

THE CANADIAN GROCER

VOL. IX

TORONTO AND MONTREAL, SEPTEMBER 13, 1895.

No. 37

LA FLORA, 10c.

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ONLY
THE
BEST!**

IN COMPETITION WITH THE WORLD

We have received the **Highest Awards Made.**

THESE substantiate our claim that

Colman's Mustard

IS THE BEST IN THE WORLD

IF YOU WISH TO INCREASE YOUR TRADE

AND GIVE SATISFACTION TO YOUR CUSTOMERS

SELL

HUNTLEY & PALMERS

ENGLISH BISCUITS

**KNOWN IN ALL PARTS OF THE WORLD FOR THE EXCELLENCE
OF THEIR QUALITY AND GREAT VARIETY**

MANUFACTURERS TO HER MAJESTY THE QUEEN, ETC.

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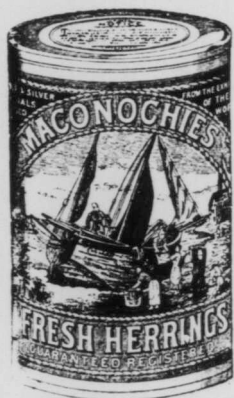
MR. EDWARD VALPY, 28 Reade Street, NEW YORK, or direct.

EL PADRE, 10c.

LA CADENA—CREAM OF THE HAVANA CROP.

P. 14. MEDALS IN COMPETITION WITH THE WORLD. 71

THE CANADIAN GROCER



First Quality

Potted Meats

AND

Fish Delicacies



Jams

Jellies

Essences

Marmalades

etc.



To be obtained through all Leading Wholesale Grocers.

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SEETON & MITCHELL, Halifax, N.S.

FOR
PURITY

Bi-Carbonate of Soda

FOR
STRENGTH



TRADE MARK

This brand is always reliable.

Highest test 98.50% pure.

Made only
by

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

"New Process" Soda, finest on the market.



Pure Castile Soap

RED LION BRAND

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

Fry's

≡ 100 Medals ≡

Highest honors at Chicago

It pays to sell them.



Always reliable.



Purveyors of chocolate to Her Majesty the Queen

BY ROYAL APPOINTMENT

Canadian Agents

ARTHUR P. TIPPET & CO.

MONTREAL, P.Q.

TORONTO, ONT.

ST. JOHN, N.B.

Sulphur Matches

“TELEGRAPH” }
 “TELEPHONE” } In strong paper boxes—
 “TIGER” } three qualities.

Parlor Matches Card Boxes.

“EAGLE PARLOR” In square sliding boxes.
 “RED PARLOR” . . . In patent boxes made to
 hang on the wall and be
 used as match safes.
 “BEAVER” In sliding oblong boxes,
 for home use.
 “FAVORITE” Small matches in sliding
 boxes made to carry in
 the vest pocket.

Safety Matches

“SAFETY” Put up same as “Red Parlor.”
 “CANADIAN SAFETY” Put up same as “Favorite.”

These light only on the box.

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

318 St. James St., Montreal

29 Front St. West, Toronto

Agents: F. H. Andrews & Son, Quebec; A. Powis, Hamilton; J. A. Hendry, Kingston;
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IMITATIONS

There are several
but only One Genuine



Rose & Laflamme

39 LEMOINE STREET

MONTREAL

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

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

Laporte, Martin & Cie.

WHOLESALE GROCERS

72 TO 78 ST. PETER STREET

MONTREAL



Marshall & Co.,

Spring Garden Works, ABERDEEN, SCOTLAND.

Kippered Herrings

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

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

SALT HERRINGS IN KEGS. "CROWN" BRAND.

All Selected Fish from the famed Aberdeen Fisheries.

FOR SALE BY ALL LEADING GROCERS.

WALTER R. WONHAM & SONS

Sole Agents for Canada, MONTREAL.

The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

Laboratory of Inland Revenue,
Office of Official Analyst,

MONTREAL, April 8th, 1895.

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

99⁹⁹/₁₀₀ to **100** per cent. of Pure Cane Sugar with no impurities whatever."

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

THE BRANTFORD STONWARE MFG. CO., LTD.

BRANTFORD, CANADA

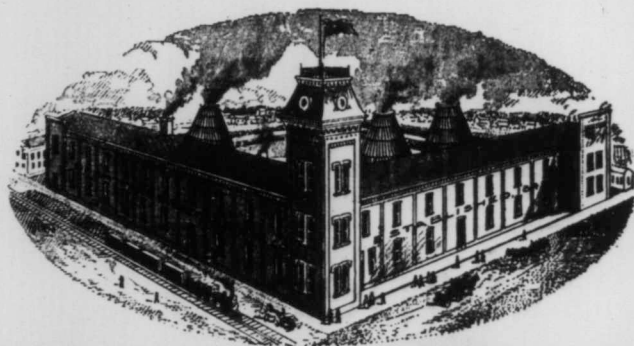
FOR . . .

Rockingham, Yellow, Bristol and Salt-Glazed Stoneware

Established 1849 - Incorporated 1894

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

Price List and Terms on Application



OTHER SPECIALTIES.

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RAHAT LAKUHM
ALMOND ROCK
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MEDALS AND DIPLOMAS.

PARIS
SYDNEY
MELBOURNE

WORKS

CANADIAN SPECIALTY CO., Toronto. |

LONDON, W. C. |

ROSE & LAFLAMME, Montreal.

GRAND MOGUL TEA

This famous Tea stands at the very summit of excellence.

The sales are among the largest in Canada.

Has won its way to the highest place by high quality.

T. B. ESCOTT & CO.
SOLE AGENTS

40c

50c

Wholesale Grocers
LONDON, ONT.

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

"KENT"
.. BRAND ..

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

CHATHAM, ONT.

VINEGAR PICKLES JAMS AND JELLIES



Order from our travelers, or direct from

T. A. LYTLE & CO.
Toronto.

For Cold Meats

When ordering your condiments be sure to include

GARDEN CITY BOTTLED TOMATO CATSUP

For sale by all wholesale grocers.

Packed by

FLYNN BROS. St. Catharines.

Come and take a cup of Coffee
INDUSTRIAL FAIR.

Visitors to the above Exhibition are invited to inspect the

"REINDEER" BRAND EXHIBIT

Main Building, Ground Floor, South Side.

Coffee served from 10 a.m. to 7 p.m. free of charge.



It is a case of Quality and Dollars and Cents with you, we presume, when you place an order for teas. In that case it will pay you to ask us for a sample of any line you may be open for. We have lines in store and on the way which will interest you in both quality and prices.

NEW ARRIVALS :

China Blacks
Japans, Ceylons
Scented Orange Pekoe

Direct
from
the Orient

We have on the way NEW INDIANS AND NEW YOUNG HYSONS.

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

PICKING UP DOLLARS

IS JUST LIKE
SELLING OUR

CANDIES

Anywhere from 30 to 150% profit to the Retailer.

AN IMMENSE ASSORTMENT.

Write for Catalogue.

WM. PATERSON & SON, BRANTFORD, ONT.

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

THE CANADIAN GROCER

Vol. IX. (Published Weekly)

TORONTO AND MONTREAL, SEPTEMBER 13, 1895

(\$2.00 per Year) No. 37

DROPS FROM THE EDITOR'S PEN.

Business is a race, but don't elbow the other fellow.

* * *

A lie is no less a lie because it appears in an advertisement.

* * *

Clerks should be clean in tongue as well as in appearance.

* * *

It lies with you whether underselling shall be discontinued or not.

* * *

Ideas, like stones in the quarry, are of little value till utilized.

* * *

Ideas, like eggs, need to be warmed into activity before they are hatched.

* * *

A revised maxim: Fire insurance men are good servants but bad masters.

* * *

It is not so much money as judicious labor that is wanted to raise the masses.

* * *

If the tariff on dark syrups were as good as it is big, merchants would bless and not curse.

* * *

The young man who is ambitious to work possesses the greatest of all factors of success.

* * *

It is only by minding his own business that a man can steer a straight course commercially.

* * *

Banana peel "downs" a man and man "downs" a banana. The banana, however, does not swear.

* * *

A merchant should be in good spirits, but it is not politic for him to go to spirits in order to possess them.

* * *

As long as Toronto aldermen think they know more than their civil engineers the

"Queen City" will never have anything but an impure water supply.

* * *

Pleasant words spoken to children who enter your store are more profitable than money invested in gold mines.

* * *

The rain which develops the crops sometimes retards the fruitfulness of exhibitions whereat these crops are displayed.

* * *

An exchange contains the "confession of a coffee lover." It is to be hoped the confessor loved wisely and not too well.

* * *

The merchant who would be successful has all he can do to care for his customers without concerning himself about his competitors.

* * *

People who now drink Toronto water will take in an abundance of "life," although a death-dealer rather than an alixir is said "life."

* * *

If Toronto at the moment has not got good water she has plenty of good liquor. Those who can may take consolation out of that.

* * *

A storekeeper is not a philanthropist; neither should he try to build up trade on the philanthropy of others. Business is business.

* * *

Plate glass must be cut in order to be put into position, but that is no reason why dealers should cut it in order to secure business.

* * *

Essential as it is that a merchant should know himself, just as essential is it that his customers should know him and the goods he carries.

* * *

When a merchant's bookkeeping practices are poor and his clerks' practices dishonest, woe-betide him: The tide of bank-

ruptcy will be sure to engulf him, as it just has a Manchester merchant.

* * *

It requires a mint of money to run a gold mint, hence the unfavorable way in which the suggestion to start a gold mint in Canada is received.

* * *

Men do not go into business for their health or for philanthropic purposes; but that does not give them license to "bleed" their customers.

* * *

The merchant who committed financial suicide by slaughtering prices did not mean to kill himself. It was the "other fellow" he intended to stab.

* * *

A contemporary talks about money in cherries. We are all sure about stones being in cherries, but we are not as certain about money being in them.

* * *

Do not cease promulgating ideas because brainless competitors appropriate them. It would be unwise to sacrifice the lion's share in order to deprive the hyena of his spoils.

* * *

It is possible that delay in providing for the retirement of the greenbacks may compel the United States to issue more bonds. No one has yet inferred that this is the result of mossback financing.

* * *

It is not on the principle that all men are rogues until they are found to be honest that credit should be refused an applicant. The cause of which the refusal is the effect should be want of acquaintanceship. Where there is no acquaintanceship there should be no trust.

* * *

It is said that the difficulty between the mill owners on the Ottawa and the Dominion Government is likely to be solved by the invention of a process whereby the sawdust may be utilized as fuel. This idea consummated, the sawdust will go up in smoke instead of down into the rivers, much to the gratification of all concerned, the fish particularly.

A TRADE SERMON.

"Fret not thyself because of evil-doers, neither be thou envious against the workers of iniquity, for they shall soon be cut down like the grass and wither as the green herb."

THERE are, in the business world, honest men and—scoundrels; and the latter provoke the former to honest indignation—yea, verily.

If all men were honest, what a great world this would be.

Just let us draw a picture of such a condition.

Imagine men in business making obligations and living up to them; contracting debts and paying them when due; selling goods at a fair profit and no more; no cutting; each and every man living up to the golden rule and being as anxious to see his brother in business succeed as himself. O, but such an idea is Utopian, so what's the use of drawing the picture? As Byron says: "Rome has fallen, the world remains—the same dark den of thieves, or what ye will!"

An honest business world may be a Utopian idea, but it's a good one for us to occasionally consider, in spite of Byronic pessimists and dyspeptic Jeremiahs. While dishonest men do flourish and exalt themselves for a time, it is the duty of all of us to coalesce into one solid phalanx and rout them, foot and dragoon.

There are hundreds of men to-day who are fretting because of the rascality of others. The text tells us not to do this, and it goes further and says we should not be envious of their prosperity, which is but transient.

The man who spends his time in fretting at evil-doers will not be a successful merchant unless he mends his ways. Instead of spending his time fretting he should be engaged in working for the success which is promised to every faithful servant. Instead of mourning and spending hours of sorrowful reflection upon that miserable Mr. Jones, who is dilatory in paying the bill he owes, just study out a solution how either you can compel him to pay it or run your business without hooking on to it such undesirable fishes. Spend your time rather in trimming sail and cleaning off these barnacles that seek to infest every business ship.

There are merchants without number to-day in many cities and towns of this great nation who are cast down and fretting because scallawags have set up business in opposition to them, and are slashing right and left in hope of drowning them. Don't worry. The success which these men gain is as transient as the mists which sometimes arise before old Phœbus gets out of his bed in the east.

Some merchants try to meet these competitors by using the same methods.

One man, who all his life has been methodical, careful and honest, suddenly throws all his experience to the winds and meets the cutter more than half way. This is a fatal

move on his part, and instead of gaining the success he anticipates by such practices, the two rivals keep up the fight until they shortly resemble the last act in the scene of the Kilkenny cats—nothing but the termini of two caudal appendages going through the motions of controversy.

Why should we not fret because of these evil-doers? First, it does no good to fret under any circumstances. To fret is to make us unhealthy, morose, discouraged, and unconsciously while fretting we neglect the essentials to gain success. Second, fretting never mended anything and never will. It won't mend a broken dish nor it won't put these scoundrels in jail. Fretting won't drive them out of business any more than throwing molasses at flies will drive those pestiferous insects away.

Be not envious because success appears to crown the despicable methods of those business rogues. What seems to your eyes their success is not real, is not permanent. It is transient, and it brings with it no happiness.

Don't be cast down at the seeming prosperity of these miserable counterfeits of business men. Just plod on along the track of honesty and true business methods, and if you keep your top eye open you will, one of these days, see a great mowing down of those who set righteous dealings at naught. That great mowing machine called Destiny will be heard clicking out its song of reaping, and these tall stalks that have stood so defiantly, and have been so puffed up with their own conceit, will try to get out of the way, but the roots—those dishonest methods they have cast down into the soil—will hold them as in a vise, and, twist and pull as they please, they cannot get away from the oncoming, clicking, rattlesnake buzzing death machine that comes upon them like the car of Juggernaut.

As a man sows so does he reap; this is the law as immutable as that which governs the stars in their courses. Run your business by dishonest and questionable methods and you cannot help but reap the whirlwind.

Yes; these villainous weeds which grow and flourish for a time in the business world are cut down and wither. You don't believe it? I do, and history's pages are running over with their obituaries. Ask the old man of three score years and ten if this is not the truth. He will tell you that in every instance the devil gets his due.

This is comforting to many of us who slave all day at the store, at the shop or at the forge, and sometimes way into the night, and who run our business on methods which we are not ashamed to expose to the light of day. It is comforting to know that not only the devil gets his due, but that the honest, persistent laborer in the world's field of business secures his just deserts—which are prosperity and success in the truest sense of the words.

Do you know why this is so? I will tell

you. It is the old law of cause and effect, guided by an overshadowing Providence, which brings the cultivated, healthy fruit to perfection and allows the worm-eaten one to fall to the ground. There are two ways in this world on which men may travel—one leadeth to destruction and the other one to safety. The sign-boards are painted plainly at the beginning, so that a man who runs may read. Get on the right road. Fret not because you see another man skipping and apparently happy on the other. Be not envious of him. He may appear all right for a time, but suddenly, in an instant, his feet will touch the treacherous clay and he will go down and out of sight.—S. W. Wheeler, in Trade Magazine.

A PRICE WAR.

New Albany is having a novel cut-rate contest, according to The Louisville Times. Two rival grocers have become involved in a bean war, and in consequence that summer staple has declined to one cent a peck, with a further slump in prospect.

Not long ago the head clerk in a prominent grocery establishment cut loose from his old employer and opened a grocery of his own down on the next corner. As a leader he started off beans at a reduction of a cent or two on his near competitor's rate by the peck. The announcement was made by a big sign.

The other fellow, not to be outdone, immediately went him a cent lower, and in turn displayed a bigger sign than his former clerk.

Each grocer had a spy to watch his rival's price, and at every slump in the bean market the underbid dealer pounded the price still more. The result is that beans are now selling at one cent a peck, and the colored folks are having a high old time. The war threatens to extend to other vegetables, as it is reported to one of the warring dealers that his competitor has sold a peck of beans and an armful of corn in the ear for five cents.

A HIBERNIAN DRUMMER DID IT.

Two honorable members of the Colorado Legislature have, according to an exchange, just been tripped up in a pretty mean scheme of making money by beating railroads that had given favors to them because of their public office. They have been making a system of renting their annual passes on the railroads to traveling men at \$15 a month apiece. In the case of one member, who has a German name, the fraud was discovered through one of his personal passes being presented by a man of palpably Hibernian nationality. The conductor could not reconcile the name and the brogue, and held the man and the pass for investigation, when the fraud was discovered. Following this clue led to the discovery of the system operated by the two legislators. One pass that the assemblyman had rented for \$15 a month had been used for more than \$100 worth of travel in that time.

THE LATEST ARRIVAL



Damascus Blend of Coffee

Owing to the phenomenal success of the Mecca Coffee we have at the request of a large number of our friends decided to put on the market a second line, and after careful selections have made up a first-class blend, which we have no doubt will fully meet their requirements. Having everything now in readiness we will be pleased to supply the

DAMASCUS BLEND OF COFFEE

THIS IS PUT UP ONLY IN WHOLE BEAN.

James Turner & Co. - - - Hamilton



INDIAN TEA.

We have already had occasion to refer recently to the operations of the Indian Tea Association and its efforts on behalf of "the cup that cheers." The fifteenth annual report of the association is comprehensive enough to satisfy even the most exacting demands. The important question of enlarging the markets for the product is dealt with, and the methods to be adopted are sketched out in detail. We cordially wish the association well in its attempt to increase the consumption of Indian teas, which have so deservedly obtained popularity, and the success of which would appear to be assured from the fact that the consumption was nearly 60 per cent. greater in 1893 than in 1892 in the United States. The report also touches upon numerous subjects of interest to growers and merchants. The table of imports for home consumption from the various countries engaged in tea growing are instructive. Whereas in 1890-91 the amounts obtained from India, Ceylon and China respectively were 100,000,000 lbs., 47,000,000 lbs. and 74,000,000 lbs., in 1894-95 they were 115,000,000 lbs., 74,000,000 lbs. and 50,500,000 lbs., most of the Chinese tea being re-exported—a convincing proof of the complete manner in which the Chinese teas have been replaced by those of India and Ceylon. The acreage under tea cultivation increased from 260,571 in 1883-84 to 371,599

in 1892-93, and in Ceylon, during the same period, from 70,000 to 273,000 acres.

TRADE CHAT.

The Lake of the Woods Milling Co. has completed the erection of fifteen new elevators.

A committee of the Winnipeg Board of Trade and City Council will interview Premier Bowell on the subject of improving the navigation of Red River.

Mr. Charles Hammill, a member of the firm of Dyson, Gibson & Co., grocers, Winnipeg, was married the other day to Miss Mary Creamer, formerly of Peterboro', Ont. The honeymoon will be spent in eastern cities.

The St. Malo creamery has shipped a carload of condensed milk to a large firm in Chicago. This is the first shipment of the kind ever made from Manitoba. An agent of the firm in question came to Manitoba for the special purpose of making the purchase.—Free Press, Winnipeg.

An exchange says: "Last spring Mr. Fred. Davis, Seaforth, gave a traveler for a London wholesale house an order for a carload of sugar, but as sugars had taken a jump before the order could be filled, they refused to send it along. Davis entered suit for damages, and the case was heard by Judge Doyle the other day, and a jury, when a verdict for \$100 and costs was rendered."

BIG PRICE FOR PEACHES.

A Wisconsin fruit grower shipped 80 baskets of peaches to a Chicago commission man. He received in return a cheque for \$4, and, after paying for his baskets and help in gathering the fruit, had just the price of a postage stamp remaining. Oddly enough, he didn't use the postage stamp to express his gratitude to the Chicago commission man.—New England Grocer.

JAPAN RICE SITUATION.

The rice situation at Saigon is reviewed by W. G. Hale & Co. to July 27th as follows: "We have never had a season during which prices have remained so persistently high as they have since the present opened. There have been occasions when the market has been reported 'weak' or 'dull,' but an attempt to buy has always brought out much the same figures; there have been purchases certainly, but it is not clear how they have been brought about; no foreign firm has been able to operate to any extent upon usual terms, or at a margin sufficient to cover risks and charges. At the close our market maintains its high position, although there is no sign of any demand whatever at the moment; supplies, however, are meagre at present, not exceeding 10,000 piculs daily, which fact has some influence upon prices."

WOOD SPOONS

For Preserving and Pickling.
Best Quality White Birch.

Entirely Odorless and Tasteless.
Sizes, 13, 15, 17, 21 inches long.

H. A. NELSON & SONS,

**TORONTO and
MONTREAL**

A Pointer

The "advertising" of KURMA TEA is done
INSIDE every package.

EXCELLENCE OF QUALITY AND VALUE have ever been the best advertisements. Repeat orders and the rapidly increasing sale of Kurma alone prove this.

KURMA GIVES THE RETAILER A GOOD MARGIN. Do you handle it? Order now from

DAVIDSON & HAY

Wholesale Agents

Toronto, Ont.



Little things tell

We are, therefore, most careful in our attention to every "little thing" in connection with the packing of our

FLAG-SHIP SALMON

No detail large or small escapes us and we guarantee the contents of every can strictly first-class.

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

Canadian Pacific Packing Co.

R. V. WINCH,
Manager.

LULU ISLAND, B.C.

A Trial Order



We ask only for a trial order to prove the superiority of Jersey Brand. You may have been handling brands of Condensed Milk that have not given you satisfaction and would not sell. It is easier to induce you to try one case than a dozen cases. The cost will be small and will prove to you our claims. Your next order will be a larger one.

Manufactured from the pure Jersey Milk.

"JERSEY" BRAND

Warranted full Cream and Pure Cane Sugar.

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

FORREST CANNING CO.

HALIFAX, N. S.

COUNTRY MERCHANTS IN TORONTO

TORONTO has this week been besieged by country customers. There are, doubtless, more of them in the city than ever before at one time. They are around the wholesale warehouses in droves, and are monopolizing all the attention. Newspaper men in quest of information, and brokers trying to sell goods are ignored. "Unless you happen to be a storekeeper from the country you have to take a back seat," one broker was heard to remark with a tinge of disgust. The improved condition of trade in the country is doubtless one of the causes of the influx, but the chief cause is, probably, the low railway rates, which are even lower than is usual during the Industrial Exhibition.

Some of the country merchants I ran against while they were in Toronto, but they were necessarily a small proportion of the whole.

J. D. Tobey, of Tara, who spent a week in the city, told me that crops in his neighborhood were good in everything except small fruits, apples and hay. "Usually we export thousands of barrels of apples, but this year we won't have any more than enough to supply local consumption."

H. P. Merrick, Mitchell Square, Simcoe County: "We had a good crop of early apples. Fall apples our farmers do not much cultivate, but they are now beginning to do so. We had an enormous crop of berries. The cereal crop was good; so was the hay crop. Payments are rather slow. The Patrons? Oh, there was a lodge alongside me, but it did not last long. They wanted me to supply them, but I knew better than to do that."

R. K. Peters, Enterprise, Addington County, told me he had a very good year's trade, so far. The fruit crop was poor, but the cereals were good. He told me he had no Patron stores to bother his life, but he had to contend with even the worse competition of alleged wholesale houses in Toronto that sold direct to the members of the Patron organization, in some instances at lower prices than he could buy at. Mr. Peters does a large business.

T. S. Kuhl, of Berlin, confessed that he was in Toronto more for the purpose of visiting the warehouses and to become seized of the situation than to buy. Mr. Kuhl is an observing man, which is what every merchant should be.

F. C. Harp, of Brantford, one of Oliver Clark's clerks, said: "Trade is picking up. Our trade during August was excellent. It was much better than we anticipated, and was ahead of that of any month of last year. The crops have turned out better than we expected they would. The early fruit crops were bad, and of strawberries there was practically none."

J. W. Vanluven, Battersea, has been a subscriber of THE CANADIAN GROCER since

its publication. He has been in business as a general merchant about eighteen months. For nine years previous to that he was a "Knight of the Grip." Mr. Vanluven has had his own time with the Patrons. "When I began business the Patrons wanted me to supply them, on their own terms of course," he remarked to me. "I refused to have anything to do with them. They then started a store in opposition to me. It did not succeed very well, and the other day I bought the business out, much to their chagrin." Mr. Vanluven has reason to consider himself cock of the walk.

J. J. Clark, of Wiarton, emphasised what has already been said regarding the failure of the apple crop in his part of the country. The cereal crops, too, had not ripened so well as desired, rains having induced second growth. He was, however, looking for a good fall and winter trade.

J. Halliday, of Harriston, said he would rather go without a meal than THE CANADIAN GROCER.

E. Noice, a Minden general merchant, reported that everything looks prosperous in his part of the country.

M. Cain, Bobcaygeon: "Grain is beating all expectations."

George E. King, Wingham, reported business good. He could not report anything else as far as he was concerned. He started into business three years ago, but for a year and a half his store has been too small for the growing requirements of his trade. Now he has moved into a new store, and which, by the way, is the largest in Wingham. Not so bad for a three-year-old.

T. W. Robinson, of Moose Jaw, is in Toronto on his fall buying tour. He is enthusiastic over the outlook in the Northwest.

Among others whom I saw or heard that were in Toronto were these: Mr. Tilton, of Smith & Tilton, St. John, N.B.; E. J. Ecclestone, Huntsville; Mr. Hurley, of Hurley & Brady, Lindsay; Mr. and Mrs. May, Oshawa; F. A. Haddy, of Young & Co., Bowmanville; Thomas Blackwell, of C. S. Blackwell & Co., Lindsay; A. H. Carl, Coboconk; J. F. Honor, Port Hope; W. L. Shields, general merchant, Coboconk; R. Waller, Peterboro'; J. Muchmore, Gore Bay; Mr. Hawkins, Spanish River; Mr. Patterson, of Patterson, Canning & Co., McKellar; C. E. Foreman, Vancouver; T. D. Robinson, Moosomin, N.W.T.; A. Campbell, Windsor; G. C. Church, Burk's Falls.

FORSAKES "CREDIT" SYSTEM.

A. Brand, who has for 20 years carried on a successful and growing business at Embro, Ont., has issued a cleverly gotten up circular to his customers informing them that henceforth he will give no "tick." Cash or produce are to be the terms of purchase from now on.

GRAIN MEN ANGRY.

The Grain Section of the Toronto Board of Trade are very angry over the treatment said to have been accorded them by Government Commissioner Miall in connection with the grain mixing dispute. On Tuesday they adopted a resolution condemning the re-cinding of the order against wheat mixing.

BUTTER AND CHEESE MEN.

The Walker House, Toronto, fairly swarmed with butter and cheese men on Tuesday night. Representatives of no less than three associations of dairy produce merchants were collected there.

President Derbyshire occupied the chair at a meeting of the Ontario Creameries' Association, at which there were also present: Wm. Halliday, Chelley; J. Miller, Spencerville; J. H. Croil, Aultsville; John S. Pearce, London; W. G. Halton, Hamilton; A. Wenger, Ayton; and James Carmichael, Arva. A resolution was adopted urging all creamery men to avoid holding their butter, and to get it on the market while fresh. The annual convention of the organization will be held at Cornwall on Jan. 14, 15 and 16, next.

A meeting of the Eastern Ontario Dairy-men's Association was also held at the Walker House. E. Kidd, North Gower, president, occupied the chair, and there were also present: John McTavish, vice-president, Vancamp; T. B. Carlaw, Warkworth; D. A. Dargant, Elgin; Wm. Eager, Morrisburg; E. J. Madden, Newburg; R. Craig, North Gower; James Whitton, Wellmans' Corners; P. A. Daly, Foxboro'; R. G. Murphy, Elgin; Henry Wade, Toronto. The annual meeting of the association will be held at Campbellford.

Later in the evening a joint meeting of directors of the Ontario Creameries' Association and of the Eastern and Western Dairy-men's Associations was held, under the presidency of D. Derbyshire, Brockville, when a resolution denying the statement made by cable to the effect that adulterated cheese was exported from Canada was adopted.

FIRE AT FRANKFORD.

A disastrous fire occurred on Sept. 10, in Frankford, Hastings County, Ont., doing about \$10,000 damage to the village. The following losses were sustained: The Fosters' Block, \$4,500, insurance \$2,000; B. Bostrom Block, drug store and residence, \$4,500, insurance \$3,500; Lewis Chown, \$700, total loss, no insurance; James Foster's Machinery Hall for Massey-Harris Co., \$1,000, little or no insurance; James Griffin's stock, fixings and furnishings, \$250, no insurance; E. Regan, barber, \$200, insurance not known; Sarles & Grass, merchant tailors, manufacturing department and supplies, \$500, no insurance; Weston & Doyle, about \$500 damage to stock and premises; the store owned by Thos. Foster and his own stock and premises, to the amount of \$500.

Entrance Free

to the

Montreal Exhibition

12th to 21st SEPTEMBER.

If you come to the Montreal Exhibition do not fail to call upon us. We will supply you with admission tickets to the Fair free of charge, for yourselves and the friends and relatives with you. If you intend to make some purchases during your stay in our city you will find in our Sample Room as large a variety as one can desire in Staple and Fancy Groceries, Wines and Liquors.

To enable you to judge of our prices in general we give you hereafter a few of our to-day's quotations, viz. :

Good Raw Sugar, in bags	- - - - -	2 3/4c. per lb.
Redpath and St. Lawrence Refined Yellow Sugars,		
from	- - - - -	27-8 to 35-8c. "

Dried Fruits, Crop 1894

Valencia Raisins, Fine Off Stalk Juan Merle	-	2 3/4c.	"
California Raisins, Loose Muscatels, Three Crowns	-	4 1/4c.	"
	Four Crowns	4 1/2c.	"
Currants, Prime Provincials, Barrels	- - -	3 1/4c.	"
	Half barrels	3 3/8c.	"
Hallowee Dates	- - - - -	3c.	"


Canned Goods, 1895 Pack

For delivery in September or October at buyer's option.

J. W. Windsor "Ice Castle" Tomatoes, 3 lbs.	-	75c. per doz.
J. W. Windsor "Ice Castle" Corn, 2 lbs.	-	75c. "
Little Chief Tomatoes, 3 lbs.	- - -	80c. "
Little Chief Corn, 2 lbs.	- - -	77 1/2c. "
Aylmer Corn, 2 lbs.	- - -	77 1/2c. "
Log Cabin Apples, gallons	- - -	\$1 90 "
	3 lbs.	77 1/2c. "
	2 lbs.	50c. "

HUDON, HEBERT & CIE.

Wholesale Grocers and Wine Merchants

41 ST. SULPICE AND
22 DE BRESOLES

 Montreal.

"What we admire we praise; and when we praise advance it into notice. That, its worth acknowledged, others may admit too."—Shakespeare.

You cannot speak too highly of your goods
Charles Cosens
Trowbridge
August 6. '95

The above is an extract from a letter to

E. D. TILLSON, Tilsonburg.

Fancy Groceries

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

- | | |
|------------------------|-------------------------|
| French Peas | Olive Oil |
| French Mushrooms | Spanish Queen Olives |
| Nonpareil Capers | Genuine French Sardines |
| Genuine French Mustard | |

The above in all sizes and all grades. The very best obtainable at the different range of prices.



Turner,
 Mackeand
 & Co.

Wholesale Grocers

WINNIPEG



THE CANADIAN GROCER

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

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THE INIQUITOUS SYRUP TARIFF.

THE question as to who pays the duty on this and that article is a frequent source of debate between protectionists and free-traders.

The question, as it relates to some articles, needs no deep analysis for any unprejudiced person to advance an answer.

The tariff, as it relates to dark syrups, is of this character.

As we have already pointed out, this tariff is equal to a tax of 100 per cent. Obviously, this tax would not be paid unless it were absolutely necessary to do so; and, of course, people need not pay it unless they import. But the trouble is that some of them are compelled to import or go without this particular kind of syrup.

Dark syrups are wanted in this country. There is a certain portion of the population, and a goodly portion, too, that want dark syrups just as much as some people want their porridge. Get it in the country they certainly would if they could, rather than pay the enormous tax. But the trouble is, the supply produced at home is insignificant compared with the consumptive demand. Some who cannot get the home-made dark syrup turn their attention to the brighter article. Others, however, must have the dark article, and what they cannot get at home they go abroad for.

Under such conditions it is obvious that the duty is paid by contributions from more than one source. The heaviest levy is, of course, made upon the consumer. He it is that sets moving the demand wave. The retailer knowing what his customer desires, makes his enquiries of the wholesaler, and the wholesaler imports.

Owing to the high price—duty and freight included—which the wholesaler is compelled to pay, he obviously cannot make as good profit relatively as would be possible with a moderate figure obtaining. With the re-

tailer it is the same. It follows, therefore, that every fraction that comes from the wholesalers' and retailers' profit is absorbed by the tariff.

The legitimate conclusion, therefore, must be this: There is a triumvirate contribution to the tax on dark syrups. The burden of the tax is upon the consumer, but the wholesaler and retailer contribute, hence the reason that all three chafe under what is so aptly termed the iniquitous syrup tariff.

TAKE A FEW DAYS OFF.

THE Montreal Exhibition opened yesterday, and will continue until September 21. A run through the buildings and grounds to-day showed that it was by long odds the best we have yet had here. By Monday everything will be in ship-shape order.

Every business man who can should visit Montreal next week. Spend the mornings among the wholesale houses and manufacturers. Get acquainted with the men with whom you do business. It pays you and them to know each other personally. It is not necessary to buy anything unless there are bargains, which must be snapped up. The best retail stores are also worth visiting. Sometimes ideas are to be gained there. President Johnston, or any of the officers of the Grocers' Association, will give a hearty welcome to any readers of THE CANADIAN GROCER, and afford any information they may desire.

During the afternoon there is much to be seen at the Exposition grounds. The platform performances will afford enjoyment. Then there are the warships in the harbor which are well worth a visit. In the theatres the presence of Sir Henry Irving and Ellen Terry will no doubt bring many people to the city. They are to be at the Academy of Music every night and on Saturday afternoon.

The railways and steamboats are giving special return fares. Business men who may not have selected a place at which to stay may have their letters addressed care of THE CANADIAN GROCER, 146 St. James street, where all our subscribers will be made welcome.

All the wholesale houses will keep open house. One firm, Hudon, Hebert & Cie, tell us that not only will readers of THE GROCER be made especially welcome, but they will also give passes to any of them who may call. These tickets will admit any reader of THE GROCER, together with any friends and relatives who may accompany them to the Exhibition free of charge. Their new offices and sample rooms, corner of St. Sulpice and de Bresoles street, are among the most expensively fitted up of any mercantile house in Canada and should certainly be visited.

DO NOT SWAMP MANITOBA.

CARE should be taken that the favorable conditions obtaining in Manitoba do not induce inordinate business methods which may prevent the present trade revival factors working with full freedom.

Manitoba is one of the most richly endowed with natural advantages of the provinces of the Dominion. But no province of the Dominion probably felt as keenly the recent depression. This cannot be explained away by the fact that it has been largely a wheat-producing country, and consequently has suffered on account of the low prices obtaining.

The low price of grain was undoubtedly a cause, but it was only one, and not the most important at that.

The principal cause of the hard times in Manitoba was not a natural one: it was unnatural business methods.

Of these unnatural business methods the chief was the work of the implement manufacturers. Taking advantage of the "greenness," either to farm work or the requirements of a Manitoba farm, of many of them, agents induced settlers to purchase implements out of all proportion to the requirements of their farms. The ideas of the farmers were big and the implement agents swelled them. As a concomitant of this inordinate buying followed inordinate indebtedness.

To retiring the notes held against him by the implement men, the farmer devoted practically all his financial efforts.

He wanted groceries, he wanted clothing, he wanted hardware, but the grocer, the dry goods merchant and the hardwareman would supply these and wait for his money. And he has waited—a year commonly, and two and three years frequently—while in many instances he will never be paid. Unable to collect the money due them, the storekeepers found it impossible to liquidate their liabilities to the wholesalers. The result of this was that Manitoba was given a bad credit mark by manufacturers and wholesalers in the east. Some, as a result, withdrew their travelers, while all exercised a sharper scrutiny over their accounts in the Prairie Province.

Now prosperity is returning to the province. Fifteen million dollars from wheat alone is likely to be realized. And not from wheat alone will there be an increased revenue, but from every staple grown, every animal raised, and from every article produced.

We stand aghast at the wonderful manner in which the manufacturing industries of the United States have recovered, but the prodigiousness of Manitoba's cereal and root crops still more excites our admiration.

Canada is as proud of Manitoba as is a king of the chief jewel in his crown.

With a knowledge of a bountiful harvest reaped has come a restoration of confidence

in the province. Manufacturers and merchants are pushing their representatives into the country for the purpose of getting business; and it is therein that THE CANADIAN GROCER urges caution.

The money that will flow into Manitoba in payment of the products taken out will be enormous. But large as this amount promises to be, it will not much more than set the farmers and merchants on their feet. Obviously, the inordinate pushing of business should be eschewed. Vessels are sometimes swamped by overloading it must be remembered.

CANNED SALMON.

Canned salmon is still surrounded by more or less uncertainty. The figures which have been adduced show that the pack is larger than anticipated, and nearly equal to that of last year, but neither sellers nor buyers have receded from their position of unconcern.

The only transaction we hear of is one in which an advanced price was obtained. The ruling quotation, however, is still \$4.50 on the Coast.

A letter, dated Victoria, September 2, asserts that there will be very little fall fishing on the Fraser.

There has been some talk of cutting prices on the Toronto market, but THE CANADIAN GROCER has discovered that the house against whom the cutting is charged is purchasing from other houses along the street.

IT ENHANCES THE PRICE.

It goes without saying that country retailers would not willingly do anything that would tend to increase the cost of the goods they buy.

But what they would not do willingly they sometimes do unwillingly.

Here is a case in point: Every year when the season for fall fairs approaches, merchants in the different rural districts where these are to be held are deputed to solicit donations from the manufacturers and wholesalers with whom they do business.

Often the amount to be donated is not left to the option of the donator: He is told that such and such a sum is required of him. Blank & Co. have responded, and, of course, he must comply. It may be against his will, but he prefers to hand over his good dollars rather than run the risk of giving offence and probably losing a customer.

But the great grievance reposes in the fact that such demands may come from a dozen or more sources, while in some instances requests for donations come from people with whom the manufacturer or wholesaler has had but the slightest business connection.

Not only is the system iniquitous, but it

obviously adds to the cost of doing business, and, furthermore, to the price of the goods.

The system, therefore, should be discontinued for two reasons: 1. Because it is iniquitous; 2. Because it unnecessarily enhances the price of goods.

AVARICIOUS INSURANCE COMPANIES.

THE fire underwriters have not endeared themselves to the mercantile community of Toronto by their manner of dealing with risks in the "Queen City."

After the big fires which visited the city eight months ago, it only required two or three days for the monopoly to put rates up 25 per cent. and formulate burdensome conditions.

To-day Toronto is stronger to fight big fires than she was a year ago; and she has been so for three months. With the appliances now possessed by the corporation a repetition of the disastrous Globe, Osgoodby and Simpson fires is impossible. But the Underwriters' Association has not yet shown any disposition to lower its rates or modify its obnoxious conditions.

The fact of the matter is the Underwriters' Association is a big, bullying, b'olated monopoly, and will not recede from its position until compelled to do so.

No sensible man demands that insurance companies shall assume risks at a rate which would tend to weaken them. But it is demanded that the present high rates be modified. That they can afford to do so is obvious. Up to the beginning of the present year fire losses in Toronto have been remarkably small, while that the insurance companies are earning fairly good profits in the country at large is evident from the Government returns.

Last year business was not as good as the year before, judging from a revenue point of view, the premiums received being \$82,226 less than in 1893. The amount paid out in losses, on the other hand, was nearly half a million dollars less, while the rate of losses paid to premiums received was nearly 6 per cent. less. Taking the average of the last twenty-six years we find that the rate of losses paid to the premiums received was 69.45, and that includes the loss of 225.58 per cent. to premiums received in 1877, the year of the St. John, N.B., conflagration.

Obviously, the insurance companies doing business in Canada have little cause for complaint. At any rate, the merchant or banker who could look back over a period of twenty-six years and see an average profit of close upon 30½ per cent. would think he had not. But of course the banker and the merchant have not had the same opportunities to develop the spirit of avarice behind strong monopolies as have the insurance companies.

NEW VALENCIA RAISINS.

The new season's Valencia raisins which last week reached the warehouses of the wholesalers are showing excellent quality. They are fat and luscious, and the average quality is better than the crop of 1894.

The lots received were merely advance shipments, but more will be arriving in a few days.

The fruit is all offstalk, and the ruling prices are 6 to 6½c. per pound.

Although advices show no change in prices, yet a rather unsettled feeling has developed on the market during the last few days. It is caused by certain shippers, the quality of whose goods, it is said, buyers have little or no confidence in. Be that as it may, first-class firms approached are unwilling to concede anything on recent quotations; in fact in some instances they are inclined to demand advances.

A letter received in Toronto this week from Denia, bearing date of August 26, states that heavy rains were prevailing. This, in all probability, accounts for the cheap offers already referred to, while also explaining the firmness of those houses that will not ship rain-damaged fruit.

NOT MANY FLORIDA ORANGES.

Secretary Turner, of the Jacksonville Fruit Exchange, estimates the crop of Florida oranges in the state at not over 100,000 boxes, against 5,000,000 for the season of 1893-94.

This statement appeared in a despatch from the Orange State a day or two ago, and is borne out by the views of those in a position to know anything about the situation.

So many trees were ruined or half ruined by the frosts of last spring that it will be years before anything like a good crop can be expected in Florida.

In about three years the yield will begin to improve, but not until the twentieth century has got a good start will we see the old-time crop again. The yield this year will be to that of last year what this year's crop of Canadian Crawford peaches was to that of 1894.

SARDINES EASIER.

Sardine fishing in France has improved materially during the past week or two. This is indicated by advices just to hand.

As a result, prices are easier than they were, although figures now obtaining are still about ¼c. above those of a month ago.

Readers of THE CANADIAN GROCER will remember that at the opening of the fishing season the catch was so poor that it was feared the sardine pack would be a total failure.

FRUIT EXPORTERS MEET.

HERE was an attendance of about thirty when the annual convention of the Fruit Buyers' and Exporters' Association of Ontario met at the Board of Trade building, Toronto, on September 10.

The following communication, received from the C. P. R. and G. T. R. authorities, was read:

Referring to the meeting held on the 15th May between the representatives of the Fruit Buyers' and Exporters' Association and the C. P. R. and G. T. R., the questions set forth by the committee of the association have been carefully considered by the management of the two roads, and it has been decided that with regard to the first proposal that a 50 per cent. rebate should be allowed on apples shipped to certain specific storage points when for reshipment for local export or local consumption that the railway companies could not offer any better inducements than a reduction of 33½ per cent. from tariff rates between Toronto and points west, and 25 per cent. off tariff from points east of Toronto; the 25 per cent. reduction to be applied also on shipments made from points east of Toronto, and the reductions to be made not at the time of shipment into cold storage, but in reshipment from there to ultimate destination. The second proposal, that a reduced rate should be made in favor of purchasers or inspectors of apples traveling between points in Ontario and Quebec, was considered and respectfully declined.

A communication was received from L. Woolverton, of Grimsby, regarding the grading of apples, and suggesting that, instead of the terms "first" and "second" grades, as used in the Dominion Inspection Act, the terms A, B and C, or XXX XX and X be employed.

It was decided "to appoint a committee to consider the grading of apples, with a view to obtaining Dominion compulsory legislation."

The election of officers resulted as follows: President, A. E. W. Peterson, Toronto; vice-president, Sam. Nesbit, Brighton; secretary, J. A. Cooper; executive committee, J. C. Smith, Burlington; Frank Everist, Toronto; J. M. Suttleworth, Brantford; W. Dixon, Hamilton; David Cantelon, Clinton.

A CURIOUS CURRANT MARKET.

The currant market still fails to exhibit much life. There have been offers on the Toronto market at prices which the sellers thought ought to have been attractive to buyers, but the resultant sales were of a disappointing character.

Information received through English sources states that the quality of the new crop is not as good as that of last year.

The Produce Markets' Review of August 31, in the course of a review of the currant situation, said: "The position is doubtless a very curious one, for it must be admitted that if the general estimates of the weight of the crop are correct, bearing in mind also that the new law for reducing the weight has become operative, the quotations at which fruit of the new season is now being offered appear to be much lower than the position justifies. Supposing the estimates of the crop to be at all correct, and that the law to retain 15 per cent. of the

weight exported be maintained, it is not likely that more than 120,000 tons will be available; and unless all previous calculations are to be upset, it should be quite easy to dispose of such a weight, at shillings per cwt. above the present quotations, and at prices which would pay the producer a good return for his capital and labor. The real solution is, it is feared, to be found in the fact that the farmers will this season be compelled to realize a proportion of their fruit, in order to meet their more pressing requirements for ready money."

The steamship Escalona, which went aground after leaving Patras, has, according to a cable just received in Toronto, been floated undamaged and has proceeded to Denia to take on Valencia raisins.

The first cargo of the new fruit was due to arrive in London on Monday last.

CHEESE DEMORALIZED.

The demoralized condition of the cheese market, in view of the large stock of cheese in cold store, is attracting a great deal of attention.

In addition to what speculators hold, many factorymen still hold a considerable portion of their July make. In fact, it is estimated that there is fully 600,000 cheese waiting a market in Canada at the present moment.

Present prospects point to heavy losses on this large quantity of cheese. It has cost in the country all the way from 8 to 8½c., so that on the average its owners will lose fully ½c. per lb., if not more.

The market has dropped steadily during the past fortnight, until it now stands ½ to ¾c. below where it did a fortnight ago, and that it has touched bottom many doubt.

This decline, if it is permanent, or even of lengthy duration, will be serious to the owners of cold storage cheese. It has cost, at the lowest estimate, \$5.60 per box, and at ruling market rates it is only worth \$5.25, or a loss of 35c. per box, which amounts to a formidable item on 600,000 cheese, being \$211,000.

If the cheese trade show discouragement, it is not to be wondered at.

REDUCTION IN COCOA.

A reduction of from 4 to 10c. is announced by Walter Baker & Co., Ltd., in the price of their chocolate. We now quote: Premium, 40c.; vanilla chocolate, 47c.; Caraccas sweet chocolate, 35c.; best sweet chocolate, 24c.; vanilla tablets, \$3.75; German sweet chocolate, different sizes, 24c.; cracked cocoa, 33c.; cocoa shells, 12c.; breakfast cocoa, 47 to 50c.; soluble chocolate, 48c.

Van Houten & Zoon have reduced the retail price of their ¼-lb. cocoa to 25c., a decline of 5c. In their circular, announcing the change, they say they were compelled to reduce the price owing to the action of the department stores.

NO SALT COMBINE YET.

The movement which was set on foot some months since to form a combine among the salt-well men has not made much headway—indeed it seems to have altogether fallen through. The manufacturers are now fighting tooth and nail, and some of them are cutting prices.

Those behind the combine idea are glad to see this, as they think that the more cutting done the more quickly will the makers be compelled to come to an agreement.

LOW OFFERS ON DRIED FRUIT.

Easy offers on new crop Mediterranean dried fruit continue from Montreal brokers without eliciting any demand of an urgent kind from buyers. As noted last week, the first direct steamer commenced loading at Patras on Tuesday last.

So far only a moderate quantity of currants has been contracted for on the basis of 8s. 3d. to 9s. for the higher grades of Patras and Provincials.

No quotation has yet been spoken of for Vostizzas. The fact of the matter is, that buyers, to a large extent, seem disposed to await the arrival of the steamer, and are in no hurry to enter into contracts beforehand. With regard to Valencia raisins, as low as 12s. 6d. has been offered this week, but the majority of buyers seem suspicious of this low offer, and little or no business has been done at the price. As pointed out before, agents representing the more well known brands don't seem in any hurry about business. For all that, the impression seems to prevail that dried fruit is not going to be dear this fall.

CANADIAN GOODS IN ENGLAND.

J. D. Roberts, manager of the Pure Gold Mfg. Co., is back from touring Great Britain and France. While abroad Mr. Roberts had an eye to business as well as pleasure. In London he established an agency for the sale of his firm's products. Anderson & Colman, of No. 5 Philpot lane, London, E.C., and 64 Stanley, Liverpool, are the agents, and already the Pure Gold Co. has received from them one order for one hundred cases of goods.

"The prospects for our goods in London," remarked Mr. Roberts to me, "are excellent. Do you know, the English taste is changing. So many American tourists now visit England that the hotels and restaurants there are compelled to get American sauces and so forth for them. And, naturally, Englishmen are beginning to acquire a taste for them too. We are just sending 20 cases of our 'Reception' coffee over."

Mr. Roberts saw pretty nearly everything that was to be seen in London and Paris, and he is able to entertain his friends by the hour. The English merchant he conceives to be the ideal merchant.

AN IMPORTANT CASE.

AN important judgment was, on September 9, rendered at Osgoode Hall in the case of Johnston vs. Consumers' Gas Co., of Toronto.

J. T. Johnston and Toronto Type Foundry Co. sued on behalf of themselves and all other consumers of gas furnished by the defendants in the city of Toronto. The action was brought to obtain a declaration of right and an account. The defendants were incorporated in 1848. In 1887, being desirous of increasing their capital stock, they presented a petition to the Legislative Assembly of Ontario for authority to do so, and thereupon an Act was passed in that year, entitled "An Act further to extend the powers of the Consumers' Gas Co. of Toronto," which came into force on the 23rd April, 1887. It was alleged by the plaintiffs that at the time of the passing of this Act the defendants had a surplus of profits in hand which was to have formed the nucleus of the rest or reserved fund, which at that time amounted to \$394,310. The plaintiffs alleged that the defendants then sold the increased capital stock at a premium, and thereby realized a large sum, which, they charged, should have been added to the reserve fund and invested in some one or more of the securities mentioned in the fourth section of the Act, but, instead of so investing it, the defendants invested it in plant and

material. The plaintiffs also charged that the defendants had made large profits in their business since 1887, amounting to about \$250,000, which should have been applied by the defendants in forming the special surplus account to be used in the reduction of the price of gas to the plaintiffs, and also that the interest which would have been gained if the reserve fund had been invested should also have been applied in reducing the price of gas to consumers. The plaintiffs also alleged a further sale of new stock by the defendants in October, 1893 which realised a premium of \$83,040, which sum the defendants, as the plaintiffs feared, would, unless enjoined, use in the purchase and construction of plant, as also such fresh profit as might accrue from time to time.

The plaintiffs claimed a return of sums that they said had been overpaid by them to the defendants as the price of gas consumed, and asked for an account of the receipts and disbursements of the defendants since the 23rd March, 1887; a mandatory order directing the defendants to comply with the provisions of the Act of 1887; a declaration of right; a declaration that the defendants are trustees, etc., and an order restraining the defendants from misapplying the \$83,040.

The plaintiffs' pleas have been granted, a reference as to accounts has been ordered, and, meantime, the defendants must pay costs to date.

HOW MANY EGGS HAD SHE?

Some mighty intellects in Germantown are now wrestling with the following problem: A woman took a basket of eggs to the city for sale. Upon being asked how many she had, she replied:

"If I take the eggs out of the basket 2 at a time, I have 1 egg left; if I take them out 3 at a time, I have 1 egg left; if I take them out 4 at a time, I have 1 egg left; if I take them out 5 at a time, I have 1 egg left; if I take them out 6 at a time, I have 1 egg left; but if I take them out 7 at a time, I have no eggs left in the basket."

How many eggs did she have in the basket?—Philadelphia Record.

MONTREAL GROCERY TRAVELERS.

The Montreal wholesale grocers' travelers have formed an association. The officers are: President, Mr. Massicotte; vice-president, Mr. William Duckworth; secretary, Mr. E. Gounin; treasurer, Mr. A. W. Childs. The directors elected are: Messrs. J. Ethier, C. A. Corrigan, E. A. Cardinal, D. Lapointe, P. Grace and A. Lacroix. Mr. Thomas Gauthier was elected honorary president, and Mr. J. O. Levesque honorary secretary. The first meeting of the society was held at 215 St. Elizabeth street on Saturday night. They will meet again on September 20.

Sharp on Time

We are already filling orders
for our Delicious . . .

Buckwheat Flour

(SELF-RISING)

Try a Sample Order.

In 2½ lb. Packages,
2 doz. per Case.

In 5 lb. Packages,
1 doz. per Case.

THE IRELAND NATIONAL FOOD CO., LTD.

TORONTO, CANADA

MILLERS AND MANUFACTURERS OF

CHOICE BREAKFAST CEREAL FOODS

NOTE.—This is a very superior article, a perfect Self-Rising Flour. Ready for immediate use. Needs no Salt, Baking Powder or Eggs. In attractive packages of convenient size, it is a trade winner.

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

Write us at once for prices.



MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, Sept. 12, 1895.

GROCERIES.

THIS is the second week of the Industrial Exhibition, and wholesale warehouses have been practically in possession of country customers. Although it is not much buying that they do as a rule, yet this year they appear to be purchasing more liberally than usual; certainly more so than a year ago. Some of the parcels have been of goodly size, although this is the exception rather than the rule. All the travelers are in the warehouses attending to the customers, but in spite of this there is a good deal of merchandise moving. As far as the market itself is concerned there has been no material change. Sugar, however, is rather weaker, the cutting by the refineries having become more general. New season's canned goods of all kinds are now on the market. The new season's Valencia raisins are in good demand. Teas are attracting fairly good attention, and the outside markets are steady to firm. Payments are fairly satisfactory.

CANNED GOODS.

Enquiries for canned vegetables are beginning to come in more freely from retailers, and some transactions have taken place at 80 to 85c. for peas, corn and tomatoes. Both new season's tomatoes and corn are in stock, although the supply is small as yet. Trade in fruits is still limited, with the little enquiry there is chiefly for peaches. There is nothing new in the salmon situation. The idea on the Coast is still \$4 50 f. o. b. The local demand continues good at quotations. We quote: Tomatoes, 80 to 85c.; corn, 80 to 85c.; peas, 80 to 85c.; for ordinary; sifted, 95c. to \$1; extra sifted, \$1.40; peaches, \$2.90 to \$3 for 3's, \$1.90 to \$2

for 2's; raspberries, \$1.40 to \$2.20; strawberries, \$1.80 to \$2.45, according to brand; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 90c to \$1, gallons, \$2.25 to 2.40, and preserved fancy quarters at \$1.35 to \$1.40; salmon, new pack "Horseshoe," \$1.35 to \$1.40, in tall tins; do., Cohoes, \$1.15 to \$1.20; canned mackerel, \$1 to \$1.10; new lobsters, \$1.80 to \$1.85 for tall tins; flats, \$2.35 to \$2.40; half tins, \$1.35. Canadian canned beef, 1's, \$1.65 to \$1.75; 2's, \$2.65 to \$2.75; 6's, \$8 to \$8 25; 14's, \$18 to \$19. Chicago canned beef, 1's, \$1.75 per dozen; 2's, \$2 85. Australian mutton, boiled, 2 lb. cans, \$3.40; ditto, corned and roast, \$3.75.

COFFEE.

Outside markets are dull and unsettled. Locally the conditions are much as before. We quote green in bags as follows: Rio (new season), 19 to 21c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 20 to 22½c.; Java, 28 to 33c.; Mocha, 30 to 35c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 25c. In New York there is a better feeling to be noted in Brazilian coffees.

RICE.

Business continues to be of a moderate character at unchanged prices. We quote: "B," 3½ to 3¾c.; extra Japan, 5¼ to 5¾c.; imported Japan, 5¼ to 6¼c.; tapioca, pearl, 3½ to 5½c.

SPICES.

Outside markets are strong on cassia, and the market appears to be generally steady. The local market continues fairly active. We quote: Pure black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, 22 to 25c. per lb.

NUTS.

Advices state that although almonds will be a very small crop, prices will not rule high

on account of the United States having bought rather freely of last year's crop. Walnuts will be cheaper than last year, and the same may be said of filberts. Local market is unchanged. We quote: Brazil nuts, 11 to 11½c.; Sicily shelled almonds, 25 to 26c.; Tarragona almonds, 14 to 14½c.; peanuts, 10 to 12c. for roasted, and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 14 to 15c.; Marbot walnuts, 10 to 12c.; Bordeaux walnuts, 12 to 13c.; Sicily filberts, 9 to 10c. for sacks and 10½ to 11c. for small lots; pecans, 10½ to 11c.

SUGAR.

While the feeling in the outside markets is rather steadier, on the local market prices are rather easier, the cutting which has been going on among the refineries during the past week or two having become more general. Little or no improvement is yet to be noted in the demand. We quote: Granulated, No. 1, 4½c.; do., No. 2, 3¾ to 4c.; yellows, 3¾ to 3¼c.

N. Y. Journal of Commerce, September 10: "There is still evidence of some degree of uncertainty about the going out of the season for old sugars, and it is claimed that here and there a holder may be found who has an idea that it would be better to clean up at about ruling rates than to wait for fuller figures. The majority, however, entertain a more hopeful view of affairs, and are willing to attempt a contest for a fuller range of figures. Meltings are running full, European accounts remain steady, and refiners appear to want more stock than they control for immediate use."

SYRUPS.

The little demand that there is is mostly for the better grades. We quote: Dark, 30 to 32c.; medium, 33 to 35c.; bright, 40 to 42c.

MOLASSES.

The movement continues very light at unchanged prices. We quote: New Orleans,

W. WILSON

BAY STREET

TORONTO

Is now manufacturing a

PURE MALT VINEGAR

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

NOW FOR THE FALL TRADE

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

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

BERLIN BRUSH CO.

Berlin, Ont.

TORONTO BEING

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

"SALADA"

CEYLON TEA

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

P. C. LARKIN & CO.

25 Front St. East.
and TORONTO
318 St. Paul St., MONTREAL.

SURPRISE SOAP

1 8 1/2 - 9 1/2 / 13 1/2 / 14 7

Best for Wash Day

SURPRISE SOAP

Is offered for sale by all Wholesale Grocers in Canada of good standing.

THE RETAIL PROFIT IS GOOD.

BRANCHES—

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

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

barrels, 30 to 32c.; half-bbls., 33½ to 35c.; Barbadoes, barrels, 31 to 35c.; half-barrels, 33 to 37c.

TEAS.

A little better demand is to be noted for low and medium grade teas, including Japans, Ceylons, Assams and Congous of low. Green teas are scarce, and on the local market scarcer than they have been for years. A cable received on Tuesday announces a little firmer feeling on the finer grades of Ceylon tea. A London tea circular of August 30, says: "Reports from both India and Ceylon seem to indicate that the supply available for the present season will not be as large as was originally anticipated. Consequently, the outlook appears decidedly more hopeful, and the recent low prices of certain grades may encourage purchasers to go more freely into stock at about present prices." It is now conceded that the recent heavy arrivals of Indian tea in London which weakened the market were the result of better transport arrangements, and, although exports from Calcutta were a few weeks ago ahead, now they are about on a par with the same date last year. We quote ruling prices to retailers: Young Hysons, 12 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 35 to 55c. for high grades; Japans, 16 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 45c. for high grades.

DRIED FRUITS.

Valencia raisins of this season's growth are now in stock with the wholesale trade. The quality of the fruit is excellent, and the demand is good. The quantity, however, is

limited, but the second shipment is near at hand. The kind now in stock is all fine off-stalk, the ruling price for which is 6 to 6½c.

Currants continue in good demand. The general market, as is noted in our editorial columns, is not satisfactory. We quote as before: Filiatras, half-bbls., 4 to 4½c., bbls., 4½c.; fine Filiatras, half-bbls., 4¼c., bbls., 4¾c.; Patras, 5½c., in cases; Casalinas, 4½ to 5¼c.; Vostizzas, 6½ to 7c. in cases and half-cases.

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

The feeling in California dried fruits is a little better than it was. Locally there is no change. We quote: Apricots and peaches, 12½ to 13½c. per lb., new apricots, 15c.; nectarines, 13½c.; pitted plums, 12½ to 13c.

Samples of new season's Sultana raisins shown this week are of excellent quality and rather better than last year. Advices from England indicate the same regarding samples shown there. Shipments of the new fruit are expected in a few days. The idea for old fruit is still 6½ to 7c.

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

Dates are dull and unchanged at 4¼c. up.

GREEN FRUIT.

Trade is good, business being somewhat increased by the Industrial Exhibition which lasts two weeks and brings thousands of people into the city. Domestic fruits are somewhat scarcer than last week. Lemons remain firm, and no cheaper prices are expected for two weeks or so, when some

Malagas, which are booked to arrive, will probably be quoted at \$6 to \$7. California fruit is scarce, the season being pretty well on. California plums and pears are practically done, while a few peaches are expected to arrive yet. Canadian grapes are a little scarce this week, and higher. Some peaches brought in from Michigan have proven of poor quality, and have not paid freight and Customs' charges. Some of these are rotting on the street. We quote prices: Lemons—Sorrento, Palermo and Verdilla, \$8 per case. Oranges—California seedlings, \$3.50 to \$4; Sorrento, \$3.75 to \$4. Bananas, \$1 to \$1.50; coconuts, \$3.50 to \$4 a sack; cucumbers, Canadian, 15c. per basket; new cabbage, 75c. to \$1 per bbl.; Canadian tomatoes, 15 to 35c. per basket. Green California fruit—Peaches, \$1.40 to \$1.75 in boxes; pears, \$2.50 to \$3; plums, \$1.25 to \$1.75; green apples, \$1.50 to \$1.75 a barrel; watermelons, 15 to 20c. each; muskmelons, 35 to 40c. per basket; grapes, 3½ to 5c. per pound; Canadian Crawford peaches, \$1.25 to \$1.50 per basket; Delaware Crawfords, \$1.50 to \$1.65; Canadian Bartlett pears, 75 to 90c. per basket; other grades, 30 to 60c.; Spanish onions, \$1 per small crate; Portugal onions, \$3 per large crate.

BUTTER, CHEESE AND EGGS.

BUTTER—Good qualities still bring the same prices as last week, while inferior grades are as weak as ever. We quote: Old summer dairy and store packed, 7 to 9c.; fresh prints, 16 to 17c.; fresh tubs, 15 to 16c.; Fresh creamery—Tubs, 18 to 19c.; pound prints, 21 to 22c.

CHEESE—The situation is not changed, there being little export demand. Buyers have been offering 7½c. for August Can-

NOW IS THE TIME TO STORE YOUR EGGS, BUTTER AND CHEESE

Rates and information from . .

W. H. LECKIE, Manager,

THE TORONTO COLD STORAGE CO., TORONTO

Telephone No. 471.

Established 1870.

JOHN HAWLEY

Provision and Commission Merchant

Butter Eggs Lard Apples Cheese Etc.

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

88 Front Street East, TORONTO

White & Co.

70 Colborne St. - TORONTO

Still lead for the

Choicest of Fruits

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

Our sales of . .

Silver Star Soap

Are steadily increasing. No better 5c. cake on the market. Write us for prices and terms.

GUELPH SOAP CO.,

Sole Manufacturers

GUELPH, ONT.

ANTOINE SOLARI

Head Offices :

GRAND VEZIR HAN

Smyrna

Importer and exporter of Dried Fruit, Smyrna Figs and Sultana Raisins

All orders executed at lowest prices.

Agent for Canada :

E. FIELDING

27 Front Street East; TORONTO

COWAN'S
COCOAS
OFFEES
CHOCOLATES
AND ICINGS

are absolutely pure.

All orders promptly attended to.

THE COWAN CO., Ltd.

470 King St. West,

Toronto, Canada.

adian makes, and 8c. for the balance of the season. Last August and September makes bring 10 to 10½c. It is hard yet to tell what effect the agitation in England against our cheese will have.

EGGS—Are still firm at about 12c.

COUNTRY PRODUCE

BEANS—The new crop has come in, reducing the price to \$1.50 to \$1.60.

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

EVAPORATED APPLES—Reduced to 7 to 7½c. by jobbers.

POTATOES—Are still unsalable at any price almost.

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

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

HAY—Is firm at \$12.50 in car lots and \$14 in small lots. The prospect is that prices will be maintained and perhaps advanced later in the season.

PROVISIONS AND DRESSED HOGS.

Dressed hogs are weaker at \$6.25 to \$6.75 per 100 lbs. The decline in price is due to the fact that killing has begun, and that in six weeks or so new cured goods will be on the market. Some products are a shade cheaper, notably lard. We quote :

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

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

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

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

FLOUR AND FEED.

WHEAT—White, 63c.; red, 63c.; goose, 54½ to 55c.

OATS—35c. per bush.

BARLEY—40c. per bush.

FLOUR—The market is very dull. Straight rollers continues to decline in price. Prices are: Straight roller, \$3 to \$3.50; Manitoba, \$4; patents, \$4.25.

BREAKFAST FOODS—The big harvest return have had the effect of bringing down the prices of foods. We quote prices, at which a fair trade is done: Standard oatmeal and rolled oats, \$3.60 to \$3.70; rolled wheat, \$2.15 in 100 lb. barrels; cornmeal, \$3.20; split peas, \$3.25; pot barley, \$3.50.

FISH.

The Exhibition has increased the demand, but the supply of fresh fish is too small to enable dealers to take advantage of the situation. Prices are unchanged. We quote: Skinned and boned codfish, 6½c.; boneless fish, 3½ to 4c.; haddock, 5 to 6c.; Labrador herring, \$3.25 to \$3.50 per half barrel and \$5.50 to \$5.75 per barrel; Newfoundland herring,

Graham, McLean & Co.

Produce Commission Merchants

77 Colborne St. TORONTO.

Toronto Agents for the

UNION PRODUCE CO.'S CREAM CHEESE

Seven styles, seven sizes. Write for sample order.

MARINE INSURANCE

The Mannheim Insurance Company

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

Further particulars obtainable by applying to Local Agent, or to

JAMES J. RILEY & SONS

Managers for Canada — Montreal

Rutherford, Marshall & Co.

Wholesale Produce and Commission Merchants

62 FRONT ST. EAST, - TORONTO.

Correspondence Invited.
Consignments Solicited.

EGG CASES SUPPLIED

Liberal advances made
on consignments.

Bankers: Canadian Bank of Commerce.

W. N. LAZIER

Box 341, VICTORIA, B.C.

Agent for . . .

REMINGTON MACHINE CO.

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

Fresh Fruits

ALL KINDS in their
season

Special attention given to
mail orders.

=====
CLEMES BROS. - TORONTO

\$2.50 per half barrel, and \$4.50 to \$4.75 per barrel; fresh water salt herring, \$3 per bbl.; blue-back herring, 3c.; pike, 4½ to 5c. per lb.; flitched cod, 5c.; finnan haddies, 8c.; Digby herring, in bundles of 5 boxes, 11c.; ditto, lengthwise, 10c.; large halibut, 10 to 13c.; Georgian Bay trout, 7 to 8c.; white fish, 8 to 9c.; Restigouche salmon, 20 to 25c.; mackerel, 20 to 25c.; steak cod, 7 to 8c.; haddock, 6c.; black bass, 9 to 10½c. Fresh Lake Erie herring, \$2.50 per 100.

SEEDS.

At outside points \$4 to \$4.70 is still paid for choice alsike, but trade is quiet. Jobbers have been selling small lots of timothy very freely for two weeks past, but the business in this line is about over.

SALT.

Trade is pretty good, and prices in Toronto are unchanged, although some of the well men are cutting quotations. We quote: Barrels, 85c.; coarse sacks, 58c.; fine sacks, 60c.; dairy, \$1.25; rock, \$10.

HIDES, SKINS, WOOL AND TALLOW.

There is absolutely no change in the situation.

HIDES—Are still accumulating. Big dealers are selling cured as low as 8¾c., but are paying 8c. and 7c. for No. 1 and No. 2 green.

SHEEPSKINS—Lambskins and shearlings have risen to 55c.

CALFSKINS—Nothing doing.

WOOL—Trade is dull. Fleece combings still quoted at 24c.; unwashed at 14c.; rejections at 17 to 18c. In pulled wools supers are quoted at 21 to 22c., and extras at 22 to 23c.

PETROLEUM.

The Industrial Exhibition has had a bad effect on trade in this city, but jobbers are looking for better business and higher prices soon, so they say. We quote in 1 to 10 lb. lots, imperial gallon, Toronto: Canadian, 16c.; carbon safety, 18c.; Canadian water white, 18c.; American water white, 20½c.; photogene, 21½ to 22c.

TORONTO NOTES.

Dawson & Co. have received a shipment of Verdilla lemons.

Smith & Keighley have got their new candied peals in stock.

Dawson & Co. have in a car of California grapes and peaches.

S. K. Moyer is now in receipt of regular shipments of oysters.

Davidson & Hay offer Beardley's shredded codfish; also "Star" herring.

New season's Ceylons and Hysons are arriving this week for Davidson & Hay.

Clemes Bros. report the first arrival of Spanish onions. They came in two cars.

A pyramid of "Kurma" tea is a feature of Davidson & Hay's sample room this week.

John Sloan & Co. are in receipt of a shipment of new pack peas, corn and tomatoes.

H. P. Eckardt & Co. are offering syrup in half-barrels suitable for the lumbering trade.

Smith & Keighley expect their first lot of new season's Sultana raisins in the course of a few days.

Davidson & Hay report an unusually

large number of visits from their customers and friends during the first week of the Fair.

J. W. Lang & Co. have in stock a shipment of Martin Wagner's sliced pineapple in 2-lb. tins.

H. P. Eckardt & Co. have J. D. Arguimbau's new season's fine off-stalk Valencia raisins in stock.

HAMILTON NOTES.

W. H. Gillard & Co. are selling large quantities of jams in 7-lb. pails at a low figure.

The Unicorn prunes which W. H. Gillard & Co. have lately received are of fine quality, and are finding a ready sale.

The direct shipment of Rio coffee which W. H. Gillard & Co. have lately been in receipt of is nearly all sold. A hint.

A neat 1-lb. tin of coffee is being put on the market by Lucas, Steele & Bristol. This firm also have their L. P. & Co. No. 1 blend packed in 2-lb. tins whole and ground.

The new Valencia raisins sent out by Lucas, Steele & Bristol are giving excellent satisfaction, quality being away ahead of last year. The firm is quoting low prices for later delivery.

John Mouat, W. H. Gillard & Co.'s Northwest representative, in a recent letter to the house, stated that never before in his recollection had the prospects in Manitoba and the Northwest been so bright. Everything is looking cheerful there, he says.

BRANTFORD NOTES.

Wm. Paterson & Son report a heavy sale on their "quart sealer pickle package." Cases hold 1 dozen.

Wm. Paterson & Son have a large stock of this season's jams, and will be pleased to send samples and quote prices.

"We are already at work on Christmas novelties," write Wm. Paterson & Son. "Travelers will have samples out in about two weeks."

QUEBEC MARKETS.

MONTREAL, Sept. 12, 1895.

GROCERIES.

THE grocery market does not present any new feature, and business is quiet on the whole. Trade has been interfered to a certain extent by the fall fairs, but is picking up again this week. Nothing special to report except that sugar values continue more or less unsettled, and this fact checks demand to a certain extent. Teas are quiet, but more activity is looked for at the end of the month. Syrups and molasses are unchanged. Dried fruit still rule quiet, and quotations on new crop Mediterranean fruit continue easy on the whole, but do not induce much business. The first arrivals of new French prunes are selling here this week. In canned goods business is

very quiet, as consumers are well supplied with cheap green fruits and vegetables. Other lines are unchanged.

SUGAR.

Though business has picked up to a certain extent in sugar, values are not settled, and the fact has a deterrent influence. If anything the present disposition is rather easier than it was, though no quotable change can be cited. At the refineries sales are being freely made at 4c. for granulated and 3 1-16 to 3¾c. for yellows. Many jobbers ask an advance on these prices, but the fact that some are willing to sell at cost or nearly so makes it difficult to give a reliable jobbing range. We quote: 4½ to 4¾c. on granulated and 3¼ to 3½c. on yellows. The week's volume of business both from first and second hands has been larger.

SYRUPS.

The situation of this market is unchanged. Stocks in both refiners' and jobbers' hands are not heavy, and prices are firmly held at 1¾ to 2½c., as to quality and quantity.

MOLASSES.

Business in molasses has been very quiet and chiefly for small lots. Some improvement is looked for, however, toward the end of the month when the lumbermen commence to think of outfits. Prices are firm at 37c. for Barbadoes, and 36c. for Porto Rico, in small lots.

RICE.

Business in rice is fairly active for the season, and values rule firm. We quote: Japan, \$4.30 to \$4.50; crystal Japan, \$4.80 to \$5; standard B, \$3.45; C. C. style, \$3.20; Patna, \$4.37½ to \$5; and Carolina, \$7 to \$7.50.

SPICES.

These are without material change. Demand is of a limited character, but prices rule firm. We quote: Penang black pepper, 8 to 10c.; white pepper, 13 to 15c.; cloves, whole, 10 to 20c.; cassia, whole, 10 to 20c.; nutmegs, 40 to 90c.; Jamaica ginger, 20 to 25c., as to grade.

COFFEES.

There has been little change in the coffee market. An ordinary sort of trade is doing from the mills, but business in green bean is quiet, no large sales being noted. In fact, the market is featureless. We quote green bean coffee: Maracaibo, 20 to 22c.; Rio, 19 to 20c.; Java, 24 to 28c.; Jamaica, 19 to 21c.; and Mocha, 27 to 31c.

VISITING..

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

JAMES A. SKINNER & CO.

(In Liquidation.)

64 and 66 Wellington St., West, - TORONTO.

When at the Fair

You must have been struck with the exhibits of the following first-class goods :



Truro Condensed Milk and Canning Co.'s

“REINDEER” Brand of Condensed Milk. It has always been the best and most popular brand.

MacLaren's “Imperial” Cheese Their new style **WHITE OPAL POT** (\$2.40 per doz. size) is a trade winner.



“Van Houten's” Cocoa

Following sizes	{		Per doz.		Per doz.
		1/8 lb.....	\$1 45	1/2 lb.....	\$5 00
		1/4 lb.....	2 65	1 lb.....	9 50

“Columbus” brand

California Canned Goods. Peaches, Pears, Plums, Apricots, Cherries, Nectarines, and Muscat Grapes. **THE FINEST PACKED.**

WE SELL THEM ALL.

THE **EBY, BLAIN COMPANY** LTD.

Wholesale Grocers

TORONTO - - ONTARIO

TEAS.

There is a fair jobbing demand for teas, but in a large way the market is quiet. Japans between 12c. and 18c. are the most active sellers at present and are rather scarce here. Black teas have been enquired for to a small extent and business has been worked for small lots at 14½c. On the whole the market is quiet and no great activity is looked for before the middle or end of the month. We quote: Low grade Japans, 12½ to 14c.; medium, 16 to 18c.; fine, 19 to 22½c., and choice, 24 to 31c.

DRIED FRUIT.

There has been a fair jobbing call for Valencia raisins, demand for which has been more active this week. No important business in new fruit has yet been noted. For sales from stock here prices are firm, as the supply is light, but offers on new crop to arrive are low comparatively. Valencia layers have sold here in straight lots at 3½c. for fine off stalk, and layers at 4½ to 5c. In a jobbing way, however, we quote ordinary off stalk, 4 to 4¼c., and layers, 4¾ to 5½c., as to grade.

California raisins are held steady at 6½c. for 4-crown layers, and 5½c. for 3-crown layers.

The currant market is quiet. Stocks here are becoming reduced. Prices are steady at 3¼ to 3½c. in barrels and half-barrels, and 3¾ to 4½c. in cases.

The first new French prunes got in this week. They show fair quality, and are selling at 4¾ to 5c. California prunes are held at 6¼ to 6½c.

Dates are quiet and unchanged, at 4½ to 5c., as to grade.

Figs are featureless, at 9 to 12c. per lb., as to grade, in boxes.

Evaporated fruit are enquired for in a small way. Prices rule steady as last quoted. We quote: Apricots, 14 to 17c.; peaches, 9 to 10c.; pears, 9 to 10c.; plums, 9 to 9½c., and apples, 9 to 10c.

NUTS.

There is no change in nuts, and business continues quiet on the whole. We quote: Brazils, 8 to 9c.; shelled almonds, 18 to 25c.; Tarragona, 12 to 13c.; Grenoble walnuts, 12 to 13c.; shelled ditto, 24 to 25c.; filberts, 6½ to 7½c.; and pecans, 8 to 10c.

CANNED GOODS.

There is very little movement in the canned goods, especially in vegetables and fruits, as the market is well supplied with green stock of all kinds. Corn, peas and tomatoes are selling in small way at 80 to 85c., and it is claimed that round lots of corn can be had here for 72½c. Lobsters are quoted firm, all the pack being out of packers' hands now or nearly so. Talls are held at \$6.50 to \$7 and flats \$8.50 to \$9 per case. We quote as follows: Lobsters,

\$6.50 to \$9 per case; sardines, \$8.50 to \$10.50; salmon, \$5.20 to \$5.50; mackerel, \$5; tomatoes, 80 to 90c. per doz.; peaches, \$1.90 to \$3 per doz.; corn, 80 to 90c. per doz.; peas, 80 to 90c. per doz.; strawberries, \$2.25 to \$2.50; raspberries, \$2; green gages, \$2 to \$2.25; blue plums or damsons, \$1.50 to \$1.75; pineapples, \$2.25 to \$2.50, and 3-lb. apples, 90c. to \$1.10.

GREEN FRUIT.

There is no change in green fruit, which rules quiet and unchanged in the main.

APPLES—Receipts of these continue large and prices are easy at \$1.20 to \$2 per bbl.

PEARS—No change to note from \$1.75 to \$2.25 per case.

ORANGES—Little or none here, and price is nominal.

LEMONS—The market is almost entirely bare of lemons, which are quoted nominally as high as \$8 per case.

CALIFORNIA FRUIT—Receipts continue fair, but the market is kept well cleaned up. We quote: Peaches, \$1.25 to \$1.50; plums, \$1.20 to \$1.50, and pears, \$2.25 to \$2.50, as to grade.

FISH.

There is nothing new in the fish market. Receipts of pickled fish are considerable from below, and prices rule easy, with buyers slow. Car lots of large No. 1 herrings are offered at \$4.25 per bbl. here, and are jobbing at \$4.75. Cape Breton are held at \$5 to \$5.25. New pickled Labrador salmon have sold at \$13 and B.C. at \$10.50. No. 1 green cod are offering at \$4.50 to \$4.75 and dry cod at \$4.50 to \$5.

In prepared fish, boneless cod are firm at 6c., and smoked herring 9 to 10c. Haddies are arriving freely and are offering at 7 to 7½c. These are among the first arrivals.

The first lots of kippered herrings are expected this week, and are offered at \$2 per box.

In fresh fish, salmon are steady at 12½ to 13c. per lb., while fresh haddock and cod sell steady at 4c.

COUNTRY PRODUCE.

EGGS—There is an improved feeling in eggs, and the market has taken a stronger turn. Prices have stiffened a trifle in consequence to 9 to 11c., as to grade.

POTATOES—There is no change in potatoes, which are quiet at 35 to 45c. per bag.

HOPS—Demand for these is limited. Old hops are quoted at 5 to 7c., and new hops were offered for the first time at 9 to 10c.

TALLOW—Little or no change is to note. Prime refined is quoted at 6 to 6½c., and lower grades, 5 to 5½c.

MAPLE PRODUCTS—Business slow. We quote: Sugar at 6½ to 7½c. for new and 4 to 6c. for old; maple syrup in wood at 4 to 5c. per lb., and 50 to 60c. per tin.

BEANS—Sales of hand-picked were made in a small way at \$1.80. Nothing doing in other grades.

HAY—This market is rather firmer than it was, and under an improved demand prices have advanced 50c. to \$1 per ton since our last. We quote: No. 1 Timothy, \$11, and No. 2, \$9.50.

PROVISIONS.

The demand for provisions on spot is limited, and market quiet and steady. We quote: Canadian short cut, clear, \$15.50 to \$16; Canadian short cut, mess, \$17 to \$17.50; hams, city cured, per lb., 9 to 11c.; lard, Canadian, in pails, 9¾ to 10¼c.; bacon, per lb., 9 to 11c.; lard, com. refined, per lb., 7¼ to 7¾c.

FLOUR, MEAL AND FEED.

There is a good demand for Manitoba flour, and the market was more active than it has been. Ontario grades, however, are still moving slow and sales are principally in small lots to fill actual wants. We quote: Winter wheat, \$4 to \$4.25; spring wheat, patents, \$4.15; straight roller, \$3.65 to \$3.75; straight roller, bags, \$1.65 to \$1.80; extra, bags, \$1.50 to \$1.60; Manitoba strong bakers', \$3.90 to \$4.

Demand for oatmeal continues slow, and the market quiet and steady. We quote: Standard, bbls., \$3.70 to \$3.80; granulated, bbls., \$3.80 to \$3.90; rolled oats, bbls., \$3.80 to \$3.90.

A fair business is reported in feed at steady prices. We quote: Bran, \$15.50 to \$16; shorts, \$16.50 to \$17; mouillie, \$20.50 to \$21.50.

CHEESE.

The cheese market continues to ease off and is fully ¼ to ½c. below what it was a week ago. Sales were made this week of 8,000 boxes of French country cheese at 7 to 7½c., and this is the only kind quotable here, while a round lot of 3,500 Eastern Ontario makes, from along the line of the G.T.R., sold at 7½ to 7¾c. These large transactions show the decline in the market clearly.

BUTTER.

The butter market is without change. Exporters are not active buyers at ruling prices, and the trade on local account is not very noticeable. We quote: Finest creamery, 17¼ to 17½c.; finest Townships dairy, 14 to 14½c.; finest Western dairy, 12 to 13½c.

ASHES.

The ashes market is rather firmer in its tone, though business is quiet. We quote: First pots, \$4.05 to \$4.15; seconds, \$3.80 to \$3.85, and pearls, \$4.80 to \$4.85.

MONTREAL NOTES.

The first receipts of new kippered herring have been received on this market this

EDINBURGH

SYMINGTON'S

ESSENCE OF **COFFEE**

IS UNEQUALLED.

ORDER
NOW

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

**TRADE
BEARDSLEY'S SHREDDED CODFISH
MARK**

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

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

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**FRUIT
PRODUCE
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**32 WEST MARKET STREET
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GENERAL... **FRUIT
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25 and 27 Church street,
TORONTO, ONT.
Consignments of FRUIT and PRODUCE SOLI-
CITED. Ample Storage.
All orders will receive our best attention.

SHOULDERS
MILD
SWEET
CURED
JUST
THE SAME AS **HAMS**

BEST VALUE IN THE MARKET
Special Prices in Barrel Lots.

F. W. FEARMAN
HAMILTON

THE BEST IN THE MARKET.
Ask your wholesale grocer for it.



THE FOAM YEAST CO., LTD. TORONTO.
79 Esplanade.

week. Leonard Bros. and D. Hatton & Co. both were recipients.

Laporte, Martin & Co. are offering special values in new pack canned vegetables and fruits of all kinds.

Mr. Rose, of Rose & Laflamme, returned from a ten days' business tour in the west at the close of last week. He considers business prospects fair.

Advices to A. P. Tippet & Co. from Fresno, California, state that the quality of the first shipments of prunes, etc., will be excellent on the whole.

Laporte, Martin & Co. turned into stock this week shipments of Lazenby's pickles and Dufort & Co.'s fine French prunes.

Lemons have been excited and higher. The market is bare of them here, and the nominal asking price is \$8 per case.

The tea market is expected to pick up toward the end of the month. Advices to J. Alex. Gordon & Co. from primary markets are fairly steady.

Hudon, Hebert & Cie are quoting a Red-path and St. Lawrence yellow sugar at 2 3/4c. —that is the best value on the market. They offer to send samples on receipt of postal card asking for them.

Prices have had an easier tendency on yellow sugars during the past eight days, and it is claimed that as low as 3c. has been accepted for round lots.

The first arrivals of California raisins are expected on this market by the end of next week. They were bought in New York at 3 1/2c. f.o.b. there.

The yacht race occupied so much of merchants' attention in Montreal on Tuesday that THE CANADIAN GROCER had to pay

SITUATION VACANT.

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

**NORTHERN
ASSURANCE COMPANY**
Established 1836. OF LONDON.

Capital and Funds, \$36,465,000.
Revenue, \$5,545,000.
Dominion Deposit, \$200,000.

Canadian Branch Office, 1724 Notre Dame St., Montreal.

ROBERT W. TYRE - Manager.
G. E. MOBERLEY, Inspector.

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

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

MAPLE SYRUP
W. M. RYAN,
Toronto,
Pork Packer and Commission Merchant Write for prices. A trial order will convince

S. K. MOYER,
Commission Merchant and Wholesale Dealer in
FRUITS, VEGETABLES, AND FISH
SPECIALTIES:—Oranges, Lemons, Dates, Bananas, Pineapples, Peanuts, Cocoanuts, Trout, White Fish, Baltimore Cabbage, Cucumbers, New Potatoes, and Strawberries.
76 COLBORNE ST., TORONTO, ONT.
Telephone 1084

It will be worth your while to ask for prices on

**BREAKFAST BACON
BACKS ROLLS**
"MAPLE LEAF BRAND"

D. GUNN, FLAVELLE & CO.
Pork Packers and Commission Merchants TORONTO

Has our traveller called on you
to receive your order for all kinds of pure

MALT, WHITE WINE OR CIDER VINEGARS ?
If not, send in your order to us for the cheapest and best Vinegar on the market.

THE DOVER VINEGAR WORKS
PORT DOVER, ONT.

several calls before it could collect some of its market facts for this week's issue.

Some close figures on sugars, raisins, currants, dates and canned goods are given by Hudon, Hebert & Cie in their advertisement this week. The canned goods are 1895 pack for delivery September and October, buyers' option.

Robert Greig & Co., St. Paul street, have got out a handy pamphlet, giving the prices current of the different specialties they handle. The fact that the complete list of goods takes up fifteen closely printed pages affords a good idea of the extensive assortment that the firm are prepared to talk business on.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER

ST. JOHN, N.B., Sept. 12, 1895.

BUSINESS has shown an improvement during the past week, and those who have been out through the province say the feeling is much more hopeful. Through Carleton county, the garden of New Brunswick, the crop has been a splendid one. The oat yield has been very large and there is little change in prices in the city. Cream of tartar is quoted from outside very high, and some expect even higher figures. The last quotation THE CANADIAN GROCER heard was 81s. Granulated sugar and butter are rather firmer. Flour, meal and oats are weak. Tea is reported rather easier on the London market.

SALT—The cargo of salt spoken of last week is to hand and finds a fair sale from ship's side. The market is now well supplied, and as there are other cargoes to arrive the feeling is easy. In table salt the Windsor people are pushing a new package. Their salt has met a good demand here, and no doubt the new package will be well received. Salt has been sold in that style of package on this market for some time, the first being an American salt. We quote: Coarse, 50 to 55c.; fine factory filled, 95c. to \$1.10; 5-lb. bags, \$3 per bbl.; 10-lb. bags, \$2.80 per bbl.; 20-lb. boxes, 20c.; 10-lb. boxes, 12c.; cartoons, \$2 per doz.; bulk dry, \$2.80 per bbl.; bulk, cheese, \$2.70.

CANNED GOODS—The easy feeling in beef continues, though prices are as last week. Sales are light. The salmon spoken of last week are here, and are selling at \$5.75 to \$6. Others are expected to arrive shortly. Outside of the new, the market is bare, and but about half the usual quantity is bought to arrive. We trust this will aid in getting a better profit. Everywhere is heard the complaint of the small margin in canned goods, and with no one but the merchants to blame. Some Canadian peaches have been offered during the week. Prices show quite a range. In this market Canadian are preferred to American. Baltimores are often bought, but rarely give the satisfaction expected. Prices are: Corn, 95c. to \$1; peas, 95c. to \$1; tomatoes, \$1 to \$1.05; corned beef, 2-lb. tins, \$2.50 to \$2.75; 1-lb. tins, \$1.30 to \$1.50; oysters, 2's, \$2 to \$2.25; 1's, \$1.60 to \$1.65; peaches, 3's, \$3; 2's, \$2; lobsters, \$1.75 to \$2; haddies, \$1.40; salmon, \$1.50; flat, \$1.75; clams, \$5.50 for 4 doz.;

chowder, \$3 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1; pineapples, \$2 75 to \$3.

DRIED FRUIT—There is more life, and buyers are beginning to move in regard to Valentias. The market is weak and appears to go lower. Present prices, however, appear safe. New currants are quoted, and are rather easier than was expected, being about the same as last year. Dried and evaporated apples continue dull, and California evaporated fruit shows no sale. We quote: Sultana raisins, 6 to 8c.; Valencia, 4c.; layers, 5c.; London layers, \$2 to \$2 25; California loose muscatels, 5 to 5 1/2c.; currants, bbls., 3 3/4c.; half-cases, 4c.; evaporated apples, 7 1/2 to 8c.; dried apples, 5 1/2 to 5 3/4c.; dates, 4 to 4 1/2c.; prunes, 4 to 5c.; figs, 11 to 18c.; California evaporated peaches, 12 to 13c.; do. apricots, 12 to 14c.; do. pears, 12 1/2c.; cleaned currants, bulk, 6 1/2c.; 1 lb. cartoons, 7 1/2c.; American onions, \$3 50 per bbl.; cocoanuts, \$4 per 100.

GREEN FRUIT—There is not the usual quantity of California fruit arriving this week. Nova Scotia pears, plums and apples are coming to hand freely. Prices are low. Shippers of plums should remember that Saturday is the worst day of the week for these to arrive in the city. Apples continue low. Best qualities not yet arriving. Pears have a good sale and quality is as a rule good. West India oranges are about all that are now offered. Lemons very scarce. Canadian grapes are coming to hand and are good quality. Peaches are scarce. Crab-apples are very plentiful, demand being but fair. Prices low. We quote: Peaches, \$2; pears, \$4 to \$5.50; California pears, \$3.50; apples, \$1 to \$2 per bbl.; lemons, \$6.50 to \$7; bananas, \$1 to \$2.50; California plums, \$2.50; grapes, 60 to 75c.; West India oranges, \$5.50 per bbl.; Nova Scotia pears, Clapp's Favorite and Bartlett, \$2 to \$2.50 half bbl.; plums, basket, 50 to 55c.; plums, boxes, pecks, 55 to 60c.

DAIRY PRODUCE—Eggs arrive in fair quantities and demand is regular. There is but no change in price for some time, and quality is generally satisfactory. Butter shows an improvement, but there are fair quantities through the country. The trouble is to get it good. Creameries have all advanced their prices and report a good demand. In cheese—there is the rub. It is reported that in Carleton and York large quantities of cheese, early made, are held. In King's county they have done better, that is, they are more sold up, though at prices below cost. One set of factories has, it is said, two or three cars in cold storage in Montreal. Buyers are offish, though they report a good local demand. We quote: New cheese, 8 1/2 to 9c.; new butter, 17 to 18c.; eggs, 12 to 12 3/4c.; fresh creamery prints, 22 to 23c.; tubs, 20 to 21c.

MOLASSES—There is nothing new to report. Till later in the fall, movement will be light. Stocks are fair, while holders of best qualities are firm. We quote: Barbadoes, 32 to 34c.; St. Croix, 32 to 33c.; Porto Rico, 34 to 36c.; syrup, 35c.; Trinidad, 32 to 33c.; New Orleans, bbls, 34 to 35c.

SUGAR—Fair demand and prices rather firmer, though local dealers have only advanced granulated to about refinery prices. Yellows show good inquiry. Some Montreal was sold here during the past week. We quote: Granulated, 4 1/2 to 4 3/4c.; yellow, 3 1/2 to 3 3/4c.; Paris lump, 5 to 5 1/2c.; powdered, 5 to 5 1/2c.

FISH—There is a fair demand, and all kinds are arriving quite freely, though in

E. T. STURDEE

Mercantile Broker,
Manufacturers' Agent,

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

Wholesale trade only.

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

C. & E. MACMICHAEL,
40 DOCK ST., ST. JOHN, N.B.

The Bell Cigar

Is the leading 5 cent, and

Spanish Doubloon

The leading 10 cent smoke.

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

Like the Band

Always at the Head

GOLDEN

FINNAN HADDIES

LEAD THE PROCESSION
OF CANNED FISH.

Quality guaranteed or money refunded.

Wholesale by

J. W. LANG & CO.
TORONTO

FISH

GUARANTEED

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

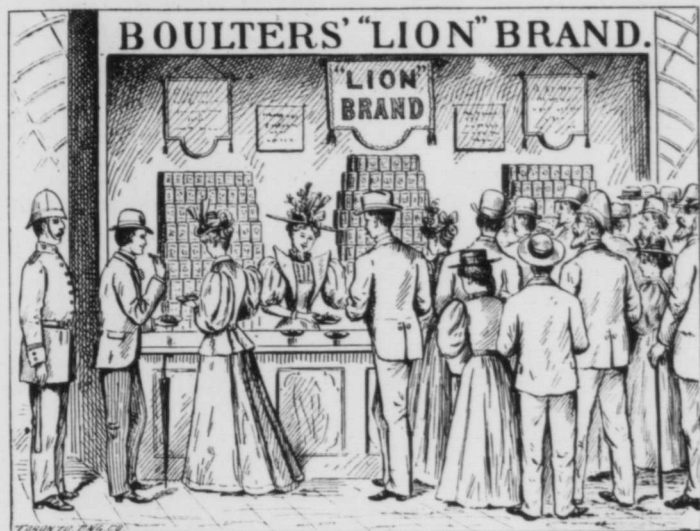
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JOHN SEALY - St. John, N.B.



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Did you see them ?

If you didn't it was the fault of the crowd. Police-men had to keep the people moving past our exhibit. It was simply "OUT OF SIGHT,"—shouting the fact that

**BOULTERS' GOODS
ARE PURE GOODS**

WE WON thousands over—WE CAN WIN you if you will try our goods once.

BE SURE YOU GET

BOULTERS' PEERLESS "LION" BRAND CANNED GOODS

"Knowledge is Power"



A trite old saying, but very apropos in relation to the canned goods business. Our knowledge of what is necessary to produce first-class goods enables us to do the same. Our knowledge is our power. All goods bearing our brand, whether meats, fruits or vegetables, are guaranteed strictly pure, representing absolute perfection of the canner's art.

DELHI CANNING CO.

DELHI, ONT.

fresh shad the catch was very light compared with last week. In last week's report Quoddy River herring were said to be about like rippings, while they are really worth \$1 per half-bbl. more. This week we quote five grades of bay herring, pickled. Smoked are said to have been as low as 3c. ex vessel. We quote: Medium cod, \$3.75; large, \$3.90; small, \$3; pollock, \$1.50; bay herring, \$1.25 to \$1.30; Grand Manan, \$1.40; rippings, \$1.65 to \$1.70; wolves, \$1.90 to \$2; Quoddy River, \$2.50 to 2.60; smoked, 5 to 6c.; shad, half-bbl., pickled, \$5.50.

PROVISIONS—There is rather better demand noted. American pork appears weak, and prices are marked lower. Beef is also rather easier, and prices are quoted 50c. lower. In pure lard, some Ontario and Quebec dealers have marked their quotations up as much as $\frac{3}{4}$ c., but local prices, though firm, show no change. We quote: Clear pork, \$16 to \$16.50; mess, \$16 to \$16.50; plate beef, \$13.50 to \$15; pure lard, 10c.; compound lard, 8c.; cottolene, $9\frac{1}{4}$ to $9\frac{3}{4}$ c.; rolls, 9 to $9\frac{1}{2}$ c.; beef, half-bbls, \$7.

FLOUR, FEED AND MEAL—The report from the millers on flour is that prices are going to be more active shortly. In the meantime, buyers here are offish, and continue to mark prices down, particularly Ontario. In oats the market is dull, and crop reports are for a very large yield. Oatmeal continues easy, as does cornmeal, with the tendency lower. Feed hard to get, but somewhat easier in tone. Beans are also rather easier. Hay is more plentiful than was reported; the new, with what old is held over, will fill all demands. We quote: Manitoba, \$4.60; best Ontario, \$4.15 to \$4.20; medium, \$4 to \$4.10; oatmeal, \$4.10 to \$4.15; cornmeal, \$2.65 to \$2.70; middlings, \$25 on track; bran, \$22.50 to \$23; hand-picked beans, \$1.75 to \$1.80; prime, \$1.65 to \$1.80; split peas, \$3.70; pot barley, \$4.10 to \$4.25; hay, \$11.50 to \$12; oats, 37 to 40c.

ST. JOHN NOTES.

A large crop of buckwheat is reported. Dearborn & Co. received this week the first car of canned salmon to arrive in this market.

C. & E. Macmichael received this week a shipment of fibred codfish in cartoons from Yarmouth, N.S. It is the best thing known for fish cakes.

Geo. M. Shirk, representing Shirk & Snider, millers, was in town this week.

Joseph Tilton, of the firm of Smith & Tilton, and H. B. White are at the Toronto Exhibition. Also Mr. C. F. Harding.

S. H. White & Co., of Sussex, shipped a car of potatoes by last West India steamer.

W. C. Arch bald, of Wolfville, it is said, will have 20,000 baskets of plums as his crop this season, and will plant some 20,000 more fruit trees for next.

Exports from Fredericton this August show a great advance over last—\$24,340, as compared with \$9,199. Imports are some \$3,000 ahead.

A New Brunswick smoker of meats reports sa'es in Boston. There is no doubt the local smokers are holding their own against Ontario in our local market.

From P. E. Island we have the following: They have already shipped to Montreal

9,000 cheese. These will be sold there by Prof. Robertson, Dairy Commissioner.

Fresh mackerel are reported higher at Richibucto. The Kent Co. catch is said to be good.

The first shipment of Gravensteins has been made from Nova Scotia to the English market.

The peddlers have beaten the grocers in Fredericton, by a new law of the City Council, it being lawful to peddle now in any part of the city.

Harrison Watson, the curator of the Canadian section of the Imperial Institute, has written the Board of Trade to urge a better exhibit from New Brunswick. This is something that should not be neglected.

Everything points to our Exhibition, opening about the 24th, being the best ever held here. Those having goods to advertise should take notice.

NOVA SCOTIA MARKETS.

OFFICE OF THE CANADIAN GROCER.

HALIFAX, Sept. 12, 1895.

THE markets show no features of special interest. The usual amount of trade for this season is being done, with an apparent weakness in staple lines. Collections, however, are fairly good and there is very little complaining.

FLOUR—The flour market is quiet, though steady. Quotations are: Hungarian patent, Manitoban, \$4.75 to \$5; Manitoba strong bakers, \$4.60 to \$4.75; Canadian pastry, \$4.70 to \$4.85; 75 per cent. roller patents, \$4.25 to \$4.35; 80 per cent. do., \$4.10 to \$4.20; 90 per cent. do., \$3.90 to \$4; straight, \$3.70 to \$3.80; extra, \$3.50 to \$3.60.

OATMEAL AND ROLLED OATS—Oatmeal and rolled oats are considerably shaded, the price here being \$3.65 to \$3.75 by the carload. Jobbing prices are in the vicinity of \$4, with an easier tendency.

OATS—Oats are quiet at 40c.

CORNMEAL—Cornmeal is also easy at \$2.65 to \$2.70.

FISHSTUFFS—There is some activity in dry and pickled fish. The receipts of mackerel are small and what are coming on the market demand a high price. No. 3 large are quoted at \$11; No. 3 fat at \$12; No. 2 fat at \$15, and No. 1 fat at \$17. Salmon are getting dearer every day. No. 1 are quoted at \$17; No. 2 at \$15, and No. 3 at \$13.50. The Labrador catch is reported as abundant, and the price at St. John's, Nfld., is \$3.20 for small and \$3.60 for large cod.

GREEN FRUIT—The market is abundantly supplied with green fruit and the demand is good. Apples are coming in in large quantities and selling all the way from \$1 to \$2.50 per barrel. Bananas are plentiful and cheap. Native plums are in abundance and the fruit is extra good.

MOLASSES—The molasses market continues quiet, the demand being purely local. During a fire at Liverpool, N.S., on Sunday last a whole cargo of molasses, owned by Hendry & Millard, valued at \$15,000, was destroyed. There was no insurance.

SUGAR—The sugar market remains quiet, with prices nominally at $4\frac{1}{4}$ c. for granulated, and $3\frac{3}{8}$ to $3\frac{3}{4}$ c. for yellows.

EGGS—The demand for eggs is slow at 13c. The cold weather will bring an advance.

BUTTER—There is a good demand for creamery butter. Refrigerator creamery is sold at 18c. Very little dairy is arriving, which is picked up at 14 to 16c.

CHEESE—Dealers are looking for an improvement in cheese. Prices locally are 9 to $9\frac{1}{2}$ c., with a fair demand.

PROVISIONS—The provision market is dull. The enquiry for beef is very limited, while there is little or nothing doing in other lines.

DRIED FRUITS—There is some cutting in dried fruits in anticipation of new arrivals. The importation of Merle raisins to this port will be controlled by A. & W. Smith & Co. and Bauld, Gibson & Co., Seeton & Mitchell, the original importers, having returned from the grocery market as jobbers.

HALIFAX NOTES.

W. Nicolle has opened a general grocery store on the corner of Grafton and Jacob street.

M. O. Wier, grocer, has removed from Argyle street to Buckingham street.

KENTVILLE NOTES.

B. H. Dodge and Frank E. Dennison have purchased the grocery business of Harris & Dennison. The new firm announce that they have added lines of hardware, brick, cement, lime and lumber.

MIDDLETON NOTES.

The Middleton, N.S., box factory has shipped this summer 10,000 pairs of barrel heads, of which the largest buyers were F. C. Anderson, of Kingston, who took 3,000, and W. E. Palfrey, of Lawrencetown, 2,000 pairs. Nearly 1,000 strawberry crates, 40,000 baskets and stock for 90,000 baskets have also been sold during the past three months. Twenty cars of lumber have been received during that time.

LATE BUSINESS CHANGES.

Rees Bros., wholesale and retail confectioners, Kingston, Ont., have sold out to A. J. Rees.—The bakery and confectionery business of the late J. F. Philbin, Rat Portage, Ont., is advertised for sale.—Albert Vipond's general store at Vars, Ont., has been closed under chattel mortgage. Vipond has a store at Hudson, Que., too.—R. Bouthillier, grocer, Montreal, wants to compromise at 25c.—The assets of L. A. Picheat, grocer, Montreal, are to be sold at auction on September 17.—The assets of the Quebec Cigar and Tobacco Co., Montreal, have been sold.—The plant of the Imperial Mineral Water Company, Hamilton, Ont., is for sale on September 17.—Odilon Lapointe, general store and baker, St. Jean d'Orleans, Que., has compromised at 50c.—C. Hampton, general store, Notch Hill, B.C., is reported to have left town.—H. Coudren, fruits, Vancouver, B.C., wants to sell out.—Calley & Co., soda water, Vancouver, B.C., have been incorporated.—E. O. Lewis, baker, Revelstoke, B.C., has satisfied a chattel mortgage for \$250.—The Canada Linseed Oil Company, of Mission City, B.C., has been incorporated.

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

We are just a little bit crowded

We are a little bit crowded with orders for 5 and 10 cent packages **Pure Gold Pickling Spice**. It is very tedious work filling and sealing the packages. Still we hope to complete all orders now on fyle before the end of this week. Please have patience if we have not delivered your order yet.

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

MANY MILLERS MEET.

ABOUT 150 millers from all parts of Canada attended the annual meeting of the Dominion Millers' Association, held at the Board of Trade buildings, Toronto, on September 10. President H. Barrett, of Port Hope, Ont., occupied the chair, and Secretary C. B. Watt stated that dues on 207 mills were paid during the past year. The report of Wm. Galbraith, Toronto, treasurer, showed \$630 on hand.

Resolutions were passed condemning the Government for rescinding the order re the mixing of scoured with No. 1 hard Manitoba wheat.

The policy of the Industrial Fair managers was also impugned in not allowing a better than a one-man representation of Dominion millers on its directorate.

The Committee on Freights expressed its hope that it could get legislation forbidding the railways to discriminate in export freight in favor of grain as against flour.

William Galbraith was elected to life-membership in recognition of his services as treasurer and general aid to the association.

Papers were then read as follows: "Method and Result of Bolting Flour," A. Dobson, Beaverton; "Fire Risks in Mills, How Reduced," J. Goldie, Guelph; "Wheat Buying by Tester, Reductions made on Per-

centage System instead of Specific," T. O. Kemp, Seaforth.

The election of officers resulted as follows: President, A. Dobson, Beaverton; vice-president, James Cummings, Lyn; second vice-president, S. R. Stuart, Mitchell; treasurer, William Galbraith (re-elected); executive committee, J. L. Spink, Toronto; H. Barrett, Port Hope; W. McLoughlin, Toronto; W. H. Meldrum, Peterboro'; R. Noble, Norval; James Goldie, Guelph; T. O. Kemp, Seaforth; representative on Toronto Industrial Fair Board, John Brown, Toronto. The Board of Arbitration was re-appointed, with the substitution of J. D. Flavelle for John Galbraith.

At the evening meeting a report was adopted in reference to buying grain by standard specific system versus the percentage system. The secretary was instructed to prepare and issue to each member a statement of the equity and fairness of the percentage system, which the farmers favor.

D. Gunn, Flavelle & Co. say that their creamery butter in tubs and pound packages has been in good demand and stocks are light.

D. Gunn, Flavelle & Co. report that their special prices for rolls have developed a very brisk demand and their stock is about exhausted. Their hams and breakfast bacon are also in good demand.

AUSTRALIAN BEEF.

The New York Commercial Bulletin says: Exporters of cattle and dressed meats are much interested just now in the plan which the Graziers' Meat Export Co., of Sydney, New South Wales, has decided to try. It is said that the invasion of dressed meats from Australia has hitherto been of slight consequence. Agents of Australian exporters have, however, recently visited the large abattoirs in the west, and instead of freezing meat for export, the Australian shippers will now, it is said, kill, dress and refrigerate in the same manner as the American exporter.

The producing power of the colonies is said to exceed any other country in the world. It is estimated that Queensland has about 7,000,000 head of well-bred cattle, and this is considered a short stock. This centre has never exported either on the hoof or in a frozen state more than 120,000 head per annum. In New South Wales there are said to be 56,000,000 sheep and 2,000,000 cattle. As regards Victoria, New Zealand and South and West Australia in the proposed export movement, cattle and meat exporters in this market state that they don't produce enough cattle for home consumption, and probably will never figure to any great extent in meat exports.

The United States is said to possess 50,000,000 head of cattle to Australia's 10,000,000.

POINTS FOR CLERKS.

REV. J. R. MILLER, writing on "Mistakes Young Men Make," says:

I have abundant material for this article in the record of twenty-five years' work among men. A great many young men fail. Moral failures are not the only ones. There are many who are not destroyed by their vices, who yet make very little of their life. They are good, but good for little or nothing. The possibilities within them are never developed.

A young man ought to make the most of his life in all ways—in mental culture, in moral character, in work, business, or profession, in social influence, and in religious activity. Whatever mars this full-rounded manhood at any point is a mistake.

Men fail of their best because they did not prepare well for life in the days when preparation was their only duty. Wellington used to say that Waterloo was fought and won while he was a schoolboy. It was what he learned then that prepared him for fighting that great battle. The foundations for successful life are laid always in the early years. Many failures in middays are owing to negligence or indolence in youth.

Napoleon, once visiting his old school, said to the boys, "Boys, remember that every hour wasted at school means a chance of misfortune in future life." The boy cannot afford to miss one lesson. That one may contain the very bit of knowledge for want of which he will some day stand confused at the door of a great opportunity, unable to enter. Young men make a serious mistake when they fail to improve their early opportunities for preparation.

Another mistake many young men make is the forming of a distaste for work. They like as many hours as possible for rest, for social pleasure, for amusements. Their aim really is, not to make the most of life, but to have a good time. They dislike work. They chafe under rules and discipline. They take no interest in the business which employs them. They keep their eye on the clock, eager to get away the moment the hand touches the hour.

When such habits have been formed in early life there is little hope for a young man's future. The only sure saving of manhood is an enthusiasm for work and a capacity for a measureless amount of it. Work knits thews of strength in body and soul, disciplines the life into nobleness and power, and develops the talents to their best. The young man makes an irreparable mistake who forms easy-going habits. He will never be able to take the best prizes in life, to win the success that would have been possible, if he had learned to use all his capabilities.

Get leave to work
In this world: 'tis the best you get at all:
For God, in cursing, gives us better gifts
Than man in benediction. God says, "Sweat

For foreheads"; men say, "Crowns"; and so we are crowned,

Ay, gashed by some tormenting circle of steel
Which snaps with a secret spring. Get work! get work!

Be sure 't is better than what you work to get.

Another mistake made by many young men is the failure to grasp life's true meaning and purpose. We are put into this world, not merely to get through it in any sort of way, and to get a reasonable share of comforts as we go along. It would not be worth while for God to make a man, putting into him such marvellous capacities, if that were all he meant him to do with himself. Life is given us, first, that we may develop its every faculty and power to its utmost possibility, and then, that we may use its every energy in doing our full part in the world's work.

With many, however, there seems never to be one serious thought about life. It is all play. There is no sense of responsibility to God, no conception of obligation to others. Self is the centre of all. We are put in this world to grow into the noblest possible manhood, and then to serve our generation in the way that will do the greatest good.

My life is not my own, but Christ's who gave it;
And he bestows it upon all the race.

Not to realize this divine purpose is to live largely in vain. No graver mistake could be made.

Many young men make a mistake in the choosing of their friends. The influence of companionship is simply immeasurable. It does more than almost anything else in shaping the character.

Then, it gives one his place in the world among other men. A man is known by the company he keeps. If his associates are unworthy, with doubtful reputation, he cannot have the respect and confidence of better people. Hence a young man fixes his rank and place among his fellows unalterably by his selection of companionships.

It needs no argument, therefore, to prove that he who permits himself to take into his life unworthy persons as his friends commits an irreparable mistake.

A rabbit's foot was caught in the hunter's steel trap. The little creature seemed to realize that unless it could get free it would soon die. So with an admirable bravery it knawed off its leg with its own teeth, thus freeing itself, though leaving its foot in the jaws of the trap. If a young man discovers that he is in the snare of evil companions, whatever it may cost him he should tear himself away from it.

Another mistake which many young men make is leaving God out of their life. We are made for God, and when men break away from him they cut themselves off from the one source of all true blessing and good. All the terrible moral failures which strew life's course with so sad wrecks are consequences of this fatal error.

It goes without saying that the young man makes a mistake who begins to drink, or

who does not keep himself pure, or who lies or uses profane language, or who is dishonest in even the smallest things. These are sure ways to ruin. To save the life from these and all like perils one must recognize God's right to his love, worship, and obedience. He who is true to God is true to his soul, and will live nobly among men.

IT RANKS WITH LIVERPOOL.

According to the annual report of the British Consul-General at Hamburg that port not only now ranks as the equal of Liverpool, but in some respects surpasses it. During 1894 no fewer than 9,165 sea-going vessels, of 6,229,000 tons, entered the port, being an increase of 4 per cent. over 1893, in which year 8,792 vessels, of 5,886,000 tons, entered. The increase, adds the Consul, "is significant, as in 1893 the tonnage of sea-going ships first reached a point which left Liverpool behind as regards the shipping visiting the port from ports outside of Great Britain." The Hamburg shipyards, says the same authority, have been kept fairly well occupied during the year. Twenty-two steamers, of 78,608 tons, and eight sailing vessels, of 6,027 tons, have been added to Hamburg ownership, and of these eight steamers, of 28,149 tons, and two sailing ships, of 4,794 tons, were built in the United Kingdom. The total addition to the German mercantile marine during the year was 58 steamers, of 129,884 tons, and 13 sailing ships, of 14,701 tons, of which 15 were built in England and the remainder in German shipyards.

BANKRUPTCY IN ENGLAND.

The twelfth annual report of the British Board of Trade on the administration of the Bankruptcy Acts during 1894 shows that the number of receiving orders made was 4,762, involving liabilities of £6,963,806, and estimated loss to creditors of £5,384,173. These figures compare favorably with those for the preceding year. The receiving orders were less by 112, with liabilities reduced by £528,561, and estimated loss to creditors less by £204,763 than in 1893. Deeds of arrangement numbered 3,894, a decrease of 44, with liabilities, £6,419,099, involving an estimated loss to creditors of £4,311,416. Last year's failures, it will be noted, show a reduction amounting to nearly 2 per cent., while the liabilities show a reduction of over 11 per cent. The foregoing figures, observes the Inspector General in Bankruptcy, and the fact that during the present year the failures continue to show a progressive decrease upon the figures of 1894, confirm the generally prevailing impression that the condition of business is slowly improving, and the year 1893 may probably be regarded as indicating the high-water mark of insolvency over a considerable period.

"A Pretty Pickle" If your spices are jumbled together.

Where so many pungent spice flavors are combined it requires much experience to get the right result. Should only one spice be in excess, the whole effect will be spoiled and you will not get that delicious bouquet which is peculiar to our

East India Pickle Spice

Sold in Bulk or in Extra Large 5 and 10 Cent Packets.

Best Value Offered

Todhunter, Mitchell & Co.

COLES PATENT

Coffee Mill

A perfect grinder.

SOLE AGENTS

- Toronto

Teas

CHEAP Special value in a fine line of Moyune Young Hyson. Ask our travelers for it.

John Sloan & Co.
TORONTO

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

Teas, Coffees, Spices Baking Powders and Groceries

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

LUMSDEN BROS.,
Hamilton, Ont.

A Want Supplied

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

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

Order a sample package of each from your wholesale dealer.

Valencias

LAYERS FINE OFF STALK AND OFF STALK BARGAIN PRICES

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

NOW IN STORE

New Lobsters

SCRIPTURE BRAND, flat and tall tins.

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

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

J. W. Lang & Co.

WHOLESALE GROCERS

TEAS.

Ceylon, Assam, Congou, Hyson, Japan.

59, 61, 63 Front Street East Toronto.

40% Profit.

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

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

New Season's

Valencia Raisins

Now in Store.

First of Season. . .

PERKINS, INCE & Co.
TORONTO.

New Valencia Raisins

AND

New Leghorn Peels

NOW IN STORE

SMITH & KEIGHLEY

9 Front St. E. TORONTO.

WHEN BUYING Be sure to get

Phoenix Mills Pickling Spice

(Finest English Receipt)

In Bulk or Packages.

Coffees, Extracts, Baking Powder, Spices

Trade for Gold Medal in $\frac{1}{4}$ lb. and $\frac{1}{2}$ lb. packages is increasing. Send for a trial box.

G. F. MARTER & SON,

1 AND 3 JARVIS STREET

BARTON'S
(THE)

BAKING
(ONLY)

POWDER
(GENUINE)

Purest and Best

TORONTO, ONT.

THE CHEESE SITUATION.

THE Sentinal-Review, Woodstock, in an article on the cheese situation says: "As to the future, it is useless, and it might be very misleading, to speculate. But the buyers seem to hold some strong opinions on the subject, and these may be worth recording. They claim that the depression is not only real but is certain to last, as it is due to causes which cannot at once be removed. In the first place, the dealers last year lost heavily and have been crippled ever since, as well as discouraged. Many of them would gladly be out of the business. The financial strength of these big operators has often held the market up and carried it even beyond a profitable basis and the producers have got the benefit of it, when they were suspicious that fortunes were being made out of them. Without strong men in the trade, a hand-to-mouth business must be done with nothing to steady prices. As we have said, big and small operators loaded themselves up last year with high priced cheese which was not eaten during the winter. The opening of the season saw heavy stocks on hand and new cheese crowding in to find sale in competition with last season's make.

"Then the production this year has been very large. It has not only increased in Canada but in other cheese producing

countries. The English and Scotch makers seem to have not only been keeping up their output, but they have been selling it promptly because they lost money by holding last year. All these influences have combined to demoralize the market and to make the outlook very blue. A peculiar fact is that the retailers in the Old Country have made money while the wholesalers have been losing heavily. With cheap cheese they continued the old six penny cut. Their profits therefore were enormous. No wonder they were eager to sell cheese and that they tried to please their customers by becoming fastidious as to quality. But the time-honored cut has gone. It is now a five penny cut; and there are millions of pounds of cheese in Great Britain to-day which could be sold at a profit at a four penny cut, or three pounds to the shilling. If it were so sold, it would surely make a vast increase in the consumptive demand. A five penny cut in England means a permanent depression in prices in that market. So long as it lasts a return to former prices here is out of the question.

"In this connection it is surprising that so little change has taken place in consumption in Canada. We have often pointed out that the Canadians are a cheese-producing but not a cheese-consuming people. They surely ought now to become both. The various reasons why so little cheese is eaten

here have often been discussed. One of them is worth referring to now. The fault lies with the retail grocers. They ought to push prime cheese as an article of daily consumption. They can buy plenty of it of excellent quality at 7 cents or less. Still some of them are retailing cheese at 11 cents. If they pushed it as a drawing card as they do sugar, they could sell it at an 8c. cut, or three pounds for 25c. A grocer who will sell first class cheese at this price, and advertise it liberally, will have a run on his store. When working men, or, indeed, anyone else, can buy good cheese at eight or nine cents a pound, they ought to eat it in large quantities in preference to other food. At any such price it is the cheapest and best food in the world to-day. Still our workingmen, nor very few others, eat much cheese. So far the theory that a decrease in price will lead to an increase in consumption does not seem to have done much for our cheese trade. In the United States things are different. Our neighbors are a cheese eating people; and although prices are low with them, as they are here—and for the moment have gone back a little—still, it is quite certain that home consumption will soon lead to a substantial increase in New York quotations. This may be safely predicted—and irrespective of a demoralized trade in Great Britain. When the people of the old land offer us such low prices for our cheese, we ought to consider why it is that we consume so little of it at home."

**"Crown Brand"
Extracts**

French Mustard

**Grocers'
Sundries**

**Our New Price List has just
been issued . . .**

A study of it
will save YOU **MONEY**

SEND FOR A COPY.

RYAN BLOCK,
WINNIPEG.

ROBERT GREIG & CO. . .

MONTREAL

COMPETITION AND QUALITY.

DURING the period when the earlier trusts were in process of formation and also at the time that some of the distributors' combinations were being organized, remarks Merchants' Review, a certain section of the trade press fairly beslavered their readers with articles showing the terrible evils of unbridled competition. Even to this day the same string is occasionally harped upon in the trade press, the object evidently being to arouse the mercantile class to the necessity of taking action to abolish the practice of cutting prices. A stock argument with monopolistic writers and the apologists for the distributors' combinations is that the inevitable effect of free competition is to debase quality.

Quality certainly often suffers from the intense rivalry between tradesmen in the same branch of business, because the public is easily attracted by low prices, and the simplest way of making low prices is to sacrifice quality.

But if competition is constantly inducing one class of dealers—the short-sighted class—to gradually lower the quality of their wares, for the purpose of making so-called bargains, another class of dealers—the most successful class, the leaders in each branch of trade—are constantly being spurred by that same bugbear, competition, to offer the public better and better goods. With this class competition causes the improvement of quality quite as effectually as with the other class it operates in a contrary direction. Of course competition ought to be given the credit for the good as well as the blame for the ill that results from its operations. But, barring the admission, which they cheerfully make, that "Competition is the life of trade," most of the above-referred-to writers will not concede to competition a solitary merit.

It may not be worth while to go farther into this subject and show other beneficent consequences of business rivalry than the raising of the standard of quality, but it behooves the retail grocer to look into the subject carefully and note the results of the two different lines of policy—the search for cheap goods and the search for superior goods—which he can find exemplified in almost every town and city.

If the investigator in question does not discover that a larger measure of success, a more permanent success, rewards the dealers who look to the merits of goods as well as to the price, than those shopkeepers are able to win who put cheapness first and quality second, then the investigation will have been restricted to too narrow an area and too limited a period of time. At the start the worshippers of "cheapness" often astonish older established dealers by the rapidity with which their businesses expand. But, if brilliant, such a career is usually brief, the

public soon returning to those dealers upon whom it can rely for quality, notwithstanding the ease with which it may have been enticed away from them by the bait of low prices.

There are some branches of business in which the above remarks do not entirely hold good, but where food products are concerned, quality is of more importance than price.

ONE MAN'S IDEA OF LEADERS.

A friend of mine is in business in a town which knows the fiercest kind of competition. The past year has been an especially trying one to most merchants, yet this party has made money and established a reputation among drummers as the best merchant in his part of the State. I am compelled to attribute to him a keenness for bargains, yet I know that his blunders are very apparent, as are every merchant's. This party makes himself the talk of the community by advertising cambric linings at 1 cent per yard. Cheap advertising, when you consider it; $3\frac{1}{2}$ c. less 1c. is $2\frac{1}{2}$ c. Fifty times $2\frac{1}{2}$ c. is \$1.25, the loss on each piece of cambric. One hundred pieces a year is only \$125; 300 pieces is only \$250. Not very much for advertising when you are selling \$75,000 to \$100,000 per year. This is one extreme; here is another: A serge that costs him $42\frac{1}{2}$ c. he is getting 80c. for. In these two facts you have a whole volume on up-to-date merchandising. This merchant secures attention by offering a well-known article at an astonishingly low price. He selects one on which he can lose money. He advertises it thoroughly. He gets the people to his store, and when he gets them there "gets back at them" by selling a French serge at almost 100 per cent. profit.

Pardon an allusion to myself. When in a general retail store I had handed me a memorandum of groceries by a party whose trade I was anxious to secure. It was for a barrel of this and a box of that, a very nice order indeed. I was informed that six different stores would be given a copy of the memorandum and who ever figured the lowest would secure the order. He knew approximately the cost of sugar, so I quoted him this article at a price that surprised him. I got my profit on stuff which he wasn't acquainted with quite so well. The result was that I got his order and a profit of $17\frac{1}{2}$ per cent., a very good transaction, inasmuch as I used the fact to advertise my grocery department.—Dry Goods Reporter.

CANADA'S TRADE FOR 1895.

The report of the Department of Trade and Commerce, showing the foreign trade of Canada for the fiscal year ending June 30, 1895, was issued on Tuesday. Imports, being goods entered for consumption, amounted to \$105,557,000, against \$113,-

093,000 last year, and \$121,705,000 the year before. The imports of the same kind in 1895 amounted to \$119,618,000. The exports, eliminating coin and bullion from both years, amounted to \$106,440,000, compared with \$112,649,000 in 1894. The total trade for 1895 amounted to \$211,997,000, compared with \$225,742,000 in 1894, a decline of \$13,745,000. The dutiable imports amounted to \$58,549,000, and the duty collected to \$17,880,622, or 30.5 per cent. on the average, against an average in 1894 of 30.8, and 30.3 in 1893.

	1894.	1895.
Minerals.....	\$ 6,109,000	\$ 7,222,000
Fisheries	11,619,000	10,963,000
Forest	26,351,000	24,201,000
Animals and their products	33,068,000	35,965,000
Agricultural products	26,729,000	18,964,000
Manufactures	8,389,000	8,737,000
Miscellaneous	381,000	390,000

MONTREAL GROCERS.

At a meeting of the Montreal Retail Grocers' Association, on September 9, Treasurer J. O. Levesque reported that the net profits of the annual picnic amounted to \$220.22. The following nominations for the various offices were received: For president, S. D. Vallieres, J. O. Levesque, Thomas Johnson, S. Demers and V. Raby. For first vice-president, D. E. Manning, John Scanlan, W. Willison, Thos. Gauthier, A. D. Fraser and J. O'Shaughnessy. For second vice-president, J. O. Levesque, W. Willison, J. D. Dixon, J. N. Lapointe, D. Taylor, W. Carrigan and V. Raby. For secretary, S. Demers, R. B. Hall, V. Raby, A. D. Fraser, T. Johnson, D. B. Daoust, D. Taylor, J. B. Dixon and Ald. Connaughton. For treasurer, S. Demers, J. O. Levesque, V. Raby, L. E. Manning, A. D. Fraser, W. Willison, John Scanlan and S. D. Vallieres. The balloting takes place next month.

PERSONAL MENTION.

Fred. W. Ritchie has joined the traveling staff of the Eby, Blain Co., of Toronto. Mr. Ritchie is a son of the veteran drummer R. W. Ritchie, also with the Eby, Blain Co. He will look after the firm's interest in the Niagara Peninsula.

Mr. Bowlby, of Bowlby Bros, Waterford, was in Toronto this week doing the Exhibition looking up business.

RETAILERS' DOINGS.

R. H. Little, of Lisle, has taken his brother David into partnership, and the style of the firm has become Little & Co.

T. Miller, Wroxeter, has sold out to Thomas Ray, a former storekeeper of that place.

P. McLeod, of Hawkestone, shipped ten tons of wild raspberries during the past season.

CUSTOMS BOARD DECISIONS.

THE Board of Customs have made the following decisions, which are now approved by the Controller of Customs, under Section 9 of the Customs Act, to take effect at once: Medicinal wines (so-called), viz., Amer Kina, Camperdon, Armour's nutrient wine of beef extract, wincarnis wine, vin du salud, vin de vial, vin de barbier, vin de chevrier, vin d'anduron, vin de rancio, vin St. Michael, vin St. Raphael, vin Mariana, esprit de comemille, and others of like nature, \$2.25 per gallon and 30 per cent.—item No. 7 B. Jewellery, which shall be classed as brooches, scarf and breast pins, belt and skirt pins, baby or lace pins, and other pins of metal (except hat pins), when for the adornment of the person, 25 per cent.—item No. 343. Pins which shall be classed as hat pins, hairpins, knitting pins or needles, stitch pins and safety pins (common), 30 per cent.—item No. 309. Hairpins, celluloid, etc. (except metal pins with plated or metal tops), 25 per cent.—item No. 343. Hairpins of celluloid, bone, ivory, horn or tortoise shell, 20 per cent.—item No. 484. Hairpins of rubber, 25 per cent.—item No. 231. Isinglass, 25 per cent.—item No. 25. Sunflower seed in bulk or large parcels, 10 per cent.; in small papers or parcels, 25 per cent.—item No. 58. Canary, hemp and millet seed, dutiable under item No. 58. Track carriers and pulleys, not to the forks, 27½ per cent.—item No. 319. Harness leather, 17½ per cent.—item No. 220. and Section 13 C. A. Customs Act. Artificial essential oil of wintergreen and sassafras, 10 per cent.—item No. 130. Two or more essential oils, blended, 10 per cent.—item No. 130. Packages containing lamp chimneys dutiable at same rate as contents, viz., 30 per cent.—Section 21 Tariff Act. Douches, rubber, 25 per cent.—item No. 231. Pessaries, 25 per cent.—item No. 461. Feed mills, feed cutters, root cutters, straw and hay cutters, corn huskers and shellers, 35 per cent.—item No. 283. Bone cutters and crushers, 27½ per cent.; brass springs, 30 per cent.—item No. 326. Rose-water and orange-water, non-alcoholic, 20 per cent.—item No. 481. Advertising rules and yard sticks, 35 per cent. Hay presses, portable, 30 per cent.—item No. 295. Stationery, 27½ per cent.—item No. 293. Breadknives, not plated, 32½ per cent.—item No. 286. Dried orange peel, free—item No. 570. Surgical splints, all kinds, 15 per cent.—item No. 288.

CANARY SEED.

Late advices from the European markets are to the effect that the Smyrna canary seed is recovering from the depression into which it was thrown by the operations of the so-called syndicate during the spring and early summer. The syndicate, which is said to have lost heavily by its venture in

consequence of the large depreciation in values, seems to have dropped completely out of sight, and it is not believed here that it is having any hand in the present upward movement of prices in the foreign markets.

CATCH THE AUSTRALIAN TRADE.

Regarding the prospects of Canadian trade in Australia, Dominion Government Commissioner Larke writes to the Department of Trade and Commerce that the saw-mill machinery of the colony is out of date and must soon be replaced. Canadian cargoes are now being sent to Australia, and Mr. Larke thinks they will find a good market. Some time ago he suggested that the Canadian boot and shoe manufacturers send a representative with samples, but this suggestion has not been acted upon. United States manufacturers are now exploiting the market, which Mr. Larke again urges the Canadians to enter. It is a curious fact that Canadian bicycles are now being sold in the leading Australian cities. A Sydney firm handling leather proposes to communicate with the Canadian tanners with a view to an interchange of products. Flour milling machinery from Toronto and lawn mowers from Guelph have been introduced into the market. Of the former, sales to a considerable amount were made in Victoria. Enquiries for Canadian goods have of late been greatly stimulated. Among the goods asked for are leather, boots and shoes, fish oil, agricultural implements, nails, parafine wax, lubricating oil, potash and pearlsh.

A WELL-EQUIPPED STORE.

In The Forest Free Press appears a notice announcing the dissolution of the partnership that existed between J. P. Burns and H. L. Morphy, as general merchants. Mr. Morphy, who continues the business, has built and equipped in modern style a handsome plate-glass-front store, which he has conveniently divided into elegantly equipped departments for groceries, boots and shoes, dress goods, gents' furnishings, etc. We wish Mr. Morphy the success his enterprise deserves.

MAINE SARDINES.

The sardine industry in Maine is not what it formerly was. During the first week of August the sardine season opened at Eastport in earnest, after months had passed away during which it was feared that the sardine had wholly disappeared from the waters of Passamaquoddy Bay. Boats loaded with the much-needed fish were constantly arriving at the Eastport factories and its vicinity. Ten days afterward, owing to a drop of 25 cents a case in New York, a few factories closed, and it is feared that if the present low prices continue, others may shut down, as the "little fishes biled in oil" are being sold cheaper than the manufacturers can afford to put them up in first-class condition.

**BICYCLE
...WANTED****SECOND-HAND**

Address, giving lowest price, make and condition of wheel

**The Canadian Grocer
TORONTO.**

**The
"Taylor
Safe"
in the
Tottenham
fire.--**

[COPY.]

TOTTENHAM,

July 17th, 1895.

MESSRS. J. & J. TAYLOR,
TORONTO:

Dear Sirs,—The safe of your manufacture, which I used for keeping the books and papers of the Municipality of Tecumseth, County of Simcoe, went through the fire which occurred here on June 18th, 1895, to my entire satisfaction, saving all its contents.

I can recommend your safes to be thoroughly fireproof.

Yours truly,

HV. STONE,

T. Clerk.

[COPY.]

TOTTENHAM,

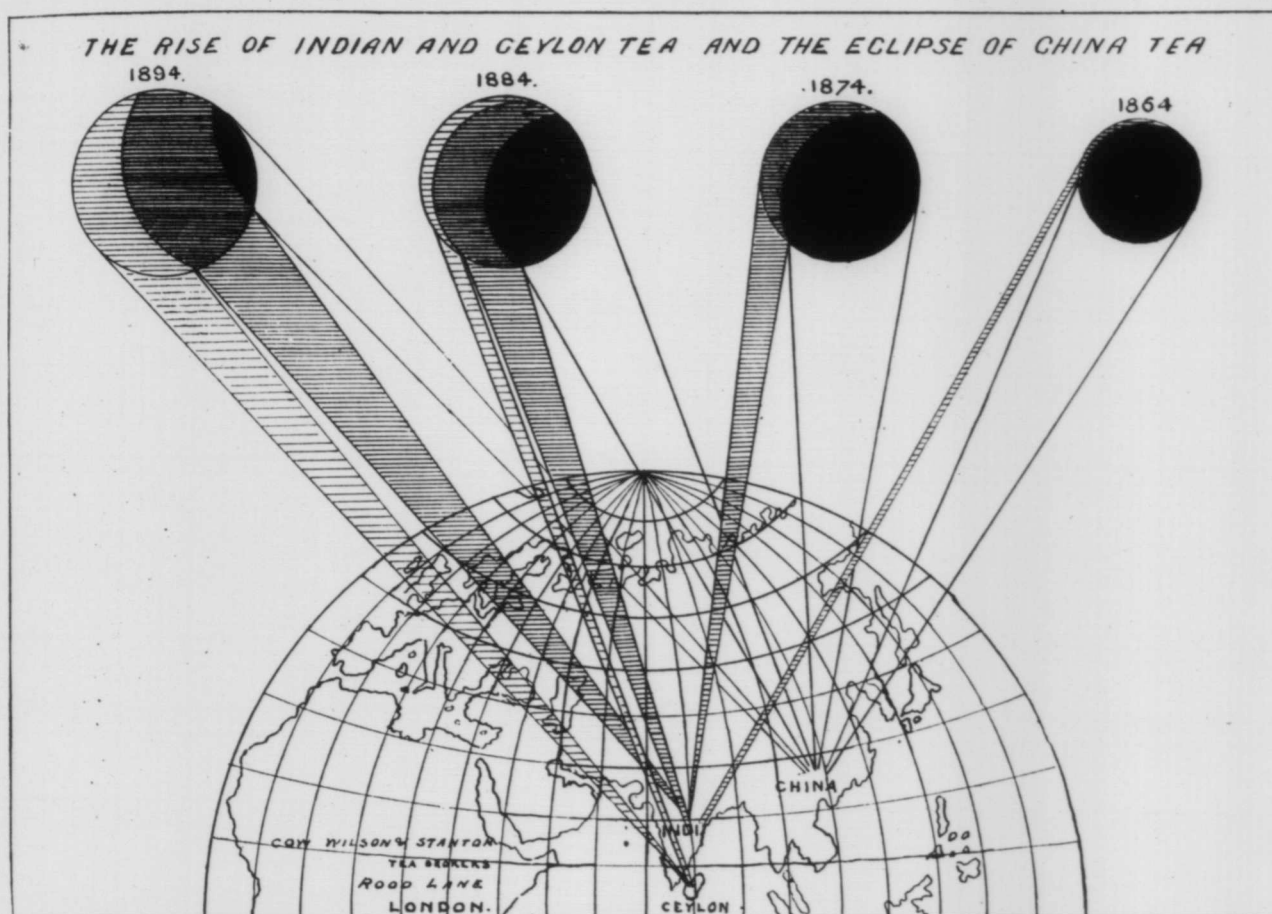
July 17th, 1895.

MESSRS. J. & J. TAYLOR,
TORONTO:

Dear Sirs,—When our town was partially destroyed by fire on June 18th, 1895, we had at the time one of your make of safes in our store, and, although the store was entirely consumed, we are pleased to say that our books and papers were saved to our entire satisfaction. We are satisfied that your safes are all they are claimed to be.

Yours truly,

W. J. VERNEY & CO.



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

▨ REPRESENTS INDIAN TEA. □ REPRESENTS CEYLON TEA. ■ REPRESENTS CHINA TEA.

Ceylon
... Teas

Shipments to countries outside of Great Britain:

	1890 - Lbs.	1894 - Lbs.
Australia.....	2,500,000	7,400,000
United States.....	500,000	1,300,000
Turkey and Persia.....	100,000	900,000
Canada.....	200,000	1,100,000
Russia and Germany.....	500,000	2,100,000
All other countries.....	700,000	2,000,000
	4,500,000	14,800,000

TEA MERCHANTS

of **Canada**

You are interested in seeing that the tea drinkers — of your country are supplied with **Pure, Healthy and Economical Teas**. You are ALWAYS SAFE in selling the pure, — clean, machine-prepared teas turned out from the plantations of — **CEYLON**, and should “never touch the far from pure article prepared by the hands and FEET of the unwashed Mongolian.”

AND REMEMBER !!!

CEYLON TEAS MAKE MONEY

FOR YOU

WINTER V. SPRING WHEAT FLOUR.

THE following is from a paper read before the Michigan Millers' Association:

A firm believer in the ultimate supremacy of winter wheat flour in the most discriminating markets of the world, I regret that I have not been able to give the subject sufficient time to do so important a topic even partial justice.

The French nation, world-famed for the excellence of its cuisine, and using more bread per inhabitant, and better bread, than any other nation in the world, is exclusively a consumer of winter wheat flour; and the choicest product of the Buda-Pesth mills, universally acknowledged as representing the highest degree of perfection in flour, is the product of winter wheat.

The virgin soil of the Northwest being, from climatic conditions, not adapted to the growing of fall sown wheat, and therefore necessarily seeded to spring wheat, has, from the fact of its being a virgin soil of great fertility, produced an excellent wheat distinguished for strength, but deficient in color. Already, however, this has shown signs of deterioration, and it is only in the newer settled portions of that region that the best wheat can now be obtained. Contrast with this the fact that Hungary, after four centuries of incessant wheat cropping, is still producing a winter wheat capable of being turned into the choicest flour.

On account of this evident tendency of spring wheat to deteriorate with continuous cropping, and the equally evident ability of winter wheat to withstand the same conditions, I have advisedly used the words "ultimate supremacy" in my opening sentence; for, at the present time, it is admittedly true that spring wheat flours are in some sections of the country preferred to the product of winter wheat mills. I believe that this is largely and mainly due to the persistent and aggressive methods of the large spring wheat mills. In the columns of the newspapers, on the blank walls of buildings, on fences, and everywhere, we are confronted with announcements in bold letters that so-and-so's Minnesota flour is the best in the world, that the capacity of their mills is "steens" barrels per day, and so on and so forth.

The American people, in particular, like to deal with big concerns. They want to buy their bicycle of the factory that makes the most in the world; their dry goods and groceries in the largest department store in the world, and, following up this same tendency, they naturally think that because certain mills produce a large amount of flour it must be good flour, which is not necessarily the case, as those conversant with the trade are well aware.

If we were to investigate to what extent the crowding of spring wheat flour into all

markets had been profitable to our spring wheat brethren, we might come to a negative conclusion. From surface indications, some of the Northwest mills have, on an average, found more rugged sailing than their more conservative winter wheat competitors.

After all, this question of winter vs. spring wheat flour is very much the same question as green vs. black tea. The most excellent black tea might be utterly unpalatable to an ardent devotee of green tea, and, on the contrary, a black tea enthusiast would not accept the choicest green tea as a gift. Each has its peculiar qualities adapting it to slightly different requirements.

HINTS TO ADVERTISERS.

The business man who can't make more business by studying business advertising has no business to be in business, and generally isn't.

It is always necessary to advertise in season, but much more necessary to advertise before season.

The advertising pages of the representative trade journal give opportunities which the careful and progressive business man will not fail to take.

The good of an advertisement is in its capacity to start the mind of a possible customer after a line of thought which will eventually consummate in trade

The Dry Goods Review**CLUBBING RATES**

The Dry Goods Review and
The Canadian Grocer

\$3.00

Send for Samples.

THE DRY GOODS REVIEW

TORONTO

. . . . MONTREAL

WE HAVE TWO EXHIBITS OF

Windsor Salt . .

At the TORONTO INDUSTRIAL FAIR

We are educating the public to the fact that WINDSOR SALT costs them no more than others and is a great deal better. It will pay **You** to handle it.

The Table Salt Exhibit is in the Main Building near the Eastern entrance, second row to right as you enter.

The Dairy and Cheese Salts are exhibited in the Dairy Building, where we have an attractive display.

Both exhibits are in charge of the **Toronto Salt Works**, our Toronto Agents, who will be pleased to answer questions, show our different packages, quote prices, and show you samples of the Salt.

WINDSOR SALT WORKS

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ORGANIZATION A REMEDY.

Lack of ability to collect debts is responsible for more commercial failures than lack of capital. * * * Were merchants as systematic in their collections as they are in eating, drinking and sleeping, fewer complaints there would be in regard to payments.—Canadian Grocer.

THESE "drops from the editor's pen," in a recent issue of The Canadian Grocer, contain a large grain of truth. They tritely teach a salutary lesson, of which others besides the constituents of our Dominion contemporary might profit. The "drops" are precious gems, indeed—priceless in value to all who give them proper consideration and rightly apply them. Some merchants, however, will not heed the lesson. They are seemingly incapable of reflection when there is question of applying the necessities that are essential for success in commercial life. If they ever possessed the ability for business pursuits, their conduct is passing strange, and may be said to border on the criminal when opportunities which are presented to them are neglected. Like the foolish individual who saw the reflection of his countenance in the mirror but soon forgot the manner of man he was, they plod along unmindful of their best interests. They fail to grasp the situation, and means by which they might make collections and maintain credit are ignored and allowed to escape them. Such merchants are of but little value to the community. Like fish out of water they are not in their element; and, even though they are "systematic" in the lines indicated by THE CANADIAN GROCER, may there not be grave doubts but that their "system" is irrational? It is true that there would be fewer "commercial failures," if merchants devoted closer attention to their collections. As a means to that end, nothing better has as yet been devised for those who give credit than proper organization. In merchants' associations advantages are offered which help to protect the members against loss of what otherwise would be classified in the category of "bad debts."—New Jersey Trade Review.

IMPORTANT ASSIGNMENT.

E. Frank Mosely & Co., the largest leather merchants in Montreal, are in financial difficulties, and have assigned. The liabilities are very heavy, estimated at \$400,000. No statement of assets has been prepared yet, but the impression is that the showing will be very poor. The business has been established for many years. The present firm succeeded Mosely and Ricker, and W. Mosely & Son about a year ago. The tannery is at St. Hyacinthe. The principal creditors are: Union Bank, \$95,000 secured, \$171,000 indirect; Jacques Cartier Bank, \$19,000 secured; H. J. Fisk & Co., \$28,000 secured; Wilson, Patterson & Co., \$21,000; A. T. Ogilvie, \$20,000; Rossback Bros., of New York, \$40,000; E. R. Lazarus, New York, \$23,000; Froewenfeld & Co., New York, \$11,000; The Abestein Co., New York, \$9,000.

Tutti Frutti Pitchers Free

Get them from your wholesaler.
For advertising matter to decorate your window, write to us.

Adams & Sons Co.

11 and 13 Jarvis St., Toronto, Ont.

BROOMS . . .

BROOMS**OUR BRANDS:**

Imperial Gold Medal Victoria
Bamboo Carpet Standard Leader

A variety of sizes in each line.

Give us a trial order.

Freight allowed to Ontario points in 5 doz. lots.

CHAS. BOECKH & SONS

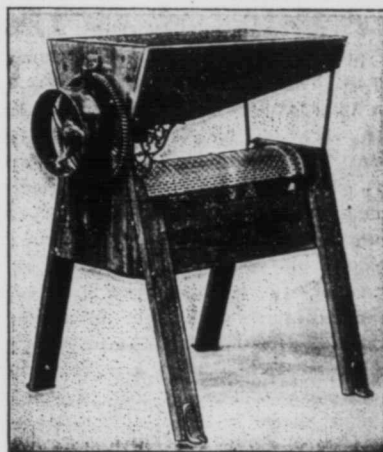
Manufacturers.

TORONTO, ONT.

READING maketh a full man,
Conference a ready man,
Writing an exact man,
And JOHNSTON'S FLUID BEEF a strong man.

All the strength-giving qualities of Prime Beef are present in JOHNSTON'S FLUID BEEF in a form available to all, as very little vital energy is needed in the process of perfect digestion and assimilation.

Extracts of Beef are void of all nutrition.



Those are Beautiful!

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

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

PRICE, \$12.

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

JOHN MOUAT
WINNIPEG,
NORTHWEST REPRESENTATIVE.

BUSINESS CHANGES

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

LORENZO BRUNOTTO, trader, Montreal, has been summoned. There is a demand of assignment in his case, and the creditors are asked to meet on Sept. 16.

R. Bouthellier, grocer, Montreal, has assigned.

Geo. McNamara, liquors, Sydney, N.S., has assigned.

Thos. Black, grocer, Elora, Ont., has assigned to Robert McKim.

G. H. Willhamson, general store, St. Andrews, N.B., has assigned.

John Hollingsworth, general store, Escott, Ont., has assigned to Jas. Smart.

Louis Trepanier, general store, Treadwell, Ont., is offering 25c. on the dollar.

Charles Thomas, fruit grower, Springfield-on-the-Credit, Ont., has assigned to J. P. Langley.

T. Pinfold, liquor dealer, St. Thomas, has assigned. Liabilities are between \$9,000 and \$10,000, and assets \$6,000. Trade was dull and debts bad.

PARTNERSHIPS FORMED AND DISSOLVED.

R. Ford & Co., fruit and provisions, Montreal, have dissolved.

Charette & Cheney, general store, etc., South Indian, Ont., have dissolved.

Carr & Powers, grocers, Picton, Ont., have dissolved. H. A. Powers continues.

Mahon & Sumner, grist mill, Truro, N.S., have dissolved. W. C. Sumner continues.

Chas Haddock, produce, Ashcroft, B.C., has been succeeded by Collins & Haddock.

The Riddell Manufacturing Co. are applying for incorporation as biscuit makers at Winnipeg.

Fortunat and Origene Loisselle have been registered partners as Loisselle Freres, traders, Montreal.

Edward Adams & Co., wholesale grocers, London, Ont., have dissolved. Business continued by S. Screaton and W. Turnbull. Style unchanged.

Meyer, Spaul & Schlegernan, the London (Eng.), hay and grain merchants, have registered a Canadian partnership and appointed Fred. W. Boschen as agent at Montreal.

SALES MADE AND PENDING.

Joseph Foisy, grocer, Montreal, has sold out.

Willard Ellis, general store, Brookfield, B. C., has sold out.

Edgren & Munson, grocers, Roosland, B. C., are to sell out.

The general stock of W. W. Ferris, Westholm, B. C., is for sale.

The assets of J. T. Poirier & Co., grocers, Montreal, have been sold.

R. L. Joynt & Co., general store, North Augusta, Ont., are selling out.

The grocery stock of H. Gariepy, Montreal, has been sold at 47c. on the dollar.

The general stocks of Pednault & Tremblay and of Wilfrid Perron, Chicoutimi, Que., are for sale on Sept 19.

CHANGES.

F. C. Austin, grocer, Portland, Ont., is closing up business.

C. H. Reid, general store, Portland, Ont., is moving to North Augusta.

George Hirschfield, pork, Halifax, N.S., is going to start business again.

Thomas St. Jean & Co. have started a grocery business at St. Henri de Montreal, Que.

N. K. Clements, feed, Yarmouth, N.S., has consented that his wife do business in her own name.

Harris Bernstein is proprietor of the trading business known as L. Bernstein & Co., at East Angus, Que.

Marie Roy, wife of P. Oscar Gervais, has been registered proprietress of the grocery business at Montreal.

Margaret A. Locke has been constituted proprietress of Piers, Locke & Co., commission merchants, Montreal.

Elizabeth Spencer, wife of Thomas W. Foster, is proprietress of the business of T. W. Foster & Co., traders, Montreal.

Emelie Drapeau, wife of Wilfred Lapointe, has been registered proprietress of the grain and hay business of W. Lapointe & Co., Montreal.

FIRES.

A. Muir & Co., general store, etc., Port Dalhousie, Ont., have been burned out.

C. E. Booth, Clover Leaf Creamery, Granby, Que., has been burned out. Partially insured.

DEATHS.

Philip Lake, lobster packer, Fortune Bay, Nfld., is dead.

Hugh McKeown, harness and groceries, Hamilton, Ont., is dead.

FORMOSA TEA.

A consular report from Tamsui gives some interesting particulars upon trade of that district and states that Oolong tea is the cause of the commercial prosperity, not only of North Formosa, but in great measure of the neighboring mainland port of Amoy. The total export for the past year was nearly 18,300,000 lbs. valued at £480,556, against 20,047,000 lbs, valued at £730,590 in 1893. In mere bulk this is a falling-off of some 1,700,000 lbs. Nevertheless the true Formosa crop was probably larger than in 1893, and the smaller figures are due to a satisfactory cause, the decrease, namely, in the import of inferior teas from the mainland for mixing with the island-grown leaf. As much as 60,000 half-chests or 2,580,000 lbs. it is estimated (though this may perhaps be too high) should be deducted from the export of 1893 on this account. The firm stand

made in 1894 by the foreign buyers in declining to accept teas containing more than a certain percentage of dust had a good effect. The great feature of the tea season of the past year was the settlement of nearly half the entire crop in Tamsui itself. Such a proportion has never been achieved before. The figures are, for 1894—purchased in Tamsui, 206,000 half-chests; in Amoy, 220,000. For the previous year the totals were: Bought in Tamsui, 160,000; in Amoy, 305,000 half-chests. The standard of the crop, taken all round, was decidedly satisfactory, and showed more careful preparation by the Chinese than the crop of 1893. The autumn pickings were much better than any autumn teas for some seasons. Dollar prices were naturally high owing to low exchange, and the country growers make money; so also did the native packers. It is understood that the foreign firms engaged in this branch of commerce have no reason to be dissatisfied. Many native tea buyers closed their hong and returned to the mainland when the war with Japan commenced, a step which made matters easier for the foreigners who remained to do business.

DESTRUCTIVE BLAZE.

On Sept. 7 Liverpool, N.S., was nearly wiped out by fire. The loss is estimated at \$75,000, with \$20,000 insurance. The business portion of the town is in ashes. Hendry & Millard lost \$5,000 worth of molasses, on which there was no insurance. Among the buildings, etc., destroyed are: Store and wharf, estate of J. V. Dexter, Jubilee Hall, A. W. Hendry's store, Union Bank, George Braddon's store, Andrew McNutt, house and store; D. Winter's butcher shop, N. H. Wetmore's store, Mullhall's grocery store, A. W. Harrington's house and store, Verge's jewellery store, Putnam's jewellery store, Mrs. A. W. Mader's fruit store, Hutching's drug store, A. W. Balcom's livery stables, Congregational Church, Jos. Winter's butcher shop and dwelling, F. O. Patch's wharf and two warehouses, Isaiah Wilde's house and shop, the Forbes block, Colin Campbell, sr. (two buildings), Colin Campbell, jr. (two buildings), Advance office, Western Union Telegraph office, and Times office.

“SILICO”

THE UP-TO-DATE
CLEANING SOAP.

Cleans quickly and...

DOES NOT SCRATCH

Try a Three-Dozen Case for \$2.25.

For Sale by Grocers and Druggists.

FOR SALE.

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

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

EPPS'S COCOA
1-4 lb. Packets. 14 lb. Boxes secured in tin.

Special Agent for the Dominion
C. E. COLSON - MONTREAL

For

25 cents

We will mail you a valuable little book on

**BUYING
SELLING AND
HANDLING OF TEA**

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

The MacLean Publishing Co.

26 Front St. West, Toronto.



"Wine

that maketh glad."

**Golden Diana
California Tokay
Five-and-a-half
Sherry.**

All first-class goods.
Let us send you quotations.

**Ontario Grape
Growing and Wine
Mfg. Co.**

St. Catharines, Ont.

RAM SAY INDIAN AND CEYLON TEA

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

J. F. RAMSAY & CO.

WHOLESALE TEA IMPORTERS

14 and 16 Mincing Lane

Toronto.

Fine Fruit Tablets



**ENGLISH FORMULA
TABLETS**

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

**G. J. HAMILTON
& SONS**

PICTOU, N.S.



**BROWN & POLSON'S
CORN FLOUR**

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

NO PACKET GENUINE WITHOUT THESE SIGNATURES—

John Brown John Polson

SOLE AGENT FOR CANADA,

Write for samples and quotations

JOHN A. ROBERTSON, Board of Trade Building, MONTREAL

McLAREN'S



is Honest Goods and just the Thing on Which to make or Extend a Business.

The Best Grocers Make a point of Keeping it always in Stock.

Southwell's

Jams, Jellies

and Marmalades

ARE HARD TO BEAT.

Write for figures on . . .

New Season's Fruit

Frank Magor & Co. -

16 St. John Street, Montreal.

CURRENT MARKET QUOTATIONS

TORONTO, Sept. 12, 1895.

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

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

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

BAKING POWDER.

	PURE GOLD.	per doz.
5 lb. cans, 1 doz. in case	16	25
4 lb. cans, doz. in case	13	25
2 1/2 lb. cans, 1 and 2 doz. in case	8	40
16 oz. cans, 1, 2 and 4 doz. in case	3	35
12 oz. cans, 2 and 4 doz. in case	2	60
8 oz. cans, 2 to 4 doz. in case	1	75
6 oz. cans, 2 and 4 doz. in case	1	35
4 oz. cans, 6 doz. in case	0	90
6 " 2, 4 " " "	0	35
4 " 4, 6 " " "		90
3 " 4, 6 " " "		80
Dunn's No. 1, in tins	2	00
" 2 " " "		
Cook's Eriend—		
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 doz. in case		3 00



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

G. F. MARTER & SON.

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

W. H. GILLARD & CO., PROPRIETORS.

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

BLACKING.

DAY & MARTIN'S BLACKING.

Paste.		per gross.
(Boxes of 3 doz. each.		
No. 1 size (4 gross to a case)		\$ 2 40
No. 2 size 3 " "		3 30
No. 3 size 3 " "		5 00
No. 4 size 2 " "		6 55
No. 5 size 2 " "		9 00
Emboss'd 97 4 " "		6 00

Liquid.		per doz.
Pints, A (6 doz. per bbl)		\$ 3 30
3/4 " B 9 " "		2 25
1/2 " C 15 " "		1 25

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

Russet Cream.		per doz.
(1 gross cases)		\$ 0 80
No. 1. In bottles		1 60
2. " "		1 90
4. " "		2 60

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

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

In Metal Tubes		1 90
Ivoryine.	per doz.	
Small. In patent stoppered bottles,	sponge attached	\$ 0 80
No. 1. " "		1 35
" 2. " "	per gross.	25 00

P. G. FRENCH BLACKING.	per gross
1/2 No. 4	\$ 4 00
1/2 No. 6	4 50
1/2 No. 8	7 25
1/2 No. 10	8 25
P. G. FRENCH DRESSING.	per doz.
No. 7, 1 or 2 doz. in box	\$ 2 00
No. 4, 1 or 2 doz. in box	1 25

CROWN PARISIAN DRESSING.	per gross.
	9 00

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

Silver Star Stove Paste	per gross.
	\$ 9 00
Dixon's Carburet of Iron Stove Polish, 70c doz	7 20

BLUE.	
KEEN'S OXFORD.	per lb.
1 lb. packets	\$ 9 17
1/4 lb. " "	0 17
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16

CORN BROOMS.	
CHAS. BOECKH & SONS.	per doz.
Carpet Brooms—	per gross.
" Imperial," extra fine, 8, 4 strings.	\$ 3 65
" " " " " " " " " " " "	3 45
" " " " " " " " " " " "	3 25
" " " " " " " " " " " "	3 30
" " " " " " " " " " " "	3 10
" " " " " " " " " " " "	2 90
" Standard," select, 8, 4 strings.	2 90

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

CANNED GOODS.		
	per doz.	per doz.
Apples, 3's	\$ 0 90	\$ 0 35
" " " " " " " "	2 25	2 40
Blackberries, 2's	1 75	2 00
Blueberries, 2's	1 00	1 10
Beans, 2's	0 85	0 95
Corn, 2's	0 80	0 95
Cherries, red pitted, 2's.	2 00	2 25
Peas, 2's	0 85	0 90
" " Sifted select	0 90	0 95
" " Extra sifted	1 45	
Pears, Bartlett, 2's.	1 75	
" " Sugar, 2's	1 50	
Pineapple, 2's	1 75	2 40
" " " " " " " "	2 40	2 50
Peaches, 2's	1 90	2 20
" " 3's	2 90	3 00
Plums, Green Gages, 2's	1 85	2 00
" " Lombard	1 60	1 75
" " Danson Blue	1 60	1 75
Pumpkins, 3's	0 90	0 95
" " " " " " " "	2 10	2 25
Raspberries, 2's	1 40	2 30
Strawberries, choice, 2's	2 40	
Succotash, 2's	0 85	0 95
Tomatoes, 3's.	1 30	1 40
" " Golden " Finnan Haddies	1 30	1 40
" " " " " " " " " "	1 85	2 25
Lobster, tails.	2 90	2 60
" " " " " " " " " "	2 60	
" " Imperial Crown flat.	2 60	
Mackerel	1 00	1 10
Salmon, Sockeye, tails	1 35	1 65
" " " " " " " " " "	1 55	1 65
" " Cohoes	1 15	1 20
Marinated Pilchard	1 25	2 25
Sardines, Albert, 1/2's tins	0 15	0 13
" " " " " " " " " "	0 20	0 21
" " Sportsmen, 1/2's genu-		
ine French high grade, key		
opener	0 12	0 12 1/2
Sardines, key opener, 1/2's	0 11	0 10 1/2
" " " " " " " " " "	0 11	0 11 1/2
" " " " " " " " " "	0 10 1/2	0 11
" " " " " " " " " "	0 18 1/2	0 17
Sardines, other brands 9 1/2 11	0 16	0 17
" " P. & C., 1/2's tins	0 23	0 25
" " " " " " " " " "	0 35	0 6

WESTERN FAIR, LONDON

The Edwardsburg Starch Co., Ltd.

CARDINAL, ONT.

Will be much pleased to have all those interested in their celebrated

SILVER GLOSS BENSON'S PREPARED CORN BENSON'S ENAMEL

And other brands of Starch, visit their exhibit at Western Fair in Main Building on Ground Floor near the Main Entrance.

Sardines, Amer., 1/2 s	0 05	0 09
" Mustard, 3/4 size, cases	0 09	0 11
50 tins, per 100	11 00	
MARSHALL & CO., SCOTLAND.		
Fresh Herring, 1-lb.	1 10	1 15
Kipperd Herring, 1-lb.	1 85	1 90
Herrings in Tomato Sauce	1 85	1 90
Herrings in Shrimp Sauce	2 00	
Herrings in Anchovy Sauce	2 00	
Herrings a la Sardine	2 40	
Preserved Bloaters	1 85	1 90
Real Findon Haddock	1 85	1 90

CANNED MEATS.		
(CANADIAN.)		
Comp. Corn Beef, 1-lb. cans	\$1 65	\$1 75
" " " "	2 65	2 75
" " " "	4 " "	8 00
" " " "	6 " "	8 25
" " " "	14 " "	18 00
Minced Callots	2 " "	2 60
" " " "	2 " "	2 65
Launch Tongue	1 " "	3 40
" " " "	2 " "	6 00
English Brawn	2 " "	2 75
Camb Sausage	1 " "	2 50
" " " "	1 " "	4 00
Soups, assorted	1 " "	2 25
" " " "	2 " "	1 80
Soups and Boull.	6 " "	4 50

CHEWING GUM.

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

CHOCOLATES & COCOAS.

CABBURY'S.	
Cocoa essence, 3 oz. packages	per doz. \$1 65
Mexican chocolate, 1/4 and 1/2 lb. pkgs.	per lb. 0 40
Rock Chocolate, loose	0 37 1/2
1-lb. tins	0 40
Cocoa Nibs, 11-lb. tins	0 40
TODHUNTER, MITCHELL & CO.'S.	
Chocolate—	per lb.
French, 1/4 s—6 and 12 lbs.	0 30
Caracas, 1/4 s—6 and 12 lbs.	0 35
Premium, 1/2 s—6 and 12 lbs.	0 30
Sante, 1/4 s—6 and 12 lbs.	0 35
Diamond, 1/4 s—6 and 12 lbs.	0 22
Sticks, gross boxes, each	1 00
Cocoa—	
Homeopathic, 1/4 s, 8 and 14 lbs.	0 30
Pearl	0 25
London Pearl, 12 and 15	0 22
Rock	0 30
Bulk, in boxes	0 18
Royal Cocoa Essence, packages	per doz. 1 40
EPPS'.	
Cocoa—	per lb.
Case of 112 lbs. each	0 35
Smaller quantities	0 37 1/2

FRY'S.

(A. P. Tippet & Co., Agents.)	
Chocolate—	per lb.
Caracas, 1/4 s, 6-lb. boxes	0 42
Vanilla, 1/4 s	0 42
"Gold Medal" Sweet, 6 lb. bxs.	0 29
Pure, unsweetened, 1/2 s, 6 lb. bxs.	0 42
Fry's "Diamond", 1/4 s, 6 lb. bxs.	0 24
Fry's "Monogram", 1/4 s, 6 lb. bxs.	0 24
Cocoa—	
Concentrated, 1/4 s, 1 doz. in box	2 65
" " " "	5 00
" " " "	9 65
Homeopathic, 1/4 s, 14 lb. boxes	0
" " " "	1/2 lbs. 12 lb. boxes. 0
JOHN P. MOTT & CO.'S.	
(R. S. McIndoe, Agent, Toronto.)	
Mott's Broms	per lb. 0
Mott's Prepared Cocoa	0
Mott's Homeopathic Cocoa (1/4 s)	0
Mott's Breakfast Cocoa (in tins)	0 45
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracac Chocolate	0 40
Mott's Diamond Chocolate	0 22
Mott's French-Can Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 27
Mott's Cocoa Nibs	0 35
Mott's Cocoa Shells	0 06
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 19

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

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

COFFEE.

Green.	
Mocha	per lb. 0 28
Old Government Java	0 30
Rio	0 20
Plantation Ceylon	0 29
Porto Rico	0 24
Guatemala	0 24
Jamaica	0 21
Maracaibo	0 21
Caffaroma, 1 & 2 lb. tins asstd.	0 33
TODHUNTER, MITCHELL & CO.'S	
Excelsior Blend	0 34
Our Own	0 32
Jersey	0 30
Laguaya	0 28
Mocha and Java	0 35
Old Government Java	0 30
Arabian Mocha	0 35
Maracaibo	0 28
Santos	0 25

DRUGS AND CHEMICALS.

Alum	\$0 02	\$0 03
Blue Vitriol	0 06	0 07
Brimstone	0 03	0 03 1/2
Borax	0 10	0 12
Camphor	0 70	0 75
Carbolic Acid	0 25	0 50
Castor Oil	0 07 1/2	0 08
Cream Tartar	0 22	0 25
Epsom Salts	0 02 1/2	0 02 1/2
Paris Green	0 15	0 20
Extract Logwood, bulk	0 13	0 14
" " boxes	0 15	0 17
Gentian	0 10	0 13
Glycerine, per lb.	0 17	0 18
Hellebore	0 16	0 17
Iodine	5 50	6 00
Insect Powder	0 26	0 30
Saltpetre	0 08 1/2	0 09
Soda, Bicarb, per keg	2 75	2 90
Sal Soda	1 00	1 25
Madder	0 12 1/2	

EXTRACTS.

KENNEDY, GREIG & CO.	
Crown Brand Extracts, all flavors—	
1 oz. London	gross 00
2 " Anohor	" 9 00
1 " Flat Crown	" 9 00
2 " " "	" 18 00
2 " Square	" 21 00
2 1/2 " Round	" 24 00
4 oz. Glass Stopper	doz. 3 50
8 " " "	" 7 50
Parisian Essence	gross 21 00

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

Beardley's Boneless Herring. doz 2 doz. \$1 44

Codfish. per doz. 0 90

RECKITT'S Blue and Black Lead (ALWAYS GIVE YOUR CUSTOMERS SATISFACTION.)

Ask Your Wholesaler



CANADIAN LEAF
Chewing Tobacco

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

JOLIETTE TOBACCO CO.

Joliette, Que.

Dogs for
Business Men

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

KINKORA KENNELS

Importers and Breeders

P.O. Box 2179

P.O. Box 2501

MONTREAL

TORONTO

English Army Blacking

STANDS AT THE HEAD

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

- 1st—A beautiful Jet Black Polish.
- 2nd—For a lasting polish.
- 3rd—For a quick shine.
- 4th—For its leather-preserving qualities.

5th—For the universal satisfaction it gives to the users of Blacking. Everybody that tries it always speaks in the highest terms of its many good qualities. It is the handsomest package and the best Blacking in the world. Sold by all first-class dealers.



GONDENSED MINGE MEAT

Delicious Mince Pies
every day in the
year.

Handled by retailer
as shelf or counter
goods. No waste.
Gives general satis-
faction.

Sells at all Seasons.

Will not ferment in
warm weather.



The best and
Cheapest Mince
Meat on Earth

Price reduced to
\$12.00 per gross,
net.

J. H. WETHEY,
St. Catharines
Ont.

Manufacturers by appointment to Her Majesty the Queen,
H.R.H. The Prince of Wales and the Army and Navy.



150
Years'
Record



MARTIN & ROBERTSON,
Victoria and Vancouver,
for British Columbia

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

TEES & PERSE, Winnipeg, for Manitoba and North-West Territory,

Liquid and Paste Blacking

Black and White Cream for Patent Leather.

Russet Cream

For Brown Boots, Saddlery, Etc.

DAY & MARTIN LTD. London and
Liverpool

CHAS. GYDE, Montreal, for Ontario and Quebec.

BRANTFORD STARCH

Pure Prepared Corn The Finest.
Challenge Corn The Quickest Seller.
Lily White Gloss The Old Favorite.

BRANTFORD STARCH CO., LTD.

BRANTFORD SOAP WORKS CO.



Ivory Bar— per box.
 2 6-16 oz. and 3-lb. bar, 60 lb \$3 30
 13 1/4 lb. and 1-lb. bar, 60 lb 3 60
 12 oz. cakes, 100 cakes in box 4 13
 10 oz. cakes, 100 cakes in box 3 75

All wrapped with lithographed wrapper, printed with finest alkali proof ink. Quotations of lower grades of all kinds of soap furnished on application.

GUELPH SOAP CO.

Pure, 60 bars, 12 oz., per box \$3 00
 Silver Star, 100 bars, 12 oz., per box 4 00
 Royal City, 3-lb. bar, per lb 0 05
 Peerless, 2 1/2-lb. bar 0 04 1/2
 Genuine Electric, 72 bars, per box 2 50

TEAS.

"SALADA" CEYLON.		per lb.
Green label, retailed at 30c.		0 22
Blue "	40c.	0 30
Red "	50c.	0 36
Gold "	60c.	0 44

Terms, 30 days net.

BLACK.		per lb.	per lb.
Congou—			
Half Chests Kaisow, Mon- ing, Paking		0 12	0 60
Caddies, Paking, Kaisow		0 18	0 50
INDIAN.			
Darjeelings		0 35	0 55
Assam Pekoes		0 20	0 40
Pekoe Souchong		0 18	0 25
CEYLON.			
Broken Pekoes		0 35	0 42
Pekoes		0 29	0 40
Pekoe Souchong		0 17	0 35
CHINA GREENS.			
Gunpowder—			
Cases, extra firsts		0 42	0 50
Half Chests, ordinary firsts		0 22	0 38

Young Hyson—			
Cases, sifted, extra firsts	0 42	0 50	
Cases, small leaf, firsts	0 35	0 40	
Half Chests, ordinary firsts	0 22	0 38	
Half Chests, seconds	0 17	0 19	
" " thirds	0 15	0 17	
" " common	0 13	0 14	
PING SUEYS.			
Young Hyson—			
Half Chests, firsts	0 28	0 32	
" " seconds	0 16	0 19	
Half Boxes, firsts	0 28	0 32	
" " seconds	0 16	0 19	
JAPAN.			
Half Chests—			
Finest May pickings	0 38	0 40	
Choice	0 32	0 36	
Finest	0 28	0 30	
Fine	0 25	0 27	
Good medium	0 22	0 24	
Medium	0 19	0 20	
Good common	0 16	0 18	
Common	0 13 1/2	0 15	
Nagasaki, 1/2 chests Pekoe	0 16	0 22	
" " Oolong	0 14	0 15	
" " Gunpowder	0 16	0 19	
" " Siftings	0 07 1/2	0 11	

TOBACCO AND CIGARS.

British Consols, 4's; Twin Gold	0 59
Bar, 8's	0 57
Ingots, rough and ready, 8's	0 49
Laurel, 3's	0 47
Brier, 7's	0 44
Index, 7's	0 56
Honeysuckle, 8's	0 50
Napoleon, 8's	0 47
Victoria, 12's	0 44
Brunette, 12's	0 48
Prince of Wales, in caddies	0 48
" " in 40-lb. boxes	0 60
Bright Smoking Plug Myrtle, T. & B.	0 47
3's	0 50
Lily, 7's	0 50
Diamond Solace, 12's	0 70
Myrtle Cut Smoking, 1 lb. tins	0 70
1/4-lb. plug, 6-lb. boxes	0 70
oz. plug, 5-lb. boxes	0 70
MCALPIN TOBACCO CO.	
White Burley Chewing— Duty paid.	per lb.
Beaver, 12 oz., smooth, 3x12, 5c and 10c cuts, 12-lb. butts.	0 61
Beaver, 8 oz. R. & R. 2x12, 5c and 10c cuts, 12-lb. butts.	0 61
Beaver, 16 oz., R. & R., 10c cuts, 2x12, 18-lb. butts.	0 61
Jubilee, 7 1/2 to lb., chocolate, 15-lb. butts	0 58

Prince George, 8's, 21-lb. caddies	0 47
Tecumseh, 9 to 1 lb. (fancy chewing)	0 65
Extra Black Chewing—	
Gold Shield, 16 oz., 7 to 1 lb., 20-lb. butts	0 47
Black Chewing—	
Standard, 3rds, 4ths, 7s and 12s, 20-lb. packages	0 45
Plug Smoking—	
Woodcock, 18-lb. caddies, 7s	0 50
Sunny South, 6s and 7s, 18-lb. caddies	0 46
Solid Comfort, 6s, 18-lb. butts	0 44
Special, 7 to 1 lb., 18-lb. caddies	0 42
Cut Tobaccos, Smoking—	
Silver Ash, 1-9ths, 5-lb. boxes	0 62
Puck, mixture, 1-9ths, 5-lb. boxes	0 70
Cut Cavendish, 1-3ths, 5-lb. boxes	0 65
Fine Cut Chewing—	
Standard Kentucky, bright, 5-lb. pails	0 80
Apricot, dark sweet, 5-lb. pails	0 65
Terms, 30 days, less 2 per cent.	
CIGARS.	
S. DAVIS & SONS, MONTREAL.	
Sizes. Per M.	
Madre E Hijo, Lord Lansdowne	\$60 00
" " Panetelas	60 00
" " Bouquet	60 00
" " Perfectos	85 00
" " Longfellow	85 00
" " Reina Victoria	80 00
" " Pins	55 00
El Padre, Reina Victoria Especial	55 00
" " Conchas de Regalia	50 00
" " Bouquet	55 00
" " Pins	50 00
" " Longfellow	80 00
" " Perfectos	85 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, MONTEAL.	
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
C. Tobaccos— per lb.	
Puritan, 10ths, 5-lb. boxes	0 70
Old Cham, 9ths, 5-lb. boxes	0 75
Old Virginia, 1-10 lb. pkg., 10-lb. boxes	0 62
Gold Block, 9ths, 5-lb. boxes	0 73

Cigarette Tobacco—			
B. C. N. 1, 1-10, 5-lb. boxes	0 83		
Puritan, 1-10 5-lb. boxes	0 83		
Athlete, per lb.	1 15		
Plug Tobaccos—			
Old Cham, plug, 4s, Solace, 16 lbs.	0 68		
" " " 8s, " 16	0 68		
" " " 8s, R. & R. 13 1/2	0 68		
" " " 7s, R. & R. 14 1/2	0 38		
" " " 8s, Solace, 15	0 38		
" " " 8s, R. & R. 16	0 38		
" " " 8s, Solace, 15	0 38		
" " " 8s, Twist, 16	0 38		
O. V. " plug 8s, Solace, 17 1/2	0 38		
O. V. " " 1s, " 17	0 51		
Derby " 12s, " 17 1/2	0 31		
Derby " 7s, " 17	0 31		
Athlete " 5s, Twist 9	0 74		

WOODENWARE.

	per doz.
Pails, 2 hoop, clear, No. 1	\$ 1 50
" " " " " 2	1 45
" " " " " 2	1 40
" " " " " 2	1 60
" " " " " 2	1 45
" " " " " 2	2 50
" " " " " 2	2 00
" " " " " 2	2 00
" " " " " 2	2 25
" " " " " 2	1 35
" " " " " 2	2 25
" " " " " 2	2 00
" " " " " 2	1 80
" " " " " 2	1 75
" " " " " 2	1 30
THE E. B. EDY CO.	
Washboards, Planet	1 60
" " Waverly	1 50
" " XX	1 40
" " X	1 25
" " Electric Duplex	2 25
" " Special Globe	1 25
Mops and Handles, combined	1 25
Butter Tubs	1 60
Butter Bowls, crates assort d.	3 60
Matches—	
Steamship (10 gross in case)	
Single case and under 5 cases	3 10
5 cases, freight allowed	3 10
Per Case.	
5-Case Lots, Single Case.	
Parlor	\$1 70
Red Parlor	1 70
Telephone	3 10
Telegraph	3 30
Safety	4 00
French	3 00
Favorite	2 25
Flamers	2 40

Licorice Goods

SOME OF OUR LEADERS ARE:

- Pure Calabria "Y & S" Licorice
- Acme Licorice Pellets
- Tar Licorice and Tolu Wafers
- Licorice Lozenges
- "Purity" Penny Licorice

YOUNG & SMYLIE,

Brooklyn, N.Y.



**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

DURABLE PAILS AND TUBS.



TRY THEM

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

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

Represented by
Chas. Boeckh & Sons, Toronto,
H. A. Nelson & Sons, Montreal.

**THE
Oakville Basket Co.,**

MANUFACTURERS OF



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

For sale by all Woodenware Dealers

Oakville, Ont.

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

..ODART'S SPECIALTIES..

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

ODART'S PICKLE - AND - ODART'S SAUCE

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



Batty & Co.

London, England

Batty's Nabob Pickles

Crown Pickles . . .

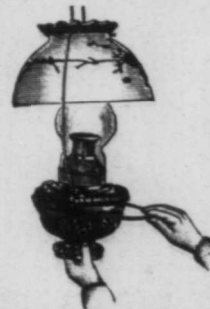
Batty's Nabob Sauce

Batty's Worcester Sauce

For Sale by Leading Wholesale Grocers

Canadian Agents:
J. ALEX. GORDON & SON, Montreal

**MADE TO
GIVE LIGHT**



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

"PITTSBURGH" LAMP

Mammoth Sizes for

**STORES
CHURCHES, Etc.**

Gowans, Kent & Co., Toronto



OUR 5-LB. CANISTER.

The Celebrated

B. F. P.



COUGH DROPS

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

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

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

PRIZE MEDALS IN COMPETITION WITH THE WORLD.

Toronto Biscuit and Confectionery Co. - - Toronto.



N.B.—The old STANDARD BRAND OF HORSESHOE CANNED SALMON still takes the lead, and affords the greatest satisfaction to both dealer and consumer, and for uniform excellence in quality and weight has no equal

EVERY CAN WARRANTED.

We are also packers of the well and favorably known brands of BEAVER, COLUMBIA and TIGER, all guaranteed prime RED fish.

ALL LIVE GROCERS KEEP THEM.

J. H. TODD & SON,
Victoria, B.C., Owners.

AGENTS—Geo. Stanway, Toronto,
Agent for Ontario,
W. S. Goodhugh & Co., Montreal.
Tees & Perse Winnipeg.

EDWARD STILL
Assignee, Accountant, Auditor, etc.

1 Toronto Street, TORONTO.
Commercial Accounts and those of Estates, Municipalities, etc., thoroughly audited and investigated. Charters obtained for Joint Stock Companies. Parties in difficulties can procure prompt settlements with creditors, on easy terms, without publicity.

Walter Baker & Co. Limited,

The Largest Manufacturers of
PURE, HIGH GRADE
Cocoas and Chocolates
on this continent, have received
HIGHEST AWARDS

from the great
INDUSTRIAL and FOOD

EXPOSITIONS
In Europe and America.

CAUTION: In view of the many imitations of the labels and wrappers on our goods, consumers should make sure that our place of manufacture, namely, **Dorchester, Mass.,** is printed on each package.

SOLD BY GROCERS EVERYWHERE.

WALTER BAKER & CO. LTD.
DORCHESTER, MASS.

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

CHARLES F. CLARK, EDW. F. RANDOLPH
PRESIDENT. TREASURER.
ESTABLISHED 1849.

**THE BRADSTREET
MERCANTILE AGENCY**

THE BRADSTREET COMPANY,
Executive Offices, PROPRIETORS.
NOS. 279, 281 AND 283 BROADWAY, NEW YORK

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

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

TORONTO OFFICES 36 Front St. East and
27 Wellington St. East.
THOS. C. IRVING, Superintendent.

Oakey's
'WELLINGTON'
KNIFE POLISH

The Original and only Genuine Preparation for
Cleaning Cutlery.

JOHN Oakey & Sons, Limited,

Manufacturers of Emery, Black Lead, Emery and
Glass Cloths and Papers, etc.

Wellington Mills, London, England

REPRESENTATIVE IN CANADA:

**JOHN FORMAN, 18 St. Alexis St.,
MONTREAL.**