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THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED WEEKLY
\$200 PER YEAR

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TORONTO SEPTEMBER, 29, 1893.

No. 39

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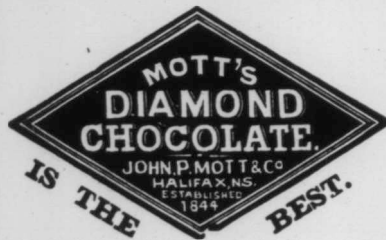
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 & GENERAL STOREKEEPER

**PUBLISHED
 WEEKLY
 \$2.00 PER YEAR**

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 and General Storekeepers.

Vol. VII.

TORONTO, SEPTEMBER 29, 1893

No. 39

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

THE J. B. McLEAN PUBLISHING COMPANY,
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The abuse of a thing often induces people to look upon the thing abused as an evil when it really is not such. Speculation is a case in point. In a recent issue of the Digest appeared an article translated from a French paper, which had this same thought running through it. "Speculation," says the writer, "like most of the acts of men, is good or bad, according to the use made of it, according to the character of those who devote themselves to it, according to the measure in which it is employed. No subject is more difficult to discuss, for few matters are so obscure and misunderstood, not only by the public, but by those who, by their business, may think themselves qualified to understand the question." Speculation, as the writer referred to says, in its true sense, is nought but the legitimate exercise of one of the faculties of human activity. It is the excesses that are to be blamed, such, for instance, as those exhibited in Toronto, Winnipeg, and other cities in this country. But these excesses are not the rule. The very exposure that these excesses get and the manner in which they are denounced is an evidence of this. "To

speculate is to consider, and, subsequently, to reflect, to make deductions, perform an act of reasoning," is the definition given in the article published in the Digest. In a word, speculation is the result of a process of reasoning, and thus differs radically from gambling, which depends wholly on chance. "Moreover, we must not understand by speculation dealings only in the public funds, in shares and bonds, or believe that it is confined to operations on time. Merchandise of every kind, real estate itself serves as food for speculation." Whatever the retail merchant buys he does so with the expectation of selling it at a higher price than what he pays for it. "Speaking generally," says the writer, "the speculator acts as a regulator. He is the fly-wheel of the machine who keeps up its constancy of movement. He is as much opposed to its running too slow as to its running too fast. The speculator for the rise steps in when prices seem to him unreasonably depreciated; when, for example, the shares of a corporation, of which the capital is intact, have fallen below par. The speculator for a fall seeks to establish an equilibrium when the enthusiasm is pushing prices to unreasonable heights, is paying excessive premiums, and is helping to raise shares to a price which is no longer in harmony with the revenue they yield. For these reasons I affirm that speculation of all kinds, even that of the stock exchange, when not carried to excess, is a benefit, and ought not to be discouraged either by law or public opinion." These are wise words.

What with the World's Fair, fall fairs, and other af-fairs, the country

merchant seems to have his time pretty well taken up—visiting them. The only person that seems inconvenienced thereby is the commercial traveler; and he complains that every other of his customers is either away at Chicago or attending the fair in his own neighborhood. But he won't lose much in the long run, for when the country merchant settles down to business again it will be with a mind broader from what he has seen and heard and felt, and with his expectations of winter trade brightened with the fullness of the horn of plenty as exhibited at the fall fairs this season. While he is in this spirit he will naturally buy more liberally than he otherwise would.

* * *

Apropos of fall fairs arises the idea of the influence of these institutions in bringing about a better acquaintanceship between the wholesaler and the retailer on the one hand and the retailer and consumer on the other. One of the drawbacks to trade in the past is the want of a proper understanding between the different branches of the trade, and between retailer and consumer. The one, the exhibitions in the larger cities, such as Montreal, Toronto, Hamilton, London, Ottawa, are gradually indirectly accomplishing. We had a practical illustration of this during the recent exhibition in Toronto. Every day during the two weeks which the exhibition was open saw numbers of country merchants paying their respects to the wholesale men; and some days during the last week the warehouses were actually crowded with them. These yearly visits are gradually becoming more fashionable; and the result of this better acquaintanceship

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will be a gradual improvement in business methods and the extension of sympathy between wholesaler and retailer. On the other hand, the country merchant by rubbing shoulders with his customers at the local fair gets better acquainted with them, learns more about what they are doing in the way of raising produce and stock, and of the improvements of different kinds that are being made on the farm. One of the ways to build up trade is to show your customers that you are interested in them. There is not a man or woman whose pride is not tickled when an interest is taken in themselves or in their possessions. It's human nature; and it pays the merchant to cater to it.

EXCITEMENT IN SUGAR IN MONTREAL.

As THE GROCER noted in its regular Montreal market letter last week, there was quite a lot of excitement in granulated sugar in that market, and since then our Montreal correspondent has gleaned some interesting facts. There appears to be a general scarcity of refined sugars both in the United States and Canada, and the present brisk demand is explained by the refiners in Montreal to be owing to the fact that wholesalers and jobbers on both sides of the line allowed their stocks to run down too low during the recent financial depression, but now that the situation has changed for the better, coupled with the very large supply of preserving fruits on the market, the demand has assumed such proportions that refiners and wholesale firms find themselves absolutely unable to meet all the demands for supplies made upon them by their customers. In the States the situation is quite acute also. As we have said, for New York refineries have, it is said, sold fully three weeks in advance. This fact has led to bids being made to Montreal refiners from parties in different American cities. From Chicago it is reported that a premium of 3-8 to 1-2c. was offered to both refineries for a 5,000 barrel lot of granulated if they would guarantee delivery immediately or within a short time, while other American centres have asked for best terms on 1,000 to 2,000 barrel lots of both granulated and bright yellows. It is understood, however,

that advantage could not be taken of these offers owing to the position of stocks in refiners' hands, and that it was out of the question for them to consider the idea of executing foreign orders with the urgent demands for supplies which they had to meet on domestic account. On the other hand it is reported that shipments have been made across the lines, and that this has a good deal to do with the premium of 1-16c. now being asked for immediate deliveries of granulated and the brighter grades of yellows. Montreal wholesale grocers, however, doubt this, and if the refiners are doing so, they are keeping it to themselves and misleading their Canadian customers by the above statements. This is improbable, however, and besides this, home demand has kept up at a remarkable rate throughout the week. Round lots of granulated have sold at 5 5-16c., and this figure has been repeated right along in the case of customers who must have supplies, while yellows have changed hands at 4 to 4 7-8c., as to grade. Besides all this refiners here have been having enquiries from the Maritime Provinces, and made some shipments down there also, while advices from that section state that the stocks down there are exceedingly low. The consequence of it all is that, with the demand from these three different quarters, and the strong position of the raw sugar market in New York, sellers of sugar manifest great independence.

IT IS COMING.

Our Special Fall Number will be issued next week, and it is going to exceed all previous efforts of the kind on this continent. Neither time nor money has been spared, and we now feel that the results will be better than anticipated. There will be 7,500 pounds, or 41-4 miles, of paper in the issue. The number of impressions will be 158,000, of which 96,000 will be in the cover alone. Every grocer and country merchant in the Dominion will be supplied with a copy, thus giving advertisers an unusual opportunity of reaching the trade from the Atlantic to the Pacific. Owing to the enormous work entailed in printing and mailing the paper to such a large constituency, all copy for new advertisements or changes of advertisements, or contributed articles must be in the office not later than Monday next, October 2, to ensure publication. This is imperative.

TENDENCY OF THE TRADE.

While the tendency is to the handling of a more general assortment of goods in the jobbing grocery trade of most Western and Eastern cities, the recent news from Boston that one of the leading wholesale firms there has discontinued the sale of several staples and that several other wholesalers in Boston and other cities contemplate taking a similar step, is an indication, says Merchants' Review, that the slavish copying of the policy of others is not a characteristic of the entire wholesale trade. It is also a sign that the sell-every system is not to have a walk-over. The same independence of action in even more conspicuous in the retail grocery trade. There are many blocks in this city on which grocers who sell everything that a grocer is supposed to handle may be found almost side by side with other grocers who sell neither green stuff, woodenware nor dairy products, not to mention a hundred and one articles of the order of sundries. The same no doubt is true of other large cities. Then there are dealers who restrict themselves to the sale of dairy products, and others, again, who to a stock of certain cooked foods add canned goods, smoked fish, condensed milk, olives, etc.; these being commonly known as "delicatessens." Generally speaking, however, the grocers of a large city are divided into two classes—those who sell domestic green fruits and vegetables in addition to groceries, and those who do not handle green stuff. The usual reason for the refusal to sell green stuff is the great labor required to conduct the department properly; some dealers declare, also, that the perishable nature of the fruits and vegetables makes the business too hazardous; although many small stores, with but one or two clerks, make this branch of the business pay well, it appearing to be, in fact, their principal reliance.

We think this independence of action is a good sign, if for no other reason than that it evinces a healthy individualism on the part of the grocers. When a branch of business gets into a rut, each establishment being an exact fac-simile of every other, as regards business methods and traditions, and each member of the trade is loath to try new experiments, it must be sadly in want of new blood, new energies and new talent. As men differ in their intellectual and moral equipment, so must their methods of doing business differ to some extent, if they are to win success, and while one dealer may find that a constant addition to the number of the departments of his business may pay him well, another merchant may lose money in attempts to follow his example, and yet each may possess an equal share of the qualities requisite for success as merchants.

SPANISH ONIONS.

The season thus far has been a disastrous one to importers and foreign shippers of the handsome Spanish onion, which vegetable, or fruit, as many term them, have been coming to this country in liberal and increasing quantities during the past four years. Having first been sent here in the nature of an experiment, the goods immediately met with popular favor, and from a very small beginning the importation has grown to large proportions. The section in Spain where this exceedingly large vegetable is raised is convenient to the markets of Valencia, Denia, Grandia and Gatti. The good returns that were the result of first shipments stimulated materially the industry, but the two past years have proved rather serious to growers, and when the returns of the past season are received, it is a question whether the Spanish peasants will consider it worth their while to grow and forward stock to this country for the especial benefit of their "Uncle Samuel," a relative who appears to reap the best results, at least from a financial standpoint. Owing to the unsatisfactory returns of last season, the acreage planted in Spain this year was considerably less than last year, hence a much smaller crop has been harvested. The first shipments, which usually come via England, showed upon arrival haste in gathering, the vegetable being watery, and subject to quick decay. The goods were received in rather poor condition, and it was found necessary to distribute them rapidly, and being put under the hammer, realized low and unsatisfactory prices. The California, the first direct boat, was looked forward to for better returns, as it was considered that with greater time for the vegetable to mature, the stock would come in good condition, but upon arrival even this invoice was found to be in a measure off-grade, and subsequent arrivals also indicated unsound quality. Owing to this reason chiefly prices have ruled very low, the auction results in numerous instances barely covering freight and duty, to say nothing of commissions and cost of package, and giving no consideration to the cost of the vegetable in primary markets. Uncle Sam exacts a duty of 40c. per bushel of 56 pounds, or, say, about 32c. per crate. The freight, commissions, and cost abroad brings the actual value to the importer at about 80c. laid down, therefore with 57 1-2 to 75c. as the results obtained in the auction room, it can readily be seen what importers and foreign shippers are forced to accept in the end for their ventures. The direct importations this season have been about 66,000 crates, and some 10,000 crates have been landed here via Liver-

pool. On the way to-day are 27,000 crates, or, say, a total supply to this time of 103,000 crates; the imports to the end of the season are expected to reach 150,000 crates. For the unsold stock in importers' hands 80c. is generally asked, while the jobbers are quoting 90 to 95c. Efforts have been made to raise the Spanish onion in this country from seed purchased in Spain, California having tried the experiment, and also the large onion-producing State, Iowa, but the results do not show a vegetable much different from the ordinary domestic, and it is therefore taken for granted that only the soil of the Castilians is fitted for the excellent product that is sent to our shores. Under these circumstances, and also the fact that the imported goods do not come into conflict with the home vegetable, the question of revising the tariff should be agitated, and those in interest should see to it that when the party in power settle down to business that the subject of lessening the duty is considered, and a more reasonable rate obtained.—N. Y. Journal of Commerce.

SAN FRANCISCO AND THE CHINA TEA TRADE.

It is in the memory of many active business men to-day when the entire tea trade of China and Japan was handled by sail ships, and when prizes were given for the first ship to arrive with new crop at London. Now it is very rare that a sailing vessel is loaded with tea. Practically the entire trade is in the control of steam lines. Those in New York and Europe go through the Suez canal. The Atlantic States and Canada are getting a large portion of their tea by way of ports on this side, the consignments being re-shipped by rail. Two steam lines are performing this service for California, with tri-weekly trips during the busy season. This month four steamers are to be sent out, so there will be four to come back two months from now. There is a monthly steam line between Hong Kong and Tacoma via Yokohama and another line between the same ports and Vancouver, B.C. The first consignments of new teas from Japan were placed in the New York market, by way of San Francisco, nearly a month ago. Consignments by two other steamers have also found lodgment in that city from San Francisco in the past two weeks. The fourth consignment of the season, and the largest of all, arrived here on the 18th, and was immediately put aboard the cars for East. This lot consisted of 25,000 packages. The first lot of new teas by the Canadian line went forward about a week ago. The first steamer with new teas for the Northern Pacific Railroad

is now due at Tacoma. The Canadian Pacific line will carry more of the crop this year than usual, four ships having been engaged to load at Yokohama for Vancouver. The first steamer for New York direct via the Suez canal is supposed to have left Yokohama a few days ago. The Pacific Coast lines are cutting into the tea trade via the Suez Canal materially.—San Francisco Bulletin.

WATCHING CUSTOMERS' PURCHASE

It pays to keep a close watch on customers' purchases, remarks Merchants' Review. This, however, may be very difficult in a cash store, although comparatively easy where accounts run a week or more and must be entered in order to be collected. Such entries ought to be carefully scrutinized from time to time, in order to learn whether the dealer enjoys the whole of the customer's trade, and also to discover whether there is not a possibility of inducing the customer to buy a more profitable class of goods. If a study of an account reveals the fact that a supposed steady customer has not purchased, say tea, or coffee, or butter, from the dealer within a certain period, the inference must be that he or she has gone elsewhere for the article. This sort of thing is to the interest of the dealer to stop. Unless the patron comes from a distance, the grocer who has sold him for some time ought to have his entire trade. In the daily bustle and rush of selling goods it is almost impossible to keep track of customers' purchases—to know whether they have or have not bought a full supply—but the account books, if examined for several weeks, will solve the problem, and if it is found that they have been buying elsewhere, they should be questioned, at a favorable opportunity, in order that the season may be learned. If satisfaction has not been given, either as regards quality or price, or the attentiveness of clerks, or delivery of goods, the way is open for the proper remedy to be applied.

If a comparison of the accounts of a number of families in similar circumstances shows that some are buying a greater quantity of luxuries than others, and there is a possibility of inducing the latter to increase their purchases of fancy groceries, it would be well to try the experiment. At any rate, an examination of the accounts will post the grocer regarding the proper channels in which to direct his efforts to increase the sale of goods that are not staple in character but more than ordinarily profitable. More may be often accomplished with families who use few or none of the more profitable class of goods than with the people who are accustomed to consume them in liberal quantities.

PROPAGATING THE CODFISH.

The important experiment in the artificial propagation of codfish in Newfoundland, conducted by Mr. Nielsen, superintendent of fisheries, gives promise, according to a correspondent of Montreal Herald, of most satisfactory results. The hatchery is on Dildo Island in Trinity Bay, and is now the most complete establishment of its kind in existence. The salt water pond built last year, in which the codfish are allowed to spawn in the natural way, is found to be greatly preferable to the former method in which the spawners were taken out of the water at intervals and "stripped" in order to collect the ova. By the new method, the fish are much less liable to injury, as they are not handled; and the increase of ova hatched averages 20 per cent. Mr. Nielsen is now able to bring to life from 65 to 70 per cent. of the ova collected in the hatching boxes. He has now about 750 spawners in the salt water pond, and he will this season "plant" in the waters the enormous number of two hundred millions of young codfish. Last year the number planted was one hundred and sixty-five millions. Two more years will be required to determine fully the value of this great experiment; but already there are unmistakable indications of triumphant success. From all parts of the immense bay of Trinity accounts are received of vast shoals of young codfish being seen by the fishermen, all of the same age (two years) and size. Such a phenomenon was never witnessed before, and the fishermen are unanimous in regarding these young cod as the undoubted product of the hatchery. Their note is now completely changed. Formerly they regarded the attempt to breed codfish artificially with superstitious horror, as being an impious interference with the prerogative of the Creator, and also a fraudulent waste of public money. The overthrow of the Thorburn Government of 1889 was partly owing to their introduction of cod hatching; and the followers of Sir William Whiteway—not excepting that gentleman himself—were not slow to take advantage of the dislike entertained by the fishermen to such unholy innovations, and to denounce their authors as impious frauds. Time brings its revenges. The tide has turned, and what was held up to public odium in 1889, will in 1893 be proclaimed as a public benefit of the most important character. Once the partially depleted Trinity bay is re-stocked and restored to its former productiveness all our other great bays and coast fishing grounds will undergo a similar renovation. The grand objection urged by opponents was that even if you brought the young cod to life, there was no guarantee that they would not go off

into the wide ocean, so that no particular locality could be certain to receive any benefits. The foregoing evidence goes far to establish as the great law of all fish life, that where fish are brought to life and spend their early days there they return when approaching maturity in order to "repeat the story of their birth." We shall be able to demonstrate that the cod are local fish, not ocean rangers, having a fixed habitat beyond which they do not go. All round our enormous coast of 2,000 miles are planted separate colonies of codfish, each having its own range. In winter these pass from the coastal waters to the deep sea to return with the spring to spawn in their own waters. When by over-fishing, or any other cause, a colony, such as that of Trinity bay, is greatly reduced in numbers, it is never restocked by wanderers from neighboring colonies, who will not leave their own waters. If fishing goes on the end must be entire exhaustion. Depleted waters can only be restored by artificial propagation. One of the most important discoveries of modern days is the process of breeding, in indefinitely large numbers, the food fishes of the sea. It is to the honor of this small and poor colony that it has taken the lead in this new departure, and is likely not only to benefit itself but the world at large by proving that sea-farming can be made very profitable and extended indefinitely.

TEA TIPPLING.

How far national characteristics are influenced by national beverages is a point which, raised from time to time, provokes searches into historical works and institutes comparisons concerning countries and peoples. That drinks vary as climates vary is, we believe, a recognized fact. The fact has been somewhat humorously emphasized by the assertion that the inhabitants of Great Britain attempt to fortify themselves against forced climatic changes by their indulgence in a proportionately extended list of liquids. Looking at that list and inspecting statistics relative to its many items, we see at least some fairness in the allegation. Weather enters largely even into the home aspect of the question. Thirst and warmth travel along together, drought and draughts being well-nigh inseparable.

It can be easily comprehended that what is suitable in one latitude may be entirely out of place in another. Where land is surrounded or parted by water we hear of a steady consumption of spirits. Holland with its canals has a reputation for putting away rivulets at least of strong waters; a reputation endorsed by the song which relates how the Dutchman's drink should be as deep as the rolling Zuyder Zee.

Hollands or Schiedam are regarded as veritable water-cures, or damp-dispensers on the canals. It is quite possible that persons dwelling far inland would look aghast at a measure of gin regularly emptied by a resident of the boompjes. Can it be supposed that Scotch mists and their connections have had nothing to do with the production of, and preference for, whiskey? Or that its Irish relation owes nothing of its origin to the humid atmosphere of the Emerald Isle?

Be that as it may, a firmly-rooted opinion exists among men who are much exposed to damp and chills, that a drop of the creature—which varies according to flavor and finance—acts as a preventative of ill health. On the other hand, advocates have been known to suggest that these men owe their ability to imbibe without danger to their existence in the open air saturated with preservative salts. A most interesting field for speculation has been opened up afresh by Dr. J. Murray Gibbes, in his remarks upon tea-tipping; a practice which he regards with anything but approval. Alcohol acts, he reminds us, on the animal nervous system; then—the product of tea, coffee and cocoa—on the higher or intellectual system, as well as on the nerves controlling digestion; and both are stimulants and sedatives. The effects, it should be noted, of alcohol are described as being speedily apparent, while those of the other are subtler. We are asked this pertinent question: If the nerves which control the digestive function are continually over-excited, as in tea tipping, while at the same time the digestive ferments are having their activity deadened, is it to be wondered at that the whole function of digestion becomes impaired, and that indigestion is the result?

Our professor's analysis of affairs goes further still when we are bidden to reflect that though non-alcoholic beverages may not cause us to come into contact with society's by-laws, it is doubtful whether intemperate indulgence in tea should not be placed under a ban. Immediate disgrace may not occur in consequence of tea tipping, but its effect upon the mental powers of the tipplers may be most disastrous. Dr. Gibbes considers, indeed, that if alcoholic beverages fill our jails non-alcoholic ones have a great deal to do with filling our lunatic asylums, besides causing vast misery and expense in various ways. On the other hand—and on the heels of this terrible suggestion, it is a blessing to come across any other hand at all—we learn that this their fiend has its wholesome qualities. It has, at all events, the power of developing the human intellect; and the eagerness for education is set forward as a proof in point. Summed up,

then, we may take it that in drink, as in all things else, good and bad qualities are—as drinks themselves should not be—generally mixed; and that while its use is advantageous under rightly considered circumstances, its abuse has a contrary qualification.—British Journal of Commerce.

COFFEE AT THE WORLD'S FAIR.

The Chicago Record says: Coffee as you like it; coffee pale as tea, so that you may see the bottom of the cup; other coffee black as ink, and warranted to float a coin. South America, West Indies, East Indies, and the Islands of the Orient are in a rivalry to see which can suit the American taste. At Jackson Park the visitor may mix his drinks and go on a coffee spree. The beverage is served piping hot and there are many chances to sample.

In Java, for instance, the coffee house of bamboo and plaited reeds holds a central place in the village. The visitor seats himself at a table on a cool verandah, and a native takes the order. He is a brown and chubby young man, bare footed and bare legged, with close skirt and jacket, but he is undeniably clean and very respectful. If you look at him steadily for a moment he will smile. The cup of coffee he brings you is of the American hotel size. The aroma is delightful and strength is not lacking. With it he brings sugar and cream. The only peculiar thing about the coffee is that it is very strong without being at all rank. You do not observe the so-called "twang." In preparing their coffee the Javanese pulverize the roasted grains and pour on cold water, allowing the mixture to stand for a whole day. In this manner they get the pure essence, to which the boiling water is added when the time comes to serve in cups. In their own homes, when they wish something unusually tempting they add hot milk to the essence, making a drink both strong and rich.

The Turks, like other people of the Orient, grind the grains to a floury fineness, and then add the boiling water. The mixture is pungent and powerful, but the man who has not learned Turkish ways may tip his little cup too far and fill his mouth with the brown and muddy dregs. In the Turkish cafes the coffee is served in very small cups by a waiter in red and spangles. His trousers have as much excess material as an accordion skirt, and the white stockings give a painful prominence to his bulging calves. He may talk to you in French, but his English will be very shaky.

As Brazil produces about four-fifths of all the coffee in the world it ought to know all about making coffee. Back of the magnificent Government build-

ing is a canopy built among the trees. Here you get a cup of Brazilian coffee free of charge. The after-dinner cups and saucers are decorated with national emblems. An attractive young woman, who speaks French, will conduct you to a table, and smile in a gratified way if you praise the coffee. At any rate, the Brazilian drink is too rich for the average World's Fair visitor. He takes a few sips and then calls for some hot water to weaken it. The Brazilian says: "Roast your coffee slowly; turn it constantly and regularly. The roasting is finished when coffee has acquired a deep chestnut color. Roasted coffee should be kept in sealed vessels and used within three days. Don't grind it until you are ready to use it, for it soon loses its aroma. Put the powder in a vessel and pour boiling water through it, a little at a time. In this way you will get all the properties which give taste and fragrance to coffee. Never boil the coffee or warm it up."

These rules are followed by the Brazilians, and the result is a drink which causes the experts to lift their eyes in speechless delight.

Over at Guatemala, also, they have coffee of that kind served under the trees by sprightly French girls in picturesque costumes of yellow silk and flying ribbons. You may order the coffee strong or weak; you may have it iced or you may drink a "sorbet." This is prepared the same as a fruit ice, except that coffee is used in flavoring. It is served in glasses with a yellow straw standing up from each frozen cup. The Guatemalans like it and the strangers take kindly to it upon trial.

Costa Rica is in the coffee contest. It has adopted the American method of making the coffee in big nickle-plated boilers. The waiters are Chicago girls who carry trays and say: "One in the dark, and drop a waffle on the side." Their presence rather takes away the tropical flavor pertaining to Costa Rica.

Jamaica brews coffee and it is very good. In fact, all of the visiting coffee makers know how to prepare a delicious cupful, and will require a committee on rewards to decide to smack long and thoughtfully over each sample before giving an opinion. Venezuela, Johore, and a dozen other countries which grow coffee have not established kitchens.

Perhaps the only poor coffee found is in some of the American restaurants. The coffee was baked a month ago, ground a month ago, and has been bubbling over a hot fire for three days. The foreigners, taking this kind as the American exhibit, are more than ever convinced that people in the United States should take lessons in the art of coffee making from foreigners.

ANCIENT LAW FOR SHOPKEEPERS.

Has a shopkeeper a legal right to place articles on the footway outside his shop, or even to hang them securely on the front of his shop above the footway, where they cannot be construed as obstructions? Doubtless such an almost unanimous chorus of "Certainly!" would come in response to this query as to quite drown out any possible dissentient voices. And yet, according to a recent decision, the dissentients would be right, and the general opinion all wrong; and so a certain Mr. Gems, a basket manufacturer, who held the affirmative view with the vast majority, has discovered. He was in the habit of hanging his wares over the shop front of his premises, suspended from strong iron holdfasts driven into the wall, the goods projecting some two and a half feet from the front wall. He thought he had a perfect legal right to do the thing. Others did it without let or hindrance; the custom, if not universal, was quite general; and why should not he? But two little sections of two big Acts passed in the reigns of their gracious, if not sapient, Majesties, King George III. and King George IV., were lying in wait for Mr. Gems, like man-traps for the poacher. That is a way these ancient statutes have. They are like some grim old Jack-in-the-box your great-grandfather played with and shuddered over when a child, and which, having passed unscathed through his infantile hands, got packed away with other relics of antiquity, and got smothered in dust and oblivion, until at last, curiosity prompting someone to search these mouldy remains, the catch is loosed by accident and up pops the grinning little imp, chuckling over his immortality and the dismay he still has power to cause. Mr. Gems, like every other sane citizen, is presumed to know the law; but what a vain presumption that is! If he had studied ancient statutes in the intervals of business, he might by chance have discovered that in the 57th year of George III. it was enacted that "if any person hangs out and exposes any matter or thing whatsoever from any house or other building occupied by him, over any part of either of the pavements or over any area, or places any matter or thing from and on the outside of the front or any other part of any house or other building, and does not immediately remove all such matters or things on being thereunto required by the duly constituted authority, he is liable to be summoned and fined." Even when the district superintendent of the vestry of his parish sprung this Jack-in-the-box upon him, and told him to take in his baskets and offend no more, he was advised

that these provisions were inconsistent with the Metropolis Local Management Act of 1855, and, therefore, by implication, repealed. But Mr. Justice Day and Mr. Justice Wright, of the Divisional Court, have held otherwise. The old clauses survive to plague the modern shopkeeper. He may still wait for the "duly constituted authority" to touch the spring by notifying him to keep his goods behind the wall, but when he sees the bogey he must capitulate or suffer the consequences.—English paper.

THE BELLEVILLE CANNING CO.

Although this industry has been in existence but a short time it already ranks as one of the leading manufacturing concerns of Eastern Ontario. The company is composed of Messrs. W. A. Carson, R.

up with all the latest appliances, including three steam boilers, one of 120 horse-power, one of 80 horse-power, and another of 8 horse-power. This firm manufactures all of the cans used by them on the premises. Every grocer and general merchant should keep the Belleville Canning Co.'s goods in stock.

A LESSON TO TRADESMEN.

Penny wise and pound foolish has ruined many a man. Grocers, like other men, should be careful what they promise, and when they do promise should make their promises good. A good grocer will be a man of such integrity and dependence that a child sent to him to purchase anything will be just as honestly dealt with as though under the closest circumspection. A local grocer recently lost an excellent patronage

was not the price of the eggs, but the principle that found weight with the customer. Such rotten methods of dealing would soon ruin any firm in attempting to do a first-class business. To be sure grocers and other merchants are often imposed upon by tricky customers who try to beat them by getting something for nothing, but if a merchant gets acquainted with his regular patrons as he should, he is able to spot the unreliable, and in no case should the fair dealing suffer from the unfair.

A merchant who cannot stand the little losses incident to damaged goods has no business to be in business, and it is better that he should suffer them than to err on the wrong side. Acts of agents equally reflect upon principals in any transaction.—Herald of Commerce.

MILK IN CHUNKS.

Buying milk in great chunks would certainly be a novelty, but this is what



B. Morden, and James Anning. Their factory is the largest canning establishment in Canada. The Bay of Quinte district has a wide reputation for fruit and vegetable growing, so that the cannery is most advantageously situated. Each department is carefully overseen by one of the firm. Their aim is to put out only first-class goods, and the reputation gained last year shows that they have succeeded. The Belleville Canning Company can and pack choice fruits and vegetables, their specialties being peas, corn and tomatoes. Their registered trade mark is the Queen's head and bust; their output being known as the "Queen Brand."

Their immense factory has a frontage of 170 feet, is three storeys high, has a depth of 300 feet, and is built entirely of brick. The entire building is fitted

from a family who invariably paid cash, simply because his word could not be trusted.

It was a case of recommending eggs as being strictly fresh, and after the purchase was made and the eggs broken, the first half-dozen were rotten. Upon being informed of that fact, the salesman not only refused to reimburse, but actually disputed the word of the customer, notwithstanding the broken eggs were kept for inspection. Of course the customer naturally felt not only injured but insulted, and transferred their trade to another house. Thus by a rash promise and false recommendation, and a niggardly obstinacy to make good the transaction, the grocer bartered not only his honor, but lost many prospective dollars in the foolish effort to save a few cents. It

the National Stockman evidently thinks we are drifting to. This is what it says:

It has been demonstrated that milk, if kept in a frozen condition, will retain all its qualities for a long time. Sweet milk could be handled to a much better advantage if it were possible to freeze it soon after taking it from the cow. While it now seems impossible on the part of shippers to arrange for congealing milk without an expense attached which would make it unprofitable, it is not improbable that such a scheme could be invented. Such rapid strides in improving the methods of manufacturing ice have been made in the past few years, and it would seem that some of the improvements in ice-making could be utilized in cooling, if not in freezing milk. In France the experiment of freezing has been tried and found to be a success.

Time . . Works Changes



A man may be excusable for being poor,
but there is no excuse for people
drinking poor tea when they can buy

.. Hillwatee ..

at such a low figure.

Lucas, Steele & Bristol, Selling Agents, Hamilton

Batty & Co's . . Pickles and Sauces



ARE THE FINEST QUALITY
AND GUARANTEED PURE

A full line of these Celebrated goods
is now kept in stock by

JAMES TURNER & Co.,

Wholesale Grocers, HAMILTON.



TO HAND—First Consignment prime
New **SELECTED** Valencias
QUALITY—VERY FINE.

DUE NEXT WEEK,
New **PATRAS** Currants
IN HALF BARRELS.

All goods are cheap.

We keep only the best and sell at
bottom prices.

Special attention to letter orders.

Prompt shipments.

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



ESTABLISHED 6 YEARS

The "Monsoon" Brands

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

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

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

STEEL, HAYTER & CO., Growers,

11 and 13 Front St., Toronto.



MISLEADING QUOTATIONS.

DEAR GROCER,—A great many of the market reports in the daily papers are very misleading to sellers, buyers, and consumers. Many of the latter read reports regularly. On Friday one paper quoted new currants to cost laid down two cents. So far so good; but this paper forgets to add: Duty, 1c.; duty on packages, 10 per cent.; insurance, letter of credit, interest, etc. Quality may also be New York Standard, which we can't sell here. Date of arrival may also be six to eight weeks. In the interest of wholesale and retail grocers these far away loud figures should be explained or left out. Yours, etc.,

TRAVELER.

Hamilton, Sept. 22, 1893.

(This is not the first complaint of the kind that has reached THE GROCER. Only this week two of Toronto's leading dailies published a similar misleading report. The fruit quoted was really the price laid down in New York and would not find a sale at any price on the Canadian market, and then, as "Traveler" points out, there is duty, insurance, and other incidentals to be added to the cost. It would be better for the daily papers not to give grocery market reports at all, but as they are not likely to do this, they should be careful not to quote prices that would lead the consumer astray.—Ed. GROCER.)

TOBACCO REBATES.

DEAR GROCER,—I noticed an article in a recent issue of THE GROCER from "Kilkenny," re tobaccos, and speaking of certain travelers giving more than the regular discount, prepaying freight, and other little mean and contemptible devices for securing the sale of a few extra caddies of tobacco. It is no secret among the travelers going west and north-west of Ontario, that this is done by two or three travelers. Toronto, Hamilton and London, it is pretty certain, has each a representative of this class. I was speaking with a customer the other day and this tobacco question came up. This gentleman remarked that he would feel like showing a traveler the door if he wanted to implicate him in any like underhand scheme of that kind, and I believe most of the merchants look at it in the same light. Therefore, I believe a man loses self-respect and the respect of his customers too, and will find in

the long run that "honesty is the best policy" even in selling tobaccos. I believe all the old travelers without exception adhere loyally to the terms fixed or agreed upon by the trade, and I am also satisfied that the different houses in the trade desire their representatives to act up to their instructions, although, as I have said, there are a few travelers dishonest enough to deviate from their instructions in order to obtain an unfair advantage over others in the same line of business. When a traveler finds a case of this kind in future I would suggest that the matter be reported direct to the Guild without fear or favor.

Yours, etc., D.P.R.S.

REGARDING THE SALE OF FRUIT.

DEAR GROCER,—We note considerable of your space is given every month to the report of the meetings of Toronto Grocers' Association. It usually contains particulars of a discussion on lines of trade that should not properly interest them. If there is no money in the fruit branch of their business why do they all seek to supply their trade with fresh fruits, to the detriment of all the small fruit dealers throughout the city who are trying to make a living in their own legitimate way. This city has got to be a mean city to trade in because grocers, butchers, confectioners, etc., are not sticking to their own business, but dabble in all lines to cut prices and hurt trade.

Yours, etc., TRADER.

Toronto, Sept. 22.

RESPECT YOUR SIGNATURE.

How often the merchant or business man is asked to sign his name to a petition, or to give his endorsement to an enterprise of which he has little knowledge, or give a letter of recommendation to someone whose check he would not cash or whose bond he would not sign, says an exchange. It is remarkable how careless most business men are in such matters. Letters of introduction command little attention or respect in this country, for they are so easy to procure. In Europe a letter of introduction opens a man's home to a stranger and often his purse. But Europeans are far more careful than we are in the giving of such letters.

Who has not signed a document or petition simply because he was asked to do so? A favor lightly asked and lightly granted. Who does not know of some instance where a responsible business man had to spend a week or more in trying to undo what he had thus done in a thoughtless moment? The Chicago Tribune, in a recent editorial says:

"There is altogether too much signing of petitions, recommendations and

endorsements. If a man's name has any value, he should be careful how he puts it on paper. If he thinks his signature carries any weight, he should refuse to sign if he does not feel inclined to do so, even if his refusal does displease the applicant. It is better to say no than to say yes, and then try to back out of it."

Respect your signature; don't give it to every Tom, Dick and Harry for no other reason than because he requests it. Know what you are signing; and when you endorse a friend, recommend a trusted employe or give a letter of introduction to someone in whom you have confidence, expect to be recognized and respected. Don't cheapen your name by a careless use of it, and demand the same recognition of it that you would ask for yourself.

HINTS FOR CLERKS.

A correspondent of the Michigan Tradesman gives a little of his personal experience with clerks, making a point of the fact that intelligent clerks who have tact, patience and an accommodating disposition will never be a drug on the market, and will find it only a question of time when their efforts will be suitably rewarded. Speaking of the good points of this particular young man, he says:

"I have watched him closely, and have been more than pleased at the tact and intelligence which he displays in dealing with different customers. In fact, I find myself studying his manner and noting the quiet but effective methods he uses to make sales. One of his strong points is the patience and good humor with which he treats any disparaging remarks about the goods or prices. If the customer complains that the saws are rusty from handling or the price of barbed wire is a quarter of a cent higher than somebody else is offering it for, he does not dispute or avoid the statement, but assumes a sort of half-worn, half-amused look, and, while acknowledging and deploring the rust, still so deftly explains the good points of the saw as to convince the customer that the rust is a matter of small moment in view of its good qualities. As regards the difference in price, he puts himself in the place of the customer and admits that a quarter of a cent a pound is worth saving, but at the same time drops a hint as to giving generous weight, and so secures the sale without cutting the price.

"Another of his strong points is his accommodating manner with customers in small matters without immediate gain. If a carpenter wants a ten-cent file to sharpen his saw with, he takes an interest in the subject and procures a saw from the case to ascertain the proper size required, and six times out of ten the customer will spend a dollar or more before he leaves the store, because of his pleasant and accommodating manner."

Just Arrived

Red Star Salmon
Lion Salmon
Morton's Fresh Herrings

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

DAVIDSON & HAY,

36 Yonge Street, TORONTO

The Finest Breakfast Cereal Foods ^{IN} THE World

Are not made in the United States. NOTE THAT FACT.
They are manufactured here in Canada by

The Ireland National Food Co.
Limited. TORONTO.

Millers and Manufacturers of

CHOICE BREAKFAST CEREALS, FLOUR AND MEALS

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

The Ireland National Food Co., Ltd., Toronto.

Prompt attention to all mail orders. For choice bulk goods we are headquarters. Rolled Oats, Wheat, Barley, Peas, Oat Meals, Ground Wheat, Split Peas, Wheatlets, Pearl Barley, Pot Barley, Corn Meal, etc.

TO OUR Business

Friends

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

Drop us a card if you have not got yours.

THE

SNOW DRIFT CO.
BRANTFORD.

X. L. C. R. SOAP

\$2.25 per 4 Gross. For cleaning Silver, Nickel Steel, and Household Utensils generally.

Has no equal in the market.

L. E. LAWSON,

261 King St. West - - TORONTO, ONT.

BASKETS

Shipping Baskets. Lunch Baskets. Field Baskets.

FULL LINE.

PROMPT SHIPMENT.

Walter Woods & Co., Hamilton.

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

.. ODART'S SPECIALTIES ..

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

ODART'S PICKLE - AND - ODART'S SAUCE

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



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

The importation of dried fruit from Smyrna has been stopped.

The Sarnia Gas Company has reduced the price of gas for fuel purposes to \$1 per thousand feet.

T. R. Morris, who recently moved into a grocery store at Spadina avenue and Clyde street, has gone out of business.

Hamilton & Earl, grocers, 448 Queen street west, have sold out to Ira Marks, who formerly conducted a grocery store in Lippincott street.

W. M. Milligan, who recently purchased the business of J. F. Copeland, has sold it to J. A. Fish, a son of a well-known Waterloo merchant of that name.

George Clark, assignee, and Weir, of Hill & Weir, printers, are suing P. C. Larkin, of Larkin & Co., wholesale grocers, Front street, Toronto, for \$10,000 for alleged slander.

B. G. Evans, late of Flesherton, has succeeded Warner & Ham, at Woodville, and will open out there with a general stock. Warner & Ham have removed to Lindsay.

At the instance of the Merchants Manufacturing Company of Montreal, the sheriff has taken possession of the stock of A. R. McKinley & Co., window shade manufacturers.

P. L. Barre, Charles Langelier and R. Prefontaine are asking incorporation as the International Produce and Manufacturing Exchange Company, Limited, with a capital of \$200,000.

The boot and shoe firm of William Griffith & Co., Hamilton, will continue in business there under the present firm name, but Henry Griffith, of Quebec, will be the principal member.

John Lyle, of Bowmanville, has bought out the commodious premises occupied by Murdock Bros., of the same place, and will carry on an extensive business as grocer and provision dealer.

One of the largest cheese deals ever made in Montreal has just been closed by D. A. McPherson, who has sold between 35,000 and 40,000 boxes of August, September and October cheese. The deal was on private terms, although it

is said the total value involved is about \$300,000. Over \$400,000 worth of cheese has been sold there lately.

Apples seem to be plentiful in some districts. At Stoney Creek, in the Niagara belt, buyers are only offering \$1.25 per barrel for greenings, \$1.30 for baldwins, and spys are quoted at \$1.35 and \$1.40.—Advertiser, London.

The standards of wheat decided upon by the Grain Board at Winnipeg are: Extra, 1; No. 1 hard, No. 2 hard, No. 3 hard, No. 4 hard. The latter two grades are not scheduled by ordinary provisions of the act, but are known as "commercial grades."

The purchaser of the grain at the recent customs sale, a well-known wholesale merchant, made a good bargain. He bought about \$400 worth for \$63. The duty alone on this was \$57. The liquor was in good condition, it is reported.—Free Press, Winnipeg.

A Montreal despatch to the New York Herald of Saturday says that by the failure of the Manitoba & North-western railway, it is said, the bulk of the fortune left by the late Sir Hugh Allan has been lost. The railroad, which was a pet scheme of Sir Hugh, is in the hands of receivers, and what can be saved from the wreck, it is calculated, will be very little.

It is understood that a new grain elevator company is in process of formation in Montreal, and that the scheme has the promised support of several of the steamship companies, the Canadian Pacific and Grand Trunk railways. The capital of the new company will be \$100,000 and it is expected to start operations next spring.

One of Montreal's most promising young business men, in the person of P. B. Viger, of the St. James street grocery firm of Fraser & Viger, died Sunday morning after a very short illness. Mr. Viger, in paring a corn the other day, cut too deep, and blood poisoning set in with fatal consequences. Deceased, who was a son of the famous Bonaventure Viger of 1838 fame, had just completed his 38th year.

E. J. Partridge, grocer, 466 Spadina avenue, Toronto, has sold his business and leased his store to Michie & Co. The latter have also obtained possession of the store next to the one occupied by Mr. Partridge, and will occupy both, vacating their premises at 440 Spadina avenue. Mr. Martell, who managed the business at the latter place will occupy the same position in the new.

The secretary of the Toronto Board of Trade has been notified by the district freight agents of the G.T.R. that commencing on the 15th of November, 1893, and expiring on the 15th of May, 1894, winter storage on grain in Grand

Trunk elevators at Toronto and Port Hope will be 11-2c. per bushel, and that no further storage will be charged between these dates. Grain stored during the winter months, and remaining in elevators after May 15th, will be charged regular additional storage per bushel.

The Anderson Trading Co., of 561-2 King street east, proprietors of the Sharpe Cash Recorder, have issued a writ for \$50,000 against the National Cash Register Co., of 63 King street west. The plaintiffs claimed that Mr. Ulrich, the Toronto agent of the defendants, has persistently slandered their machine, thereby entailing them much loss of business. The National Cash Register Co.'s head office is at Dayton, Ohio.

George Roberts, the inventor of a hop sprayer in general use in the Washington Territory hop fields, has now invented a machine for picking hops. The vines are shoved into a cylinder like a threshing machine, and the leaves are separated from the hops by a breeze generated from the rapid revolution of the cylinder. The machine performs this function to a nicety, but the question to be decided is whether or not the lupuline escapes from the burr or the blossom is materially injured by the operation.

The wholesale and retail coal oil dealers of Winnipeg had a conference there the other day with Mr. Mall, Commissioner of Inland Revenue, regarding coal oil delivery. The petroleum inspection act requires that all coal oil must be sold out of the original package, in other words, the wooden barrel. This, it is claimed, causes great loss from leakage, and from injury to goods sold in the same store. The letter of the law has been enforced in Winnipeg for a short time past, and the trade find it most prejudicial to the interests of themselves and their customers, hence the conference. Mr. Mall will see what can be done in the premises.

A Hamilton despatch of the 24th inst. says: The members of the Tuckett & Son Company, of this city, are very popular among its employees. Not only does the company deal liberally with its men during the time of their service, but the directors have established the practice of rewarding every employe who completes 21 years' service with them by presenting him with a building lot and a cash nucleus to aid him in erecting a house for himself. Yesterday was the annual presentation day at the factory, and five men each received a deed of a lot in the southwestern part of the city and a cheque for \$225. The presentations were made by Mr. George E. Tuckett, in the presence of the company's employes and a large party of ladies and gentle-

SPANISH ONIONS . .

We have received a shipment of Spanish Onions and will fill orders at following prices:

Less than Five Crates, \$1.00
Five Crates, - - - 90c.

H. P. ECKARDT & CO. No. 3 Front St. East,
Wholesale Grocers, TORONTO.

**FOOD
FOR
BABIES**



STERILIZED.

Pronounced by Physicians to be

**FREE
FROM
DISEASE GERMS**

DELAFIELD, MCGOVERN & CO.,

91 Hudson St., Sole Agents.
NEW YORK.

33 RIVER STREET,
CHICAGO.

215 CALIFORNIA ST.,
SAN FRANCISCO.

For sale in Canada by

JAMES TURNER & CO
Hamilton, Ont.

.AMMONIA. ..SOAP..

When ordering . . .

JAMS, PICKLES, CATSUP, Etc.

TRY T. HOSKIN

As his goods are equal
to the Imported.

535-537 King Street, W.,

TORONTO

We Offer to the Trade :

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

GREENBANK Caustic Soda, in barrels, 98 %.

GREENBANK Chloride of Lime, in metallic tins of ¼, ½ and 1 lb.

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

men. The lucky recipients were: John Board, John Basquill, Alexander Staunton, Michael Murphy, and Alexander Doston. All of the recipients made short speeches, expressing their appreciation of the kind interest their employes take in their welfare.

The Underwriters Association of New York State, at its meeting on the 12th inst., adopted an increased rate on detached country stores. Where occupied as store and dwelling the proposed rate is \$1.50 per annum, and where occupied as a store only \$1.75 per annum. These rates, according to rules, must be referred by the district county committees to the several boards in the respective counties, and by them adopted to become of effect. The increase in rates on this class is a most important move and shows that the State Association is fully alive to the fact that country stores have long been unprofitable. It is hoped by underwriters that there will be no delay in putting these rates in force.

The regular meeting of the City Commercial Travelers' Association was held in their rooms, St. George's hall, Friday evening. The reports of the treasurer and secretary show the association to be in a good financial position, having a large balance on hand and a steady increase in membership. The annual election of officers resulted as follows: President, J. Owen, by acclamation; first vice, A. M. Piper; second vice, W. Soper; treasurer, R. Maxwell, by acclamation; secretary, S. H. Moore; chaplain, G. B. Curran, by acclamation; marshal, J. Dickson, by acclamation; guard, M. A. Muldrew; board of directors, J. A. McGuane, W. F. Daniel, J. Mortimer, W. B. Dack, R. M. Corrie, E. N. Tyrrell, T. Holman, R. C. Morrison, C. S. Fairbairn, B. McCann,



TO YOU IT IS

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

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

S. G. Martin and J. F. Smythe. The president-elect delivered an address in which he urged the members to still greater efforts for the upbuilding of the association than even in the past.

The wool auction sales in London opened on Sept. 19th. The offerings comprised 6,000 bales. There was a large attendance. Home and continental buyers competed actively. Nothing was taken for the United States. Purchases at this series of sales will probably be restricted. The tone was steady and little of the wool offered was withdrawn. Following are the day's offerings, and the prices obtained: New South Wales, 1,000 bales; greasy, 5 1-2d. to 10d. Queensland, 1,500 bales; greasy, 5 1-2d. to 10 1-2d. Victoria, 500 bales; greasy, 10 1-2d. South Australia, 1,000 bales; greasy, 5 1-4d. to 5 3-4d. New Zealand, 1,000 bales; greasy, 3 1-2d. to 9 1-2d.

THE U. S. TEA TRADE.

The growth of our population in recent years has not been accompanied by a corresponding growth in our importations and consumption of tea, our net imports last year being only 5,700,000 pounds more than in 1888 and 2,120,000 pounds more than in 1887. Our exports of tea have also fallen off considerably, from 7,604,000 pounds in 1884 down to 468,000 pounds last year, due, no doubt, to the direct through shipments over the Canadian Pacific Railroad, which used to come over our own transcontinental lines. Taking a series of years, we find our net imports of tea, its value and the per capita consumption to be as follows:

—Net imports—			
Year.	Pounds.	Per cap.	Value.
1886....	78,873,151	1.37	\$15,485,265
1887....	87,481,186	1.49	16,364,633
1888....	83,944,547	1.40	13,154,171
1889....	79,192,253	1.28	12,561,812
1890....	83,494,956	1.33	12,219,643
1891....	82,395,924	1.29	13,639,785
1892....	89,610,741	1.37	14,167,411

This table shows that, within a period of seven years, we have not increased our consumption of tea a fraction, the per capita consumption last year and in 1886 being just the same, 1.37 pounds. There has been a difference, however, in the price, which averaged almost 20 cents per pound in 1886 and only 16 cents per pound last year, which indicates that we are now either consuming a larger proportion of cheap teas, or else that similar grades of tea can now be laid down in our market at a less cost than formerly. It must be confessed that there is a considerable margin between the import value of our tea and the price at which it is sold retail to the consumer; but it is well-known in the trade that tea is a profitable commodity to handle, and one that offsets the larger and less profitable business of handling sugar, though there is now some

profit in the latter since the system of special rebates and discounts has been definitely established.

The bulk of our tea importations comes from China, which country supplies more than half of our total demand, next in order being Japan, then the United Kingdom and Canada, whence our supplies are merely re-shipments, with a small quantity from British East India, the receipts from each, with values, being as follows in 1892:

From—	Pounds.	Value.	Per pound.
China	46,718,019	\$7,914,122	.17c.
Japan	38,622,926	5,508,347	.14c.
United Kingdom	3,305,284	681,154	.21c.
Canada	839,662	155,308	.19c.
East Indies..	345,721	65,842	.19c.
Hong Kong.	233,836	45,849	.20c.

Here we see that the tea we buy from China is worth 3 cents per pound more than Japan tea, though both cost less than the small quantities received direct from British East India and Hong Kong. The greater cost of our tea importations from the United Kingdom and Canada is doubtless attributable to additional charges incurred in making shipments by these less direct routes, though, perhaps, in the case of our imports from the United Kingdom, it may also be due to better grades of tea which first find their way to the English market, especially Ceylon tea, which is not so much used in this market as the ordinary grades from China and Japan, but which is comparatively more expensive.

The bulk of the tea imported into the United States is landed at New York, fully 70 per cent. of our total receipts coming first to this market. Next in order of importance, as tea importing centres, are Chicago, San Francisco and Minneapolis, though the receipts at these three places combined did not amount to one-third of the total receipts at New York in 1892, as can be seen from the following exhibit:

At—	Pounds.	Value.
New York.....	63,316,537	\$10,081,372
Chicago.....	14,790,468	2,360,343
San Francisco.....	7,008,743	1,103,614
Minneapolis.....	1,192,819	17,0785
Willamette, Ore. . .	733,118	108,246
Detroit.....	523,662	100,142
Boston.....	363,459	73,445
Omaha.....	306,613	47,385

It appears strange, perhaps, that the Pacific Coast ports, which are so much nearer to the large tea-producing countries of China and Japan, are not larger importers of this commodity, but this is in a measure accounted for by the through overland shipments that are made in bond and only entered for consumption at New York. The total imports of tea at all Atlantic ports in 1892 aggregated 64,000,000 pounds, as compared with imports of 17,400,000 pounds at all Northern border and lake ports, almost 8,000,000 pounds at all Pacific Coast ports, only 500,000 pounds at all interior ports, and 4,600 pounds at the Gulf ports. From all the facts here adduced the prominence of New York city as the tea mart of the United States is self-evident, and not only is a large business done here in the matter of the actual importations, but also in the re-selling and distributing to other sections of the country.—N. Y. Journal of Commerce.

J. F. EBY

HUGH BLAIN



Fresh shipment of the celebrated

“Royal Arms” Cheese

having just arrived, we are now able to supply the great demand for this tasty article. Packed in handsome White Porcelain Jars as shown in above cut. Do you handle Good Cheese? if so, buy **“Royal Arms.”**

Fish Fish Fish

We have a full line of all kinds of **Fish**, and are now prepared to fill orders at lowest prices on :

No. 1 Labrador Herrings,
In barrels.

No. 1 Shore Herrings,
In half barrels.

XXX Codfish Quintles,
112 pounds.

XXX Pollock cases,
100 pounds.

Imperial Boneless Fish,
40 pound boxes.

Quail on Toast Fish,
1 and 2 pound blocks.

Kipperd Herrings,
Marshall's and Morton's

Shrimps (Cotton Bale), Etc.

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



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



BE SURE
AND GET THE
Dog's Head Brand

EMPIRE
TOBACCO
Co.

MONTREAL

THE PREMIUM SYSTEM.

The so-called premium system, which originated about ten years ago in the West, has now been tried by a large number of grocers in New York and vicinity. The system consists in giving a present to a customer after he has bought goods for cash up to a certain amount. These amounts are generally fixed either at \$25 or \$50. The presents given are usually cheap books, albums, a Waterbury watch, a dozen silver-plated spoons, or some other silver-plated goods. The articles given away are supposed to be worth from \$3 to \$5 or more, but may be bought at less than \$1. In order to know when the necessary amount of goods has been bought, the customer receives a card, on which the amount of every purchase is marked or "punched out."

In order to ascertain to what extent this plan of advertising benefits the retail grocer, the writer made enquiries in several stores where the system is in use. Some of the storekeepers who had tried the system were in favor of it under certain conditions, while others were very much opposed to it. One grocer in a German district, on Avenue A, claimed that he had increased his weekly sales more than \$100, but how much he had increased his actual profits he was not prepared to say. To the argument that he was giving away from 4 to 5 per cent. of his profits to the customers receiving the presents, he replied that it would still leave him nearly 10 per cent. net profits, and as his general expenses were not increased by the extra business done, he thought he was making nearly \$10 extra every week. And then he remarked that a number of the new customers he had made by his inducements might stay with him after he had discontinued the system.

Several others, however, claimed to be direct losers by using the premium system. One man said that he had not procured a single customer by it, and as he was giving presents to his old customers, he was losing all he had paid for the premiums. Another man said that his customers did not want any presents, because they were too well off and too proud to accept gifts which were not good enough for them.

The conclusions to which these enquiries lead are that the premium system may be of some benefit to a grocer in a district inhabited by the poorer classes, but it is utterly impractical in a better neighborhood.

Those who derive the greatest benefit from it are the proprietors of new stores, who thus advertise their store in the neighborhood. Much depends, also, upon the manner in which the system is introduced. Those who distribute the cards only in their store, and

thus give them only to their own customers, simply waste their money.

The proper way to advertise the system is to put the cards on which the presents are promised into the hands of every housekeeper in the neighborhood. This can be done in several ways. Some grocers have their clerks or a boy in the neighborhood go to every family to deliver the cards, and some even send the cards by mail. For this purpose they must first procure the addresses. This is sometimes very difficult. A simple way to obtain the addresses of the people in the neighborhood is to buy the election list of the assembly district in which the store is located. The election list of any district may be bought for five cents. It contains the names of every registered voter. In some houses the names of the families may be found over the letter boxes.

But, after all, it is best to think twice before introducing the premium system.—C. H. K. in Retail Grocers' Advocate.

WEALTH AND LAZINESS.

In all countries and in all times there is a class of mankind who claim that an excess of wealth in some other man's purse is a curse to humanity and a drag on the course of true progress, says a contemporary. Under the guise of sociology and its advancement they urge socialism and all that follows after, ignoring the potent fact that wealth in the majority of cases represents development of the community as well as of the individual, and forgetting the greater law that the laborer is worthy of his hire whether his work be with his brains or his hands. In a recent article on the Ethics of Wealth, Mr. W. H. Quaintance ventures these opinions:

"The men of wealth and ambition who have built up our great manufacturing industries and extended our great railway systems have thereby given remunerative employment to thousands of men who must otherwise have struggled for a mean existence by a rude agriculture; they have wedded the East to the West, thereby cementing the union; have opened up to settlement the great West and made it possible for the poor of eastern cities and of foreign countries to secure a home, the first great need of civilized man; and have contributed more than any other one class of men to our greatness as a civilized nation. These men are held in execration and contempt, but only by those whose narrowness of view, shortsightedness of vision and contemptible littleness of mind and soul prevent them from seeing the good and incapacitate them from doing a like service."

Envy, laziness, or inability to meet the contingencies of life are always back of the reasons for socialism, while a self-created discontent furnishes the motive power.

FOR DAIRY . . . BUTTER
OR DRESSED . . . POULTRY

Write or Wire
PARSONS PRODUCE CO.
 WINNIPEG ——— MANITOBA

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

Representing in Manitoba and the
 North-West Territories:
 ARMOUR & Co., Chicago, Ill.
 THE ARMOUR PACKING CO., Kansas City, Mo.
 THE B. C. SUGAR REFINING CO., Ltd., Van-
 couver, B. C.
 HIRAM WALKER & SONS, Ltd., Walkerville
 Ont.
 JOHN DEWAR & SONS, Tullymet Distillery
 Perth, N. B.
 PERINET ET FIELE, Reims, Champagne.

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

LAURENCE GIBB
 Provision Merchant,
 83 COLBORNE STREET, - TORONTO
 All kinds of Hog Products handled. Also Butter
 Cheese, Poultry, Tallow, Etc
 PATENT EGG CARRIERS SUPPLIED.
 Good Prices paid for Good Dairy Butter.

THE
Winnipeg Produce and Commission Co. Ltd.
 Commission Merchants and
 Manufacturers' Agents. . . .
 WINNIPEG, - - MANITOBA.
 Consignments and Correspondence Solicited.
 Good Warehouse Facilities.
 Agencies Wanted.

COWAN'S
COCOAS AND
CHOCOLATES
 Are Standard, and sold by
 all grocers.

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

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

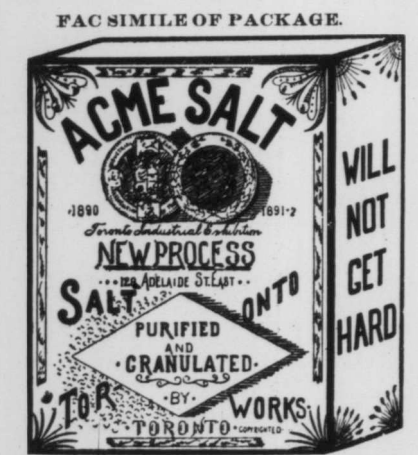
Mess Pork, Bacon, Hams, Lard, Cheese.
 Cold Storage for Butter and Eggs.
 Country Consignments Solicited.
 Prompt Returns Made.

WILLIAM RYAN,
PORK PACKER
 Toronto, Ont.

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

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

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



Butter in good demand; large rolls, pails,
 crocks, and best store-packed tub sell-
 ing 18 to 20c.; choice dairy tub, 19 to 21c.
 no stock on hand. Eggs, 11½ to 12c.
 We charge five per cent., and prompt
 returns by registered letter.

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

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

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

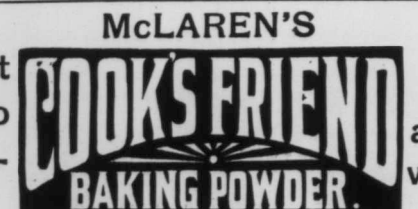
We are receiving direct shipments every week
 of BANANAS, TOMATOES, POTATOES, CAR-
 BAGE, Etc. in their season, also all kinds of
 small fruits. A full line of Lemons and Oranges
 now in stock.
 All orders will receive our best attention.

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

NOTICE.
 The British Columbia Fruit Canning and
 Coffee Co'y, Lt'd.
VANCOUVER, B.C.

Having largely increased their capacity. We ad-
 vise all dealers to see their price list before plac-
 ing their orders for Jams, Jellies, Canned Fruits,
 and Canned Vegetables.
 Besides their regular brands of Ground Coffee,
 now so favorably known, they quote:
 Blend No. 1 at 35c., either ground or whole roasted
 " 2 at 33c. " " "
 " 3 at 30c. " " "
 Their Flavoring Extracts are of the choicest
 quality.

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



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



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

TORONTO MARKETS.

TORONTO, Sept. 28, 1893.
GROCERIES.

The feature of trade this week is the scarcity of sugar, some of the houses on the street being at times without a barrel of granulated in their possession. There has been no change in prices, and the bulk of the trade is over, although there is still a fair movement. Business generally is fairly good, although not what may be termed brisk. Canned vegetables, particularly tomatoes, are receiving more attention, but at unchanged prices. There has been a brisk demand for first-class new salmon. Currants are cabled 1s. dearer in Patras and Valencia raisins are firmer in Denia. Locally trade is still quiet on dried fruits. Coffees remain much as before, but the market is completely bare of Rios. Teas are not receiving much attention, and the only special thing to note is a firmer feeling in low grade Indian and Ceylon teas. Payments are fair only.

COFFEE.

The Toronto market is almost completely bare of Rio coffee, but there is a plentiful supply of other kinds. Rio coffee is quoted higher here at 21 to 22c. We quote: Rio, 21 to 22c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 21 to 22c.; Java, 30 to 32c.; Mocha, 28 to 30c.; Maracaibo, 21 to 23c. Good coffees are still scarce on this market; outside markets are firmer and higher on Rio coffees.

DRIED FRUITS.

Trade continues quiet, but there is a little more interest being taken in the market on account of the higher prices in some lines in the primary markets. In Valentias the movement is confined to a few odd boxes, which are selling at 6 to 6½c. for fine off-stalk and 7½c. for selected. Prices will be lower when the direct shipments arrive. Cable advices from Denia say that the market is steady and unchanged and that lower prices are improbable. The demand for Sultana continues to drop off and prices are unchanged, 6½ to 7½c. being the idea. Malaga fruit is reported to be slightly higher in the primary markets. The market is rather bare of prunes but there is little or no demand; 7½ to 8½c. is the idea as to price. The prune market abroad remains firm. In currants business is much about as in other lines of dried fruit. The idea as to price for good provincials is still 4¾ to 5¾c. A couple of the morning papers have been quoting currants at 2 to 2½c. laid down

here. This is unsteady. The price quoted would apply all right enough to a certain quality of currants laid down in New York, but it would not sell here. The prices at which fine barrel fruit, direct shipment, is expected to sell here are about 4 to 5c. and at 5½ to 6½c. for fine cases. There are so many grades of new Provincial fruit being quoted this season that it is difficult to distinguish what is offered. There seems to be more desire to make prices than anything else. After having reached the lowest point in their history there has been a decided reaction in currants on the Patras market. Dates are quiet and unchanged at 5 to 5½c.

NUTS.

There is little or nothing doing. Tarra-gona almonds have advanced about 1c. abroad, and they are now practically back to the figure from which they dropped recently on account of the state of the exchange between France and Spain. We quote: Brazil nuts 11 to 11½c. a pound; Sicily shelled almonds, 32 to 35c. a pound; soft shelled almonds, 15 to 16c.; peanuts, 13 to 14c. for roasted and 11 to 12½c. for green; cocoa nuts, \$5 to \$5.50 per sack; Marbot walnuts 11½ to 12c.; pecans 13½ to 16c.

RICE AND SPICES.

Demand continues light for rice at unchanged prices; 3¾ to 3¾c. still being the idea for ordinary and 5c. for Japan.

Spices remain dull and unchanged. We quote: Pure black pepper at 14 to 16c.; pure white at 20 to 28c.; pure Jamaica ginger at 25 to 27c.; cloves, 14 to 25c.; pure mixed spice, 30 to 35c.

SUGARS.

Demand has eased off a little, although there is still a fairly good business doing. Naturally the bulk of the demand has been satisfied. The scarcity noted last week has become more pronounced this, having extended to all lines. Some houses in the early part of the week were absolutely without a barrel of granulated in their warehouses, and they are complaining at the way in which the refiners are delaying shipping of orders, although they do not charge that it is wilful negligence on the part of the latter. They all know that the refiners have been oversold. There has been some talk of the shortage being caused by the manufacturers shipping to the States, but this cannot be substantiated. Granulated is firm at 5½c. per lb. Some lower province sugars can be obtained at 4¼c., but ordinarily the range is from 4½ to 5¼c. One house reports that \$4.65 to \$4.75 was wanted by the refineries for yellows now selling at 4½c.

Willett & Gray, in their Weekly Statistical, say:

THE WEEK—Raws advanced 3.32c.; refined unchanged. Total stock in all the principal countries, 481,801 tons, against 480,171 tons at same dates last year. Afloats to the United States from all countries estimated, 45,000 tons, against 60,000 tons last year.

Raws—Business has been limited mainly to spot and near-by sugars, with the result of the disposal of nearly all the stock in importers' hands and a further advance of 3.32c. at the close. These purchases in connection with quite large importations (35,000 tons) give refiners a good immediate supply, and we estimate that they have now in sight 140,000 tons of raws for use in next thirty days. Meltings have increased to 35,000 tons per week to meet the large demand, and all this sugar will doubtless be required for consumption. Cuba continues

to meet the market and exports to the United States are on the increase, being 12,000 tons for the week. New Orleans is now assured of a regular supply, and the refineries there began working on Monday, after being closed for one week. The domestic crop will begin to come to market early in October to a small extent. European markets have been quite firm during the week, but without particular activity or special interest in crop news to change the situation.

Refined—Holds the even tenor of its way as to prices, and even should raws further advance, we look for no change in refined.

SYRUPS AND MOLASSES.

There is a fair business doing in syrup at 2 to 2½c. per pound. Molasses is now beginning to show some improvement, a fair trade being done at 30 to 35c. for barrels and half barrels respectively.

TEAS.

Teas have not been moving very rapidly; in fact the market is quiet. New goods however are beginning to arrive and a brisker market is anticipated soon. Japans are still receiving the most attention, particularly mediums ranging in price from 16 to 19c. and fine at 25 to 30c. Indian and Ceylon teas are quiet and low grade of both are dearer in England, and agents here report that only about one out of every third order submitted is accepted by their houses.

BUTTER AND CHEESE.

Good dairy butter continues scarce and prices firm. Holders are higher in their views, and in some instances asking as high as 20c. for round lots. Buyers' idea as to price is from 17 to 19c. for good to choice dairy butter. Choice is going out to retailers at from 20 to 21c. Large rolls are beginning to come in, and they sell at about 20c. Most of the store-packed butter seems to have been picked up, and the butter coming in now is largely what the farmers are bringing for the fall trade. The ruling prices jobbers are getting for store-packed are 16½ to 17½c. Jobbers are paying 20 to 22c. for dairy pound rolls and selling at 22 to 23c. Demand is good for creamery butter, but holders are not inclined to name a price. A bid of 23c. f. o. b. was refused this week. Jobbers seem willing to pay 23 to 23½c., and they would probably go a little higher for choice new make, delivery end of month. Retailers are paying from 24 to 25c. Creamery pound prints are taken at 22 to 25c. and sold at 24 to 27c.

Nothing particularly new has developed in the cheese market during the week. Trade is fair locally and prices are steady at 10 to 10¼c.

COUNTRY PRODUCE.

BEANS—The market seems to be receiving a little more attention, but it is only from jobbers, who have been taking a few hand-

(Continued on page 20.)

NEW GOODS: ○○

**SWEET POTATOES
SPANISH ONIONS**

CLEMES BROS.

Phone. 1768

TORONTO

Reference—Bank of Toronto



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

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

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

THE "Lion Brand"

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

Bay of Quinte
Canning Factories.
PICTON and DEMORESTVILLE.

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

**LYTLE'S
PICKLES**



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

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

The Imperial Rubber Stamp Works

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

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

102 ADELAIDE ST. WEST - - - TORONTO.

BUY RELIABLE GOODS

.. Quality Is Our Aim ..

VEGETABLES:
Tomatoes, Corn, Peas, Etc.

FRUITS:
Pears, Peaches, Strawberries, Etc.

Lakeport Preserving Co.
LAKEPORT, ONT.

AGENT WANTED

By a British Pickle House

Some one who is calling on and has a good connection with the retail trade.

Address J. R. & Co.,
CANADIAN GROCER.

MAPLE PRODUCTS

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

Address

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

Boy
Brand
Corn
UNBLEACHED



DAILEY'S

Boy
Brand
Tomatoes



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

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

**Keep your
EYE**



on the

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



TRADE MARK

DELHI CANNING CO.

CANNED GOODS.

TORONTO.

Trade has suddenly become more active for tomatoes, peas and corn, particularly the first named. The demand has likely been stimulated by the arrival of the cold weather upon the market at a time when the air was full of rumors regarding the probably shortage in the pack. The demand is for good sorting up packages up to 200 cases. Prices remain as before at 80 to 85c., but if the demand is maintained an advance may be looked for, particularly in view of the fact that prices are now so low. The weather is at present bad for ripening, and as the packers were late in starting it is possible there will be a shortage in the pack of tomatoes. In any event we may look for higher prices. There have been fresh arrivals of new salmon on the market, and the demand for first-class stock is brisk at from \$1.27½ to \$1.32½ for talls. There are no new flat tins on the market. Stocks here are still light. Lobster is in fair demand at \$1.85 up for the better grades. There is not much movement in fruits yet. Sardines are in a little better demand than a week ago, but the demand is still light. Interest in canned meats continues to diminish.

MONTREAL.

There is practically no movement in canned goods outside of salmon and lobster. Tomatoes are very slow, and the packers so far have made few large sales. The market is still well supplied with old goods, and brokers complain that they are unable to do business at 80 with 5 per cent. off. In fact the market is purely nominal.

MARKETS—Continued

picked beans at \$1.25. The price to retailers is \$1.35 to \$1.40 for lots and \$1.50 for one or two bushels.

DRIED APPLES—There have been a few lots taken by jobbers at 4¾ to 5c., but the market is about cleaned out. Jobbers are asking 5½c., but there is no demand.

EVAPORATED APPLES—Nominally 8½ to 9c.

EGGS—Fresh eggs are wanted in small lots. Jobbers are paying 13c. and selling at 13½ to 14c. and in some instances at 14½c.

POULTRY—Chickens are coming in more freely, while the demand is light. Prices in consequence are lower at 35 to 45c. per pair. There are not many ducks in and prices are unchanged at 60 to 75c.

POTATOES—Demand is light and prices easier at 60c. on track and 70c. out of store.

— Well Pleased
WITH THE



PROFIT ON

SURPRISE SOAP

The St. Croix Soap Mfg. Co.,

St. Stephen, N.B.

Branches:

MONTREAL: 17 St. Nicholas St.

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

WINNIPEG: E. W. Ashley.

HONEY—Trade continues quiet. New section, of good quality, sells at 14 to 16c.

HOPS—The market continues quiet and unsettled. Old are quoted at 13 to 14c. and new at 15 to 17c.

ONIONS—Demand continues good for Spanish onions at \$1 to \$1.10.

SWEET POTATOES—Demand continues good with prices lower at \$4 to \$4.25.

GREEN FRUIT.

Business is not as active as it was, but there is still a brisk movement. There is not much doing in oranges and lemons, and the bulk of the trade is over for peaches. Taken on the whole there is a good demand for all domestic fruit coming in. Plums are scarce. Bananas continue slow. Grapes are lower, but there is a continued good demand. There is not much doing in apples. Tomatoes are in fair demand, but there is not a large supply. We quote: Oranges—Rhodi's, \$4.50 to \$5 for 160's and 200's; Sorrento's \$4.50 for 200's, \$2.50 for ½ boxes; Jamaica's, \$6 per bbl.; lemons, \$3 to \$5; new lemons, Sorrento's, \$4.50 to \$5 per box; bananas, \$1 to \$1.50; peaches, 75 to \$1.25 per basket; pears, 45 to 75c. per basket; tomatoes, 25 to 40c. per basket; cucumbers, 20 to 30c. per basket; cabbage, \$1.25 to \$1.50 per bbl.; watermelons, 15 to 25c.; grapes—Champion's, 1½ to 2c. per lb.; Concords, 2 to 2½c.; Niagara's, 3 to 4c.; Moore's early, 3 to 4c.; Worden's, 3 to 4c.; Roger's, 4 to 5c. Apples, 25c. per basket and \$1.25 to \$2 per barrel.

HOGS AND PROVISIONS.

The cooler weather has stimulated somewhat the demand for dressed hogs, and

while there are a good many coming in prices are a little higher at \$8 to \$8.25. Demand continues good for smoked meats, more particularly for long clear stocks, which are almost exhausted. Of bellies there are practically none left on the market. Prices are higher at 13½ to 14c., and an outside packer is even asking 15c. Demand for lard is fair.

BACON—Long clear, 10¾ to 11c.; smoked backs, 12 to 12½c.; bellies, 13½ to 14c.; rolls, 10 to 10½c.

HAMS—Scarce and firm at 13 to 13½c. for smoked.

LARD—Pure Canadian 12¾c. in tubs, 13c. in pails and 12½c. in tierces. Compound 9 to 9½c.

BARREL PORK—Canadian heavy mess \$20, Canadian short cut \$22, shoulder mess \$18.

DRESSED MEATS—Beef fores are 4½ to 5c., hindquarters 7½ to 8½c., mutton 6 to 7c., lamb 10 to 12c.

FISH.

Supply in fish is equal to the demand, and that continues good. Prices remain unchanged. We quote: Fresh sea salmon, 17 to 19c.; skinned and boned codfish, 6½c.; Labrador herring, \$4.50 per barrel; shore herring, \$2.75 per bbl.; Digby herring, 11 to 12½c.; boneless fish, 4c.; boneless cod, 7 to 8c.; blue back herring, \$2.00 per hundred; blue pickerel, 4 to 5c. a lb.; yellow ditto, 7 to 8c. a lb.; salmon trout and white fish, 7½c.; eels, 6 to 8c. a lb.; prepared frogs 50c. per doz.; dressed sturgeon, 7 to 8c.; oysters by bulk, \$1.50 for standard

SYMINGTON'S

COFFEE

ESSENCES

. . UNEQUALLED . .

ASK FOR THEM

WHOLESALE AGENTS

STANWAY & BAYLEY

. . TORONTO . .

HILLS & UNDERWOOD'S

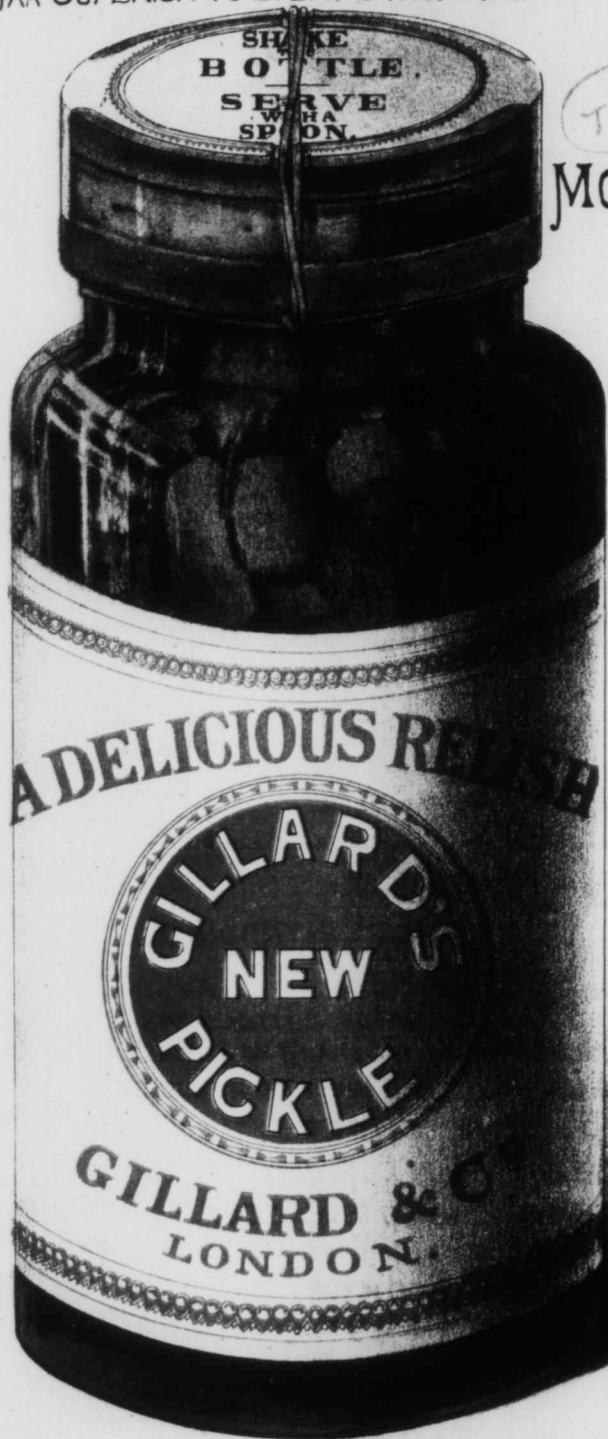
ENGLISH

MALT VINEGAR.

SUPPLEMENT TO THE CANADIAN GROCER.

GILLARD'S
NEW PICKLE
FAR SUPERIOR TO EVERY OTHER KIND

GILLARD'S
NEW SAUCE
PREPARED ONLY FROM FINEST INGREDIENTS



THE
MOST DELICIOUS
MADE



MADE BY GILLARD & CO. LONDON, ENGLAND.

W. H. GILLARD & Co.

WHOLESALE GROCERS
& TEA IMPORTERS

HAMILTON, ONT.

SOLE AGENTS FOR WESTERN ONTARIO.

Howell Lith. Co. Hamilton Ont.

OUT OF SIGHT

GILLARD'S NEW PICKLE GILLARD'S NEW SAUCE

POSITIVELY THE MOST TOOTHsome
ADJUNCTS OF THE TABLE
EVER OFFERED THE CONSUMER
RECOMMENDATIONS COMING IN ON ALL SIDES
HERE ARE A FEW OF THEM

"Gillards New Pickle is the best I ever tasted."
"Simply Grand" "Far Superior to every other kind."
"Send Case by Express. Completely sold out. We are having a great
"run on these" "The most delicious relish I ever tasted."

IT COSTS MONEY

TO ADVERTISE THESE GOODS BUT ONCE INTRODUCED
THEY SELL LIKE HOT CAKES

ON THE OTHER SIDE IS AN ENGRAVING SHOWING EXACT SIZE OF BOTTLES CON-
TAINING GILLARD'S NEW PICKLE & GILLARD'S NEW SAUCE WITH FAC-SIMILE OF LABELS
THESE GOODS LOOK HANDSOME ON THE SHELF. BUT THEY ARE NOT INTENDED
FOR THE SHELF. AND **WON'T STAY ON THE SHELF.**

SECOND SHIPMENT of 500 CASES EACH 2 DOZ JUST IN STORE
IF YOU WANT AN APPETIZER SOMETHING TO GIVE ZEST
TO YOUR FOOD

ORDER **GILLARD'S NEW PICKLE
NEW SAUCE**

CORRESPONDENCE INVITED ORDERS BY MAIL & TRAVELLERS
PROMPTLY EXECUTED.

W. H. GILLARD & CO
WHOLESALE ONLY
HAMILTON, ONT.



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STERLING SOAP :::

THERE is no end to the good things grocers and consumers are saying about our **STERLING SOAP**. If quality is considered worth anything, **STERLING** is the cheapest **SOAP** because it is the **BEST**.

Manufactured by

F. W. HUDSON & CO.,
Agents, **TORONTO.**

Wm. Logan
ST. JOHN, N.B.

WINDOW-DRESSING MADE EASY.

ANYONE CAN DO IT?

\$2.25 for \$1.75 Post-Paid, Entire Outfit
Book of 288 pages, 150 illustrations showing how to do the work. Sells at \$1.75, including Hammer.

"New Ideas," 40 pages, especially interesting to grocers. Sells at 50 cents, and free sample of new cleaner.

HARRY HARMAN,
The Window Dresser, Decorator and Supplier,
Room 1204, Woman's Temple, Chicago.

THE SOLID GLOBE WASHBOARD

The Strongest and most Durable.

Freight allowed on 5 doz. lots to Ontario Railway points.

CHAS. BOECKH & SONS
80 York St., **TORONTO**



Chas. Southwell & Co.'s

High class JAMS (Kentish Fruit)

JELLIES

MARMALADES

SPECIALTY IN

Clear Jelly Marmalades, Orange, Lemon, and Citron Peels

ORDERS CAN BE BOOKED THROUGH

New Season's Jams
Now ready . . .

Messrs. Frank Magor & Co., 16 St. John St., Montreal
Chas. Southwell & Co., Works, Dockhead, London, England

W. A. Carson. R. B. Morden. J. Anning.

BELLEVILLE CANNING CO.

PACKERS OF THE

"Queen Brand"
Fruits and Vegetables.

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

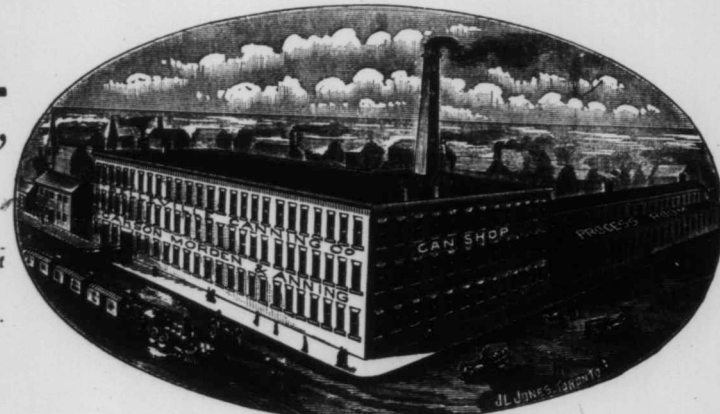
STRAWBERRIES, RASPBERRIES, PLUMS, PEAS.
PEARS, CORN, TOMATOES, 3 lb. APPLES.
GALLON APPLES.

Are now in the hands of the Wholesale Trade.

Give the Queen Brand a Trial

We Guarantee It to give Satisfaction.

BELLEVILLE, ONT.



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

and \$2 selected; smoke cisco, \$1.25 per lb.; kipper cisco, 3 to 4c. each; salt mackerel in bulk, 10c. per lb.

SALT.

Good sales are reported from salt dealers, both in large and job lots. Prices remain unchanged. We quote: Car lots, dairy, \$1.25; barrels, \$1; sacks, 68c.; sacks, fine, 70c.; American rock, \$10 per ton.

HIDES, SKINS, TALLOW, WOOL.

HIDES—There is nothing new to report in hides, except that large purchases are being made in the western markets by Canadian tanners, but at much lower prices than they can be purchased from any market in Ontario. This is going to have a serious effect on the price of hides, as all tanners who can furnish the ready cash will do much better by purchasing in the Western markets. Butchers are receiving 4c. for No. 1 raw hides and 3c. for No. 2, 4½c. for No. 1 steers weighing 60 lbs. and upward, and 3½c. for No. 2. The selling price is a ¼c. advance on these figures.

WOOL—Transactions in this article are few and prices are depressed. Little or nothing doing with local manufacturers, they buying merely from hand to mouth. Prices are about the same, and we quote: Canadian combing, 17 to 18c.; clothing, South-down, 20 to 23c.; extras, 23 to 24c.

TALLOW—Demand fair and steady in prices; dealers are paying from 4½ to 5c. according to quality and selling at a ¼c. advance.

SKINS—The chief feature about this business is, that large quantities are now being purchased by Canadian dealers in Chicago. This is having a depressing effect upon the price of superior and extra hides, and dealers may look for lower prices in the near future. Freshly slaughtered butcher skins are fetching 55c., and country lots from 25 to 50c. Chicago skins freshly slaughtered are selling in this market from 15 to 48c.

PETROLEUM.

Trade continues brisk in Toronto at unchanged prices. We quote: 5 to 10 bbl. lots, imperial gallons, Toronto; Canadian, 12½ to 13c.; carbon safety, 16½ to 17c.; Canadian water white, 17c.; American water white, 18½ to 19c.; photogene, 22c.

The Petrolia Advertiser, in its weekly report, says: Matters pertaining to the crude oil market, as far as the Exchange is concerned, are practically at a standstill. Oil may be quoted at from \$1.05 to \$1.10. Refined 9¾ to 10c. f.o.b. cars here.

MARKET NOTES.

Currants are dearer in Greece.

Eby, Blain & Co. are in receipt of another shipment of Valencia raisins.

Sloan & Crowther are in receipt of a shipment of 500 boxes of Paklin Congous.

Another shipment of new Japan tea has just been received by J. W. Lang & Co.

W. A. Bradshaw & Co. shipped one day last week 600 boxes Ammonia soap to Winnipeg.

Davidson & Hay have received a shipment of fine selected off-stalk and selected layer raisins.

Smith & Keighley are just in receipt of shipments of fresh Scotch herring and other breakfast table delicacies.

Canned goods are being offered at low prices this week by Gillard & Co. This firm

have the reputation of being big dealers in this line. Eighty cents per dozen for good brands of corn, peas and tomatoes, from present indications is a good purchase.

Dawson & Co. have this week shipped from their Brampton branch another couple of cars of apples to the St. Louis market.

Another shipment of Morton's fresh herrings has just been received by Davidson & Hay; also Labrador herrings in barrels and half-barrels.

The St. Lawrence people are putting their fall samples of syrups on the market. The color is beautiful, and the flavor and quality are said to be better than ever before.

Perkins, Ince & Co. expect their first shipment of fine Filatra currants the beginning of next week. Their correspondents say that the quality of these goods is the finest they have ever shipped.

As usual at this season, Lucas, Steele & Bristol, of Hamilton, are offering attractive values in fish. They offer Newfoundland, Labrador and Nova Scotia herrings, also mackerel, in half bbls. and kits.

A fine assortment of Mediterranean fruits is now on the way to W. H. Gillard & Co. of Hamilton. Intending purchasers with a desire to secure bargains should take a note of this and write them for quotations.

Musson & Co. were fortunate enough to have a quantity of Rio coffee afloat before the bombardment began, and it is due to arrive in New York this week. The Toronto market is bare of these coffees.

A Denia cable to P. L. Mason & Co. regarding Valencia raisins, says: "Market steady and we see no probability of lower prices." The conclusion drawn from this is that the rock bottom has been reached in Valencia raisins.

W. H. Gillard & Co., of Hamilton, report the arrival of a long line of new season's Japan teas, all of which they state are grand values, and buyers interested in securing finely flavored, rich drawing teas, that will leave them a good profit and at the same time cannot fail to please. Customers should ask for samples.

Mr. Geo. Rossiter of 10 to 14 Pape avenue Toronto, is turning out high class work in
(Continued on page 24)

FLOUR AND FEED.

TORONTO.

Demand for flour has fallen off appreciably during the week, but prices remain steady and unchanged. The feeling in mill feed is a little easier than it was and we quote prices lower. There is some enquiry for oats but still receipts are large, which interferes with transactions on track. Prices steady and unchanged.

FLOUR—City millers' and dealers' prices are: Manitoba patents, \$3.80 to \$3.90; strong bakers' \$3.60 to \$3.70; white wheat patents, \$3.25 to \$3.50; straight roller, \$3 to \$3.15, low grades, per bag, \$1.00 to \$1.25; Ontario family \$3.15 to \$3.40.

Car prices are: Toronto freights—Manitoba patents, \$3.80 to \$3.90; Manitoba strong bakers', \$3.60 to \$3.70; Ontario patents, \$3.10 to \$3.30; straight roller, \$3.00 to \$3.10; extra, \$2.70 to \$2.90; low grades, per bag, 90c. to \$1.10.

MEAL—Oatmeal is \$4.20 to \$4.40 Cornmeal is \$3.25 to \$3.50.

FEED—Bran (ton lots) \$13.00, do (Toronto freight) \$12 to \$12.50, shorts (ton lots) \$15 to \$15.50 ditto (Toronto freight) \$15; mixed feed \$20 to \$22, feeding corn 57 to 58c.; oats on track 33 to 34c., and 30 to 31c. outside.

HAY—Baled timothy quiet and unchanged. We quote \$9.50 to \$10.

STRAW—Demand poor and prices unchanged at \$5.50 to \$6.

MONTREAL.

A fair enquiry is noted for flour, but the movement is not nearly so brisk as a week ago. The general tone of the market is firm, but no advance has been established. Winter wheat, \$3.90 to \$4.10; Manitoba patents, best brands, \$3.85 to \$3.90; straight rollers, \$3.10 to \$3.15; extra, \$2.90 to \$3.05; superfine, \$2.60 to \$2.90; Manitoba strong bakers', \$3.65; Manitoba strong bakers', best brand, \$3.65 to \$3.70.

There is no change in the position of the oatmeal market. The demand is fair, but of a purely local character, and the tone of the market is firm under small supplies. Standard bags, \$2.10 to \$2.15; do. brls., \$2.30 to \$2.35; granulated, bags, \$2.15; do., brls., \$2.35; rolled oats, bags, \$2.20; do., brls., \$4.50 to \$4.60.

Feeding stuffs are still scarce, and the market holds very strong in consequence. Bran, \$15 to \$16; shorts, \$17 to \$19; mouillie, \$22.

Sapolio

Reduced price per gross \$11.30, in 4 or 4 gross boxes, in any quantity. Less usual grocery discounts of 3% cash 10 days, or 2% 30 days.

Sapolio retails at 10 cts. per cake.

Emil Poliwka & Co.

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

DEPOTS AT:

Toronto, Ont.; Montreal, Que.; St. John, N.B.

"Crystal" Rice

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

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

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

The Canadian Specialty Co.

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

OATMEAL

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

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

GENERAL GRAIN DEALER.

Highest price paid for Oats and Peas in car lots

WALTER THOMSON, London and Mitchell.

Embros Oatmeal Mills

D. R. ROSS, - - - EMBRO, ONT

A CHOICE QUALITY OF

Rolled, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

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

COX'S GELATINE Always Trustworthy.

ESTABLISHED 1725.

AGENTS FOR CANADA:—

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

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

Established in Paris, 1770. 40 Prize Medals

THREE LEADING FACTORIES—

Paris, London, Strasbourg

Compagnie Francaise

Purveyors by Special Appointment

H. R. H. the Princess of Wales.

SUPERIOR CHOCOLATE

(Yellow Wrapper.)

PURE COCOA POWDER

½-lb. and 1-lb. Tins.

CHOCOLATE WAFERS

A delicious eating Chocolate.

HIGH LIFE BONBONS,

The most tasteful Dessert Sweetmeat.

Todhunter, Mitchell & Co.,

— DIRECT IMPORTERS OF —

HIGH GRADE COFFEES,

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

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

TORONTO.

R. & T. WATSON, Manufacturing Confectioners,

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

SEND FOR PRICE LIST.

75 Front Street East,

KOFF NO MORE.

WATSON'S COUGH DROPS

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

TORONTO.

RETAIL GROCERS

WILL FIND IT
TO THEIR INTEREST

TO BUY

BRANTFORD STARCHES

The Purest and Best in the Market.

British America Starch Co., Ltd.,

BRANTFORD, ONTARIO.

machine made brushes. He has lately added to his new factory a gas engine supplied by A. R. Williams, Esplanade, Toronto, which is giving great satisfaction, and he is now in a position to execute orders at short notice.

It pays to read THE GROCER and it pays to advertise in it. W. H. Gillard & Co. of Hamilton made several sales last week of Japan teas to buyers who requested samples for the first time. Merchants on the look out for bargains will often secure them by requesting prices or samples of specially advertised goods.

A shipment of "Lion" brand salmon was received by Sloan & Crowther the latter part of last week, and the sale of it is already large. The quality of this salmon is exceptionally fine, and great care is taken in canning. Most of the "Lion" brand is usually consumed on the English market, and while the Toronto market will be better supplied than last season, there are only a couple of houses that are handling it.

"Having the pleasure of meeting while at St. John, N. B., Herbert Scott, representing R. C. Scott of the well known Cumberland mills of Highgate, Ont.," writes a correspondent of THE GROCER from St. John. I was somewhat surprised to learn the amount of sales he made for his firm since the last of July. From that time they have shipped flour, mill feed, oatmeal, and beans to the Eastern Provinces, aggregating to \$27,000. Mr. Scott also represents Walter Thomson of the well known Dominion Oatmeal Mills of London, Ont., whose brands are very popular in the eastern market.

The New Orleans Picayune says the "rapid recovery of the price of rice from figures absolutely ruinous to a level of values nearly approaching to the satisfactory quotations of two years ago is the most important event which has happened in local commercial affairs for a long time past. A little more than two weeks ago rough rice was hard to sell at prices ranging from \$1 to \$2. Now the same rice is worth from \$2.50 to \$3.50 per barrel, and there is every indication that within a very short time the price of better grades will reach as high as \$4.

The following is a circular by the Tamilkande Tea Co.: "What is Tamilkande? First, last, and all the time, Tamilkande is the name of the company who have introduced to the public the most delicious blends of Indian and Ceylon teas. But why Tamilkande! The explanation is at once simple and interesting. Tamil is the principal language spoken by the natives of Ceylon, and the word Tamil is associated with the early settlers of Ceylon; the tribe of Tamil migrated from Travancore, on the southwestern borders of India, and settling in the hilly districts, established the town of Kande as their place of residence, and Kande became recognized as the capital of Ceylon. It still remains the sacred town of

the Tamils, for there is supposed to rest the foot of Buddha, and, as this foot is some 72 inches long, it will be recognized that in the early days of the Tamils small feet were at a discount. How is Tamilkande pronounced? Well, you pay your money and you take your choice; but, if you have any preference for being correct, it should be Tamil-kan-de."

A letter from Smyrna, under date of Sept. 2, to J. L. Watt & Scott, says: "It was already known here that the Canadian Government had prohibited the importation of Smyrna figs. We accordingly immediately cancelled the orders with our packers. This measure, however, was taken at a time when it seems quite unnecessary. The epidemic, which was never of a serious character, appears to be at an end. During the last few days only two or three cases a day are reported, and, with the cold weather prevailing, we think there is no further danger of a more serious outbreak. Perhaps the favorable state of affairs here will induce the Canadian authorities to withdraw the prohibition; and in this case we suppose we may go on with the execution of the orders in question."

MONTREAL MARKETS.

MONTREAL, Sept. 28, 1893
GROCERIES.

The movement during the week has been fair, both on account of orders from travelers, letter orders, and direct from the warehouse. It is in sugar, however, that the most interesting features are to note, for although other lines furnish business, trade in them on the whole cannot be called brisk. In sugar, however, the brisk demand which set in last week has been maintained up to the time of writing, and seems likely to continue, so that refiners have more than they can do with the limited stocks immediately available in filling orders that require prompt attention. No further change in price is to note, but on granulated and the brighter descriptions of yellowe refiners still demand and obtain a premium for immediate delivery of 1-16c. Molasses and syrups are also very firm, with an advancing tendency in prices. Tea rules dull as it well can be, but is expected to pick up after the trade sale of Wednesday. Coffee and spices are in fair demand at steady prices. The low prices that have ruled on Valencia raisins for future has induced a better demand, and now brokers and commission agents are asking 6d. to 1s. advance on the range on which business was possible a year ago. Canned goods are steady, but with little doing, although a somewhat better disposition is shown by buyers of canned fruits and vegetables. There is nothing very new to relate in connection with canned salmon,

which remains much about the same, with conflicting reports with regard to the pack of Alaska.

SUGAR.

All sugars, but principally granulated and the brighter yellows, have continued to show the activity noted a week ago, and it seems likely to keep up. In addition to the brisk local demand, enquiries for best terms on round lots from the States and Maritime Provinces have also been received, and this contributes to the firmness. This development bears out the remarks made some time ago in this column regarding short supplies in second and third hands. Granulated is quoted at 5 1-4 to 5 3-8c., the outside being paid for immediate requirements, and yellows are selling at 4 1-4 to 5c.

MOLASSES.

The market is very firm for Barbadoes molasses, round lots having been sold at 31c. with 31 1-2c. asked, and jobbing business transpires at 34c., but we quote 33 to 34c.

SYRUPS.

Syrups are also firm under an improved enquiry, with sales of Canadian in the wood at 15-8 to 2c. per lb., one fine lot selling at 21-8c., but this is an outside figure. American stock shows the same feeling, the advance of last week being fully maintained, and round lots have changed hands at 18 to 21c., with 25 to 28c. for extra choice qualities.

TEA.

The tea market is very quiet, dealers waiting until after the auction sale. We hear of some lots changing hands in blacks and Japans, the latter running from 14 to 16c. Low grade and common blacks have been enquired after somewhat during the week at 12 to 14c., with business at this range.

COFFEES.

The coffee market is steady at last week's quotations, and round lots of Maracaibo have changed hands at 19 1-2 to 20c. We quote: Jamaica, 16 to 18c.; Maracaibo, 19 to 21c.; Porto Cobello, 18 to 20c.; Rio, 17 1-2 to 19c.; Java, 24 to 28c.; Mocha, 25 to 28c.

SPICES.

There has been a rather better demand to note for spices, and black pepper has been selling very freely at 6 to 7c. We quote: Common Jamaica ginger, 15 to 16c.; and finer grades, 18 to 20c.; pimento, steady at 16c.; and nutmegs, quiet at 50 to 52 1-2c. to \$1.

DRIED FRUIT.

The market has furnished a considerable business in a large way for importation, the extremely low offers from primary markets having induced buyers to take hold more freely. The consequence was quite a good business on this account during the week, and now offers are rather firmer in tone, for whereas 11s. was a possible price last week, 12s. is about the best that can be done on the commoner grades, while sellers now asking 13s. 6d. on the finer descriptions is an advance of 6d. and prices run up to 14s. 6d. On spot there is little change to note and jobbers do not appear to be doing much on this account. First qualities off-stalk Valencians are quoted at 5 1-2 to 6c., and seconds, 4 7-8 to 5 1-4c. In layers, Two Crown have sold at 5 1-2c., and Four Crown 6c. in jobbing lots.

In currants there is no change, the same low prices being to note. With the exception of one firm, however, the

JAMES A. SKINNER & CO.

Toronto and Vancouver.

IMPORTERS OF

Crockery, China,
Glassware, Lamps,
and Fancy Goods.

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

SPECIAL ATTRACTIONS IN
LAMPS AND FANCY GOODS.

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

ESTABLISHED 1851.

WE OFFER

4,100 Cases New Salmon
"British American" Brand
\$1.30 per doz.

N. QUINTAL & FILS,
WHOLESALE GROCERS,
274 St. Paul Street, Montreal.

Please ask our prices for goods before buying elsewhere. Our prices are low. We make a specialty of Canned goods.

SHOULDERS - -

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

WRITE FOR QUOTATIONS.

F. W. FEARMAN,
HAMILTON, ONT.

New Currants

To arrive next week.

FINE FILIATRA

BARRELS,
HALF BARRELS,
HALF CASES.
QUALITY EXCEPTIONALLY CHOICE

PERKINS, INCE & Co.,

41-43 Front Street East, Toronto.

NEW CANNED SALMON

Now arriving in store, the "LION" Brand, packed by Ewen & Co., New Westminster, B. C.—the finest. The quantity of this celebrated brand being limited, send orders early.

SLOAN & CROWTHER,
WHOLESALE GROCERS,

19 Front St. E., Toronto.

Warren Bros. & Boomer

WHOLESALE . .
. . GROCERS

35 and 37
Front St. East, TORONTO

We are delivering our
New Valencias . .
New Horse Shoe Salmon

AND NEW SEASON'S

BLACK and JAPAN TEAS



Smith and
Keighley

Sept. 1st, 1893.

9 Front St. E., Toronto.

JUST RECEIVED

FIRST SHIPMENT

New Valencia Raisins

AND—
New Pack
Horse Shoe Salmon

J. W. LANG & CO.

Wholesale Grocers,
59, 61, 63 Front St. East, TORONTO

"GOAT" Japan Tea

Season 1893 Just Arrived

Sample much better than 1892

BEST VALUE IN THE MARKET.

See our Travelers or write us for Samples.

T. KINNEAR & CO.,

WHOLESALE GROCERS,
49 Front St. E., TORONTO.

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

Condensed Mince Meat.

Delicious Mince Pies every day in the year.

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

Sells at all seasons.

Will not ferment in warm weather.



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

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

MONTREAL Markets Continued.

fact does not appear to have led to any large buying here. Business for importation to Montreal so far is placed at between 5,000 and 10,000 barrels. On spot, what business there is doing from wholesale grocers' hands is on the basis of 3 1-2c. For importations we hear of business at 9s. to 12s., cost and freight Montreal, for Provinciais and Filia-trias.

RICE.

Rice is moving out in a very satisfactory way at unchanged prices.

NUTS.

The merest jobbing business is doing in nuts on spot. Supplies are not large but there will be sufficient to last until new stock arrives towards the end of November and beginning of December.

GREEN FRUIT.

The apple market is quiet, and prices are fairly steady. The large offerings of California fruit, however, seriously interferes with the local demand for apples this fall, and the prospects are that there will be comparatively more available for exportation on this account. Good culberts and fall fruit sell at \$2 to \$2.50, and reds \$2.50 to \$2.75. Demand for oranges is fair. Jamaica is the only stock offering, and sells at \$3 to \$3.50 per box. There is only a small stock of lemons offering here and prices are steady at \$3 to \$3.50. Pine-apples have a free sale at 15 to 20c., according to size. With somewhat slower receipts peaches have been rather firmer in feeling, Canadian in baskets selling at \$1.25 to \$1.50 for choice. There is a good demand for blue plums which run from \$1 to \$1.25 per basket. Green gages have a free sale at rather higher prices than a week ago, viz., \$1.50 to \$1.65 per basket. Grapes rule steady in the face of heavy receipts at 2 1-2 to 4c., according to kind and quality. Pears still meet with a good demand at 60 to 70c. per basket. Bananas are few, and the outside price is rather higher as follows; 75c. to \$1.25.

TRUCK.

The potato market is quiet and some of the receipts do not show the uniformly fine quality that characterized the earlier arrivals. Prices are easier at 50 to 60c. per bag. There have been large sales of tomatoes during the week at 15c. to the canning factories. There is a fair demand for domestic onions, but the quality of some is disappointing. Prices, however, remain steady at \$2 to \$2.50 per barrel. Watermelons are selling slow all the way from 10 to 18c. Beans remain quiet and steady. We quote choice hand-picked, \$1.70 to \$1.80; ordinary, \$1.50 to \$1.60, and inferior, \$1 to \$1.25.

HOPS.

The difference between buyers and sellers of this product as to its value continues, ideas of the former being about 2c. under what the latter are prepared to accept. The best bid that we hear of is 19c. for round lots, but holders want an advance on this so that the position is a nominal one actually.

FISH.

Smoked and pickled fish are meeting with a good demand, and the prices now being obtained are considered very satisfactory. Finnan haddies are the feature at the moment, Portland brands selling at 7 1-2 to 8 1-2c. We quote: Portland finnan haddies, 7 1-2 to 8 1-2c; St. John bloaters, \$1.50; kippered her-

ring, \$1.75 per box; boneless fish, 3 1-2 to 5c.; boneless pure cod, 6 1-2 to 7c.; green cod, \$5.25 to \$5.50 per bbl.; large No. 2 mackerel, half bbls., \$8.50; Labrador salmon, \$12 to \$14 per bbl.; C. B. herring, \$5.50; Labrador herring, \$5; malpeque oysters, per express, \$7 to \$8; freight, \$3 to \$5.

PROVISIONS.

There is a fair local movement in pork at steady prices, and the enquiry for smoked meats is considered satisfactory also. We quote: Canadian short cut, per bbl., \$21 to \$22; mess pork, Western, new, per bbl., \$20 to \$21; hams, city cured, per lb., 12 to 13 1-2c.; lard, Canadian, in pails, 11 to 12 1-4c.; bacon, per lb., 11 1-2 to 12c.; lard, common refined, per lb., 8 1-2 to 9 1-4c.

EGGS.

The local egg market holds firm under moderate receipts and good demand. Choice stock in single cases is making 15c., but we quote 13 to 14 1-2c.

CHEESE.

The cheese market presents the same ambiguity, for although further wholesale buying is reported both in the country and on spot shippers complain that they can't get orders for new business. It is the general opinion, however, that the buying is altogether too general and extensive to be purely speculative, and that although it may have a good deal to do with it, there must be something else behind it. The business on spot is still restricted by the quantity of stock open to an offer, but the tone so far as can be judged is firm. A line of 800 Ottawa Valley goods last week August and first week September changed hands at 10 1-2c. here, and some 1,500 odd Septembers from the French country were offered and sold at the same price. This is slightly higher than the opening price for Septembers of the same class last year and considered a pretty good price for the goods, which is taken to mean that the buyer had to have them anyhow. Finest Ontario colored, 10 1-2c.; finest Ontario white, 10 1-2c.; finest Townships, 10 1-8 to 10 3-8c.; finest Quebec colored, 10 to 10 1-4c.; finest Quebec white, 10 to 10 1-4c.; under grades, 9 1-2c.; cable, white, 49s.; cable, colored, 49s.

BUTTER.

The butter market remains quiet for the best of reasons. With the Augusts cleaned up there is little to do business in, and as salesmen place what is considered an extortionate figure on their September creamery, very little is doing. For it the factorymen are asking in the country 23c., but we cannot learn that shippers have given it, although some selections may have secured the price for special purposes on local account. Western dairy and Townships are dull also. Finest August creamery, 21 1-2 to 22c.; finest July creamery, 20 to 20 1-2c.; finest townships dairy, 19 to 20c.; finest Western dairy, 17 1-2 to 18c.

MONTREAL TRADE NOTES.

C.A. Chouillou notes some good orders for Menier's chocolate during the week.

Everyone was waiting during the early portion of the week for the Duncan tea sale, so that the tea market is quiet.

Lightbound, Ralston & Co. will as usual be among the largest importers of Mediterranean dried fruit on the Montreal market,

and are in an advantageous position to talk business on prime Valencia raisins, etc. They are offering at present a new line of Royal starch at \$5.75 per box.

Mr. Caverhill, of Caverhill, Hughes & Co., was back in his office last week looking well after his trip to the World's Fair.

Rose & Laflamme have practically perfected all arrangements for introducing their various lines of grocery specialties to the trade all over the Dominion.

Packers have been buying large quantities of tomatoes on the island of Montreal during the week. One buyer closed out the lot of five or six different market gardeners at 15c.

Vipond, McBride & Co. received a large consignment of white clover honey from the townships last week, which has had no trouble in finding purchasers at 12 1/2c to 13c.

L. Chaput, Fils & Co. say that demand for dried raisins is not specially brisk at present but they have been turning over some of their new receipts of off stalk nevertheless.

N. Quintal & Son note a fair demand for canned salmon, which they are offering in standard brands at moderate prices. This firm makes a specialty of all kinds of canned goods.

Montreal refiners have been receiving enquiries and shipping quite a quantity of granulated and bright yellow sugars to the Maritime provinces, which is taken to mean that stocks down there are light also.

Advices to W. T. Costigan & Co., under date of Sept. 18th, from the coast, state there are reports that the Alaska pack of salmon has had a serious set-back and that the output will not exceed 300,000 cases; also that the Alaska canning combine has withdrawn the whole of its fish from the market. If this information is true it may very likely have some effect on the values of Fraser River salmon.

At a special meeting of the Retail Grocers' Association Monday evening the president, Mr. S. Demers, in the chair, resolutions were passed regretting the death of Mr. H. Viger; determining that the members of the association attend the funeral in a body; that a floral offering be sent to be deposited on the remains, and the secretary send a copy of the resolutions to the family of the deceased and to the press.

PERSONAL MENTION.

T. R. Kinnear and James Lumbers are at the World's Fair.

Mr. Ashwell, of Geo. R. Ashwell & Son, Chilliwack, B.C., was in Toronto this week on his way from New York, where he has been doing business for the firm. He intends returning home via Chicago.

C. S. Fairbairn, traveler for the Imperial Extract Co., who was injured by the collapse of the grand stand at the Ontario Jockey Club's races last spring, has so far recovered as to be able to take the road again. He is now taking a trip through the Maritime provinces.

DRY GOODS.

MONTREAL MARKET.

Trade in dry goods in Montreal during the past week is fully in keeping with the season of the year, and sales, particularly in a direct way from the warehouses, are more satisfactory than usual. Prices of all classes of goods appear to keep firm, despite the influences of outside markets.

Travelers have been preparing for sorting trips, some of them already being out, and from indications have fairly successful ones in store for them.

It has been remarked more than usual this fall that the system of buying large parcels of goods ahead was not followed so largely by buyers this season. They appear to have preferred the policy of buying more on the ground of prospective actual requirements from time to time, and the fact is looked upon with considerable satisfaction by the bulk of the wholesalers here.

Payments continue fair for the season—in fact the general indications seem healthy enough on the whole.

Cloakings, hosiery, woolen underwear, yarns, etc., are in good demand, a feature in this respect noted by many of the houses being that the demand runs to the better qualities more than is usually the case.

Flannels and blankets are also enquired for, a large quantity of the latter having been sold in the Ottawa district.

Grey and white cottons keep firm in price, but it is reported that one or two lines have been offered at a concession, although it is denied by some.

Jas. Johnston & Co. were receiving a large line of heavy blankets and woolen goods last week.

J. G. McKenzie & Co. note a heavy run in a sorting way on the finer description of hosiery and men's woolen underwear during the week.

Thibeau Bros. have experienced a continuation of the good call for their special line of red English flannelettes which they offer at a bargain.

Wm. Kisson of Caverhill, Kisson & Co., wholesale millinery, left last week on the S.S. New York via New York on his usual trip to the various foreign markets.

The retail millinery openings which are being held this week have led incidentally to a little more activity in these goods and their allied lines in a wholesale way also.

Leslie Gault of Gault Bros. & Co. has left for Great Britain and the Continent to look up selections for the firms spring supplies of dress goods. The firm have been receiving some lines of heavy imported oil cloth recently.

Jas. Johnston & Co. note a very encouraging demand for Muscovite, the newest thing in German dress goods. It has sold well in all the popular colors, green, purple, etc. The

pattern is peculiar, a wavy line being its most prominent feature, and it must look handsome made up.

Mr. Harry Shaw of Jas. Johnston & Co. silk and dress goods department, left for a visit to Chicago and the World's Fair last Saturday.

STOOD THE TEST OF GRATITUDE.

A well-known New Brunswick gentleman has set an example to the community which, if followed by others, could not fail to be of great benefit to the widows and orphans of the clergy and ministers of Canada. The gentleman was the son of a clergyman who died suddenly, leaving his wife and children unprovided for. At that time there was no provision made by the church for the helpless ones thus suddenly thrown upon their own resources, but a number of benevolent gentlemen made up the sum of \$3000, which they invested for the benefit of the family who had been so suddenly deprived of their sole means of support. A portion of the money was reserved to be spent in lump sums as occasion should arise. A promising lad in the family on attaining a wage-earning age was given sufficient of the principal to enable him to purchase a share in a dry-goods business which was then in its infancy, and owing to his efforts and to the timely aid which had been given, the family were placed in independent circumstances. The event took place many years ago. The clergyman's son is now one of the most prosperous men in St. John, and it has been one of the objects of his well spent life to return to other families placed in the same position as his own the timely help which was then vouchsafed to his. Owing to his active work and to his generous aid, the society for the aid of widows and orphans of clergymen has been organized, and the fund has lately been increased by the handsome contribution of \$3,000 with the accumulated interest of more than two score years. It is needless to state who the donor was. Suffice it to say, that one man has been more just than either the law of our country or the unwritten moral law would command. A deed such as this should be widely known. The knowledge of the action cannot but give one greater faith in humanity and greater hope for the future of our people.—Critic, Halifax.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers

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

SITUATION WANTED.

THE ADVERTISER—13 YEARS ON THE London, Eng. tea market, and for the last 3 years tea and coffee buyer for a firm in New York State. Has a thorough knowledge of tea, particularly blending. On account of family, desires a situation in Toronto or vicinity. Address R. O. F., CANADIAN GROCER. 45-dh

Butter in good demand at 20 to 21c.; Eggs firm, selling at 14½ to 15c.; Dried Apples 4½ to 5c.; Green Apples \$1.75 to \$2.50; Potatoes 75c. per bag; Beans \$1.40 to \$1.50; Honey 8 to 9c. per lb.; Turkeys 19½ to 18c. per lb.; Chickens 50 to 60c. per pair; Ducks 60 to 70c. per pair; Geese 5c. per lb. Consignments of above solicited.
J. BELL & CO.,
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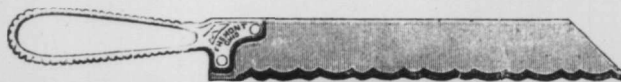
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The only genuine. Made of very finest steel. Fully guaranteed to all purchasers.

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PROSPECTS FOR CRANBERRIES.

The cranberry season of 1893 has now fully opened, and a brief account of the outlook for this season as touching the crop, trade and prices and comparison with the preceding year of 1892 may be of value. Last year the crop was large, but not so great as that of the year previous, which was unusually heavy. This year reports from Cape Cod and the growing sections of the West and Jersey indicate another large crop, and the fact that the berries are beginning to arrive about the same time this year as they did last, and are meeting with a similar demand at about the same range of prices indicates that the course of the market will be very much the same.

In the season of 1892-93 there were received at New York 52,249 barrels and 45,008 boxes; in the season of 1891-92 there were received at New York 58,531 barrels and 46,245 boxes, and in 1890-91 38,935 barrels and 40,320 boxes were received. In 1891-92 New York was the largest receiving market, but last year larger supplies than usual went to other markets, Boston getting more than ever from Cape Cod, which fact partly accounts for the decrease in last year's receipts as compared with the receipts of the year before. This year the amount of stock received has not been heavy, but larger than it was last year. The first receipts of cranberries in the season of 1892-93 arrived on August 26th, and the first heavy arrivals were on September 10th. This year the first arrivals came on August 29, and the first heavy arrivals, about 300 barrels, came on September 5th.

As is generally the case, the first arrivals this year were of rather poor quality, the berries being of a very light color, and but few choice dark ones among them, but the demand started in from the first and has continued fairly active ever since the season opened. This augurs well for the future of the market, for it is rarely the case that the season opens more propitiously, and that buyers show a disposition to take much stock so early in the season, especially when the quality is not all that could be desired.

The market on choice berries opened this season at \$5 to \$6 per barrel and \$1.75 to \$2 per crate, and has ruled very steadily at those figures ever since the opening. Last year the market on choice berries opened at \$6 to \$7.50 per barrel and \$2 to \$2.50 per box, but settled soon after the opening to \$5.50 to \$6.25 per barrel and \$1.75 to \$2.25 per box, as trade opened very dull and receipts were in excess of the demand.

All of the first receipts come from Cape Cod, picking usually beginning on

the Cape about the middle of August and continuing until after the frost sets in. About the first of October berries begin to be received from New Jersey, and later from the West, principally from Wisconsin; but the supply sent to New York from the West is light, receipts being mostly from Cape Cod and New Jersey. The market is one which admits of considerable speculation, for the berries keep well and holders can afford to keep them off the market for a long period of time if necessary, while waiting for prices to improve or in an attempt to bull the market. Most all of these early purchases this year are on speculation, very few berries sold going into consumptive channels, as consumptive demand is of little account until the weather turns cold. A comparatively small amount of fruit is consumed here in proportion to the quantity received, and while weather here will stimulate trade, the market is influenced by the temperature throughout many sections of the country, as the colder it is the wider the outlet seems to be. Advice from many points in Jersey report damage by insects, the katydid being chiefly blamed, but it is believed the crop in New Jersey will be large. As a rule the Jersey crop is held back until Cape Cod berries are pretty well marketed, growers usually doing better than early in the season. A great many berries are sold direct by the growers instead of being shipped on commission, and many of the commission merchants are tempted to speculate more or less. Last season the crop was very satisfactory, nearly all interested having a good year, and dealers and growers look forward to a very satisfactory season this year. One favorable feature is the fact that the yield passes through comparatively few hands, less than half a dozen firms handling enough of the crop to control the market, and by working in together to a certain extent they are enabled to often compel buyers and dealers to submit to their terms or, on the other hand, if the accumulation is increasing seriously they lower prices sufficiently to stimulate trade, and it very rarely happens that a serious break occurs in prices, for even if the demand is very slack holders do not have to force sales as with other fruits, owing to their hardy nature, and it often happens that holders simply wait until actual requirements compel buyers to pay what receivers consider market value.—N. Y. Journal of Commerce.

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

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

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

Cocoa and Chocolate Confect'y

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**Jams and Marmalade in glasses
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Farola, Pea Flour, etc., in Pkts.Candied Peels, assorted, in 1 lb. and ½ lb.
boxes. Fragrant Bonbonieres in 5 cent
phials. Gelatine Lozenges. English and
American Twines. Philadelphia Caramels.
English and Foreign Cheese, etc.**W. S. KENNEDY**

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California Breakfast Food

IT IS MUCH THE BEST

KATE FIELD says:—"It is the most delicate and toothsome preparation of wheat I have ever eaten."

Makes Porridge, Mush, Griddle Cakes, Pudding or Breakfast Gems. Used with or without Sugar and Milk or Cream. Superior to all other cereal foods. Cooks in ten minutes.

A more delicate flavor than any other cereal product. It fully meets a long experienced want in every family, for a Pure,

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Batty's Jams, Jellies, Marmalade, etc.

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COHESION AND THE GROCER.

Natural law in the grocery world, would be an appropriate title to an article communicated to a western contemporary by Mr. Daniel Abbott. He cites the fundamental law of cohesion in the world of nature, and then applies it to business affairs.

"Cohesion, as every one knows, is one of the fundamental laws of nature. There could be no order, no harmony, nothing but direct confusion and disaster without the law of cohesion. It is more than law; it is force—force so powerful that it will hold the body upon which it is operating together, though all its kindred forces be in opposition to it. It is the force by which all bodies, whether solid or liquid, are bound together, and is an absolute necessity in all organisms and organizations. Nature would go to pieces but for this law.

"All organizations, whether of matter or of men, depend upon the force of cohesion for continued existence. How long would this great Republic hold together but for this wonderful law, which, stronger than all individual or local influence (forces), binds the seventy millions of atoms into one harmonious whole? What is true of the Nation is equally true of the State and of each community in the State; is true of every organization of men for any purpose whatever. Certain conditions must obtain if this law is to have its full effect, and its effect will be seen in varying degree as these conditions are or are not found in the body in which it is operating. Its fullest effect is seen when the particles of the body are alike, and when the particles of the body are in apparent contact.

"Let us see how this will apply to the Retail Grocers' Association. The organization could not live a day but for cohesion, and the full operation of the law of cohesion, here as elsewhere, depends upon the conditions named above. The particles (members) are alike, that is, they belong to the same class, or are engaged in the same calling. In nature, particles of matter which are alike have a mutual sympathy, attraction, each for the other. Retail grocers have, or ought to have, mutual sympathy, for they have identical interests; what in business will be beneficial to one, will be beneficial to all; what will injure one, will injure all.

"Then again, in nature, the full operation of this law can only be seen when the particles of the matter which it unites are in apparent contact. The retail grocers must get together; they must come in contact with one another, or the intimate relation in which each stands to the other will never be recognized. It is the mutual sympathy of the parts for each other which makes it possible for the body to 'stick together,' and there can be no such thing as sympathy, one for the other, unless the parts are 'in touch.'

"It will be readily seen that no law could be made, no force put in operation, which

has so much depending upon it as has the law of cohesion, without the exercise of judgment and will based upon intelligence. There is so much at stake, so much that is vitally necessary to man's existence and well-being, depending upon the constant operation of this law that one does not care to believe that it was simply a development of natural circumstances, or, what is worse, that it came by chance. One naturally prefers to believe that it was intelligence which recognized the necessity for such a law, and that the same intelligence still sees the necessity and will continue to keep it in operation.

"So with the operation of the law of cohesion as applied to the Retail Grocers' Association. Intelligence must recognize the necessity for 'sticking together,' for only as it is seen that there can be nothing done which will benefit the grocers as a class so long as each grocer is a distinct and separate 'atom,' having no sympathy for the other 'atoms,' each having a separate existence and separate interests, will there be any tendency on the part of the individuals to 'come together' in a body. Grocers must think, and think beyond the confines of the four walls which inclose their stock. Their thinking must comprehend all the members of the class to which they belong, for, when all are thinking towards a common end, and not each for himself alone, then will be generated that mutual sympathy, or attraction, without which there can be no effective or permanent organization. A recognition of the relation of the parts to the whole, of each individual grocer to the grocery trade, will tend to bind all together into a solid, compact body, prepared to resist every disintegrating influence which can be brought to bear upon it. There are many reasons why the retail grocers ought to be united as a body, moving together as by a common impulse, unified by common interests and mutual sympathy; there is absolutely no reason why they should remain as scattered atoms, each living for himself alone, warring not upon the forces which are opposed to the business, but upon those who are engaged in the business."

GETTING A START.

Thousands of young men, says a contemporary, have laid the foundation of a successful business simply by contracting the habit of saving. The latest instance coming to notice we glean from a chapter of "Experiences in the Oil Regions," as told by Thomas Martindale, of Philadelphia, who was a worker in that country twenty-four years ago. He says:

Having no chance of spending much money while engaged in pumping, and as my wages (\$21 per week) counted up very fast, and my living expenses (doing my own cooking) only amounted to about \$3 a week,

I deposited my savings of \$200 in the Oil City Savings Bank at four per cent. interest on call.

Provisions and groceries were high then, but nobody seemed to grumble; \$20 for a barrel of flour (when it was bought in small quantities), or 50 cents for a can of peaches or tomatoes; and at the same time the purchaser carried the goods without complaint from the store to his "shanty." I myself gave the matter no thought until one day when I was trudging over the mountains with a heavy basket on my shoulder loaded with eggs, a few vegetables and some groceries. I sat down to rest on a rock on the summit, and having a copy of the Pittsburg Commercial with me, I read and re-read it, until the news was all devoured. Then I pored over the advertisements, and being attracted to the market reports, was struck with wonder when I saw the quotations for groceries and green vegetables in the "Smoky City." I pondered over the apparently low prices, considered the distance from Oil City to Pittsburg (139 miles), and finally decided that if the freight rates were not immoderate and the quotations (which seemed preposterously low) were correct, my opportunity had come—that opportunity which we hear so much about "coming to every man but once," and if he fails to seize it, etc. I felt my opportunity was to take what little money I could scrape together and start a grocery store. How or where, I did not at all think about, or the fact that I was an absolute novice in the business—did not know one kind of tea or coffee from another, nor syrup from molasses. I only knew that the prices then current in Oil City were fabulous, that people must eat, that money was plenty and oil was high, and that I was wasting time and losing "my opportunity" by continuing my occupation of engineer or pumper of "No. 1 well." I then and there determined that I would make a venture as a merchant just as soon as I could find a location and get enough information on the subject of the average grocery store of the oil country to prevent me from falling into fatal mistakes. So for three or four weeks after my mind was full of plans as to how to make the start, how much money it would need, how to gain the necessary knowledge to buy goods (my whole education up to this point having been to develop my ability as a salesman, with no experience whatever as a buyer), and in this condition of mental activity I found the cure for sleeplessness when "on tower" already mentioned, for since then I have never been troubled (under any conditions) with undue or unnatural sleepiness.

The successful grocer—the one who ranks with the "first-class" contingent of the trade—is he who has made his reputation on best quality goods at fair prices, and not on indifferent quality goods at low prices.

BRANDED

Valencia Raisins



Superior LAYERS, in half and quarter boxes

Fine " " " "

SELECTED " " "

Superior OFF-STALK, in half boxes

Fine " " "

Fair " " "

Superior Packing —

MAKING BAD DEBTS.

While many retail merchants have good reason to complain of the losses inflicted upon them by "dead beats," because they have done their utmost to escape them, there are others who must share with the "beats" the responsibility for the depredations of the latter. There are other dealers, again, who are more to blame than the debtors themselves. We do not allude to the weak-willed merchants who cannot return a decided negative to requests of doubtful parties for credit, nor to the beginners whose inexperience seriously handicaps them for the difficult task of deciding who is a proper person to trust goods to, but the merchants who do not properly follow up slow payers, and, more especially, to the dealers who invite losses through bad debts by the failure to present bills at the regular weekly or monthly periods. It has been the business of the writer during the past month to look into this matter, in connection with the city retail grocery trade and also the grocery trade in Brooklyn, and we have discovered that a great many retailers and their clerks are very much remiss in presenting bills and collecting them. Unless the weekly account of a family has reached a good round sum, the custom of such dealers is to let it run another week or two, it being apparently beneath their dignity to present a moderate bill, however earnestly it may be desired by the customer. If the latter insists upon paying the account, and has kept track of the items, a thing that few housekeepers seem to be capable of, the chances are that the clerk has no change and the settlement is necessarily postponed. We are speaking now of the many instances in which settlements are supposed to be weekly, where no pass-books are used, and the clerks call at customers' houses for orders and to collect the bills.

This unsystematic way of doing business not only encourages dishonest consumers to run up big bills and then refuse payment, but gets the honest customers into bad habits, and, where it does not sap integrity, may cause serious trouble, because of actual inability to liquidate obligations in times of business depression or the sickness of the bread-winners of families. Is it surprising that retail grocers should lose money through bad debts when the same care is not given to the collection of accounts as to the securing of orders?—Merchants' Review.

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BROOMS?**

We Make the Best.

Our Brands are All Sellers.

-: THE QUEEN BROOM :-

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

..THEY GIVE SATISFACTION..

**Taylor, Scott & Co.,
TORONTO ..**



**LICORICE
LOZENGES**

MANUFACTURED
EXCLUSIVELY BY

YOUNG & SMYLLIE

Brooklyn, N. Y.

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

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

J. Redford, manufacturers' agent, Halifax, has assigned.

Mrs. M. A. Berrigan, fish, Smith's Cove, N.S., has assigned.

Isaac Pratt, boots and shoes, Bradford, has assigned to G. P. Beal.

Laféche & Murphy, grocers, Montreal, have made an assignment.

Geo. A. Willett, general merchant, New Richmond, Que., has assigned.

Wm. R. Chute, general merchant, Clementsvalle, N.S., has assigned.

J. Pratt, shoemaker, Bradford, has assigned to G. P. Beal, of Toronto.

Absalom Beaudoin, grocer, Montreal, has assigned to Charles Desmarteau.

Joseph Fortier, general merchant, Capleton, Que., is offering to compromise at 45c. on the dollar.

Thomas Lamoureux, vinegar manufacturer, Montreal, has assigned to Charles Desmarteau.

A demand of assignment has been made upon J. A. Meager & Co., general merchants, Aston Station, Que.

The wholesale crockery ware firm of Brown, Harrington & Co., Halifax, is in difficulties and has been compelled to assign.

J. M. Gordon, of Beaverton, is offering to compromise at 60c. on the dollar. The stock is to be sold by auction on the 29th inst.

A. R. McKinley & Co., the window shade manufacturers of Toronto, whose financial difficulties have already been announced, are offering to compromise.

William Griffith & Co., wholesale boot and shoe firm of Hamilton, which has been in financial difficulties for some time has assigned to R. P. Anderson. The stock has been sold by the sheriff.

SALES MADE OR PENDING.

The stock of G. S. Booth, grocer, 1,322 Queen street west, Toronto, will be sold.

The estate of R. Gurd, manufacturer of brooms, London West, is to be sold by auction on 2nd prox.

The stock, etc., of G. J. Griffin, seed merchant, London, is advertised to be sold by auction on 29th inst.

The general stocks of John Pruder, Colpoy's Bay, and Hockin Bros., Dutton, are to be sold by auction on 2nd prox.

The goods and chattels of Annie Baker, fancy goods, 252 Yonge street, valued at \$5,000, have been sold to G. A. Wesse for 36 cents on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Munroe & Bates, manufacturers of blacking, Montreal, have dissolved.

G. Lahaie and J. B. Bourguignon, have registered a partnership in Montreal to carry on business as dealers in fruits, under the style of Lahaie & Co.

CHANGES.

H. V. Weir, grocer, Halifax, has sold out.

T. A. Mason, groceries and crockery, Acton, has sold out.

Alex. McKenzie, boots and shoes, Dundas, has sold out to L. P. Spittal.

J. Finklestien & Co., general merchants, are opening out in Winkler, Man.

A general store is being opened out in Moose Jaw, Man., by a Mr. McLeod.

J. A. Wood, wholesale and retail liquors, Winnipeg, has sold out to M. Amblard.

Mrs. S. A. McNab, general store, Woodville, has been succeeded by Nash & Calverly.

J. U. Clemens & Co., general merchant, New Dundee, have been succeeded by Shantz & Clemens.

Goodwin & Goodwin, boots and shoes, Picton, Ont., have been succeeded by Goodwin & Burke.

FIRES.

The stock and store of David Farlardeau, general merchant, Sillery Cove, Que., has been destroyed by fire.

The Dresden Canning and Pickling Co.'s factory, employing 60 hands, was burned last week. The fire was caused by the ex-

plosion of gasoline. The manager and three or four hands were at work and barely escaped serious injury. Insured as follows: Queen's, \$1,000 on building; Mercantile, \$1,300 on building; British American, \$1,800 on stock; Commercial Union, \$2,500 on stock, machinery and building; Norwich Union, \$2,500 on stock.

V. Guilhame, hotel; Quinn, shoemaker; Mrs. G. Sinclair, fruits; all of Kamloops, B. C., have been burned out.

M. Creighton's five-storey roller grist mill, at Comber, Ont., was destroyed by fire Sunday morning. The mill was built at a cost of \$12,000, and was insured for \$6,000.

These have been burned out in Southampton: B. A. Belyea, grocer; Mrs. Mary Harmer, groceries and crockery; Mrs. Ann Stanfield, confectioner, etc.; D. Teeban, hotel; John Woods, general merchant.

DEATHS.

Dan Rice, restaurant, Ottawa, is dead.

Wm. Wibby, fruit, Toronto, is dead. His death was sudden.

James Boswell, of the firm of Boswell & Bro., brewers, Quebec, is dead.

Hormisdas Viger, of Fraser, Viger & Co., groceries and liquors, Montreal, is dead.

THE BEST IS THE CHEAPEST

. USE .



MORSES
BEST
SOAP

MFG'D ONLY BY
JOHN TAYLOR & Co.
Toronto

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

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



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

Sold
by . .
all . .
Dealers
every-
where.



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

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

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

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

YES —

Of course you sell Adams' Tutti Frutti Chewing Gum, but do you keep up a full supply of the assorted flavors?

That's the Question
ADAMS' & SONS CO.,
11 AND 13 JARVIS ST., TORONTO



You Can't Beat It



Sold only in Cans by the Live
Wholesale and Retail
Trade

and Manufactured by

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



LIGHTBOUND, RALSTON & CO.,

WHOLESALE
GROCERS,

MONTREAL

Just Arriving, six carloads New Salmon

EMPRESS QUEEN,
INVERNESS . . .
O-WEE-KAY-NO



GOLD AND WHITE LABEL
SKEENA RIVER . . .
All Prime Sockeye Salmon.

New Valencia Raisins

Off Stalk—Fine off Stalk,
and
4 Crown Ondara Layers.

Ceylon and Indian Teas purchased
before the late advance.

China and Japans bought since
the decline.

Tea Dusts at 6c. to 8c. per lb.—Splendid Values.

E. BROWN & SON'S

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

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

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

**A WATCH
OR A TURNIP?**

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

COSTS YOU NOTHING TO GET ONE!

G. R. SOMERVILLE, London, Canada.

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

THE FINEST IN THE LAND.

KEPT BY ALL WHOLESALEERS.



WE MAKE THE
FINEST TEA CADDIES IN CANADA

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

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

TRY THIS PLAN FOR INCREASING SALES.

Write our nearest house for Prices and Catalogue.

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

**MUNN'S
GENUINE COD LIVER OIL**

PURE and UNADULTERATED

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

ALMOST TASTELESS

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

.. Send for Samples and Price List ..

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

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

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

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

**Nixey's
Black NO DUST
Lead**

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

FOR BRIGHT, SILVERY, QUICK POLISH
FOR STOVES & GRATES,
ALWAYS USE
W. G. NIXEY'S
**"SILVER MOONLIGHT
PLUMBAGO"
STOVE POLISH.**

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

**NIXEY'S
"SOHO SQUARE" BLUE**
THE PUREST—BEST—NO SEDIMENT.
ONLY HALF THE USUAL QUANTITY
REQUIRES.
Eight 1-oz. squares in Box for 6d.
Of all Grocers and Oilmen; or write to
18, SOHO SQUARE, LONDON, ENGLAND.

For KNIVES, FORKS, BRASS and
STEEL WORK, Etc., Etc.

Won't Wear the Blades
like others.
6d. and 1s. Tins.

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

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

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

English Biscuits

All Grocers should keep a supply of Genuine English Biscuits

MANUFACTURED BY

HUNTLEY & PALMERS

Biscuit Manufacturers to Her Majesty the Queen, Etc.



Reading AND London England

FOR WHICH THERE IS AN EVER INCREASING DEMAND

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

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

For Price List and Terms Apply to :

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

or to their Representative

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

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, Sept. 28, 1893

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	19 80
5 lb. cans, 1 doz. in case	16 00
1 lb. cans, 1 doz. in case	10 50
6 oz. cans, 1, 2 and 4 doz. in case	4 60
12 oz. cans, 2 and 4 doz. in case	3 70
1 oz. cans, 2 and 4 doz. in case	2 40
6 oz. cans, 2 and 4 doz. in case	1 90
4 oz. cans, 4 and 6 doz. in case	1 25
Per doz	
Dunn's No. 1, in tins	2 00
" " 2 " "	75
COOK'S FRIEND, (in Paper Packages.) Per doz	
Size 1, in 2 and 4 doz boxes	\$2 40
" 10, in 4 doz boxes	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45



Pound tins, 3 oz in case	3 00
12 oz tins, 3 oz in case	2 40
5 oz tins, 4 "	1 10
5 lb tins, 1/4 "	14 00
Ocean Wave, 1/4 lb, 4 doz cases	75
OCEAN WAVE, 1/4 lb, 4 "	1 30
No. 1, 2 "	1 90
1 lb, 2 "	2 26
5 lb, 1/4 "	9 60

DIAMOND BAKING POWDER.

1/4 lb. tins, 4 doz cases	0 67 1/2
1 lb. " 3 " "	1 17
1 lb. " 2 " "	1 98

BISCUITS.

TORONTO BISCUIT AND CONFECTIONERY CO.

Abernethy	8 1/2
Arrowroot	\$0 10 1/2
Butter	0 6
" 3 lbs	0 20
Cabin	0 7 1/2
Cottage	0 8 1/2
Digestive	0 08
Daisy Wafer	0 16
Garibaldi	0 09
Gingerbread	0 10
Ginger Nuts	0 10
Graham Wafer	0 09
Lemon	0 10
Milk	0 09
Nic Nac	0 12
Oyster	0 06 1/2
People's Mixed	0 10
Pie Nic	0 09 1/2
Prairie	0 08
Rich Mixed	3 14
School Cake	0 11
Soda	0 05
" 3 lb.	0 20
Sultana	0 10
Tea	0 10
Tid Bits	0 09
Variety	0 12
Village	0 07 1/2
Wine	0 05 1/2

BLACKING.

Day & Martin's, pints, per doz	\$3 20
" " " " " "	2 10
" " " " " "	1 10
Spanish, No. 3	4 50
" " 5	8 00
" " 10	9 00
Japanese, No. 3	4 50
" " 5	7 50
Jaquot's French No. 2	3 00
" " 3	4 50
" " 4	6 00
" " 5	9 00
" " 1-gross Cabinets, asst.	7 50
Egyptian, No. 1	9 00
" 2	4 50

P. G. FRENCH DRESSING (LADIES.)

For ladies' and children's boots and shoes.	per doz
No. 7, 1 or 2 doz. in box	\$2 00
No. 4, " " "	1 25

P. G. FRENCH BLACKING.

per gross	
1/4 No. 4	\$4 00
1/4 No. 6	4 50
1/4 No. 8	7 25
1/4 No. 10	25

BLACK LEAD.

Refined in 1d., 2d., 4d. and 1s. packages, (9 lb. boxes)	7s 6d \$2 25
Jubilee in 1oz. and 2 oz. round blocks in cartons (9 lb. boxes)	4s 3d 2 00
Silver Moonlight, Plum-bago Stove Polish (13 1/2 lb. boxes)	
6 1/2 lb. in large 1d. pkts, 1 gross	4s 3d 1 50
13 lb. in large 1d. pkts, 2 gross	8s 6d 3 00

13 lb. in large 1d. pkts, 1 gross	7s 6d 2 50
13 lb. in large 2d. pkts, 1 gross	7s 6d 2 50
Reckitt's Black Lead, per box	1 15
Each box contains either 1 gro. 1 oz.: 1/2 gro, 2 oz., or 1/4 gro., 4 oz.	

F. F. DALLEY & CO.

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

BLUE.

Reckitt's Pure Blue, per gross	1
NIXEY'S	
Soho Square in 8 lb. boxes, of 16x6d boxes, London	6s 0d
Soho Square in 8 lb. boxes, of 16x6d. boxes, Canada	\$2 25

CORN BROOMS.

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

CANNED GOODS.

Per doz	
Apples, 3's	\$0 95 \$1 00
" gallons	2 10 2 20
Blackberries, 2	2 00 2 25
Blueberries, 2	1 00 1 10
Beans, 2's	0 90 1 00
Corn, 2's	0 90 1 00
" Epicure	1 15
" Special Brands	1 40 1 50
Cherries, red pitted, 2's	2 10
Peas, 2's	0 90 1 00
" Sifted select	1 40

CHRISTIE JAMES & CO., LONDON, ENGLAND.

MAKERS OF THE LEADING

Pickles, Marmalade, Sauces

In order to introduce the Imperial pint bottles of PICKLES put up by this celebrated firm. I will, for 3 months, sell them to retailers at \$2.40 per doz.

These Pickles are equal if not superior to those for which \$3.20 is paid. A jobber wanted in each city in the Dominion to handle these goods.

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

Prices Current Continued—

Pears, Bartlett, 2's	1 75
" Sugar, 2's	1 50
Pineapple, 2's	2 25 2 40
Peaches, 2's	3 25
" 3's	3 25
" Fla. 3's	3 25
Plums, Gr Gages, 2's	1 75 2 00
" Lombard	1 50 1 60
" Danson Blue	1 50 1 60
Pumpkins, 3's	0 90 1 00
" gallons	3 00 3 25
Raspberries, 2's	1 90 2 10
Strawberries, choice 2's	2 00 2 10
Succotash, 2's	1 65
Tomatoes, 3's	0 85 1 00
" Thistle" Finnan haddies	1 50
Loyster, Clover Leaf	2 75
" Star	2 00
" Imperial Crown Hat	2 60 2 70
" tall	1 90 2 00
" Other brands	1 80 2 00
Mackerel	1 10 1 35
Salmon, talls	1 45 1 60
" flats	1 70 1 80
Sardines Albert, 1/2's tins	13
" Sportsmen, 1/2 genu- ine French high grade, key opener	12 1/2 13
Sardines, key opener, 1/2's	10 1/2
" Martiny, 1/2's	10 10 1/2
" 1/4's	17 1/2 18
" Dadelszen "Exq" 1/2's	11 1/2
" 1/4's	15
" Other brands, 9 1/2	11 1/2 17
" P & C, 1/2's tins	23 25
" 1/4's	33 36
Sardines Amer, 1/2's	6 1/2 8
" 1/4's	9 11
" Mustard, 1/2 size, cases 50 tins, per 100	11 00

CANNED MEATS.

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

CHEWING GUM.

ADAMS & SONS CO.	
To Retailers	
Tutti Frutti, 36 5c bars	\$1 20
Pepsin Tutti Frutti, 28 5c packets	0 75
Nerve Food Tablet, 36-5c. bars	1 20
Orange Blossom	150 pieces 1 00
(each box contains a bottle of high class perfume. Guaranteed first class)	
Flirtation Gum (115 pieces)	0 65
Monte Cristo, 180 pieces	1 30
(with brilliant stone ring)	
Mexican Fruit, 36 5c. bars	1 20
Sappota, 150 pieces	0 90
Sweet Fern, 230 "	0 75
Black Jack, 115 "	0 75
Red Rose, 115 pieces	0 75
Magie Trick, 115 "	0 75
Oslah, 115 "	0 75
Puzzle Gum, 115 pieces	0 75
Bo-Kay, 150 "	0 99
Red Spruce Chico 200 "	1 00
Automatic	
Tutti Frutti Girl	800 pieces. 6 00
Sign Box (new)	
Tutti Frutti cash box 800 "	6 00
Glass Jar with Pepsin Tutti Frutti, 115-5c. pkgs, per jar	3 75
C. R. SOMERVILLE.	
Mexican Fruit, 36-5c. Bars	1 20
Pepsin (Dyspepsia), 20-5c. Bars	0 70
Sweet Sugar Cane, 150 pieces	1 00
Celery, 100 "	0 70
Lalla Rookh (all flavors) 100 "	0 70
Jingle Bell, 150 "	1 00
Cracker, 144 "	1 00
O-Dont-O, 144 "	1 00
Little Jap, 100 "	0 70
Dude Prize, 144 "	1 00
Clock Gum comprising 500 pieces Gum (assorted flavors), and 1 "Little Lord Fauntleroy" clock guaranteed.)	3 75
La Rosa (30-10c. pieces)	1 40
Baby (100-1c. pieces)	0 65
Alphabet (100-1c. pieces)	0 65
Keno Prize (144-1c. pieces)	1 00
Love Talk (100-1c. pieces)	0 70

CHOCOLATES & COCOAS.

TODHUNTER, MITCHELL & CO'S	
Chocolate— Per lb	
French, 1/2's	6 and 12 lbs. 0 30
Caracas, 1/2's	6 and 12 lbs. 0 35
Premium, 1/2's	6 and 12 lbs. 0 30
Sante, 1/2's	6 and 12 lbs. 0 26
Diamond, 1/2's	6 and 12 lbs. 0 22
Sticks, gross boxes, each	0 00
Cocoa, Homopatic, 1/2's, 8 & 14 lbs 30	
" Pearl	25
" London Pearl 12 & 18 "	22
" Rock	30
" Bulk, in bxs	18
EPT'S.	
Cocoa— per lb	
Case of 112 lbs each	0 35
Smaller quantities	0 37 1/2
BENSCHOR'S ROYAL DUTCH COCOA.	
Boxes each 1 lbs	
1/2 lb. cans, per doz	\$2 40
1/4 " " "	4 50
1 " " "	8 50

FRY'S

(A. P. Tippet & Co., Agents)	
Chocolate— per lb	
Caracas, 1/2's, 6 lb. boxes	0 40
Vanilla, 1/2's	0 40
" Gold Medal" Sweet, 6 lb bxs.	0 30
Pure, unsweetened, 1/2's, 6 lb bxs.	0 40
" Fry's" Diamond 1/2's, 6 lb bxs.	0 26
" Fry's" Monogram, 1/2's, 6 lb bxs.	0 26
Cocoa— per doz	
Concentrated, 1/2's, 1 doz in box	2 40
" 1/2's	4 50
" 1 lbs.	8 75
Homopathic, 1/2's, 14 lb boxes	0 34
" 1/2's, 12 lb boxes	0 34
JOHN P. MOTT & CO'S	
R. S. McIndoe, Agent, Toronto.)	
Mott's Broma	per lb \$0 30
Mott's Prepared Cocoa	28
Mott's Homopatic Cocoa (1/2)	32
Mott's Breakfast Cocoa	45
Mott's Breakf. Cocoa (in tins)	45
Mott's No. 1 Chocolate	30
Mott's Breakfast Chocolate	28
Mott's Caracas Chocolate	40
Mott's Diamond Chocolate	23
Mott's French-Can Chocolate	18
Mott's Navy or Cooking Choc	26-27
Mott's Cocoa Nibs	35
Mott's Cocoa Shells	5
Mott's Vanilla Chocolate stick	22 & 24
Mott's Confec Chocolate	33c-43
Mott's Sweet Choc. Liquors	21c-31

COWAN COCOA AND CHOCOLATE CO.	
Cocoas— per doz	
Hygienic Cocoa in 1 lb. tins, 12	
24 and 36 lbs in box	7 25
Hygienic Cocoa in 1/2 lb tins, 12	
24 and 36 lbs in box	3 75
Hygienic Cocoa in 1/2 lb tins, 12	
24 and 36 lbs in box	2 25
Cocoa Essence, pkgs, 2 and 4 doz	
in box	1 40
per lb	
Iceland Moss, in 1/2 lb pkgs, 6 and	
12 lb boxes	0 95
London Pearl, in 1/2 lb pkgs, 6 and	
12 lb boxes	0 30
Soluble (bulk) No. 1 in 10 to 30	
lb boxes	0 21
Soluble (bulk) No. 2, in 10 to	
30 lb boxes	0 19
Soluble (bulk) No. 2 in 5 to 10	
lb tins	0 21
Nibs, any quantity	30-35
Shells, any quantity	0 05
Chocolates—	
Queen's Dessert, 1/2 and 1/2 in 6 and	
12 lb boxes	0 40
Diamond, 1/2's, 6 and 12 lb boxes	0 28
" "	0 28
Mexican Vanilla, 1/2 and 1/2 in 6	
and 12 lb boxes	0 35
Sweet Ceylon, 1/2 and 1/2 in 6 and	
12 lb boxes	0 25
Chocolat Parisien, 5c. cakes, in	
6 lb boxes	0 30
Royal Navy, 1/2 and 1/2, in 6 and	
12 lb boxes	0 30
Pure Caracas, (plain) 1/2 and 1/2, in	
12 lb boxes	0 40
Confectioners' in 10 lb cakes	25-35
Powder, in 15 and 30 lb boxes	0 25
Creams, in 3 lb boxes	0 28
Icing, 1 lb pkgs, per doz	2 25
" 1/2 lb "	1 25
Puttying, 1 lb pkgs, per doz	2 25

WALTER, BAKER & CO'S

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

MENIER FABRICANT DE CHODOLAT.

Paris et Noisiel.	
Per 120 lb. Per 12 lb.	
case lot.	box.
per lb.	
Yellow wrapper	\$0 34 \$0 35
Chamois	0 43 0 48
Pink	0 50 0 56
Blue	0 58 0 66
Green	0 50 0 56
Lilac	0 58 0 66
Bronze	0 65 0 74
White Glace	0 73 0 83
Premium	0 38 0 42
Fancy Chocolates.	
Fingers—	
40 in a box...per box	\$0 36 \$0 40
20 " " " " " " " "	
Croquettes—	
Yellow wrap	2 70 3 00
Pink " " " " " " " "	
Green " " " " " " " "	3 75 4 20
Croquettes are packed 12 1/2 lb. pack- ages in a box, and 8 boxes in a case.	
Pastilles—	
Yellow wrapper per lb	\$0 40 \$0 45
Pink " " " " " " " "	0 55 0 60
Green " " " " " " " "	
Each case contains 54 1 lb packages or 108 1/2 lb packages.	



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

Prices current, continued.

MINCE MEAT.
J. H. WETHEY'S—ST. CATHARINES
Condensed, per gross, net..... \$12 00

MUSTARD.
ELLIS & KEIGLEY'S. cts
Durham, Fine, in 1/2 and 1/4 lb tins
per lb..... 25
" Fine, in 1 lb jars..... 22
" Fine, in 4 lb jars..... 70
" Ex Sup. in bulk, per lb 80
Superior in bulk, p. lb 20
Fine. " 15

CHERRY'S IRISH
Pure in 1 lb. tins..... 0 40
Pure in 1/2 lb. tins..... 0 42
Pure in 1/4 lb. tins..... 0 44

NUTS. per lb
Almond, Ivica..... 16 1/2
" Tarragona..... 16 1/2
" Fornigetta..... 16 1/2
Almonds, Shelled Valencias 28 3/2
" Jordan..... 50
" Canary..... 28 3/2
Brazil..... 14 1/2
Cocconuts..... 5 6
Filberts, Sicily..... 10 1/2
Pecans..... 13 1/2
Peanuts, roasted..... 13 1/4
" green..... 11 1/2
Walnuts, Grenoble..... 15 1/2
" Bordeaux..... 10 11
" Naples, cases..... 10
" Marbots..... 11 1/2

PETROLEUM.
to 10 bbl lots, Toronto... Imp. gal
Canadian..... 0 12 1/2 \$0 13
Carbon Safety..... 0 16 1/2 0 17
Canadian Water White..... 0 17
Amer'n Water White... 0 18 1/2 0 19
Photogene..... 0 22
For prices at Petrolia, see Market Report.)

PICKLES, SAUCES, SOUPS.
THE T. A. SNIDER PRESERVE CO.,
CINCINNATI.
Wright & Copp, Agents, Toronto.
per doz
Snider's Tomato Catsup..... qts 5 50
" " " " " pts 3 50
" " " " " 1/2 pts 2 00
" Chili Sauce..... pts 4 50
" " " " " 1/2 pts 3 25

Snider's Soups (in 3 lb cans).
Tomato..... 3 50
Chicken, Mock Turtle, Cream
of Pea, Cream of Asparagus,
Cream of Celery, Cream of
Corn, Oxtail. } 4 50
Chicken Gumbo, Mulligataw-
ny, Mutton Broth, Beef, Veg-
etable, Printanier, Julienne,
Vermicelli, Noodle. } 4 25
Assorted—Consomme, Bouil-
lon, Pea..... 4 00
Worcester Sauce, 1/2 pts. \$3 60 \$3 75
" pints 6 25 6 50
Pickles, all kinds, quarts..... 3 25
Harvey Sauce-genuine-hlf. pts 3 25
Mushroom Catsup " " 2 25
Anchoy Sauce " " 3 25

PRODUCE.
DAIRY. Per lb
Butter, creamery, tubs. \$0 23 \$0 24
" dairy, tubs, choice 0 19 0 21
" " medium 0 17 0 18
" low grades to com..... 0 17 0 18
Butter, pound rolls..... 0 21 0 24
" large rolls..... 0 17 0 18
" store crocks..... 0 17 0 18
Cheese..... 0 10 0 10 1/2

COUNTRY
Eggs, fresh, per doz..... 0 13 0 14
" limed..... 1 25 1 50
Beans..... 1 00 1 10
Onions, per crate..... 65 0 70
Potatoes, per bag..... 0 05 0 06
Hops, 1891 crop..... 0 12 0 14
Honey, extracted..... 0 05 0 08
" section..... 0 15

PROVISIONS.
Bacon, long clear, p lb 0 10 1/2 0 11
Pork, mess, p. bbl..... 0 20
" short cut..... 21 00
Hams, smoked, per lb..... 13 0 13 1/2
" pickled..... 0 12
Bellies..... 0 13 0 13 1/2
Rolls..... 0 10 0 10 1/2
Backs..... 0 12 0 12 1/2
Lard, pure, per lb..... 0 12 1/2 0 13
Compound..... 0 09 0 09 1/2
Tallow, refined, per lb. 0 04 1/2 0 05 1/2
" rough, "..... 0 02

RICE, ETC. Per lb
Rice, Aracan..... 3 1/2 3 1/2
" Patna..... 4 1/2
" Japan..... 5
" Imperial Secta..... 5 1/2
" extra Burmah..... 3 1/2 4
" Java extra..... 6 1/2 6 1/2
" Genuine Carolina..... 9 1/2 10
Grand Duke..... 6 1/2 6 1/2
Sago..... 4 1/2 5 1/2
Tapioca, (finest imported)..... 5 6 1/2
Goatshead..... 6 1/2
Crystal, 25 lb sacks..... \$1 35
" 50 " bags..... 2 60

SAPOLIO.
In 1/2 or 1/4 grs. boxes, per gross... \$11 30

ROOT BEER.
Hire's (Liquid) per doz..... \$2 25

SPICES. Per lb.
GROUND
Pepper, black, pure..... \$0 14 \$0 16
" fine to superior..... 10 15
" white, pure..... 20 28
" fine to choice..... 20 25
Ginger, Jamaica, pure..... 25 27
" African, "..... 16 18
Jassa, fine to pure..... 18 25
Cloves, "..... 12 15
Allspice, choice to pure..... 30 35
Cayenne, "..... 75 1 20
Nutmegs, "..... 1 00 1 25
Mace, "..... 30 35
Mixed Spice, choice to pure. 30 35
Cream of Tartar, fine to pure 25 32

STARCH.
BRITISH AMERICA STARCH CO
BRANTFORD.
1st Quality White Laundry—
3 lb. cartoons, boxes, 36 lbs..... 5 1/2
Ditto..... brls, 175 "..... 5
Ditto..... kegs, 100 "..... 5
Canada Laundry, boxes, 40 lbs..... 4 1/2
Brantford Gloss—
1 lb. fancy boxes, cases, 36 lbs..... 7 1/2
Lily White Gloss, kegs, 100 lbs..... 6 1/2
1 lb. fancy cartoons, cases, 36 lbs. 7
6 lb. draw-lid bxs, 8 in c'te, 48 lbs. 7
Brantford Cold Water Rice Starch—
1 lb. fancy boxes, cases, 28 lbs..... 9
No. 1 Pure Prepared Corn—
1 lb. packages, boxes, 40 lbs..... 7 1/2
Challenge Prepared Corn—
1 lb. package, boxes, 40 lbs..... 7

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

ST. LAWRENCE STARCH CO.'S
Culinary Starches—
St. Lawrence corn starch..... 7 1/2
Durham corn starch..... 7
Laundry Starches—
No. 1, White, 4 lb. Cartons..... 5 1/2
" " Bbls..... 5
" " Kegs..... 5
Canada Laundry..... 4 1/2
Ivory Gloss, six 6 lb. boxes, slid-
ing covers..... 7
Ivory Gloss, fancy picture, 1 lb
packs..... 7
Patent Starch, fancy picture, 1
lb. cartons..... 7 1/2
Ivory Starch in cases of 40
packages..... \$3 00

SUGAR. c. per lb
Granulated..... 5 1/2
Paris Lump, bbls and 100 lb. bxs..... 6
" 50 lb. boxes..... 6 1/2
Extra Ground, bbls icing..... 6 1/2
" " less than a bbl..... 5 1/2
Powdered, bbls..... 5 1/2
" less than a bbl..... 5 1/2
Extra bright refined..... 5 1/2
Bright Yellow..... 4 1/2
Medium "..... 4 1/2
Brown..... 4 55
Dark yellow..... 4 1/2
Raw, brl..... 3 1/2

SALT.
Bbl salt, car lots..... 1 00
Coarse, car lots, F.O.B..... 0 65
" small lots..... 0 85 0 90
Dairy, car lots, F.O.B..... 1 00
" small lots..... 1 25
" quarter-sacks..... 0 40 0 45

CANDIED PEELS

Lemon - Orange
- Citron -

7LB. BOXES ————— 7LB. BOXES
And in 1 lb. assorted boxes.

Correspondence Solicited. . .
Samples sent on Application.

THE
Pure Gold Mfg. Co.
TORONTO.

Kingsford's Oswego STARCH.

STRONGEST. PUREST. BEST.
"THE ORIGINAL" FOR THE TABLE.

"Silver Gloss" Kingsford's
(Others so-called are imita-
tions of our brand.)
Pure Starch. Corn Starch.

FOR SALE BY ALL LEADING
JOBBER'S IN CANADA.
T. KINGSFORD & SON
OSWEGO, N.Y.

CRESCENT BRAND.



BRUNNER, MOND & CO., Ltd.,
NORTHWICH, ENGLAND,
MANUFACTURERS OF

BICARBONATE of SODA

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

SODA CRYSTALS

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

Orders for direct Importation from the Wholesale Trade Only.

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

Prices current, continued—

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

SYRUPS AND MOLASSES.

SYRUPS.	
Per lb.	bbls. ½ bbls
D.....	24 24
M.....	24 24
B.....	24 24
V.B.....	24 24
E.V.B.....	24 24
E. Superior.....	24 24
XX.....	24 24
XXX.....	24 24
Crown.....	3 34

MOLASSES.

Trinidad, in puncheons	0 82 0 85
" bbls	0 86 0 87
" ½ bbls	0 40 0 40
New Orleans, in bbls	0 80 0 82
Porto Rico, hdds	0 88 0 40
" barrels	0 42 0 44
" ½ barrels	0 44 0 46

SOAP.

Ivory Bar, 1 lb. bars	per lb 6
Do. 2, 6-16 and 3 lb bars	" 54
Primrose, 12 oz. cake, per doz	48
Sapolio, per gross	11 30
Ammonia Soap, 5-box lots	8 85
freight prepaid	8 85

Eclipse	0 054
Ruby, 10 oz	0 42
Monster, 8 oz	0 30
Detroit, 14 oz	0 48
Lily White	0 90
Everyday	0 80
Queen City, 14 oz	0 72

Mottled in 5 box lots, 100 bars	5 25
" 60 bars	3 25
Electric	3 25
Hard Water Electric	3 50
Royal Laundry	3 10
Octagon	4 50

Unscented Glycerine	Per doz 0 90
Grey Oatmeal	0 60
Plain Honey	0 75
Plain Glycerine	0 75
Plain Windsor	0 75
Fine Bouquet	1 00
Morse's Toilet Balls	0 90
Turkish Bath	0 60
Infants' Delight	1 20
Surprise (100 cakes)	5 00
Sunlight	3 50
Sterling (100 cakes)	4 85



AMMONIA SOAP.

4 Box, 72 bars, per box	\$3 70
5 Box, " "	2 85
10 Box, " "	2 75
25 Box, " "	2 65

TEAS.

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

PING SUKYS.

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

JAPAN.

Half Chests—	
Finest May pickings	38 40
Choice	32 36
Finest	28 30
Fine	25 27
Good medium	22 24
Medium	19 20
Good common	16 18
Common	13 15
Nagasaki, ½ chests Pekoe	16 22
" Oolong	14 15
" Gunpowder	16 19
" Siftings	7 11

TOBACCO AND CIGARS

British Consols, 4's; bright twist,	67c
5's; Twin Gold Bar, 8's	64
Ingots, rough and ready, 8's	57
Laurel, 3's	55
Brier, 7's	50
Index, 7's	58
Honeysuckle, 8's	54
Napoleon, 8's	55
Royal Arms, 12's	53
Victoria, 12's	51 ½
Brunette, 12's, in caddies	51 ½
Prince of Wales, in 40 lb boxes	51
" in 40 lb boxes	51
Bright Smoking Plug Myrtle, T &	60
B, 3's	55
Lily, 7's	50
Diamond Solace, 12's	70
Myrtle Cut Smoking, 1 lb tins	70
½ lb pg, 6 lb boxes	70
oz pg, 5 lb boxes	70

EMPIRE TOBACCO COMPANY.

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

PLUG SMOKING.

Golden Plug	56
Uncle John, 2 x 3, 7s. caddies	51
16 ½ lbs	51
St. Lawrence, 2 x 3, 7s. caddies	51
about 17 lbs	51
Magnolia, 3 x 6, 3s. caddies	53
about 16 ½ lbs	53
Banner, 2 x 3, 7s. caddies about	48
17 lbs	48
Sterling, 2 x 3, 7s. caddies about	46
17 lbs	46
Louise Solace, 12s. caddies about	42
about 17 lbs	42
Hawthorn, 8s. butts about 23 lbs	47
Something Good, 6s. butts 21 lbs	46 ½

FANCY SWEET CHEWING

Empire, 3 x 6, 4s. spaced 8s. bxs	61
41bs	60
Top, 16 oz. spaced 8s. boxes 4 lbs	52
Joy, 3 x 12s., 14 ½ oz. Spaced 6s.	50
Rough and ready. Butts 25 lbs	49
Judge, 2 x 3, 8s. Flat. Caddies	49
about 20 ½ lbs	49
Currency, 3 x 3, 7s. Rough and	49
ready. Caddies about 21 lbs	49

BLACK SWEET CHEWING.

Lord Stanley, 1 x 3, Navy, 12s	47 ½
caddies about 22 lbs	47 ½
Lord Stanley, 2 x 3, Solace, 12s	47 ½
caddies about 22 ½ lbs	47 ½
Lord Stanley, 2 x 3, Navy, 3s	47 ½
caddies about 22 lbs	47 ½
Lord Stanley, 2 x 6, Navy, 4s.	47 ½
caddies about 22 ½ lbs	47 ½
Lord Stanley, Narrow, 12s butts	47
about 24 lbs	47

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

DOMINION CUT TOBACCO WORKS, MONTREAL.

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

CUT TOBACCOS.

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

CIGARETTE TOBACCO.

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

PLUG TOBACCO'S.

Old Chum, plug 4s. Solace 16 lbs.	68
" " 8s. " 16	68
" " 8s. R. & R. 13 ½	68
" " 7s. R. & R. 14 ½	68
" " 7s. Solace 14 ½	54
" " 8s. R. & R. 16	58
" " 8s. Solace 15	58
O. V. - plug 8s. Twist 16	58
O. V. - " 3s. Solace 17 ½	58
O. V. - " 7s. " 17	55 ½
Derby, - " 12s. " 17 ½	51
Derby, - " 7s. " 17	51
Athlete, - " 5s. Twist 9	74

WOODENWARE.

per doz	
Pails, 2 hoop, clear	No. 1... 1 70
" " " " " " " "	" " " " " " " " 1 90
Pails, 2 hoops, clear	No. 2... 1 60
" " " " " " " "	" " " " " " " " 1 80
" " " " " " " "	" " " " " " " " 1 80
Tubs, No. 0	1 90
" " " " " " " "	" " " " " " " " 8 00
" " " " " " " "	" " " " " " " " 7 00
" " " " " " " "	" " " " " " " " 6 00
Washboards, Globe	\$1 90
" " " " " " " "	" " " " " " " " 2 00
" " " " " " " "	" " " " " " " " 1 40
" " " " " " " "	" " " " " " " " 2 25
" " " " " " " "	" " " " " " " " 1 60
" " " " " " " "	" " " " " " " " 1 50
" " " " " " " "	" " " " " " " " 1 30
" " " " " " " "	" " " " " " " " 1 85
" " " " " " " "	" " " " " " " " 2 75
" " " " " " " "	" " " " " " " " 2 25
" " " " " " " "	" " " " " " " " 2 00
" " " " " " " "	" " " " " " " " 1 80
" " " " " " " "	" " " " " " " " 1 75
" " " " " " " "	" " " " " " " " 3 10

Matches.

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

Mops and Handles, comb

per doz	
Butter tubs	\$1 60 \$3 60
Butter Bowls, crates ast'd	3 60

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

NO BLUEING Material whatsoever is used in the

Manufacture of **OUR GRANULATED**

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

Manufacturers of Refined Sugars of the well-known Brand

Redpath

Of the Highest Quality and Purity, made by the Latest Processes, and the Newest
 and Best Machinery, not Surpassed Anywhere.

Lump Sugar, in 50 and 100 lb. boxes.

"Crown" Granulated, Special Brand, the finest which can be made

Extra Granulated, very Superior Quality.

"Cream" Sugars, (not dried.)

Yellow Sugars of all Grades and Standards.

Syrups of all Grades in Barrels and Half Barrels.

Sole Makers of high class Syrups in tins, 2 lb. and 8 lb. each.

GROCERY BROKERS

W. C. A. LAMBE & CO.,
TORONTO.

AGENTS FOR

THE ST. LAWRENCE SUGAR REFINING CO.,



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

DO YOU?

WISH THUS TO BUILD,
an advertisement
in the
CONTRACT-
RECORD,

TORONTO
will bring you
tenders from the
best contractors.

JOHNSTON'S
FLUID BEEF

Maintains its high
standard as

A Perfect
Beef Food.

Staminal

Is a FOOD and
a TONIC combined

It contains the feeding qualities of
BEEF and WHEAT and the tonic
qualities of HYPOPHOSPHITES
in the form of a

Palatable Beef Tea.

MILK GRANULES,

Is the solids of pure Cow's Milk so
treated that when dissolved in the
requisite quantity of water it yields
a product that is

The perfect equivalent of
MOTHER'S MILK.

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 collec-
tion and dissemination of information than any
similar institution in the world.

TORONTO OFFICE 36 Front St. East and
27 Wellington St. East.

THOS. C. IRVING, Superintendent.

THE
Oakville Basket Co.,

MANUFACTURERS OF



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

For sale by all Woodenware Dealer

Oakville, Ont.

DURABLE PAILS AND TUBS.

TRY



THEM

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

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

Represented by

Chas. Boeckh & Sons, Toronto,

H. A. Nelson & Sons, Montreal.

ORDER
IVORY BAR
SOAP

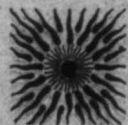


Crosse &

Blackwell

CELEBRATED FOR

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



—SOLD BY—

All Grocers in Canada

THE MOST DELICIOUS SAUCE
IN THE WORLD.

Yorkshire Relish.

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

SOLD
EVERYWHERE.

PROPRIETORS.

GOODALL, BACKHOUSE & CO.
LEEDS, ENGLAND.

C. H. BINKS & CO., Montreal, Agents for Canada.

FRUIT JARS



..ALL KINDS..

..ALL SIZES..

Prices Right.

Shipments Prompt.

Gowans, Kent & Co.

TORONTO AND
WINNIPEG.



OAKEY'S
'WELLINGTON'
KNIFE POLISH

The Original and only Genuine Preparation for
Cleaning Cutlery.

JOHN OAKEY & SONS, LIMITED,

Manufacturers of Emery Black Lead, Emery
and Glass Cloths and Papers, &c.,

Wellington Mills, London, England

REPRESENTATIVE IN CANADA:

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

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.