

Orders for direct Importation from the Wholesale Trade Only.

Winn & Holland, - - Montreal

SOLE AGENTS FOR THE DOMINION OF CANADA.

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

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

Write or Wire

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

Representing in Manitoba and the
 North-West Territories :

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

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

LAURENCE GIBB
 Provision Merchant,
 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.

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

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



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

ESTABLISHED 1874.

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

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

WILLIAM RYAN,
PORK PACKER
 Toronto, Ont.

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

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

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

FAC SIMILE OF PACKAGE.



McLAREN'S



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

Butter in good demand ; large rolls, pails,
 crocks, and best store-packed tub sell-
 ing 18 to 20c.; choice dairy tub, 19 to 21c.
 no stock on hand. Eggs, 11½ to 12c.
 We charge five per cent., and prompt
 returns by registered letter.

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

S. K. MOYER,

Commission Merchant,
76 COLBORNE ST.,
TORONTO.

—: DEALER IN :—

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

GEORGE McWILLIAM. FRANK EVERIST
McWILLIAM & EVERIST
 Fruit and Commission Merchants
 25 and 27 Church street,
TORONTO, ONT.

We are receiving direct shipments every week
 of **BANANAS, TOMATOES, POTATOES, CAB-
 BAGE, Etc.** in their season, also all kinds of
 small fruits. A full line of Lemons and Oranges
 now in stock.
 All orders will receive our best attention.

Dawson & Co.

FRUIT
PRODUCE
 and **COMMISSION MERCHANTS**

32 WEST MARKET STREET,
TORONTO.
 Consignments
 Solicited

NOTICE.

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

VANCOUVER, B.C.

Having largely increased their capacity. We ad-
 vise all dealers to see their price list before plac-
 ing their orders for Jams, Jellies, Canned Fruits,
 and Canned Vegetables.

Besides their regular brands of Ground Coffee,
 now so favorably known, they quote:
 Blend No. 1 at 35c., either ground or whole roasted
 " 2 at 33c., " " "
 " 3 at 30c., " " "
 Their Flavoring Extracts are of the choicest
 quality.

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

Confederation Life Association

CAPITAL AND ASSETS
\$5,000,000

INSURANCE AT RISK
\$24,000,000

Head Office: **TORONTO**

PRESIDENT:
HON. SIR W. P. HOWLAND,
C.B., K.C.M.G.

VICE-PRESIDENTS:
EDWARD HOOPER
W. H. BEATTY

MANAGING DIRECTOR:
J. K. MACDONALD

ACTUARY:
W. C. MACDONALD



DIRECTORS:

HON. JAS. YOUNG
S. NORDHEIMER
W. H. GIBBS
A. MCLEAN HOWARD
J. D. EDGAR, M.P.
WALTER S. LEE
A. L. GOODERHAM
W. D. MATTHEWS
GEORGE MITCHELL

:: SALIENT : FEATURES ::

... OF THE NEW ...

Unconditional Accumulative Policy

ISSUED BY THE ASSOCIATION

It is a simple promise to pay the sum insured in the event of death.

It is absolutely free from all restrictions as to residence, travel and occupation from the date of issue.

It is entirely void of all conditions save the payment of the premium.

It provides for the payment of the claim immediately upon the acceptance of the proofs of death.

It offers six modes of settlement at the end of the dividend period.

It is absolutely and automatically non-forfeitable after two years, the insured being entitled to:

- (a) **Extended Insurance**, without application, for the full amount of the Policy, for the further period of time definitely set forth in the Policy, or, on surrender, to a
- (b) **Paid-up Policy**, the amount of which is written in the Policy, or after five years to a
- (c) **Cash Value**, as guaranteed in the Policy.

Full information furnished upon application to the Head Office or to any of the Company's Agents

QUALITY
STRENGTH, FLAVOR
UNEQUALLED.

COMPARE
 COST & PAYING PROFIT
 WITH ANY OTHER
 SOLD BY ALL
 WHOLESALE GROCERS

ADDRESS
STEPHEN L. BARTLETT,
 IMPORTERS
 BOSTON, MASS.



IT
ALWAYS
 PAYS
 TO TALK UP
 A
FIRST CLASS
 ARTICLE



A GREAT SUCCESS
ADAMS'
TUTTI FRUTTI
GUM

THE BEST SELLER EVER KNOWN.



MANUFACTURED ONLY BY **C. R. SOMERVILLE**

36 BARS 180 PIECES
MEXICAN FRUIT

Mexican Fruit Chewing Gum

LONDON · CANADA LABEL REGISTERED.

CHEWING GUM
 PURELY VEGETABLE · ASSORTED FLAVORS.
 EACH WRAPPER BEARS THE SIGNATURE OF THE MANUFACTURER

FINE GOODS OUR SPECIALTY.

MUNGO CIGARS, EXCEPTIONALLY FINE.