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THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED
WEEKLY
\$200 PER YEAR

VOL. VII.

TORONTO AUGUST, 18, 1893.

No. 33

COLMAN'S MUSTARD

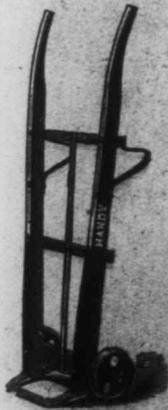
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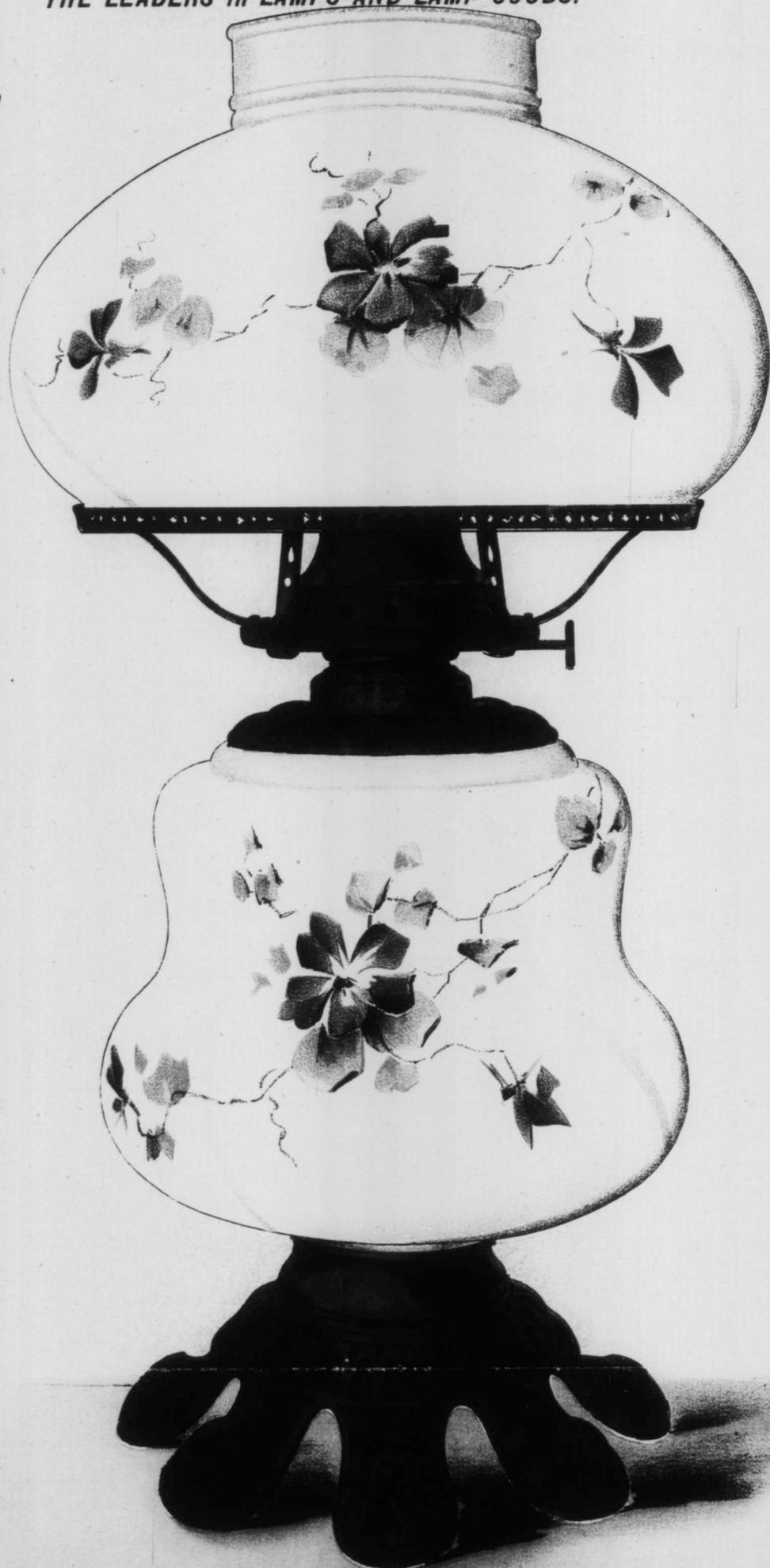
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May Pickings from 17½ Cents Up

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We bought largely previous to the advance in price, and are in the market to do business on a basis of quick sales and small profits.

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Our stock of HIGH GRADE SPICES
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These goods have been purchased at the most advantageous prices, and we intend giving our customers the benefit of same.

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Special quotations on application for PRUNES, in 55 lb. cases, and VOSTIZZA CURRANTS in half cases. If you are open for these lines, drop us a card for a bargain price.

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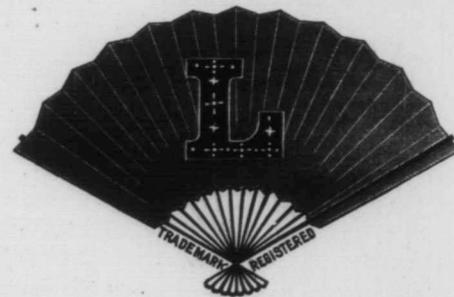
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IT IS A GREAT SUCCESS.

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

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

R. H. HOWARD & CO., Toronto.

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Vol. VI

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

Vol. VII.

TORONTO, AUGUST 18, 1893.

No. 33

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

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

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It promises to be a long time before the financial situation in the United States can again get into anything like a normally healthy condition. The patient has undoubtedly improved during the last week or so, but there are a concomitant of circumstances that preclude rapid recovery. The repeal of the silver law, in the task of which Congress is now engaged, will undoubtedly do much in the premises, but, even that act performed, it may, like a surgical operation upon an individual, cause a temporary increased weakness. Until public confidence is restored, legislative action cannot do much; although, at the same time, the legislature, by creating new laws or repealing old—the silver law, for instance—can sometimes do a great deal towards restoring the desired confidence. At the moment, confidence is badly needed to persuade those who are hoarding up currency and making it difficult for railroad companies and manufacturing concerns to get enough to pay employees their wages to release it. Confidence is half the battle. Gold, it is true, is returning in heavy volume, but the fact that it is large is likely to momentarily check its

flow, the Bank of England having already, with that end in view, raised its discount rate to 4 per cent. One fortunate thing for the currency is the low price of government bonds, which has induced the National banks to purchase them and deposit them in the treasury against note issue. The law, it will be remembered, demands that for every 95 cents of notes issued one dollar in government bonds shall be deposited with the treasury, a procedure that is too cumbersome to give that elasticity to the currency that is really needed. Quickness of expansion—similar to that which we have in Canada—is what is wanted; and if we are to judge by the tenor of the U. S. financial and daily press, that is what they will have before a great while.

Another good thing for our neighbors is that the stocks of grain in store on the other side of the Atlantic are rapidly decreasing, and that the demand from there for wheat of American growth is increasing. During the last couple of weeks there have been sent out from American ports to supply this demand over ten and a half million bushels of wheat. This is larger than has been sent out during the corresponding period for some years. It has been contended all along that wheat on this side was held too high for export. Now that it seems to be down to the desired point it is to be hoped that our neighbors will do a brisk trade in what has on the whole been a lagging business this year.

One feature of the situation that is giving a good deal of concern in the United States is the condition of the

labor market there. In Chicago alone 200,000 men are believed to be out of work, and in New York another 100,000, while in the country at large idleness is estimated to have been enforced upon no less than 1,000,000 wage earners during the last couple of months. And the end in this particular does not seem yet, for mills and factories continue to close down and business concerns to go up. Even those who are employed have a hard time getting the money they have earned owing to the scarcity of currency, as already stated. With an army of 1,000,000 men without employment, and detachments of it going about the country in bands of two, three, four, and five hundred men, it is not surprising that labor riots should be feared in some of the leading centres of population. We in Canada may not have such a great deal to boast about, but we may be pardoned for congratulating ourselves on the fact that we have plenty of the "needful" for all legitimate business purposes, a good cereal and fruit crop, and good prospects for fall trade; and we have not got a crisis, financial or otherwise, hanging over our heads, nor an abnormal number of unemployed workmen either.

The past season has been anything but a satisfactory one for dealers in maple syrup. It was late in opening, and there was a scarcity. Later on they got more than the demand would absorb, with the result that now, when there is no demand for it, jobbers find themselves with large stocks on their hands, much larger, it is believed, than is usual.

A business man can in many ways, while helping himself, help others. Par-

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

ticularly is this true with regard to the payment of bills. All slow payments are not the result of a scarcity of the "needful" with which to liquidate them. Procrastination is often no small cause. But the trouble is that the man who has the money with which to make prompt payment and does not injure not only his own credit but for the community at large is more or less affected. Money is to trade and commerce what blood is to the individual. Sluggish circulation is as injurious to the one as to the other. We have an instance of this at the moment in the United States, where, because of the fear of a crisis, so many are withholding money from circulation, making it difficult for large corporations to get enough of the "necessary" to even pay their employees their salaries. But the great consideration for the merchant who meets his liabilities promptly is the discounts, something which in these days of narrow margins he cannot afford to lose.

NEW CANNED SALMON.

The first arrivals of new pack canned salmon were offered on the Montreal market at the close of last week, the opening figure being considerably higher than that of last season. The Montreal arrivals so far comprise five car loads, which means 2,000 cases, but several more car loads are on the way. Sellers are offering these goods at \$1.35, which is 2½c. higher than the price at which new pack opened at last season. But it is when a comparison is made with the price at which old stock has been selling that a still more striking difference is found. During last fall and through the winter the speculators who had bought heavily on the coast made a handsome profit on canned salmon, for the price steadily advanced until it stands, as it does now on old pack, at \$1.60. Last year the top on old pack was \$1.40, against \$1.32½, the opening price on new. With new pack offering for 25c. less, however, it is not at all likely that buyers are going to pay the high figure for old stock, so that unless prices on the new goods advance materially a decline is bound to result on old stock. A vital topic at present is whether the price on the new will advance or not. THE GROCER has referred before to the conflicting rumors which have been received from the coast making it difficult to arrive at any conclusion as to what the pack would

be. It was thought when the dispatch already published in THE GROCER to the effect that the pack on the Fraser was very heavy that the uncertainty had been dispelled, but to last week still another and entirely different report has been received, viz., that the enormous run on the Fraser river had suddenly collapsed, leaving most of the canners with two-thirds of their cans unfilled. One cannery had prepared cans for 23,000 cases, but only filled 8,400. On the Skeena river the same advice stated that the quantity put up amounts to about two-thirds of what it was last year, while some canners report that their pack is even less than that, and from these causes it is anticipated that prices will rule very high. The agent who received this news claims that it is the very latest from the coast and reliable. The trade therefore is anxiously awaiting further news from the coast, but so far none has been received. It is the impression with some of them, however, that if the cessation in the run is any way serious, that the canners will not be able to turn out the pack they predicted even if "the run" does again recommence in generous proportions. Holders of canned salmon are therefore pursuing a conservative course.

RETAIL GROCERS' ASSOCIATION.

President Clark, of the Toronto Retail Grocers' Association, presided over the regular meeting Monday night with the aid of a new gavel.

Among those present were: Vice-President Gibson, Secretary Corrie, Treasurer McMillan, F. S. Roberts, H. W. McCulloch, A. G. Booth, F. W. Johnston, J. S. Bond, Sykes, White, Robt. Mills, J. Ferguson, J. McMahon.

W. H. Morgan, of Leslieville, was elected a member. He was present and was introduced to the meeting by the president.

Treasurer McMillan reported that full returns were not yet in regarding the picnic, but he estimated that there would be a balance on hand of about \$150.

A letter addressed to Vice-President Gibson was read by the Secretary, enclosing the sum of \$25 from the Reindeer Condensed Milk Co. as a donation towards the expenses of the excursion.

On motion of Mr. Roberts the secretary was instructed to acknowledge the donation with thanks.

No report having been received from the committee re appointment of solicitor for the Association, the secretary was instructed to write Mr. Williamson,

convenor of the committee, asking him to submit a report at the next regular meeting.

Vice-President Gibson started what proved to be an animated discussion. The subject was Dinny Callahan's letter in THE GROCER. Personally he did not care what was said about him, but he complained of remarks that were made therein regarding other persons, one in particular, and of the foot note by the editor which appeared at the bottom of the letter in reference to the 48th Highlanders' band at the Grocers' picnic. The statement therein made that proper preparations had not been made for the band he vigorously denounced as being untrue.

Mr. White also denied that no provision had been made, and he related how he and other members of the committee had arranged for dinner for the band at 40 cents each, and the money had been paid. He complained that the bandmaster did not put in an appearance at the Falls Hill about three o'clock, and he blamed him for more music not being furnished.

Treasurer McMillan volunteered the information that the bandmaster had waived all claim for his services on account of his having been with the excursionists only part of the day.

Mr. Booth: It is no use talking, the band was not well treated in regard to dinner. At twelve o'clock they could not get anything but bread and cheese, and the landlord when complained to in regard to the matter said that the Association had not made any arrangements with him for dinner for the band.

Mr. Mills: It is not true.

Mr. McCulloch reiterated what Mr. Booth had said, and urged that in future when arrangements were made for dinners that it be clinched in writing.

Mr. Roberts also claimed that the band was not well treated as regards dinner, but that was of course no fault of the committee. It had made the arrangements in good faith.

Mr. Bond: It must not be forgotten that the foot-note at the bottom of Dinny Callahan's letter did not give the opinion of the editor of THE GROCER. It was merely relating what the bandmaster said.

The matter was then allowed to drop. "How about agitating for a reduction in the garnishee?" queried the President.

Mr. Johnston: I think it would be a good thing.

"I move that the subject be referred to the Executive Committee," said Mr. Roberts.

Mr. White: Well, I don't think it is a good thing for us to encourage grocers to give credit like we do. (Hear, hear, and laughter.) Therefore, I believe in allowing the law to remain as it is. If we are foolish enough to give twenty-five or

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fifty dollars' credit to poor people I don't think we should ask the law to collect it. To me it seems far better that the law should be such that we would be afraid to give too much credit.

Mr. Roberts' motion was seconded by Mr. McCulloch and carried.

Somebody suggested that the Sunday street car question be discussed, but the president remarked: "Well, I think it would be better to discuss questions of more importance to the trade. For instance the oyster season is coming on and we don't know whether we are going to get three or five gallons. I think the dealers should be compelled to sell by Imperial measure.

Mr. Booth said that if the trade demanded that the oysters be measured by Imperial measure the dealers could be compelled to do so. The grocers themselves were to blame for the short measure they got. The law was on the statute books, and all they wanted to do was to see that it was enforced.

The matter dropped.

Mr. Roberts complained of the action of the City Council in putting off the Civic holiday till the 28th of the month. People would be then returning from their holidays and the result, by closing so late in the month, would be unnecessary loss to the trade. Anyhow it seemed to be the policy of the City Council not to consult the interests of the business men.

The association adjourned to meet on September 18.

CANNED GOODS GOSSIP.

Canned salmon in flat tins is still rather scarce in New York, and brings relatively higher prices than stock packed in tall tins. The latter are quite firm, however, at \$1.15 upward for strictly prime red Alaska packing.

There are six lobster factories operated this season at and near Northport, with an average put out of 2,000 cans. About 25 boats are employed.

The Kingsville canning factory is building quite an addition, and will commence canning tomatoes in ten days.

Arrivals of new pack Canadian lobster have been moderate thus far. The season is practically ended, and the pack is found to be a light one. Spot prices are \$1.85 to \$2 for fall, and \$2.30 to \$2.50 for flat tins.—N.Y. Journal of Commerce.

Advices received by local cannerymen from the north is to the effect that the salmon run on the Skeena has been very poor, as the water at present is too clear. The pack to date has been very light, less than last year. It is thought that this will tend to strengthen the market.—News, Vancouver.

The canning business is among the leading industries of the country, and, owing to the small amount of capital required to establish a factory, is increasing more rapidly than any other

industry. The pack of corn last year was over 1,000,000 cans in excess of the year before, and of tomatoes over 1,500,000 cans, yet the prices are much better than they were then, and the consumption is on a steady increase.—Commercial Enquirer.

The Delhi Canning Company is putting in a new corn machine, which cooks the corn, fills the can, which it caps, and counts it, by once going through, and will do away with at least half a dozen hands.

Salmon fishing has made the Fraser River hum with business in the last week and the 5,000 people directly or indirectly employed in the fishing business have had literally more than they could attend to. The record of salmon canning has been broken, not only on the Fraser but in the world, by the day's pack of one canning factory, and on Monday, although it sounds fishy, it is nevertheless a fact, that the river was literally full of salmon from side to side.—News, Vancouver, Aug. 3.

The total pack of salmon for the whole Columbia River up to date is 239,612 cases, and of this 145,620 cases have been put up in Astoria canneries. The pack to date, at a careful estimate, includes 380,000 Chinook salmon, besides 920,000 small fish. It is now certain that the total season's pack will amount to from 275,000 to 282,000 cases, or at the best 173,000 cases short of last year. All the canneries on the lower Columbia will this year pack fall fish. They will start to work again on September 10, and run continuously till November 1. In addition to the river pack of silversides, work will be carried on at Nehalem, Tillamook, Gray's Harbor, Coquille and Suislaw, and the total fall output will probably be 118,000 cases. This will be the first year since 1887 that fall fish have been packed on the Columbia. The news that the Fraser River work has been plentiful will greatly depress the sale and prices of the fall pack here, but canners will be forced to operate on account of the slack of the spring run, though there will not be more than a few cents a case profit. They have decided not to pay fishermen more than 2 cents per lb. for fall fish, and it has not yet been decided by the union whether they will accept this rate.—Times, Victoria.

A REPLY TO "DINNY CALLAHAN."

DEAR GROCER,—I among many others of your subscribers am disgusted in being compelled to read such productions as THE GROCER chooses to publish from time to time under the non-de-plume of "Dinny Callahan." These letters contain virtually nothing but satire and abuse of wholesale and retail grocers of this city at whom the writer wishes to inflict a sly and assassin-like thrust. His reasons for so doing are quite plain to any right thinking person. For instance, some wholesale salesmen are in competition with other salesmen in the same line of business, and they either by their superiority in goods, prices or salesmanship, or by being

better known for sincerity and integrity, are able to distance them in the race for trade. As this is very galling for some persons to bear, and as they are so miserably mean and vindictive, they resort to such unseemly means as your "Dinny Callahan" does to spit out his spleen and abuse under an assumed name, thinking in so doing to cover up and round off his venom so that only those whom he intends it for shall get the full blast. A very honorable and manly way of doing it, isn't it? This applies also to the retail grocers. There are some of them in this city who have quit dealing or doing any business at all with the writer of those letters, and to those who know of this it is plainly seen by his remarks what he is driving at. It must not be forgotten that he very childishly gave himself away in his former letters, and he apparently thought he had been too smart and thought perhaps his intimate friends would not know who was the writer of "Dinny Callahan." So he took the trouble to inform them—of course privately—but alas, unfortunately, there is very little privacy among "friends" in these days. And in reference to myself, when he becomes a little bolder and takes especial delight in showing his hatred of me and others in using me as a target to fire in his infernal shots against all those who believe in Christianity. This to my mind is the most glaring insult of all. Because he apparently does not believe in the truth, he is permitted to use a trade journal to express his hatred of it, and also of those who believe in it, and who are not ashamed to confess it and proclaim it to others.

In none of my correspondence in THE GROCER have I ever hinted what my views are on religion, nor do I do so among my customers or in the trade generally, although there are a couple of wholesale houses known in this city and some of their staff who appear to take a delight in talking and trying to ridicule me in these things in an underhand or serpent like manner, and it has proven to their disadvantage and loss of business and respect, and I have been the gainer, because honest business men who love truth and uprightness have no use for such infernal machines as "Dinny Callahan" and his craft. I trust, Mr. Editor, you will see the force of these plain remarks and facts, and in the future you will expurgate all such idiocy from the columns of THE GROCER.

Yours, etc.,

STEPHEN HUSTWITT.

Toronto, Aug., '93.

[We fancy our correspondent, Mr. Hustwitt, takes the matter too seriously. Had we for one moment thought that "Dinny Callahan" was actuated by venomous motives his letter would never have appeared in the columns of THE GROCER. We did not think so then, nor do we now. What he aimed to be was humorous. And as for his attacking religion, it is scarcely possible that he would do that seeing that he is a prominent and official member of a city church. Mr. Hustwitt may be assured that his "walk and conversation" is too well known to the trade of Toronto for his character to be injured by even an attack that was actuated by venom.—ED. GROCER.]

RECOGNISING FAITHFUL SERVICE.

Among the important elements which go to make success of failure for a manufacturing or mercantile enterprise is the service rendered by subordinates. Intelligent, earnest, or faithful service on their part goes very far toward the success of the enterprise. On the other hand, stupid, half-hearted and disloyal work will often render null the ablest endeavors of the executive head. Doubtless it is the appreciation of the truth of these facts that has led the proprietor of the New York Herald to treat the faithful workers upon his publication with the marked consideration that he has always, and that led him last week to publicly outline a plan which he intends to put into practice in the near future, that will not only acknowledge the services rendered by his subordinates, but will give the latter very substantial evidence of the fact that at least one utilizer of the labor of other people recognizes and appreciates the value of faithful service on the part of his employees, who, in his large and comprehensive view, are considered co-workers or co-partners. In brief, Mr. Bennett proposes to form a co-operative society for the sole benefit of members of the Herald staff, (which Mr. Bennett considers to include the "General Manager, city editor, news editor, night editor, all editors, correspondents, reporters, artists, cashier, clerks, foreman press and composing rooms, proofreaders, compositors, printers, exchange readers, shipping clerks, telegraph clerks, advertising clerks, messengers, porters, firemen, machinists—for they are all members of the Herald staff, are they not?" This is one of the most enlightened recognitions of the value of faithful service that has ever been made; and in fact it is far in advance of previous actions in a similar line. It cannot be denied that such action on the part of Mr. Bennett will inure to his own benefit, and be one of the best investments that he ever made.

We have given space here to an outline of Mr. Bennett's scheme, because it conveys a lesson to the head of every manufacturing and mercantile establishment reached by the Cordage Trade Journal. Too often has the important fact that faithful service is a jewel of rare value and profit been overlooked or ignored. We know of concerns that have secured (inadvertently, perhaps) the services of some of the very best men in their particular line in the business, and that have profited by their faithful services to the extent of many hundreds of thousands of dollars. Yet the heads of these houses showed little appreciation of the value of these faithful workers. No encouragement was given to them; their remuneration was kept down to the lowest possible point. The result has been that the faithful servants have been se-

cured by more appreciative concerns. The houses which might have retained the services of these most desirable men by anything like a fair division of the proceeds of their labor now have, in some cases, some very indifferent servants, and will continue to have so long as they continue their present policy. Such desirable men that they may now have in their employ are likely to be tempted to leave their present employers by promises of a better reward.

It is a very short-sighted business policy to attempt to run a business without regard to the proper cultivation of a loyal spirit between the employer and the employed. Thousands of dollars may be lost annually by those who think that they can afford to ignore this matter. Whatever attention is paid to cultivating the goodwill of employees is sure to result in a many fold profit.—Cordage Trade Journal.

THE SOLICITOR.

Every merchant has had his share of experience with the swarm of solicitors that prey upon all classes of business men, says Ohio Merchant. The first week he spent in business found them his most frequent visitors. And since then his success or failure has been in a measure due to the policy he has adopted and adhered to with regard to such solicitations. To a person out of the "swim" it would seem a easy matter for a merchant to squelch all of these intruders at the start, but questions of tact, and seeming good-will at least are involved, and it does not pay in the long run for a merchant to be a fighting blunderbuss in this regard.

The one kind of solicitor that the merchant must treat courteously, and whose propositions he must consider seriously is the one sent out by the jobbing house. He can keep in touch with the tread of the market and learn a great deal about the details of his business from these men. If they open his eyes to investments he had not thought of before, so much the better for him; if they are paying investments. At any rate he can learn by such experiences what to do next time, and this is a part of his education as a merchant. To deal thoughtfully with these commercial travellers will teach him discretion in business, whatever may be his intention about giving an order. It will never pay him to get the reputation among these men of being cranky. If some of these dyspeptic, sour-visaged retailers could hear the conversations about them in some of the drummers' associations, when these fellows get together and "size up" some of the retailers they have called upon, it would cause a little chagrin. Does the little dried up corner groceryman, who always greets the drummer with a gruff "Naw! don't want any-

thing to-day!" imagine for an instant that he has a firm grip on the biggest end of the earth, and stands in a position to wobble it as he pleases? It may be interesting for him to know that every drummer whose misfortune has led its predecessor under his un hospitable roof, has "spotted" him, and that every new drummer who contemplates a call upon him, has learned every trait of his character and knows just how to take him. Drummers are very good judges of human nature and they are very just in what they say about their customers to each other. And where a man treats them "white," whether he buys of them or not, they spot him as one of the oases in their deserts. But he need have no fear that these knights of the grip will be so unchivalrous as to kill the goose that lays the golden eggs by abusing his good will.

The average commercial drummer is in the business to stay, and he fully appreciates that it is his interest to sell to his customer an order of anything that the latter will regret having bought. With him, while gruffness of manner does not count as an argument, good, straight business logic does, and the customer will find that it is possible with such acquirements to convince the drummer that it would not be wise to give an order, and that in the face of good logic the latter will withdraw. In a continuation of this subject, the merchant's experiences with other kinds of solicitors will be discussed.

SQUARE YOUR ACCOUNTS.

A retail grocer told us the other day that he had a good balance in his bank and proposed to keep it there.

"Do you owe anything?"

"Yes; I owe a few accounts but they'll wait. I'm not going to squeeze myself dry for anyone."

This merchant is guilty of a grave fault. He may not realize it, but so far as business honor and commercial morality are concerned he is a thief. In all probability the jobbers owed have been carrying him for months and showing every possible kindness. They have taken the retailer's word to the effect that he is unable to pay, and have treated him with all possible leniency. They need every dollar that is due them, yet forbear to press the debtor for a settlement.

And all the time that retail grocer has money in the bank and could pay his accounts if he would. He is perpetrating a great wrong. The man who owes, has money, and will not pay, wrongs himself, his creditors, and the entire community. In times like these a merchant should pay out his cash just as fast as he gets it. He should keep his accounts paid up just as closely as possible. If he does this—if he shows a disposition to do all he can, he has a right to expect favors from his jobber, and will doubtless receive them. Don't hold money in banks. Pay it out, and thus help to keep the business world moving.—Commercial Tribune.

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MOCHA COFFEE.

The best sorts of Mocha coffee are grown in the Province of Yemen, where it is cultivated in terraces among the mountain ravines. It is grown in soil composed of clay, porphyry and trap. It is generally cultivated in small gardens. The best coffee garden of Yemen is said to be that of Uddein, in the north-east of Mocha. It is claimed that the bean there produced is the finest coffee bean grown in the world. Another important district is that of Beit-el-Fakhi, in which are various estates on Mountain terraces stretching from the Tehama on the mountains of Central Yemen. A third district includes the gardens of Mofhak and Harraz on the flanks of the Yemen Mountains in the direction of Hobdelda. Some small and productive gardens are at Jenaad, to the east of Mocha. The entire productive region lies from 1,200 to 4,000 feet above sea level, and is comparatively a small section of Yemen.

The coffee is brought from the interior to Aden on camels, the average load being 3 cwt.

It is undeniable that coffee is subjected to considerable manipulation in Aden, where it is mixed with coffee produced in other regions. Ceylon coffee is used to mix with the true Mocha, which has a greenish yellow color; the mountain coffee being the darker, while some sorts have a light yellow color.

It is stated that while formerly the bulk of the supply was sent to London and Marsailles, at present 70 per cent. of it comes to the United States, reaching this country through the ports of Boston and New York. Much of this is genuine, while an unknown proportion is Mocha only in name and style of package. Generally coffee arrives here in large bales containing smaller packages, styled eights (40 pounds) and quarter (80 pounds) bales. These are subject to a tare of 2 1-2 to 3 1-2 lbs on eights and 4 to 4 1-2 pounds on quarter bales. These bales are of peculiar shape and constructed of a coarse material sewed with a vegetable substance, which becomes hard and excessively tough by age. We believe that it is practically impossible to imitate these bales in this country.

Mr. F. B. Thurber, in his book, "Coffee from Plantation to Cup," says: "At Aden and Alexandria the coffee is carefully picked over and assorted in compliance with the singular fashion in trade, which creates a demand in Europe for the larger beans, while the United States will have none but the smaller ones. In point of fact, the larger beans are the best, being fully developed both in appearance and flavor."

Formerly Arabian coffee was exported from the port of Mocha, which is about 120 miles from Aden, and this gave to it the name of Mocha, by which it is

familiarly known throughout the United States.

Mocha coffee acquired its great reputation before coffee culture became such a widely spread industry as it now is. The flavor of some of the coffee of Yemen is undoubtedly exquisite, but there are many who prefer coffee of other growths. There are some growths of Central American, Mexican and South American plantations that will equal in flavor the best selections of East Indian or Arabian coffee. Then tastes differ, and that sort which is regarded the best by some is not in favor with others. Really, there are only two distinctions—rank and mild. The Rio and Liberian grades come under the former designation, and all other growths, including Santos, under the latter. The variation in flavor is largely due to climate and soil.

The latest figures at command make the export from the port of Aden, the outlet for Mocha coffee, in the years 1888-89, 85,417 cwt. cleaned beans and 6,670 cwt. of berries. The imports for that year into the port of Aden were 73,203 cwt. The imports into the United States in 1892 were 48,766 bales, or 3,483 tons, out of a total of all kinds of coffee imported of 280,117 tons, or 1 1-4 per cent. In 1891 only 1,971 tons were sold; 2,096 in 1890. The average yearly sales of Mocha for five years were 2,026 tons 2,093 in 1890. The average yearly sales of all kinds of 241,923 tons, or less than 1 per cent. of the total.—American Grocer.

BE EXPLICIT.

The truth of the familiar adage, "time is money," is not only generally admitted, but every means within the reach of the would-be successful merchant is employed to eliminate waste of this most precious article. In some cases, however, we doubt if the object is accomplished by the methods used. The practice of abbreviation, so much resorted to, in making out bills, and similar instruments of business, while it is easy and expeditious for the clerk, it is often the means of much delay, which would otherwise be averted. Something might be learned from our French and English neighbors, who take nothing for granted, and maintain a degree of explicitness, throughout, that leaves no chance for misunderstanding. No reference is here made to standard abbreviations, such as are generally understood by all, but only those that originate with the clerk, and which, in many cases, he alone can understand. For example, when a bill or receipt appears for identification bearing the legend: 100 csa Who. Tom., 1 c. Ex. Bl., it often requires a letter of enquiry, and an answer, to develop the fact that 100 cases of whole tomatoes, and a case of extract of beef, are the articles represented by these combinations.

In addition to the unnecessary time consumed, the item of postage may be added as an argument in favor of explicitness in invoices, and all similar lists of merchandise. While we advocate, in the strongest terms, good time and labor saving methods, we argue in favor of hurrying slowly, and the use of judgment in the selection of systems. In this connection we cite the case of the old countryman, who, upon the receipt of his bill from the grocer, enquired of his wife what she had been doing with so much ditto. She informed him that she'd had no ditto. With this assurance he started for the grocer's, where the matter was soon cleared up. Upon his return his wife asked him what he had found out, and he told her he had found out that he was an Ignoramus, and she was ditto.—Grocers' Review.

WHEN ACCOUNTS ARE DUE.

The prompt settlement of indebtedness will, in times like the present, do much to prevent disasters and check further depression of trade, remarks Merchants' Review. When money is hard to borrow except at exorbitant rates of interest, even on the best of collateral, neglect to settle accounts may inflict injuries that are so wide spreading in their effects that not only every branch of trade must suffer but the consumer—the wage-earner—eventually bereached, through the shutting down of factories, the restriction of building and mining operations, etc. It therefore behooves the consumer, the retailer and the jobber to meet their obligations as promptly as possible, not only for the general good but to prevent injury to themselves from the boomerang tendency of such evils. When accounts are due it is poor policy to let them run on if one has the requisite funds in bank, and especially is this true of times like the present when banks are closing their doors all over the country. A dry goods jobber of this city recently received a letter from a delinquent customer stating that he wanted more time to meet his obligations, as a local bank had burst, locking up for the time being, possibly wiping out, his deposit of \$1,500, all the cash he had at his disposal. The retailer's indebtedness to the jobber, by a strange coincidence, amounted to exactly the sum locked up in the closed bank, and he had been dunned repeatedly. Some men hate to let money go when once they get a grip on it, and this retailer evidently belonged to this class. In reply to his request he received a little lecture from his creditor on the folly of holding back remittances needed by the creditor, when he was well able to settle the account, and his attention was drawn to the fact that if he had met his obligations promptly the failure of the bank could not have hurt him, while his credit would have been much better. The dealer has learned a lesson which he probably will not forget in a hurry. In future, when accounts are due, he will hardly procrastinate if his bank balance admits of prompt remittances to the creditors.

THE GROCER AND THE GROCERY.

"Cleanliness is next to godliness," and the truly conscientious grocer steadily, gradually approaching the horizon of success, surely has found that old adage the cynosure of his prosperity.

How inviting to the delicate sensitiveness of the epicure's stomach is a nice, clean, sweet-smelling grocery.

We have all, no doubt, entered one of those dingy little rooms, with, perhaps, a few windows that were intended to admit light, but to which nature had been permitted to hang curtains of dust, which, with the rain, commingled to compound its fabric; where "the man that tends store" sits lazily at the stove, smoking his pipe and wondering what is the matter with trade.

Well, I am going to enter that store to do my marketing. I am a stranger in town, and looking for a desirable place to do my trading. I enter, but am I attracted by the sight before my eyes? The man lazily draws his feet down from the stove, adjusts his pipe to the corner of his mouth and pulls down his vest. "What can I do for you?" he says at length, but not until I have had time to take in my surroundings, the dark, dingy room, the musty, sickening odor arising from it all.

There, strewn upon the counter, are the onions and rhubarb and radishes and the spinach that were brought in yesterday, now withered, with a few fresh bunches of each thrown promiscuously on the top, the floor bespattered with dust, paper, quids of tobacco and cigar stumps. Brown, white and various colored wrapping paper and boxes of all sizes are scattered over the counters. The shelves have been neglected by the duster, and the goods irregularly "thrown" upon them; the canned goods and spice cans that, perhaps, were once bright and attractive, now rusty and fly-specked. Under the coffee mill is a pile of coffee-dust, dropped from time to time, a dusty, dirty display of canned goods in the front window. The broom hangs on its nail, and the busy little spiders have woven a beautiful web from it to the ceiling, all of which proclaims the grocer a discouraged, unenterprising, negligent and indolent man. My stomach fails me!

"What do you want?" he repeats.

The sound of his voice awakens me from my reverie, and, saying I was looking around, step out into the sweet, refreshing atmosphere.

"Let me see; what was that advertisement I saw in the morning Tribune, where a grocer named Jones came out in big letters announcing a special sale of some new catsup? I'll find Jones' establishment."

"Hello! What's this?" I am attracted by a large glass case a few paces down the street. Arriving there, I find

it is arranged with several wire shelves and beautiful fresh displays of green groceries nicely piled upon them; and from the top came a continuous spray of water from a perforated trough, fed by a hose attachment with the water-works. I glance at the sign above the door, and I find it is John Jones. I look in at the window, and there, in beautiful and regular display is the catsup I saw advertised in the paper.

I enter, and immediately a bright-eyed, neatly-dressed, and smiling young man approaches me with a cheerful "Good morning, sir. May I wait upon you?" Again I find myself thinking.

What a contrast between the two stores; the one I had just left and the one I now entered. How clean the windows, admitting a cheerful flood of sunlight; the floor was evidently on the best of terms with the broom; the young clerks, flying to and fro, bright and cheerily, waiting upon the customers, that were continually coming and going. Everything was a marvel of cleanliness, and the goods, all in charming display, at once made such an impression on my stomach that my appetite soon returned.

"Are you being waited upon, sir?" says the clerk.

"I beg your pardon, young man," says I. "I would like to speak to Mr. Jones." Jones is called, and he quickly responds from behind the railing of his neat little office.

After exchanging the usual courtesies, I tell him I wish to become a customer, and when I have presented my references, etc., we fall to talking.

"Mr. Jones, you have a model store," I venture.

"Yes, I think so, too, Mr. —, and I am proud of it, and my clerks and the steady increase in the number of customers; but I have had to work hard and persevere through all the perplexities that arise in every groceryman's career. I have had to overcome much discouragement and throw aside this thing of worrying, and I have learned how to compete with my fellow-grocers in many ways, and, Mr. —, do you know where in I found the secret of my success?"

"Well, I can readily guess—but go on; this is interesting to me."

"Above all things, I keep my store and its contents clean. When I commenced business I selected the most manly, industrious young men for clerks. I taught them, first of all, the necessity of keeping everything clean; to dust the shelves, counters, and stock thoroughly daily. To keep counters clean of packages, paper, twine, etc., and to have places for all these things, to replenish the displays whenever anything was sold from them, to wash out the butter chest daily with hot water, and keep the butter nicely shaped on clean plates, to keep the cheese box thoroughly clean

and always close it when not in use. I pay them from \$10 to \$15 per week, according to the merit of their work. I expect them all to be at the store by 7 o'clock every day, and one each week to come at 6 o'clock to open. I have taught them to greet a customer as soon as possible after he enters the store, to help him in deciding what he wants; that is, to always be ready to show him some new article we may have taken into our stock, or anything the clerk thinks would be a novelty to him. I never would have a crabbed, lazy, unwilling old fellow in my employ. I am very particular about having the goods delivered as soon after the order is left as possible, and whenever I wait upon a customer it is in such a way that I will expect to see him in my store again. I never misrepresent my goods. To tell the truth about them I have found the best policy, and that I have always told my clerks. And upon these and many other little points I base the cause of my success."

"I can easily see the truth in all you say, Mr. Jones. By the way, what is this new catsup you are advertising?"

"A very fine article, Mr. —. But, let me tell you, right there is another great factor that figures in the success of a groceryman. I have tried all manner of ways of advertising, and I find that when I come out in big letters in the paper, simply announcing a specialty for a week, say, at a time, and display the same goods I advertise in a conspicuous place in my store, I find that the most successful way. Anything to get the people to the store, you know, and we can show them what we have. The paper advertisement simply presses the button, you know, and we do the rest."

I ate a hearty supper that night of the good things I bought of Jones, and I envied him his success.

So, if we commence and give our groceries, as well as ourselves, a complete overhauling, get the best young fellows for clerks, take heart and stop worrying, but work with a will that soon will overcome discouragement, and, in other words, look at the man Jones as a guide, we will find our sales much increased.—G. T. L., in Cincinnati Tribune.

BUSINESS PRECEPTS.

PRECEPTS FOR EMPLOYER.

Cultivate a cool judgment of men and motives—"There's millions in it!"

A premium placed upon politeness sendeth ill-breeding to flight and bringeth customers.

Spare all praise and spoil clerks and "cash."

PRECEPTS FOR EMPLOYEE.

Strict integrity in minutest details fashions a foundation for a business fortress against which nothing can prevail.

Patience under trying situations and when dealing with exasperating customers brings its own reward. It pays.

The desire to not be outtrived is a laudable ambition. Set thy face steadfastly towards the mark.

FOR BOTH.

Golden rule: As ye would that others should serve you, also serve ye them.—Dry Goods Economist.

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Stower's Lime Juice and Lime Juice Cordial

Are manufactured from the pure juice of the fruit—are entirely free from alcohol and will keep in any temperature. They are free from the musty taste and smell which predominate in most, if not all other such goods. For hot weather they will be found an exceedingly delicious and cooling drink. Can be advantageously used for Claret Cup, Port or Sherry Negas, Punch or Shrub.

A Fresh Supply Just to Hand.

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

ALL LOVERS OF A REALLY GOOD CUP OF TEA

Have

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Wholesale Agents, JAMES TURNER & CO., Hamilton.

Received **THIS WEEK**

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

Glose prices to the Trade.

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



ESTABLISHED 6 YEARS.

The "Monsoon" Brands

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

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

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

STEEL, HAYTER & CO., Growers,

11 and 13 Front St., Toronto.

THE TOMATO AND CORN CROPS.

Reports of damage by drouth to the tomato and corn crops of the Province have been flying about during the last few days. To lend color to the matter some of the canners have instructed their agents to cease making offers.

"Yes," said the representative of one canning company, "my firm have instructed me to offer no more tomatoes and corn just now. They give as the reason that the crops have been damaged by drouth. And our firm is pretty reliable."

Jobbers on the other hand—and some of them claim to have taken special pains to learn the condition of affairs—do not hesitate to state that the crops have not been damaged, at least to any extent.

"Our Mr. Blank," said one wholesaler, "has just returned from a trip through Western Ontario on the C.P.R. He tells me that the ground between Guelph and London is so dry that it is cracking. At the same time, he says that tomatoes and corn are practically uninjured. From all I can learn they have had fair sprinkling of rain in the Niagara district, and the crops there are good."

"Well, sir," replied one jobber who said he had taken special pains to find out the state of affairs, "my reports are most favorable both for corn and tomatoes. The outlook has not been finer for years. Peas are a short crop, but comparatively speaking it makes little difference, for we probably do not sell more than ten cases of peas where we sell one hundred cases of tomatoes or corn. The great tomato belt of this province is the district of which Hamilton is the centre. Well, around there they tell me that an abundant crop is promised. They have had some good showers along there, and the country is looking fine. Most of the corn I think is grown around Aylmer, Picton, Trenton, etc. I have had men in here from there and they tell me that the pack promises most favorable, and that it will probably be on the market two weeks earlier than usual."

"Yes, it is true that damage has been done," remarked the senior partner of one wholesale house; "and I'm glad of it, for I'm holding some. It's selfish that isn't it?" he added with a laugh.

CANADA'S GREAT FAIR, TORONTO.

Though not a World's Fair, Canada's Great Industrial Fair, to be held at Toronto from the 4th to the 16th September, will be very much the same in every respect, except as to extent, and will be equally as important to the people of Canada. This year's fair will, it is predicted, excel all former ones, both in point of exhibits and in the attendance of visitors. The space in all the buildings has already been applied for. New stables and new cattle sheds have been

erected at a cost of over \$100,000, and can pass through all the buildings and view the animals under cover at all hours of the day. The grounds have also been drained, new roads constructed, and many other improvements made. The special attractions are promised to be greater and better than ever and will embrace many new features. A very small proportion of the Canadian people are going to the World's Fair at Chicago, the masses being intent on taking in the Toronto Fair, of which they all feel justly proud.

INTERESTING TEA STATISTICS.

Mail advices from London under date of August 3, report that the arrivals of China tea have been heavy, including seven million pounds from the north and three million pounds from Foo Chow. The Kaisows proved to be somewhat better than last year, and have been sold freely at prices ranging from 8 1-2d. to 1s. 2 1-2d. Panyongs and Paklums are about the same quality as last year. Saryunes are inferior. In Monings, the demand has been principally for the finest and commonest.

Imports of the month for London are 24,084,000 pounds, against 21,098,000 pounds last year. Deliveries for London 19,026,000 pounds, against 18,644,000 pounds last year. But notwithstanding this the stock in London July 31 was smaller than last season, being 58,899,000 pounds, against 61,624,000 last year.

The export from China for the season of 1893-4, according to latest telegrams, were 30,750,000 pounds, against 31,000,000 in 1892-3.

PAWNED A \$20 BILL FOR 75c.

A man entered a pawnbroker's shop in the Bowery, and, laying down a 20-dollar bill, asked if he could be accommodated with a dollar on it. The pawnbroker was an excellent judge of money, and saw at once that the bill was genuine. So he turned and said to the stranger, shoving the bill toward him as he spoke, that he was in no mood for nonsense. But the stranger shoving the bill back, rejoined in earnest tones that he meant business; that he couldn't get any conductor on a horse-car to change the bill; that he had already been put off three cars; that his boots were awful tight, and that unless he could get a dollar on the bill he would be compelled to walk to the Battery. Well, the pawnbroker couldn't but feel that the stranger meant what he said. So he took up the 20-dollar bill, toyed with it a few moments, and then said to him: "Well, my friend, I'd like to accommodate you, but owing to the financial stringency I can only give you 75 cents."

ODE TO CAMPBELLTON, N.B.

A representative of THE GROCER had occasion to visit the town of Campbellton, N.B., recently on business. His mission was to secure advertisements and subscribers for the paper. But in the midst of his peregrinations he was pounced upon by a minion of the law and served with a notice to appear before the local magistrate on a charge of infringement of a by-law which stipulated that pedlars of books must take out a license before they can do business in the town. In vain did THE GROCER'S representative plead that he was not a book pedlar but the representative of a trade newspaper, and before he was set at liberty had to contribute \$1 and costs to the town treasury. THE GROCER has several subscribers in Campbellton and they were indignant. A Halifax traveler felt the same way, and sitting down he reeled off these verses:

Campbellton's streets are grassy,
Its visitors are few,
And those whose business takes them there
Their journey well may rue.

Their journey well may rue,
If their case is like to mine,
For I could not book an order there
Until I paid a fine!

Yes, I had to pay a fine,
Because a stranger there
Must help to swell the treasury
And stand before the Mayor!

The Mayor is an autocrat,
Whose word goes down as law;
His sentence is, "One dollar, sir,"
And do not slack your jaw.

And when I paid my dollar there,
I soon did quit the town,
And eastward roamed in search of rest,
Far from that Mayor's frown.

And judge ye then of my surprise,
When down by Charlo's shore,
I soon did meet the Mayor bold
With half a dozen more!

Who in the style they did affect,
Both haughty and severe,
Did hold thereat a high old time
On fish and ginger beer.

And though I'd paid my dollar good
They never looked at me,
Nor asked me in to take their cheer
At Charlo by the sea.

So all who sojourn down this way
A warning take by me,
And skip the town of Campbellton
Or skinned you sure will be.

Charlo, Aug. 1st, 1893.

J. Abner Holt, of Toronto, was on Tuesday fined \$20 and costs, with the alternative of 30 days in jail, for using cancelled stamps from which the marks had been erased.

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Just Arrived



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

DAVIDSON & HAY,

36 Yonge Street, TORONTO

TO OUR Business Friends

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

Drop us a card if you have not got yours.

THE SNOW DRIFT CO.
BRANTFORD.

WINDOW-DRESSING MADE EASY.

ANYONE CAN DO IT?
 \$2.25 for \$1.75 Post-Paid, Entire Ourfit.
 Book of 268 pages, 150 illustrations showing how to do the work. Sells at \$1.75, including Hammer.
 "New Ideas," 40 pages, especially interesting to grocers. Sells at 50 cents, and free sample of new cleaner.
HARRY HARMAN,
 The Window Dresser, Decorator and Supplier,
 Room 1204, Woman's Temple, Chicago.

LAWSON BROS. Manufacturers of . . .
 Rolled Oats, Rolled Wheat, Flake Peas, Flake Hominy, Flake Barley, Wheatlets, Etc Put up in bulk, boxes, barrels, and packages.
 The Best Goods in the Dominion.
 259 and 261 King St. W., Toronto, Ont.

X. L. C. R. SOAP
 \$2.25 per 1/2 Gross. For cleaning Silver, Nickel Steel, and Household Utensils generally.
 Has no equal in the market.
L. E. LAWSON,
 261 King St. West - - TORONTO, ONT.

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.

Condensed Mince Meat.

Delicious Mince Pies every day in the year.

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

Sells at all seasons.

Will not ferment in warm weather.



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

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

A STEADY SELLER.

Keen's Oxford Blue

When ordering supplies, don't forget to add some of this WORLD-RENOWNED Brand of Laundry Blue. Its superior quality will Secure you New Customers and retain your present ones.

ALL WHOLESALE KEYS KEEP FULL LINES.
 LBS. and 1-4 LBS.--SAME PRICE.



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

The Russell Company, of Ottawa, has obtained a charter of incorporation.

The Brantford Soap Works Co., Ltd., is applying for a charter of incorporation.

D. C. Strachan, Goderich, has refitted his store by putting in a new plate glass front.

Cantleon Bros., Clinton, extensive dealers in fruit, have had a very successful season so far.

In Kent the early bean crop is large, and the wheat for the most part will be a splendid crop.

George Nairn, of Goderich, is now spending a few days at Niagara with two of his lady friends.

The wholesale fruit and commission men of St. Paul have formed a fruit combine, to go into effect August 14.

It is estimated that already this season \$10,000 worth of fruit has been shipped from Leamington, Essex County.

J. R. Hayden, of Sloan & Crowther, left Monday to visit the World's Fair. He will also run out to Milwaukee and St. Louis.

Mr. Corrigan, Lucknow, had a grand success in a fishing excursion last week, coming home with a well-filled basket of sin fish.

John Matthews, a merchant of Huntsville, lost a bright little 8-year old girl Monday by drowning in the river opposite his residence.

Mona Lesser, of the Leaf Tobacco Agency, of Place Royale square, Montreal, was robbed the other night of \$1,200 worth of diamonds.

F. Grundy, Lucknow, is now on an extended trip to Listowel. D. R. McIntosh and W. J. Brumpton, of the same town, are holidaying at the Sault.

Horseflesh is dearer than beef or mutton in Paris. The same is true in America when you happen to put your money on the wrong horse, adds an exchange.

A good cure for the blues, says a witty exchange, is a big piece of ice-cold ripe watermelon. A good cure for the watermelon can be had of any practising physician.

Importers of tea complain loudly of getting their samples of tea ex the Empress of India before receiving their let-

ters. This is said to be due to the C.P.R. not transferring their mail properly at Sudbury.—Free Press, Winnipeg.

Reports from the peach crop in Essex County say it will be enormous this year. In order to save the branches many growers have been obliged to pull off some of the fruit.

Two tarantulas were found in a bunch of bananas at Scarlett's grocery store, London, the other day. Three or four dozen bananas had been sold off the bunch before they were discovered.

The vineyards of France are said to be free from the ravages of the phylloxera now, and the production of wine in that country is rapidly assuming its old-time prestige.

Probate has been granted in Hamilton of the will of the late James A. Laidlaw, a wholesale cannor of New Westminster, B.C., who was insured in the Canada Life for \$10,000. The whole estate is valued at about \$70,000.

A manufacturer of baking powder, in trying to run down a rival's goods, says they contain alum, which all medical authorities say should not be taken into the system. We rise to ask what the alimentary canal was made for.—Puck.

A new postage stamp of the value of 5c. is now being put into circulation. This stamp will be available for the prepayment of registration fee and postage combined or of postage only. The 5c. registration stamp is to be withdrawn when the present supply is exhausted.

A lady from Belgrave was the other day charged with sending a letter containing money in a newspaper contrary to the law. She pleaded guilty, and a fine of \$10—the lowest that could be imposed under the Act—and costs were inflicted. Assistant Post Office Inspector Maloney, of Stratford, was complainant.

German refiners complain of small profits owing to keen competition and the narrow margin between raw sugar and its product. The general consumption of sugar in Germany, however, is increasing, recently prepared statistics showing 9.5 kilos, or about 20 lbs. per capita, as against 8.6 kilos average for the preceding five years.

Sugar is at present rather scarce here owing to the delay in the arrival of the vessels from Java for the refinery. A shipment of 200 tons was, however, brought up from San Francisco by the last steamer, so that the refinery will have a supply on hand in a day or two.—News-Advertiser, Vancouver.

Major & Eldridge, wholesale and commission merchants in Vancouver, have made arrangements for starting a pork packing establishment there, and it is expected that in a month's time it will be running full blast. They have obtained a site for a slaughter house between Vancouver and Hastings, and the

necessary buildings are now being erected there, and a side track being laid from the C.P.R. main track. The firm expect to get their hogs chiefly from the North-west, but they will purchase as many as possible in the province.

A St. John's paper says: The average catch of fish in Quidi Vidi village thus far is about six quintals for each fisherman. Some men have got ten and twelve quintals, while others got but three and four. The average is not half what it should be, and would be a fair month's work for what has been done in two months and a half.

According to Gow, Wilson & Stanton's tea circular, advices from Calcutta and Colombo speak of the improved demand from Australia and New Zealand. These markets are fast becoming important factors in the consumption of British grown tea, the amount shipped from India and Ceylon during June alone amounting to nearly one million pounds.

There are grocery stores and grocery stores, but how many are there like that one in a neighboring city for the stealing of which a man was arrested the other day? The total stock and fixtures of this emporium were valued at only \$100. Yet it is the owners of such places who help to swell the numbers of grocers in the cities and make the percentage of association grocers appear small.—Ex.

Of course, everybody knows just why business is dull and money is scarce. But the trouble is that there are a hundred different opinions. Very few people, though, have thought it out for themselves. They hear or read somebody's explanation and then go echoing it around as gospel truth. One prominent personage will declare his views and all the little fellows of his party or society will straightway look very wise and tell you just what's the matter.—Ex.

"I can stock your house so that you need not make another purchase of food for five years, and you shall have every day for dinner soup, fish, or entree, roasts, fruits, pudding, cheese and coffee," said a local dealer the other day. If things keep on in this way, all a man will have to carry in his pocket hereafter will be a latch-key and a can-opener, the former to get into the house and the latter to get into the eatables.—St. Louis Grocer.

Toronto Salt Works,

128 Adelaide East,
TORONTO

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

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

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For sale in

J

LEMONS

We are offering a fine lot of **NEW CUT Messina Lemons**, good keeping quality. This fruit should give the best of satisfaction.

Buyers wanting a desirable line of fruit can have it by communicating with us at once.

H. P. Eckardt & Co., WHOLESALE GROCERS **Toronto**

**FOR
COOKING
PURPOSES**



STERILIZED.

It makes the most delicious

**PUDDINGS
CUSTARDS
ICE CREAM**

DELAFIELD, McGOVERN & CO.,

91 Hudson St., **Sole Agents.**

NEW YORK.

33 RIVER STREET,
CHICAGO.

215 CALIFORNIA ST.,
SAN FRANCISCO.

For sale in Canada by

JAMES TURNER & CO

Hamilton, Ont.

We Offer to the Trade :

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

GREENBANK Caustic Soda, in barrels, 98 %.

GREENBANK Chloride of Lime, in metallic tins of 1/4, 1/2 and 1 lb.

L. CHAPUT, FILS & CIE, WHOLESALE GROCERS **Montreal**

ARRIVING THIS WEEK:

From the Finest Gardens in Ceylon.

Chests, Choicest Tippy Pekoes.

ALSO

Half Chests, Choicest Pekoe Congous.

Caddies, Choicest Scented Orange Pekoes.

Caddies, Choicest Formosa Oolongs.

REGAN, WHITE & CO. - - - **Montreal**

IMPORTANT

The Ireland National Food Co., Ltd.

Millers and Manufacturers of

CHOICE BREAKFAST CEREALS, FLOUR AND MEAL

TORONTO, August, 1893.

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

Price is now \$2.00 per doz.

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

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

P. S.—On 5-case lots we will allow freight. Handsome show-card and advertising matter enclosed with goods.

WRITE US FOR PRICES ON

.. CHOICE BULK GOODS ..

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

DRY GOODS.

MONTREAL MARKETS.

Trade during the week has been fair. In fact, the general expectation seems to be for a fair fall trade once the farmers know with certainty what the crop returns are likely to be. The representative of a leading firm who is at present making a trip through Ontario, writing in regard to the district west of Ontario, considers the outlook hopeful, remarking as a most favorable feature that stocks in country dealers hands are in good shape.

The fact that several of the houses here have had to send forward repeat orders for dress goods and other staple lines of imported fabrics is considered a very good sign. The lines which have been running most in demand have been velvets, velveteens, cashmeres, shirtings, jacquards and ladies cloakings. There has been a good call for all kinds of plain stuffs.

Payments have ruled fair on the whole, and in some cases improvement is reported. The 4th of August is usually a good time to judge this matter with the dry goods trade, and many of the houses state that fully 80 per cent. of their paper was met, which they consider a very satisfactory showing.

S. Greenshields, Son & Co. have an extensive stock of Moreens, which are in good demand for shirtings.

Mr. Fagam, of J. G. Mackenzie & Co., is away from town at present enjoying a well-earned holiday.

Hodgson, Summer & Co. now have their complete stock of fall and winter goods on hand. They report a decided improvement in their August sales.

Several of Thibeau Bros.' travelers have returned from their placing trips, and report having had a very sat-

isfactory season for dress goods, tapes-try and brussels carpets and floor oil cloths.

J. G. Mackenzie & Co. state that their turnover of challies this summer both in light and dark grounds, was much larger than last year.

Brophy, Cairns & Co. are offering some superior shirtings in silk stripes and moire effects, also some handsome lines of meltons in single and double widths.

S. Greenshields, Son & Co. are having a good run on velvets, velveteens and braids. They say that the turnover of these is quite as satisfactory as that for the corresponding period last season.

Gault Bros.' travelers report an encouraging demand for general fall supplies, tweeds, overcoatings and cloakings, and their stock in country dealers' hands is small.

Mr. Tower, of Mathews, Tower & Co., has returned from a Western trip, and reports a satisfactory turnover of their fine lines of gents' furnishings. The firm are no longer handling cowboy hats.

W. Agnew & Co. are receiving extensive lines of silk sealettes, black broche dress goods, silk warp henriettas and black jacquards, and are generally busy in forwarding fall orders from them.

Mr. Thomas Brophy, of Brophy, Cairns & Co., is at present making a trip through Ontario. Writing of the situation, he considers the prospects fairly encouraging in most of the districts that he has visited.

The dress fabrics bearing the trade mark, the "Varnished Board," from Priestley's well-known works, are familiar to everyone in the trade. Messrs. S. Greenshields, Son & Co. have been appointed sole Canadian agents for this great firm, and have now got a full line of samples on which to take orders for fall importation. The fabrics turned out by these works comprise "Henriettas," "Sachmire de l'Inde" serge, "Armure" half mourning cloth, Melrose, "Drop d'Alma," crepe cloth, "Cairette," etc., in silk and wool; and albatross cloth, mourning cloth, savinua twill, veiling, real India cloth, crepe cloaking, Panama, grenadine and biarretz in all wool; also several of the above lines given under the caption of silk and wool.

TORONTO MARKET.

The past week has been dull owing to the holiday season. The country merchants have gone to the World's Fair or to the trout creek and travelers are returning home slightly disgusted. Those who are out are staying there because they have to, not because it is profitable. Still wholesalers are busy receiving shipments and reshipping. A few sorting orders of an unimportant character are received daily. Next week quite a number of buyers are expected in town

and this will cause a brisker appearance. Stocks are pretty well completed now.

Wyld, Grasett & Darling are showing some novelties in dress goods in natte cloths, hopsackings in plain and shot effects, Lole Fuller fancies, embroidered costume cloths, serges, broadcloths, wales and whipcords in both plain and shot effects.

In their carpet and curtain department John Macdonald & Co. have re-stocked lace curtains, curtain nets, table covers, piano felts, English art squares in all sizes, and chenille curtains. Their stock is now ready for visiting buyers.

Caldecott, Burton & Spence report that they have bought peau de sois, pongees, surahs and failles at prices which ruled before the recent enormous rise in silk. This is a strong evidence that the silk market has weakened considerably.

Gordon, Mackay & Co. show special value in men's neckwear, and their range of novelties is probably as extensive as any in the trade.

John Macdonald & Co. have just opened up a shipment of ladies' and children's woolen vests and underwear in Health, Hygiene, and Elysian brands. These goods are carried in all sizes and quoted at special prices. A shipment of English and German wool goods is to hand, comprising boots, bootees, infanttees, gaiters, leggings, mitts and mit-tens, caps and hoods. These are slightly goods, and are shown in very comely combinations of colors.

Wyld, Grasett & Darling have a shipment of cotton Irish pointe laces. A shipment of wide military and hercules braids are to hand in navy, seal, myrtle, grey, granite and black. These are scarce goods. They are still selling at prices which obtained before the recent continental advance. Handkerchiefs in white, fancy printed borders, embroidered, etc., are shown in large range, including the newest designs and novelties.

Gordon, Mackay & Co. have opened a range of fine tartan effects in dress goods—bright, rich, effective colorings that must make up very handsomely.

Alexander & Anderson claim that their celebrated and well-known "Excelsior" flannel has no equal in the trade. It commands a ready sale, and ought to be exhibited on every retail counter. They control the entire production of the mill, so that it cannot be had elsewhere. The make, finish, color and texture of this popular flannel is always reliable, and to merchants who have not hitherto handled it we would suggest sending for a sample piece and judging for themselves.

John Macdonald & Co. have a delivery of metal belts in white and gilt. This lot was bought at a special price, and



TO YOU IT IS

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

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

J. F. EBY

HUGH BLAIN

IT IS PLEASANT

Selling goods when you feel assured that your customers are satisfied with them. One of the most satisfactory articles on sale to-day is

Batger's (London, Eng.)

University Marmalade

(1 lb. glass jars—cases 4 doz.)

Send us an Order for a Sample Case

SELL SALT?



Why, of course! Every live merchant in Canada sells

“Eureka Dairy Salt” (Higgin's)

Now is the time for inducing the Butter Makers of Canada to buy the Best Salt—use the best and you will get the best prices for your butter.

EBY, BLAIN & CO. Wholesale Grocers **Toronto, Ont.**



Our
Sterling
Brand

IS

Unexcelled for a good
cool, sweet

SMOKE



Do you
Sell it?

Send for Price List.

EMPIRE
TOBACCO
Co.

MONTREAL

will be sold so as to retail at 50 cents each. A large delivery of Thompson's glove-fitting corsets is to-hand. They are sole agents for this line and handle enormous quantities. Ivory nut buttons in vest, coat, and mantle sizes up to 50 lines are re-stocked, and many new varieties added. Two new lines of whalebone, one called "Corrugated Corrubone," and another called "The Antarctic Real Whalebone." The latter is in continuous lengths of twelve yards. "Swan Bell Safety" and "Spring" hooks and eyes in white and black have been re-stocked. White cotton and silk hat elas-

Gordon, Mackay & Co. pay great attention to the details of their haberdashery and smallwares, with the result of a steadily increasing trade in that department.

Alexander & Anderson have bought out "The John Ryan Mantle Manufacturing Co." of this city. They have engaged a staff of designers, cutters, tailors, operators, etc., in New York, and are going to prosecute the new branch of their business with energy and vigor. They are unfortunately a little late to catch the early orders, but their factory is now in full working order, and we understand they are producing very stylish tailor-made mantles, for which they are finding a ready sale. The garments produced are all the very latest New York styles, and, being tailor-made, the fit, cut, and finish are reliable and perfect. We wish this enterprising firm every success in their new venture.

Gordon, Mackay & Co. have a new idea in suspenders for the coming season. Every pair of the special range has an accident insurance policy for £100 or \$500, attached, good for one year in any part of the world. This adds next to nothing to the cost of the line, and is perfectly sound. The idea recommends itself, and is sure to take.

Some very pretty fur trimmings are shown by the house of Caldecott, Burton & Spence, who can generally be relied upon for some of the latest novelties of this department. The goods are of German manufacture, and are very low in price. Among the different furs, they show coney in white, black, grey and browns; natural squirrel, silver-tipped fox; opossum, in greyish fawn shades and black. By skin measurement they run in width from 1-8 inch to 1-2 inch. Fur trimmings of this nature, and also those of the same kind introducing gimp effects, they predict good for autumn. They report trade in the dress goods department one of the best fall seasons they have had for years. They report shot effects of all classes good, but particularly so in whipcord and hopsack styles; also shot chevrons and shot diagonals. They show silk checks on shot diagonals and shot checks on hopsacking; also a very neat effect in silk fig-

ure woven on a black ground whipcord, the spots running in the various colors. Tartan checks for trimming and for children's wear have gone well. In plain goods they quote whipcords and sedans—a plain, smooth, satin-finished cloth—in the lead. They show what they claim to be special value in a line of lady's cloth, 48-inch wide, in all the newest colorings. Estamine and diagonal serges, with a strong demand for harder and smoother finished goods, more to the style of men's stuff, and the demand for blacks in these goods, are on the increase.

HINTS FOR GROCERS.

Charcoal is of great value in keeping ice chests, store rooms and food sweet, writes Maria Parloa in the Ladies' Home Journal. Place a shallow dish of fine charcoal in the ice chest. In milk rooms and other rooms where food is kept, set dishes of charcoal. If poultry or birds are to be hung in a cool room for a few days, remove the internal organs and partially fill the body with charcoal. Now wrap the birds in paper and hang up. If the outside of the poultry is rubbed with black pepper before being covered with the paper, it will be still further protected from the flies. Small birds, livers, kidneys, sweet breads, etc., may be wrapped in parafine paper and then be buried in a bed of charcoal.

For keeping large pieces of meat and poultry here is a simple device. Have a large barrel or hogshead half filled with charcoal. Put meat hooks in a strip of joist and place across the top of the barrel. Have a netting to spread over this. This barrel may be kept in a cool place and pieces of meat may be hung on the hooks. The charcoal will keep the atmosphere dry and sweet, and the netting will be a protection against insects. Should there be danger from rats or mice, use wire netting.

Fresh fish may be rubbed with salt, wrapped in paper and buried in a bed of charcoal. Of course, the charcoal in barrels and boxes should be changed at least once a month. It can be used for lighting fires, or for broiling meats or fish. If, however, it is difficult to get a good supply of charcoal, the old can be purified by putting it into the stove with a few lighted chips and allowing it to burn until red hot. At this stage open all the windows and let the gas pass off. Then close the draughts of the stove, remove the covers, and leave the room. When the charcoal becomes cold it will be ready for use again.

If there is any question as to the purity of the water, none of it should be used for drinking or cooking purposes unless it is first boiled. There are several methods of purifying water, but boiling is the safest of all. When water is tainted by decaying vegetable matter, several methods are used to purify it. It may be boiled, or filtered through charcoal, or oak chips, or a little alum may be added. The condition of the astringent wood or the alum causes the albuminous matter in the water to coagulate and fall to the bottom, and the purified water may be poured off.

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FOR DAIRY
BUTTER
OR DRESSED
POULTRY

Write or Wire

PARSONS
PRODUCE CO.

WINNIPEG — MANITOBA

BUCHANAN & GORDON,
 Brokers and Commission Merchants and
 Manufacturers' Agents.
 WINNIPEG

Representing in Manitoba and the
 North-West Territories:

ARMOUR & Co., Chicago, Ill.
 THE ARMOUR PACKING CO., Kansas City, Mo.
 THE B. C. SUGAR REFINING CO., Ltd., Van-
 couver, B. C.
 HIRAM WALKER & SONS, Ltd., Walkerville
 Ont.
 JOHN DEWAR & SONS, Tullymet Distillery
 Perth, N. B.
 PERINET ET FILS, Reims, Champagne.

Warehouses on C. P. R. Track.
 EXCISE, CUSTOMS AND FREE,
 AND LOW RATES STORAGE.
 CORRESPONDENCE SOLICITED.

LAURENCE GIBB
 Provision Merchant,
 83 COLBORNE STREET, - TORONTO

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

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

THE
 Winnipeg Produce and Commission Co. Ltd.
 Commission Merchants and
 Manufacturers' Agents. . . .
 WINNIPEG, - - MANITOBA.

Consignments and Correspondence Solicited.
 Good Warehouse Facilities.
 Agencies Wanted.

Strang & Co.
 WHOLESALE COMMISSION
 AND MANUFACTURERS' AGENTS
 WINNIPEG, MAN.

Correspondence and Agencies Solicited.
 We are open for a first class Canned Goods
 Agency.



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

ESTABLISHED 1874.
JAMES E. BAILLIE
PORK PACKER
 AND WHOLESALE PROVISION MERCHANT
 66 Front St. East, Toronto.

Mess Pork, Bacon, Hams, Lard, Cheese.
 Cold Storage for Butter and Eggs.
 Country Consignments Solicited.
 Prompt Returns Made.

WILLIAM RYAN,
PORK PACKER
 Toronto, Ont.

HAMS, MESS PORK,
BREAKFAST BACON, SHORT CUT,
ROLLS, LARD.
 WRITE FOR PRICES.

PARK, BLACKWELL & CO.
 (Limited.)
 — SUCCESSORS TO —
JAS. PARK & SON.
 TORONTO.

Full lines of Superior Cured Hams, Break-
 fast Bacon, New Special Rolls,
 Beef Hams, Long Clear Bacon,
 Butter, Cheese, Lard, Eggs,
 Etc.
 Write for Price List.

W. A. McClean & Co.
 OWEN SOUND.
PORK PACKERS
 CURERS OF THE
Diamond A Hams
 FOR SALE—LONG CLEAR BACON,
 HAMS, BACKS, BELLIES and SPICED
 ROLLS.
 Write for Quotations.

Butter in good demand; large rolls, pails,
 crocks, and best store-packed tub sell-
 ing 16 to 17c.; choice dairy tub, 18 to 19c.
 no stock on hand. Eggs, 11½c. We
 charge five per cent., and prompt re-
 turns by registered letter.

JOHN HAWLEY, Provisions and Commission
 88 FRONT ST. EAST.
 Established 1870. Egg Trade a Specialty.

S. K. MOYER,

Commission Merchant,
 76 COLBORNE ST.,
 TORONTO.
 — DEALER IN —
 Bananas, Pine Apples, California, Messina
 and Valencia Oranges, Lemons
 dates, Figs, Fresh Fish, etc.
 Orders Solicited.

GEORGE MCWILLIAM. FRANK EVERIST.
MCWILLIAM & EVERIST
 Fruit and Commission Merchants
 25 and 27 Church street,
 TORONTO, ONT.

We are receiving direct shipments every week
 of BANANAS, TOMATOES, POTATOES, CAB-
 BAGE, Etc. in their season, also all kinds of
 small fruits. A full line of Lemons and Oranges
 now in stock.
 All orders will receive our best attention.

Dawson & Co.
FRUIT
PRODUCE
 and COMMISSION MERCHANTS
 32 WEST MARKET STREET,
 TORONTO.
 Consignments Solicited

NOTICE.
 The British Columbia Fruit Canning and
 Coffee Co'y, Lt'd.
VANCOUVER, B.C.
 Having largely increased their capacity. We ad-
 vise all dealers to see their price list before plac-
 ing their orders for Jams, Jellies, Canned Fruits,
 and Canned Vegetables.
 Besides their regular brands of Ground Coffee,
 now so favorably known, they quote:
 Blend No. 1 at 35c., either ground or whole roasted
 " 2 at 30c., " " "
 " 3 at 30c., " " "
 Their Flavoring Extracts are of the choicest
 quality.

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



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



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

TORONTO MARKETS.

TORONTO, Aug. 17, 1893.
GROCERIES.

Trade is as flat as the proverbial pancake this week. It has neither the form nor comeliness of life, and the hardest thing they have to do around the warehouses is to brush away the flies. Even the ubiquitous broker keeps to the seclusion of his office or hies himself away on holidaying or fishing tours. Where it has been the rule to find him in the jobber's sample room, it is now the exception. The quietude is of course not unusual at this season. In fact it is the usual thing, but business men do not like it all the same. But while they complain in one breath at the present condition of affairs, they in the next speak hopefully of the future. The quietness is not confined to any one line. It is general, in no one article being the demand really brisk.

COFFEE.

Business is still confined to a few odd bags, although there seems to be a little better demand from the wholesalers, but brokers say that it is at prices lower than they are willing to accept. Coffees generally are scarce on this market, and jobbers have in some instances been compelled to take better grades than they really wanted. The Rio market continues firm and the New York weak. Advices received here this week state that duplicate invoices cannot be laid down here at less than $\frac{1}{2}$ c. more. Prices are unchanged, and we quote: Rio, 20 to $21\frac{1}{2}$ c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 21 to 22c.; Java, 30 to 32c.; Mocha, 26 to 27c.; Maracaibo, 21 to 23c.

DRIED FRUIT.

The market remains much as before. Valencia raisins continue to move slowly at $6\frac{1}{2}$ to $7\frac{1}{2}$ c. for selected and $3\frac{1}{2}$ to 4c. for off stalk. Sultanias are meeting with a fair demand this week at 6 to $6\frac{1}{2}$ c. Currants are as before, quiet, at $5\frac{1}{2}$ c. up. There are some cheap currants offering from New York, but reports are conflicting as to quality. There are a few more prunes moving; prices are unchanged, 7 to $7\frac{1}{2}$ c. still being the idea. New dates for November shipment are offering at about same price as last year, but no business seems to have been done, the period being considered to remote. Locally the trade is as slow as ever, and 5 to $5\frac{1}{2}$ c. are the ruling prices. Figs are as before, dull and unchanged.

NUTS.

There is scarcely anything doing, and the only thing worthy of special note is that

there is a scarcity of soft shelled almonds on this market. We quote:—Brazil nuts 11 to $11\frac{1}{2}$ c. a pound; Sicily shelled almonds, 32 to 35c. a pound; soft shelled almonds, 15 to 16c.; peanuts, 13 to 14c. for roasted and 11 to $12\frac{1}{2}$ c. for green; cocoa nuts, \$5 to \$5.50 per sack; Marbot walnuts 11 $\frac{1}{2}$ to 12c.; pecans $13\frac{1}{2}$ to 16c.

RICE AND SPICES.

There is a fair demand for rice without any change in prices; $3\frac{3}{8}$ to $3\frac{3}{4}$ c. is the idea as to price. Outside an improved demand for pickling spices, there is scarcely anything doing in this line. Whole ginger is quoted at 20 to 25c., pure white pepper at 20 to 28c., and pure black at 14 to 16c.

SUGAR.

Nothing new has developed in this market during the week. The movement continues to be of a hand to mouth character, only more so than a week ago. For granulated $5\frac{1}{2}$ c. still remains the idea, although this price is occasionally shaded. Yellows run all the way from $4\frac{1}{4}$ to $5\frac{1}{4}$ c. The Lower Province refineries have not yet begun to make offers. They were offering consigned yellows, but in these they have been cleaned out.

Willett & Gray's Statistical says: The week—Raws declined $\frac{1}{8}$ c. Refined unchanged. Receipts, 22,420 tons. Meltings, 25,000 tons. Total stock in four ports, 96,230 tons, against 98,810 tons last week, and 155,912 tons last year. By cable: Stock in Havana and Matanzas, 113,000 tons, against 114,000 tons last week, 135,869 tons last year. The six principal ports of Cuba gave for the week: Receipts, 3,000 tons; exports, 5,000 tons; stock, 166,000 tons, against 168,000 tons last week and 155,693 tons last year. Total stock in all the principal countries, 722,830 tons, against 976,995 tons at same dates last year. Afloat to the United States from all countries estimated 50,000 tons, against 70,000 tons last year.

Raws—Financial affairs have gone from bad to worse during the week and counteracted all the good effect that might have resulted from the statistical position of sugar. Buyers simply waited the pleasure of holders, and towards the close of the week a few sellers gave up the hope of an advance and disposed of some sugars on last week's basis. Other holders now seem disposed to follow, and Europe also has barely maintained its firmness until the end of the week, when it shows signs of some weakness again. The most that can now be expected is a steady market at quotations until there is some change for the better in the financial situation. At present it seems to be growing worse and worse all the time.

The Democratic platform of "Tariff for revenue only" naturally calls for a duty on sugar; but, in view of reciprocity treaties, bounties, etc., it is quite difficult to foresee the method of arriving at this result. If a duty for revenue is collected, then it requires the equivalent of about 25 to 30 per cent. on all articles (sugar included) to cover the amount required for this purpose, which would be about $1\frac{1}{4}$ c. per lb. on raw sugar and say $1\frac{3}{4}$ c. on refined.

Refined—A much improved demand followed the firmer tone of raws during the week, and as the entire business of the country is on a close hand-to-mouth basis from necessity for the strictest curtailment in buying in these troublous times, it is to be expected that the slight weakness in the tone of raws will not influence the trade in

refined unfavorably. There are no indications of any reduction in prices for the present.

SYRUPS AND MOLASSES.

Syrups continue dull and unchanged, with prices ranging from $2\frac{1}{4}$ c. up. There is nothing doing in molasses, and 30 to 35c. are still the ruling prices.

TEAS.

The demand has slackened off somewhat, as is usual at this season, although there is a fair business doing in Ceylons, particularly the golden tip varieties, at 27 to 35c. The little that is doing in Japans is at prices ranging from 19 to 20c. In China teas there is scarcely anything doing. Prices are unchanged and we quote: Japans (1892-3)—Low grade and common 15 to 18c.; medium, 18 to 20c.; fine, 20 to 25c.; new Japans, 30 to 32c. for medium and 30 to 35c. for fine. Blacks—Low grades Congous, $14\frac{1}{2}$ to $16\frac{1}{2}$ c.; medium, 18 to 23c.; fine, 30 to 45c.; fancy, 60 to 70c. Brokers also report the local market sluggish but showing some signs of improvement. They have experienced a little more enquiry for Japans, but other kinds have been neglected. Local jobbers are reported to be less eager to buy than are those outside.

BUTTER AND CHEESE.

Prices have further appreciated since a week ago, and there is a brisk local demand. But as far as export business is concerned there is practically nothing doing. This is the weak point in the market, and if it does not improve in this particular, prices will naturally depreciate, for the local demand cannot absorb all the offerings. Shippers are holding off. The idea as to price is: Fine dairy tubs, pails and crocks, 17 to 18c.; store packed, 14 to 16c.; pound rolls, 19 to 20c. Creamery butter is in good demand at $20\frac{1}{2}$ to 21c. for tubs and 22 to 23c. for pound prints.

Cheese continues in fairly good demand at $9\frac{1}{2}$ to 10c. The factories are selling at $9\frac{1}{4}$ to $9\frac{1}{2}$ c.

COUNTRY PRODUCE.

BEANS—There seems to be a slight scarcity. Ordinarily hand-picked beans are selling at \$1.35 to \$1.40, but anyone wanting a really choice article would have to pay 5 or 10c. more than the outside figure quoted. Medium are selling at \$1.20 to \$1.25.

DRIED APPLES—Demand has fallen off slightly, but jobbers seem willing to pay a little more, 4c. now being the figure at which they are making purchases instead of $3\frac{1}{2}$ to 4c. as before. Jobbers are ordinarily getting $4\frac{1}{2}$ to 5c. from retailers. There is evidently some speculation being done.

EVAPORATED APPLES—Dull and nominally $8\frac{1}{2}$ to 9c.; quarters sell at 7c., and they are about the only kind to be had.

(Continued on page 20.)

FRESH FRUIT

Consignments

Carefully

PROMPT
RETURNS

Handled

CLEMES BROS.

Phone. 1788

TORONTO

Reference—Bank of Toronto.



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

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

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

THE "Lion Brand"

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

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

**LYTLE'S
PICKLES**



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

T. A. LYTLE & CO.,
Vinegar and Pickle Manufacturers,
TORONTO.

The Imperial Rubber Stamp Works

Rubber Stamps, Stencils,
Branding Irons, Seals, etc.
Estimates given. Orders by mail promptly attended to.
102 ADELAIDE ST. WEST - - - TORONTO.

**Lakeport
PRESERVING CO.**

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

FACTORIES :
LAKEPORT AND TRENTON, ONT.

**CARD'S CELEBRATED
Canadian Tomato Chutnee.**

IMPARTS A
Delicious flavor to Hot and Cold Meats,
Gravies, Soups, Curries, Etc.
As used on the table of the late Sir John A. Macdonald, (Ernscliff), Albany Club, Queen's Hotel, Walker House, Toronto, etc.

On sale by all Wholesale Grocers.
PREPARED ONLY BY
M. P. CARD,
GUELPH, ONT.

MAPLE PRODUCTS

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

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

Boy
Brand
Corn
UNBLEACHED



DAILEY'S

Boy
Brand
Tomatoes



Please try them.
Can be obtained at
all Leading Wholesale
Houses.
**Kingsville
Preserving Co.,
(LIMITED.)
KINGSVILLE, ONT.**

**Keep your
EYE**

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



TRADE MARK

DELHI CANNING CO.

CANNED GOODS.

TORONTO.

Trade continues light, and there seems to be a slight disposition to shade prices on vegetables. There is no great demand for any particular line, although the preference, if anything, is for tomatoes and corn. The idea as to price for tomatoes, corn and peas is still 80 to 85c., although the inside figure would probably be shaded for round lots. The market is bare of apples, but the demand is light and prices unchanged at \$2 to \$2.25 for gallons and 85c. to \$1 for 3's. The stock of peaches is also small and demand light at \$2.10 to \$2.25 for 2's and \$3 to \$3.25 for 3's. The peach crop this year is large, and the trade in consequence anticipate that prices will rule lower than last season. Plums are unchanged at \$1.45 to \$1.55. It is too early to speak definitely, but the indications are that there will be a good crop of plums. In strawberries and raspberries there is nothing scarcely doing. There is still a scarcity of good red brands of salmon; \$1.50 seems to be the lowest point at which red fish can be got, while the range runs 10 or 20c. higher than that figure. Flat tins are quoted at from \$1.60 to \$1.80. Holders of white salmon are anxious sellers, and prices for this kind of fish run all the way from \$1.10 to \$1.25. The demand continues fair for good brands of lobsters but the poorer kinds are not much wanted. The idea for first-class brands is \$1.80 to \$2 for tall and \$2.40 to \$2.50 for flats. Sardines are slow, and reports regarding the catch are conflicting, but it is said that the pack will likely be larger than last year, and prices, in consequence, lower. Meats are quiet and unchanged.

EGGS—Supplies are liberal, demand small and prices easier at 10 $\frac{3}{4}$ to 11c. Jobbers are not inclined to handle them except on commission.

POULTRY—Unchanged at 50 to 60c. for chickens and 40 to 60c. for ducks.

POTATOES—Are in good demand and supplies are a little scarce; jobbers are paying \$1.25 per bbl. and selling at \$1.75 to \$2.

HONEY—There is more enquiry than for some time, and prices are unchanged at 5 to 8c. for extracted; new season's section, 20c.

ONIONS—Unchanged at \$2 to \$2.25 for Egyptians.

MAPLE SYRUP—Dull at 50 to 60c.

HOPS—Market continues dull and featureless at 12 to 14c. for 92's.



For Washing

LACES AND FINE LINEN

SURPRISE SOAP

Is Most Satisfactory

SOLD BY ALL FIRST-CLASS GROCERS IN CANADA

The St. Croix Soap Mfg. Co.,

Branches :

St. Stephen, N.B.

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

GREEN FRUIT.

The briskness noted for some weeks past continues. The small domestic fruits are of course occupying the most attention, but considerable trade is doing in bananas and watermelons. Lemons are lower and oranges are quiet. The market is cleaned out of Messina oranges, while Rhoda oranges are arriving. The feature of the week has been the receipt of large shipments of California fruit, some of it direct. The market is in consequence lower on this kind of fruit. We quote as follows : Oranges—Rhodas, \$4.50 for 160's; California Mediterranean's, \$4.50 to \$5 per box; lemons, \$3.50 to \$4.50; bananas, \$1.25 to \$1.75; raspberries, 8c.; Lawton berries 9 to 10c.; peaches, 40 to 80c. per basket; Canadian tomatoes, 35c. per basket; huckleberries, 70 to 90c.; cucumbers, 25 to 30c. per basket; beans, 35c. per basket; cabbage, \$1.50 to \$1.75 per bbl. for Canadian; watermelons, 18 to 25c.; California fruit—Peaches, \$1.75 to \$2; pears, \$2.65 to \$2.90; plums, \$1.85 to \$2.

HOGS AND PROVISIONS.

The supply of dressed hogs for the season is liberal and prices are a little easier at \$7.75 to \$8. The demand continues good for hog products, but bacon, lard and barrelled pork is a little easier in sympathy with the United States market. The price of compound lard is affected more than that of the pure are, stocks of the latter here being light.

BACON—Long clear, 10 $\frac{1}{2}$ to 10 $\frac{3}{4}$ c. Smoked backs 12 to 12 $\frac{1}{2}$ c., bellies, 13 to 13 $\frac{1}{2}$ c., rolls 10 to 10 $\frac{1}{2}$ c.

HAMS—In good demand and firm at 13 to 13 $\frac{1}{2}$ c. for smoked.

LARD—Pure Canadian 12 $\frac{3}{4}$ c. in tubs, 13c. in pails and 12 $\frac{1}{2}$ c. in tierces. Compound 9 $\frac{3}{4}$ to 10c.

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

DRESSED MEATS—Beef fores are 4 $\frac{1}{2}$ to 5c., hindquarters 7 $\frac{1}{2}$ to 8 $\frac{1}{2}$ c., mutton 6 to 7c., lamb 10 to 12c.

FISH.

The fish trade is weak, and no change can be looked for before the first or second week in September. We quote as follows : Fresh sea salmon, 16 to 18c.; skinned and boned codfish, 6 $\frac{1}{2}$ c.; Labrador herring, \$3 per half barrel; shore herring, \$2.75 per bbl.; Digby herring, 11 to 12 $\frac{1}{2}$ c.; boneless fish, 4c.; boneless cod, 7 to 8c.; blue back herring, \$2.00 per hundred; blue pickerel, 4 to 5c. a lb.; yellow ditto, 7 to 8c. a lb.; salmon trout and white fish, 7c.; eels, 6 to 8c. a lb.; prepared frogs 50c. per doz.

SALT.

The salt trade is fairly good. A number of car lots have gone out during the present week, besides the usual good demand for smaller lots. Prices are unchanged. Quotations in car lots are : Sack salt, 65c.; barrels, \$1; dairy, \$1.25. Liverpool rock, \$10 per ton.

HIDES, SKINS, TALLOW, WOOL.

WOOL—There is little or nothing doing in wool. The mills seem to be well supplied and many of them are waiting to see if wool will not be lower in price. Indications favor this policy, and factories with cash can buy

SYMINGTON'S

COFFEE

ESSENCES

. . UNEQUALLED . .

ASK FOR THEM

WHOLESALE AGENTS

STANWAY & BAYLEY

. . TORONTO . .

HILLS & UNDERWOOD'S

ENGLISH

MALT VINEGAR.

Th
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season,

RETAIL GROCERS

WILL FIND IT
TO THEIR INTEREST

TO BUY

BRANTFORD STARCHES

The Purest and Best in the Market.

British America Starch Co., Ltd.,
BRANTFORD, ONTARIO.



BASKETS

Shipping Baskets. Lunch Baskets. Field Baskets.

FULL LINE

PROMPT SHIPMENT.

Walter Woods & Co., Hamilton.

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

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

W. A. Carson.

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BELLEVILLE CANNING CO.

PACKERS OF THE

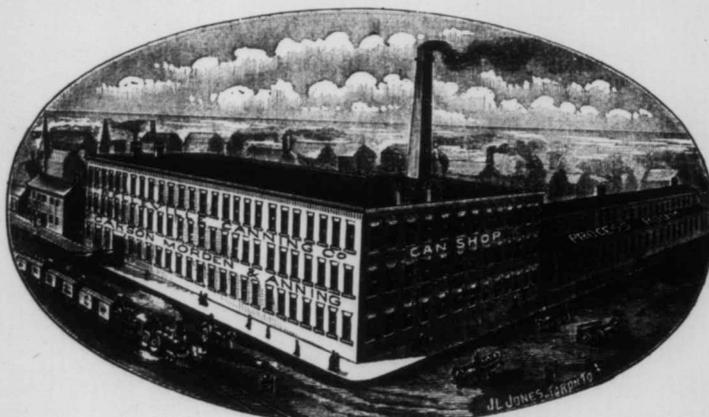
"Queen Brand"

Fruits and Vegetables.

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

.. THE QUEEN BRAND ..

Every Can Guaranteed.



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

R. & T. WATSON, Manufacturing Confectioners,

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

SEND FOR PRICE LIST.

75 Front Street East,

KOFF NO MORE.

WATSON'S COUGH DROPS

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

TORONTO.

OATMEAL

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

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

GENERAL GRAIN DEALER.

Highest price paid for Oats and Peas in car lots

WALTER THOMSON, London and Mitchell.

**Embro
Oatmeal
Mills**

D. R. ROSS, EMBRO, ONT

A CHOICE QUALITY OF

Rolled, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

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

**WANTED
Manitoba Agency.**

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

Apply A, CANADIAN GROCER.



WE MAKE THE
FINEST TEA CADDIES IN CANADA

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

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

TRY THIS PLAN FOR INCREASING SALES.

Write our nearest house for Prices and Catalogue.

THE McCLARY M'FG COMPANY

London. Toronto Montreal. Winnipeg.

For general Household purposes the Ammonia will be found superior to all other brands.

**AMMONIA
SOAP**

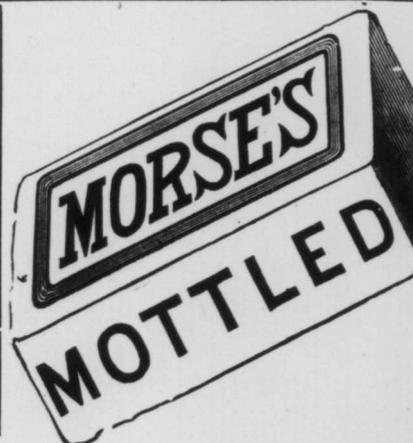
AMMONIA SOAP

is warranted not to injure the finest fabric.

W. A. BRADSHAW & CO.

TORONTO

FAC SIMILE OF PACKAGE.



MARKETS—Continued

will sell as low as the common brands. "Globe" salmon is of excellent quality, and not much of it is usually seen on this market, it being mostly packed for the English market.

W. H. Gillard & Co., of Hamilton, have secured a fine line of May pickings new season's Japan teas, which they are offering to the trade at from 17½ cents up. The attention of the trade is drawn to their advertisement on another page.

Marcopoli & Fils, of Smyrna, under date of July 22, advise that the sultana raisin crop is progressing favorably and promises to be one of the finest on record. The yield is expected to be about the same as last year, 35,000 tons. Opening prices are expected to be moderate, owing to heavy stocks on the English market. The fig crop, it is estimated, will be about 10 per cent. smaller than last year, but better in quality. Shipments of both figs and sultanas will be a week or ten days late owing to a late spring. The crop of Eleme raisins is estimated at 20,000 tons, against 22,000 tons last year, and the quality promises to be satisfactory.

The Ireland National Food Co. say the sales of their dessicated rolled wheat have trebled during the past six months. It is made from the choicest Ontario white winter wheat thoroughly cleaned so as to remove all foreign matter or imperfect grains. In the process of manufacturing and preparing this food the grain is dessicated to the extent that the starch in it is mostly changed into dextrine (thus rendering the first act of digestion done before the food enters the stomach; by a further process of decortication all the outer woody fibre or coarse bran is removed, leaving only the perfect berry of the wheat and the fine inner bran containing the phosphates, nitrogen gluten and other food elements so necessary to supply the wastes of the body. It is then rolled into a convenient form for cooking and makes most delicious porridge, gems, puddings, griddle cakes, etc. It requires only a few minutes to cook it perfectly.

MONTREAL MARKETS.

GROCERIES

MONTREAL, Aug. 17, 1893.

Business in groceries during the past week has been very quiet, and there is nothing special to mention, the only lines which furnish anything at all of interest being tea and canned salmon. In the former there has been quite a fair movement, due to the arrival of samples of new crop Japan, which are considered first-class property at the prices at which they are offering, and agents in consequence have booked quite a few orders for goods ranging all the way from 16c. to 21c., the most of the demand running to stock which can be had around 18 to 20c. In canned salmon the arrival of about five carloads of new

pack, and the receipt of advices to the effect that there had been a sudden stop in the run on the Fraser river, has been the feature. The details of the matter are referred to elsewhere, and it will suffice to say here that the goods are offering at \$1.35, and some of the French wholesale houses have, it is said, booked quite a few orders on this basis. In other lines there is absolutely no change and the general market is certainly dull, with buyers showing very little inclination about trading. There is nothing to say about the sugar market, which is steady. Molasses have furnished a few sales from first hands, but jobbers are not doing much in a regular way. Syrups are quiet. Dried fruits are purely nominal so far as old stock is concerned, while there is nothing new to relate with regard to offers on new crop, the nominal quotation, cost and freight to Montreal, being 16s. 6d. to 18s.

SUGAR.

The sugar market is quiet and steady. A fair movement is noted in granulated at 4 3-8 to 5c., and yellows are unchanged at 4 3-8 to 5c., according to grade, some fair quantities having been moved between the inside price and 4 7-8c.

SYRUPS AND MOLASSES.

There has been rather more doing in Barbadoes molasses from first hands, and we note the sale of a cargo lot of 200 puncheons at 30c. and another at 29 1-2c. In a regular jobbing way, however, business is quiet with buyers showing no urgency whatever. Values in this connection are precisely the same, the combine steadily maintaining its agreement to sell nothing under 33 to 34c.

Syrups are quiet but steady at 17-8 to 21-8c. per lb. in the wood for Canadian, and 17 to 20c. per gallon for American, as to quality.

TEA.

The tea market has furnished a fair degree of activity in consequence of the arrival of samples of new crop Japans, and brokers have been booking satisfactory orders for stock, ranging from 16 to 21c., the bulk of the demand running to grades at 18 to 20c. The goods are generally considered first-class, and far better value at the money than the new goods purchased last fall. How the arrivals of these new crop samples will influence holders of old stock Japans is difficult to say, and opinions differ with regard to it. Holders of some of the higher priced stock of last year, however, who have held on with the idea of making a better figure in their stock will find it more difficult to make with this good quality new crop offering at the prices quoted.

In blacks and greens there is no particular change, business ruling very quiet.

COFFEES.

There is no change in the coffee market, business being of small volume and prices the same. We quote: Jamaica, 17 to 19c.; Maracaibo, 19 to 22c.; Rio, 19 to 20c.; Java, 24 to 28c., and Mocha 25 to 28c. in wholesale lots, smaller quantities calling for an advance on these figures.

SPICES.

Spices rule quiet and unchanged. We quote Jamaica ginger at 16 to 18c. for

common and 20 to 23c. for fine, black papper 8 to 8c., pimento 6 1-2c., nutmegs, 50 to 52 1-2c. to \$1.

RICE.

Only a fair local business is noted in rice, and prices here show no change, but the primary markets are cabled very firm.

DRIED FRUIT.

The market is a nominal one so far as Valencia raisins are concerned. There are none in first hands on spot so we cannot quote them. Advices regarding new crop do not denote any actual transactions, but prices are nominally quoted, cost and freight Montreal, at 16s. 6d. to 18s. First shipments of new fruit are expected to be made about the 15th, but will not come direct, but via Liverpool. Currants are very dull, and can be had all the way from 4 1-2 to 5 3-4c., as to quality.

GREEN FRUIT.

There is nothing special in the way of change to note in green fruit during the week. The feature of the week has been the fight between the general houses and the Fruit Exchange over California fruit, but it is understood that the latter, owing to its facilities, which enable it to receive goods more promptly, has the advantage. In the matter of staple lines, business is quiet and prices much the same. Lemons are dull and somewhat lower, at \$1.25 to \$3.50, according to quality. Oranges have been in fairly good demand at \$3.25 to \$3.50 per box. Bananas were in rather light supply during the week, and sold at \$1 to \$1.75 per bunch. Pears have been in good demand at \$2.65 per box and \$4 per keg. Peaches have moved at \$2.25 per box, and all kinds of currants at 50c. per pall.

BEANS.

The market is steady. We quote hand-picked \$1.40 to \$1.50, and ordinary to good \$1.25 to \$1.30, with inferior 95c. to \$1.10.

HOPS.

The market is quiet at 18 1-2 to 19c. for choice Eastern Townships. Advices from New York State and abroad are bullish in their tenor with regard to the growing crop. Picking is expected to begin generally in about a fortnight hence.

HONEY.

Some lots of new honey offering during the week have found purchasers at 11 to 13 1-2c., the outside for white clover stock. Buckwheat honey changed hands at 11 to 11 1-2c. Old stock is very slow sale at 6 1-2 to 8c. for extracted, as to quality.

PROVISIONS.

The provision market is very quiet. A small jobbing trade is being done in smoked meats, but the market as a whole is dull. Canadian short cut, per bbl., \$21 to \$21.50; mess pork, Western, new, per bbl., \$22; hams, city cured, per lb., 12 to 13c.; lard, Canadian, in pails, 11 to 12 1-2c.; bacon, per lb., 11 1-2 to 12 1-4c.; lard, common refined, per lb., 9 1-4 to 9 3-4c.

EGGS.

Receipts of eggs rule moderate, but they are ample for the demand, which is slow. Prices range from 11 to 12c., the average price being 11 1-2c.

CHEESE.

The cheese market does not show any change, the ruling features of the situation being essentially unchanged. In a regular way over the cable it is extremely difficult to get offers which per-

JAMES A. SKINNER & CO.
Toronto and Vancouver.

IMPORTERS OF
**Crockery, China,
Glassware, Lamps,
and Fancy Goods.**

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

SPECIAL ATTRACTIONS IN
LAMPS AND FANCY GOODS.

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

ESTABLISHED 1851.

WE OFFER

.. TOMATOES ..

in 3 lb. Tins

Quality Guaranteed,
at **80c.** per doz.

N. QUINTAL & FILS,

WHOLESALE GROCERS,

274 St. Paul Street, Montreal.

SHOULDERS - -

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

WRITE FOR QUOTATIONS.

F. W. FEARMAN,
HAMILTON, ONT.

Blend Your Own Teas

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

Assams, Geylons, Oolongs,
Gongous, Etc.

J. W. LANG & CO.

Wholesale Grocers, TORONTO

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

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

SLOAN & CROWTHER,
WHOLESALE GROCERS,

19 Front St. E., Toronto.

KOEPFF BROS'.
Superior

Refined Gelatine

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

AGENTS—

WARREN BROS. & BOOMER,

35 and 37
Front St. East, TORONTO

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

Japan Teas

New Congous

NOW ON WAY



Smith and
Keighley

Aug. 10th, 1893.

9 Front St. E., Toronto.

JUST TO HAND.

NEW SEASON'S

YOUNG HYSONS.

Send for Samples
and Quotations.

PERKINS, INCE & Co.,

41-43 Front Street East, Toronto.

MUCH LIKE A **WORLD'S FAIR**

WILL BE

Canada's Great

Industrial Fair,

TORONTO

Sept. 4 to 16, 1893.

Excelling All Others

New Stables, New Cattle Sheds and Many
Other Improvements

Special Attractions.

Greater and Better than Ever.

The People's Greatest Annual Outing.

Cheap Excursions on all Railways.

J. J. WITHROW,
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JOHN BURGESS & SON

SAUCE

AND

PICKLE

MANUFACTURERS,

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

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

Lord Byron's "Beppo," VIII.

"GOAT" Japan Tea

Season 1893 Just Arrived

Sample much better than 1892

BEST VALUE IN THE MARKET.

See our Travelers or write us for Samples.

T. KINNEAR & CO.,

WHOLESALE GROCERS,

49 Front St. E., TORONTO.

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

MONTREAL Markets Continued.

mit the payment of the prices ruling here, and regular business of this sort is naturally slow as a result of it. We hear of some purchases for this week's shipment, a line of 1,000 boxes of Ottawa valley goods changing hands at 93-8c. They were white, and the figure is considered a specially good one. A lot of French goods, 500 boxes, also changed hands at 91-4c. With regard to finest Ontario stock, both white and colored, a reliable quotation can hardly be given, but if a seller is to make any money on colored he would certainly have to get 93-4c. and for white 91-2c. These figures, however, have not been made on spot, so that they cannot be quoted, and a dealer who called Saturday on colored on the basis of 93-4c. got a refusal of his offer today. The buying in the country, however, proceeds as usual, and some 4,000 French country cheese fetched 9 to 91-4c. first cost. Finest Ontario colored, 95-8c.; finest Ontario white, 91-2c.; finest Townships, 93-8c.; finest French colored, 91-8 to 91-4.; finest French white, 9 to 91-8c.; under grades, 83-4c.; cable, white, 46s.; cable, colored, 47s.

BUTTER.

Butter does not show any new phase, the market ruling dull. Shippers say there is no more encouragement in their advices from the other side than there was last week, and they all talk lower prices. We understand that lots of creamery changed hands at 20 to 20 1-2c., and this is the basis on which business in finest for shipment if possible. In Western 17c. is all that shippers are prepared to give, and their ideas are down from that on some of the goods that are offering. There is very little doing in the grade or in Townships. Creamery, 20 to 20 1-2c.; Townships, 19 to 20c.; Western dairy, 16 to 17c.

MONTREAL TRADE NOTES.

C. A. Chouillou notes some satisfactory letter orders for Menier's Chocolat.

Porto Rico molasses in cargo lots has sold on this market during the week at 25c. per puncheon.

Rice millers here have been advised by cable that prices in Burmah have advanced 11-2d. to 41-2d. on rice.

The first shipment of currants from Greece, it is expected, will be made on the 31st of the present month.

Advices from Denia state that the crop of Valencia raisins will be lighter than that of last year, and the fruit of small size.

W. T. Costigan & Co. are offering new pack canned salmon for prompt delivery, having received three carloads during the week.

Cable advices from London on sugar state that a firmer feeling has set in, the impression being that the new beet crop will be higher priced than was at first thought.

Mr. Brown, of Tetley's Tea Co., is at present in the Maritime Provinces drumming them up in his line. The new delivery wagon of the company is a unique idea in the matter of advertising, and

has attracted a good deal of attention since its first appearance. It is an exact copy of a tea-pot, the spout forming a rest for the driver's feet, while the handle in the rear is the catch of the door which lets into the interior of the wagon.

Advices received here from New York on sugar noted an advance in centrifugals, which were quoted at 4c., and the statement was made that it was only the financial depression which prevented a general advance.

PERSONAL MENTION.

Ald. John Hallam, wool and hide dealer, Toronto, has returned from an extended tour in the North-west.

H. P. Ehardt has returned from a two weeks' sojourn at Ocean Grove. He reports having had an enjoyable time.

Chas. Smylie, of Young & Smylie, the Lecorice manufacturers, Brooklyn, is on a flying trip through Canada this week, and has done a good business.

A correspondent writes: We noticed a few days since the arrival of a daughter in the household of H. V. Taylor, the popular Western traveler for Edward Adams & Co. We congratulate him on the event, which is not of frequent occurrence, and trust both mother and daughter are doing well.

TRACING LOST BUTTER.

Bill Nye often disguises a great deal of cold, hard truth under his flow of nonsense. In a recent letter he turns the shaft of ridicule upon the circumlocution methods in vogue upon railroads.

William, according to his own admission, while in the "wooly West" hungered for some nice Eastern butter, "made from the real cream, distilled from the luscious cow." He ordered some of this article, and describes his efforts to secure the consignment as follows:

I received notice that the butter had been shipped. Part of it arrived. Only twenty pounds out of eighty, but the freight bill on the whole amount got in one day ahead of the twenty pound tub. I paid the bill, and not knowing any of the officials but the general passenger agent, with whom I had held some correspondence, I wrote him. He wrote me coldly, by means of a long primer editorial, that such claims should go to the general freight agent. I wrote to the general freight agent in a tone of pleasant banter, asking him to return the butter; that I liked fun just as well as anybody, but that it had gone far enough, or at least part of it had, and that if he would send on the rest before it acquired that peculiar bouquet which comes to butter when it is in full meridian, I would be obliged.

He wrote me asking for the bill of lading or way bill or manifest, or whatever it was,

stating also that the letter was dictated. I had a long correspondence with him extending over a number of years, and throughout the whole blindly infatuating interchange of thought he never came right out and said that these were his sentiments, but always claimed that each was a dictated letter. He did not tell me who did the dictating.

In the meantime my butter was probably sidetracked in a small place seeking madly to get out and shrieking for air. I was going to say wildly tearing its hair, but it was not that kind of butter. The general freight agent wrote me at last that he had sent a tracer after it. I went home and told my wife that the general freight agent had sent a tracer and a St. Bernard dog in search of our butter.

Some time then elapsed, though we had been eating bacon gravy on our bread two years, when a letter from the general freight office, addressed in a beautiful Spencerian hand, with bloated capitals was received and contents noted. In business correspondence contents are almost invariably noted. The general said that tracer had just returned, though fatigued, I judged from the wonderful word painting of the letter. In my mind's eye I could see the tracer, with his tongue hanging out about four inches, sinking down exhausted in the general freight office. The letter stated that the tracer had demonstrated the fact that the butter was lost; I had often feared it myself. I had frequently dreamed that my butter was in a lost and undone condition. I wrote again and asked the general if he could not wrench loose some more facts like that by twisting the tail of a tracer. I said it in a sneering way, for I was mad.

He wrote once more to state that the matter had been turned over to the auditor, and that he begged leave to subscribe himself my friend and well-wisher and to repeat with even greater earnestness than ever before that this was a dictated letter. I then studied the style and orthography, syntax and prosody of the auditor. He reproved me sharply for sending so far away after butter, and then went to Florida to seek much-needed rest. I then fell into the hands of the first assistant auditor, who enjoyed signing his name to statements which did not in any way compromise him.

But I must be brief. I cannot enter into details. I know there was a long discussion over the question whether the consignor had released the butter or not, and if so, whether the consignor or consignee would be liable for damages done by released butter while in transit. I never got the butter, but I obtained a terse English style of erecting Gothic sentences, banked up with odd little three-cornered adjectives that I could have secured in no other way. I was paid for the butter at last, but when my little children climb on my knee as I wrote these lines and ask what it was that made my affluent hair so white while their face is still so young and fair, I tell the story.

DO YOU HANDLE

School Books and School Supplies
Blank Books, Writing Tablets,
Envelopes, Note Papers, Foolscap,
or Stationery of any description

If you do you ought to buy them where you can buy them to best advantage.

We give special attention to orders sent us by Mail, Telephone or Telegraph, goods are carefully selected by experienced salesmen, and lowest prices charged. We guarantee as complete satisfaction as if personally selected.

The **W. J. GAGE CO'Y** Ltd.

Wholesale Stationers and Booksellers

TORONTO

Samples and quotations promptly mailed on application

MANUFACTURERS OF

Envelopes,
 Blank Books, and
 Writing Tablets

..MOLASSES..

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

Samples upon application. . .

N. W. Taussig & Co.

96 Wall Street, NEW YORK

Cable Address,

"Taussig, New York."

Atlantic Sugar House, BROOKLYN.

CANADIAN AGENTS:

R. S. McINDOE,
 Toronto.

JAS. SIMPSON & SON,
 Hamilton.

L. H. DOBBIN,
 Montreal.

J. WINFIELD,
 Quebec.

M. F. EAGAR,
 Halifax.

CHRIST^{TR} JAMES & CO., LONDON,
 ENGLAND.

MAKERS OF THE LEADING

Pickles, Marmalade, Sauces

In order to introduce the Imperial pint bottles of PICKLES put up by this celebrated firm.

I will, for 3 months, sell them to retailers at \$2.40 per doz.

These Pickles are equal if not superior to those for which \$3.20 is paid.

A jobber wanted in each city in the Dominion to handle these goods.

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

ON THE UP GRADE.

"Down in Middle Tennessee the other day," said a drummer, "as I came out of the store where I had finished my business, I saw one of the small farmer class sitting on a nail keg. His clothes were ragged, his face was thin, his shoulders fell forward, he was utterly spiritless, and altogether the most forlorn specimen I had met in a month. We struck up an acquaintance. I asked him about the crops, and he answered dolefully. He asked me where I was from. When I told him Texas, he said:

"Mebbe you know Bill Russell of Kaufman County?"

"I said I did. He wanted to know how Bill was doing and I told him.

"Well," said he, "when you get back to Texas and see Bill, tell him you met his brother Pete in Bolivar. Tell him I'm doin' mighty poorly; couldn't be wuss off. The crops is bad. I hain't able to get money enough to send the children to school or to get the old woman a dress. The place is mortgaged, and I don't know how we're goin' to live through this comin' winter. Times never was so bad and I'm jest clean tuckered out. I would leave Tennessee to-morrow if I could."

"Partner," said I, "let's take one."

"He poured down a full glass of whiskey. We stood around chatting a few minutes. I said I must go to dinner. As I left him he said, with a little more life:

"Don't forget to tell Bill you saw me in Bolivar. Tell him I'm pegging along just about the same as ever. Things is only so-so with Pete and family."

"I went to dinner. About the middle of the afternoon I met my friend the farmer, and we had another drink. As we came out of the saloon he said:

"I'm powerful glad I came up with yo', Colonel. It's almost as good as a visit to see someone who knows brother Bill. Now, don't you forget to tell him what I told you fore dinner. Tell him you saw Pete. Tell him we're getting along comfortable, no great shakes, you know, makin' a decent livin', with bunnets now and then for the girls and a dress for the old woman, something in the house to eat, and the crops jest middlin'. Ain't no use of misleadin' Bill and makin' him think we're better off than we air, ye know."

"I saw the farmer once more. It was just before train time. His head was up. There was light in his eyes. This time he insisted I should join him, and I did. As he set down the empty glass he said with a ring in his voice, laying his hand on my shoulder:

"When yo' get back to Texas yo' see Bill and tell him yo' met Pete. Tell him we're doin' well. Tell him the crops is promising, and that Pete is goin' to clean off the mortgage on the place this year, and have something right smart ahead. Tell him if he wants anything to drop on Pete fer it."

"The farmer gave me a slap on the shoulder and went off towards the hitching-rail with shoulders thrown back, his hat over his right ear, and the tread of a man with a bank account."—St. Louis Globe-Democrat.

THOSE POPULAR BRANDS.

I have read with considerable interest the tales of woe in your paper in the eloquent language of Mr. Jacob Furth and others. It is certainly a very serious fact that no man or firm is allowed to get a respectable profit on the grocery business—various causes are given for this state of affairs and various offered.

I can look back with pride to the days only a few years ago, when I had no trouble to run up big sales at a gross profit of 10 per cent. and 12 1-2 per cent., and now when I see the small percentage of profit on my sales I find that I am only a "pall-bearer" at the funeral of a once prosperous and honorable business—some of the writers seem to lay the blame at the door of the drummer for the loss of profit in the business. The members of the older class of drummers in the language of an Arkansas lounge, "deny the allegation and defy the alligator." None of the writers upon the subject seem to have discovered, or at least admit, the real cause of all the trouble. I do not claim to be able to cope with the eminent writers I have read after in your paper, either in business ability or thinking and reasoning powers, but from practical experience, having been in the front ranks fighting every day with all the ability and energy in my composition, trying to give my house a suitable return for the handsome salary they have always paid me, trying to hold my profits up to a degree of respectability upon a basis that I could conscientiously feel was just to both my house and my customers, I have no trouble to discover the main cause of the destruction of profits in the business.

The monster that has caused me to retreat is too formidable a foe for me to mistake him, viz., "The House Organ," "The Weekly Price List." When the merchants of St. Louis began to flood the country with price lists, they in this very act drove a dagger home to the very heart of the grocery business, and it has been gradually dying ever since.

Each house tries to excel the others in publishing the greatest number of articles among its list of "snaps," and when a drummer approaches a retailer he will not try to buy a bill until he has consulted half a dozen house organs upon every article; the consequence is the life is cut out of everything, as I am compelled to meet the printed price lists of other houses or lose my trade. Thus it is with all drummers. Now, who is to blame, the houses or the drummers?

The question answers itself, the houses. If the houses would come together and have the moral courage to stamp out of existence this destroyer of their business, they would soon see a change both

pleasing and profitable to them, but just so long as these weekly price lists are scattered broadcast over the country, falling not only into the hands of retailers, but consumers as well, just so long will the grocery business prove unremunerative to the jobber.

The retailer could get all the information he wants through such a paper as the Interstate Grocer, the prices would all then be uniform, equitable and legitimate. The average retailer is willing for the jobber to make a reasonable profit on his goods, provided his neighbor does not buy cheaper. And if he is not his trade is certainly not desirable.

There is yet another thing which saps the life out of the grocery business. Every man who gets out of employment or falls in business in the country imagines himself peculiarly fitted for the position of grocery drummer, he goes to St. Louis with money enough to pay his expenses for a couple of months, and most any house will let him go out with a line of samples on commission. He is totally ignorant of the relative value of goods, or the profits they should pay, the consequence is the intelligent retailer "works him" to perfection, he sets prices which the regular man is compelled to meet, consequently the trade is thoroughly demoralized and the profits destroyed.

The question of "popular brands," discussed by Mr. Furth, will admit of considerable argument, it is certainly not the fault of the manufacturers that the prices are so cut. The house organs and incompetent drummers pick upon these articles upon which to make their fight. As for my part I sell such goods when compelled to, but I put in my best energies upon private brands, and when they have merit I soon build up a trade on the goods. Now comes the solution of the question, Where is the remedy?

In the first place let the houses be thoroughly organized so they can have concerted action upon all subjects, stop the publication of every price list in St. Louis, except the Interstate Grocer, which is the only independent grocery trade journal in the city, have your committees thoroughly examine and properly change the prices each week as the market changes, be sure the prices are sufficiently low to give the retailer full justice, then let houses employ none but honorable, reliable men who are thoroughly acquainted with the grocery business, and shut off this army of unqualified commission men, then adhere to the established prices on so-called "popular brands," while each house can then have its own private brands, and fight for supremacy upon the quality of their own goods and upon the treatment accorded the trade as well as the merits of their salesmen, who can and do create business and the sale and use of thousands of articles, notwithstanding the opinion of Mr. E. G. Leigh, Jr.

This line of action in my opinion will restore the grocery business to the honorable and profitable footing to which it properly belongs, and which it formerly had.—R. B. Arthur, in Interstate Grocer.

Four of a Kind and All the Best

Pettijohn's



California . . .
Breakfast
Food

Put up in two pound packages,
three dozen to the case. Every
grocer should keep it in stock.

. . . WHOLESALE GROCERS SELL IT . . .

True merit always wins

Snider's Catsup

HAS ITS

Snider's Soups

HAVE
NO
EQUAL



Leading Wholesale Grocers will supply you



BATTY'S

AWARDED

Eight Prize Medals

Batty's Nabob Sauce
Batty's Nabob Pickles

Are universally admitted to be the finest and
most enjoyable in the world. Wholesale
Grocers sell them.



Highland
Evaporated
Cream . .

A Popular Table Luxury. A Culinary Article.
And a Perfect Infant Food. Completely Sterilized

FOR SALE BY ALL WHOLESALE GROCERS

.. PREPARED BY ..

HELVETIA MILK CONDENSING CO.,

HIGHLAND, ILL., U. S. A.

Wright & Copp, Dominion Agents .. TORONTO

. . . Will furnish samples and particulars for above goods . . .

DOCKING OF WEIGHTS.

During the past 25 years at least the system of weighing cheese in Montreal, notwithstanding it has been acquiesced in by both buyers and sellers, has barely given the former their just due. The custom has been to give plump weight, or in other words, to give the buyer the benefit of the fractions of a pound on each cheese. For instance, if a cheese weighs 65 1/2 lbs. scant, or 65 lbs. level beam, it is but right and just that the buyer should pay for only 64 lbs., especially now that factorymen ship their cheese on the green side, and thus impose an extra shrinkage on the purchaser, which formerly took place in the factory. Then again, we have taken no cognizance of allowance for bandage, etc., so that were an attempt to be made to alter the present system, we feel confident it would result in a more liberal allowance than the public weigher is by law and the custom of over a quarter of a century now entitled to give. There appears to be at least one scribbler, however, under the cognomen or mask of "Vindex," who affects to believe, for a purpose, that the shippers of cheese in Canada get the benefit of the public weigher's figures, whereas the very reverse is the case, as shippers get paid only on the certificate of weight furnished by the public weigher. Consequently, the insinuation of "Vindex," that exporters derived benefits from Mr. McLeod's weights, falls ignominiously to the ground. If any alteration of the present system be found necessary it should certainly be more in favor of the buyer, as the weights seldom or never hold out to the retailer. What we would advocate, therefore, is that a plump pound be deducted from the level beam weight, in which case the multiples or fractions of a lb. could then be recognized by the public weigher. For instance, a cheese weighing 65 3/4 lbs., less 1 lb. for shrinkage, bandage, etc., 64 3/4 lbs. net. A cheese weighing 63 1/2 lbs., less 1 lb. for shrinkage, bandage, etc., 62 1/2 lbs. net. A cheese weighing 66 1/2 lbs., less 1 lb. for shrinkage, bandage, etc., 65 1/2 lbs. net. This alteration in the present weighing of cheese we must strenuously maintain would then not give the retailer the full allowance he is entitled to. The ventilation of this question by the Huntingdon Gleaner, on behalf of a solitary sorehead among the Huntingdon cheese makers, whose own weights were unquestionably at fault, may therefore after all be the means of remedying an abuse which the poor retailers have too long borne. Now, we will suppose this Huntingdon sorehead goes to his grocer for one-quarter of a lb. of cheese; would he be satisfied with a level scale on that little chunk? No; he would think he was robbed if he did not get the turn of the scale. Consider then how many turns of the scale a retailer has to give in cutting up a 65-lb. cheese, to say nothing of natural shrinkage, before it gets into the

hands of the English importer. The wholesale dealer in England is compelled to allow 1 lb. of cheese for every hundred-weight he sells to a retailer, so that a full pound on this side is little enough allowance on the level beam weight as soon as it comes from the factory.

The small platform scales used in cheese factories, considering the careless manner in which they are knocked around, would need to be inspected every 24 hours in order to place reliance upon their correct weighing, so that the chances are that the instance cited by the Huntingdon Gleaner, of a lot of 45 or 47 boxes on which it is claimed there was a dockage of 54 lbs., was due to defective weighing at the factory. It must be satisfactory to our public weigher to find that the Huntingdon Gleaner has allowed its base insinuation, that "the official weigher needs disciplining, or there is collusion to defraud the country shipper," to go by default, at the point blank challenge of Mr. McLeod in his letter to that paper, which now considers it the better part of valor to slink behind silence on that point.—Trade Bulletin.

POINTS FOR PROVISIONERS.

Short clear sides should be cut reasonably square at each end, the backbone and ribs to be taken out, hench bone and breast bone sawed or cut down smooth and even with the face of the side, feather of blade bone not to be removed and no incision (pocket) to be made in the side.

Extra short clear sides should be made same as short clear, except that all the loin must be taken off the back.

To make short rib sides the back bone should be taken out, hench bone and breast bone sawed or cut down smooth and even with the face of the side, feather of blade bone not to be removed and no incision (pocket) to be made in the side.

Long clear sides should be cut reasonably square at both the tail end and the shoulder end, the neck taken off and smoothly trimmed, back bone, shoulder bones and ribs must be taken out, also the leg bone and blade, hench bone and breast bone sawed off or cut down smooth and even with the face of the side.

Extra long clear sides should be cut and trimmed in all respects like the long clear, except that in addition all the loin should be neatly trimmed off down to the fat.

Short clear backs should be made from the sides of smooth hogs from which the bellies have been cut, back bone and ribs taken out and the lean left on, tail bone sawed off even with the face of the meat, and trimmed smooth and square on all the edges.

Short fat backs should be made from the sides of heavy, well fattened hogs from which the bellies have been cut, back bone and ribs taken out and all the lean taken off, to be trimmed smoothly and properly squared on all the edges.

Long fat backs should be made from smooth, heavy, well fattened hogs, the sides to be cut through the centre of the ribs, from the ham to and including the shoulder, and all the lean to be taken out, trimmed smoothly and properly squared on all the edges.—National Provisioner.

FEATURES OF U. S. CANNED GOODS.

Past experience teaches that Baltimore literary productions relating to canned goods are generally optimistic, but at times there is a certain amount of conflict in the statements contained in the various circulars sent out from the Oriole City. In view of this it would seem proper to remark that the various Baltimore circulars issued on Saturday were so near alike in tone that a skeptical person might find some cause to insinuate that all were edited in one office. That such could be the fact is, however, out of reason. The remarkable similarity is therefore significant. One circular states as follows: "It may seem strange to those people, elsewhere, who are experiencing a very dull time in their business, to be told that the canned goods trade here continues quite active, and that there has actually been a legitimate advance in some articles. The Baltimore packers have, very sensibly, started everything this season at the lowest prices. The orders are numerous though small, as a rule, and come from all sections. There is no 'boom' in any line of canned goods, and no one cares to speculate in them at present." Another makes practically the same statement in the following words: "Business this week has been good, very good. Don't look incredulous—it is a fact—positive. The demand for canned goods has been as good as the corresponding week of last year, and we don't know how to express it stronger than that. The demand has been for tomatoes, peaches, berries and small fruits, with a number of nice size corn orders sandwiched in." New York brokers were rather more modest in their statement regarding last week's business, but not a few went so far as to state that a summary of sales afforded considerable satisfaction, and that, drawing the line at orders for distant future delivery, all signs pointed to a gradual improvement in the market for leading lines of Southern goods. Here and there some little concessions on price were made for the account of canners who desired to realize on a portion of their vegetables, in order to get into proper financial position to pack peaches at the most favorable period, but signs of serious depression have thus far failed to materialize. For that matter, it looks very much as though the extremely low prices have led to purchases in a quiet way by jobbers that tend to heal some weak spots that have developed since the beginning of the month. Not as favorable outline of the position of California products is justified by facts. Nevertheless there are faint signs of better things to come that will likely materialize as soon as financial affairs become less strained.—N. Y. Journal of Commerce.

Ald. Garratt, of Hamilton, is suing the Canada Canning Company to get \$1,500 on a building contract.

The City Travelers' Association has issued a neatly printed program for its Promenade Concert and At Home to take place on the steamer Chippewa on Monday night, Aug. 21. Glionna's orchestra has been engaged for the occasion.

ECONOMY THE IDEA.

In the Mediterranean countries, and in fact everywhere that the orange is grown, says a contemporary, the utmost economy is exercised—nothing that will return a particle of fertility to the soil or a cent of revenue to the pocket of the grower is allowed to waste. Even the peel from the culls is saved, and the petals as they fall from the orange blooms are religiously gathered up and sold to the perfumer. Perhaps our people would do well to take a few lessons in economy from their foreign friends.

There is, for instance, the matter of making orange wine, marimalade, etc., from the culls, and the business might and should be developed to great proportions during the shipping season.

Of course it would not be practical for each orange-grower to manufacture the refuse fruit into these commodities himself, and the only way to utilize it in a profitable manner is by disposing of it to the factories that might be established in every orange growing section. Each grower could then save his culls, and after a day's packing deliver them to the factories and secure so much per thousand for them. These factories could utilize every portion of the fruit, from the peel to the seed, and while the price paid would be small, it would be just that much clear money to the producer.

COX'S GELATINE Always Trustworthy.
ESTABLISHED 1725.

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

Established in Paris, 1770. 40 Prize Medals

THREE LEADING FACTORIES—
Paris, London, Strasbourg

**Compagnie
Francaise**

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

SUPERIOR CHOCOLATE
(Yellow Wrapper.)

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

CHOCOLATE WAFERS,
A delicious eating Chocolate.

HIGH LIFE BONBONS,
The most tasteful Dessert Sweetmeat.



"BUILD TO-DAY THEN,
STRONG AND SURE,
WITH A FIRM AND
AMPLE BASE."
—Longfellow.

DO YOU?
WISH THUS TO BUILD,
an advertisement
in the
**CONTRACT-
RECORD,**
TORONTO
will bring you
tenders from the
best contractors.

WILLIAM ARCHER, Carpenter and Store Fitter
VALUATOR,

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

114 SPADINA AVENUE, Toronto.
Cor. of Adelaide St.,

EPPS'S COCOA

¼ lb. packets, 14 lb. boxes secured in tin
Special Agent for the Dominion:

C. E. Colson, Montreal

A Responsible Man

WANTED

IN
EVERY
TOWN

To represent

T. HOSKIN

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.



STERLING SOAP

**Best
and
goes
farthest.**

Manufactured by

Wm. Logan

ST. JOHN, N.B.

Toronto Agents:
F. W. HUDSON & CO.

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

W. H. Cochrane, boots and shoes St. John, N.B., has assigned.

Angus Curry, general store, East Bay, N.S., is offering to compromise.

Melville C. Crowdis, general merchant, Margaree, N.S., has assigned.

J. J. Harris, boots and shoes, Simcoe, has assigned to Daniel Dengate.

Louis Nadeau, general merchant, etc., Adamsville, Que., has assigned.

John N. Nettleton, grocer, etc., Toronto, has assigned to J. W. Lawrence.

Petit, Lemieux & Co., flour and feed, North Bay, have assigned to A. G. Browning

J. E. McAulay, general merchant, Millstream, N.B., is offering to compromise.

R. B. Holland, general store, Dungannon, has assigned to Henry Barber & Co., of Toronto.

Alex. Caldwell has been appointed curator of the estate of J. C. Parker, boots and shoes, Montreal.

The liabilities of W. H. Fewings, the St. Thomas tobacconist who assigned the other day, are placed at \$900 and his assets at \$500.

PARTNERSHIPS FORMED AND DISSOLVED.

Charles Tafer & Co., general merchants, Bradalbane, P.E.I., have dissolved.

McCavour & Barlow, groceries and provisions, St. John, N.B., have dissolved.

R. S. Stratton has been admitted a partner in the commission firm of Fauquier, Vancouver, B.C.

A. J. Dubuc and J. D. Tellier have been registered proprietors of the Dominion Vinegar Works Co. of St. Hyacinthe, Que.

James G. Mills and Gordon Fraser have registered a co-partnership at Spring Hill, N.S., to carry on business as general merchants under the style of Mills, Fraser & Co.

SALES MADE OR PENDING.

The business of William A. Clark, grocer, Toronto, is advertised for sale.

The stock of Charles Bawden, of the Kingston Auction Co., has been sold at 50c. on the dollar.

CHANGES.

Mrs. Thomas McRae, confectioner, Trenton, has sold out to John R. Grigg.

John Muncaster, general merchant, Walford, has sold to Frank Thornton.

John M. Learmont, hotel, New Glasgow, N.S., has been succeeded by Mrs. Charles McKenzie.

FIRES.

James Pelkey, hotel, Cannifton, has been burned out.

The oil refinery of Keenlyside & Co., London, has been burned.

DEATHS.

Thomas Gentles, jr., grocer, Dartmouth, N.S., is dead.

James Cantley, grocer, New Glasgow, N.S., is dead.

Augustus Decaw, hotel, Eagle, Ont., is dead.

George E. Jamieson, of Jamieson & Co., commission merchants, Halifax, is dead.

QUALITY OF CANNED MEATS.

We have, says an English paper, received the following from the Preserved Food Section of the London Chamber of Commerce: "It has been so much the fashion of late to attribute any ill effects following the partaking of a meal in which tinned meats or fruits have formed a part of the menu, to the use of such meats, that it is reassuring to find that what, it is to be feared, is a growing, but nevertheless groundless popular prejudice against canned foods seems to have no better foundation than that the public will find in tinned foods cause for occasional poisonous symptoms than be content in no cause at all. A party of about 40 persons left Harpurhey recently for Disley, near Manchester, for the purpose of holding an annual picnic, and sat down before the end of the day to a meal consisting of salmon, chicken, beef, lamb, and, it is said, potted tongue. On their return homeward several of the party developed symptoms of poisoning, although it is satisfactory to learn that all have since recovered. The landlord of the hotel at which the party put up now writes denying that the party

in question were served with any tinned meats at his house, and that the goods provided were fresh, or supposed to be, and cooked under his own superintendence. Preserved foods have become an indispensable factor in the food supply of this country, and the need of them is likely to increase rather than diminish. Ordinary precautions being used, there is no more danger attaching to the use of tinned foods than fresh market foods. A striking instance of this disposition to rush to the conclusion that tinned foods are responsible for temporary illness, or even death, is to be found in the case of the unfortunate Stamford-street girls, for whose death the man Nell afterwards suffered. In that case the eating of tinned salmon was assumed to be the cause of death in the first instance."

COWAN'S COCOAS AND CHOCOLATES

Are Standard, and sold by
all grocers.

Do You Sell

Baby's Own Toilet Soap

THE ENTERPRISING GROCERS ALL KEEP IT

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

TAYLOR, SCOTT & Co.,

TORONTO

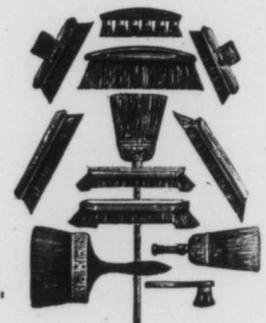
Sole Agents for Western Ontario

TO OUR CUSTOMERS
... AND FRIENDS

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

Yours truly,

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



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

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

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

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

TUTTI-FRUTTI

That's the Adams' Chewing Gum.
That's the Best.

You get it in assorted popular flavors and the wise merchant never lets the supply run low, nor experiments with imitations on his customers. They don't take to imitations after they have once chewed the peerless Tutti Frutti.



You Can't Beat It



Sold only in Cans by the Live
Wholesale and Retail
Trade

and Manufactured by

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



SPECIAL OFFER—Good until 31st August

LaBruyere's French Vinegar

IN DEMIJOHNS

FOUR IMPERIAL GALLONS

	100 Demijohns or up,	at 1.25
50 to 75	“	“ at 1.30
25 to 50	“	“ at 1.35

Lightbound, Ralston & Co.

MONTREAL

E. BROWN & SON'S

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

**BOOT PREPARATIONS
SOLD EVERYWHERE.**



**MELTONIAN
BLACKING**
(As used in the Royal Household)
renders the Boots soft, durable and waterproof.



**MELTONIAN
CREAM**
(white or black)
For Renovating all kinds of Glace Kid Boots and Shoes.



**ROYAL
LUTETIAN
CREAM**
The best for Cleaning and Polishing Russian and Brown Leather Boots, Tennis Shoes, etc.



**NONPAREIL
DE GUICHE**
Parisian Polish
For Varnishing Dress Boots and Shoes is more elastic and easier to use than any other

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

**A WATCH
OR A TURNIP?**

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

COSTS YOU NOTHING TO GET ONE!

G. R. SOMERVILLE, London, Canada.



**LICORICE
LOZENGES**

MANUFACTURED
EXCLUSIVELY BY

YOUNG & SMYLIE

Brooklyn, N. Y.

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

MUNN'S

GENUINE COD LIVER OIL

PURE and UNADULTERATED

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

ALMOST TASTELESS

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

Send for Samples and Price List . . .

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

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

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

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



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



Always Bright & Beautiful. In Large Packets 1d. & 2d. each.

Use only for Laundry Purposes, producing the best results.



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



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

OF ALL STOREKEEPERS EVERYWHERE.

Wholesale: W. G. NIXEY, London, England.

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

English Biscuits

All Grocers should keep a supply of Genuine English Biscuits

MANUFACTURED BY

HUNTLEY & PALMERS

Biscuit Manufacturers to Her Majesty the Queen, Etc.



Reading AND London England

FOR WHICH THERE IS AN EVER INCREASING DEMAND

HUNTLEY & PALMERS have obtained the highest awards given to any English House for Biscuits at all the leading Exhibitions since 1851, and at the Paris Exhibition in 1878 they were awarded the "Grand Prix," the only Grand Prize given to the Biscuit Trade and the highest distinction the Exhibition could confer. The following being the terms of the award :

"Unrivalled House known throughout the world for its enormous production and for the excellent quality of its Manufactures.

For Price List and Terms Apply to :

HUNTLEY & PALMERS, Reading, and 162 Fenchurch St., London, E.C., England.

or to their Representative

MR. EDWARD VALPY, 28 Reade Street, New York.

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, August 17, 1893.

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

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

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

BAKING POWDER.

PURE GOLD, per doz	
5 lb. cans, 1 doz. in case	19 80
1 lb. cans, 1 doz. in case	16 00
3/4 lb. cans, 1 and 2 doz in case	10 50
16 oz. cans, 1, 2 and 4 doz. in case	4 60
8 oz. cans, 2 and 4 doz. in case	3 70
8 oz. cans, 2 and 4 doz. in case	2 40
6 oz. cans, 2 and 4 doz in case	1 90
4 oz. cans, 4 and 6 doz in case	1 25
Per doz	
Dunn's No. 1, in tins	2 00
" " " " " "	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
" " " " " "	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 " "	70
" " 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
Ocean Wave, No. 1, 2 " "	1 30
Ocean Wave, 1 lb, 2 " "	2 90
Ocean Wave, 5 lb, 1/2 " "	9 60

DIAMOND BAKING POWDER.	
1/2 lb. tins, 4 doz cases	0 67 1/2
1 lb. " " " "	1 17
1 lb. " " " "	1 98

BISCUITS.

TORONTO BISCUIT AND CONFECTIONERY CO.

Abernethy	8 1/2
Arrowroot	\$0 10 1/2
Butter	0 6
" " 8 lbs	0 20
Cabin	0 7 1/2
Cottage	0 8 1/2
Digestive	0 08
Daisy Wafer	0 16
Garibaldi	0 09
Gingerbread	0 10
Ginger Nuts	0 10
Graham Wafer	0 09
Graham	0 10
Milk	0 09
Nic No 0	0 12
Oyster	0 06 1/2
People's Mixed	0 10

Pie Nic	0 09 1/2
Prairie	0 08
Rich Mixed	0 14
School Cake	0 11
Soda	0 06
" " 3 lb.	0 20
Sultana	0 10
Tea	0 10
Tid Bits	0 09
Variety	0 12
Village	0 07 1/2
Wine	0 08 1/2

BLACKING.	
Day & Martin's, pints, per doz	\$3 20
" " " " " "	2 10
Spanish, No. 3	4 50
" " " " " "	8 00
" " " " " "	9 00
Japanese, No. 3	4 50
" " " " " "	7 50
Jaquet's French No. 2	3 00
" " " " " "	4 50
" " " " " "	6 00
" " " " " "	9 00
" " " " " "	7 50
" " " " " "	9 00
" " " " " "	4 50

P. G. FRENCH DRESSING (LADIES.)

For ladies' and children's boots and shoes.

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

P. G. FRENCH BLACKING.	
No. 4	per gross \$4 00
No. 6	4 50
No. 8	7 25
No. 10	25

BLACK LEAD.

NIXEY'S	
Refined in 1d., 2d., 4d. and 1s. packages, (9 lb. boxes)	7s 6d \$2 5
Jubilee in 1oz. and 2 oz. round blocks in cartons (9 lb. boxes)	4s 3d 2 00

Silver Moonlight, Plum-bago Stove Polish (13 1/2 lb. boxes)	
6 1/2 lb. in large 1d. pkts, 1 gross	4s 3d 1 50
13 lb. in large 1d. pkts, 2 gross	8s 6d 3 00
13 lb. in large 1d. pkts, 1 gross	7s 6d 2 50
13 lb. in large 2d. pkts, 1 gross	7s 6d 2 50
Reckitt's Black Lead, per box	1 15
Each box contains either 1 gro., 1 oz.: 1/2 gro., 2 oz., or 1/4 gro., 4 oz.	

F. F. DALLEY & CO.	
Silver Star Stove Paste	Per gross 9 00
Packed in fancy wood boxes, each box contains 3 doz.	

BLUE.	
Reckitt's Pure Blue, per gross	10
NIXEY'S	
Soho Square in 8 lb. boxes, of 16x6d boxes, London	6s 0d
Soho Square in 8 lb. boxes, of 16x6d boxes, Canada	\$2 25

CORN BROOMS.

CHAS. BOECKH & SONS, per doz	
Carpet Brooms—	net.
"Imperial," ex. fine, 8, 4 strings	\$3 65
Do. do. 7, 4 strings	3 45
Do. do. 6, 3 strings	3 25
"Victoria," fine, No. 8, 4 strings	3 30
Do. do. 7, 4 strings	3 10
Do. do. 6, 3 strings	2 90
"Standard," select, 8, 4 strings	2 90
Do. do. 7, 4 strings	2 75
Do. do. 6, 3 strings	2 60
Do. do. 5, 3 strings	2 40

CANNED GOODS.

Per doz	
Apples, 3's	\$0 95 \$1 00
" " gallons	2 10 2 20
Blackberries, 2's	2 00 2 25
Blueberries, 2's	1 00 1 10
Beans, 2's	0 90 1 00



Chas. Southwell & Co.'s

High class **JAMS** (Kentish Fruit)

JELLIES

MARMALADES

SPECIALTY IN

Clear Jelly Marmalades, Orange, Lemon, and Citron Peels

ORDERS CAN BE BOOKED THROUGH

New Season's Jams
Now ready . . .

Messrs. Frank Magor & Co., 10 St. John St., Montreal
Chas. Southwell & Co., Works, Dockhead, London, England

Prices Current Continued—

Corn, 2's	0 90	1 00
" Epicure	1 15	1 15
" Special Brands	1 40	1 50
Cherries, red pitted, 2's	2 10	2 10
Peas, 2's	0 90	1 00
" Sifted select	1 40	1 40
Pears, Bartlett, 2's	1 75	1 75
" Sugar, 2's	1 50	1 50
Pineapple, 2's	2 25	2 40
Peaches, 2's	3 25	3 25
" 3's	3 25	3 25
" Pie, 3's	1 75	2 00
Plums, Gr Gages, 2's	1 75	2 00
" Lombard	1 50	1 60
" Dawson Blue	1 50	1 60
Pumpkins, 3's	0 90	1 00
" gallons	3 00	3 25
Raspberries, 2's	1 90	2 10
Strawberries, choice 2's	2 00	2 10
Succotash, 2's	1 65	1 65
Tomatoes, 3's	0 85	1 00
"Thistle" Finnan haddies	1 50	1 50
Lobster, Clover Leaf	2 75	2 75
" Star (tall)	2 00	2 00
" Impr'l Crown flat	2 60	2 70
" tall	1 90	2 00
" Other brands	1 80	2 00
Mackerel	1 10	1 35
Salmon, talls	1 45	1 60
" Sals	1 70	1 80
Sardines A'bert, 1/2's tins	15	15
" 1/4's	20	20
" Sportsman, 1/2 genu	12 1/2	13
" ine French high grade, key	12 1/2	13
" opener	10 1/2	10 1/2
Sardines, key opener, 1/2's	10 1/2	10 1/2
" Martiny, 1/2's	17 1/2	18
" 1/4's	17 1/2	18
" Other brands, 9/4	11 16	17
" P & C, 1/2's tins	23 25	23 25
" 1/4's	33 36	33 36
Sardines Amer, 1/2's	6 1/2	8
" 1/4's	9 11	9 11
" Mustard, 1/2 size, cases	11 00	11 00
" 50 tins, per 100	11 00	11 00

CANNED MEATS.

CANADIAN		
Comp. Corn Beef 1 lb cans	\$1 65	\$1 70
" " 2 "	2 70	2 80
" " 4 "	4 80	5 00
" " 6 "	8 75	9 00
" " 14 "	17 50	18 50
minced Collops, 1 lb cans	2 60	2 60
Roast Beef	1 50	1 50
" " 2 "	2 60	2 75
" " 4 "	4 75	4 75
Par Ox Tongue, 2 1/2 "	7 85	8 00
Ox Tongue	3 25	3 25
Lutch Tongue	6 75	6 75
" " 2 "	2 75	2 80
English Brawn	2 50	2 50
Camb. Sausage	4 00	4 00
Soups, assorted	1 50	1 50
" " 2 "	2 25	2 25
Soups & Bouilli	1 80	1 80
" " 6 "	4 50	4 50
Potted Chicken, Turkey, or	1 60	1 60
Game, 6 oz cans	1 35	1 35
Potted Ham, Tongue or Beef, 6	1 40	1 40
oz cans	1 40	1 40
Devilled Tongue or Ham, 1/2 lb	2 25	2 25
cans	2 25	2 25
Devilled Chicken or Turkey,	2 25	2 25
1/2 lb cans	2 25	2 25

Sandwich Ham or Tongue, 1/4	1 50
lb cans	1 50
Ham, Chicken and Tongue, 1/4	1 25
lb cans	1 25

CHEWING GUM.

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

C. B. 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
La Rosa (30-10c. pieces)	1 40
Baby (100-1c. pieces)	0 65
Alpha (100-1c. pieces)	0 65
Keno Prize (144-1c. pieces)	1 00
Love Talk (100-1c. pieces)	0 70

CHOCOLATES & COCOAS.

TODHUNTER, MITCHELL & CO'S	
Chocolate—	Per lb
French, 1/4's, 6 and 12 lbs.	0 30
Caracas, 1/4's, 6 and 12 lbs.	0 35
Premium, 1/4's, 6 and 12 lbs.	0 30
Sante, 1/4's, 6 and 12 lbs.	0 26
Diamond, 1/4's, 6 and 12 lbs.	0 22
Sticks, gross boxes, each	0 00
Cocoa, Homopatic, 1/4's, 8 & 14 lbs	30
" Pearl	35
" London Pearl 12 & 18 "	32
" Rock	30
" Bulk, in bxs	18
EPP'S.	
Cocoa—	per lb
Case of 112 lbs each	4 35
Smaller quantities	0 37 1/2
BENSLEDER'S ROYAL DUTCH COCOA.	
1/2 lb. cans, per doz	Boxes each 1 lbs
1/4 "	2 40
1/2 "	2 50
1/4 "	8 5c

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

Chocolate—	per lb
Caracas, 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
" 1/2's, "	4 50
" 1 lb. "	8 75
Homopathic, 1/4's, 14 lb boxes	0 34
1/2 lbs, 12 lb boxes	0 34

JOHN P. MOTT & CO'S

R. S. Melndoe, Agent, Toronto.)	
Mott's Broma	per lb \$0 30
Mott's Prepared Cocoa	28
Mott's Homopatic Cocoa (1/4)	32
Mott's Breakfast Cocoa	45
Mott's Breakf. Cocoa (in tins)	45
Mott's No. 1 Chocolate	30
Mott's Breakfast Chocolate	28
Mott's Caracas Chocolate	40
Mott's Diamond Chocolate	23
Mott's French-Can Chocolate	18
Mott's Navy or Cooking Choc	26-27
Mott's Cocoa Nibbs	35
Mott's Cocoa Shells	5
Mott's Vanilla Chocolate stick	22&24
Mott's Confec Chocolate	33c-43
Mott's Sweet Choc. Liquors	21c-31

COWAN COCOA AND CHOCOLATE CO.	
Cocoas—	per doz
Hygienic Cocoa in 1 lb. tins, 12	
24 and 36 lbs in box	7 25
Hygienic Cocoa in 1/2 lb tins, 12	
24 and 36 lbs in box	3 75
Hygienic Cocoa in 1/4 lb tins, 12	
24 and 36 lbs in box	2 25
Cocoa Essence, pkgs, 2 and 4 doz	
in box	1 40
Iceland Moss, in 1/2 lb pkgs, 6 and	
12 lb boxes	0 35
London Pearl, in 1/2 lb pkgs, 6 and	
12 lb boxes	0 30
Soluble (bulk) No. 1 in 10 to 30	
lb boxes	0 21
Soluble (bulk) No. 2, in 10 to	
30 lb boxes	0 19
Soluble (bulk) No. 2 in 5 to 10	
lb tins	0 21
Nibs, any quantity	30-35
Shells, any quantity	0 05
Chocolates—	
Queen's Dessert, 1/2 and 1/4 in 6 and	
12 lb boxes	0 40
Diamond, 1/4's, 6 and 12 lb boxes.	0 25
" 8s.	0 28
Mexican Vanilla, 1/2 and 1/4 in 6	
and 12 lb boxes	0 35
Sweet Ceylon, 1/2 and 1/4 in 6 and	
12 lb boxes	0 25
Chocolat Parisien, 5c. cakes, in	
6 lb boxes	0 30
Royal Navy, 1/2 and 1/4, in 6 and	
12 lb boxes	0 30
Pure Caracas, (plain) 1/2 and 1/4, in	
12 lb boxes	0 40
Confectioners' in 10 lb cakes	25-35
Powder, in 15 and 30 lb boxes	0 25
Creams, in 3 lb boxes	0 28
Icing, 1 lb pkgs, per doz	2 25
" 1/2 lb	1 25
1/4 lb	2 25
Padding, 1 lb pkgs, per doz	2 25

WALTER, BAKER & CO'S

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

MENIER FABRICANT DE CHODOLAT.	
Paris et Noisiel.	
Per 120 lb. Per 12 lb.	
case lot.	box.
per lb.	per lb.
Yellow wrapper	\$0 34 \$0 36
Chamois	0 48 0 48
Pink	0 50 0 56
Blue	0 58 0 66
Green	0 50 0 56
Lilac	0 58 0 66
Bronze	0 65 0 74
White Glace	0 73 0 83
Premium	0 88 0 42
Fancy Chocolates.	
Fingers—	
40 in a box...per box	\$0 36 \$0 40
20 "	" " " "
Croquettes—	
Yellow wrap. "	2 70 3 00
Pink	" " " "
Green	" " " "
Croquettes are packed 12 1/2 lb. pack-	
ages in a box, and 8 boxes in a case.	
Pastilles—	
Yellow wrapper per lb	\$0 40 \$0 45
Pink	" " " "
Green	" " " "
Each case contains 54 1 lb packages or	
108 1/2 lb packages.	



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

5 gros
4 gros
6 gros
6 gross,
Star, 4
" 6
" 4
Mocha
Old Go
Bio...
Planta
Porto
Guater
Jamai
Maraca
TOD
Excois
Gur Ou
Jersey
Lagus
Mocha
Old Go
Arabia
Maraca
Santos
DRU
Alum
Blue Vi
Brimat
Borax
Campb
Carbol
Castor
Cream
Epsom
Paris G
Extra
Gentia
Glycer
Holleb
Iodine
Insect
Salpet
Soda E
Sal So
Madde
DUR/
WM. CA
Steel 1
Brass
No 1 ti
No 2
No 3
Bailey
" "
Conce
In 1
Flavor
1 a gro

CRESCENT BRAND.



BRUNNER, MOND & CO., Ltd.,

NORTHWICH, ENGLAND,
MANUFACTURERS OF

BICARBONATE of SODA

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

— SODA CRYSTALS —

Of the Finest Quality, in 1-2 and 3 Cwt. Drums, and 400 lb. Casks Net Weights.

Orders for direct Importation from the Wholesale Trade Only.

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

Prices current, continued—

Common, fine car lots	0 75
small lots	0 95 1 00
Rock salt, per ton	12 00
Liverpool coarse	0 75 0 80

HIGGINS' EUREKA SALT.

F.o.b. Montreal—	Per Sack.
Full sacks, 22 1/2 lbs.	\$2 30
Quarter sacks, 56 lbs	0 61 1/2
Sacks con'g 16-14 lb. p'kts.	2 75

F.o.b. Toronto—	
Full sacks, 22 1/2 lbs.	2 60
Quarter sacks, 56 lbs.	0 67 1/2
Sacks con'g 16-14 lb. p'kts.	3 00

SYRUPS AND MOLASSES.

SYRUPS.		Per lb.
	bbls. & bbls.	
D.	24	
M	24	
B	24	
V.B.	24	
E.V.B.	24	
E. Superior	24	
XXX	24	
Crown	3 3/4	

MOLASSES.		Per gal.
Trinidad, in puncheons	0 32 0 35	
bbbs	0 36 0 37	
bbbs	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	per lb	5 1/2
Do. 2, 6-16 and 3 lb bars		6
Primrose, 12 oz. cake, per doz		45
John A. 10 oz. cake, per doz		50
Mayflower, 12 oz. cake, per doz		48
Gem, 3 lb bars per lb.		4
12 oz. 1 and 2 lb. bars		4
Queen's Laundry, per bar		7
Sapolic, per gross		11 30

Eclipse	0 05 1/2
Ruby, 10 oz	0 42
Monster, 8 oz	0 30
Detroit, 14 oz	0 48
Lily White	0 90
Everyday	0 80
Queen City, 14 oz	0 72

White Castile Bars	Per doz	0 75
White Oatmeal	0 75	
Persian Boquet, paper	2 50	
Oriental	0 45	
Pure Coconut, 3 doz. bxs, wood	0 50	
Heliotrope paper	1 50	
Carnation	0 60	
Rose Boquet	0 60	
Cocoa Castile	0 50	
Arcadian	0 45	
New Arcadian, per gross	5 00	
Ocean Boquet	0 45	
Barber's Bar, per lb	0 25	
Pure Bath	1 00	
Magnolia	1 20	
Unscented Glycerine	0 90	
Grey Oatmeal	0 60	
Plain Honey	0 75	
Plain Glycerine	0 75	
Plain Windsor	0 75	
Fine Bouquet	1 00	
Morse's Toilet Balls	0 90	
Turkish Bath	0 60	
Infants' Delight	1 20	
Surprise (10 cakes)	5 00	
Sunlight	3 50	



TEAS.

CHINA GREENS		per lb
Gunpowder—		
Cases, extra firsts	42 50	
Half chests, ordinary firsts	22 38	
Young Hyson—		
Cases, sifted, extra firsts	42 50	
Cases, small leaf, firsts	35 40	
Half chests, ordinary firsts	22 38	
seconds	17 19	
thirds	15 17	
common	13 14	

PING SUYES.

Young Hyson—		
Half chests, firsts	28 32	
seconds	16 19	
Half Boxes, firsts	28 32	
seconds	16 19	

JAPAN.

Half Chests—		
Finest May pickings	38 40	
Choice	32 36	
Finest	28 30	
Fine	25 27	
Good medium	22 24	
Medium	19 20	
Good common	16 18	
Common	13 15	
Nagasaki, chests Pekoe	16 22	
Oolong	14 15	
Gunpowder	16 19	
Siftings	7 1/2 11	

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,	67c
5's; Twin Gold Bar, 8's	64
Ingots, rough and ready, 8's	57
Laurel, 3's	55
Brier, 7's	50
Index, 7's	58
Honeysuckle, 8's	54
Napoleon, 8's	55
Royal Arms, 12's	53
Victoria, 12's	50 1/2
Brunette, 12's	51
Prince of Wales, in caddies	51
in 40 lb boxes	
Bright Smoking Plug Myrtle, T &	
B, 3's	60
Lily, 7's	50
Diamond Solace, 12's	50
Mrtle Cut Smoking, 1 lb tins	70
1 lb pg, 5 lb boxes	70
oz pg, 5 lb boxes	70

EMPIRE TOBACCO COMPANY.

CUT SMOKING.	
Golden Plug, 2 oz. pkg boxes, 5	65
lbs	60
Uncle Ned, 2 oz. pkg, bxs 5 lbs	61
Gem, 2 oz, packages, 5 lb boxes	70
Gem, 8 oz tins in 6 lb cases	

PLUG SMOKING.

Golden Plug	56
Uncle John, 3 x 6, 3s. caddies	51
16 1/2 lbs	
St. Lawrence, 2 x 3, 7s. caddies	51
about 17 lbs	
Banner, 2 x 3, 7s. caddies about	48
17 lbs	
Sterling, 2 x 3, 7s. caddies about	46
17 lbs.	
Louise, Solace, 12s. caddies about	46
16 lbs.	
Florence, Solace, 12s. caddies	42
about 17 lbs.	
Something Good, 6s. butts 21 lbs	46 1/2

FANCY SWEET CHEWING.

Good Luck, spun roll, 16 boxes	65
4 lbs	
Empire, 3 x 6, 4s. spaced 8s. bxs	61
4 lbs	
Top, 16 oz. spaced 8s. boxes 4 lbs	60
Joy, 3 x 12s, 14 1/2 oz. Spaced 6s.	52
Rough and ready, Butts 25 lbs	
Judge, 2 x 3, 8s. Flat. Caddies	50
about 20 1/2 lbs.	
Currency, 3 x 3, 7s. Rough and	49
ready. Caddies about 21 lbs.	
Kentucky, 1 1/2 x 3, 13s. Caddies	50
about 21 lbs.	
Kentucky, 1 1/2 x 3, 7s. Caddies	49
about 21 1/2 lbs.	

BLACK SWEET CHEWING.

Lord Stanley, 1 x 3, Navy, 12s	47 1/2
caddies about 22 lbs	
Lord Stanley, 2 x 3, Solace, 12s	47 1/2
caddies about 22 1/2 lbs	
Lord Stanley, 2 x 6, Navy, 3s	47 1/2
caddies about 22 lbs	
Lord Stanley, Narrow, 12s butts	47
about 24 lbs	

CIGARS—S. DAVIS & SONS Montreal	
Sizes	Per M
Madre E' Hijo, Lord Lansdown	\$60 00
" " Panetelas	60 00
" " Bouquet	60 00
" " Perfectos	85 00
" " Longfellow	85 00
" " Reina Victoria	80 00
" " Pins	55 00
El Padre, Reina Victoria	55 00
" Reina Vict., Especial	50 00
" Conchas de Regalia	50 00
" Bouquet	55 00
" Pins	50 00
" Longfellow	80 00
" Perfectos	80 00
Mungo, Nine	35 00

Cable, Conchas	30 00
Queens	29 00
Cigarettes, all Tobacco—	
Cable	7 00
El Padre	1 00
Mauricio	15 00

DOMINION CUT TOBACCO WORKS, MONTREAL.

CIGARETTES.		Per M.
Athlete		\$7 50
Puritan		6 25
Sultana		5 75
Derby		4 25
B. C. No. 1		4 00
Sweet Sixteen		3 75
The Holder		3 85
Hyde Park		10 50

CUT TOBACCOS.

Puritan, tenths, 5 lb. boxes	75
Old Chum, ninths, 5 lb box	70
Old Virgin, 1-10 lbpkg, 10 lbbxs	62
Gold Block, ninths, 5 lb boxes	73

CIGARETTE TOBACCO.

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

PLUG TOBACCO'S.

Old Chum, plug 4s. Solace 16 lbs.	68
" " " 8s " 16	68
" " " 8s. R. & R. 12 1/2	68
" " " chew 7s. R. & R. 14 1/2	58
" " " 7s. Solace 14 1/2	58
" " " 8s. R. & R. 16	58
" " " 8s. Solace 15	58
O. V. - plug 8s. Twist 16	58
O. V. - " 3s. Solace 17 1/2	58
O. V. - " 7s. " 17	55 1/2
Derby, - " 12s. " 17 1/2	51
Derby, - " 7s. " 17	51
Athlete, - " 5s. Twist 9	74

WOODENWARE. per doz

Pails, 2 hoop, clear No. 1	\$1 70
" " " " No. 2	1 90
Pails, 2 hoops, clear No. 2	1 60
" " " " " " " "	1 80
" " " " " " " "	1 80
Tubs, No. 0	9 50
" " " " " " " "	8 10
" " " " " " " "	7 00
" " " " " " " "	6 00
Washboards, Globe	\$1 90
" " " " " " " "	1 40
" " " " " " " "	2 25
" " " " " " " "	1 70
" " " " " " " "	1 60
" " " " " " " "	1 50
" " " " " " " "	1 30
" " " " " " " "	1 85
" " " " " " " "	2 75
" " " " " " " "	2 25
" " " " " " " "	2 00
" " " " " " " "	1 80
" " " " " " " "	1 75
" " " " " " " "	1 30

per case.

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

Mops and Handies, comb	1 25
Butter tubs	\$1 60 \$3 60
Butter Bowls, crates ast'd	3 60

YEAST.

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

THE ST. LAWRENCE SUGAR REFINING CO'S
 GRANULATED,
 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.

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Strictly first-class. Headquarters for Commercial Men. Large sample rooms.

H. A. PERLEY, Prop.

The Hilliard House

RAT PORTAGE, ONT.

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

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**W. G. A. LAMBE & CO.,
TORONTO.**

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The Ideal Food for Infants

MILK GRANULES

because it is practically identical in composition, taste and appearance with

MOTHER'S MILK.

It digests thoroughly without causing an undue tax on the vital energies of the infant's stomach.

**ASK FOR
Johnston's
Fluid Beef**

The Great
Strength-Giver

If you need a Tonic.

TAKE
Staminal

It not only stimulates, but builds up and strengthens. You get a tonic and a food combined in the form of

Palatable Beef Tea



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Blackwell**

CELEBRATED FOR

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

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PRESIDENT. TREASURER.

ESTABLISHED 1849.

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MERCANTILE AGENCY**

THE BRADSTREET COMPANY,
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Offices in the principal cities of the United States
Canada, the European Continent, Australia and
in London, England.

The Bradstreet Company is the oldest and financially the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

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27 Wellington St. East.

THOS. C. IRVING, Superintendent.

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Oakville Basket Co.,**

MANUFACTURERS OF



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

For sale by all Woodenware Dealer

Oakville, Ont.

DURABLE PAILS AND TUBS.

TRY



THEM

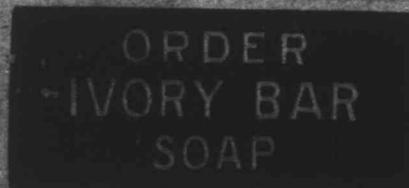
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THE CANADIAN GROCER

PLUG AND CUT.

THE MOST DELICIOUS SAUCE
IN THE WORLD.

Yorkshire Relish.

ENRICHES HOT
JOINTS, STEWS, & BLENDS
ADMIRABLY WITH ALL GRAVIES.
DELICIOUS TO CHOPS,
STEAKS, & C.

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EVERYWHERE.

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

FINE GOODS OUR SPECIAL.

Lightning, Crown, Gem, Imperial,
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American Porcelain Lined

FRUIT JARS

If you want any jars this season
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—OR—

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TORONTO . . . AND . . . WINNIPEG

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OAKEY'S 'WELLINGTON' KNIFE POLISH

The Original and only Genuine Preparation for
Cleaning Cutlery.

JOHN OAKEY & SONS,
Manufacturers of Emery, Black Lead,
Emery and Glass Cloths
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REPRESENTATIVE IN CANADA:
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HYDE PARK, ATHLETE, PURITAN, DERBY, SWEET SIXTEEN CIGARETTES.

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