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THE CANADIAN GROCER
 & GENERAL STOREKEEPER

PUBLISHED WEEKLY
 \$200 PER YEAR

VOL. VI.

TORONTO, JULY 29, 1892.

No. 31

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THE CANADIAN GROCER

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THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED
WEEKLY.
\$2.00 PER YEAR

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

Vol. VI.

TORONTO, JULY 29, 1892.

No. 31

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

THE J. B. McLEAN PUBLISHING COMPANY,
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AND
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Two bulletins, prepared by H. H. Dean, B. S. A., professor of dairy husbandry in Ontario Agricultural College, have lately been published by the Ontario Department of Agriculture. They are No. 75 and No. 76 in the series of bulletins issued by that Department, and are bound in one pamphlet of fourteen pages. The first is on "Butter-making on the Farm in Summer," the second on "Butter-Fat in Milk and Cream." Storekeepers who are obliged to handle a considerable part of the butter made in their neighborhood might perhaps make this pamphlet the means of reforming one butter maker among their customers, if they would simply recommend that it be read. It is a very concise exposition of the methods followed at the Experimental Farm in Guelph and of the tests that are made to ascertain the butter-productiveness of milk. The milk of some cows is low in butter-fat, while that of others is rich. Hence the returns from equal quantities of feed consumed by two given cows may vary materially, and the one that gives the more milk may yield the less butter. This lesson in economy may be

of service to the farmer, and the lesson in dairy practice will be of service to both him and the store-keeper. The country trader who has to take butter for his goods can afford to do a little missionary work to raise the standard of rural butter-making, as it is only by raising the standard that he can make the one-price plan render satisfactory results to himself. In bespeaking a careful reading of these bulletins he is saying a good word for the makers and two for himself. A note dropped to the Department of Agriculture of Ontario, Toronto, will secure the free delivery of the bulletins to anybody who sends it.

* * *

The ice men have now their turn, and if the weather backs them up for a few weeks with a steady temperature like that of last Saturday and Sunday, they will be much beholden to it. They had a winter hard enough to produce reasonably cheap stock, the cold having been sufficiently intense near home for the solidifying of a good 14 inches on all pure water within easy reach. The winter before, the icemen had to go into more hyperborean regions for stock, and hence had the expense of transportation over considerable distances to add to cost. The other extreme of temperature befriended them, however, in its due season, and the summer made up in the demand what the winter had lacked in the supply, so that the year 1891 was a fairly satisfactory one to the ice-dealers. Grocers, butchers and other vendors of perishable lines that can be preserved by cold storage are likely to be good customers this year, and consumers of course have equal motives for buying ice. The grocer cannot afford to do without it. It costs too much to make the attempt. Of course it is material that the ice should be from unpolluted water. Boards of health should urge upon local municipal bodies to adopt and enforce the rule that every stock

of ice should bear a satisfactory certificate of the purity of its source and composition.

* * *

The general practice of business men warrants the inference that they regard competition as a greater hindrance to success in trade than small capital is. A may open a store in a place where there is no competition in his line, and with the drawback of small capital and without any circumstances specially favorable to collection will by care multiply his means and probably become a rich man. Let B start in another place where there is five times as much buying done as there is in A's district, and let B have capital ample to prevent any embarrassment on that score, but let him also have to compete with four other traders, and he will probably have difficulty in holding on to the capital he starts with. The volume of his sales may be greater than the volume of A's, but the volume of his profits will not be. It may happen that B has a capital which will enable him to do, not merely his due one-fifth of the business done in his line in his town, but also to extend out and do another fifth, or twice as much as A does. Even in that case it is unlikely his profit-returns will be equal to those realized by A, and A may be paying interest on credit accounts or on borrowed capital, owing to the slenderness of his means. We might even make A carry a little more weight in the longer time he has to give his customers and the greater proportion of loss through bad debts, and yet A might come out ahead, so great is his advantage in immunity from competition. In fact the more B prevails over his competitors, unless he prevails to the extent of extinguishing them, the less is likely to be his margin of profit. Business men to-day are proceeding upon the assumption that liberal capital is worth less than limited competition, and are rapidly getting rid of the capital as if it

were so much cumbersome ballast in the way of their active manœuvres to sink rival traders and bring to themselves the boon of restricted competition. It seems that money is considered to be well spent if it is used effectively to dislodge a competitor, and though it makes the victor poorer in money it makes him richer in opportunity, which after all will be used only to get the lost money back. B's capital is equal to 40 per cent. of A's, and A knows that B will fight him until all his capital goes. This knowledge does not deter A from undertaking the extinction of B, though A feels that 40 per cent. of his own capital must go the way that B's goes before B relinquishes his hold. It is simply in virtue of A's surplus means over B's that A beats B, but he hopes to recover all from the high prices that restricted competition will bring. Sometimes he does, but there are sometimes too many Richmonds in the field for one Richard to kill them all, and Richmond at last ends Richard.

* * *

Some discretion should be left to travellers in the matter of expenses. To require that a detailed statement, accounting for every cent spent on a trip, should be submitted to the scrutiny of the house is doubtful policy. It implies that a low view of the status of the traveller is taken, whereas the sort of service the traveller is engaged to do, and the extent to which he is thrown upon the guidance of his own judgment, justify the belief that the wholesale trade have rather a high conception of the nature of the traveller's work. He is no mere servant with a specified limited commission to carry out. If he were, it is probable the ways and means whereby he should proceed to do the thing directed to be done would be as clearly defined as the duties themselves. He is an executive agent, entrusted with some of the power of his principals. He has to decide for himself in as many cases as they have to decide for themselves or for their agents. His house must delegate some authority to him, in the same way as the country must delegate authority to its government, and—to bring the parallel a step further—while he must render an account of the money he spends and receives—as a ministry must—so, like a ministry, he should be allowed to put the details of some classes of expenses under the general entry of secret service outlay. There is no doubt the traveller has quite often to be very diplomatic in his methods.

He has to spend money for policy's sake. With this customer he puts in a holiday if he happens to strike the town on one, and that holiday costs him money. This man he must entertain in this way, that man in that. There is no need to indicate more closely some very necessary expenses that probably could not be made self-explanatory or justifiable on paper, which indeed being put on paper might wrongly be deemed more condemning than justifying. All this is said upon the supposition that the traveller has a creditable record that is well known to his firm. If he has, he ought to be allowed to lump his secret service expenses in one entry. The test of whether or not he is worthy of this confidence will be found in the returns from his work. If his business pays all it should pay, that ought to suffice.

* * *

The United States Sugar Trust is threatened with competition from an unlooked-for quarter. It is reported that a project is on foot to form a company of Cuban planters which shall go into sugar-refining very extensively in the United States. If this company can operate its scheme on a scale of sufficient magnitude its success will certainly be gratifying to the sugar producers of Cuba. These, quite as much as United States consumers, had to pay tribute to the Trust. As soon as the combination of all the refineries was effected the planters were at the mercy of the Trust. The chief market for their raw sugar must of course continue to be the United States. But instead of their being several buyers now in that market among whom free internal competition would be to the benefit of the growers, there is only one buyer. The Trust has absorbed all the individualities that formerly played and calculated against each other, and now the seller has to take its offer. A refusal cannot be risked, as there is no other buyer to come along with a better offer. Hence the planters of Cuba have not realized very good prices this year. If they can form a company strong enough to beard the Trust in its den, they will have at least provided for an alternative customer in the United States, and will have the satisfaction of feeling that they have turned the tables on the Trust. The Trust has virtually usurped rights of the sellers in taking from them all option as to the price they shall sell at. The sellers are now breaking into the sphere of the buyers. There is a possibility that the new Brooklyn refinery in course of erection

to compete with the Trust will be controlled by the Cuban company.

* * *

Tariff arrangements play their part among the causes of economic change. The conclusion of the reciprocity treaty between the United States and Spain a few weeks ago was soon followed by the projection of an enterprise on the part of a group of capitalists in the former country for the manufacture of alcohol from low grade molasses. The fact that molasses from Cuba and Porto Rico now comes free of duty into the United States determined the starting of this industry, which promises to be run on a huge scale, the revenue to the Government from the excise collected on the alcohol they will produce being estimated at \$10,000 per day. Already some large shipments of low grade molasses have been made in tank steamers from Havana to New Haven, where large works are being prepared for the manufacture of alcohol from this raw material. A large plant is said to be going up in Blissville, L. I. This new application of molasses should make away with a great part of the low grade stuff that has been such a drawback to good prices for really good molasses. We in this country are less concerned than we were in seeing the lowest grades disposed of without loss on good molasses, as the recent addition to the duty keeps very poor stuff out. But the change will be almost certain to give a stronger tone to the molasses market. It is also represented that alcohol can be more cheaply produced from molasses.

* * *

The sale of syrup has fallen off remarkably the last two years. This decline in the volume of business has been coincident with an even more marked decline in the price, and is therefore rather anomalous. The lowering of the price is always the surest way to increase consumption, and the reduction of consumption is usually only a simple matter of adding a little more to the price. But it must be remembered that the same cause which made syrup cheap also cheapened and increased the production of its most powerful rival in consumers' favor, that is, canned fruit. We have cheap syrup because we have cheap sugar, and the greatest diminution in the price of sugar has been brought about by the removal of the duty on raw. The huge demand for granulated sugar called for a huge production, an incidental of which is syrup. But the cheapness of sugar increased enormously the production of canned fruit, both by domestic and factory process. This canned fruit is not so direct a product of sugar as syrup is, but its abundance is as directly an effect of cheap sugar as the abundance of syrup is. It is more popular, it therefore displaces a great quantity of syrup, and hence is explained the seeming paradox of low prices reducing consumption.

THE BRITISH MARKET FOR CANNED GOODS.

That part of Commercial Bulletin No. 4 which relates to eggs was discussed in a former issue of THE GROCER. The information afforded by the same Bulletin as a basis for an export trade in canned goods is equally deserving of attention and is considered in this article. Canned beef to retail at 4d. would find a capacious market in Britain, owing to the enormous consumption of that staple food by the poorer laboring classes. Animals that would not bring high prices if exported in the live state might be made to yield a better profit if converted into canned meat here and shipped to England. Butter in tins is in wide demand in England, and bulk butter is put into tin packages and exported thence to India, China and other countries of the East. Our creameries should have a share in the supply of this. In canned fruits, apples appear to have the best prospect, so far. To produce them too there need be no diminution of the stock of whole fruit that would be shipped to England, for the raw material of canned apples is not the class of stock that ships well in the hard state. By working up a market for canned apples we would therefore be supplementing our apple exports, for we should be adding to the quantities of hard fruit we already send, a certain quantity of fruit that, owing to its softness, cannot be shipped in the natural state. There are fall apples that do not keep well in the natural state, which, taken at their best, make good material for canning. In the same way we should be able to sell dried and evaporated apples with the result of increasing our total apple export. Canned peaches and pears are represented likewise to be in good request. The sale of canned tomatoes and of catsup and tomato sauce ought also, according to the Bulletin, to be large. Shippers are cautioned to remember that their goods must be of acceptable quality.

From Mr. Just's memorandum, which is added to the High Commissioner's report, the following extracts are taken:

Canadian canned goods are gradually working their way to the front, and in some cases are preferred to other competing products of the same class, and command higher prices. Still there is room for improvement, and the requirements of the market must steadily be borne in mind if a permanent and expanding outlet is to be secured on this side for Canadian varieties at remunerative prices.

In canned vegetables, tomatoes especially have been in fair demand. The latest prices are:—Sundry American brands No. 3, new, 4s. 3d.; French 4s. 6d.; French Talls, 5s. to 5s. 6d. per dozen. In this article Canadian brands, although not much known, have fetched better prices than the American, the quality of the tomato being preferred to the American packing, but they have been

almost unobtainable. I have good reasons for believing that in this direction there is a promising opening for Canadian enterprise. Canned peas and beans are not much in demand, the continent being able so far to beat the American and Canadian article, both in colour and price. In this connection also the competition of fresh vegetables, so readily obtainable at all seasons of the year in this country, has to be taken into consideration.

Evaporated vegetables, for which there is a good export trade to mining countries with a small rainfall like Australia, the Cape, &c., are in good demand. The Canadian product, however, while superior in quality for domestic use, is at present much too high in price to compete successfully with the French, Russian and other brands in the market. Its appearance also is not so attractive, though the Imperial naval and military authorities find it well adapted for their purposes, and are extending its use.

With regard to canned fruits, the consumption increases with great steadiness. An interesting feature in this trade is the putting up of apples in large tins of 6½ lbs. This package, known as the "Gallon Apple," comes at present mainly from the districts south of Lake Ontario, and is rapidly becoming a great favourite for domestic use, especially in poor fruit years, as when cooked, they are not to be distinguished from the fresh article. The reputation of the Canadian apples is now so assured in this country that a more vigorous participation of Canadians in the trade is desired, and should be attended with satisfactory results. The wholesale prices range from 10s. to 11s. 6d. per dozen cans, the Canadian variety commanding generally 1s. per dozen more than the American.

CANADIAN TOBACCO.

The growers and manufacturers of Canadian tobacco are not satisfied with the present differential duty of 20c. a pound against foreign tobacco. In the memorial that is to be submitted to the Governor-General-in-Council, of which the burden is given on another page, they set forth the reasons on which they base their plea for additional discrimination in their favor. These do not appear to counterbalance the objections that their proposals at once suggest. Even if they made out a better case than they do in behalf of the producers of native tobacco, fault might be found with their plea that it is entirely on the wrong ground to convince the public that the changes proposed should be made. There are many lines of production where the argument based on protection would be deemed conclusive by a majority of the consumers, but tobacco is not one of these. Canadian tobacco has enjoyed protection for over 30 years, and has now an advantage of 20c. a pound in its favor, yet it has been un-

able to attain to such a degree of excellence as to win the preference over foreign leaf tobacco. It is not even acceptable as a substitute, for, during the American war, when it was almost impossible to get Virginia leaf there was a great shrinkage in the demand for tobacco, though the price was away down to 7 and 8c. a pound and Canadian leaf tobacco was plentiful. The claim that we have the best soil does not appear to be borne out by the quality of the leaf we raise. Culture cannot do so much to fit the soil as the memorialists claim, since tobacco exhausts the soil rapidly, and therefore new ground has to be taken from time to time.

We have not outlived the conditions which required that the duty on foreign leaf should be collected as an excise instead of as a customs duty. That is a protection to the consumer against fraud, called for as much to-day as at any time. Every smoker or chewer can now get good tobacco, but if the internal revenue system of collecting the duty were exchanged for its collection at ports of entry, what guarantee would the consumer have that he could get good tobacco, without paying for it such prices as the Canadian manufacturer, guarded by the stiff duties proposed in this memorial, would be pleased to charge? The fraud would consist in the mixing of inferior native leaf with imported leaf. This would enable the maker to realize the full benefit of the protection, and would condemn consumers to use a tobacco of at least mediocre quality. The revenue would suffer. The memorialists claim that they are providing for this by making the duty on foreign leaf 35c. instead of 25c. or 10c. higher. This they urge will offset the shrinkage in the returns in internal revenue that will follow their proposed abolition of the excise on Canada leaf. That would scarcely be in accordance with the main and professed object of the petition, which is to foster the production of domestic tobacco. It would be hard to realize that object and at the same time maintain the revenue from foreign leaf tobacco, as it can only be as imports of the latter decline that the consumption of native leaf tobacco can increase. The concession of the prayer of the memorialists would be at the expense of the national revenue and of consumers. The price would determine what grade would be the staple, as quality under the proposed conditions would be too costly a basis of selection, though it is now the basis. And the price most popular would be that charged for a mongrel tobacco.

Consumers are willing to pay a good price to get good tobacco, as the consumption of tobacco shows. They make up about \$2,000,000 of the revenue, which they pay on the tobacco they consume. Their wants should therefore have some consideration and their views will be apt to hold, as they pay better than the plan proposed in the memorial could be made to pay.



A WARNING TO GROCERS.

EDITOR CANADIAN GROCER.

SIR.—Allow me through your valuable paper to make a suggestion to grocers in the matter of this growing demand for packet teas before it is too late, and the grocer finds himself high on the rocks selling sugar and soap whilst other trades are reaping the benefit of the tea trade. Last week I was approached by a big gun on Front St., who by the way is handling a packet tea to retail at 35c. per pound. In the first place I was very much persuaded to take it, which I refused to do, secondly I was then given the option of having it put in on approbation. Upon declining to entertain it at all I was insultingly told that it would be put in at every available fruit and drug store in my locality. Now, Sir, we see what is before us, now is our time to act, push our own teas and drop the packet teas before it is too late. I for one intend to pursue that course and push my own blends, for, if not otherwise checked, taverns and saloons will be selling packet teas as in England.

W. F. PENRICE, 255 Queen St. W.

THE PRICE OF SUGAR.

The present state of the sugar business with the wholesale trade of this Province, and of Montreal, is fast approaching a climax, and causing the more thoughtful to ask where it is going to end. To-day the jobbers are customarily selling sugars at cost, and it requires very little ingenuity on the part of retailers to buy goods at even under present current prices at the refineries. That this is not only not business, but absurd, anyone of average intelligence will plainly see. That it will, if continued, ultimately end in disaster is also transparent, and that it is seriously injuring everyone in the wholesale trade is almost equally certain, though many are unwilling to acknowledge the latter fact, or even think it themselves. Therein lies the trouble. Many are continuing the present slaughtering with the idea of gaining trade in other lines, some with a view to advertising themselves amongst the retail traders, others do it in the spirit of retaliation, while there are those who are actuated by the more sinister motive of closing out weaker competitors. Whatever the motive, whatever the pretence, such action is unbusinesslike and futile. And while the cutting of prices may cause discomfiture to competitors, at the same time it is quite possibly injuring the parties themselves just as severely. Charles Kinsley's celebrated remark seems to fit the case exactly when he said: "And

then they don't thrive. They can't thrive. * * * They begin by trying to oust each other, and eat each other up; and while they're eating up their neighbors, their neighbors eat up them; and so they all come to ruin together."

The idea of men selling one-third of their yearly turnover at cost, and even at under cost, would appear to any outsider as beyond belief. And yet men priding themselves upon their business ability and capacity are to be found in the wholesale grocery trade of Ontario doing this commonly at the present time. And what are they gaining? A reputation for foolishness. Are laying up aggravation and worry, and making for unsatisfactory balance sheets at the end of the year.

THE EVANGELINE OF NOVA SCOTIA.

Among the enterprising manufacturing firms of this fertile valley none are more deserving of mention to the large number of THE CANADIAN GROCER'S subscribers than The Forest Canning Company, Halifax, N. S. When it is stated that the personality of this concern is the same as that of the world-renowned lobster packers, Forest & Co., no better guarantee of stability, enterprise and worth is needed to recommend their goods. Their total pack is put up under their personal supervision. The selection of a site for their factory at Kingston station, N. S., shows the good judgment of the firm, as the locality is one of the healthiest and most productive in the Province. It abounds in good pasture and spring water, the stock is all of the highest grade and thorough bred, making it easy to have the richest milk as well as the healthiest food that can be produced in any country. The company's products are condensed milk and coffee, preserved fruits and vegetables. The firm have not spared either labor or money in erecting suitable buildings, and a plant of machinery of the very latest invention for their extensive works. Their new improved milk condenser gives the greatest satisfaction. A word to the grocer will not be out of place. There is certainly a great amount of responsibility on the tradesman who handles this class of goods. As condensed milk is coming more into general use year after year, mothers in many cases depend on pure condensed milk as food for their infants, it being less liable to engender that terrible scourge, cholera infantum, which is so fatal to infancy. Every grocer therefore should try to obtain the best and purest at whatever cost, and flatly refuse to handle any article that has for its recommendation "cheapness." Grocers are asked to guarantee the Jersey Brand in the name of the Forest Canning Company.

The canned fruits and vegetables packed by this company will rank A 1 with the best in the world, the fruits of the Annapolis valley being renowned for their juice and

flavor, and the vegetables for their tender wholesome growth, the climate of the valley being very suitable for maturing all kinds of fruit and vegetables.

THE SOUTHERN OPOSSUM.

In days gone by the southern section of the Union was known far and wide for hospitable people, and it has been said that one might travel for a week over the hills and valleys of that section without having to spend a dollar for lodging; the traveller having to stop at the farmers' homes, as there were few public lodging houses at that period. One of the delicacies the southern people delighted to set before their visitors was opossum meat with sweet potato dressing, and it is said to be one of the richest and most delicious edibles that can be had in the southland. THE GROCER is forcibly reminded of the "possum and taters" by receiving an invitation to attend an old time 'Possum Supper and Banquet, to be given by the Southern Department at the Buffalo Exposition on the afternoon of August 17th complimentary to the representatives of the Northern press and Railroads. There will be present a number of prominent Southern gentlemen, and no doubt the occasion will be pleasantly remembered by those fortunate fellows who are included in the invitations sent out by Hon. J. T. Patrick, Secretary of the Southern Inter-State Immigration Bureau, Raleigh, N. C.

A NEW FIRM OF PORK PACKERS.

The Canada Gazette announces that James Park, of Toronto; Charles Blackwell, of Lindsay; Andrew Park, Toronto; Susan Blackwell, of Lindsay; Margaret Thompson Park, of Toronto; and Thomas Blackwell, of Lindsay, are seeking incorporation as Park, Blackwell & Co., limited, to engage in pork packing in Toronto. The capital stock is placed at \$50,000.

The composition of the new company is a guarantee that it will do a first-class trade. James Park has been identified with the pork packing and provision business for a quarter of a century. He enjoys the good opinion of his customers throughout the country. Chas. Blackwell, of Lindsay, infuses new blood into this business. He is a young man of about thirty years of age, and has had a successful career as a grocer. He is a careful, shrewd business man, and will no doubt make his mark in the provision trade in this city. The goods produced by the firm of Jas. Park & Son are well known in the markets of the Dominion of Canada, and with increased capital the new firm should be a success.

A recent decision of the customs department rates potted meats at 3c. per lb. instead of 20 per cent. as formerly, and soups are now rated as extract of beet at 25 per cent.

FOR THE PROTECTION OF NATIVE TOBACCO.

Below is reprinted all but the preamble of a memorial that has recently been circulated in the east, and which is to be presented to the Governor-General-in-Council in the interest of growers of native tobacco. It is said that a very large number of signatures of influential merchants and manufacturers have been obtained. It prays:

That, for instance, the consumption of tobacco, which grows from year to year to immense proportions, goes nearly almost exclusively to the making of the fortunes of foreign farmers, when it is a well known fact that our soil is well adapted for the production of the first quality of tobacco;

That the inability of the Canadian farmers to compete with other and remote parts of the world is due entirely to our fiscal legislation, which practically puts foreign producers, already skilled in this branch of agriculture, on the same footing as our people, foreign leaf tobacco entering in the Customs free of duty, whilst Canadian tobacco is subjected to the same excise duties, if mixed with the imported leaf;

That your petitioners beg to suggest that the system of excise duties, which might have been the only possible system years ago, when the tobacco industry was in its infancy, is fast being driven to the class of antiquated notions, surrounded as it is with a complicated, useless and expensive machinery, involving too much technicality and red tape;

That there is no reason why tobacco should not be treated as all other merchandise which pays duty at the Customs;

That the collection of duties in the usual manner and by the ordinary staff of the Department of Customs would relieve the public treasury of an enormous expenditure, as the manufacture of tobacco would then be left as free as all other industries, and all the staff and special excise officers now paid for by the tobacco department, all the costs of stamps going around the packages of cigars, cigarettes and tobacco, all the different sets of books the factories are supplied with, all the branch offices in every town and city would be dispensed with, which means a saving to the Government of hundreds of thousands of dollars per annum;

That they humbly suggest that a Customs duty of, say, 35 cents per lb., should be imposed on all raw leaf tobacco brought into this country, to replace the present duty collected through excise, which is now 25 cents per lb.;

That an additional duty of about 35 cents per lb. should, of course, also be imposed on

imported manufactured tobacco, or partly manufactured tobacco, and a duty of \$4.60 per lb. and 25 per cent. ad valorem should be imposed on all imported cigars, cigarettes, etc.;

That the apparent increase from 25 to 35 cents is to meet the deficit that may occur in the revenue by the natural increased production of Canadian tobacco;

That such a change in our fiscal legislation would leave our farmer free to sell his own tobacco according to its merits, without any official hindrances;

That this would create an industry which the lack of encouragement has prevented coming into existence till now, inasmuch as our tobacco producers had to compete without protection against the whole world;

That the objections which persons non-experienced in the trade will raise, that a higher customs duty will be a premium to contraband, is answered by the statement that tobacco smuggled from the United States into Canada can only be home-produced tobacco, which, in the States, bears a nominal duty of 6 cents a pound of excise duty, as against 25 cents here, and not foreign tobacco, which carries an enormous customs duty of \$2.75 in the same cases; so that if the Canadian tobacco leaf becomes free of excise duty the tide of contraband will have to stop or run the other side;

That to answer another objection raised that heavy customs duties and freedom of excise will proscribe the better class of tobacco and encourage the production of a cheap and injurious article under the false guise and name of foreign tobacco, your petitioners beg to state, that the competition of the manufacturers and the knowing taste of the consumers will, then as now, set matters right in that respect, and for a long while, as long as it will take to improve and perfect the cultivation of Canadian tobacco, the costly luxury of the best foreign tobacco (cheap foreign tobacco is prohibited by the heavy customs duty) will be paid by wealthy amateur smokers,—on the other hand the fear of a cheap home-produced tobacco disappears with the obvious answer that the Canadian leaf is used duty free and harmlessly by an immense and most healthy population;

That there is no intention of suggesting to the Government an abandonment of its control over an industrial branch which all foreign governments have jealously regulated; and that a continued license of, say \$200 equal to what is actually in existence, viz., \$75 for cigars, \$75 for plug and cut tobacco, \$50 for Canadian tobacco, should be maintained at the option of the Government;

And your petitioners well knowing with what zeal and earnestness your attention is constantly fixed on every means tending to develop the resources of this new country, hope Your Excellency will give his care to these our representations and views.

WHERE THE JOKE COMES IN.

Stranger—"Can you kindly inform me when the band begins to play?" Park Sparrow—"O! can. Shure an' O!m not diff. Wait here, an' when it strokes up O!ll let ye know."—Drake's Magazine.

Heredity.—Mrs. Snooper—"Mrs. Stagers' baby is bottle fed." Snooper—"Takes after its daddy already, does it?"—Smith, Gray & Co's. Monthly.

A boy was stealing currants and was locked up in a dark closet by the grocer. The boy commenced to beg most pathetically to be released, and after much persuasion suggested: "Now, if you'll let me out and send for my father, he'll pay you for the currants and lick me besides." The grocer could not withstand this appeal.

Little Dot—"Papa wouldn't give me a penny." Mamma—"He wouldn't?" Little Dot—"No'm. He is pennyrurious, isn't he?"—Street & Smit. 's Good News.

Mr. Hayseed—"I have jist read your sign, Fire escapes this way.' Now, young, feller, what I want to know is what way kin the people git out?"—Chicago Inter-Ocean.

"Why didncher come out t' play ball 'yist-day?" "Had to stay home an' keep th' flies off o' the baby." "We got a baby, too, but they ain't no flies on it."—Indianapolis Journal.

"Is this a healthy portion of the State?" asked a traveler in Arkansas. "Well, I should say it is. There has been nobody hung here in about three months."—Texas Siftings.

Office Boy—"Can you let me off this afternoon? My grandmother is dead." Head of Firm—"Not very well; but you can run out two or three times and look at the score."—Puck.

Circus Man (hunting for a stray elephant)—"Have you seen a strange animal around here?" Irishman—"Begorra, oi have that; there was an injur rubber bull around here pullin' carrots wid his tail."—Harvard Lampoon.

In Chicago—"Matilda, I hope you had the windows closed when Mr. Loudsmacker was making love to you last night," said her mother, coldly. "Why, mamma, what can you mean? Mr. Loudsmacker did not make love to me particularly." "Were you uncorking champagne?" "No, mamma, but the wind was from the lake and I remarked myself how distinctly we heard the suction pumps of the water works."—Boston Post.

The London Advertiser, of Saturday, had a page devoted to that city's grocery trade. The centre-piece of the whole was the programme of the local association's picnic held on Wednesday last. The remainder of the page was taken up with the advertisements of leading wholesale and retail branches of the trade, and a good hearty send-off for the picnic itself.

HAMILTON RETAIL GROCERS AT THE FALLS.

"Come along with us and we will make you happy."

There must have been 3,000 grocers and their friends who accepted the above invitation and attended The Hamilton Retail Grocers' Association's third annual picnic at Queen Victoria Park, Niagara Falls, on Wednesday, the 20th inst. It was one of the best excursions that ever left that city, and was brought to a close without a single hitch or accident. The grocers closed their stores on Tuesday night and kept them closed until Thursday morning. It was their holiday; they earned it, and they had it. Three trains loaded with passengers, whose baskets were loaded with good things carried the jolly folks to the grounds, and the 13th Battalion band furnished music. The Committee had a bountiful supply of hot tea, coffee and milk, which was given free to every person. Walter Baker & Co., of Boston, Mass., filled many large jugs with their Breakfast Cocoa for the guests, and must have contributed a large number of gallons of that goodly drink. The Toronto Biscuit and Confectionery Co. were well represented, two of the firm—Geo. W. Booth and H. C. Fortier—with their Hamilton representative, Cyrus King, were on the grounds all day. This enterprising concern sent over from Toronto on the early boat a handsome tent, two of their prettiest young ladies and a large supply of their justly celebrated biscuits. The latter were given away to all who could crowd near the tent, the only trouble being the wares did not hold out long enough. The demand was greater than the supply, but they promise to do better in



OUR BADGE.

future. They understood that only 500 would be there, whereas six times that number were present. THE GROCER'S badges given away as souvenirs of the occasion to mem-

bers of the association and their families were likewise favorites in the demand. The badge was made of white silk and has a Dominion flag in the three colors upon it, and the following—"Hamilton R. G. A. Souvenir of THE CANADIAN GROCER, Toronto." Five hundred of these were pinned on by this paper's representative who accepted the Grocers' kind invitation to be with them. The day was perfect, and every one took in the sights of Canada's national park, a number crossed over to the United States side



B. WINNIFRITH,

Chairman Picnic Committee

and there was no point of interest neglected. The committee deserve just credit for the grand success they made of the picnic. They all worked as grocers know how to work, and were ever ready to make any additional labor that would tend to make the day more pleasant for their guests. The return train arrived home in good time, and all claimed they had spent one of the most enjoyable days of their lives. The Hamilton retail grocers may well be proud of their venture. Their friends will only be too delighted to accept of such a treat in the near future.

SENSIBLE SUGGESTIONS TO NEW GROCERS.

The retail grocery business is a peculiar one, more so than any other I know of, from the fact that nearly every man who has a dollar to spare, or who fails in any other business, thinks he can run it successfully; in reality, it is the most difficult in the country to succeed in because the profits in many articles are so small and there are so many perishable goods to be handled. The impression prevails that a man has nothing to do but to go to some wholesale grocer, buy a stock of groceries, without any knowledge of their quality, fit up a store and the customers will come and he will coin money. If this mistake is discovered in time, and the man

has any grit in him, he begins to understand that in order to succeed he must know the business. This means hard work, long hours, close study, and, for a while, very poor pay. In order to succeed, he must place some object before him and try to attain it. For instance, if he has started in a town or city where there are some good stores, he must look around, pick out one of the best, and say to himself, "How has that man got his store in the condition it is in?" Get him thinking this way, and in a short time he not only gets his store in as good condition as the one he chose for his model, but he does better, he makes improvements suggested by either the wants of his trade or his own ambition, inspired by his first failure. He does not do it without work. He must study the qualities of the various goods he trades in, learn their history and make himself familiar with their qualities in order to gain the confidence of his customers, for in this lies the secret of success.

Never sell them goods that you can not recommend, and, if a mistake is made by your men or yourself, rectify it at once. Don't let the customer see that any pecuniary consideration stands in the way of making the mistake good, either in weight or quality.

Let the parties with whom you trade see that you know the quality of the goods you want, that you are a judge of them, and they will not try to palm off inferior goods on you. Pay all your bills promptly, getting all the discounts off.—L. J. Callahan, in Michigan Tradesman.

The E. B. Eddy Co. report business satisfactory. Their branches at Montreal and Toronto and their agents and travellers from the Atlantic to the Pacific coast are crowding the house at Hull with impatient orders. Since responsible branches have been opened at Montreal and Toronto under direct control from headquarters at Hull, and since paper has been added to the Company's other lines of manufacture, there has been an immense increase in business, as the wholesale trade and the jobbers in nearly every line of business are now purchasers from the Company direct. The rapidity with which the paper branch of the business has developed is beyond the most sanguine expectations of that most sanguine of men, Mr. Eddy. Their paper mills with three machines, already the largest in Canada, are to be supplemented with a 96 machine, which is expected to be in operation by October of this year. This Company's matches, woodenware, indurated fibreware and washboards are now sold by every grocer and general storekeeper in Canada, and so now are their manillas, tea, wrapping and toilet papers. The trade of Toronto and West are requested to correspond with the Toronto branch, 29 Front street west, as much as possible, and thus receive immediate attention.

NEW GOODS.

The following lines from Messrs. Dandicolle and Gaudin, of Bordeaux, France, are now in store and for sale :

- | | | | |
|-------|-------------------------|-------|-----------------------------|
| Cases | Royans a la vatel. | Cases | Olives farcies. |
| " | Royans a la Bordelain. | " | Olives de Seville. |
| " | Variantes. | " | Olives Queen Pitted. |
| " | Anchois au sel. | " | Huile d'olive extra. |
| " | Anchois a l'huile. | " | Asperges en branches. |
| " | Biggaroux au Marasquin. | " | Fortuna liqueur Hygienique. |

LUCAS, STEELE & BRISTOL, Wholesale Grocers,
73 McNab St. North, Hamilton, Ont.

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

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

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

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

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

Saint Charles Evaporated Cream.

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

JAMES TURNER & Co., Hamilton.
Wholesale Agents.

**THE
"MONSOON"
BRAND**

Pure Indian Tea

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

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

**JOHN BURGESS & SON
SAUCE
AND
PICKLE**

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

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

Our travellers are now out with new samples of

LAMPS AND FANCY GOODS.

Wait for them !

W. J. REID & CO.

—IMPORTERS OF—

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

THE SPIDER AND THE FLY.

(CONTRIBUTED.)

[Scene grocery store. Proprietor working at books. Enter city traveller.]

C. T.—Good morning, Mr. T.

Grocer.—Hello! How are you this morning?

C. T.—Well, taking all things into consideration I can't complain. I might be worse and then again I might be better.

Mr. P.—Well, it is no use complaining so long as a fellow has his health and gets three square meals a day and a good bed to lie on. I don't see what we are all worrying about. We can't take any of it with us, and we don't know whether we might be alive to-morrow or not, so what is the use of us eating ourselves? The world owes us all a living, and I guess we'll get it. I often think that it is a want of proper faith on our part to worry so much.

C. T.—I don't think there is the slightest doubt of that, sir. Proper faith will remove mountains, but I am sorry to say too few of us have got it. We get so wrapt up in our little selves that we lose sight of our dependence. I venture to say that not twenty men out of every hundred could tell you at night what color the sky was in the morning. They are so wrapt up in things down here that they never think to look up. If they would look up more and down less they would have happier hearts and more brilliant minds. I feel that if the grocers had the proper faith we would not have the trouble with the Wednesday afternoon half holiday that we have. How do you feel on the half holiday question, Mr. P.?

Mr. P.—Well I would go in for it. I think it is a good thing and don't see why it should not be carried out, but I don't think you will ever get it to work on this street.

C. T.—Why, how is that?

Mr. P.—Well you see, my neighbor Mr. H. over on the opposite side of the street is hard to bring to close at nine or ten, let alone a whole afternoon. I truly believe that he would keep open on Sunday if the law would let him. He is the worst man you ever saw. You can't get him to do anything.

C. T.—He must be a pretty tough case then.

Mr. P.—Yes he is.

C. T.—Well, I have an agreement here, and if you will sign it I will see if I can't handle him. I will do my best to get him to sign it.

Mr. P.—All right, I'll sign it, but I don't think it will do any good. I know him so well.

C. T.—Well we will see.

[Grocer, signs it.]

C. T.—Thank you. Now I will see what I can do with him. Good day.

[Traveller crosses to opposite store. Enters store.]

C. T.—Good morning, Mr. H. This a fine large morning.

Mr. H.—A what?

C. T.—A large morning.

Grocer.—Well, you get your share of it, don't you?

C. T.—Oh, yes. It is so large we all get a share of it.

Grocer.—That's good. He, He! Very good. He, He! It is a large day and no mistake.

C. T.—Well, how is business, Mr. H.?

Mr. H.—Business! He, He! There is no business. If it keeps like this very long we will soon have to bust up and pay our creditors thirty or forty cents on the dollar, the same as M. did up the street. He, He! I tell you, there is no use for an honest man trying to get along now. The honest man who struggles hard to pay his creditors a hundred cents on the dollar is not in it now. Why, there is M. up the street. He has been cutting and slashing things so terribly that the business men for hundreds of yards around him could not exist. He was selling lots of things at less than I could buy them, and less than I know and could prove that he bought them, and yet the wholesale men would push goods on to him and give him all the credit he wanted, knowing this and backing him up so that he could cut our throats who are doing a legitimate business and paying a hundred cents on the dollar. It looks to me as if the wholesale houses here want to run the retail trade as well as the wholesale.

I don't see what other object they can have in view when they back up a man like that. But a good many of them have got bitten lately, and they deserve it. I hope it will open some of their eyes. I heard it rumored that one wholesale man had about sixty thousand dollar's worth of another man's floating around, and I heard that another wholesale firm had to go security for the rent of certain retail grocers who have failed and compromised, before the landlord would let them continue. The wholesale men between their supply stores and smart Alecks have got business down to a very unhealthy state. In fact some grocers call it rotten. It seems a kind of a hard name, but that is about the proper term to use. How can a man who meets his obligations and pays a hundred cents on the dollar compete with a man who only pays thirty or fifty cents? It is ridiculous to expect it. The worst of it is, the very men who are backing up these men so that they can cut our throats, have the dog gone cheek to come and ask us for an order. It's kicked out they ought to be. Why, an honest man would not have the cheek to ask the amount of credit that these supported smart Alecks and splurts do without being able to see their way clear to pay their bill when it comes due.

C. T.—Yes, sir. You are right. There is too much of this sort of thing going on. In fact the wholesale houses of to-day are doing

nothing more or less than educating the retailers to be rogues, and as long as they will sell to men of that description, men whose hobby or craze is to sell things at cost and under cost, it will never be any different. Of course I have been told that they add on a percentage to make up for losses, so that you and every honest grocer are paying to help keep up these pests. If it was not for that they could never stand it. Now, I tell you what I would suggest as a cure for such houses. Let every grocer around the neighborhood of the one who is cutting get their goods from the same house, cut like blazes, and smash up too. Perhaps that would bring them to their senses. Of course their object in keeping a supply store is to run every other grocer out. That being so, you might as well let them pay for their trouble. It's them that should do so, not you. If they were not blind they would see that they are are only cutting their own throats. If there was only a little more of this sharp practice done this cutting would soon cease, and through the wholesaler too. Of course the extra they make on the straight dealing grocer goes to make up the loss on the other. Quite a number of these smart splurts don't give proper weight, and instead of giving bargains rob the public. Here is a sample. Flour, by the bag, \$2.60; by the stone (I don't know whether they call that 12½ or 14 lbs.), 50c., a difference of 90c. on the bag. Here's another: Finest sardines, 7c. a tin. Finest sardines cost 12c.

The Retail Grocers' Association should allow so much money to be spent for space in the papers to show up all such frauds, for they are nothing else inwardly and outwardly. Barnum said that the public liked to be gulled. I think the wholesale men like to be gulled too, for they are often caught by the unconscientious splurt who leaves him in the soup. They are not satisfied with the steady going, honest grocer. They want something exciting, something that will wake them up, and they get it by being taught a practical lesson. They have no use for a plain, matter of fact, conscientious man. He is too dry.

[TO BE CONTINUED.]

The report of the Association pic-nics held last Wednesday at London and Montreal and of the Toronto Travellers' Excursion will appear in next week's issue.

DR. PRICE'S
Cream Baking
Powder.

Contains neither Ammonia or Alum.
Liebig says: "Alum is very apt to disorder the stomach and to occasion acidity and dyspepsia."
The President of the St. Paul Board of Health, says: "Ammonia is harmful and interferes with normal digestion."

H. P. ECKARDT & CO.,

WHOLESALE GROCERS,

WHOLESALE AGENTS FOR

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

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

DEAR GROCER

Don't forget that we can supply your friends in the Ice Cream business with all the different flavors of our own manufacture and like our other goods they give satisfaction. Send us on your orders for Coffee, Snow Drift Blend 33 cts., No. 6 good strong flavor 30 cts., standard brands that are always uniform.

Very truly yours,
THE SNOW DRIFT CO.,
BRANTFORD.

CANDY.

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

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

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

Wm. Paterson & Son
BRANTFORD.

Best Value Made.

Ocean Wave

Baking Powder

Sold only in Cans.

LOCKERBY BROS., WHOLESALE GROCERS,
75 ST. PETER STREET,
MONTREAL, P. Q.,
ARE OFFERING THIS WEEK

SUGARS. { Barbadoes
TEAS. { and Cuba **MOLASSES.**

FINE LARGE DRY COD IN BUNDLES. BONELESS FISH IN BOXES.

Canned Salmon, Lobsters, Mackerel and Oysters.

HUDON, HEBERT & CIE.,

Wholesale Grocers

—AND—

Wine Importers,

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

MONTREAL, CANADA.

WE OFFER 2000 CASES

= TOMATOES =

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

L. CHAPUT, FILS & CIE.

Wholesale Grocers, Montreal.

Caverhill, Rose, Hughes & Co.

IMPORTERS

Teas, Fancy Groceries and Table Delicacies.

309, 311 and 313 COMMISSIONERS,

CO NER ST. PETER STREET,

MONTREAL.



[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.]

A large independent sugar refinery is about to be started in Brooklyn, N. Y. Capital \$1,000,000.

The sockeye run may be said to have fairly commenced, and most of the canneries are in operation.

W. E. Zimmerman, traveller for W. H. Gillard & Co., Hamilton, has been confined to his home with a light fever, but is now on the mend.

The general store stocks of Wm. McKay, Duart, and Cash & Co., Wallaceburg, were withdrawn at Jones' auction rooms in London last week.

A. Davidson, until recently a general merchant at Durham, has been appointed agent for a Calcutta tea firm, and is opening an office in Toronto.

A good man is wanted to take charge of the grocery department in a general store. Applications should be forwarded to Thomas Mulcahy, Orillia, Ont.

The St. Croix Soap Manufacturing Company, St. Croix, N. B., have been making extensive additions to their works which will enable them to double their output.

A. M. Hazlewood, of J. & R. M. Hazlewood, merchant millers, Clifford, Ont., was married a few days ago to Miss Lena Hawke, daughter of the late Rev. Wm. Hawke.

A slick individual has been going through Essex county agreeing with farmers to handle their butter at 26 cents a lb. The agreement turns out to be a promissory note for \$260.

A man named Hilton, employed by John Ronan, grocer, Hamilton, has been away for some time, and is suspected of an intention to stay away, some \$50 being reported to have disappeared with him.

John Cameron left on Wednesday morning for Owen Sound where he was to board the Steamer Alberta for Fort William on his way to British Columbia for THE CANADIAN GROCER.—Grey Review.

The gross receipts from the successful picnic of the Hamilton Retail Grocers Association last week amounted to \$1,380.35. After paying railway bills and other expenses, the committee will have a small balance.

John Taylor, of a leading commission and apple house in Liverpool, is passing through the country under the guidance of apple King Cantelop, of Clinton, considering the outlook for this season's crop. He reports

big prospects for Huron, and in fact every part seen thus far. All that is needed, he says, to secure top prices in the biggest market in the world—that of Great Britain—is to make quality the first requisite of everything we ship.

J. C. Roler, Lowthorp, Giles County, Tennessee, writes to a firm in this city: "I saw your advertisement in THE CANADIAN GROCER. Send me samples and prices of Japan teas."

A heavy peal of thunder frightened the horse of Mr. Rowntree, grocer, London, on Richmond-street, causing it to run away, upsetting the wagon at York-street and continuing along that thoroughfare with two wheels off the rig.

R. T. Steele, of Lucas, Steele & Bristol, wholesale grocers, Hamilton, is receiving subscriptions for the sufferers from the St. John's fire. Mr. Steele is constrained to do this in default of any organized effort in the same direction on the part of his city.

Excellent ice-cream is prepared of Highland Brand Evaporated Cream by following the directions on the cans. No family need be without this luxury, as the Cream can be furnished at all seasons, and is less expensive than ordinary dairy cream.—Adv.

The American ship George Sholfield arrived at Vancouver on Friday last from Yokohama with 2,500 tons of tea, consigned to the Canadian Pacific Railway Company. The Sholfield made the trip in thirty-nine days, and is the first of the season's fleet of tea ships.

Wm. Job, of Job Bros., general merchants, of St. John's Newfoundland, was married in that city, on the morning of the first. He started on his wedding trip, but the fire broke out and he was recalled by telegram. On his return he found all his property destroyed, wedding presents included.

The British barque Martha Fisher arrived in the Royal Roads, Victoria, B. C., 142 days from Liverpool, with a general cargo, consigned to Messrs. Rithet & Co. She has a few tons for Vancouver and New Westminster. The Fisher has been chartered to load salmon for the United Kingdom.

Alexander T. Fulton, for many years senior partner in the well-known firm of Fulton, Michie & Co., died at his residence, on Wellington place, Toronto, on Saturday evening, at 5 o'clock. About two years ago Mr. Fulton suffered a paralytic stroke, but recovering he enjoyed fairly good health until the beginning of the present year.

A trade pamphlet which is very well calculated to extend the commerce of Delafield, McGovern & Co. has just been issued by that house. It is very tastefully got up, the devices of the firm's chief brands being embossed in gold on the cover. Full page illustrations of the buildings of the World's Columbian Exposition make agreeable interludes in the course of the long enumeration of lines controlled by this company,

among which is the "Clover Leaf" brand, famous in several descriptions of package goods.

J. S. Bond, Gerrard street, is one of the grocers east of Yonge street in this city who agreed to close on Wednesday afternoon, and Mr. Bond closes. In the example of competitors who also agreed to close on those afternoons, but who do not close, he has sufficient provocation to keep his store open on all afternoons, but he prefers principle to retaliation.

The great national Food Exposition to be held in New York next October is receiving liberal countenance from the Governors of the various States and from Senators and Congressmen, as well as from the grocery trade of the United States and Canada. Among the acknowledgments of invitations received is that J. W. Geraund, of the Jerusalem Warehouse, Halifax, N. S., and that of Lockerby Bros., wholesale grocers, Montreal.

Only four vessels have been chartered this year to carry the salmon pack to Great Britain. They are the Chili, River Ganges, Frederick and Martha Fisher. They will carry altogether about 140,000. No more charters will be made until the season is further advanced. The Alaska pack this season will be about 400,000 cases; less than a half pack. The price in London is about 22s. 6d. c. f. & i. In nine cases sales have been made at 23s. The price in British Columbia is about \$4.75 free on board.

Mr. Thomas MacFarlane, Dominion chief analyst, paid a recent visit to Chicago, whither he went to obtain information respecting the ingredients which enter into the composition of compound lard, lard oil, cotton seed oil, neutral lard, oleo stearine, butterine, etc. Since the increase in the duties on pork and hog products last year, adulteration is found in a lesser degree than formerly in the imported article, and it is with the view of "heading off" these products which may be adulterated in the Dominion that the analysts of the Inland Revenue Department are seeking this information. The proprietors of the packing houses and the



"CAIRN'S"

HOME MADE MARMALADE

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

BLAIKLOCK BROS, MONTREAL.
General Agents for Canada.

TORONTO AGENTS:

WRIGHT & COPP,

40 Wellington St. East, Toronto

LYNX SALMON LYNX

300 CASES IN STOCK.

Our LYNX brand of SALMON is of superior quality, and is not surpassed by anything in the market.

M. Masuret & Co., WHOLESALE GROCERS, London.

different factories, as well as the stock yards authorities, afforded Mr. MacFarlane every facility to prosecute his researches.

The Farnham beet sugar refinery company is reported to be in financial difficulties again. The liabilities are said to be \$63,000 and the assets \$8,000. If the refinery is closed, many farmers who made contracts to supply beets to the company will lose heavily.

J. B. Stringer & Co., of Chatham, are constantly shipping beans to the Spanish West Indies. They report orders for four carloads of Kent beans and one of Kent corn (the beans principally for export.) Prices are said to be lower.

E. B. Eddy, Hull, paid the city a flying visit on Tuesday and went west in the evening. Mr. Eddy never gives himself a minute's rest when he has an object in view. He has the reputation of covering more ground in less time than any other business man on the continent.

A commercial traveller's card that lately came under our notice has a feature that is deserving of general imitation. On the one face is the conventional contents, the name of the traveller and the name of his house, its city and an indication of the wares it deals in. But the back of the card has the distinguishing novelty. There a skeleton form is left to be filled in with the following memoranda: where the patterns or samples are, the hour of the appointment between the traveller and the merchant, the date. This facilitates and regulates business.

Before the Hamilton Markets, Fire and Police Committee, Chairman Kenrick the other evening read a long opinion from Solicitor MacKelcan on the right of tea pedlars and others in similar business, to carry on their trade without taking out a license. The effect of it was that so long as the pedlar carried his stock in Hamilton, no license was needed. The opinion was asked for to settle a question raised by H. H. Laing, and the committee decided that no action was required of it. In the meantime H. H. Laing had come in, and the question of imposing a license fee on tea pedlars and similar trades

was taken up again. Mr. Laing read statistics from other cities to show the practice that obtains in Toronto, London and Montreal, and urged that a like large revenue ought to be secured in Hamilton. The by-law was produced and read to him, showing that all classes of pedlars upon whom a license can be imposed are required to pay. The subject was allowed to drop, on the understanding that Chairman Kenrick will look into it further.

The salt combine survive, at least until the end of the year. Friday last was the day on which the differences between the Canada Salt Association and Ontario People's Salt Company were to have been ventilated at Osgoode hall, but by consent judgment was allowed to go for the plaintiffs. It has been agreed by the counsel of the two corporations that the Ontario company cannot apply the Combines Bill to the trust, the points at issue having been determined in the case of Ontario Salt company against the Merchants' Salt Company. The defendants are therefore, bound by the agreement and cannot escape until its expiry at the end of this year.

THE CAPABLE MAN IS THE EXCEPTION.

It is said that the financial agent of a great insurance company, in a city of two hundred and twenty-five thousand, recently died. The manager of that company went to that city to appoint a successor. Out of thirty applicants for the position not more than two could be regarded as eligible. The capable man in any walk of life is rare. The capable boy, if he is allowed to follow, to some extent, the bent of his inclinations, is not so rare. It may be a difficult matter, sometimes, to get a good office boy, or a boy to run an elevator or any particular position you may desire to fill. However, if you take the same boy who fails in any of these places and ask him what he has thought he would rather adopt for a life work, and then hire him for the position of his choice, ascertaining his natural tendencies and inherited abilities, the chances are he will prove perfectly satisfactory.

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

No young man can possibly have mistaken his calling who finds in it what the world wants done

The trader who pays his way must sell at a profit, and cannot afford to cut below others in the same line.

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

Credit is often too cheap and overbuying far too common. Don't be guilty of the one, and don't abuse the other.

"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.

TWO HARVEST EXCURSIONS

Via the Chicago, Milwaukee & St. Paul R'y, on Tuesday, August 30th, and September 27th, '92.

Where the grasses are kissed by the wondrous breeze,

And the fields are rich with the golden grain;
Where the schooner ploughs through the prairie seas.

To its destined port on the western plain;
Where homes may never be sought in vain,
And hope is the thrickest plant that grows;
Where man may ever his rights maintain,
And land is as free as the wind that blows.

For further particulars apply to the nearest Ticket agent, or address A. J. Taylor, Canadian Passenger Agent, 4 Palmor House Block, Toronto, Ont. 31

FOREIGN CORRESPONDENCE.

Letters translated from or written in any foreign language.

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

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

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

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



Something Good.

Something Good.

“ ”

“ ”

“ ”

A FIRST-CLASS
SELLER.

HAVE YOU
TRIED IT?

Send for Sample Butt,
2 1/2 lbs.

Empire Tobacco Co.,
MONTREAL.

SEE OUR PRICE LIST IN THIS PAPER.

DRY GOODS.

The trade in summer fabrics is about over, the sorting trade has continued more active and longer than usual, showing that retailers have been making up for the loss of the early summer trade. The orders for fall delivery are still coming in, and show an enormous advance over last year. Some houses report an advance of as much as twenty-five per cent in the volume of fall and winter orders. Everybody is preparing for a brisk fall and winter season, and every indication points out that they will not be disappointed.

Tinsels and fringes are not so strong in public favor as in former seasons.

The ruching effect is strongly in favor for dress trimmings, it is shown in narrow edgings with fluffy effect such as feather, mohair and silk.

There has been a slight falling off in the house trade during the past week, but the houses are very busy receiving and shipping.

Collections are much better than at this season last year, money being much more plentiful, and renewals less frequent.

NOTES.

W. R. Brock & Co. are showing a nobby line of very pretty silk and wool vestings for summer wear, and all wool vestings for the winter trade. These are splendid sixteen ounce goods and shown in light and dark colors. This line forms the latest thing in vestings and is well worthy of attention. They are showing some superfine French trouserings in stripes, cords, diagonals and checks, which are perhaps the most expensive trouserings sold on the Canadian market, but the value is good. They have some beautiful winter suitings, such as finished worsted in basket weaves, and real Harris tweeds. These goods are shown in quite extensive ranges as regards color and quality.

Gordon Mackay & Co. have just received a shipment of ladies' jersey jackets in new shapes and latest styles. These are of extra good value. They have also received, during the past week, several large shipments in Irish, Scotch, and English tweeds in the new colors, such as fawns, drabs, and brown mixes. No doubt there will be an extra strong demand for these imported goods for the coming season.

Wyld, Grasset and Darling are showing good value in light and dark grey flannels and in blue Campbellford flannels; Also in flannelettes in cream and grey grounds and in fancy mixtures. They have some very pretty things in curls and beavers for ladies' cloaks, these two lines will undoubtedly be the leading lines in winter cloakings. They report a strong demand for Hygiene, wollen ribbed vests. These goods are also shown in cotton and mixtures. The wollen garments have drawers to match, thus giving an additional impetus to their sale, over last sea-

son. This house has also a very nice range of narrow gimps.

Sampson, Kennedy & Co. are showing a very varied line of ruching trimmings in all the different effects such as mohair, feather and silk. They have just opened up about two hundred bales of berlin wools and fingering yarns, and are busy filling order for these. In dress goods, they are showing a very fine range in serges, in navy, black and fancy and in estimanes. Their costume tweeds contain many attractive patterns. They have a special line of moire ribbons, in which they claim to be offering especial value. Their lines of black silk and cream laces, and veilings are very complete.

John Macdonald & Co. have just opened up a shipment of their well-known purple-edged, black, gros grain silk, and are now filling their back orders for this specialty. They have also received a fresh shipment of black satin luxors in which they always show good value. Some very nice things in German papier mache novelties have been received this week. Among them are crumb-trays and brushes, calenders, napkin rings, jewel boxes, handkerchief and glove boxes, brackets, tables, table mats, jars, etc. The designs and decorations are really of a most artistic nature and are sold at lower prices than their appearance would indicate. They are selling two lines of summer corsets which have met with considerable favor they are the Q. C. and M. C. both famous for their lightness. They have just opened up a large Austrian shipment of jet buttons. These are shown in sets of buttons 4 1/2 to 12 lines, also in barrel shaped jets, which are finding a strong demand. Large horn buttons made in mixtures to match the new tweed-effect dress goods, are having a good market. Their shirtings are still selling at the old prices, and a large shipment of various qualities has been received which will be sent out at former prices.

Caldecott, Burton & Spence have a beautiful line of gimps made with a tweed mixture to match the tweed dress goods, which are now being shown so much and which are preferred by buyers, to the plain-dyed goods. These trimmings are accompanied by buttons in tweed effects, so that the dress goods, the trimming, and the buttons may all be found to match in the house of this enterprising firm, for this introduction is truly an enterprising movement. They report a large demand for sourahs and silks in various light colored grounds with spots. Their Japanese silk in 22 1/2 and 27 inch goods, in light shades, is selling well.

McMaster & Co. are showing some novelties in dress goods, including Canadian, Scotch and other foreign tweed effects. Their range of French and domestic box-cloths is quite extensive, as is also that of pongees and sourahs, which they show in the latest shades. Their stock of velvets and velveteens is complete. In ladies' scarfs they are showing special value in whites, creams, and shot effects. Several cases of men's neckwear have just been opened. In English and Canadian braces they are offering some plums.



The Enviably Reputation

enjoyed by "Kent" Canned Goods and "Kent" Pickles has not been achieved without hard work and patient attention to all the details of handling and manufacture.

In ordering "Kent" Goods you have a guarantee as to quality.

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



E. LAZENBY & SON,

18 Trinity St., London, S.E.

EVERY ARTICLE prepared by us is ENTIRELY UN-ADULTERATED and our labels are affixed to the CHOICEST DESCRIPTION OF GOODS only.

Our goods can be obtained from leading houses everywhere.

Agents for Canada:

A. P. TIPPET & CO.,
43 1/2 Wellington St. E., TORONTO.

**PURE CONFECTIONERY,
FINEST BISCUITS.**

Manufactured by
**J. McLAUGHLAN & SONS,
OWEN SOUND, ONT.**



Send for Price List of our various brands of chewing gum.

C. T. HEISEL,
36-38 Lombard St.
TORONTO.

"JERSEY BRAND" CONDENSED MILK.



It is guaranteed Pure and Unskimmed, An excellent Food for Infants.

We make only the one quality—**THE BEST.** Buy only the **JERSEY BRAND** for all purposes. Sold by Grocers, Outfitters and others.

MANUFACTURED BY
FORREST CANNING CO'Y,
HALIFAX, N.S.

T. A. LYTLE & CO.,

Vinegar Manufacturers,

TORONTO.

Have reduced the price of their Celebrated

BEAVER BRAND

PICKLES

Send for Quotations.



GRIMBLE'S English Malt

Six GOLD Medals **VINEGAR**

GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

GILLARD'S Specialties

High Class, English Made,

"NEW" Pickles and "NEW" Sauce.
GILLARD & CO., WALLHAMSTOW, LONDON, ENG., and of Wholesale Grocers in the Dominion.

"CANADIANS"

Appreciate a good cup of Coffee or Cocoa, such as is obtained by the use of

"HIGHLAND BRAND EVAPORATED CREAM"

For Sale by all Wholesale Grocers.

Prepared only by

HELVETIA MILK CONDENSING CO.,
HIGHLAND, ILL., U. S. A.





TORONTO MARKETS.

TORONTO, July 28, 1892.
GROCERIES.

Throughout July, trade has been pretty much of the same general type, and the last week of it does not redeem the month from the character of dulness which it won at the outset. The tone of trade is as low as ever. Sales are made, perhaps fully up to the average for midsummer, but they yield little or no profit to the sellers. Buyers are plainly not tempted to venture far beyond their reach. They realize that nobody on the buying side has an advantage, and that nobody on the selling price gives one, advantages being so common that they have ceased to be concessions. Sugar engrosses the chief attention and is no more remunerative than ever. Canned goods are moving out at the same steady rate as they have done for weeks past, and prices do not represent a big profit to the jobber. Fruits are dull and generally low-priced.

COFFEE.

Coffee is one of the lines that are now in fair demand. Harvest time appears to rouse the interest of buyers, the consumption of common grades being then considerable. The primary markets and main centres of distribution have not undergone any change in the ideas that rule the coffee trade. Prices are steady on spot at last week's quotations. Rio coffee is 17 to 21c., Porto Rico is 23 to 25c., Padang 26 to 28c., Mocha 28 to 32c., Java 30 to 35c.

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

The Norton Manufacturing Co.

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

MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

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

CANS.

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

HAMILTON, - ONT.

DRIED FRUIT.

The amount of business now done in dried fruits is exceedingly limited. A few boxes of Valencia raisins are called for in occasional orders, but the total output of them is comparatively small. The price going for the bulk of the off-stalk handled or held is 4 to 4½c. Currants are slightly firmer than they were at 4¼c. upwards, but a diminishing proportion of stock is obtainable at that figure. The proportion of low grade stock is lower than it was, and reports of the coming crop favor firmness. Prunes are still to be had from 5½ to 6c. in cases. Dates are not selling by any means freely, and are quoted at 5 to 5½c. Candied peel is unchanged, lemon being scarce and firm at 16 to 17c. In citron and orange there is no change. Nuts are likewise steady at quotations in Prices Current and are dull of sale.

RICE AND SPICES.

There is a wider demand for rice, considerable shipments having been made this week. There is nothing new to say of prices. These remain at from 3¾c. upwards.

Spices are steady and unchanged at quotations in Prices Current. The demand is light.

SUGARS.

The call for sugar keeps up and determines the movement of considerable quantities in carloads. Most of the houses have each shipped a few carloads this week. The quality of the granulated now on the market is not so wide in the range of variety as it was earlier in the season. There is still marked difference between the best and the worst, but it is not so great as it was. The lowest price quoted is 4¼c. for cars. In trade lots the basis of quotation is 4¾c. with the majority of traders, though some ask 4½c. for the best grade. There is no voluntary offer of yellow at 3¼c. unless in very large quantities, and the buyer would probably not have many to choose between to get yellow sugar at that price. Hard bargaining might shade 3¾c., but not to a very general extent down to 3¼c. The shipments of the week included both yellow and granulated, though less of the former than of the

(Continued on page 16)

CANNED GOODS.

TORONTO.

The facts of the canned goods hold not for one week nor for two at this time of year, but for a whole season. There has not been any important variation to take note of for weeks past. The wants of traders keep cropping up here and there, and a few cases go with this order a few others with that, so that the supply is declining every day. The price appears to be easier, \$1 to \$1.05 being still quoted, but the possibility of buying slightly below this is rather stronger than it was at the beginning of the month. Vancouver furnished an order for a carload of assorted vegetables the other day, but the purchase was made on private terms. Though orders have been taken on the appearance of the sample of newly-packed peas, this class of goods does not figure to any extent in the supply yet, the maturing of the stock usually being a matter of some weeks' duration. Salmon is very scarce on spot notwithstanding receipts reported last week, all of which have since gone out to supply retailers' orders. The price is very firm from \$1.50 upward.

The B. C. Commercial Journal says: All reports received from the Fraser River agree that the run so far is a poor one. One says the run is much the same as last year, and another says it is similar to the run of 1888

2 BUSY TO SEND out Travellers.

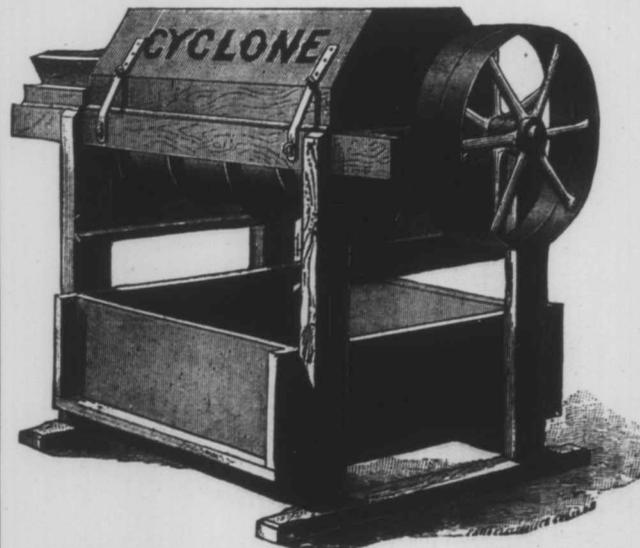
Write your order. Say how to ship and we will do our best.

Yours truly,

CLEMES BROS.

Phone 1766. TORONTO, ONT.

To Canning Men.-OUR CYCLONE PULP MACHINE



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

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

Address

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

HENDERSON & LIDDELL,

3 Eastcheap, London, Eng.

DEALERS IN

Sugar, Dried and Green Fruit,
Rice and Canned Goods

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

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

Canned Goods.

We Pack Only the Best.

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

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

THE "Lion Brand"

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

Bay of Quinte Canning Factories.

PICTON and DEMORESTVILLE.

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

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

Golden Teapot Blend

Pound and Half Pound Lead Packages.
Prices on Application.

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

RED RASPBERRY JAM.

The Largest and Finest Stock
IN THE DOMINION OF CANADA.

APPLY TO

THE SIMCOE CANNING CO.,
SIMCOE, ONT.

It always pays to
BUY THE BEST

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

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

THE CANADA MEAT PACKING CO.,

MONTREAL,
BEEF AND PORK PACKERS,

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

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

WRITE FOR QUOTATIONS.



B. R. Nelles,
GRIMSBY, ONT.

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

JAMS and JELLIES
IN GLASS AND PAILS.
Wholesale Only.



12 Years Experience

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

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

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

Remember the quality of all our goods are guaranteed.

Delhi Fruit and Vegetable Canning Co.,

FACTORIES : Delhi, Ont., and Niagara on the Lake.

MARKETS—Continued.

which, it is well known, was the lightest of late years. The prospect of the canneries filling all their tins this season seem rather gloomy up to date. The Beaver and Richmond canneries report 250 cases altogether. Private advices have been received reporting a good run in Beechy Bay last Saturday. These fish are expected in the Fraser this week. Some dealers are not quoting for Eastern shipment, in fact have withdrawn all quotations, being satisfied with the strength of the market to wait until they see how the fishing is going to turn out on the Fraser River. The Anglo-British Columbia Packing Co. shipped 1,300 cases from the Fraser River to Vancouver on July 11, which is the first Fraser River shipment of the season. The Martha Fisher, chartered to load salmon by R. P. Rithet & Co., arrived from Liverpool July 17. The British bark Glen-garry, 802 tons, Capt. Davidson, now at Rio de Janeiro, has been chartered for salmon to the United Kingdom by Bell-Irving & Paterson for September-October loading.

Continued from page 14.

latter. The raw sugars in stock do not sell freely. Demerara is quoted in barrels at 4c. Barbados at $3\frac{1}{2}$ c., Louisiana at $3\frac{3}{8}$ c. The sugar trade this month has been of smaller volume than for the same month of last year. The shortage in the cherry crop, and the limited proportion of the strawberry crop suitable for canning, have been the chief causes for a slightly lower consumption.

Willet & Gray, New York, in their Statistical say: Total stock in all the principal countries, at latest uneven dates, 1,230,127 tons, against 1,179,697 tons at the same uneven dates last year. Stock in Havana and Matanzas, by cable, 125,000 tons, against 134,000 tons last week. The market is firmer, without change of quotations, in sympathy with the European markets, which have recovered from the recent depression and advanced 3d per cwt. The change is owing to the discovery, through the medium of charters made for steamers to load sugar for the United States, that the American refiners availed of the foreign situation to secure a line of beet sugars at the recent low quotations of 12s 9d and 12s 10½d cost and freight. The present price is 13s 1½d per cwt cost and freight, and it remains to be seen if it will be maintained in the absence of further purchasing for America. Cuba remained passive during the European decline, but will scarcely continue so for long, should the European markets again recede, as is not unlikely. Java sugars for September shipment are offered more freely. There is no news of special interest from cane producing countries. At the close sales of Centrifugals are made at 3 1-16c., and including 80 hhds Muscovados, 89° basis, at 2 11-16c. but as more has been or would be paid privately for a regular parcel, we do not change our quotations for Muscovados. The last two weeks in July and the first two weeks in August are generally counted by refiners

SURPRISE SOAP

Your customers want it!
Why dont you get it for them?
Send in your order!

The St. Croix Soap Mf'g Co.,

Branches:

MONTREAL: 17 St. Nicholas St.

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

St. Stephen, N. B.

as their dull period in the midst of the active season. Trade is therefore falling off a little temporarily, but not sufficient to have any influence on the general situation, and prices will remain steady, until the next advance comes from an increased demand. A novel feature of the week is a small importation of soft refined sugar into this country from Canada. Scotch yellows are arriving in small amounts, but find small sale, as the country buyers are not now in want of such low grade sugars. It is very noticeable that the low current prices of refined lead to a rapid increase in the consumption of the higher grades and to less of the lower grades.

SYRUPS AND MOLASSES.

Few sales of syrups are heard of these days. Prices are pretty much for the buyer to elect. They range from 1½c. upwards.

A very small business is done in molasses. The firmness reported last week from the Islands is undiminished. The quantity of molasses destroyed in the Newfoundland fire was so large as to have a material influence in strengthening prices.

TEAS.

Low grade Japans, from 20c. downward, are not likely to favor the buyer this year. The supply of these grades is said to be not more than half as great as it was last year. The market for Japans retains all the firmness that advices indicated a week ago, and there are no low grades yet in sight. The second crop leaf is now on the market, but under a strong demand, stimulated by scarcity, the price has gone up \$1.50 per picul.

Low grade black teas are scarce, but are not in strong consumptive demand yet. Retailers are not placing orders freely for any class of tea.

MARKET NOTES.

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

A carload of salmon for Davidson & Hay is now some days over due.

The Canada Meat Packing Co. have advanced the price of 1 lb. beef 5c., and 2 lb. 10c.

W. T. Harris, Chatnam, N. B., dealer in general merchandise, offers 200 cases canned lobsters, also dried cod of finest quality.

Advices from Halifax and Nova Scotia markets state that prices there for mackerel have advanced 50 to 75c. per bbl. during the past few days.

Kemble & Co., Indian teas, Calcutta, have opened an office in Toronto, and will work up a Canadian business from there. A. Davidson is their representative.

Geo. Musson & Co. received a cable on Tuesday advising them that the settlements of Japan teas up to that date were 278,000 piculs as against 303,000 piculs up to the same date last year.

In a circular issued by the Chamber of Commerce at Kobi it is stated that small

CANNED
GOODS
—A—
SPECIALTY.
WRITE US.

ESTABLISHED 1866.
STANWAY & BAYLEY.
BROKERS
AND
GENERAL COMMISSION MERCHANTS.
44 FRONT ST. EAST, TORONTO.

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

NOTICE

The British Columbia Fruit Canning and Coffee Co'y, Lt'd.

VANCOUVER, B.C.

Having largely increased their capacity. We advise all dealers to see their price list before placing 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.

Meglaughlin, Marshall & Co.,

Wholesale Provision Merchants,
3 and 4 Corn Exchange,

Manchester,

Also at
Liverpool and Glasgow. England.

Are prepared to receive Consignments of Eggs, Bacon, Hams, etc. Having been established more than 40 years, they are in connection with all the best buyers in the North of England.

THOMPSON & CO.,
GENERAL COMMISSION MERCHANTS

—AND—
BROKERS

For all lines of Canned Goods, Hams, Bacon, Lard, Butter, Cheese, Dried Fruits, Coffee, Sugar, etc.

CORRESPONDENCE INVITED.

P.O. Box 615, WINNIPEG, MAN.

W. A. McCLEAN & CO.,
Pork Packers.

FOR SALE--

Boneless Bacon, Sugar Cured Hams, Spiced Rolls, Bellies, Backs, and Breakfast Bacon, mild cured.

Write for Quotations.

OWEN SOUND, ONT.

We are now receiving California fruit direct from California in car lots.

Our first car arrived on Thursday, 28th inst., and was sold at auction on arrival. We expect another car next week. We are also receiving cars of Tomatoes, Watermelons, Apples, etc., and all kinds of small fruits, and we solicit a share of your trade.

Yours respectfully,

McWilliam & Everist,

25 and 27 Church St.,

TELEPHONE 645. Toronto, Ont.

MELONS--

Two to three cars weekly.

TOMATOES--

Mississippi stock arriving, fine shape.

CALIFORNIA FRUITS--

Apricots, Peaches, Plums, Cherries—fancy packed.

J. Cleghorn & Son,

94 Yonge St., TORONTO.

J. F. YOUNG & CO.

PRODUCE AND COMMISSION MERCHANTS

74 Front St. E., Toronto.

Our business is solely Commission. The only plan which does justice to the Consignor. We handle everything which the Country Storekeeper has to send from home to sell. None of our own goods to sell in preference to yours when the market is good. Nothing between you and best price obtainable except a small commission.

Prompt Sales and Quick Returns.
We Furnish Egg Cases. Try Us.

WILLIAM RYAN,
PORK PACKER

Toronto, Ont.

HAMS, MESS PORK,
BREAKFAST BACON, SHORT CUT,
ROLLS, LARD.

WRITE FOR PRICES.

JAS. PARK & SON,
TORONTO.

New cheese,
Small Two Pound cheese,
Roquefort cheese.

Choicest quality Hams, Bacon, Beef Hams, Dried Beef, &c. Write us for Price List.

Husband Bros. & Co.,

71 Colborne St., Toronto.

LEMONS : 360's Pascatel.....\$4 00
300's " 4 50
Gilt Edge..... 5 00

REFERENCE: Imperial Bank, Yonge and Queen.



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

JOSEPH CARMAN,

Commission and Manufacturer's Agent.
GRAIN SHIPPER.

P.O. Box 1014. Winnipeg, Man.

We are open to receive a few first-class agencies Good connection wholesale and retail. Correspondence invited.

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.

JAS. DICKSON & CO.,

26 WEST MARKET STREET,

Provision and Commission Merchants.

Eggs, Butter, Hams, Lard, Bacon, Cheese, Dried Apples, Finnan Haddies, Dried Cod Fish, bought or sold on commission. Agents for all lines of Canned Corned Beef. Egg Carriers supplied.

Reesor & Rogers,

Produce and Commission Merchants

Solicit consignments of Country Produce from Storekeepers.

71 Colborne St., Toronto.

Telephone 2291.

Baffles Human Conception.



Nature's all-powerful healer is discovered and when imbibed freely radiates the arterial network of the body, absorbs and rushes off all effete, deadly poisonous matter. Also it contains all the sixteen elements of ripe molecular life, builds up every weak part, restores nerve and vital power, is the sunshine of life, the wonderful. So say all that use St. Leon Water. World, Feb. 13th, 1892.

St. Leon Mineral Water Co., Ltd.,
Head Office, 101 1/2 King St. W., Toronto
BRANCH—Tidy's Flower Depot, 164 Yonge St.

McLAREN'S



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

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

purchases have been made owing to the extreme ideas of sellers. The second crop is reported to be poorer than it was last year, but owing to the shortage in the first the price is firm.

Perkins, Ince & Co. are advised by cable that the agreement limiting the supply of Ping Suey tea to 14,000 pkges., is almost certain. An advance is consequently expected. This news has little hearing on the price of Ping Sueys here as a very limited quantity is handled on this market, but the restriction of the supply is apt to make the price of young Hyson teas higher.

Mail advices from Yokohama to June 22, report exports of tea to that date :

	Current season.	1891-2.
	Lbs.	Lbs.
New York and east....	4,367,434	4,320,594
Chicago and west.....	4,584,185	4,146,267
San Francisco.....	202,069	182,841
Canada.....	1,609,665	2,618,825
Europe.....	28,480	67,942

Total.....10,791,833 11,336,829

And upon condition of market as follows :

"There has been a steady demand, settlements since last circular reaching 24,300 piculs. Low grades are being chiefly dealt in. Second crop leaf is arriving, but quality is rather disappointing, owing, no doubt, to continued wet weather."

The London Grocers' Gazette, July 9, says :—The event of the week has of course been the arrival of the Moyune. Of her cargo about a fourth is, we hear, for immediate transshipment and will not come on the London market at all. Judging by the paucity of fine parcels in the ship. Russian buyers in Hankow must have operated with much more than usual freedom and left the London trade practically only common to medium teas to deal with. At any rate opening prices seem to confirm this, as with the exception of one deal at 2s per lb, there has as yet been no fine tea sold.

Mr. Lawrence Kirk has just returned from the Skeena, and says that he thought a good deal of the "fisheries," or canneries, and regretted that their market was not greater. When he was up at the Skeena all the canners were observing the half-pack arrangement, and were very conservative in their choice of fish. The Inverness had some 4,500 cases packed; the Alert Bay Co., 500; the Aberdeen, 2,300, and the Balmoral a like number. Mr. Cunningham had about 6,000 Spring fish on his wharf ready for packing. Fifteen thousand each is the usual pack, but they have limited themselves mutually, this season, to 11,500, and there will be no difficulty in getting that together. There was a good deal of talk up there as to the Fishery Commission, and there is a kick as to the increase in the cost of a licence. They don't much mind the offal-disposal arrangement, although they think it unnecessary there, but canners do think that they might expect more from the Government than they are re-

ceiving. It costs them from \$4,000 to \$5,000 a year for nets, and they find this is mainly attributable to the 'snags,' which ruin the nets.—Vancouver News-Advertiser.

PETROLEUM.

Not much business is being done by the refiners or dealers, prices rule easy and are unchanged in quotation.

The Petrolia Advertiser reports :—Petrolia crude \$1.26¾ per barrel; Oil Springs crude \$1.27½ per barrel. The price of crude oil remains about the same as last week and is dull and nominal. We must remember however that old time is slipping along apace, and manufacturers will soon be running their plants full blast, so as to be prepared for the fall trade demand. There is a disposition on the part of heavy holders of crude to ask higher prices for their commodity, but the light demand is a draw-back at present to any improvement in values. The refined oil market is very steady and moderately active for the season of the year, so far as the higher grades or refined oils are concerned, which are quoted at about 18c.

BUTTER AND CHEESE.

The price of butter has improved somewhat this week. Good dairy tub butter is worth from 14 to 16c., but it must be prime if it brings the latter price. Round lots of choice store packed butter change hands at 14c., but 15c. is now and then got by holding out, if the butter is of really fine quality. There is a considerable amount of buying for shipping. Rumors of some big transactions in creamery tub by local holders are afloat on the street, and it is said that it is claimed by one firm that they sold a lot at from 19 to 21c., but this is not supported by any other evidence than that of rumor. The butter market is at all events in a very satisfactory state. Now is a very good time for both sides of the market to do business, for sellers have the opportunity of getting good prices and buyers can get good butter.

The jobbing cheese market here is steady and is not affected materially by outside influences. The prices are 9½ to 10c. for No. 1, and 9c. for No. 2.

COUNTRY PRODUCE.

BEANS—Are dull and neglected. There has been some improvement in the condition of the market owing to shipments made by some Chatham growers to the Spanish West Indies. The price here is \$1 to \$1.20, according to quality and the size of the lot.

DRIED AND EVAPORATED APPLES—While there has been no change in the price, the views of holders appear to have some strength in the prospective shortage in the apple crop. Prices continue at 3½c. upwards for dried, and 6c. upwards for evaporated.

EGGS—The supply and the demand now match each other very well. There is little stock carried long, and there is no delay between receipts. The price is steady at 10½c.

HONER—The price is low and so is the tone of business. Extracted is 5 to 7c., and sections are 14c.

HOPS—Holders on this market still quote 21 to 24c., but business is dull. There was quite a large sale made this week at 23c. Hops of the 1890 crop are 16 to 18c.

PROVISIONS.

Smoked meats are in demand, but distribution is for the most part in small lots. For long clear there is also some demand. Prices remain at last week's quotations.

(Continued on page 20.)

FLOUR AND FEED.

TORONTO.

The record of deals closed and shipments made is not a large one in flour this week, but the activity of the buying side was shown in numerous offers for future shipment. Between buyers and sellers there is a difference of about 10c. on the average, and this is seldom overcome or compromised so as to bring about business on spot. Feed is still easy, hay is weakening, oats are unchanged.

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

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

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

FEED—Bran is \$11 to \$11.50, shorts \$12 \$13, mixed feed \$22, feeding corn 50 to 52, oats 33c.

HAY—Is fairly active at \$10 to \$10.50 for No. 1 timothy and \$9 for mixed.

STRAW—Is steady at \$6.50 to \$7.

MONTREAL.

The flour market continues quiet, trade being confined to local requirements. Values unchanged. We quote: Winter patent, \$4.80 to \$4.90; spring patent, \$4.85 to \$4.95; straight roller, \$4.20 to \$4.40; extra, \$3.80 to \$3.95; superfine, \$3.25 to \$3.50; city strong bakers' \$4.60 to 0.00; strong bakers, \$4.45 to \$4.65.

Oatmeal remains about steady, with only a fair local trade doing. We quote: Granulated, bbls \$3.99 to \$4; rolled winter \$3.80 to \$3.90; Standard \$3.75 to \$3.85.

Bran and shorts are meeting with fair local demand at quotations. Mouille is quiet. Bran, \$13 to \$14; shorts, \$15 to \$16; mouille \$20 to \$22.

ST. JOHN, N.B.

There is a fair demand for all grades of flour though prices are slightly easier and some say still lower prices may be looked for, as crop prospects are excellent. Quotations given are Manitoba \$5.50 to \$5.60; Ontario high grade \$4.70 to \$4.80; Medium patents \$4.40 to \$4.60.

OATMEAL—Is in good demand though prices hold firm, standard is quoted \$4.10 to \$4.20; Roller sells more readily at same prices.

CORN MEAL—Very little moving, prices are firm, and probably will hold steady at present figures \$2.80 to \$2.90.

LOBSTERS,

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

**COWAN'S
COCOAS AND
CHOCOLATES**

Are Standard, and sold by
all grocers.

**The McKay
Milling Co., Ltd.
OTTAWA.**

MANUFACTURERS OF—

—HIGH GRADE

Patents,
Strong Bakers,
and
Family
FLOURS.
OATMEAL.

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

We make the Celebrated

K-Y-

ROLLED OATS.

GROCCERS

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

Yours respectfully,

**JACKSON BROS.,
GALT.**

A. HAAZ & CO.,

Bonded Manufacturers of

Honey Dew, White Wine, Malt and Cider

VINEGARS.

74 Bagot Street, - Kingston, Ont.

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

**EMBRO
OATMEAL
MILLS.**

D. R. ROSS, - EMBRO, ONT

A CHOICE QUALITY OF

Roller, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

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

R. M. PINCOMBE.

STRATHROY OATMEAL AND CORNMEAL MILLS.

Pincombe & Sutherland,

STRATHROY, ONTARIO.

Manufacture by the latest improved process

The Celebrated White Eagle Brand of Rolled Oatmeal,

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

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

REINHARDT & CO.,

**SALVADOR LAGER
IS THE VERY BEST.
TORONTO.**

WALTER THOMSON

MITCHELL, ONT.

GENERAL GRAIN DEALER.

Manufacturer of all kinds of

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

Quotations by Wire or Letter.

BRANDON ROLLER MILLS,

Brandon, Man.

—MANUFACTURERS OF—

Hungarian, Patent, Strong Bakers

-- FLOUR --

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

Dealers in all kinds of grain and feed.

ALEXANDER, KELLY & CO'Y,

PROPRIETORS.

N. WENGER & BROS.,

AYTON, ONT.

-- MILLERS --

(Hungarian Process)

BRANDS:

KLEBER, MAY BLOSSOM.

AGENTS:

J. L. SMITH & SON, - Montreal.

EPHRAIM ERB, - Halifax.



MARKETS.—Continued

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

HAMS—Are steady at 11c.

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

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

DRESSED MEATS—Beef is 3¾ to 4½c. in fore and 7½ to 9c. in hindquarters, mutton is 7 to 7½c. Lamb 9 to 10½c., mutton 7 to 8c., veal 7 to 8c.

VEGETABLES.

Old potatoes are nominal and virtually unsalable, the supply of new swamping the market for old. New are \$1.50 to \$1.75 per barrel.—Onions are dull and slow of sale, from \$1.75 to \$2.25 per crate.—Watermelons are 25 to 35c. Muskmelons \$2.75 to \$3.25 per case.—Tomatoes, United States in boxes, are 60 to 70c.; Canadian are \$1.25 per basket.—Celery is \$1 to \$1.25 per case.

HIDES, SKINS, WOOL, TALLOW.

HIDES—The price is steady at 4½c. for No. 1 cows', and 5c. for cured.

SKINS—Pelts are 30c., lambskins 40c., calfskins 5 to 7c.

WOOL—New fleeces are plentiful at 17c., clothing wool is 20c. For pulled the prices continue at 22c. for super and 25 to 26c. for extra super.

TALLOW—Rough is dull at 2c., rendered at 5 to 5½c.

GREEN FRUIT.

Oranges are very scarce. Mediterranean Sweets are about done, and quote rather nominally at \$5.50 to \$6. Rodis are in and afford the bulk of the supply. The price is \$4 to \$4.25 in 100's and \$6.25 to \$6.75 in 160's. Messina lemons are \$6.50. Maoris are \$6.50. Bananas are in good demand at \$1.25 to \$1.75. New Canadian apples are in and selling at \$3.50 per barrel. Raspberries are 8c., red currants 75 to 90c., black currants, \$1.25. Cherries are remarkably scarce and

are very firmly held at \$1.25 and upwards. Nobody has any stock for more than an hour at a time, and only a few baskets at that. Gooseberries are 75c. to \$1. California pears are \$4 to \$4.25. Apricots are done. Plums are \$3.50 to \$3.75, peaches \$2.25 to \$2.50.

FISH.

The fish business is not very lively just now. Orders are not numerous, and are usually easily satisfied as to quantity. Salmon trout and whitefish are 6½c., lake herring are \$1.50 to \$1.75 per hundred (by count), and salmon are 14c.

SALT.

Trade is on the quiet side. Prices are steady and unchanged at quotations in Prices Current.

MONTREAL MARKETS.

MONTREAL, July 28, 1892.

GROCERIES.

The tone of the grocery market is pretty much the same as it was last week. Orders that are being taken are fair and travellers report that future business is sure to be good as the crop prospect is fine. The wholesale trade report steadier prices and not so much cutting in the heavies. Payments are very good and on the whole the outlook is very promising for the future.

SUGAR.

There is still a fair trade being done in sugar. The refiners report quite a few jobbing sales at former prices. It is said that the trade are pretty well stocked at cut prices but the feeling on the whole is a shade firmer than formerly. The wholesale trade seem to be selling at steadier prices. The retail trade are now doing a good trade in the above line now that the preserving season is in full operation.

SYRUPS.

Syrups are dull, and what trade that is being done is at a very low figure. In molasses the business shows a little better feeling, but prices are so low that a profit is out of the question.

TEAS.

The tea market is still active and quiet, a few lots have changed hands during the week. Japan stock in first hands here are being firmly held and will remain so until the sailing ships arrive in the early part of September.

COFFEE.

Coffee is about the same as noted in our last weeks report, and under the light stocks dealers are talking very firm. We have to report the sale of a few lots of Rios at 18 to 20c. We quote:—Rios 18 to 20c.; Java, 23 to 25c.; Mocha, 24 to 25c.; Jamaica, 19 to 21c.; and Maracaibo, 22½ to 23c, Santos, 17½ to 19c.

RICE.

The demand for rice continues steady, and several car lots have been closed out during the week. There is no change in values since our last. We quote standard \$4 to \$4.10, Japan \$4.50 to \$5, Patnas \$4.50 to

\$5, and Carolinas \$7 to \$8 per hundred pounds.

SPICES.

Spices are unchanged and the business noted last week is about all there is to note. The trade that is being done is only of a jobbing nature.

NUTS.

A quiet trade is all there is to say regarding nuts. Prices are the same. We quote: Almonds Tarragona 14 to 15c.; almonds, Ivica, 14 to 15c.; almonds, common, 10 to 11c.; almonds, hard-shell, 7 to 8c.; walnuts, Grenoble, new 12 to 14c.; walnuts, French 10 to 10½c.; cocoanuts per 100 \$3.75 to \$4.00; filberts 9 to 10c. pecans 16 to 17c.; peanuts 7 to 10c.

DRIED FRUITS.

The firmness of last week is still maintained, and with the light stock on spot dealers are inclined to talk on the firm side. Prime fruit is selling at 4½ to 5c. The same remarks apply to currants. We quote 4¼c. for barrels, 4½c. for half barrels and 4¾c. for cases.

GREEN FRUIT.

There is a fair trade doing all round in green fruit. Bananas are firm and are now selling at \$1.50 to \$2. The steamer American that was expected here yesterday will not be in till Friday. She has 12,000 barrels on board.

APPLES.

Apples both in barreled and dried stock are quiet and the business doing is only a small one. We quote regular \$5.50 to \$6 per barrel, evaporated 6 to 6½c., dried 4 to 4½c. per lb., and evaporated peaches 12 to 13c. per tin.

HOPS.

Hops are still firm. Sales of a few lots have been made on a basis of 27½c.

HONEY.

Honey remains as heretofore and prices are unchanged. We quote strained at 7 to 8½c. and comb 8½ to 10c. per lb.

FISH.

The receipts of fresh salmon are very small and prices are firmly held, a few sales being made at 12 to 14c. In pickled fish a few small lots of dry cod have been placed at \$4.75 to \$5. We also hear of sales being made at a lower figure. Smoked Yarmouth bloaters, per 60 box, \$1.00 to \$1.10; St. John's bloaters, per 100 box, 80c. to \$1.00; boneless cod, large boxes, 6 to 7c.; do. small boxes 7 to 8c.; finnan haddies 7 to 8c.

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

EGGS.

There is no change in the position of the egg market stocks are being pretty well priced up by local and export demand. Prices are still quoted at 11c. in a jobbing way.

PROVISIONS.

The local pork market is firm in sympathy with the western markets. The demand continues very fair. Some enquiry is reported for lard and a good local enquiry is reported for smoked meats. We quote Canadian short cut, per bbl. \$16.75 to \$17.40; mess pork, western, per bbl. \$16.00 to \$16.50; short cut, western, per bbl. \$00.00 to \$00.00; hams, city cured, per lb. 11c. to 11½c.;



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

EVERY CAN WARRANTED.

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

AGENTS, Stanway & Bayley, Toronto.
Agents for Ontario

" W. S. Goodhugh & Co., Montreal.

" Tees & Persso, Winnipeg.

DAVIDSON & HAY
 Wholesale Grocers,
 36 Yonge Street,
TORONTO.

NEW CANNED LOBSTERS.
 The "Royal" brand in tall and flat tins. These goods were expressly packed for the finest trade and have no Superior.
 No first class retailers stock complete without these goods.
Sloan & Crowther
 WHOLESALE GROCERS,
 19 Front St. E., Toronto.

FANCY CHEESE
 Roquefort, Gorgonzola, Limberger, Swiss, Edam, Pine Apple, Parmesan, Cream, etc.
MacLaren's Imperial
 IN GLASS JARS.
LARGE, MEDIUM, SMALL.
 For the Home, the Traveller, and Picnic Parties, this cheese is unrivalled.
 Canadian Agents,
WRIGHT & COPP,
 40 Wellington St. East, TORONTO.

ESTABLISHED 1851.
 We offer to the Trade :
2,500 Cases TOMATOES,
 "De Salaberry" brand, equal to any in the Market, at 90c. per doz.
 Ordinary Terms.
N. QUINTAL & FILS,
 WHOLESALE GROCERS,
 274 St. Paul Street, Montreal.
 WRITE FOR OTHER PRICES.

CURRANTS
 We offer as a leading line, at slight advance, consignment of very choice case currants bought at less than original cost.
WARREN BROS. & BOOMER,
 35 and 37 Front St. East,
TORONTO, - ONT.

JUST ARRIVED
 NEW SEASON'S
JAPAN TEA.
 Our Celebrated Fan Chop,
 Ex. Empress of India.
EDWARD
ADAMS & CO,
LONDON, ONT.

BALFOUR & CO.,
 IMPORTERS OF TEAS
 —AND—
WHOLESALE GROCERS,
HAMILTON.
 WESTERN ONTARIO AGENTS FOR THE
Irish Mustard.

First Arrivals
 New Season's
JAPAN TEAS
 NOW IN STORE.
 Write us for samples before purchasing elsewhere.
SMITH & KEIGHLEY
 Wholesale Grocers,
9 Front St. E., Toronto

Thos. KINNEAR & Co
 Wholesale Grocers,
TORONTO.
—: JAPAN TEAS :-
 We are offering special values to retail at 25c., 35c., 40c.
 Drop a postal card for samples.
49 Front Street East,

J. W. LANG & CO.,
 WHOLESALE GROCERS,
 JUST ARRIVED :
New Lobsters
 CELEBRATED STERLING BRAND,
 also full lines of Canned and Potted Meats, Soups, &c.
 59, 61, 63 FRONT STREET EAST,
 Cor. Church St.
TORONTO.

New Season's
Moning Congou
IN STORE.
PERKINS, INCE & Co.,
 41-43 Front St. East,
TORONTO.

J. F. EBY. HUGH BLAIN.
PICKLING SPICES
 The season for Pickling is approaching. Have you bought your supply? We carry a great variety of the best PICKLING SPICES in stock. Write us or ask our salesmen for some.
EBY, BLAIN & CO.,
 WHOLESALE GROCERS,
TORONTO, ONT.

MONTREAL Markets continued

lard, Canadian, in pails $8\frac{1}{4}$ to $8\frac{1}{2}$ c; bacon, per lb. $9\frac{1}{2}$ to $10\frac{3}{4}$ c; lard, com. refined, per lb. 7 to $7\frac{1}{4}$ c.

BUTTER AND CHEESE.

Butter rules about the same. Creamery is held firm, and where stock can be had it is readily taken at 20c.; but holders won't move, as the majority of holdings cost that and over in the country. Fine Western dairy also finds buyers at $15\frac{1}{2}$ c. to 18c.; in fact, the market, as a whole, is steady. Creamery, $19\frac{1}{2}$ to $20\frac{1}{2}$ c.; Townships dairy, 15 to 17c.; Western dairy, 15 to 16c.

Cheese retains all the firmness recently. We quote: Finest colored, 9 to $9\frac{3}{4}$ c.; finest white, 9 to $9\frac{1}{4}$ c.; under grades, $8\frac{3}{8}$ to $8\frac{3}{4}$ c.; cable, 44s. 6d.

GRAIN.

Grain has been quiet during the week, peas and oats being the only lines that were active to any great extent. We quote: No. 2 hard Manitoba 85c.; No. 3 hard Manitoba 74c.; peas, per 66 lbs. afloat 77 to 78c.; oats, per 34 lbs. 35 to $35\frac{1}{2}$ c.; corn, duty paid 65c.; barley, feed 35 to 40c.

DRY GOODS.

The fair weather we have been having lately seems to have the desired effect on dry goods. It is reported that stocks in the country are light and the dealers are taking hold more freely. Payments are also on the improvement

ST. JOHN, N. B., MARKETS.

ST. JOHN, N.B., July 28, 1892.

GROCERIES.

A slight improvement is noticed in the grocery trade. Goods are moving more freely and collections are easier.

FISH—The market is entirely bare of large cod, and choice medium cod also are scarce, while small are dull of sale, the trade being well supplied. Bay herring are the only kind obtainable. The fish are small but well cured. Prices are about \$1.75 per barrel, while barrels are scarce. Smoked herring sell slowly. Prices are very low, 8 to 9c.

It is a well recognized fact that no business establishment is complete without some cash carrier system. Attention is called to the Whiting Cash and Parcel Carrier. It seems in it impossible for anything to get out of order, as there are no cords or springs. Merchants throughout the country, who give it a trial, may satisfy themselves of its merits. feeling satisfied that where once introduced it would never be parted with.

SARNIA, Ont., June 8, 1892.

H. E. WHITING, Esq., London:

DEAR SIR,—I have been using your Cash Carriers for a long time, and must say they fill the bill in every particular, especially as to their keeping in order. It seems to me that they could hardly be improved on.

I remain, yours truly,

(Signed) JOHN LEYS,

Late Leys & Morrison.

This carrier has been in use two years and six months. ad

THE ADVERTISER AND THE DRUMMER.

Trade is the object of the business man. What he has to sell must be sold. To secure the necessary custom or patronage he uses every means available to acquaint the public with his stock and his prices. He employs men to travel. They circulate, like the contents of a mail pouch, here, there and everywhere. The sample trunk and the drummer are the greatest tourists of the nation. They are practically ubiquitous. Every hamlet enjoys their visits. They have the gift of living high and talking business, and in response to their persuasive powers the steamboat and freight train are distributing merchandise from one end of the country to the other. The secret of success is due as largely to the vanity of the purchaser as it is to the musical vocalization of the drummer. Men in business, as a rule, appreciate the honor of a personal interview. The distinction tickles the average man. It has of course to be paid for, but the expense is but a bagatelle in comparison with the pleasure. This secret, acknowledged as it must be, the drummer, aside from his personal and representative influence, is but a perigrinating advertisement or a commercial phonograph. His availability, as his eloquence and cigars, is of course limited. He cannot spread himself beyond his jurisdiction or his mileage ticket. The vacancy has to be filled by the printer. In this sense the trade paper out-travels the traveller, and advertising goes ahead of the drummer. By this means a manufacturer in New York can place his shingle on the desk of a California trader, and a man making gimlets in New Jersey can bore his way into a hardware store in Manitoba. It is impossible to limit the travelling powers of an advertisement. It has the mail bags of the world at its service, and needs but a post-office stamp for a free pass to the uttermost parts of the earth. From this scattering of commercial seed the sower reaps his crop. It may be found, perhaps, in an adjoining State; it may make a transatlantic voyage, or fetch an order from the antipodes.

A consensus of international trade, based on advertising, would be a revelation both in volume and area. In home business it is already an axiom in trade that the judicious advertiser is commercially wise and eventually successful. Everybody knows this, excepting of course the residue, who are innocent of knowing anything. This is eminently a reading age. The public mind is inquisitive. Men, according to their mental bias or their peculiar line of business are continually on the lookout for the particular apple they are searching for; as a rule they find it. It may be in an improved machine, a cheaper market, or a customer for

their goods. Aside from the information an advertisement supplies, we have the equally pertinent fact that the house or firm that does not advertise its goods, loses just so much of public confidence. It is true that an advertisement is not a certificate of good character, nor in every case the affidavit of a fact, but in public opinion it is accepted as a voucher for respectability. It indicates a certain status of responsibility and enterprise, which are as necessary in business as a clean collar is in society. With these facts as self-evident as the hump on the spine of a dromedary, it is somewhat of a conundrum that men of business are by no means scarce who are as chary of an advertisement as they might be of an impostor. For all that the fact remains that the advertising of the nineteenth century is the great drummer of its trade, and the man who in the most judicious manner secures its services is the man who will find that in proportion to the seed he sowed is the crop he reaps.—Age of Steel.

SOMETIMES A NUISANCE.

"I want an itemized bill!"

Merchants, you have all heard that request, and a good many of you with a wrath you may not have cared to manifest, and some of you with a wrath you have taken no pains to conceal. Why?

"The needless trouble it causes," says one. "The reflection there is in the request against my honesty," says another. "The chance it gives kickers to kick on items of goods ordered, but which the customer has forgotten," says a third.

Well, friend, are these good reasons? Of course, the case pre-supposes you are doing a credit business, and if you are, an itemized bill, though a nuisance, is the tribute you are compelled to pay to that reprehensible system. Troublesome? Most assuredly there is some trouble in preparing an itemized bill, but that largely could be avoided if you did not conduct your business carelessly. A well managed business, if it is a credit business, has a good set of books. By that we mean well-kept books, and if the merchant has carefully journalized his business and keeps posted up, it is not such a tremendous job to render an itemized bill. There are two or three helps of which he may legitimately avail himself in this matter: 1. Render itemized bills the first of each month, never letting any account run longer than that without billing in itemized form. 2. Have printed on his bills, "Preserve this bill; itemized bills never duplicated." 3. Avoid bills altogether; adopt the pass-book or mercantile coupons. In fact, the last method pretty effectually removes any necessity for itemizing any bills at all.

But whatever the merchant may do, he has not the least right in the world to object or even to hesitate, to give one fully itemized statement of account to any customer who requests it, nuisance though the request may be.—Northwest Trade.

HALIFAX SUGAR REFINERY, (LTD.)

“WOODSIDE”
BRAND.

PURE CANE SUGAR. NO BEET. NO CHEMICALS.

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

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

PUT
TEXAS BALSAM
IN STOCK

The Great Healer for all kinds of wounds on Horses and Cattle. \$3.00 worth only costs you \$1.50. Express prepaid. Cash with order.

C. F. SEGSWORTH,
6 Wellington St. East,
Toronto.

Sample 25c. postpaid.

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

All live dealers have them.

Be sure you have fresh stock

F. W. FEARMAN,
HAMILTON, ONT.

YOUR STOCK

Is not complete

without a full line of

Munn's
Boneless
Codfish.

There is no nicer or choicer material packed anywhere.

Be sure and send your orders for this ECONOMIC and CONVENIENT article of food.

Packed in 3 lb. bricks.

Assorted Boxes 5 lb., 10 lb., 20 lb. and 40 lbs.

We have also on hand

Thick Codfish Steak,
packed in 100 lb. Boxes.

BUY THE BEST.

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

THE FINEST
IN THE LAND.



EVERY CHOCOLATE IS STAMPED

G. B.

GANONG BROS., Ltd.

ST. STEPHEN, N.B.

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

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

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

E. BROWN & SON'S

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

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

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

EARLY CLOSING.

Retail dealers who keep their stores open from an early hour in the morning until a late hour at night seem to us to make a great mistake. Not only do they overwork themselves and become the slaves of their customers, but they also overwork their employees, with the result that they gradually lose all interest in the business and are ever on the lookout for more desirable situations. Retail dealers complain that they cannot get satisfactory young men as clerks; and considering the number of hours that clerks in small retail stores are expected to work, we are not surprised at the aversion of bright young men to become counter jumpers. They see that young men in other paths of life work only eight, nine or ten hours a day, and they naturally ask themselves why they should work twelve or fourteen hours a day. If they were paid by the hour the case would be different, but they are not. They are paid by the week or month; and considering the number of hours they work, their wages are by no means equal to those of many other men who are not one whit more skilled or intelligent and who only work eight hours a day.

Retail dealers claim that they would lose business if they closed their stores earlier, but we do not believe that they would. The public are in sympathy with the early closing movement, and would willingly make their purchases earlier in the day if they knew that by doing so they were enabling the storekeepers and their assistants to quit work at a reasonable hour. However, it is not a question of sentiment. All that the retail dealers have to do is to decide to close at a certain hour, to notify their customer accordingly and to carry out their intention unswervingly. A few customers may be inconvenienced by such early closing, but they will readily adapt themselves to the change. Small retail dealers have been the slaves of the public too long, and surely it is high time that they should demand for themselves and their employees that consideration to which the poorest workingman in America is entitled.

The main obstacle to early closing is the lack of organization in the various branches of retail trade. For example, a retail grocer in a crowded district fears that he will lose business unless he keeps open as long as his competitor on the opposite side of the street; and as this competitor is precisely of the same opinion in regard to his own business, the result is that both stores are kept open until long after the ordinary business hours, and are not closed until the streets are almost deserted. Senseless competition of this kind would be impossible if these grocers belonged to an organization. And even if the majority of retail dealers in the various branches of trade would only form organizations and decide to close early, the minority would soon

be compelled by the force of public opinion to follow their example. In many of our greatest stores the practice of early closing has already been adopted, and we have yet to learn that the proprietors have suffered any pecuniary loss thereby. Moreover, within the past few years the world has become impressed with the conviction that eight hours' work is enough for a man, and the sooner small retail dealers think likewise and act accordingly the better it will be for themselves, their families and their employees.—National Provisioner.

VALUE OF A GOOD BOOKKEEPER

One reason why many men fail in business is because they do not employ the means which are really at their disposal to avoid failure. Should a man attempt to walk along the street or on the country road with his eyes shut, it would be very strange if, sooner or later, he did not stumble or fall. Why? Not because he is weak or unable to walk, but simply because he does not use the means which nature has provided for avoiding accidents. The man who attempts to get along in business without the eyes which the experience of the world has proved are absolutely essential to success, may be declared to merit failure. Modern business is essentially of large operations; but large operations, involving many details, cannot be comprehended by the faculties unaided. There must be records and comparisons, and nothing but adequate accounting can bring this about. A business man using the accountant's work intelligently occupies a position comparable to that of the mariner consulting chart and compass. Conversely the accountant who properly assists the business man is like the maker of the chart by which the mariner sails. Even a small error in the chart will bring disaster. If mariners endangered the property entrusted them by attempting to sail without chart or compass, not only would the Government interfere, but the whole intelligence of the world would rise up and cry out against such foolhardiness. But there are thousands of business men jeopardizing the property of others, as well as their own inheritances in ventures because they do not use the chart and compass that is the safeguard and security of a business career, and yet no one cries out in warning. All sympathise with the unsuccessful business man when the inevitable disaster overtakes him, but no one points out that it was largely his own fault that he failed.—Office.

If you want any
LEMONS
Write us for quotations.
DAWSON & CO.,
Fruit, Produce, and Commission Merchants,
32 WEST MARKET ST.,
TORONTO.

BUY THE BEST.
SEELY'S

Celebrated
Flavoring
Extracts.

VANILLA, LEMON,
and Assorted Flavors.

Standard Goods of America (established in 1862). Once tried, always used.

Seely Manufacturing Co.

Detroit, Mich. - Windsor, Ont.

Summer Trips.

GRAND TRUNK RAILWAY.

The Popular Route for Tourists and Sportsmen.

When planning your annual tour remember that this company controls over 4,100 miles of railway equipped in the most approved modern style, passing through a magnificent country noted for its unsurpassed facilities for sport.

A Few of the Principal Resorts.

- PORTLAND, Me.—For deep sea fishing.
- ANDROSCOGGIN LAKES (via Bryant's Pond or Bethel)—Excellent trout fishing and game large and small, of every description.
- THE WHITE MOUNTAINS (via Gorham, N. H.)—For trout and varieties of game.
- THE SALMON RESORTS of Quebec, New Brunswick and Nova Scotia, reached via Quebec.
- LAKE ST. JOHN REGION, via Quebec—For quananiche, trout, caribou, bear, moose, beaver, otter etc.
- THE RIVER ST. LAWRENCE, in the neighborhood of the line for 400 miles—For muscalonge, pike, bass, whitefish, pickerel, perch.
- THE THOUSAND ISLANDS, via Gananoque or Kingston—For pickerel, black bass, muscalonge, pike.
- MUSKOKA LAKES—The best place on the continent for fishing, shooting and camping. All varieties of fish and game.
- PARRY SOUND AND GEORGIAN BAY, reached via Penetang, Midland, Collingwood, etc., for black bass, pickerel, deer, partridge, bear, otter, etc.
- LAKES ONTARIO, ERIE, HURON AND MICHIGAN via stations at all principal ports.
- LAKE SUPERIOR, via Collingwood, Warton, Sarnia in connection with steamship lines. For through fares, tickets and further information apply to the Company's Ticket Agents. 7

THE E. B. EDDY CO'S

X. X. X. Waverly,

Duplex, Electric, Globe,

and other



WASHBOARDS



Are the Very Best.

It pays to handle them!

It pays to use them!

MONTREAL BRANCH: 318 St. James St.

TORONTO BRANCH: 29 Front St.

Mammoth Works at Hull, Canada.

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SALES MADE OR PENDING.

George Ritchie, grocer, New Westminster, B.C., has sold out to Greene & Blackie.

Kelsall & Cotton, fish dealers, Nanaimo, B.C., have sold out to Forrester & Scott.

Richard Tees, general merchant, Moosomin, N.W.T., has sold out to Newton & Co.

The stock, plant, etc., of the Gurd Brandon Woodenware Co., Toronto, is advertised for sale by tender.

W. & P. Dickson, general merchants, Alexander, Man., have sold out their hardware stock to James Foreman.

Stock and plant in the estate of F. J. Brown, grocer and baker, Barrie, Ont., is advertised for sale by tender.

W. A. McLeod, dealer in groceries and dry goods, Rat Portage, Ont., has sold out his dry goods to R. W. Ferrier.

FIRES.

D. Gillespie, grocer and dealer in boots and shoes, Stayner, Ont., is burnt out.

John Petrie, general merchant, Stayner, Ont., is burnt out.

CHANGES IN STYLE OR COMPOSITION OF FIRM.

Wm. Dulmage & Son, grocers, Toronto, have dissolved, W. Dulmage sr. continuing.

Ferguson & Nolan, grocers, Calgary, Alberta, have dissolved, J. A. Nolan continuing.

Blaikie Bros., general merchants, Acadia Mines, N.S., have dissolved.

Mathers & Milligan, produce and commission merchants, New Westminster, B.C., have dissolved.

Percy & Renouf, grocers, Victoria, B. C., have been succeeded by Hall & Renouf.

REMOVALS AND DEATHS.

W. R. Brown, of Brown Bros., grocers, Victoria, B.C., is dead.

REGISTERED IN WIFE'S NAME.

Joseph D. Scott, general merchant, Elmsdale, N.S., has registered consent for his wife Harriet G. Scott, to do business in her own name.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

H. Maloney & Co., general merchants, Penetanguishene, Ont., have assigned in trust to Campbell & May, Toronto.

Jean Leroux, general merchant, Cedars, Que., has assigned.

J. A. Metayer, tobacco dealer, Montreal, has assigned.

F. M. Murray, dealer in confectionery and teas, Halifax, has assigned.

Mrs. M. L. Kitchen, general merchant, River John, N.S., is offering to compromise.

Leslie, Leslie & Co., lobster packers, Spry Bay, Cow Bay and Lungan, N.S. have assigned.

H. B. Ingraham, general merchant, Woodstock, N.B., is offering to compromise.

Hill & Northgate, general merchants, Northfield, B.C., have had a meeting of their creditors.

NOTES ON PRODUCE AND FINANCE.

The Chinese Consular reports all tell the same tale of losses by Chinese tea growers, and of their inability to compete with Indian and Ceylon planters. Mr. Westall, in a review of the Foo-chow tea trade, says:—In consequence of orders from Peking, recommendations were posted in the various tea countries by the local authorities to improve the quality of the teas this season, as a means towards the resuscitation of the trade. Some of the tea men in the Peking, Paklum, and Pan-yong did their best to further this end, and to a certain extent succeeded; but, on the other hand, judging by results, no other conclusion could be arrived at than that those making teas in all other districts had disregarded the recommendation. The former were buoyed up with hope at the opening of the market, when they obtained for a few of their best chops prices 20 per cent. higher than the highest price paid last season, that they were going to make their fortunes, and congratulated themselves on having followed the guidance of the Mandarins. Their satisfaction was, however, short-lived, as the demand for fine tea—at any rate, high-priced fine tea—fell away, and as they persistently refused through the season to meet buyers in the matter of price, they were left at the close of the year with the bulk of these teas on hand. There were exceptions to this rule, but, as far as foreigners were concerned, whether they bought of these men at the high price or of others who submitted to a reduction, they lost money on their ventures. The prices paid for medium teas at the opening of the market, although no higher than last year, were thought by many to be high considering the low values ruling in the London market, and the telegraphed sales towards the end of July proved that they were so; indeed, the losses made on shipments up to that time were, on the average, heavy. Then as a natural consequence, prices declined and remained low, though not low enough, as it turned out, for the well-being of those who shipped, as the forced sales of the increased supply of Ceylon and Indian teas in Mincing Lane further depressed prices in that market, and if losses were comparatively light on these autumn shipments, there were, none the less, on the balance, losses. As regards common tea, it was scarcely to be expected that it would touch a very low point here after the "boom" which took place through speculation in London in January last; nevertheless, what is known as "Type" standard was bought in August to lay down at 5'3-4d. per lb. at which price it remained until the middle of October, when it rose to six-pence, on account of scarcity. Such of these teas as have

already been sold have not brought back the money paid for them, as far as is known at present; therefore the season has not been a profitable one for shippers. As, however, there are still five months wherein to realise the season's export, now virtually complete, it may be, considering the exceptionally favorable statistical position of China tea in London, that the result of the year's trading will not turn out to be so unfortunate as was at one time expected. To the natives the season has again been one of severe losses. The little profit made on common tea went no way to make good a tithe of the money they lost on the better kinds. Those of them who have been engaged in the particular branch of the trade of making tea and bringing it down to their market appear never to have heard of the competition of Indian and Ceylon, or, if they have, cannot bring themselves to believe that tea can be produced in any country other than their own.—Home and Colonial Mail.

FOR SALE.

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

SITUATIONS VACANT.

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

BUSINESS CHANCES.

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

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

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

FREE!

SEND FOR ELEGANT

Tutti Frutti

Hanger Signs for your Window.

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

ADAMS & SON'S CO.,

11 and 13 Jarvis St., Toronto.

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.

London Stoneware Pottery Works.

OUR NEW Fruit and Preserve Jar

(PATENTED JULY, 1891.)

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

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

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



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

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

Illustrated Catalogue and Prices
Furnished on Application.

GLASS BROS. & CO.,

LONDON, ONT.

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, July 25, 1892.

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

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

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

BAKING POWDER.

Cleveland's Superior Baking Powder in tin cans, per dozen net.	
10 cent tins	1 00
1/4 lb.	1 50
5 oz.	2 20
1/2 lb.	2 80
12 oz.	4 25
1 lb.	5 50
5 lbs.	25 50

Dunn's No. 1, in tins	Per doz	2 00
" " 2	"	75
Cook's Gem, in 1 lb pkgs	"	\$1 75
" " 7 oz pkgs	"	85
" " 2 oz	"	40
" " 5 lb tins	"	65
" " bulk, per lb.	"	12

Empire, 5 dozen 4 oz cans	Per doz	\$0 75
" 4 8 "	"	1 15
" 2 16 "	"	2 00
" 1/2 5 lb cans	"	9 00
" bulk, per lb.	"	15

COOK'S FRIEND.

(In Paper Packages.) Per doz

Size 1, in 2 and 4 doz boxes	\$2 40
" 10, in 4 doz boxes	2 10
" 2, in 6 "	2 10
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 oz in case	3 00
12 oz tins, 3 oz in case	2 40
5 oz tins, 4 "	1 10
5 lb tins, 1/2 "	14 00
Ocean Wave, 1/2 lb, 4 doz cases	75
1/4 lb, 4 "	1 30
No. 1, 2 "	1 90
1 lb, 2 "	2 25
5 lb, 1/2 "	9 60



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



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

BISCUITS.

TORONTO BISCUIT AND CONFECTIONERY CO.

Abernethy	8 1/2
Arrowroot	\$0 11
Butter	0 6
" 3 lbs	0 20
Cabin	0 7 1/2
Cottage	0 8 1/2

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

BLACKING.

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

BLACK LEAD.

Reckitt's Black Lead, per box	1 15
Each box contains either 1 gro., 1 oz.; 1/2 gro., 2 oz., or 1/4 gro., 4 oz.	
F. F. DALLEY & CO.	
Silver Star Stove Paste	Per gross 9 00
Packed in fancy wood boxes, each box contains 3 doz.	

BLUE.

Reckitt's Pure Blue, per gross 2 10

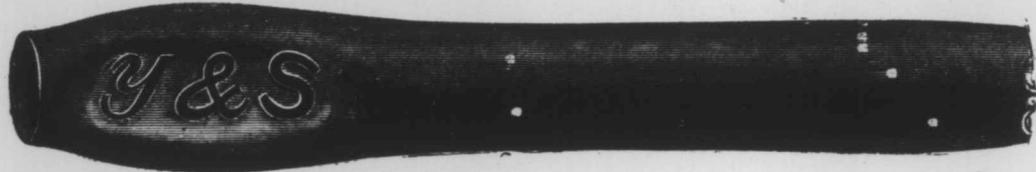
CORN BROOMS.

CHAS. BOKERH & SONS, per doz

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

CANNED GOODS.

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



PURE CALABRIA "Y. & S." LICORICE, 4, 6, 8, 12 and 16s to pound.
 "ACME" LICORICE PELLETS, In 5-pound Tin Cans.
 TAR, LICORICE and TOLU WAFERS, in 5-pound Tin Cans.
 LICORICE "Y. & S." LOZENGES, In 5-pound Tin Cans and 5-pound Glass Jars.
 "PURITY," PURE PENNY-LICORICE, 100 and 200 Sticks in a Box.

Manufactured Exclusively by

YOUNG & SMYLYE,

BROOKLYN, NEW YORK.

Where did you see this advertisement?

Prices Current, Continued—

Lobster, Clover Leaf.....	2 75
" Crown Hat.....	2 25
" Other brands.....	1 90 2 10
Mackerel.....	1 00 1 10
Salmon, talls.....	1 60 1 70
" flats.....	1 80
Sardines Albert, 1/2's tins.....	12 1/2
" 1/4's.....	20
" Martiny, 1/2's.....	10 10 1/4
" 1/4's.....	16 17
" Other brands, 9 1/2.....	11 16 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

CANNED MEATS.

(CANADIAN)

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

CHEWING GUM.

ADAMS & SONS.

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

C. T. HEISLER.

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

C. R. SOMERVILLE.

Mexican Fruit, 36-5c. Bars.....	1 20	
Pepsin (Dyspepsia), 20-5c. Bars.....	0 70	
Sweet Sugar Cane, 150 pieces.....	1 00	
Celery.....	100 ".....	0 70
Lalla Rookh (all flavors) 100 ".....	0 70	
Jingle Bell.....	150 ".....	1 00
Cracker.....	114 ".....	1 00
O-Dont-O.....	144 ".....	1 00
Little Jap.....	100 ".....	0 70
Dude Frize.....	144 ".....	1 00
Clock Gum comprising 500 pieces Gum (assorted flavors), and 1 "Little Lord Fauntleyroy" clock guaranteed.....	3 75	

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 24
Sticks, gross boxes, each.....	0 01
Cocoa, Homoeopatic, 1/2's, 8 & 14 lbs.....	30
" Pearl.....	25
" London Pearl 12 & 18 ".....	22
" Rock.....	30
" Bulk, in bxs.....	18

BENS DORP'S ROYAL DUTCH COCOA.

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
Carracas, 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 lb. ".....	8 75
Homoeopathic, 1/2's, 14 lb boxes.....	0 32
" 1/2 lbs, 12 lb boxes.....	0 32

JOHN P. MOTT & CO'S

R. S. McIndoe, Agent, Toronto.)	
Mott's Broma.....	per lb \$0 30
Mott's Prepared Cocoa.....	28
Mott's Homoeopatic Cocoa (1/2).....	32
Mott's Breakfast Cocoa.....	35
Mott's Breakfast Cocoa (in tins).....	40
Mott's No. 1 Chocolate.....	30

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



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

COWAN COCOA AND CHOCOLATE CO.

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

Chocolates—	
Mexican, 1/2, 1/4 in 10 lb bxs.....	30
Queen s Dessert.....	40
Vanilla.....	35
Sweet Caracas.....	32
Chocolate Powder, 15, 30 lb bxs.....	25
Chocolate Sticks, per gross.....	00
Pure Caracas (plain) 1/2, 1/4 lbs.....	30
Royal Navy (sweet).....	30
Confectioners' in 10 lb cakes.....	30
Chocolate Creams, in 3 lb bxs.....	30
Chocolate Parisien, in 6 lb bxs.....	30

WALTER, BAKER & CO'S

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

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

Cocoa—	
Pure Prepared boxes, 12 lbs each.....	40
Cracked, boxes, 20 lbs each, 1 lb and assorted papers.....	92
Cracked, in bxs, 12 lbs., each, 1 lb. papers.....	32
Packed, in bags, 6, 10 & 25 lbs each.....	2
Cocoa and shells, 12s and 25s.....	30

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

CLOTHES PINS.

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

CHAS. BECKH & SONS, per box

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

COFFEE.

GREEN c. per lb	
Mocha.....	28 33
Old Government Java.....	25 35
Bio.....	17 20
Plantation Ceylon.....	29 31
Porto Rico.....	24 28
Guatemala.....	24 26
Jamaica.....	22 23
Maracaibo.....	24 26

WHOLE OASTED OR PURE GROUND

ELLIS & KEIGHLEY'S

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

TODHUNTER, MITCHELL & CO'S	
Excelsior Blend.....	33
Our Own ".....	31
Lagnaya ".....	29
Mocha and Java.....	32 33
Java, Standard.....	33
" Old Government.....	30 32
Arabian Mocha.....	36
Santos.....	28

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

DRUGS AND CHEMICALS.

Alum.....	lb \$0 02 \$0 03
Blue Vitriol.....	0 06 0 07
Brimstone.....	0 03 0 03 1/2
Borax.....	0 12 0 14
Camphor.....	0 65 0 75
Carbolic Acid.....	0 30 0 50
Castor Oil.....	0 10 0 11

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

Daisy Wafers

INSTEAD OF
Sponge Cakes

FOR ICE CREAM.

Keep up with the times. They are great sellers. Made only by

The Toronto Biscuit and Confectionery Co.,

7 Front St. E., Toronto.

GEO. W. BOOTH.
HENRY C. FORTIER.
CHAS. J. PETER.

Prices current, continued—

Cream Tartar.....	0 28	0 30
Epsom Salts.....	0 01½	0 02
Paris Green.....	0 16	0 17
Extract Logwood, bulk	0 13	0 14
" " boxes	0 15	0 17
Gentian.....	0 10	0 13
Glycerine, per lb.....	0 17	0 20
Hellebore.....	0 16	0 17
Iodine.....	5 50	6 00
Insect Powder.....	0 30	0 35
Salpetre.....	0 08½	0 09
Soda Bicarb, per keg.....	2 50	2 75
Sal Soda.....	1 00	1 25
Madder.....	0 12½	.....

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

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

EXTRACTS.

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

FIRE LIGHTER.

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

FLUID BEEF.

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

FRUITS.

FOREIGN.	
c. per lb	
Currants, Provincial, bbls.	4½ 5½
" " " " bbls	4½ 6
" " " " cases	6 6½
" Filiatras, bbls.....	.....
" " " " bbls.....	.....
" " " " cases	6½ 6½
" Patras, bbls.....	6 7
" " " " bbls.....	6½ 7½
" " " " cases	7½ 7½
" Vostizzas, cases.....	7½ 9½
" " " " cases	8½ 10
" 5-crown Excelsior	8 8½
" " " " cases	8½ 8½
" " " " cases	5 5½
Dates, Persian, boxes.....	.....
Figs, Elemes, 14oz, per box	.....
" " " " 10 lb boxes.....	.....
Prunes, Bosnia, cases.....	4½ 5½
" " " " cases, new.	6 7
Raisins, Valencia, offstalk	3½ 5
" " " " oid.....	3½ 5
" Selected.....	6½ 6½
" Layers.....	7 8
Raisins, Sultanas.....	8½ 11
" " " " Elemes.....	.....
" Malaga:	.....
" London layers.....	2 25 2 65
" Loose muscatels.....	.....
" Imperial cabinets.....	.....
" Connoisseur clusters.....	.....
" Extra dessert.....	.....
" " " " qrs.....	.....
" Royal clusters.....	.....
" Fancy Vega boxes.....	.....
" Black baskets.....	2 75 2 85
" " " " qrs.....	.....

FRUITS.	
FOREIGN.	
c. per lb	
Currants, Provincial, bbls.	4½ 5½
" " " " bbls	4½ 6
" " " " cases	6 6½
" Filiatras, bbls.....
" " " " bbls.....
" " " " cases	6½ 6½
" Patras, bbls.....	6 7
" " " " bbls.....	6½ 7½
" " " " cases	7½ 7½
" Vostizzas, cases.....	7½ 9½
" " " " cases	8½ 10
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" Imperial cabinets.....
" Connoisseur clusters.....
" Extra dessert.....
" " " " qrs.....
" Royal clusters.....
" Fancy Vega boxes.....
" Black baskets.....	2 75 2 85
" " " " qrs.....

Blue ".....	.....
Fine Dehesas.....	.....
" " qrs.....	.....
Lemons.....	1 50 4 00
Oranges, Floridas.....	.....
" Valencias.....	6 00 6 25
" Messinas.....	5 00 6 25
" Seedlings.....	3 75 4 50
" Navels.....	4 50 5 00

DOMESTIC.

Apples, Dried, per lb.....	0 04½
" do Evaporated.....	0 07

FISH.

Oysters, per gallon.....	.....
" select, per gallon.....	.....
Pickered.....per lb.....	.....
Pike.....do.....	0 03 0 04
White fish.....do.....	0 06½
Manitoba White fish do.....	.....
Salmon Trout.....do.....	0 06½
Lake herring.....p. 100.....	2 00
Pickled and Salt Fish:	.....
" Labrador herring, p. bbl.....	6 00 6 25
" Shore herring.....	5 00
" Salmon trout, per ½ bbl.....	5 00 5 50
" White Fish, ½ bbl.....	5 50 5 75
Dried Fish:	.....
" Codfish, per quintal.....	5 25 5 75
" " " cases.....	5 00 5 50
" Boneless fish.....per lb.....	0 04½
" Boneless cod.....	0 06½ 0 08
Smoked Fish:	.....
" Finnan Haddies, per lb.....	0 07½ 0 08½
" Bloaters.....per box.....	1 00 2 25
" Digby herring.....	0 15
" Sea Fish: Haddock per lb.....	0 05 0 06
" Cod salmon.....	0 07½
" B.C. salmon.....	0 14
" Market Cod.....	.....
" Frozen Sea Herrings.....	.....

GRAIN.

Wheat, Fall, No. 2.....	0 76 0 77
" Red Winter, No 2.....	0 76 0 77
Wheat, Spring, No 2.....	0 73 0 75
" Man Hard, No 1.....	1 00 1 01
" " " " No 2.....	0 87 0 89
" " " " No 3.....	0 79 0 80
Oats, No 2, per 34 lbs.....	31 32
Barley, No 1, per 48 lbs.....	52 54
" No 2 extra.....	48 49
" No 3.....	44 45
Rye.....	79 81
Peas.....	58 59
Corn.....	52 53

HAY & STRAW.

Hay, Pressed, "on track.....	11 00
Straw Pressed, ".....	6 50 7 50

HARDWARE, PAINTS AND

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

HORSE NAILS:

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

HORSE SHOES:

From Toronto, per keg.. 3 60 3 70

SCREWS: Wood—

Flat head iron 77½ p.c. dis	.....
Round " " 73½ p.c. dis.	.....
Flat head brass 75 p.c. dis.	.....
Round head brass 70 p.c.	.....

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

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

ROPE: Manila.....	0 11½
" Sisal.....	0 09½
" New Zealand.....	0 08½

AXES: Per box, \$6 to \$13.

SHOT: Canadian, dis. 10 per cent.

HINGES: Heavy T and strap...04½ 05

 " Screw, hook & strap. 03½ 04½

WHITE LEAD: Pure Ass'n guarantee

ground in oil.

25 lb. irons.....per lb 5½ 5½

No. 1....." " 5

No. 2....." " 4½

No. 3....." " 4

TURPENTINE Selected packages, per

gal.....0 46

LINSEED OIL per gal, raw 0 55 0 55½

Boiled, per gal.....0 58 0 58½

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

INDURATED FIBRE WARE.

½ pail, 6 qt.....	\$4 00
Star Standard, 12 qt.....	4 50
Milk, 14 qt.....	5 50
Round bottomed fire pail, 14 qt.....	5 50
Tubs, No. 1.....	15 50
" 2.....	13 25
" 3.....	11 00
Nests of 3.....	3 40
Keelers No. 1.....	10 00
" 2.....	9 00
" 3.....	8 00
" 4.....	7 00
Milk pans.....	3 25
Wash Basins, flat bottoms.....	3 25
" round ".....	3 50
Handy dish.....	3 75
Water Closet Tanks.....	18 00

JAMS AND JELLIES.

DELHI CANNING CO

Jams assorted, extra fine, 1's. 2 25

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

TORONTO BISCUIT & CONFECTIONERY CO

Per lb

Jams, absolutely pure—apple... \$0 06

 " Family..... 0 07

Black and Red currant, Rasp-

berry, Strawberry, Peach

and Gooseberry per lb..... 0 12

Plum..... 0 10

Jellies—pure—all kinds..... 0 10

These goods are put up in

glass jars and in 5, and 10

lb. tins and 28 lb. pails.

Marmalade—orange..... 0 12

LICORICE.

YOUNG & SMYLYE'S LIST.

5 lb boxes, wood or paper, per lb 0 40	.....
Fancy bxs. (36 or 50 sticks), per	.....
box.....	1 25
"Ringed" 5 lb boxes, per lb.....	0 40
"Acme" Pellets, 5 lb cans, per	.....
can.....	2 00
"Acme" Pellets, Fancy boxes	.....
(30s) per box.....	1 50
"Acme" Pellets, Fancy paper	.....
boxes, per box (40s).....	1 25
Tar Licorice and Tolu Waters, 5	.....
lb cans per can.....	2 00
Licorice Lozenges, 5 lb glass	.....
jars.....	1 75
Licorice Lozenges 5 lb cans.....	1 50
Purity" Licorice, 300 sticks	.....
" " " " 100.....	0 72½
Imitation Calabria, 5 lb bxs	.....
p lb.....	0 25

MINCE MEAT.

BRYANT, GIBSON & CO'S—TORONTO.

Mince Meat, ½ gal glass jars, \$9 50

Ditto 25 and 40 lb pails, per lb. 12½c

J. H. WETHEY'S—ST. CATHARINES

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

MUSTARD.

ELLIS & KEIGHLEY'S. cts

Durham, Fine, in ½ and ¼ lb tins	.....
" per lb.....	25
" Fine, in 1 lb jars.....	23
" Fine, in 4 lb jars.....	70
" Ex Sup, in bulk, per lb 30	.....
" Superior in bulk, p lb 20	.....
" Fine, " " 15	.....

CHERRY'S IRISH.

Pure in 1 lb. tins.....	0 40
Pure in ½ lb. tins.....	0 42
Pure in ¼ lb. tins.....	0 44

NUTS.

Almonds, Ivica.....	13 14
" Tarragona.....	15
" Fornigetta.....	13 14
Almonds, Shelled Valencias 28 30	.....
" Jordan.....	40 45
" Canary.....	28 30
Brazil.....	10 12½
Cocoanuts.....	5 6
Filberts, Sicily.....	104 11
Pecans.....	11 15
Peanuts, roasted.....	30 12
" Igreen.....	9 10
Walnuts, Grenoble.....	14 15
" Bordeaux.....	10 11
" Naples, cases.....	.....
" Marbots.....	12 13
" Chilis.....	12 13

OUR NATIONAL FOODS.

Per lb	
pkg. doz	
Decicated Wheat.....	4 lb. \$2 25
" Rolled Oats.....	4 " 2 25
Snow Flake Barley.....	3 " 2 25
Decicated Rolled Wheat 3 " 2 25	.....
Buckwheat Flour, S. R. 5 " 2 25	.....
Prepared Pea Flour.....	2½ " 2 00
Baravena Milk Food.....	1 " 2 50
Patent Prepared Barley 1 " 2 00	.....
Patent Prepared Groats 1 " 1 50	.....
Gluten Flour.....	4 lb. 3 00
Farina, very choice.....	1½ lb. 1 40

Jars.
ox.

ORK.

nd Brand"
rated
per
7 25

S.
..... 0 7b
..... 0 85
..... 1 20

NS. per box
..... 0 75 0 80
..... 0 85
..... 1 25
..... 0 90

c. per lb
..... 28, 33
..... 25, 35
..... 17½, 20
..... 29, 31
..... 24, 28
..... 24, 26
..... 22, 23
..... 24, 26

GROUND

f's
c. per lb

Prices current, continued.

PETROLEUM.

to 10 bbl lots, Toronto...	Imp. gal	
Canadian	0 14	0 15
Carbon Safety	0 17	0 18
Canadian Water White	0 20	0 22
Amer'n Prime White	0 23	
" Water White	0 24	0 25
Photogene	0 27	0 00

(For prices at Petrolia, see Market Report.)

PICKLES & SAUCES.

BRYANT, GIBSON & CO'S. TORONTO PICKLES.

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

THE T. A. SNIDER PRESERVE CO., (Wright & Copp, Toronto, Agents.)

Home Made Tomato Catsup, qts	6 00
" " pts	3 50
" " 1/2 pts	2 00
Chili Sauce	4 50
" " pts	3 25

SOUPS (in 3 lb. cans).

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

SAUCES.

John Bull, kegs, per gal.	1 25
" 1/2 pt bottles, per doz.	3 4
" 1 pt bottles, per doz.	1 00
(according to quantity) 90c. to	
Devonshire Relish, kegs per gal	1 75
" " 1/2 pt bottles,	1 25
Niagara Tomato, kegs, per gal.	1 25
" Reputed pts.	1 25
Raspberry Vinegar, per doz	2 25
Raspberry Syrup and Vinegar	2 25

Terry's Candied Peels. c. p. peel

Lemon, 7 lb. boxes	3 60
Orange, "	3 60
Citron, "	3 60
LEA & FERRIN'S, per doz.	
Worcester Sauce, 1/2 pts.	6 25
" " pints	6 50
LAZENBY & SONS, Per doz	
Pickles, all kinds, pints	3 25
" " quarts	6 00
Harvey Sauce-genuine—hlf. pts	3 25
Mushroom Catsup "	2 25
Anchovy Sauce "	3 25

PRODUCE.

DAIRY.

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

COUNTRY.

Eggs, fresh, per doz.	0 09	0 10
" limered	1 25	
Beans	1 75	2 25
Onions, per crate	0 20	0 35
Potatoes, per bag	0 13	0 18
Hops, 1890 crop	0 18	0 25
" 1891 "	0 05	0 07
Honey, extracted	0 12	0 14

PROVISIONS.

Bacon, long clear, p. lb.	0 08
Pork, mess, p. bbl.	13 00
" short cut	16 00
Hams, smoked, per lb.	0 11
" pickled	0 09
Bellies	0 11
Rolls	0 09
Backs	0 11
Lard, Canadian, per lb	0 10
Compound	0 08
Tallow, refined, per lb.	0 05
" rough	0 02

RICE, ETC.

Rice, Aracan	3 4
" Patna	4 5
" Japan	5 6
" extra Burmah	3 4
" Java extra	6 7
" Genuine Old Carolina	9 10
Grand Duke	6 7
Sago	4 5
Tapioca	5 5

ROOT BEER.

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

SPICES.

Pepper, black, pure	\$0 12	\$0 15
" fine to superior	10	18
" white, pure	20	28
" fine to choice	30	25
Ginger, Jamaica, pure	25	27
" African	18	25
Cassia, fine to pure	14	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	25	37
Cream of Tartar, fine to pure	25	37

STARCH.

EDWARDSBURG STARCH CO. LIMITED MONTREAL. c. per lb

No. 1 White, 4 lb cartons	4 2
Canada Laundry	3 3
Silver Gloss, crates, 6 lb. boxes	6 2
Silver Gloss, 1 lb chromos	6 2
Satin, Starch 1 lb chromos	6 2
No 1 White, barrels & halves	4 8
Benson's Canada Prepared Corn	7
Canada Corn	6 2
Rice Starch, 1 lb.	6 2

BRITISH AMERICA STARCH CO BRANTFORD.

1st quality white, in kegs and bris	4 8
1st quality white, 3 lb. cartons	4 2
Lily White gloss, crates	6 2
Brantford gloss, 1 lb.	6 2
Lily White gloss, 1 lb chromo	6 2
Canada Laundry, Boxes	4
Pure Prepared corn	7
Challenge Corn	6 2
Rice Starch, fancy cartons	8 2
" cubes	7 2

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

Oswego Corn Starch—for Puddings, Custards, etc.—

40-lb boxes, 1 lb packages	8 1/2
20-lb " "	8 1/2

ST. LAWRENCE STARCH CO'S

Culinary Starches—	
St. Lawrence corn starch	7
Durham corn starch	6 1/2

Laundry Starches—

No. 1, White, 4 lb. Cartons	4 2
" " Bbls	4 8
" " Kegs	4 8
Canada Laundry	3 2
Ivory Gloss, six 6 lb. boxes, sliding covers	6 1/2
Ivory Gloss, fancy picture, 1 lb packs	6 1/2
Patent Starch, fancy picture, 1 lb. cartons	6 1/2
Ivorie Starch in cases of 40 packages	\$3 00

SUGAR. c. per lb

Granulated	4 1/2	4 1/2
Paris Lump, bbls and 100 lb. bxs	5 1/2	
" " 50 lb. boxes	5 1/2	
Extra Ground, bbls	5 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	3 1/2	4 1/2
Medium	3 1/2	4 1/2
Brown	3 1/2	4 1/2

SALT.

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

SYRUPS AND MOLASSES.

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

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

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The St. Lawrence Sugar Ref'g Co., Montreal.
The British America Starch Co., Brantford.



The Great Strength-Giver.

One pound of Johnston's Fluid Beef contains as much real nutrition as fourteen and a quarter pounds of Prime Beefsteak.

A valuable food for ATHLETES when training.

"Extra Space"

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

Kingsford's Oswego
STARCH.

STRONGEST. PUREST. BEST.

"THE ORIGINAL" FOR THE TABLE.

"Silver Gloss" Kingsford's
Pure Starch. Corn Starch.

FOR SALE BY ALL LEADING
JOBBER'S IN CANADA.

T. KINGSFORD & SON
OSWEGO, N.Y.

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

: NO BLUEING :

Material whatsoever is used in the manufacture of
OUR GRANULATED.

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

Manufacturers of Refined Sugars of the well-known Brand

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Of the Highest Quality and Purity, made by the Latest Processes, and the Newest
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Lump Sugar, in 50 and 100 lb. boxes.

"Crown" Granulated, Special Brand, the finest which can be made
Extra Granulated, very Superior Quality.

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Yellow Sugars of all Grades and Standards.

Syrups of all Grades in Barrels and Half Barrels.

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

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 Medical Director Prop.

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 CALGARY, N.W.T.

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H. A. PERLEY, Prop.

- Queen's Hotel -
 MOOSOMIN, N.W.T.

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 Four large sample rooms.

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 RAT PORTAGE, ONT.

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LOUIS HILLIARD, Prop.

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 Winnipeg, Man.

RUTLEY & McCAFFREY Proprietors.

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 Portage La Prairie, Man.

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Queen's Hotel,
 WINNIPEG, MAN.

First-class in every respect.

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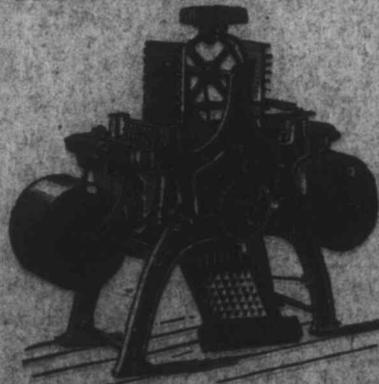


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- 1, 2, 3 satchel lunch baskets.
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- Butcher and Crockery baskets.
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Egg Fillers--Egg Cases.
 30 Doz. 36 Doz. 48 Doz.



The Best and Cheapest in the Market.
 Have you seen our 15 doz. Case for Farmers use?
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" " 23	Lake Nepigon...	" " 17
" " 30	Lake Huron...	" " 24
" Aug. 6	Lake Superior...	" " 31
" " 13	Lake Winnipeg	" Sept. 7

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 Hoops, sunk in grooves in the staves and cannot
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 Liver, Ulcers, and every other disease that
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 efitted by taking one tablet after each meal. A
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