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THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED WEEKLY
\$200 PER YEAR

VOL. VI.

TORONTO, AUGUST 12, 1892.

No. 33

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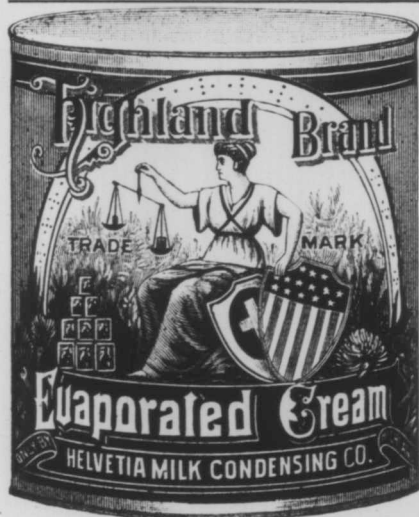
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& GENERAL STOREKEEPER

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

Vol. VI.

TORONTO, AUGUST 12, 1892.

No. 33

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

THE J. B. McLEAN PUBLISHING COMPANY,
FINE MAGAZINE PRINTERS
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It is reported that a line of tea is being sold in this country under entirely false pretences and appearances. It is of inferior quality, but has been faced and worked up so as to pass ordinary insight for a very acceptable Indian tea. It is put up in New York. The trade need to be on their guard against such fraudulent stock. Those who make it a rule to buy from none but reputable jobbers will usually find in that precaution ample security against any impositions of this kind.

The consumption of tea during the hot season has expanded very perceptibly since iced tea came into favor as a summer drink. July and August used to be rather an off-season in the tea trade. Even yet it is not a very brisk time for tea selling at retail counters, as most of the iced tea is drunk at restaurants and hotels, whose supplies are mainly purchased directly from wholesale dealers in tea. Whether or not the iced beverage is to continue or increase in consumption is of course dependent upon whether it continues to be agreeable or is proved to be healthful

to consumers. The latter appears to be a debated point.

They evidently want more canned peas of Canadian packing in England. Grocers there are liable to prosecution under the Adulteration Act for selling canned peas that can be found to contain sulphate of copper in such quantities as to be injurious to health. Several have been fined recently. The grocers are helpless, as they cannot be sure whether a given stock on hand is so adulterated or is pure. It would serve to remove this uncertainty and cause for anxiety if the English trade could get pure goods, and their necessity should be our packers' opportunity.

The child-like Celestial is not always unresponsive to the examples of the western world. The idea of hanging together to uphold prices impresses the artless tea operators of Shanghai as a good one, and like Sancho Panza who invoked blessings on the man that invented sleep, they doubtless revere the memory of the unknown father of combination. This year the total outward shipment of Ping-sueys from that port are to be materially shortened, an agreement among the native guilds having been entered into for the purpose of limiting exports. They realize that it is not the biggest aggregate of sales that yields the biggest aggregate of value, and are keeping down the exports to about 85 per cent of last year's. Already the effect begins to be realized, and prices are going up, an advance of 1 tael having been made since the consummation of the agreement. It will be interesting to observe the course of prices in this class of tea, for the purpose of gauging the stability of a Chinese combine. The principle might thrive in the oriental soil to which it is transplanted. The Chinese are a conservative people, and are not possessed by the

spirit of enterprise to nearly the same degree as the people of the west are. Hence it is probable, if the native character is not a little too wily to bind, that combination would flourish in China.

The Wolverhampton (Eng.) Grocers' Association allowed a test case to be brought against one of its members, for the purpose of settling the question whether wrapping paper might or might not be included in the weight of goods sold to customers, and the Stipendiary Magistrate ruled again that paper should not be included, and fined the grocer against whom the action was brought. A collection of parcels that had been bought under the weights and measures inspector's orders, were examined, and it was found that about 10 drachms had to be deducted for the paper in several cases. In the defence it was pointed out that customers never brought vessels to hold tea, coffee, sugar, raisins and such goods, so that they had to be wrapped in paper, and that since people did not wish to pay additionally for the paper, it had become an established usage, as convenient for the buyer as for the seller, to make the weight asked for include the enclosing paper. It was also shown that the practice was in the interest as well as for the convenience of the customer, inasmuch as it protected his goods from contamination, a thing impossible to avoid if sugar, salt, soap, tea, butter, cheese, fish, etc., were all weighed in the bare scale-pan. All this did not avail, and a fine of 5s. with costs was imposed. The case will be appealed.

It is natural that a trader should do his utmost to expose anything that he knows to be false in the representations of rivals, particularly if he sees that he is losing customers through general belief in these representations. He needs to be cautious, however,

that he does not overstep the bounds of law in any attempt he thus makes to set the public right upon any matter of controversy between his irregular competitor and himself. It is not enough that the statements he makes are true and maintainable by sufficient evidence. They must be shown to be not calculated to do injury to the competitor's business. A case in point came up at the Derbyshire (Eng.) summer assizes a week or two ago. A provision dealer in Derby, goaded by the competition of a co-operative store, had circulated several thousand hand-bills, upon which were printed the prices paid for sixteen articles at the trader's shop and at the co-operative association's store. The comparison of the prices was strongly in favor of the trader. Below this exhibit of prices was printed the affidavit of a woman that she had made the above-mentioned purchases at both places, and had paid the prices as appended to each in the list. Twenty-five thousand of these sheets were distributed. The co-operative association brought an action for libel against the provision dealer. The plea was not that the statements were untrue, but that they were calculated to injure the association in the carrying on of its business, and to prevent customers coming to its shops. The jury brought in a verdict of guilty, and assessed the damages at £1. Law is a peculiar thing. The same trader could have done many other things calculated to injure plaintiff's business without rendering himself open to prosecution or liable for damages. He could have put down his prices, have stocked up with a lot of goods bought at low auction prices, he could have gone out and stopped people on their way past his shop to the association's store, and by any of these ways he would not only have calculated to do, but would have done, serious injury to the co-operative store with perfect immunity from the law. But he must not resort to publishing anything, in his advertisement or otherwise, that has the same tendency.

* * *

The Inspection of Weights and Measures and Gas for 1891 takes up Part 2 of the Inland Revenue Returns for that year. With relation to weights and measures it shows that a large amount of money has been spent to overtake a small amount of fraud. The total revenue was \$33,662.23, the total outlay \$72,305.22. Thus that branch of service falls short nearly \$40,000 of being self-sustaining. The weights, measures of capacity, lineal

measures, balances, steelyards, platform scales, irregular weights and measures, Troy weights, that were examined numbered 200,605, and of these 1,374 were rejected. But the rejection of these 1,374 false measures was not all the good that the \$40,000 did. The inspection system has done much more to prevent the use of wrong standards than inspecting has done to discover such standards, and the general public could easily be cheated out of a dozen times this \$40,000 if a lax system of inspection existed. The general existence of price-cutting and its attendant evil, deterioration in quality, warrant the belief that shortage in quantity would be also an accompanying condition, if the weights and measures were not very thoroughly looked after. A forty thousand dollar tax every year is a much easier burden than the loss in quantity that non-regulated, non-inspected means of measuring out goods would entail. It is material, moreover, that absolutely accurate standards should be in the hands of inspectors, but the Commissioner reports that many of the portable kits are out of adjustment. Many offices, he says, claim that the continued use of them does injury to the weights and weighing machines of the whole Dominion. The Commissioner urges that a competent mechanic be employed to adjust them. This should not be neglected. Traders do not want to be at the risk of losing their scales upon a test that is itself faulty. The Chief Inspector reports the working of the Act unsatisfactory in only one or two respects, but notably in the want of uniformity in the practice of inspecting officers, especially in original inspections at the manufactories where the scales, etc., are made. Makers of weighing machines, complain bitterly of this irregularity. They may gauge their scales according to a standard set up by one inspector, and may find it objected to by another. It is unpleasant to have a weighing apparatus, that has been approved by one inspector before it left the factory, complained of, probably returned by the merchant who bought it, on the ground that another inspector condemned it. A remedy suggested by the manufacturers and approved by the Commissioner, is to appoint a capable man to visit each manufactory of weights, measures, etc., and there explain to the local inspector what constitutes, as regards material, workmanship and finish, a first class article, and the mode of testing the same. Since there is inspection there should be no anomalies.

* * *

Part 3 of the Inland Revenue Returns of Canada for the fiscal year ending 30th June, 1891, has just come from the Government

press. This volume of the Returns deals only with the adulteration of food. A considerable part of its contents has already received some attention in these pages in the notices we have given of the bulletins which from time to time have been issued by the Department. Of these bulletins, those setting forth in detail the results of the official analysis of pepper, coffee, tea, baking powder, sugar and syrup have been treated at some length in THE GROCER. Other bulletins in the series, not dealing with commodities sold by grocers, we have disposed of in a more summary way. Such are those relating to drugs, liquors, milk, water. The Commissioner of Inland Revenue in his report shows that of 924 samples of foods and drugs that were examined, 668 were genuine. This is not so bad a showing for a year that is taken out of a period supposed to be remarkable for adulteration. In the case of all articles of commerce the bulletin gave the names of the persons from whom the samples were bought and by whom they were manufactured. This practice, according to the Commissioner, fails as deterrent, and he warns offenders that prosecution will hereafter have to take the place of simple exposure. The difficulty of obtaining convictions for the debasement of certain goods, owing to the fact that no standard of purity exists, is adverted to, and the Commissioner submits and recommends the adoption of standards prepared by the Chief Analyst, Mr. McFarlane. Such of these proposed standards as relate to articles sold by grocers, should be considered by the trade. They are as follows:—Coffee. When coffee is sold as a mixture or compound, it shall contain only chicory and coffee; the proportion of the former not to exceed 20 per cent.—Lard when sold as compound shall not contain more than 10 per cent. of beef tallow.—Baking Powder shall not contain more than 20 per cent. of starch or flour, and be entirely free from substances containing alumina.—Butter shall not contain more than 15 per cent. water, 5 per cent. salt and 2 per cent. curd.—Mustard. The genuine article shall not contain less than 30 per cent. fixed oil, and the compound or mixture not less than 22 per cent.—Pepper shall not contain more than 8 per cent. ash.—Molasses shall not contain less than 40 per cent. cane sugar.—Syrups shall not contain less than 35 per cent. cane sugar. These standards appear to be reasonable. Being recommended by the Commissioner, it is probable they will be adopted, and as their purpose is to facilitate convictions, it is as well for the trade not to be careless about the quality of the stock they buy.

BRANDS AND PROFITS,

It is in the interests of the manufacturers of branded goods to provide for a liberal margin of profit to the retailer. It is good policy at the outset of an article's trade career, and it is good economy when the article's reputation has become of commercial value and is well established. Too commonly the trade have to complain that the manufacturers' guardian care of prices ceases when the goods have got a strong foothold upon the market. Prices are well looked after until that advantage is gained, and then they are very often left to chance. The case of the retailer in such a position does not rest upon any assumptions about the rightfulness of combination, or of authority in price-making. The retail trade has something of a claim upon the reputation of the goods. This is hardly socialism, inasmuch as no claim upon the goods themselves is pretended. But would the article have acquired such a momentum of reputation as to become self-selling, if the retail trade had not imparted the initial velocity, and had not also continued to keep the force of salesmanship operating upon it? The trade establish the branded article. Their reward is not only the money they make out of the profits secured to them during the up-hill period in the article's history, but an equal ratio of advantage from the article when its reputation is confirmed. If they had 25 per cent. of profit in the article's friendless days, they ought to have 25 per cent. in the heyday of its sale, and the manufacturers should be just as exact to protect the retailer's margin at one time as another. It is part of the retailers' right, as they have been instrumental, and mainly so, in establishing the commercial renown of the article in question. That reputation is partly their property. They have a vested right in it so long as they handle the article, and the revenue from that right should be the continuance of the original rate of profit. If 100 retailers have been selling an article for five years, and have raised the sales in that time 1000 per cent., they ought to be protected from the reckless cutting of some new-comer to the trade, who may wish to make a special run on the particular article so nursed by his seniors in the trade.

But manufacturers are sometimes ungrateful. Not only by allowing cutting do they neglect the retailers who have hoisted their brands into an assured position in the market, but they also frequently permit the sale of their brands by others than grocers, after the demand has become popular. This is as impolitic as it is ungrateful. The reality of the retailers' property in the reputation of the article becomes then apparent; they have made the reputation; they can unmake it. They at once take hold of a rival line, they at once drop the thing they worked into prominence, and soon the public cease to pronounce the name of the former brand.

The retailers' good offices render the most

live and most effective advertising that it is possible to put before consumers. Salesmanship has an influence and a persuasiveness that are worth more than the owner of a brand usually pays for its services. It is a great thing for one man to make a million dollars by his ownership of a brand, while probably 10,000 men make only a quarter of a million among them for creating and cultivating the soil of the demand on which that million dollars grew.

There is many a flower born to blush unseen, that is fully as beautiful as that which basks in the admiration of thousands. Beauty in the case of the lonely flower is not less effective to win it admiration than merit in the case of articles of commerce. The merit may be unquestionable, and yet the article may be a failure. What the flower in the desert wants it wants, and that is prominence, in other words advertising. The retail trade, by showing goods, by offering them, by exposing them on their shelves, by putting announcements in the local press, keep goods in a hot house atmosphere of advertising. That does the work which entitles them to fair treatment by manufacturers.

OUNCES AND CENTS.

It is interesting to note how general the use of money units is to express the result of price-cutting. A trader always sells a thing, when he does cut, at a few cents less than the regular price. He never talks of giving an ounce or a pound more for the given price. The weight or measure is stationary, but the price is variable. For example, a trader will sell at 14c. a pound something of which the price is 16c. Here he loses the quoted price of two ounces, but he never puts it this way to the buyer. He says he gives the buyer 2c. on the price. Consequently, the traders who sweat profits the most prodigally from their prices are usually very particular not to give a hair's weight too much on the scales. It is the very irony of business that a man will take pains to secure a nice balance between the two sides of the scales, and will at the same time show himself regardless of maintaining a balance between the total cost with a fair profit added and the selling-price of the article so scrupulously weighed. Why is he more particular about the ounces than he is about the cents? Probably he would answer, if asked, that he cannot afford to be heedless of both. The weight must be all that it is pretended, the law looks after that, but it can be as much more as the dealer pleases, provided he expresses it in its exact terms. There is no relation of money's worth to weight established by law.

If the grocer would keep an eye to his cents in the same careful way he does to his ounces, he would seldom fail. The scales are present at every sale that is made, and their witness to the equality in gravity between the weights and the thing weighed restrains the trader from cheating himself.

If there were a similar mechanical contrivance to represent the year's balance sheet in process of formation, so that debit and credit side would move up or down according as delicate losses or gains were registered, the trader might be equally influenced to look after the cents. It is the thing which he can close his eyes to that finally swamps him. He does not cheat himself on the scales, but he does on the books. On them the grand aggregate of little differences comes up before him and makes him serious when it is too late to recall the lost cents. The scales keep watch over the grains and the tons take care of themselves. It's a pity that accounts would not haunt the retailer in the same way and look after the cents.

WHERE CREDIT DOES GOOD.

There are men who can date their reform from the condition of the ne'er-do-weel from the moment when somebody gave them credit. Many a young man needs but the steadying influence of somebody's confidence and of the sense of responsibility that such confidence begets in the right nature. The population abounds with men, particularly young men, who do not feel it incumbent upon them to save any of their earnings. They use their money to dress themselves, hire livery rigs, go to every description of entertainment, and after doing this thing for probably ten years they have no surplus to begin life seriously with. If some one could persuade them to put by a little each week in a savings bank it would be philanthropical act and one of public as well as private benefit, for each individual man of thrift is a factor in public and national progress.

But there are many people who cannot be reached by any appeal based on abstract considerations. They require something more tangible to enlist their enthusiasm. There is a well-defined difference between types of men who are wasters that may be reclaimed. One can be led to save by an inducement that is entirely prospective. He is persuaded to lay aside money for a year because a lot of land then is coming on the market that can be got hold of for a small initial payment, and somebody urges him to hoard up for it. Another spendthrift has not the will to keep on denying himself and accumulating for something ahead of him, and before a month has gone by the good intention dissolves, and his money is squandered. But probably the same man would have kept on economically if the object were retrospective, if he had been trusted with something and had been drawn into an engagement to pay so much per month. That engagement supplies what his will lacks, that is authority, and the young man submits to it.

Honesty is not at fault in either of the supposed cases. With one an object gained is an incentive, with the other it probably would not, though an object of pursuit would be. It is a matter of common remark that some men work earnestly and honestly to get money to pay for dead horses, but have not the enterprise to keep on earning, that they may have money in hand to buy live ones when they need them. Thus debt is the only thing that will make some men save money. They do not earn to buy, they earn to pay. Such people have to be trusted by traders, and they are worth trusting.

THE SPIDER AND THE FLY.

(CONTINUED.)

Grocer.—You are right there, sir, they have no use for the quiet, steady, honest grocer. The thing would get too monotonous altogether. They are something like the boy who was ashamed to walk down the street with his father, because the old man's clothes were not cut in the proper style; he was too old fashioned. But that old man had almost worked his finger nails off to put the young pup in the position he was now occupying. He would sooner walk down the street with an empty-headed snob who had not an ounce of brains in his head, but who had his clothes cut in the latest style, though not paid for. So the wholesale men are tired of the honest, hard working grocer, who has worked his finger nails off to put them where they are, and now they are tired of him and they want something new. The steady-going sort are all right enough, you know, but a change is wanted. Still, when the wholesalers have a note to meet and need the money badly, the old steady, hundred-cents-in-the-dollar grocer is the one they will fly to to get it to help them out. They say to the collector, "Run up to So and So; you are sure to get it there." Yet all the time they are backing up the other sucker who is cutting the honest grocer's throat and trying to disable him from paying the hundred cents in the dollar. When one of these stylish smart Alecks comes along dressed up to the nines and has plenty of blow and is not particular how many lies he tells, they catch on. This is something new, a mystery, there is something curious about it, let's try and find out what it is; and they find out. So do lots of other people to their cost. It is surprising that men who are supposed to be smart, intelligent men can be so easily magnetized by such bogus magnates. They must evidently be wanting to be caught. They say, "This man here is a smart man; he can sell lots of stuff." Rather he can give it away. He is a smart man; he can gull the public; he is not afraid to tell lies; he'll call things by anything but their proper name; he's not afraid to enter into any little scheme, whether it is all right or not, so long as there is money in it. Yes, that is where it is—money! Why, it sometimes seems as if money and position and influence ruled the world. Once get into a certain ring and you can do almost anything with impunity. Why, for money and position men are selling themselves every day. Once get into that ring and you could almost sink a nation. There are men walking the streets of Toronto to-day, who if they had been poor men they would have been in the penitentiary. Just look at the way the street car company have been killing their horses by overwork and nothing said. Where is your Humane Society? what keeps them quiet? They were some time ago fined a dollar and costs. What is that to such a company? It ought

to be a hundred dollars, or the price of the horse. If it was a poor man that was doing that he would be fined, and very likely arrested before he had gone half a dozen yards.

C. T.—Well, sir, you are right. There is a great deal contained in what you say. The only salvation for the country is true Christianity at the heart, and the rest will be all right. Even in your churches how many real true christians can you find? Why, even some ministers preach to please more than anything else. They want to be popular. Some of them are afraid to preach the truth too plain, for fear of losing a good paying pew-holder. It's a bad sign to see a minister too popular. It is a sign that he resembles too many of the congregation. The most popular man is not the best man by any means. Why, it is an honor to be hooted by the majority, because the majority are on the wrong road. Even the most popular traveller is not the best man by any means. The most popular traveller is the one who can drink, smoke, dance and not be too particular at times—one of the boys. But say, Mr. H. we have been so busy talking that I had forgotten the time.

Grocer.—So had I. When once I get started I get so excited that I don't know when to stop. I get boiling sometimes when I think of it all.

C. T.—Well it does make you feel that way sometimes. It makes me boil sometimes when I see the inconsistencies of some people. But we can't expect to have everything all right here. It would be too much like Heaven, and we would not want to leave it and that would never do.

Grocer.—I suppose not.

C. T.—No, sir. By-the-by, Mr. H. how do you feel on the Wednesday afternoon half holiday question?

Grocer.—Oh, Yes. Ha, ha! the Wednesday afternoon half holiday. Ha, ha! well don't you see, there is M. across the street, the fruit man, he keeps everything in the grocery line, but a pinch of sugar, ha, ha!

C. T.—You don't say. Do you mean that fruit man on the other side of the road, that small place over there?

Grocer.—Yes. I don't see how you are going to manage it when he does that. Ha, ha!

C. T.—Well, we will try and get him to close too.

Grocer.—I don't think he'll do it, you know, ha, ha!

C. T.—I have an agreement here that I am getting signed by all those in favor of it, and if you don't mind, you being one of the leading grocers up here, I would like you to sign it.

Grocer.—Well, don't you see, ha, ha! how are you going to do it when he has everything but a pinch of sugar.

C. T.—P. has signed it and intends to close.

Grocer.—Has P. signed it?

C. T.—Yes, sir.

Grocer.—Well, if P. has signed it, ha, ha!

[TO BE CONTINUED.]

HEED THIS.

The merchant, either wholesale or retail, who allows his competitor to make prices for him is on the road to bankruptcy. By this we mean that the enterprising dealer while fixing his prices at fair market rates should not cut under these figures merely because some haggling customer tells him that his price for some particular article is higher than that of his competitor. In most cases such statements are without foundation when made to a merchant who understands his business and who aims to sell goods at fair prices. Concessions made to buyers of this class based on such assertions are usually thrown away, for, as a rule, similar concessions are asked for on the next occasion, and if not granted the customer is offended and withdraws his trade altogether. The best policy is to quote prices which will enable you to make a fair profit and not to deviate therefrom for fear of losing business. A small trade with profit is far better than a big business which brings no returns.—Grocer and Country Merchant.

HENRY GRADY'S ADVICE TO A YOUNG MAN.

Never gamble—of all the vices that enthrall men this is the worst, the strongest and most insidious. Outside of the morality of it, it is the poorest business and poorest fun. No man is safe that plays at all. It is easier never to play. I never saw a man, a gentleman or man of business, who did not regret the time and money he had wasted in it. A man who plays poker is unfit for every other business on earth.

Never drink—I love liquor, and I love the fellowship involved in drinking. My safety has been that I never drank at all. It is much easier not to drink at all than to drink a little. If I had to attribute what I have done in life to any one thing, I should attribute it to the fact that I am a teetotaler. As sure as you are born, it is the best and safest way.

Marry early—there is nothing that steadies a young man like marrying a good girl and raising a family. By marrying young your children grow up when they are a pleasure to you. You feel the responsibility of life, you avoid bad habits.

If you never drink, never gamble and marry early, there is no limit to the useful and distinguished life you may live.

You will be the pride of your father's heart and the joy of your mother's. I don't know if there is any happiness on earth worth having outside of the happiness of knowing that you have done your duty and have tried to do good. You try to build up. There are always plenty of other who will do all the tearing down that is necessary. You try to live in the sunshine. Men who stay in the shade always get mildewed.

HALIFAX GROCER'S ASSOCIATION.

The Halifax Retail Grocer's association held their annual meeting the evening of the 2nd inst., at St. Mary's hall. It was largely attended.

The reports of the president and secretary, which were unanimously adopted, showed the association to be in a flourishing condition as to the membership and financially. The following officers were appointed for the ensuing year:

- President—Jas. H. Gass, re-elected.
- Vice-President—Andrew Hubley, re-elected.
- Secretary—W. C. Bishop, re-elected.
- Treasurer—R. N. McDonald.
- Guard—Richard Power.
- Directors—Edward Donohoe, Edward J. Fenton, John Dence, F. H. Stephens.

At the conclusion of the meeting the members were entertained by the president-elect at a substantial repast, which passed off in a very enjoyable manner.

A TEA TRANSACTION.

A short time since a party was offered a sample of Japan tea representing about 250 packages at 11 3/4 c., but as he refused to give over 11 1/2 c. the tea was sold to another firm at the first named figure. The buyer then sent for a broker and instructed him to offer the same lot of tea at 14 1/2 c. to the party which could have bought it in the first instance at 11 3/4 c. but at the same time to say the tea belonged to the house the aforesaid broker represented. The broker accordingly offered the lot as directed at 14 1/2 c. on precisely the same sample that had been refused at 11 3/4 c., and the identical party who could have bought it a few days before at the latter figure actually took it at 14 c. These facts go to demonstrate how easily people may be deceived in the quality of tea unless they are thorough experts and judges of the article. Here is an instance in which a well known member of the trade was so mistaken in the quality of a sample of tea offered him on two different occasions, of only a few days apart, that he was willing to pay 2 1/4 c. per lb. more for the last squint than the first. The joke eventually dawned upon the deceived purchaser, when he in turn offered the lot at 15 c. to the party who in the first instance wanted to sell it at 11 3/4 c. The latter took the sample, examined it carefully and ejaculated:—"Why this is the same tea I sold to so and so, at 11 3/4 c. and you refused to give over 11 1/2 c. for. As soon as this flood of daylight burst in upon the innocent and astonished trader, he commenced to re-examine the sample, and at the same time exclaimed. "Oh! the devil it is!" and at once returned to his private office to cogitate upon the deceptive nature of samples of Japan tea.—Montreal Trade Bulletin.

THE WORKERS.

The accompanying portraits are those that were too late for last week's issue, in our report of the Montreal Retail Grocers' Association annual Pic-nic.



A. D. THOMAS GAUDHIER,
Founder of the Association, and Hon. Sec'y.



S. DEMERS,
President of the Association, who has a neat grocery store on St. Antoine St., and is a worker.



A. D. FRASER,
Chairman of refreshments, printing, advertising and railway committee of the twelfth annual Pic-nic.

SOME GOOD BUSINESS MAXIMS.

Every young man intending to follow mercantile pursuits ought to spend some years of preparation in a methodically conducted establishment. If he enters haphazard he becomes a haphazard dealer. He should be trained as to values, how to buy and how to sell, and also as to management, from the picking up of the string from the floor to the banking of his cash. It is a mistake for a mechanic, the professional man or the farmer to rent a store, furnish limited capital, and start "the boy" in business without his having had any training or having any knowledge of the quicksands, shoals and rocks on which he is going to launch his craft, says John Field.

In some instances, owing to the peculiar environments of the case, and by having secured the services of some competent clerk, he may succeed, but in nine cases out of ten the venture will prove a deplorable failure. This represents a class of people who are apt to overlook the difference between the gross receipts and the net profits of the cash drawer, and are, therefore, led into extravagant habits of life by the handling of so much money without proper training for its care-taking. Furthermore, they are the very kind of people who will be over-persuaded by the plausible salesman, and would be likely, therefore, to overstock themselves, in consequence of which the fatal error of slow payment is sure to follow.

Every merchant—wholesale and retail—should inscribe as a motto on his ledgers the old German proverb: "Lang krankheit ist sicherer tod" (long sickness is sure death). In these days of sharp competition, when a dealer cannot make his payments so as to secure cash discounts, the sooner he goes into liquidation the better it will be for himself and all concerned.

Of course, there are many instances where men, and women, too, of modest pretensions have commenced in a small way, and finally succeeded; but their training comes with the development of their business. They not only know how to make a little money, but also how to save what they do make. But in the broad field or higher plane of business life, if we look at the successful men of today, we find in almost every instance that they are well trained, intelligent men, who take an inventory and settle up in their business annually—men who know when, where and how to buy, and when, where and how to sell; men who know when and how to say yes and no, as the case demands.—N.Y. Grocers' Monthly Review.

Wholesale merchants generally and members of the Commercial Traveller's Association will be gratified in knowing that in future the rate for commercial travellers over the Canadian Pacific railway short line from Montreal to St. John, N.B., will be 2 1/4 cents per mile, and the same rate will apply to all points in New Brunswick.

IT PAYS TO BE PARTICULAR.

There is a grocer's clerk in St. Louis who was formerly a proprietor. He had capital and experience, but when his business was wound up by the sheriff he had lost all but his increased stock of experience. Two poor young Germans who started in a small way a block from his old stand have now a creditable store and stock and a balance in bank. An early caller at both stores found a clerk leaning on a broom lazily reading the morning paper at the old man's store. At the young men's store everything was already clean and neat, and the partners were busily picking over the stock of strawberries. The result of their labors was a long line of beautiful, blushing, firm fruit at two boxes for 25 cents and a small line of not undesirable "seconds" at a fair price of 10 cents a box.

Attention thus attracted to one exhibition of their faith in the idea that it pays to be particular, was bred in, further observing the nicely arranged display of fruit and vegetables without their doors. This was one of the best advertisements this little firm ever had. It was one that cost them no money, only some time and trouble. They had arrived at the conclusion that to dispose of their perishable stock to the best profit to themselves they must display them in a manner most attractive to the passer-by. They found that there was good money in scattering their asparagus as they received it from the commission men, assorting it and retying it in shapely bundles with a little cheap cigar ribbon. Everything else was similarly handled. Celery was thoroughly cleaned, neatly bunched and tied with blue twine, contrasting pleasantly with the waxy white of the stems.

Not only were the vegetables thus treated until the whole array formed a picture that would win approval from an artist's eye, and tease the confirmed dyspeptic into healthy hunger, but the framing was not neglected. Leisure hours between noon and evening had been used in which to construct two neatly joined terraced stands, and well-fitted trays. This basis for their display was far in advance of the heterogeneous collection of boxes and upturned barrels, buckets and measures in use by their "experienced" competitor on the next corner.

The sidewalk in front of the old grocer's store after the customers had been there was strewn with waste and withered vegetable tops, resulting from his stock of green groceries having been pitchforked into a stack and aimlessly pulled to pieces as demands were made upon it. In front of the new firm's store there was a clean deck, because all the withered and broken leaves and stalks had been disposed of before the goods were displayed.

The old clerk can't see how it is that two greenhorns can make money out of a neighborhood that starved him out, but one of the reasons for their success was apparent to other observers.—St. Louis Grocer.

INDIA RUBBER IN CHEWING GUM.

A great many false statements have been made as to the composition of ordinary chewing gum. Of course where spruce gum is used, every one knows what the basis of it is, and the article is sold to-day pure and in good quality at from 50 cents to \$1.50 per pound. Most of this gum is gathered in the Green Mountain regions of Vermont, and is sold through the west, as other kinds are more popular on the Atlantic seaboard. The gum, however, that is sold from candy stands and in drug stores to-day is of totally different origin and as a rule it is a manufactured product. To a certain extent this is a secret, as all Indian rubber compounds are secret to ordinary observers. What is known as Yucatan gum is made of gum chicle, sugar and a variety of flavors, with certain ingredients which are kept secret, but help to make a homogeneous mass. The flavors that are used are peppermint, winter-green, licorice, pineapple, and some few medicinal ingredients.

Experts in chewing gum manufacture can tell in a minute whether good flavors are used, whether the best gum is incorporated, and just what the quality of the compound is, but in order to tell this accurately they are obliged to test it by chewing. The gum has a certain quality of sugar added to it to sweeten and make it palatable. It will be noticed that in chewing gum, after it has been in the mouth awhile, the sugar and flavor is entirely gone, and what remains is the rubber-like product which is the chicle gum nearly pure. This gum is the sap of a Mexican tree which is called sapodilla. It grows in other countries besides Mexico, but that is the only country where a business is made of tapping it. It is collected like India rubber sap, by cutting incisions in the bark, between the months of November and April, and after the gum has been gathered, it is packed in sacks, 200 pounds to the sack. It is then a light-colored mass that appears to be about half way between gutta percha and India rubber. In the factories it is washed, dried and mixed much as India rubber is, only it needs no process of vulcanization, and when run off on the spreaders is cut into sticks, wrapped and packed ready for shipment. Within a few years the industry has assumed large proportions and the demand for it seems to be growing every day. This is the only part of the rubber business that seems to have no dull season, as one part of the year is just as good as another and chewers want their gum in winter as well as summer. It is a mistake to think that only shop girls and ignorant people chew gum, as the habit has invaded all classes of society and many physicians recommend it highly.

Tobacco chewers who are trying to give up their habit often take to chewing gum and find it of help to them. It is a curious fact that in England they do not chew gum but rather look down upon the habit as being

vulgar, and of the small quantities that have been shipped abroad, but little has been sold. The time doubtless will come, however, when this democratic habit will overcome the prejudices of our cousins across the water, and when the Prince of Wales will be seen with a quid of the American gum in his mouth, chewing it with as much gusto as a Bowery boy. Already Australia has thrown up her hands, and decided that gum is a necessity, and American manufacturers are working that market for all it is worth.—India Rubber World.

THE RETAIL GROCERY CLERK.

"I could never understand why it is that the purchasing public thinks that anybody can make a good grocer's clerk," says a well known retail grocer of St. Louis in the "Grocer" of that city. "The popular impression is that anyone who can handle a broom, a scrubbing brush, make change, handle scales and tie up packages, is thoroughly competent to fill a clerical position in a well-ordered grocery. The truth of the matter is, it requires just as much tact, training and native ability to deal out groceries as it does to measure out ribbons or fit a pair of shoes on a customer. I doubt if the dry-goods merchant experiences half as much difficulty in breaking in a new clerk as we do. His stock is easier kept in order, and is less susceptible to changes in price. In the grocery there are so many different articles, and so many grades of each article, that it takes the new clerk considerable time, even with close application, to get the run of prices. Then, the desirable clerk must have some taste in the way of arranging stock. The matter of making a grocery as attractive as a dry-goods store has never received the attention it deserves, but I insist that it is just as possible to so display our goods that it will be as much of a pleasure for the consumer to visit the grocery as it is to visit the notion or dry-goods store. The very multiplicity of our lines, usually considered an impediment to a neat arrangement, are, in fact, only an aid to a diversified and artistic display. It requires hard work and attention, of course, but the clerk who will put his mind to it, and who is not afraid to exercise a little elbow grease, won't be in the business long until he will find himself commanding a much better salary than is paid the average clerk."

Professor R. C. Kedzie of the Michigan State Agricultural College says: With the exception of

DR. PRICE'S
Cream Baking
Powder.

which is a cleanly, pure, wholesome compound, conforming with nature's own formulas of human diet, we found every sample more or less tainted.

DID YOU EVER THINK

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

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

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

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

Ask your Grocer for
DIAMOND CRYSTAL SALT.

We are now in a position to ship orders promptly.

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

AGENTS,

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

DALU KOLA CONGOU.
IMPERIAL BREAKFAST CONGOU.
RUSSIAN BLEND CONGOU.

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

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

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

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

Saint Charles Evaporated Cream.

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

JAMES TURNER & Co., Hamilton.
Wholesale Agents.

THE
"MONSOON"
BRAND
Pure Indian Tea

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

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

JOHN BURGESS & SON
SAUCE
AND
PICKLE
MANUFACTURERS,

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

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

Our travellers are now out with new samples of

LAMPS AND FANCY GOODS.

Wait for them!

W. J. REID & CO.

—IMPORTERS OF—

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

Send for Price
our price
ple Cas



Star
Star
Star
Star

UNEQUALLED

BLACK

TOBACCO.

Manufactured by the

Empire Tobacco Co.,

MONTREAL.

Sam-

this paper.

DRY GOODS.

During the past week the house trade has again been small, but orders received direct and through the travellers have been very encouraging, and every house is busy filling orders. The demand is quite general and has been spread over nearly all the available lines. This is due to the fact that retailers are adopting more and more the hand to mouth system and heavy season orders are becoming a thing of the past. There are no really small months as there used to be, but the trade is more regular and each month has a more or less continued demand for some classes of goods.

Collections last week were really good for their season. The retailers have very little chance to gather money, unless they are previously prepared for their August payments. Collections run from sixty to seventy per cent. of the accounts due. This is quite remarkable for this season. In fact, the last three months have shown a much greater movement for cash than last season with the same volume of trade, thus showing that retailers are booking less.

The Kerrs have brought out a spool called Price's (K.P.), which will be sold at the same price as Clark's Anchor, M. E. Q., and Chadwick's, all of which have recently fallen in price.

The combination among the manufacturers of rubber coats has been broken, and prices have taken a sudden drop amounting to over thirty per cent.

NOTES.

McMaster & Co. are showing a nice range of plain and fancy fittings. Among the newest are the Carnival, Girton, Ostrich, and Chiffon frillings, and cream, black and white Lesse frillings. In laces their stock is well-selected, and includes black and cream Spanish; Pointe' Irelande in white, natural, and two-tone effect; tattings; Torchon laces and edgings; and Valenciennes. Their stock of buttons is full, especially in jets, pearls, fancy metals, and pearlettes for jackets and cloaks, in all the leading shades and newest designs. The New Primrose, is a new kid glove which is said to be the best value shown for some time.

W. R. Brock & Co. are having a strong demand for fancy Jacquard dress goods. Their stock is almost depleted. Their stock of Canadian tweeds contains many very pretty designs, and for suitings the demand seems to run strong on these goods. Browns are selling well, but it cannot be said that the demand is for any particular color.

Gordon, MacKay & Co. are showing special lines of cashmere hosiery at \$2.25 and \$4.50. These lines are of especial value and are having a deservedly large sale. Their stock of domestic woollen hosiery is well assorted in both plains and ribs. A new thing which is selling well is the patent lock-stitch hose which has a ten-fold knee, warranted not to ravel when torn and especially suited

for boys' wear. They have just opened up a large shipment of black and colored Oriental velveteen, which seems to be of first-class manufacture. They have just secured 200 pieces of 52-inch loom damask and 75 pieces of 58-inch, which were procured at a low price and will be offered as a special drive.

Caldecott, Burton & Spence are having a large demand for their fall tweed dress goods, due in part to the lines of match gimps and buttons, which they have had manufactured to accompany these dress goods. Ribbed cashmere hosiery of which they have a well assorted stock, is finding a strong market at present. Ladies' underwear in common wools and merino is one of their leading lines. Their stock of Japanese brocaded and plain silk handkerchiefs is diminishing very rapidly. Among other novelties are: an oak easel, which is cheaper than brass and more pleasing than bamboo, and an oscillating wooden bracket for suspending curtains.

Wyld, Grasett & Darling are having a very strong demand for ribbed vests and pearl buttons. In black silk laces and veilings, they are showing some well made and artistic varieties, varied in pattern and quality, but all of good value. Their range of tablings is extensive, especially good quality being shown in loom damasks, turkey reds, and bleached. Table napkins in figured damask are shown in choice patterns.

The house of Samson, Kennedy & Co. is filled with seasonable goods at present, and never was business so prosperous with this firm. Every line of domestic and foreign manufacture is carefully studied and the best has been secured. Every department contains many new varieties well worthy of attention. In ribbons, faille, moire, double satin and baby ribbons are shown at very fair prices. A large stock of Windsor ties is seen, and the fall demand for these goods has been anticipated. They are shown in polka dots, shots, royal twills, surahs and pongees. In frillings, the ostrich and chiffons are the leading lines.

For the agricultural trade Jno. Macdonald & Co. are showing an extensive range of jute horse blankets, shaped, lined and unlined; and also fawn wool blankets in square and shaped and in all sizes. Their haberdashery department is well filled at present with well assorted lines and they are prepared to handle early buyers from all over. A British Columbia merchant has this week made some very extensive purchases from this department. Umbrellas, bathing suits and neckwear have been receiving special attention the past week. Four cases of American braces have been opened up; the last lot which was mentioned in these columns sold very fast and a repeat was necessary. Being a job lot they will be sold at special prices. A low line of faille ribbons is being shown, and is worthy of the attention of shrewd buyers. Black silk velvets, from 18 to 27 inch, are being offered at special prices. The stock of tartan dress goods in all the new plaids is quite varied and attractive.

H. P. ECKARDT & CO.,

WHOLESALE GROCERS,

WHOLESALE AGENTS FOR

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

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

SPECIAL NOTICE TO THE TRADE.

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

Respectfully,
THE SNOW DRIFT CO.,
BRANTFORD

CANDY.

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

We make a specialty of "Gross Goods," which yield the retailer a large profit.

Our travellers are now filling their sample cases with new lines and will be on the road at once. Should they not go to your town, send in your orders by mail and we will give them careful attention.

Wm. Paterson & Son
BRANTFORD.

Best Value Made.

Ocean Wave
Baking Powder

Sold only in Cans.

HUDON, HEBERT & CIE.,

Wholesale Grocers

—AND—

Wine Importers,

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

MONTREAL, CANADA.

WE OFFER 2000 CASES

= TOMATOES =

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

L. CHAPUT, FILS & CIE.

Wholesale Grocers, Montreal.

Caverhill, Rose, Hughes & Co.

IMPORTERS

Teas, Fancy Groceries and Table Delicacies.

309, 311 and 313 COMMISSIONERS,

CORNER ST. PETER STREET,

MONTREAL.

Todhunter, Mitchell & Co.,

—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

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

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS,

TORONTO.



The proprietors of the Bay of Quinte Canning Factory propose establishing a branch in Winnipeg.

W. E. Zimmerman, traveller for W. H. Gillard & Co., Hamilton, is again confined to his bed with typhoid fever.

R. M. Fullerton, of the Snow-Drift Baking Powder Co., Brantford, is, we are pleased to learn around again after a severe illness.

A grocer in the North has a bundle of old unpaid bills hung up in his store labeled. "The reason why I do not give credit."—Grocery World.

A "model of the figure of Lot's wife in salt" will appear in the Kansas World's Fair exhibit to represent or illustrate the salt industry of the state.

A despatch from London states that the first five carloads of fruit from California arrived there on the 4th inst., in good condition by the steamer Majestic.

The terms of engagement having expired, Donald Morrison has left the firm of Lucas, Steele & Bristol, of Hamilton, and purposes shortly going into business, on his own account.

A. Fader, fish merchant, Vancouver, had in his store on Water street the other day a monster salmon weighing 60 lbs. It was caught in the Fraser River, and is probably one of the biggest ever caught.

The St. Thomas grocers met on the first inst. to consider the holding of a picnic and procession. It was decided not to do so this year, owing to the lateness of the season, but to arrange one early next summer.

The grocers of London challenge the grocers of St. Thomas to a game of base ball to be played on Civic Holiday, Aug. 16th. The match to be for a quantity of flour, or something of that nature to be given to the poor.

At the Columbian Exhibition, canned goods, fruit, fish, meats, &c., will form in themselves a big exhibit in which canned fish, and especially canned salmon, will be made a prominent exhibit in the Canadian Court by the Department of Marine and Fisheries.

The Montreal Retail Grocers' Association held quite an enthusiastic meeting the other evening, when the prizes were distributed that were won at the pic-nic. After this Peter Gannon was elected secretary, pro tem, in place of Mr. Hurtubise, resigned, and the meeting was adjourned.

The retail grocers of Montreal who deal in dry groceries alone propose the formation of a separate association from the one now existing in that city, the majority of whose members deal in wine and spirits as well as

in dry groceries. The membership of the new association would not include dealers in wet goods.

The Maritime Grocer and Commercial Review is the name of a new fortnightly trade paper published in Halifax. The first number, just to head, gives fair augury that it will be well buoyed up by the waves of that class and section of commercial favor on which it has ventured forth. We welcome it to our exchange list.

Jos. Coupland, wholesale produce and commission merchant on Water street, Vancouver, has sold out to Baker & Leeson, late of Douglas, Man. The new firm took over the business on August 1st. They were engaged in business as general merchants in Manitoba, and Mr. Leeson will not go out till the Fall.

F. W. Vanluven, traveller for Stuart Harvey & Co., Hamilton, favored us with a call last week. He was on his way east to the Thousand Islands, and left on the "Spartan" for Kingston on Wednesday. He is one of THE GROCER'S old friends, ideas of his having appeared in its columns on different occasions. He is on his well-earned holiday trip, and expects to put in a jolly three weeks.

It is understood that a new joint stock company is being formed to carry on the work at the Farnham beet sugar factory. Stock is now being subscribed, and it is hoped that work will be resumed in a comparatively short time. This will, if prospects are fulfilled, be of much importance to the farmers of the district, who have a large extent of land cropped with sugar beets, for which there will be no market if the factory remains closed.

Among the arrivals by the S.S. Miranda, we notice the name of Mr. P. G. Jeffry, representative of the well known house of Thurber, Whyland & Co., New York, who comes here to look after the business interests of the house. He brings with him, for the Relief Committee, a donation of eighty bags of flour from the firm, as well as a supply of clothing collected for the same purpose. Bearn's & Finlay are their representatives in this island—St. John's Despatch.

B. H. Scott, formerly with T. Kinnear & Co., and latterly with Sloan & Crowther of this city, is to represent Thos. Lawry & Son of Hamilton, for hams and bacon (L. & S. & Imperial brands) and W. H. Gillard & Co. for "Russian blend" teas. He is well and favorably known to the trade of the city, and will open an office near the business centre shortly.

A special from Digby says that mackerel have struck in along the shore of St. Mary's bay, and that traps and seines are taking from 50 to 100 barrels of No. 1 fish each tide. This is a great temptation to American mackerel men who are hovering suspiciously near the three-mile limit. In consequence the Dominion Government have

despatched the cruiser Kingfisher to the scene of the alleged poaching, and some seizures may be looked for.

Grant & Co., pork packers and cheese exporters, Ingersoll, Ont., have made arrangements with William Mara to purchase his grocery business in Queen street west on Aug. 16. They intend selling the products of their pork factory with the groceries. Mr. Mara is going into the wine and mineral water agency business and has taken a store at 79 Yonge street, near King street, with vaults under 77 and 79 Yonge street.

The other evening, in broad day light, the store of Messrs. Kellerman, of Dashwood, was entered and the cash box, containing \$127 and \$1,700 in notes, stolen. The box was on the desk at the back door, and it is supposed that while the clerks were at the front of the store the thief stepped in at the back and carried away the box. Next day the box and notes were found in the ditch near Keacher's blacksmith shop, with five dollars in silver, the bills having been taken. There is no clue to the thief.

The Hamilton Retail Grocers' Association has decided to refund the money for the tickets held by people who were prevented from going to their picnic owing to the blockade on the street railway just before train time, which kept scores late for the train. This resolution makes some difference in the financial returns from the picnic, causing a small deficit where there would otherwise have been a surplus. Secretary Harvey met all claimants for refunds on this ground at F. F. Dalley's office last Thursday and returned them their money.

The celebrated case of Baird v Walker has been settled at last by a victory for Newfoundland. It arose out of the closing in 1890 of lobster factories on the French shore, owned by James Baird, by Sir Baldwin Walker, captain of H. M. S. Emerald, acting by instructions under the modus vivendi arrangement. Baird contended that the factories were in operation before the modus vivendi was concluded, and took an action against the captain in Newfoundland Supreme Court, claiming \$2,500 damages.



"CAIRN'S" HOME MADE MARMALADE

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

BLAIKLOCK BROS, MONTREAL.
General Agents for Canada.

TORONTO AGENTS:

WRIGHT & COPP,
40 Wellington St. East, Toronto

The court unanimously upheld his claim, and the British Government, which upheld Walker, appealed to the Imperial Privy Council. It delivered judgment in London the other day, affirming the former decision, and makes the British Government disgorge the sum claimed, besides costs, which are enormous.

The Hamilton Coffee and Spice Co. have just got out a very beautiful spice tin. The scenes on it are The Canada Pacific steamer leaving Vancouver, Niagara Falls, Quebec from the river, Ottawa Parliament Buildings, and a scene near Banff. The cover is very ornate and altogether it is a work of art and the most beautiful tin the grocer has yet seen. The Macdonald Mfg. Co., of Toronto are the manufacturers.

Casualties are not wanting to remind us that the seas of Japan are among the most dangerous in the world. The Kuro Shiwo, a black stream flows continually in a north easterly direction along the south-eastern coasts, but its rate of progress, and even its direction are liable to change according to the weather. Moreover, especially to the northward dense fogs prevail. These, apart from storms, have worked the ruin of many a ship. On the morning of the 29th of last month the steamer Haiphong, bound to Yokohama with a cargo of sugar from Formosa, was set by the Kuro Shiwo out of her course and in a thick fog ran ashore, within half of a mile of a light-house some eighty miles from port. All her crew were saved and the vessel and cargo have been sold.

THE PRICE OF SUGAR.

An article on the above subject in a recent issue of THE CANADIAN GROCER has attracted attention, and all parties interested in the matter seem to be in accord with its sentiments, and are ready to acknowledge its truth.

In it we pointed out the folly of all parties concerned in the existing practice of slaughtering sugars. Buying granulated at $4\frac{1}{4}c$ in Montreal, paying freight from that point to Toronto, and then selling it here at $4\frac{1}{4}c$ delivered into the retailer's store, less a trifling difference in discount, is indeed the height of folly. It cannot be expected that an immediate change in the condition of affairs will take place, nor that the wholesalers as a body will at once forsake a policy which is doing good to no one, and will pursue a more business like course. But the vista is clearing, and it is worthy of note that some are awakening to a sense of the position, and a beneficial change seems about to take place. Already we hear of two departures from the miserable state of affairs recently obtaining in Toronto. And it is altogether probable that the wiser will quietly drop out of the sugar trade and let others nurse the baby until this disease be mended, contenting themselves with that part of the grocery business which pays its way, and leaving the glory part to such houses as are doing trade for the fun of the thing.

PROVERBS FOR ADVERTISERS.

Spare the advertisements and spoil the business.

He is a wise man who takes a large space and puts little matter in it.

Whoso loveth a good business loveth advertising; but he that despiseth fame is an ass.

A good advertisement is like the merchant's ships; it bringeth abundance from afar.

He that payeth for advertisements with goods is a fool, for he raiseth up competition in his own market.

Every wise man advertiseth, but a fool speculateth on the stock exchange.

He that trusteth in a large circulation shall be wealthy, but he that believeth in cheap rates shall be busted.

The smallest circulation has oft the loudest tongue.

A big advertiser leaveth an inheritance to his children's children.

A small advertisement is better than a bad traveller.

There is no worse robber than a journal that does not circulate.

It is hard to get a forty-page catalogue into an inch column.

An advertisement is not a luxury, but a necessity.—"Wal," in London Fame.

NOTES TAKEN ON THE ROAD.

John McMurtry, Bowmanville, is preparing to handle large quantities of produce again this year. Mr. McMurtry attributes his past success in that line to his readiness at all times to sell at a fair profit.

John Lyle has been in the grocery business, in Bowmanville, for 25 years. He says it is not as easy to do business, now-a-days, as it was in former years, and for any one to start in trade now, without well-secured patronage, would be financial suicide.

Young & Co. were found at their old stand, and expressed themselves as believing that Bowmanville will pick up this fall. They are prepared to do their share of any increased business that comes to the surface in that town.

The partnership formed by Cawker & Tate, Bowmanville, has proved very satisfactory. Mr. Cawker was formerly with John Lyle. Mr. Tait is a young man whose experience in life has been wholly in the grocery trade, his father being an old groceryman of 25 years' standing. The firm are doing well, and have a fine large store.

John Morrow, Colbourne, is one of the wide-a-wake business men of that town. Our representative seeing a number of boxes of lemons that had just come in, asked if they were bought before the rise. Mr. Morrow answered yes, sir, and that he did not often get left at such times.

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

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

MEW CANNING FACTORY.

E. G. Dailey, of Detroit, Mich., and E. Harris, of Kingsville, Ont., have started a canning factory, under the style of The Kingsville Preserving Co., at Kingsville, Ont. Mr. Dailey is the head of the firm of E. G. Dailey & Co., Detroit, packers of the celebrated "Boy" brand of canned goods, the company averaging a pack of 60,000 cases each year. On that market their "Boy" brand is recognized as of first quality. The company have also a Chicago office. At Kingsville the same kind of seed has been planted as is used in the States, and that produces corn and tomatoes unexcelled in flavor and merit. The labels to be used on the Canadian pack are to be from the same dies and stamps as those used on the American side, and if the "Boy" brand of corn and tomatoes has the call that the merits of the goods deserve, the company's success is assured. Samples of the pack now to be seen are exceedingly fine.

Following is the list of passengers from Montreal to Liverpool by the "Lake Ontario," Beaver line. Miss Adams, Miss K. Brunsdrit, Dr. Felix Cornu, Mr. D. Cornu, J. B., Madam L. Cornu, Dr. C. L. Cotton, Mr. Folger, Dr. Grafton, Dr. G. R. Groulx, M. P., Miss Haeusgen, Mrs. Flora E. Haines, Miss Holden, Miss E. R. Jamieson, Mrs. Keegan, Mr. King, Mrs. King, Mrs. Langton, Master Langton, Mrs. Leeson, Miss Leeson, Mr. Jas. Leighton, Mrs. Jas. Leighton, Master Leighton, Major J. C. McCorkill, Mrs. McCorkill, Mr. Adam McMurtrie, Mr. Moore, Mrs. Moore, Master Moore, Miss Moore, and infant, Mr. J. C. Nagle, Mr. John Puddicombe, Mr. Harry Puddicombe, Miss Puddicombe, Miss A. G. Richardson, Miss Edith Rose, Mr. G. H. Russell, Mr. Seymour, Mr. J. D. Shields. Rev. James Stewart, Mr. J. H. Swan, Miss J. Swan, Miss I. B. Swan, Miss Vining, Mrs. Henry Vass, Mrs. Ward, Mr. Jas. W. Woods.



TORONTO MARKETS.

TORONTO, Aug. 11, 1892.
GROCERIES.

The trade is better than it seems. Some very good business has been done since the month opened, and it is not falling off as we get away from the first. But there is no stir in the transaction of it. Groups of traders are not a frequent sight in the salesrooms these hot days, but quiet letter orders that count for just as much come in steadily. Nor is the warehouse necessarily much more active than the sample room, for a very considerable amount of the sugar that is bought is shipped directly from the refinery. This is generally the case with carloads, and carloads, whether for individual buyers or collections of buyers in the same town, are quite numerous. The business done is still unsatisfactory in the matter of profits, though there are gleams of improvement visible in this respect. The sugar trade still makes business very one-sided. Such other trade as is done is miscellaneous in character. It is now a transitional period, new goods either arriving or being looked forward to. New teas are continuing to come forward, and the various new canned goods, and dried fruits are beginning to interest wholesale buyers.

COFFEE.

The firmer tone in Rio coffees noted in last week's report, has not been modified by any subsequent advices. Wholesalers are not keen buyers at the present, as the de-

mand for stock from retail sources is not urgent, and the state of the market does not invite purchasing ahead of trade requirements. Jobbing prices are unchanged at 17½ to 21c. All other coffees remain as they were. Porto Ricos being 22 to 25c., Padang 26 to 28c., Mochas 28 to 32c., Javas 30 to 35c.

DRIED FRUIT.

Current business is fairly good, Valencia raisins having a moderately strong call at 4¾c. upwards, but chiefly at 5 to 5½c. for off stalk. Currants are becoming scarce, with 4¾c. the lowest quotation. Prunes are dull at 5¾ to 6c. Dates are in very light demand at 5 to 5½c. Peels are unchanged, lemon being 16 to 17c., orange 18c., citron 26 to 28c. The market for the raw material of candied lemon peel is very strong in Italy. Nuts are steady. The probabilities of the new fruit crops are thus outlined:

Valencia Raisins—Prospects continue good. Scaldings are likely to be later than last season.

Malaga Fruit—Mail advices report raisins to have suffered from warm weather, but that for some days the temperature has been very favorable. Crop is not so far advanced as last season's. Yields will probably be somewhat under 600,000 boxes. Prices will likely open high, owing to bareness of market. Jordan and Valencia almonds are turning out very short.

Sultana Raisins—Crop is estimated at 27,000 tons against 23,000 last year. Drying is now commencing. Prices will likely open low.

Eleme Figs—Weather has been most favorable. There is a large crop, and the probability is the trees will have enough strength to mature the whole.

Currants—Advices are that crop is progressing favorably, and is estimated at 145,000 tons. Quality, so far as can be judged at this period, will be much superior to last year's, though a great deal depends on weather during vintage and drying. Heavy rains on 23rd July caused some solicitude

(Continued on page 16)

CANNED GOODS.

TORONTO.

The market develops slowly. Time makes but little difference in it, the conditions being very persistent in their sameness. Traders send in their orders and get their supplies, but the market shows no outward difference as the result of steady selling. If orders were more frequent and of greater volume the same remark would probably be applicable. The supply may be depended on, so far as appearances can be taken as evidence, to furnish all the stock that will be wanted before new pack goods come into trade. There are none of the signs that go in advance of early depletion. Prices are not rising, are not even hardening, and this goes to show that the demand is not likely to outlast the supply. Prices are \$1 to \$1.05 for staple vegetables. In new pack goods, jobbers are not showing special eagerness to make contracts for future delivery. They have bought assorted cars in a few cases at 85c. Some retailers are reported to have done a little in this way, however. Fruits are very dull, as they always are at this season, but cherries, plums and peaches of the old pack are held more steadily on ac-

Pea-nuts

We are headquarters for this line.

ROASTED AND GREEN.

CLEMES BROS.

Phone 1766. TORONTO, ONT.

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

The Norton Manufacturing Co.

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

MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

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

CANS.

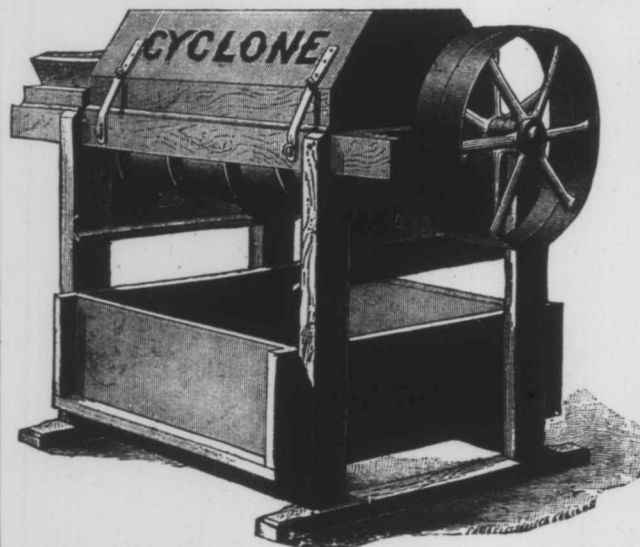
Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers
"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

HAMILTON, - ONT.

To Canning Men.-OUR CYCLONE PULP MACHINE



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

We are now manufacturing these machines at Oakville, Ont., to enable our Canadian friends to obtain them without paying a heavy duty; but we shall make only a few of them unless ordered. Those who contemplate purchasing, should send their orders promptly to insure the saving of duty, as late orders will have to be filled from stock in the United States which will be subject to a 30 per cent duty.

Address

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

HENDERSON & LIDDELL,
3 Eastcheap, London, Eng.

DEALERS IN
Sugar, Dried and Green Fruit,
Rice and Canned Goods

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

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

Canned Goods.

We
Pack
Only
the
Best.

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

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

THE "Lion Brand"

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

Bay of Quinte
Canning Factories.

PICTON and DEMORESTVILLE.

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

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

Golden Teapot Blend

Pound and Half Pound Lead Packages.
Prices on Application.

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

RED RASPBERRY JAM.

The Largest and Finest Stock
IN THE DOMINION OF CANADA.

APPLY TO
THE SIMCOE CANNING CO.,
SIMCOE, ONT.

It always pays to
BUY THE BEST

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

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

THE CANADA MEAT PACKING CO.,

MONTREAL,
BEEF AND PORK PACKERS,

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

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

WRITE FOR QUOTATIONS.



B. R. Nelles,
GRIMSBY, ONT.

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

JAMS and JELLIES
IN GLASS AND PAILS.
Wholesale Only.



12 Years Experience

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

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

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

Remember the quality of all our goods are guaranteed.

Delhi Fruit and Vegetable Canning Co.,
FACTORIES : Delhi, Ont., and Niagara on the Lake.

count of the shortage in the crops of these fruits. Salmon keeps the same firm tone that has characterized it for some weeks and sells from \$1.50 upwards. Prices to arrive next month are quoted from \$1.45. The receipts reported last week are pretty close to exhaustion now.

MONTREAL.

There is nothing new in canned goods, as there is only a small hand to mouth trade doing. The trade here are only buying what they actually require, and we have no big deals to note. It is reported that salmon will be scarce as The Fraser river catch was not up to the standard.

Continued from page 14.

about rot. Shipments will commence about 20th inst.

Turkish Prunes—Cable advices are that crop is smaller than last year, and that in consequence of speculation prices now named are very high.

RICE AND SPICES.

Rice does not play a very prominent part in the business now being done, though some good sized orders have received attention this week. The price of B rice is 3½c. to 4c. Conflicting reports come from Japan, but the latest is rather adverse. The favorable weather and consequent advancing prices are the news that comes by latest reports.

In spices the market affords nothing new to say. Trade is quiet and prices remain at quotations given in Prices Current.

SUGAR.

It is obvious that the season's sales will not aggregate so many tons as preserving requirements called for last year. The lower price cannot stimulate the demand to any over-exertion. The limits of the fruit crops have a more determinative effect this year than the prices of sugar have. Cherries have been a failure, and hardly any fruit crop has been as full as the corresponding crop of a year ago. Sugar still sells at low prices. The trade still refer to the sugar business in language expressive of disgust at the foolishness of everybody who is taking a hand in the business upon the basis of cut prices. There are signs of amendment observable in some quarters, but they are far from general. The refiners now ask 4¼c. for granulated, and wholesalers are still prepared to sell car loads at that price at the refinery. The price of yellow is from 3¼c. upwards, that quotation being the one holding for car-loads. There are some houses that prefer to be spectators of business in granulated at 4¼c., and decline to take any orders at so low a figure, wanting at least ½c. more than this. These do not hunt orders for sugar. The prices that receive the sanction of greatest usage are 4¾c. for granulated and rather more than a cent lower for yellow, shipped from Toronto.

SURPRISE SOAP

A good soap for all uses.

Peculiar qualities for washing clothes.

Wesell it. So do all the best wholesalers in Canada.

The St. Croix Soap Mfg Co.,

St. Stephen, N. B.

Branches :

MONTREAL : 17 St. Nicholas St.

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

Willett & Gray, New York, in their weekly sugar Statistical say : The stock in all the principal countries, at latest uneven dates, 1,045,536 tons, against 1,017,704 tons at the same uneven dates last year. Stock in Havana and Matanzas, by cable, 110,000 tons, against 117,000 last week. Centrifugals have been quiet and steady, at 3½ for 96° test, at which moderate sales have been made. Sugars for shipment from Cuba are still withheld from sale except at an advance. The market is somewhat governed by sentiment, and it is possibly that Cuba may weaken again when European sugars begin to arrive. Muscovados declined 1-16c. to 2 11-16c. European markets are quiet and steady, at 13s. 3d, cost and freight, for 88° analysis beet sugar. The demand for refined has been large during the week, and meltings have increased, but the American Sugar Refining Company have met the demand fully and freely, and their capacity is fully equal to any sized demand that may come, however large it may prove to be during the immediate active months of the year. A notable feature is that the production and consumption are now equal, while last year at this time a very considerable amount of refined remained in stock unsold.

From F. O. Licht's July report : The weather during the past month was warmer than the two preceding years, but with too little rain for the last sowings, which, however, are now developing rapidly. The dry weather favored field work. Thinning out was finished the third week of June, and the soil kept continuously clear of weeds. There were complaints of the beet fly and the gamma owl. The latter insect increases

rapidly, and may do damage the coming month. The beet fields generally in Germany look well, and have made considerable progress in leaves and roots as well as in contents of sugar, being, by tests, slightly ahead of last year at this time, giving prospects of a good middling crop. In Austria-Hungary the beets have grown well, and the fields are satisfactory and justify the best hopes. In France accounts are still contradictory and partly unsatisfactory, and rain is much needed. Belgium is like France, or worse. Holland is mostly favorable. Of the European crop, as a whole, no correct judgment can be formed now, as the weather after the end of August will decide the agricultural yield and the contents of sugar.

SYRUPS AND MOLASSES.

Syrup is locally out of demand. At the refineries there is an unusual scarcity of stock, owing to some big purchases made recently on Maritime Province account. The price from which quotations range upwards on spot is 2c.

Molasses has had a quiet week of it. West Indian descriptions are steady at the recent advance. Prices are 35 to 37c. for Trinidad in puncheons. Porto Rico hog-heads are 38 to 40c. New Orleans barrels are 30 to 32c.

TEAS.

The strength of the market as reported last week has been confirmed. Later cables report a very strong tone in Japan. Locally, wholesalers are not buying freely. They do not need the tea particularly at the moment, and they are reluctant to pay in advance of

**CANNED
GOODS**
— A —
SPECIALTY.
WRITE US.

ESTABLISHED 1880.
STANWAY & BAYLEY
BROKERS
AND
GENERAL COMMISSION MERCHANTS.

44 FRONT ST. EAST. TORONTO.

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

MARKETS—Continued.

needs. There have been some sales made at 16 to 18c., seven or eight hundred parcels having been placed at those prices, and are now on their way forward. Mail advices from London, England, under date of 30th of July, report that market over supplied with common to medium Ceylons, and prices on these grades rather weak, fine Ceylons in good demand, and a limited quantity offering. Common kinds of Indian teas are very cheap, but finer grades scarce, and very stiff prices had ruled at the auction rooms. Javas show slight improvement over recent prices. China Congous are without change. The new season's Kaisows were expected to arrive on the 2nd of August. Young Hysons are strong, and low grades scarce and dear. Monings showing good value, and prices are likely to strengthen.

MARKET NOTES.

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

Importers are sending forward orders for September shipment of dried fruits.

There are enquires for canary seed in round lots. Holders ask 4 to 5c. as to quantity.

Advices as to the French sardine catch are still very unfavorable, and it is stated also that the Portugese catch has fallen off latterly.

The regular Dutch sale of Government Java coffee is reported as going $\frac{3}{4}$ florins above valuation, and good ordinary quoted at 55 $\frac{3}{4}$ florins.

The first shipment of new Valencia raisins for this market will be made from Denia the first week in September. A shipment for New York will leave about August 25.

Perkins, Ince & Co. have a cable from Shanghai saying: "The agreement in regard to the total export of Pingsueys has been settled, and they have advanced 1 tael. The total export decided upon is about 15 per cent. short of last year's."

Reports as to the Japanese rice crop are of a promising nature, the weather being all that could be desired, and a good and early harvest is anticipated. The quotation of rice has fallen in consequence, and it is expected to drop lower than \$6 per koku.

Perkins, Ince & Co. have received the first samples of new Young Hyson tea, representing a shipment which arrived a few days ago at Vancouver by the Empress of India. The prices quoted are about the same as those of a year ago.

Davidson & Hay have received a large lot of medium and low grade Japan teas, which are now in store. Prices range from 12 to 17c. Exports of this class of teas are short, and shippers are prophesying that Canada will be buying in New York before the end of October.

The steamship Hankow, the first tea vessel of the season via Suez Canal, has arrived. She left Yokohama May 18th and Singapore

June 18th, and makes a passage about in accord with calculations. Her tea cargo consists of 84,261 lbs. old Japans 823,569 new Congous, and it is expected the latter will attract attention as soon as ready for negotiation.—N. Y. Commercial Bulletin.

J. Lockhart Watt & Scott, Toronto, have received an advance sample of the new crop Sultana raisins. In quality it is fully up to the level of former seasons' fruit, and has a very bright appearance. No shipments have yet been made. The sample left Smyrna on the 23d July.

The N.Y. Commercial Bulletin says: Some little time ago we noted the inauguration of contract dealing for future delivery of pepper on some of the European exchanges, and there is evidence that the influence is commencing to be felt here. On the first of the present month our local accumulation was some 6,000 bags less than at the corresponding date during the previous two years; the London stock was reported about 1,000 tons short, and the latest advices from primal points lead to an impression that shipments will be light for some time to come. These features, in conjunction with the fact that exceedingly low rates are leading to steady full consumption of the pure article to the exclusion of adulterations, attract attention, and there is a speculative itching in some quarters.

The British Columbia Commercial Journal says: The run in the Fraser river is very poor, almost a total failure, and it is not at all improbable that the canners will not put up one-quarter of their usual pack. The Beaver and Richmond canneries are reported to have so far put up about 250 cases each. There is still another month for fishing, and although the cannery men hope to put up a half-pack, which is all they are allowed by agreement, the prospects are rather disappointing. The run on the Skeena river is very good, and all the canneries are sure of putting up the full three-quarter pack. The Balmoral and Inverness canneries at last reports were getting on nicely, and are expected to pack their full limit of 11,250 cases each. It is believed the other canneries on the Skeena will have no difficulty in packing up to their limit, as reports state that the run on the Skeena is one of the best for years. The last reports from the Naas were very favorable. The fish were still running, and the canners were expecting to pack up to their limit. The run at Alert Bay has been very fair, and at last advices 1,200 cases had been put up. Last year the fishing here was a complete failure, only 600 cases having been put up. The limit for the Alert Bay cannery this year is 5000 cases. At Rivers Inlet the run up to last advices was only middling well, but this may increase later, and it is yet uncertain how the pack will turn out. The Barbara Boscowitz, which arrived July 22, brought down the first of the new sea-

(Continued on page 20.)

FLOUR AND FEED.

TORONTO.

Inquiries for flour are not so numerous as they were and actual business is of smaller volume. Prices are the only thing that has not lost ground. They remain as they were, with a slight tendency to weakness. The falling off in the eastern demand has a natural tendency to lower the tone of prices, but shipping is expected to take a start in the early future. Feed is in good inquiry and is firmly held at the mills.

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

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

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

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

HAY—Is fairly active at \$10.50 for No. 1 new timothy and \$9 for new.

STRAW—Is steady at \$6.50 to \$7.

MONTREAL.

A quiet local trade in straight rollers and strong bakers is reported at quotations; other grades are neglected; very little doing for export account, as buyers' limits are below spot prices, which range as follows:—Patent spring, \$4.70 to \$4.85; patent winter, \$4.25 to \$4.65; straight roller, \$4.00 to \$4.15; extra, \$3.40 to \$3.60; superfine, \$3.10 to \$3.25; fine, \$2.75 to \$3.10; strong bakers, \$4.25 to \$4.40.

Oatmeal quiet, sales confined to home wants. Granulated, bbls \$3.90 to \$4; rolled bbls., \$3.90 to \$4.00; Standard, bbls., \$3.85 to \$3.95; granulated in bags, \$1.90 to \$2.00; rolled in bags, \$1.90 to \$2.00; standard in bags, \$1.80 to \$1.90.

Bran and shorts are in fair local demand. Mouille is quiet. Quotations are as follows; Bran per ton, \$12.50 to \$13.50; shorts per ton, \$14.00 to \$14.50; mouille per ton, \$19.00 to \$22.00.

"HAPPY THOUGHT" Counter Check Books

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

Samples and price list free on application.

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

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

LOBSTERS,

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

**COWAN'S
COCOAS AND
CHOCOLATES**

Are Standard, and sold by
all grocers.

The McKay
Milling Co., Ltd.
OTTAWA.

MANUFACTURERS OF —
— HIGH GRADE

Patents,
Strong Bakers,
and
Family
FLOURS.

OATMEAL.

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

We make the Celebrated

K-Y-
ROLLED OATS.

GROCERS

When buying biscuits and confectionery write
us for samples and quotations.

Yours respectfully,

JACKSON BROS.,
GALT.

A. HAAZ & CO.,

Bonded Manufacturers of

Honey Dew, White Wine, Malt and Cider

VINEGARS.

74 Bagot Street, - Kingston, Ont.

Elliott, Marr & Co.,

Importers of Teas

— AND —

Wholesale Grocers.

LONDON, ONT.

**EMBRO
OATMEAL
MILLS.**

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

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

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

R. M. PINCOMBE.

W. W. SUTHERLAND.

STRATHROY OATMEAL AND CORNMEAL MILLS.

Pincombe & Sutherland,

STRATHROY, ONTARIO.

Manufacture by the latest improved process

The Celebrated White Eagle Brand of Rolled Oatmeal,

also Standard and Granulated Oatmeal, CORNMEAL, Dessicated Rolled Wheat and
Wheat Germ, put up in barrels, half barrels and bags. Write or wire us for samples and
prices.

N.B.—The only mills putting up Rolled Oatmeal in Cotton Bags.

REINHARDT & CO.,

SALVADOR LAGER
IS THE VERY BEST.
TORONTO.

WALTER THOMSON
MITCHELL, ONT.

GENERAL GRAIN DEALER.

Manufacturer of all kinds of

Oatmeal, Split Peas, Cornmeal,
Pot Barley, etc.

Quotations by Wire or Letter.

BRANDON ROLLER MILLS,

Brandon, Man.

— MANUFACTURERS OF —

Hungarian, Patent, Strong Bakers

-- FLOUR --

Also Oatmeal, Rolled Oats, Rolled Oatmeal
Granulated and Standard.

Dealers in all kinds of grain and feed.

ALEXANDER, KELLY & CO'Y,

PROPRIETORS.

N. WENGER & BROS.,
AYTON, ONT.

-- MILLERS --
(Hungarian Process)

BRANDS:

KLEBER, MAY BLOSSOM.

AGENTS:

J. L. SMITH & SON, - Montreal.

EPHRAIM ERB, - Halifax.



son's pack from the northern canneries, consisting of 300 cases; 200 cases were landed on the Fraser river, and 100 cases of Naas river spring salmon from McLellan's cannery were delivered to a Victoria jobber, by whom these are quoted at \$5 a case of four dozen. Advices received from the Columbia river state that the pack there is about the same as last year in quantity, but is of an inferior quality, because of the small quantity of Chinook salmon packed. On account of the shortness of the Chinook run, the canners have substituted large numbers of steel-heads and bluebacks, which are as is well known, inferior fish.

PETROLEUM.

Business is backward. No very large orders have been submitted this week. The daylight is now very considerably curtailed, but trade has not correspondingly expanded. Prices are steady, Canadian refined being unchanged at 14 to 14½c.

The Petrolia Advertiser reports: Petrolia crude \$1.26¾ per barrel; Oil Springs crude \$1.27¼ per barrel. Oil matters this week are rather at a standstill, nothing of any particular importance having occurred since our last to make any change in prices. The wells are still holding the production to its requirements and new ones are continually being struck that will prove sufficient to cover all decreases. Owing to the smaller quantity required for refining purposes at this season of the year, the stocks in the banking companies' charges will be considerably increased by the time the fall season opens. Prices for both crude and refined may be quoted as above, there being no change since our last.

BUTTER AND CHEESE.

The great heat has been a hindrance to shipping, so that receipts have fallen off and prices have risen. Good dairy tub butter is worth 15 to 16c., and medium brings about 14c. Store tubs are worth about the same, if they contain really prime stock. All the low grade butter obtainable finds ready sale at 11 to 12c. It is as scarce as any other description. No creamery tub is moving on this market. There was a sale of two cars of straight yellows made on Monday. The butter was sold to a Montreal buyer. The improved tone of the butter market may not outlast the hot spell, but the strong shipping demand that is coincident with this shortage indicates that butter will find ready sale in any state of weather, so that an increase in the supply is unlikely to affect materially the butter market.

Cheese is very firm at the moment at 10c.

COUNTRY PRODUCE.

BEANS—Holders profess to see profit in the holding on to stock, as they claim the coming crop will need to be helped out by the surplus of '91. The price is unchanged at from \$1 for cars and \$1.10 to \$1.20 for small lots.

DRIED AND EVAPORATED APPLES—Prices are the same, that is, sun dried are 4 to 4½c., according to quality, and evaporated are 6½ to 7c.

EGGS—The market is not well supplied with strictly fresh stock. The price now going is 11½ to 12c.

HONEY—Extracted is 5 to 7c., sections are 14c.

HOPS—There is little to base any estimate of yield or prices of new hops. Old are dull at 21 to 24c., and 90's are 16 to 18c.

PROVISIONS.

The provision trade is active, but in some lines there is a want of stock that impedes business. No movement in very large lots is reported. Prices are firm but unchanged in quotation.

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

HAMS—Are steady at 11c.

LARD—Pure is unchanged at 9¾ to 10c. for tubs and pails. Compound is steady at 7 to 9c.

BARREL PORK—U. S. heavy mess is \$13 to \$14, Canadian \$15, short cut \$16.

DRESSED MEATS—Beef is 3 to 4½c. in fore and 7 to 8½c. in hindquarters, mutton is 7 to 7½c. Lamb 9½ to 10½c., mutton 7 to 7½c., veal 6½ to 7½c.

VEGETABLES.

New potatoes are plentiful at \$1 to \$1.25 per barrel. Tomatoes are 50 to 60c. a basket. Watermelons are up again, quoting now at 30 to 35c. Muskmelons are plentiful at \$.250 per crate. Cabbage are \$1.25 to \$1.50 per barrel. Celery is 75c. to \$1 per crate, or 50c. a dozen. Egyptian onions are \$2.50 per sack.

GREEN FRUIT.

Another hot spell has forced up the demand to unusual strength and the sale of lemons has been brisker than it was at any former time this summer. Prices have developed also under the genial influence of warm weather, and now lemons are \$6 to \$7 per box. Oranges are not materially higher, \$6 to \$6.50 representing the range of quotations. Rodis are the only description in stock. Bananas are firm at \$2.25 to \$2. California peaches are \$1.75 to \$2, plums \$2 to \$2.75, pears \$3 to \$3.50. Georgia grapes are 90c. to \$1 per basket. Canadian peaches are 90c. to \$1. Canadian pears 50 to 65c. Raspberries are nearly done, and are 7½ to 10c., huckleberries 75c. to \$1, black currants \$1.40 to \$1.60.

FISH.

The fish market is entering upon its active season. A good steady demand is now keeping up a pressure that proves at moments too strong for the supply. There are occasional delays for arrivals. Prices are higher. White fish and salmon trout are 7c. per lb., lake herring are \$2 to \$2.50 per hundred (count), British Columbia salmon are 17c.

SALT.

The demand for salt keeps up to its usual midsummer mark. Prices are steady at quotations in Prices Current.

MONTREAL MARKETS.

MONTREAL, Aug. 11 1892.

GROCERIES.

The grocery trade at this point is about the same as noted in our last. There is nothing new to note outside of the enterprise of one of our leading fruit houses who are holding auction sales of California fruit. At first it was thought that one sale a week would do, but the late sales were carried through with so much snap that it has been decided to hold two sales a week. Sugar is firm with a fair trade doing. The same may be said of all other heavy lines, with the exception of molasses. This line after being held at 33c. for some time has been slashed by the usual cutters, and is now offered at 30½c. It is really sickening to see the big houses trying their best to cut the trade up so. Payments

are as good as usual, and in all lines outside of molasses prices are now firm.

SUGARS.

The sugar market at this point still maintains the firmness noted last week. The refiners claim to be doing a nice trade at steady prices. The wholesale trade have settled down to business in the way of price and unless one of them breaks out things are likely to remain firm for some time to come. We hear of several jobbing lots cleaned off. One dealer has an inquiry for a round lot but will not accept the price offered. If all dealers was like this one prices would be held firm. We quote Granulated 4½ to 4 9/16c.; yellows, low grade 3½ to 3¾c., and yellows bright 3¾ to 4¼c.

SYRUP AND MOLASSES.

Syrups are still scarce and firm, but the demand is very slow, there being only a small trade doing. Molasses has again taken a drop and is now held at 30½c. There is one house here who is responsible for the cutting and no sooner than the price is settled they start to hack it up. Stocks here are not heavy but will soon be recruited as a boat with 1000 puncheons will be in this week. In talking to some of the wholesale dealers about the cut, we find out that it is started by the would be molasses kings, and when it is likely to stop is not for us to say. The majority of the trade would like to be back to the old combined prices, and a meeting is likely to be called soon.

TEAS.

In Japan teas the market is not so good as it was last week. Prices are still held firm under light stocks, as there has not been many Japans come forward as yet. One large broker here says there is not likely to be many more of this grade of teas to come to this market. Advices from Japan state that the market is firm under light stocks. In blacks the usual business is being done. The new stock has come to hand and dealers are now working on samples. The new stock is very fine and in good shape.

COFFEE.

The usual jobbing trade is being done in coffee. Stocks here are not heavy and prices are firm. Rios are in good demand, but stocks here are light. We quote—Rios 18 to 20c.; Java, 23 to 25c.; Mocha, 24 to 25c.; Jamaica, 19 to 21c.; and Maracaibo, 22½ to 23c.; Santos, 17½ to 19c.

RICE.

The trade doing in rice during the week has been of a steady nature, both in a jobbing way and to the wholesale trade. The mills here have done a nice trade lately and are satisfied. We quote as follows.—Standard \$4 to \$4.10, Japan \$4.50 to \$5, Patnas \$4.50 to \$5, and Carolinas \$7 to \$8 per hundred pounds.

SPICES.

Spices are still in fair demand. The trade doing is of a jobbing nature, there being no big deals put through. Business on the whole is considered fair and the trade has no cause to complain.

NUTS.

A steady local trade to the wholesale trade is all there is to say regarding nuts. Prices are the same and stocks here are fair. One dealer hear says the duty on nuts is to high to admit of any large trade being done. The following are the quotations:—Almonds Tarragona 14 to 15c.; almonds, Ivica, 14 to 15c.; almonds, common, 10 to 11c.; almonds, hard-shell, 7 to 8c.; walnuts, Grenoble, new 12 to 14c.; walnuts, French 10 to

Low Grade and Medium
JAPANS
A SPECIALTY.

DAVIDSON & HAY
WHOLESALE GROCERS, 36 Yonge St.,
TORONTO.

NEW CANNED LOBSTERS.

The "Royal" brand in tall and flat tins. These goods were expressly packed for the finest trade and have no Superior.

No first class retailers stock complete without these goods.

Sloan & Crowther
WHOLESALE GROCERS,
19 Front St. E., Toronto.

FANCY CHEESE

ROQUEFORT, PINE APPLE,
GORGONZOLA, EDAM,
GRUYERE, SAP SAGO,
LIMBERGER, NEUFCHATEL,
PARMESAN, CREAM.

MacLaren's Imperial
IN GLASS JARS.

We are now booking orders for fall delivery. Quotations on application.

WRIGHT & COPP,
IMPORTERS,
40 Wellington St. East, TORONTO.

ESTABLISHED 1851.

We offer to the Trade :

2,500 Cases TOMATOES,

"De Salaberry" brand, equal to any in the Market, at 90c. per doz.

Ordinary Terms.

N. QUINTAL & FILS,
WHOLESALE GROCERS,
274 St. Paul Street, Montreal.
WRITE FOR OTHER PRICES.

SALMON

Horseshoe & Empress

Immediate Delivery.

WARREN BROS. & BOOMER,
35 and 37 Front St. East,
TORONTO, - ONT.

Now in store

NEW SEASON'S

Moning Congous

EDWARD ADAMS & CO,
LONDON, ONT.

BALFOUR & CO.,
IMPORTERS OF TEAS

—AND—
WHOLESALE GROCERS,
HAMILTON.

WESTERN ONTARIO AGENTS FOR THE
Irish Mustard.

Cherry's DUBLIN Mustard is guaranteed absolutely PURE, and sold cheaper than the compound. Send for Prices.

First Arrivals

New Season's

JAPAN TEAS
NOW IN STORE.

Write us for samples before purchasing elsewhere.

SMITH & KEIGHLEY
Wholesale Grocers,
9 Front St. E., Toronto

Thos. KINNEAR & Co

Wholesale Grocers,

TORONTO.

—: JAPAN TEAS :—

We are offering special values to retail at 25c., 35c., 40c.

Drop a postal card for samples.

49 Front Street East,

J. W. LANG & CO.,
WHOLESALE GROCERS,

JUST ARRIVED :

New Lobsters

CELEBRATED STERLING BRAND,
also full lines of Canned and Potted
Meats, Soups, &c.

59, 61, 63 FRONT STREET EAST,
Cor. Church St.

TORONTO.

NEW

Young Hysons

To arrive in a few days Ex. S. S. "Empress of India."

PERKINS, INCE & Co.,

41-43 Front St. East,
TORONTO.

J. F. EBY.	HUGH BLAIN.
Condensed Milk	
HIGHLAND EVAPORATED	} CREAM
TRURO NESTLE'S ALLIANCE	} MILK
EBY, BLAIN & CO.,	
WHOLESALE GROCERS, TORONTO, ONT.	

MONTREAL Markets continued

10½c.; cocoanuts per 100 \$3.75 to \$4.00; filberts 9 to 10c. pecans 16 to 17c.; peanuts 7 to 10c.

DRIED FRUITS.

The market here is bare of good fruit, and there is a good demand for prime Valencias, which cannot be had. The stocks on spot are very poor, and until the new stock arrive there will not be much done. Advices from abroad state the crop is large, and if got in safely will be one of the best for some time. A cable quotation has been received to-day, viz., 16s. for prime off stock fall delivery free on board. We quote: Currants, provincials, 4¼c. to 4¾c. in bbls; do. 4½ to 4¾c in half bbls; do. 4¾c in cases; currants, Patras, 5c in bbls; do. 5¼c in bbls; do. 5½c in cases. Raisins, Valencias, 4¾c.

GREEN FRUIT.

The late California fruit sale has had a good effect on the green fruit market. The business done during the week although not large was steady, all lines having good call. There will be another auction sale of fruit to-morrow, and Messrs. Vipond, McBride & Co. are now going to have two sales a week, starting next week. We quote: — Oranges \$5.50 to \$6, lemons \$4 to \$4.50 California peaches \$2 to \$2.50 per basket, plums \$3.50 per crate, pairs \$3.50 to \$4, bananas \$1 to \$1.50 per bunch, raspberries 65c. per pail, watermelons 20 to 35c., Southern peaches \$3.50 to \$4, Western peaches 75c. to \$1.

APPLES.

Some new stock has been received, but it is not over ripe and does not meet with a very good demand. Dried and evaporated fruit are dull and quiet. We quote regular \$3.50 to \$4.50 per barrel, evaporated 6 to 6½c., dried 4 to 4½c. per lb., and evaporated peaches 12 to 13c. per tin.

ONIONS AND TOMATOES.

Both onions and tomatoes have advanced but the business doing is about the same as last week. The local tomatoes are now beginning to come in but they are not very good. They to some extent hurt the market for good stock. We quote onions \$3 to \$3.50 per case and tomatoes 50 to 65c. per basket, and carrier selling at \$1.35 to \$1.65.

HONEY.

The demand for honey is light and confined to retail wants. Some dark colored stock has been moved during the week at a shade under our figures. We quote strained bright 7 to 8½c., dark 6 to 7c., comb bright 8½ to 10c., dark 7 to 9c.

HOPS.

Hops are unchanged and the demand confined to home wants. Pressed are in fair demand at old prices. We quote good samples of last years stock 25 to 30c., while old are hard to place pressed are selling at 16 to 18c., in a jobbing way.

FISH.

Gaspé salmon is now over while British Columbia, fresh stock is selling at 14 to 15c. Other fresh fish are in their usual steady call. We quote as follows: Smoked Yarmouth bloaters, per 60 box, \$1.00 to \$1.10; St. John's bloaters, per 100 box, 80c. to \$1.00; boneless cod, large boxes, 6 to 7c.; do. small boxes 7 to 8c.; finnan haddies 7 to 8c.

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

EGGS.

The local egg market is dull with heavy receipts, prices are unchanged to-day. The percentage of loss is heavy and with only a fair demand, prices are as follows. We quote 11 to 12c.

PROVISIONS.

The local demand for pork and other hog product is small, but the feeling is very strong, and choice brands of short cut at a fraction over our figures. Lard and smoked meats are in their usual demand, but are not very bright at the best. We quote Canadian short cut, per bbl. \$16.75 to \$17.50; mess pork, western, per bbl. \$16.00 to \$16.50; short cut, western, per bbl. \$00.00 to \$00.00; hams, city cured, per lb. 11c. to 11¼c; lard, Canadian, in pails 8¼ to 8½c; bacon, per lb. 9½ to 10¼c; lard, com. refined, per lb. 7 to 7¼c.

CHEESE AND BUTTER.

Cheese is firm enough to-day. That is high prices are being paid for the last half of July by exporters, but whether they are profitable figures is another matter. In fact, it is hard to give the actual spot basis, but that 9½c. was paid at the boat for the 3,000 cheese offered, with 9¾c. for some of the best, is undeniable. On this ground it ought to be a market over 9½c., but it is not so yet. Mail advices from the other side are encouraging as regards the position there a week ago, and the assumption is there will hardly be much decline now on really finest goods with the season so far advanced and the country so well cleared up. At any rate to move finest Western, white or colored, to-day would certainly take 9¾ to 9½c., and these are low figures in view of country cost. The cable is unchanged at the advance, 46s 6d.

Butter remains about the same. Creamery is dear but firmly held, and it is claimed to be possible by some holders, but we doubt if it has been made in a general way yet. However, we quote it as an extreme. For dairy stock we note business in Western at 16 to 16½c.

There are more strictly fresh eggs coming in, but the receipts still show a large percentage of shrinkage, and prices hold steady at 11 to 12c under a good demand.

GRAIN.

Wheat is nominal on spot with little offering. Peas and oats are firm, the former being higher in sympathy with the firm cable advices. There is demand for both, stocks being very low.

DRY GOODS.

The feeling in dry goods is about the same as noted in our last. The city stores are not doing as good a trade as if the people were all at home, but the country merchant is benefited by the out of town customer. The French section is about the same as the English. All the travellers out are doing a nice tidy business in all lines. Payments are good now, that is as good as can be expected.

Winnipeg grocers and butchers are commencing to talk of their annual excursion and picnic, and it is likely a meeting will be called at an early date to perfect arrangements. From the fact that already two large picnics are announced for the middle of August, and the grocers and butchers not desiring to conflict with other interests, it is probable the latter will not hold their excursion till the latter end of August or early in September. As yet no place or date has been selected.

CANADIAN CHEESE WINS ENGLISH PRIZES.

Advices have been received by Prof. Robertson, dairy commissioner, of the results of the judging of the agricultural show held at Liverpool on 28th, 29th, and 30th July, under the auspices of the Royal Manchester, Liverpool, and North Lancashire Agricultural Society. The dairy commissioner had superintended the sending forward of same cheese to be entered for competition in the class open to the cheese of American or Canadian manufacture. The Canadian cheese carried off all the prizes which were offered. The society's gold medal and first prize went to Canadian cheese of September make exhibited by a local shopkeeper in Liverpool. The society's silver medal and second prize went to a lot of cheese from Messrs. L. C. Tilley & Son, of New Brunswick. The third prize was awarded to cheese of the "Empress" brand from Messrs. A. A. Ayer & Co., Montreal. "Very highly commended" was the ticket placed upon the exhibit from the "Palace Road Cheese Factory" exhibited by Mr. J. Gerow, Napanee, Ont. Another lot from the dairy station at Perth, Ont., was awarded the ticket "Commended."

At Irish Creek, Ont., Christopher Richard's general store and a large stock of goods in it were destroyed by lightning on Tuesday night.

At a meeting of the Hamilton council of the Board of Trade held on Tuesday, J. M. Lottridge was appointed president and H. N. Kittson vice-president.

H. N. Bate & Sons, wholesale grocers, Ottawa, are talking of putting travellers on the road. Heretofore they have done business without a travelling staff.

W. H. Ruby, of the firm Ruby & Hilker, general merchant, Port Elgin, Ont., was found drowned off the breakwater of that town on Tuesday morning. He had been attending a meeting of the school board the previous evening, and never got home from it. It is supposed that he was making his way to a tug to send a message to his son up the lakes when the fatal misstep was made in the darkness. His gold watch and chain, however, were missing. Mr. Ruby has been 37 years in business in Port Elgin, was for years chairman of the public school board and was a member of the high school board. He was a very highly respected man.

A meeting of cigar manufacturers was held at the office of Eichorn & Carpenter, Toronto, on Tuesday evening to consider the proposed change in the mode of collecting the inland revenue. John Taylor took the chair and John Spilling acted as secretary. It was moved by Mr. Schaeffer, seconded by Mr. Eichorn and carried: "That the system of collecting the inland revenue should not be changed." It was moved by Mr. Kell, seconded by Mr. Cohn and carried: "That the resolution adopted by us be sent to all cigar manufacturers in Ontario, and that a convention of the trade be held here on Tuesday, September 13."

HALIFAX SUGAR REFINERY, (LTD.)

“WOODSIDE”
BRAND.

PURE CANE SUGAR. NO BEET. NO CHEMICALS.

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

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

PUT
TEXAS BALSAM
IN STOCK
The Great Healer for all kinds of wounds on Horses and Cattle. \$3.00 worth only costs you \$1.50. Express prepaid. Cash with order.
C. F. SEGSWORTH, East,
6 Wellington St. Toronto.
Sample 25c. postpaid.

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

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

F. W. FEARMAN,
HAMILTON, ONT.

MUNN'S
Canned Caplin

Packed in Newfoundland
Are delicious.

Acknowledged by connoisseurs to be
SUPERIOR to

French Sardines.

Prices wholesale are very cheap to introduce them.

SEND FOR SAMPLES.

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

THE FINEST
IN THE LAND.



EVERY CHOCOLATE IS STAMPED

G. B.

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

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

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

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

E. BROWN & SON'S
7 Garrick Street, London, England, and at 26 Rue Bergere, Paris

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

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

SUGAR BOUNTIES AND PRICES.

The following, from the London Produce Markets Review, shows how the bounty system develops sugar production in France:

The Journal des Fabricants de Sucre thinks our estimate that the French Bounties cost the nation £6,000,000 a year to be a fantastic one. On inquiry in Paris, we find that the price of loaf sugar in that city in the shops exceeds one franc the kilogramme. It is thus about 4½d. per pound. Identically the same French sugar, made by the chief Parisian refiner, is being this moment sold in London at 2d. and 2½d. per pound, an average of 2¼d. per pound. After paying freight and landing charges, French sugar is thus sold in London at just one-half what it costs the French consumer. Such a difference in price on a consumption of 500,000 tons a year means that the French system of crushing duties, accompanied by extravagant bounties, costs the French nation, not £6,000,000, but £10,500,000 a year. How much of that sum reaches the Treasury net and is spent in the public service we do not know, but the whole of the amount is obviously drawn from the pockets of the people. In addition, the production and consumption of sugar are checked to incalculable degree by the high price caused by the bounties and duties. On the English scale, the French consumption would reach 1,300,000 tons, or some 800,000 tons more than the present amount. Taking 800,000 tons as worth £16 per ton retail, the French farmer, manufacturer, distributor, and consumer lose between them £12,800,000, a year on sugar that might be grown and used in France, and is not made there. Adding this to the £10,500,000 surcharge, paid by the French consumer for his sugar at present over what he need pay under a system of free sugar, the much vaunted French system is costing that country £23,000,000, or 575,000,000 francs a year. Our contemporary the Journal will reply that, on the other hand, a grand national industry has been saved; but, taken on the basis of figures, its salvation is a terribly dear bargain for the French taxpayer. Besides there was nothing to prevent the grand national industry from saving itself. It was surely unnecessary to bribe it in such an extravagant way, in order to induce it to buy its seeds of a German seedsman instead of a French one, and to adopt German methods of cultivation. It has now certainly done both, but necessity would have compelled it to do so, without the aid of the national exchequer.

Every line of goods embodies a history and a science worth years of study to understand

If you want books, it is rarely wise to pay double price for them to a travelling book-seller

The neglect to look after minute details in the factory is a source of great loss to many producers.

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

THE NEW MAN.

The new man is generally obtrusively anxious to get business. He no sooner registers at the hotel than he makes a bee-line for the dealer. He isn't deliberate in his manner, like the veteran, who has very little to say for himself, and goes about his work without hurry or excitement. The longer a man is on the road the more matter of fact he grows, and the more he does his work as if it were a regular, everyday occurrence. The new man is apt to be in a hurry to finish up his work in a town, and get out of it as soon as possible. In this he is likely to make a mistake. It never pays to attempt to force things. It must not be forgotten that the dealer is called upon to give up a great deal of time to travelling men, and is, indeed, sometimes considerably bored by them. The traveller must not always calculate on finishing his customer at the first interview. He must study his mood, and if this doesn't strike him as favorable he shouldn't stay too long, but, having personally paid his respects, promise to call around later. It is unwise to attempt to force business at an inopportune time. Better miss a train than to intrude on a dealer who is out of humor, or who is busy with customers. The new man is very apt to reveal his newness through a disregard of these necessary precautions. He has an exaggerated estimate of his own importance, and is apt to regard any apparent indifference on the part of the dealer as a piece of rank impertinence. Isn't he a travelling representative of Rich, Gold & Co., the wealthiest and most ancient and aristocratic firm in the country? This intimation, therefore, of the upstart dealer of Podunk, that he should wait until a horde of country bumpkins have been served, is a piece of unpardonable effrontery. He has a very good mind to pick up his traps and leave the place without giving this rude fellow a chance to even look at his samples. He may think better of it, however, and smother in its very infancy this rash resolve, but he cannot conceal the air of irritability that has been aroused. The old hand never allows little things like this to disturb his equanimity. The same old hearty greeting and pleasant word fitly spoken, the same unruffled demeanor, the same bonhomme, secure for him a successful interview on the morrow. The new man is very likely to reveal his freshness on the way from the front door to the office in the rear of the establishment. One of the most difficult things for a young actor to master is said to be the walk across the stage, but the achievement can scarcely be more difficult than for the new man to walk the length of the store, on his first call, without arresting the attention of the clerks. His studied air of indifference to his surroundings, and his supercilious enquiry for the proprietor—nothing short of the proprietor for him—are a clean giveaway. His carriage differs from that of a veteran. The latter slights no one in the establishment. He has a pleasant

"good day" for every man and boy in his way, and the respectful smile he has for the girls makes him "perfectly lovely" in the quick-discerning optics of the fair ones. Before he has reached the office he has captured the whole institution. It doesn't do to slight the clerk, for it may turn out that he is the very one to be consulted in making up an order. While it is a good plan to learn the proprietor's name, and to become acquainted beforehand with the lay of the land, this knowledge can never excuse an omission of the little amenities to which I have referred. The new man will not be very old in the service before this lesson will have impressed itself indelibly on his mind. But when he has mastered all of these little details of the craft he will have shed his outer skin and ceased to be "the new man."—The Travelling Salesman.

IMPROVED BOOK-KEEPING.

Some improvements are always being made in book-keeping, but the old day-book, journal and ledger still remain nearly the same old time-honored articles. But the Barber & Ellis Co. are now manufacturing a line of ledgers and a mercantile register which are well adapted to work a revolution in book-keeping. The mercantile register, invented by a gentleman named Hill, is a new thing and well worthy of attention. It is adapted to last for six years in any business. It shows in a very simple manner the amount of business done each day, the amount per week and the amount per year in all the various departments. It shows at a glance the actual worth of the firm at any time, the aggregate amount of the liabilities and the aggregate amount of book accounts and bills receivable. It shows the amount of cash received, how received, and how expended. It shows when an insurance policy expires. In fact, it tells a man everything he desires to know about his business at any time of the year. It is not complicated, but the necessity of having the various parts and departments correspond to each other prevents mistakes. This is especially useful in the cash department. No progressive book-keeper should fail to see this new expedient.

Hill's Wholesale Ledger, which can also be used by retailers, shows at a glance cash payments, discounts, goods returned, past due accounts; contains monthly statements of all invoices, notes and drafts maturing, and shows when and how each are paid. This ledger is specially adapted to the needs of retailers by a man who knows exactly what they need, and has spent years of work in attaining perfection in these books. Anything which shows a business man what he is actually doing and where he is standing is greatly beneficial to him, as business men very seldom know this, and when a man does not know he is sick, how is he going to apply a remedy. If men knew exactly, twelve times a year, what their financial position is, there would be fewer failures and a more tranquil business world.

AN OLD LEGEND.

Once there was a man—so the legend runs—who had on his hands for many years some goods of which he could not possibly dispose. He grew weary of seeing them, until it seemed to him that they were a heavier burden than the Old Man of the Sea, and that he was in sorrier straits than Sinbad. When the burden became greater than he could bear, he shifted it to the shoulders of the auctioneer, a resource from which poor Sinbad was debarred. A few days later, walking up the street and wondering with what he should fill the space left by the sale of his goods, his eye lit upon a shop window which impressed him as containing a choice selection of articles of exactly the quality and quantity suitable to his purposes. And he went within to secure them, but found to his chagrin and amazement that they were his own despised wares arranged with some sense of appreciation and harmony.

PERSONAL.

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

FOREIGN CORRESPONDENCE.

Letters translated from or written in any foreign language.

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

FOR SALE.

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

SITUATIONS VACANT.

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

BUSINESS CHANCES.

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

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

FOR SALE—A STORE AND LOT AND STOCK of General Merchandise in a promising town in British Columbia, on the Canadian Pacific Railway, centrally located. Business well-established; about \$55,000 a year. Good reasons for selling. Apply at once to A. X., GROCER Office. 33

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

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

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

Write to **J. C. CAMPBELL & CO.,** 204 St. James St., Montreal.

For Sale or Rent.

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

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

BUY THE BEST. SEELY'S



Celebrated Flavoring Extracts.

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

Seely Manufacturing Co.

Detroit, Mich. - Windsor, Ont.

FREE!

SEND FOR ELEGANT

Tutti Frutti

Hanger Signs for your Window.

It has no equal and is the best seller in the world. Address

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

BRITISH AMERICA STARCH CO.

PRICE LIST

SUBJECT TO CHANGE WITHOUT NOTICE.

First Quality White Laundry—

3 lb. cartoons, boxes 36 lb. each.	4 ¾c
Barrels, 175 lbs	4 ¾c
Kegs, 100 lbs	4 ¾c
Lily White Gloss, 6 lb. boxes, 8 in. crate	6 ¾c
Brantford Gloss, 1 lb. cartoons	6 ¾c
Lily White Gloss, 1 lb. cartoons	6 ¾c
Canada Laundry, boxes 40 lbs	3 ¾c

Culinary Starch.

Pure Prepared Corn, 1 lb. packages	7c
Challenge Brand Corn, 1 lb. packages	6 ¼c
Brantford Cold Water Rice, 1 lb. cartoons	8 ½c

Ten boxes and upwards freight prepaid to any point in Ontario or Quebec.

Discounts 15 per cent on 10-box lots. Discounts 17 ½ per cent on 40-box lots.

Terms—30 days nett.

Orders will be filled direct from factory or through any wholesale house if preferred.

THE BRITISH AMERICA STARCH CO., Ltd., Brantford, Ont.



SALES MADE OR PENDING.

E. R. Mulhall, grocer, Liverpool, N.S., has sold out to D. C. Mulhall.

C. H. Young, general merchant, Lauder, Man., has sold out to H. C. Hamlin.

Geo. Ferris, general merchant, Fredericton, N.B., has sold out to A. McLean.

The crockery stock of John Ashfield, Ottawa, has been sold at 40½c. in the dollar.

The tobacco stock of N. Lalonde, Ottawa, has been sold to J. Lockmore at 30½c. in the dollar.

John Hayden, grocer and ginger ale manufacturer, Alexandria, Ont., is advertised to be sold out.

W. N. Janes & Co. have succeeded R. A. Janes, grocer and flour and feed dealer, Calgary, Alberta.

The general store stock of A. D. & E. F. Campbell, Sardis, B.C., is advertised for sale by assignee.

B. Hollonquish, general merchant, Oxbow, Assa., has sold out to — Craig and removed to Alameda.

The stock of Beaton & Pike, general merchants, South Westminster, B.C., is advertised for sale by assignee.

CHANGES IN STYLE OR COMPOSITION OF FIRM.

Tinning & Hoskins, general merchants, Regina, Assa., are dissolving.

Smith & Hague, grocers and bakers, Nanaimo, B.C., have dissolved.

L. Krohn & Co., grocers, Germanicus, Ont., have dissolved, L. Krohn continuing.

John Bickle & Co., general merchants, Wellington, B.C., have been succeeded by E. W. Bickle & Co.

Baker & Branchaud, grocers, Montreal, have dissolved, G. R. Baker continuing under the style Baker & Co.

REMOVALS AND DEATHS.

Geo. A. Mitchell, grocer, Souris, Assa., is dead.

S. Sills, general merchant, Morden, Man., is dead.

Walsh Bros., general merchants, Oxbow, Assa., are moving to Alameda.

IN WIFE'S NAME.

Wm. A. McLaughlin, general merchant, Economy, N.S., has registered consent for his wife, Annie McLaughlin to do business.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Hodge Bros., grocers, St. John, N.B., have assigned.

Robert McFadden, grocer, Toronto, has assigned to John Meharq.

Hargrove Bros., grocers, Lindsay, Ont., have assigned to Wm. Gill, Kingston.

M. N. McPhaden & Co., general merchants, Sunderland, Ont., have assigned to Campbell & May, Toronto.

AN IMPROVEMENT IN CHECK BOOKS.

There are few merchants of standing in the commercial world who do not use and appreciate the counter check book. In many cases by adopting the rule of giving to each customer a bill of goods purchased on credit, and retaining a copy thereof, a system has been established which has been the means of saving hundreds of dollars every year to the merchants adopting the system. That counter check books more than pay their cost every day of the year, is the testimony of all who use them systematically. Thousands of merchants, nevertheless, lose money daily by a neglect to charge goods sold on credit. To avoid such loss the adoption of the check book is a necessity. It saves losses by thoughtlessness or carelessness. Cash sales are recorded and the duplicate placed in the till; while the credit duplicate is placed on the charge fyle. The salesman thus gets into the habit of recording every sale.

A new style of check book is now being placed on the market, which has an advantage over the old kind, in that no carbon leaf is required, yet every page copies to a duplicate bill with neatness, clearness and permanency. It often happens with the old style that parts of the black leaf are worn out or torn off, or the leaf may be misplaced or left out, and thus the copy is imperfect or wanting. This new check book obviates all such difficulties, and it is impossible to have an imperfect copy, while no placing of leaves is necessary, thus saving much time and trouble. The carbon paper is discarded and the record is made with a printed heading and duplicate alone. This counter check book is entitled the "Happy Thought," and is handled exclusively in Canada by the J. K. Cranston Store and Office Supply Co., Galt, Ont. This book is cheaper than other counter books and must eventually displace the older kinds. Wide-awake merchants would do well to examine it carefully. Another strong feature of the book is the tally sheet, which is placed on the cover opposite to the writing pages, and can thus be easily used by the salesman to enter the amount of each cash or credit sale. These when added up give the total of each clerk's sales, and thus prove an incentive to them and produce a good-natured rivalry as to who can sell the most. Also, when these sales are added up the total amounts should correspond with the sum total of the checks, and thus an accurate result is obtainable. Any merchant can procure a sample of the book by writing J. K. Cranston, Galt, Ont., whose advertisement appears in another column.

WHERE THE JOKE COMES IN.

Mother—"Did you take good care of the parrot when I was in the country, Tommy, and not let it learn any bad words?"

Tommy—"Yes'm. I always took it out of the room when pa was sewing on a button." —Jester.

Miss Smithers—"What's become of your brother Tom? I haven't seen him for an age."

Miss Titters—"Pa got a letter from him written at Sing Sing. Tom said that he had forged ahead so successfully in business that he was sent up there to rest."—Exchange.

We have noticed that when you tell a woman her daughter is just the image of her when she was that age, the mother looks pleased, the daughter looks scared.—Achison Globe.

Housekeeper—"How's this? You promised to saw some wood if I gave you a lunch."

Tramp—"I recall no such promise, madame."

"The idea! I told you I'd give you a lunch if you'd saw some wood, and you agreed."

"Pardon me, madame. Your exact words were: 'I'll give you a lunch if you saw that wood over there by the gate.'"

"Exactly. That's just what I said."

"Well, madame, I saw that wood by the gate as I came in."—N. Y. Weekly.

"When love's well-timed, 'tis not a fault to love."

Thus spake the lover; from the hall above
This answer came: "Young man you're good
and right,
And love's well-timed that quits at ten each
night."

—Yonkers Gazette.

—"The larger the show windows I have to build, the greater panes are taken with them," remarked the contractor, when asked what constituted his most careful work.

Of the food preparations recently introduced, none is deserving greater attention than Highland Brand Evaporated Cream, which is not only an article of great merit to the consumers, but which also opens to the dealer a new source of revenue, as it enables him to supply families regularly at all seasons with delicious, natural, uniformly and perfect milk or cream, an article often difficult to obtain from the usual sources. It is simply pure cows' milk in a concentrated and improved form, put up in tin cans and sterilized. It retains its relishing properties for an indefinite time in all climates. If mixed with about two times its volume of water, it yields an excellent cream for ice cream, table use, or other purposes, and mixed with three times its volume of water, it yields milk in its natural state. While the article is a great convenience in every household, it is of special value for infant feeding, as it is absolutely pure and free from all microbic elements which often cause serious trouble to weak digestive organs. The article is prepared by the Helvetia Milk Condensing Co., of Highland, Ill., and as it is handled with scrupulous care and cleanliness, it is fit for use on the table of the most fastidious. Adv.

London Stoneware Pottery Works.

OUR NEW Fruit and Preserve Jar

(PATENTED JULY, 1891.)

These cuts represent our new Fruit and Preserve Jars which we are now introducing to the Canadian Trade, and in doing so, desire to draw your attention to the advantages they possess over those made of glass and other material.

The Jars are manufactured from a mixture of English and Pennsylvania clays, making a stronger and better article than can be produced from any other combination.

We use only a pure Bristol Stoneware Glaze, which is free from Lead or other Metallic substances readily attacked by all acids. We guarantee the body to be thoroughly vitrified and absolutely acid proof.



These Jars will be found superior to all other articles in use for the preservation of Fruits, etc. Being non-transparent, the action of light cannot fade the color or ferment fruits kept in them, as is the case where glass is used, and being a non-conductor of heat, preserves are kept at a more uniform temperature than in either glass or tin, and will be free from the unpleasant metallic taste so frequently noticed where tin is used.

They are made in various sizes and are for sale by all Crockery and Grocery Dealers in Canada.

Illustrated Catalogue and Prices
Furnished on Application.

GLASS BROS. & CO.,

LONDON, ONT.

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, Aug. 11, 1892.

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

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

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

BAKING POWDER.



Cleveland's Superior Baking Powder in tin cans, per dozen net.

10 cent tins	1 00
1/4 lb.	1 50
6 oz.	2 20
1/2 lb.	2 80
12 oz.	4 25
1 lb.	5 50
5 lbs.	25 50

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

COOK'S FRIEND.

(In Paper Packages.) Per doz

Size 1, in 2 and 4 doz boxes	\$2 40
" 10, in 4 doz boxes	2 10
" 2, in 6 "	80
" 12, in 6 "	75
" 3, in 4 "	45
Pound tins, 3 oz in case	3 00
12 oz tins, 3 oz in case	2 40
5 oz tins, 4 "	1 10
5 lb tins, 1/2 "	14 00
Ocean Wave, 1/2 lb, 4 doz cases	75
" 1/2 lb, 4 "	1 30
No. 1, 2 "	1 90
1 lb, 2 "	2 26
5 lb, 1/2 "	9 60

OCEAN WAVE

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



PRICE'S CREAM BAKING POWDER

Dime cans, 4	per case \$1 00
4 oz " 3	1 50
6 " " 3	2 25
8 " " 3	3 00
12 " " 1 to 4	4 25
16 " " 1 to 3	5 75
2 1/2 lbs " or 1	12 00
4 " " or 1	18 25
5 " " or 1	22 75
10 " " "	44 00

BISCUITS.

TORONTO BISCUIT AND CONFECTIONERY CO.

Abernethy	8 1/2
Arrowroot	\$0 11
Butter	0 30
" 3 lbs	0 60
Cabin	0 7 1/2
Cottage	0 8 1/2

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

BLACKING.

Day & Martin's, pinta, 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. 2	3 00
" " 3	4 50
" " 4	8 00
" " 5	10 00
1-gross Cabinets, asst	7 50
Egyptian, No. 1	9 00
" 2	4 50

BLACK LEAD.

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

F. F. DALLEY & CO.

Silver Star Stove Paste	Per gross 9 00
Packed in fancy wood boxes, each box contains 5 doz.	

BLUE.

Reckitt's Pure Blue, per gross 2 10

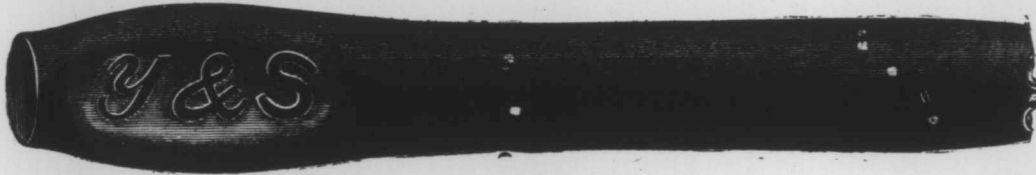
CORN BROOMS.

CHAS. BOECKH & SONS, per doz

X Carpet, 4 strings, net	\$3 60
2 " 4 " " "	3 20
3 " 3 " " "	2
XXX Hurl 4 " " "	2 90
1X " 4 " " "	2 65
2X Parlor 4 " " "	2 50
3 " 3 " " "	2 25
4 " 3 " " "	1 85
5 " 2 " " "	1 50
Warehouse 4 " " "	3 25
Ship 4 " " "	4 00
1 Cable 2 wire bands, net	3 25
2 " 3 " " "	4 00

CANNED GOODS.

Apples, 3's	\$0 85	\$1 00
" gallons	1 75	2 00
Blackberries, 2's	2 00	2 25
Blueberries, 2's	1 10	1 25
Beans, 2's	0 90	1 00
Corn, 2's	1 00	1 10
" Special Brands	1 30	1 60
Cherries, red pitted, 2's	1 45	2 10
Pears, 2's	1 05	1 15
Pears, Bartlett, 2's	1 75	
" Sugar, 2's	1 50	
Pineapple, Baltimore	1 45	2 50
" Bahama		
Peaches, 2's	2 00	2 25
" 3's	3 00	3 10
" Pie, 3's		
Plums, Gr Gages, 2's	1 75	2 00
" Lombard	1 50	1 65
" Dawson Blue	1 50	1 90
Pumpkins, 3's	0 90	1 00
" gallons	3 00	3 25
Raspberries, 2's	2 00	2 40
Strawberries, choice 2's	2 00	2 40
Succotash, 2's	1 05	1 15
Tomatoes, 3's	1 05	1 11
"Thistle" Finnan haddies	1 50	



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?

Prices Current, Continued—

Lobster, Clover Leaf.....	2 75
" Crown flat.....	2 25
" Other brands.....	1 90 2 10
Mackerel.....	1 60 1 10
Salmon, talls.....	1 60 1 70
" flats.....	1 80
Sardines Albert, 1/4's tins.....	12 1/4
" 1/2's ".....	20
" Martiny, 1/4's ".....	10 10 1/4
" 1/2's ".....	16 17
" Other brands, 9 1/2's.....	11 16 17
" P & C, 1/4's tins.....	33 25
" 1/2's ".....	33 36
Sardines Amer, 1/4's ".....	6 1/8
" 1/2's ".....	9 11

CANNED MEATS.

(CANADIAN)

Comp. Corn Beef 1 lb cans \$1 60	\$1 75
" " 2 " " 2 65	2 80
" " 4 " " 4 50	5 00
" " 6 " " 6 80	8 25
" " 14 " " 17 50	18 50
Minced Collops, 2 lb cans.....	2 60
Roast Beef.....1	1 50
" " 2 " " 2 60	2 75
" " 4 " " 4 75	4 75
Par Ox Tongue, 2 1/2 " " " 8 00	8 25
Ox Tongue.....2	7 85 8 00
Lutch Tongue.....1	3 25
" " 2 " " 6 00	6 25
English Brawn.....2	2 75 2 80
Camb. Sausage.....1	2 50
" " 2 " " 4 00	4 00
Soups, assorted.....1	1 35
" " 2 " " 2 25	2 25
Soups & Bouilli.....2	1 80
" " 6 " " 4 50	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, 1/4 lb cans.....	1 40
Devilled Chicken or Turkey, 1/4 lb cans.....	2 25
Sandwich Ham or Tongue, 1/4 lb cans.....	1 50
Ham, Chicken and Tongue, 1/4 lb cans.....	1 75

CHEWING GUM.

ADAMS & SONS.

To Retailers	
Tutti Frutti, 36 5c bars.....	\$1 20
Pepsin Tutti Frutti, 25 5c packets	0 75
Orange Blossom (new) 150 pieces	1 00
(each box contains a bottle of high class perfume. Guaranteed first class)	
Monte Cristo.....	1 30
(with brilliant stone ring)	
Sappota.....	1 00
Sweet Fern.....	0 75
Red Rose.....	0 75
Magic Trick.....	0 75
Oolah.....	0 75
Puzzle Gum.....	0 75
Bo-Kay.....	1 00
Mexican Fruit, 36 5c bars.....	1 20
Flirtation Gum (new).....	0 65
(115 pieces)	

C. T. HEISEL.

Red Jacket, 115 pieces.....	0 75
Royal Fruit, 36 5c pkgs.....	1 20
Digestive, 120 pieces.....	0 80
Largest Heart, 150 ".....	1 00
Globe picture, 150 ".....	1 00

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 "	0 70
Jingle Bell, 150 ".....	1 00
Cracker, 144 ".....	1 00
O-Dont-O, 144 ".....	1 00
Little Jap, 100 ".....	0 70
Dude Prize, 144 ".....	1 00
Clock Gum comprising 500 pieces Gum (assorted flavors), and 1 'Little Lord Fauntleroy' clock guaranteed.).....	3 75

CHOCOLATES & COCOAS.

TODHUNTER, MITCHELL & CO'S

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

BENS DORP'S ROYAL DUTCH COCOA.

1/4 lb. cans, per doz.....	\$3 40
1/2 " " ".....	4 50
1 " " ".....	8 50

FRY'S

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

Chocolate—	per lb
Carracas, 1/4's, 6 lb. boxes ..	0 40
Vanilla, 1/4's, ".....	0 40
"Gold Medal" Sweet, 6 lb bxs.	0 30
Pure, unsweetened, 1/4's, 6 lb bxs.	0 40
"Fry's" Diamond 1/4's, 6 lb bxs.	0 26
"Fry's" Monogram, 1/4's, 6 lb bxs.	0 26
Cocoa—	per doz
Concentrated, 1/4's, 1 doz in box.....	2 40
" 1/4's, ".....	4 50
" 1 lbs. ".....	8 75
Homeopathic, 1/4's, 14 lb boxes.....	0 32
" 1/2 lbs, 12 lb boxes.....	0 32

JOHN P. MOTT & CO'S

R. S. McIndoe, Agent, Toronto.)

Mott's Broma.....	per lb	\$0 30
Mott's Prepared Cocoa.....	28	
Mott's Homeopat'c Cocoa (1/4's)	32	
Mott's Breakfast Cocoa.....	35	
Mott's Breakf. Cocoa (in tins)	40	
Mott's No. 1 Chocolate.....	30	

Mott's Breakfast Chocolate..	28
Mott's Caracas Chocolate....	40
Mott's Diamond Chocolate...	22
Mott's French-Can Chocolate	20
Mott's Navy or Cooking Choc	26
Mott's Cocoa Nibbs.....	30
Mott's Cocoa Shells.....	5
Mott's Vanilla Chocolate stick 22&24	22c-24
Mott's Confec Chocolate.....	22c-40
Mott's Sweet Choc. Liquors 21c-30	

COWAN COCOA AND CHOCOLATE CO.

Cocoas—

Hygienic, 1, 1/4, 1 lb. boxes.....	70 75
Iceland Moss 1/2 bin 12 lb bxs...	35
Soluble (bulk) 15 & 30 lb bxs....	18 20
Soluble (tins) 6 lb and 12 lb....	20
Cocoa Nibs, any quantity.....	30 35
Cocoa Shells, any quantity.....	05
Cocoa Essence.....per doz	1 40

Chocolates—

Mexican, 1/4, 1/2 in 10 lb bxs	36
Queen s Dessert, ".....	40
Vanilla ".....	35
Sweet Caracas ".....	35
Chocolate Powder, 15, 30 lb bxs	25
Chocolate Sticks, per gross....	00
Pure Caracas (plain) 1/4, 1/2 lbs	30
Royal Navy (sweet).....	30
Confectioners' in 10 lb cakes	30
Chocolate Creams, in 3 lb bxs	30
Chocolate Parisien, in 6 lb bxs	30

WALTER, BAKER & CO'S

Chocolate—

Pre'm No. 1, bxs 12 & 25 lbs each	40
Baker's Vanilla in bxs 12 lbs each	52
Caracas Sweet bxs 6 lbs each, 12 bxs in case.....	35
Eagle, sweet & spiced, bxs 12 lbs each.....	33
Vanilla Tablets, 416 in box, 24 bxs in case, per box.....	35
Spanish Tablets, 100 in box, 12 bxs in case.....	3 00

German Sweet Chocolate—

Grocers' Style, in cases 12 boxes, 12 lbs each.....	25
Grocers' Style, in cases 24 boxes, 6 lbs each.....	25
48 Fingers to the lb., in cases 12 bxs 12 lbs each.....	25
48 Fingers to the lb., in cases 24 bxs 6 lbs each.....	25

Cocoa—

Pure Prepared boxes, 12 lbs each	40
Cracked, boxes, 20 lbs each, 1 lb and assorted papers.....	32
Cracked, in bxs, 12 lbs., each, 1/2 lb. papers.....	32
Cracked, in bags, 6, 10 & 25 lbs each	2
Cocoa and shells, 12s and 25s.....	30

Breakfast Cocoa—

1/2 bxs 8 & 12 lbs., each, 1/2 lb. tins	45
In boxes, 12 lbs., each, 1 lb. tins, decorated canisters.....	45
Broma—	
In boxes, 12 lbs., each, 1/2 lb. tins...	40



"Highland Brand" Evaporated Cream, per case..... 7 25

CLOTHES PINS.

5 gross, per box.....	0 75
4 gross, ".....	0 85
6 gross, ".....	1 20

CHAS. BECKER & SONS, per box

5 gross, single & 10 box lots	0 75	0 80
Star, 4 doz. in package.....	0 85	
" 6 " ".....	1 25	
" 4 " cotton bags.....	0 90	

COFFEE.

GREEN

Mocha.....	c. per lb	25, 33
Old Government Java.....	25, 35	
Rio.....	17, 30	
Plantation Ceylon.....	25, 31	
Porto Rico.....	24, 26	
Guatemala.....	24, 26	
Jamaica.....	22, 23	
Maracaibo.....	24, 26	

WHOLE GRAINED OR PURE GROUND ELLIS & KEIGHLEY'S

Java.....	c. per lb	33, 37
Java and Mocha.....	34, 36	
Plantation Ceylon.....	35	
Arabian Mocha.....	37	
Santos.....	28, 28	
English Breakfast.....	16, 24	
Royal Dandelion in 1 lb tins.....	26	

TODHUNTER, MITCHELL & CO.'S

Excelsior Blend.....	33
Our Own ".....	31
Laguayra.....	29
Mocha and Java.....	32, 33
Java, Standard.....	33
" Old Government.....	30, 32
Arabian Mocha.....	36
Santos.....	28

J. W. COWAN & CO.

Standard Java in sealed tins, 25 and 50 lbs.....	36
Standard Imperial in sealed tins, 25 and 50 lbs.....	32
Standard Blend in sealed tins, 25 and 50 lbs.....	33
Ground, in tins, 5, 10, 15 and 25 lbs.....	20 30
Say's Parisien, in 1/2 and lb tins	30

DRUGS AND CHEMICALS.

Alum.....	lb \$0 02 \$0 03
Blue Vitriol.....	0 06 0 07
Brimstone.....	0 03 0 04
Borax.....	0 12 0 14
Campbor.....	0 65 0 75
Carbolic Acid.....	0 30 0 50
Castor Oil.....	0 10 0 11

Cleveland's Baking Powder yields best profit to the grocer, and is of such a superior quality that a customer gained is always retained.

Something New every Week in Confectionery.

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

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

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

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

The Toronto Biscuit and Confectionery Co.,

Tele. 528.

7 Front St. E., Toronto.

Prices current, continued—

Cream Tartar.....	0 28	0 30
Epsom Salts.....	0 01 1/2	0 02
Paris Green.....	0 16	0 17
Extract Logwood, bulk	0 13	0 14
" " boxes	0 15	0 17
Gentian.....	0 10	0 13
Glycerine, per lb.....	0 17	0 20
Hellebore.....	0 16	0 17
Iodine.....	5 50	6 00
Insect Powder.....	0 30	0 35
Salpêtre.....	0 08 1/2	0 09
Soda Bicarb, per keg.....	2 50	2 75
Sal Soda.....	1 00	1 25
Madder.....	0 12 1/2	

DURABLE PAILS AND TUBS
WM. CANE & SONS, MANUFACTURING CO
NEWMARKET.

Steel hoops, painted and grain'd	2 20
Brass hoops, oiled and varnish.	3 25
No 1 tubs.....	9 50
No 2 ".....	8 50
No 3 ".....	7 50

EXTRACTS.

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

FIRE LIGHTER.

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

FLUID BEEF.

JOHNSTON'S, MONTREAL

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

FRUITS.

FOREIGN.

Currants, Provincial, bbls.	4 1/2	5 1/2
" " " bbls.	4 1/2	6
" " " cases	6 1/2	6 1/2
" Filletras, bbls.....		
" " bbls.....		
" " cases.....	6 1/2	6 1/2
" Patras, bbls.....	6 1/2	7 1/2
" " bbls.....	6 1/2	7 1/2
" " cases.....	7 1/2	9 1/2
" Vostizzas, cases.....	7 1/2	9 1/2
" " cases.....	8 1/2	10
" 5-crown Excelsior (cases)	8 1/2	8 1/2
" " case.....	8 1/2	8 1/2
" " case.....	5 1/2	5 1/2

Dates, Persian, boxes.....

Figs, Elemes, 14oz., per box

Prunes, Bosnia, cases.....

Raisins, Valencia, off stalk

old.....

Selected.....

Layers.....

Raisins, Sultanias.....

" Eleme.....

" Malaga:

London layers.....

Loose muscatels.....

Imperial cabinets.....

Connoisseur clusters.....

Extra dessert.....

Royal clusters.....

Fancy Vega boxes.....

Black baskets.....

" " qrs.....

Blue ".....		
Fine Dehesas.....		
" " qrs.....		
Lemons.....	6 00	7 00
Oranges, Rodi.....	6 25	6 50
" " Valencias.....		
" " Messinas.....		
" " Seedlings.....		
" " Navels.....		

DOMESTIC.

Apples, Dried, per lb.....	0 04 1/2	0 04 1/2
do Evaporated.....	0 07	

FISH.

Oysters, per gallon.....		
" select, per gallon.....		
Pickeral..... per lb.....	0 03	0 06
Pike..... do.....	0 03	0 04
White fish..... do.....	0 07	
Manitoba White fish do.....		
Salmon Trout..... do.....	0 07	
Lake herring..... p. 100	2 00	2 50
Pickled and Salt Fish:		
Labrador herring, p. bbl	6 00	6 25
Shore herring.....	5 00	5 00
Salmon trout, per 1/2 bbl	5 00	5 50
White Fish, 1/2 bbl.....	5 50	5 75
Dried Fish:		
Codfish, per quintal.....	5 25	5 75
" cases.....	5 00	5 50
Boneless fish..... per lb	0 04 1/2	0 04 1/2
Boneless cod.....	0 06 1/2	0 08
Smoked Fish:		
Finnan Haddies, per lb	0 07 1/2	0 08 1/2
Hoaders..... per box	1 00	2 25
Digby herring.....	0 15	
Sea Fish: Haddock per lb	0 05	0 06
Cod.....	0 07 1/2	
B.C. salmon.....	0 17	
Market Cod.....		
Frozen Sea Herrings.....		

GRAIN.

Wheat, Fall, No 2.....	0 76	0 77
" Red Winter, No 2.....	0 76	0 77
Wheat, Spring, No 2.....	0 73	0 74
" " Man Hard, No 1.....	0 93	0 95
" " No 2.....	0 86	0 87
" " No 3.....	0 76	0 76
Oats, No 2, per 34 lbs.....	32	33
Barley, No 1, per 48 lbs.....	52	54
" No 2 extra.....	48	49
" No 3.....	44	45
Rye.....	79	81
Peas.....	58	59
Corn.....	52	53

HAY & STRAW.

Hay, Pressed, "on track	9 50	10 50
Straw Pressed, ".....	6 50	7 50

HARDWARE, PAINTS AND OILS.

CUT NAILS, from Toronto		
50 to 60 dy basis.....	2 30	
40 dy.....	2 35	
30 dy.....	2 40	
20, 16 and 12 dy.....	2 45	
10 dy.....	2 50	
8 and 9 dy.....	2 55	
6 and 7 dy.....	2 70	
5 dy.....	2 90	
4 dy A P.....	2 90	
3 dy A P.....	3 30	
4 dy C P.....	2 80	
3 dy C P.....	3 20	

HORSE NAILS:

"C" 60 and 5 per cent. from list.

HORSE SHOES:

From Toronto, per keg.. 3 60 3 70

SCREWS: Wood—

Flat head iron 7 1/2 p.c. dis

Round " " 7 1/2 p.c. dis.

Flat head brass 7 1/2 p.c. dis.

Round head brass 70 p.c.

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

1st break (25 in and under).....	1 35
2nd " (26 to 40 inches).....	1 55
3rd " (41 to 50 ").....	3 40
4th " (51 to 60 ").....	3 70
5th " (61 to 70 ").....	4 00

ROPE: Manila..... 0 11 1/2

Sisal..... 0 09 1/2

New Zealand..... 0 08 1/2

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

SHOT: Canadian, dis. 1 1/2 per cent.

HINGES: Heavy T and strap... 0 4 1/2 05

" " Screw, hook & strap. 0 3 1/2 04 1/2

WHITE LEAD: Pure Ass'n guarantee ground in oil.

25 lb. irons..... per lb 5 1/2 5 1/2

No. 1..... " " 5

No. 2..... " " 4 1/2

No. 3..... " " 4

TURPENTINE Selected packages, per gal..... 0 48

LINSEED OIL per gal, raw 0 57 1/2 0 57 1/2

Boiled, per gal..... 0 60 0 60 1/2

GLUE: Common, per lb..... 0 10 0 11

INDURATED FIBRE WARE.

1/2 pail, 6 qt..... \$4 00

Star Standard, 12 qt..... 4 50

Milk, 14 qt..... 5 50

Round bottomed fire pail, 14 qt. 5 50

Tubs, No. 1..... 15 50

" " No. 2..... 13 25

" " No. 3..... 11 00

Nests of 3..... 3 40

Keelers No. 1..... 10 00

" " No. 2..... 9 00

" " No. 3..... 8 00

" " No. 4..... 7 00

Milk pans..... 3 25

Wash Basins, flat bottoms..... 3 25

" " round..... 3 50

Handy dish..... 3 75

Water Closet Tanks..... 18 00

JAMS AND JELLIES.

DELHI CANNING CO

Jams assorted, extra fine, 1's..... 2 35

Jellies, extra fine 1's..... 2 25

TORONTO BISCUIT & CONFECTIONERY CO

Per lb

Jams, absolutely pure—apple... \$0 06

Family..... 0 07

Black and Red currant, Rasp-

berry, Strawberry, Peach

and Gooseberry per lb..... 0 12

Plum..... 0 10

Jellies—pure—all kinds..... 0 10

These goods are put up in

glass jars and in 5, and 10

lb. tins and 28 lb. pails.

Marmalade—orange..... 0 12

LICORICE.

YOUNG & SMYLLIE'S LIST.

5 lb boxes, wood or paper, per lb	0 40
Fancy bxs. (36 or 50 sticks), per	
box.....	1 25
" Ringed" 5 lb boxes, per lb.....	0 40
" Acme" Pellets, 5 lb cans, per	
can.....	2 00
" Acme" Pellets, Fancy boxes	
(30s) per box.....	1 50
" Acme" Pellets, Fancy paper	
boxes, per box (40s).....	1 25
Tar Licorice and ToluWafers, 5	
lb cans per can.....	2 00
Licorice Lozenges, 5 lb glass	
jars.....	1 75
Licorice Lozenges 5 lb cans.....	1 50
Purity" Licorice, 300 sticks	
" " 100 ".....	0 72 1/2
Imitation Calabria, 5 lb bxs	
p lb.....	0 25

MINCE MEAT.

BRYANT, GIBSON & CO'S—TORONTO.
Mince Meat, 1/2 gal glass jars, \$9 50
Ditto 25 and 40 lb pails, per lb. 12 1/2 c

J. H. WETHEY'S—ST. CATHARINES

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

MUSTARD.

ELLIS & KEIGHLEY'S. cts

Durham, Fine, in 1/2 and 1 lb tins		
" per lb.....	25	
" Fine, in 1 lb jars.....	20	
" Fine, in 4 lb jars.....	73	
" Ex. Sup. in bulk, per lb	30	
" Superior in bulk, p lb	30	
" 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.....	13 14
" Tarragona.....	15
" Fornigotta.....	13 14
Almonds, Shelled Valencias	28 30
" " Jordan.....	40 45
" " Canary.....	28 30
Brazil.....	10 12 1/2
Cocoanuts.....	5 6
Filberts, Sicily.....	10 11
Pecans.....	11 15
Peanuts, roasted.....	10 12
" " green.....	9 10
Walnuts, Grenoble.....	14 15
" Bordeaux.....	10 11
" Naples, cases.....	
" Marbots.....	12 13
" Chilis.....	12 13

"OUR NATIONAL FOODS.

Desiccated Wheat.....	4 lb.	\$2 25
" Rolled Oats.....	4 "	2 25
Snow Flake Barley.....	3 "	2 25
Desiccated Rolled Wheat	3 "	2 25
Buckwheat Flour, S. R.....	5 "	2 25
Prepared Pea Flour.....	2 1/2 "	2 00
Baravena Milk Food.....	1 "	2 50
Patent Prepared Barley 1	"	2 00
Patent Prepared Groats 1	"	1 50
Gluten Flour.....	4 lb.	3 00
Farina, very choice.....	1 1/2 lb.	1 40

K.

7 25
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Prices current, continued.

PETROLEUM.

to 10 bbl lots, Toronto...	Imp. gal	
Canadian	0 14	\$0 15
Carbon Safety	0 17	0 18
Canadian Water White	0 20	0 22
Amer'n Prime White	0 23	
Water White	0 24	0 25
Photogene	0 27	0 00
(For prices at Petrolia, see Market Report.)		

PICKLES & SAUCES.

BRYANT, GIBSON & CO'S. TORONTO

PICKLES.

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

THE T. A. SNIDER PRESERVE CO.,

(Wright & Copp, Toronto, Agents.)

Home Made Tomato Catsup, per doz	3 50
pts	3 50
pts	2 00
Chili Sauce, pts	4 50
pts	3 25

Soups (in 3 lb. cans).

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

SAUCES.

John Bull, kegs, per gal.	1 25
pts bottles, per doz.	1 00
pts bottles, per doz.	1 75
Devonshire Relish, kegs per gal	1 25
per doz.	1 25
Niagara Tomato, kegs, per gal.	1 25
Reputed pts.	1 25
Raspberry Vinegar, per doz	2 25
Raspberry Syrup and Vinegar	2 25

Terry's Candied Peels, c. p. peel	
Lemon, 7 lb. boxes	3 60
Orange	6 25
Citron	6 50

LEA & FERRIN'S. per doz.

Worcester Sauce, pts	\$3 60
pts	\$3 75

LAZENBY & SONS. Per doz.

Pickles, all kinds, pints	3 25
quarts	6 00

Harvey Sauce-genuine—hlf. pts

Mushroom Catsup	2 25
Anchovy Sauce	3 25

PRODUCE.

DAIRY.

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

COUNTRY.

Eggs, fresh, per doz.	0 09	0 11
limed	1 00	1 25
Beans	1 75	2 25
Onions, per crate	1 25	1 50
Potatoes, per barrel	0 13	0 18
Hops, 1890 crop	0 18	0 25
1891	0 05	0 07
Honey, extracted, section	0 12	0 14

PROVISIONS.

Bacon, long clear, p lb.	0 08
Pork, mess, p. bbl.	13 00
short cut	16 00
Hams, smoked, per lb.	0 11
pickled	0 09
Bellies	0 11
Rolls	0 09
Backs	0 11
Lard, Canadian, per lb.	0 09
Compound	0 08
Tallow, refined, per lb.	0 05
rough	0 02

RICE, ETC.

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

Grand Duke	6 7
Sago	4 5
Tapioca	5 5

ROOT BEER.

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

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

STARCH.

BRITISH AMERICA STARCH CO

BRANTFORD.

1st quality white, in kegs and bris	4 8
1st quality white, 3 lb. cartoons.	4 8
Lily White gloss, crates	6 1
Brantford gloss, 1 lb	6 1
Lily White gloss, 1 lb chromo	6 1
Canada Laundry, Boxes	4
Pure Prepared corn	7
Challenge Corn	6 1
Rice Starch, fancy cartoons	8 1
cubes	7 1

KINGSFORDS OSWEGO STARCH.

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

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

ST. LAWRENCE STARCH CO'S

Culinary Starches—	
St. Lawrence corn starch	7
Durham corn starch	6 1

Laundry Starches—

No. 1, White, 4 lb. Cartons	4 3
Bbls	4 8
Kegs	4 8
Canada Laundry	3 1
Ivory Gloss, six 6 lb. boxes, sliding covers	6 1
Ivory Gloss, fancy picture, 1 lb packs	6 1
Patent Starch, fancy picture, 1 lb. cartons	6 1
Ivory Starch in cases of 40 packages	40 00

SUGAR. c. per lb

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

SALT.

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

SYRUPS AND MOLASSES.

Per lb.	
bbls. 1/4 bbls.	
D.	1 1/2
M.	2 1/2
B.	2 1/2

W. G. A. LAMBE & CO.,
Commission Merchants,
TORONTO.
 AGENTS FOR
 The St. Lawrence Sugar Ref'g Co., Montreal.
 The British America Starch Co., Brantford.

All the Flesh-Forming
 And strength-giving elements of PRIME BEEF are supplied by



JOHNSTON'S FLUID BEEF

It is a valuable Food for the Sick—an Invigorating and Stimulating Beverage.
 Nutritious, palatable and easily digested.

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

Kingsford's Oswego
STARCH.
STRONGEST. PUREST. BEST.
 "THE ORIGINAL" FOR THE TABLE.
"Silver Gloss" Kingsford's
 (Others so-called are imitations of our brand.)
Pure Starch. **Corn Starch.**
 FOR SALE BY ALL LEADING JOBBERS IN CANADA.
T. KINGSFORD & SON
 OSWEGO, N.Y.

Barm Yeast pleases everybody

BARM YEAST MFG. CO.
TORONTO, ONT.

MARKDALE, 12 July, 1892.
 "Your 'Barm' Yeast is all O. K. In fact, the best."—R. H. BENSON & CO.

CHUTE AU BLONDEAU, QUEBEC, 8th July, 1892.
 "Your Yeast is giving great satisfaction. I cannot speak too highly of it."—DAVID MCALLISTER.

ST. DENIS, RICHELIEU, QUEBEC, 12 July, 1892.
 "It is much liked, and selling fast."—M. RICHARD.

BECHER, 27 June, 1893.
 "I have 'Barm' Yeast in stock through T. Kenny & Co., Sarnia. I find that it is the taking Yeast. Kindly send me your Lithograph."—E. H. RUTTAN.

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

Prices current, continued—

V.B.	2 1/2	2 1/2
E.V.B.	2 1/2	2 1/2
E. Superior	2 1/2	2 1/2
XX	2 1/2	2 1/2
XXX	2 1/2	2 1/2
Crown	2 1/2	2 1/2
MOLASSES.		
Trinidad, in puncheons	0 35	0 37
" " bbls	0 38	0 46
" " 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
" " barrels	0 44	0 46
SOAP.		
Ivory Bar, 1 lb. bars	5 1/2	5 1/2
Do. 2, 6-16 and 3 lb bars	5	5
Primrose, 4 1/2 lb bars, wax W	4 1/2	4 1/2
John A. cake, wax W	4 1/2	4 1/2
Mayflower, cake	4 1/2	4 1/2
Gem, 3 lb bars per lb	4 1/2	4 1/2
" " 13 oz, 1 and 2 lb bars	3 1/2	3 1/2
Queen's Laundry, per box	2 1/2	2 1/2
Pride of Kitchen, per box	2 1/2	2 1/2
Sunshine, boxes, 100 tablets	6 50	6 50
" " 50	3 40	3 40
MORSE'S SOAPS.		
Mikado (wrapped)	0 04	0 04
Eclipse	0 04	0 04
Stanley Bar	0 04	0 04
Defiance	0 04	0 04
Toronto, 12 oz.	0 50	0 50
Ruby, 10 oz.	0 80	0 80
Monster, 8 oz.	0 24	0 24
Detroit, 14 oz.	0 48	0 48
Lily White	0 90	0 90
Everyday	0 80	0 80
Queen City, 14 oz.	0 72	0 72
Per box		
Mottled in 5 box lots, 100 bars	5 00	5 00
" " 60 bars	3 00	3 00
Floater (boxes free)	6 50	6 50
Electric	2 75	2 75
Hard Water Electric	2 50	2 50
Royal Laundry	3 25	3 25
Octagon	4 00	4 00
Per doz		
Royal Magnum	0 25	0 25
" " 25 doz per box	0 20	0 20
Anchor, Assorted	0 40	0 40
" Castile	0 50	0 50
Morse's Assorted	0 45	0 45
Morse's Rose	0 45	0 45
" Windsor	0 45	0 45
" Castile	0 45	0 45
Bouquet, paper and wood	0 80	0 80
Prize Magnum, White Castile	0 72	0 72
" " Honey	0 72	0 72
" " Glycerine	0 72	0 72
" " Oatmeal	0 72	0 72
Per box		
" " Honeysuckle	0 72	0 72
Sweet Briar	0 85	0 85
Extra Perfume	0 55	0 55
Old Brown Windsor Squares	0 30	0 30
White Lavender	1 00	1 00
Per doz		
White Castile Bars	0 85	0 85
White Oatmeal	2 50	2 50
Persian Bouquet, paper	0 45	0 45
Oriental	0 45	0 45
Pure Coconut, 3 doz. bxs, wood	0 40	0 40
Heliotrope paper	1 50	1 50
Carnation	0 60	0 60
Rose Bouquet	0 60	0 60
Cocoa Castile	0 40	0 40
Arcadian	0 45	0 45
New Arcadian, per gross	4 25	4 25
Ocean Bouquet	0 45	0 45
Barber's Bar, per lb	0 25	0 25
Pure Bath	1 00	1 00
Magnolia	1 30	1 30
Oatmeal	0 85	0 85

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

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

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

JAPAN.	
Half Chests—	
Choice	38 40
Choice	32 36
Finest	28 30
Fine	25 27
Good medium	22 24
Medium	19 20
Good common	16 18
Common	12 15
Nagasaki, 1/2 chests Pekoe	16 22
" " Oolong	14 15
" " Gunpowder	16 19
" " Siftings	5 9

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

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

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

FANCY SWEET CHEWING.	
Good Luck, spun roll, 16 boxes 4 lbs.	65
Empire, 3 x 6, 4s. spaced 8s. bxs 4 lbs.	61
Top, 16 oz. spaced 8s. boxes 4 lbs Joy, 3 x 12s., 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
Kentucky, 1 1/2 x 3, 13s. Caddies about 21 lbs.	50
Kentucky, 1 1/2 x 3, 7s. Caddies about 21 1/2 lbs.	49

BLACK SWEET CHEWING.	
Star, Narrow, 12s. Butts about 22 lbs	47
Morning Star, 12s. Butts about 22 1/2 lbs	43 1/2
Montreal Twist, 12s. Caddies about 23 lbs.	44
Anchor Twist, 12s. Caddies about 23 lbs.	42 1/2

CIGARS—S. DAVIS & SONS, Montreal.	
Sizes.	Per M
Madre E' Hijo, Lord Landsdow	60 00
" " Panetelas	60 00
" " Bouquet	60 00
" " Perfectos	85 00
" " Longfellow	85 00
" " Reina Victoria	80 00
" " Pins	55 00
El Padre, Reina Victoria	55 00
" " Reina Vict., Especial	50 00
" " Conchas de Regalia	50 00
" " Bouquet	55 00
" " Pins	50 00
" " Longfellow	80 00
" " Perfectos	80 00
Mungo, Nine	35 00
Cable, Conchas	30 00
Queens	29 00
Cigaretttes, all Tobacco—	
Cable	7 00
El Padre	1 00
Mauricio	15 00

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

CIGARETTE TOBACCO.	
B. C. N. 1, 1-10, 5 lb boxes	85
Puritan, 1-10, 5 lb boxes	1 15
Athlete, per lb	0 33
Hyde Park	10 50

VINEGAR.	
A. HAAZ & CO	
XX, W.W.	0 20
XXX, W.W.	0 25
Honey Dew	0 30
Pickling	0 33
Malting	0 45

WOODENWARE. per doz	
Pails, 2 hoop, clear	No. 1. \$1 70
" " 3 " " "	" " 1 90
Pails, 2 hoops, clear	No. 2. 1 60
" " 3 " " "	" " 1 80
" " 3 " painted	" " 1 80
Tubs, No. 0.	9 50
" " 1.	8 00
" " 2.	7 00
" " 3.	6 00
Washboards, Globe	\$1 90
" " Water Witch	1 40
" " Northern Queen	2 25
" " Planet	1 70
" " Waverly	1 60
" " X X	1 50
" " X	1 30
" " Single Crescent	1 85
" " Double	2 75
" " Jubilee	2 25
" " Globe Improved	1 90
" " Quick and Easy	1 80
" " World	1 75
" " Rattler	1 30

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

WASHING COMPOUND.
 Housekeeper's Quick-Washing Compound
 Washing per case
 5c pkgs 100 in case ... 3 50
 10c " 60 in case ... 4 00


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

BREADMAKER'S

per box

5c packages 36 in box 1 00

2c " 45 in box 0 50



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

: NO BLUEING :
 Material whatsoever is used in the manufacture of
OUR GRANULATED.

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

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.

Travellers' Guide.

J. EDWARDS. J. E. INSLEY.
LELAND HOTEL
 Corner Hastings and Granville Streets, one block
 from Railway Station and Steamship dock.
 Vancouver, B.C.
 INSLEY & EDWARDS,
 Proprietors

THE SANITARIUM

BANFF, N.W.T.

Special apartments for invalids. Bath houses
 in connection and a staff of male and female at-
 tendants. The best of accommodation for Travel-
 ers. Rates, \$2.00 and \$3.50.
 R. G. BRETHERTON, Medical Director. J. HASTIE, Prop.

The Alberta Hotel

CALGARY, N.W.T.

Strictly first-class. Headquarters for Commerce and
 Men. Large sample rooms.
 H. A. PERLEY, Prop.

Queen's Hotel

MOOSOMIN, N.W.T.

Newly built, newly furnished.
 Four large sample rooms.
 WM. CLEVERLY, Prop.

The Hilliard House

RAT PORTAGE, ONT.

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

The Clarendon Hotel,

Winnipeg, Man.

RUTLEY & McCAFFREY Proprietors.

THE LELAND HOUSE,

Portage La Prairie, Man.

Best sample rooms west of Winnipeg. Strictly
 first-class.
 WM. NEVINS, Prop.

Queen's Hotel,

WINNIPEG, MAN.

First-class in every respect.

JAS. O'CONNOR, Prop. FRED. SPRADO, Mgr

Grand Pacific Hotel

KAMLOOPS, B.C.

The leading hotel in the city. Sample rooms
 convenient to stores, provided for commercial
 men
 H. SMITH, Proprietor.

EPPS'S COCOA

1/4 lb. packets, 14 lb. boxes secured in tin
 Special Agent for the Dominion:

C. E. Colson, Montreal

CORTICELLI

SPOOL SILKS & TWISTS, EMBROIDERIES & FANCY SILKS.

To satisfy and please your customers you
 must keep the best lines. "CORTICELLI"
 has that reputation; if you want to put in a
 line of these goods. Send for further infor-
 mation and prices to

CORTICELLI SILK CO., ST. JOHNS, P. Q.

THE Oakville Basket Co.,

MANUFACTURERS OF



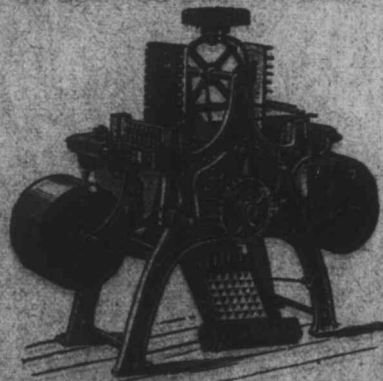
- 1, 2, 3 bushel grain and root baskets.
- 1, 2, 3 satchel lunch baskets.
- 1, 2, 3 clothes baskets.
- 1, 2, 3, 4 market baskets.
- Butcher and Crockery baskets.
- Fruit package of all descriptions.

For sale by all Woodenware Dealers.

Oakville, Ont.

Egg Fillers--Egg Cases.

30 Doz. 36 Doz. 48 Doz.



The Best and Cheapest in the Market.
 Have you seen our 15 doz. Case for Farmers use?
 Write for quotations--Toronto Warehouse, 80
 Front St. E., or the mill, CAMPBELLFORD, Ont.
 NORTHUMBERLAND PAPER AND EGG CASE CO.

BEAVER LINE STEAMSHIPS.

SAILING WEEKLY between Montreal and
 Liverpool Direct. Will be despatched as follows:

From Liverpool.	Steamships.	From Montreal.
Sat'y, July 7	Lake Winnipeg	Wed'y, July 27
" " 16	Lake Ontario...	" " Aug. 5
" " 23	Lake Nipigon...	" " 12
" " 30	Lake Huron...	" " 19
" Aug. 6	Lake Superior...	" " 26
" " 13	Lake Winnipeg	" Sept. 7

Superior accommodation for Saloon, Interme-
 diate and Steerage Passengers.
 The Saloon Staterooms are Roomy and all
 outside, admitting of perfect ventilation.
 Each steamer carries a duly qualified surgeon
 and experienced stewardess.

Rates of Passage, Montreal to Liverpool.
 SALOON, \$40 and \$50. According to Accom-
 MODATION. Round Trip, \$80 and \$90. The \$40 and \$50 rates are per Lake Nipigon only
 INTERMEDIATE, \$30. STEERAGE, \$20.
 Passages and Berths can be secured on Applica-
 tion to the Montreal Office or any local Agent
 For further information apply to

H. E. MURRAY, Gen. Manager,
 4 Custom House Square,
 Montreal.

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.

THE RIPANS TABLETS regulate the stomach,
 liver and bowels, purify the blood, are pleas-
 ant to take, safe and always effective. A reliable
 remedy for Biliousness, Blisters on the face,
 Bright's Disease, Catarrh, Colic, Constipation,
 Chronic Diarrhoea, Chronic Liver Trouble, Dis-
 eases, Disordered Stomach, Dyspepsia, Dystentery,
 Dyspepsia, Eczema, Flatulency, Female Com-
 plaints, Foul Breath, Headache, Heartburn, Hives,
 Jaundice, Kidney Complaints, Liver troubles,
 Loss of Appetite, Mental Depression, Nausea,
 Neuralgia, Rash, Painful Digestion, Pimples,
 to the Head, Pleurisy, Salt
 Head, Scrofu-
 lous, Skin Dis-
 eases, Stomach, Tired
 Liver, Ulcers,
 and every other
 disease that
 impure blood or a failure in the proper perform-
 ance of their functions by the stomach, liver and
 intestines. Persons given to over-eating are ben-
 efitted by taking one tablet after each meal. A
 continued use of the Ripans Tablets is the surest
 cure for obstinate constipation. They contain
 nothing that can be injurious to the most deli-
 cate. 1 gross \$5, 1/4 gross \$1.25, 1/4 gross 75c.
 1-24 gross 15 cents. Sent by mail postage paid.
 Address: THE RIPANS CHEMICAL COMPANY,
 P. O. Box 624, New York.



ORDER
 IVORY BAR
 SOAP

OLD CHUM

THE CANADIAN GROCER

PLUG AND CUT

We are booking orders for this season's pack

GOLDEN FINNAN HADDIES.

These goods were awarded highest Honors at International Exhibition held in our city 1891.

WRITE FOR PRICES.

H. W. NORTHRUP & Co.

South Wharf, Saint John, N. B.

JOHN PETERS & CO., General Commission Merchants and Brokers,

Halifax, N. S. and
Kingston, Jamaica, W.I.

Agents for The E. B. EDDY MFG CO.,
HULL, P. Q.

We are open to accept one or two more Agencies of first-class houses, either at Halifax or Kingston. We have a good connection and splendid storage facilities.

References: The Merchants Bank of Halifax.
The E. B. Eddy Agencies. Mfg Co., Hull, P.Q.
The Mercantile Agencies.

TORONTO SALT WORKS, 128 Adelaide E., Toronto, Sole City Agents for the "Canada Salt Association"

Dealers in all kinds of Table, Dairy, Meat Curing, Barrel and Land Salts.

The "Acme" Table Salt (new process) will not get damp or hard.

Two Silver Medals, at Industrial Exhibition, Toronto, 1890, for our "Acme" Table Salt and our "Star Brand" Dairy Salt

If you want any

LEMONS

Write us for quotations.

DAWSON & CO.,

Fruit, Produce, and Commission Merchants,
32 WEST MARKET ST.,
TORONTO.



FLOUR High Patents, Bakers and Low Grades.
Split Peas, Pot Barley and Corn Meal.
Feed of all kinds.
E. D. TILLSON, TILSONBURG, ONT.

FRUIT JARS

An advance in price takes place on August 15th.
Place your orders now for your season's supply.

Gowans, Kent & Co.,

Toronto AND Winnipeg.



HYDE PARK, ATHLETE, PURITAN, DERBY. SWEET SIXTEEN CIGARETTES.



BUY ONLY
THE BEST

THE GAIL BORDEN Eagle Brand Condensed Milk

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

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



Pure. Free from organic contamination.—Civil Service Gazette. London.

Pleasant and refreshing.—The Empire, Ont.
An ideal Table Water.—Prof. Wanklyn.

JAMES LOBB,

Agent for Canada,
30 Wellington St. E., TORONTO.

SMOKING TOBACCO.

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

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

UNGO CIGARS, EXCEPTIONALLY FINE.