

S. DAVIS & SONS, LARGEST CIGAR MANUFACTURERS IN CANADA.

# THE CANADIAN GROCER

VOL. VIII

TORONTO, OCTOBER 19, 1894.

No. 42

Manufacturers by Special Warrant  
To Her Majesty THE QUEEN



## COLMAN'S MUSTARD

HAS OBTAINED THE HIGHEST AWARDS AND UNEQUALLED HONOURS AT ALL THE PRINCIPAL INTERNATIONAL EXHIBITIONS

**ONLY GOLD MEDAL PARIS 1878**

**TWO GOLD MEDALS**  
INTERNATIONAL HEALTH EXHIBITION LONDON 1884

Only Prize Medal London 1862      Only Silver Medal Paris 1875  
Only Medal Dublin 1865      Grand Gold Medal Moscow 1872 & 8




IF YOU WISH TO INCREASE YOUR TRADE  
AND GIVE SATISFACTION TO YOUR CUSTOMERS  
**SELL**

# HUNTLEY & PALMERS

## ENGLISH BISCUITS

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

MANUFACTURERS TO HER MAJESTY THE QUEEN, ETC.

### READING AND LONDON, ENGLAND

FOR PRICES APPLY TO THEIR REPRESENTATIVE :

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

"LA CADENA" and "LA FLORA" The Cream of the Havana Crop.

FINE GOODS OUR SPECIALTY.

MADRE F. HUGO (7 SIZES).

EL PADRE AND CABLE EXTRA.

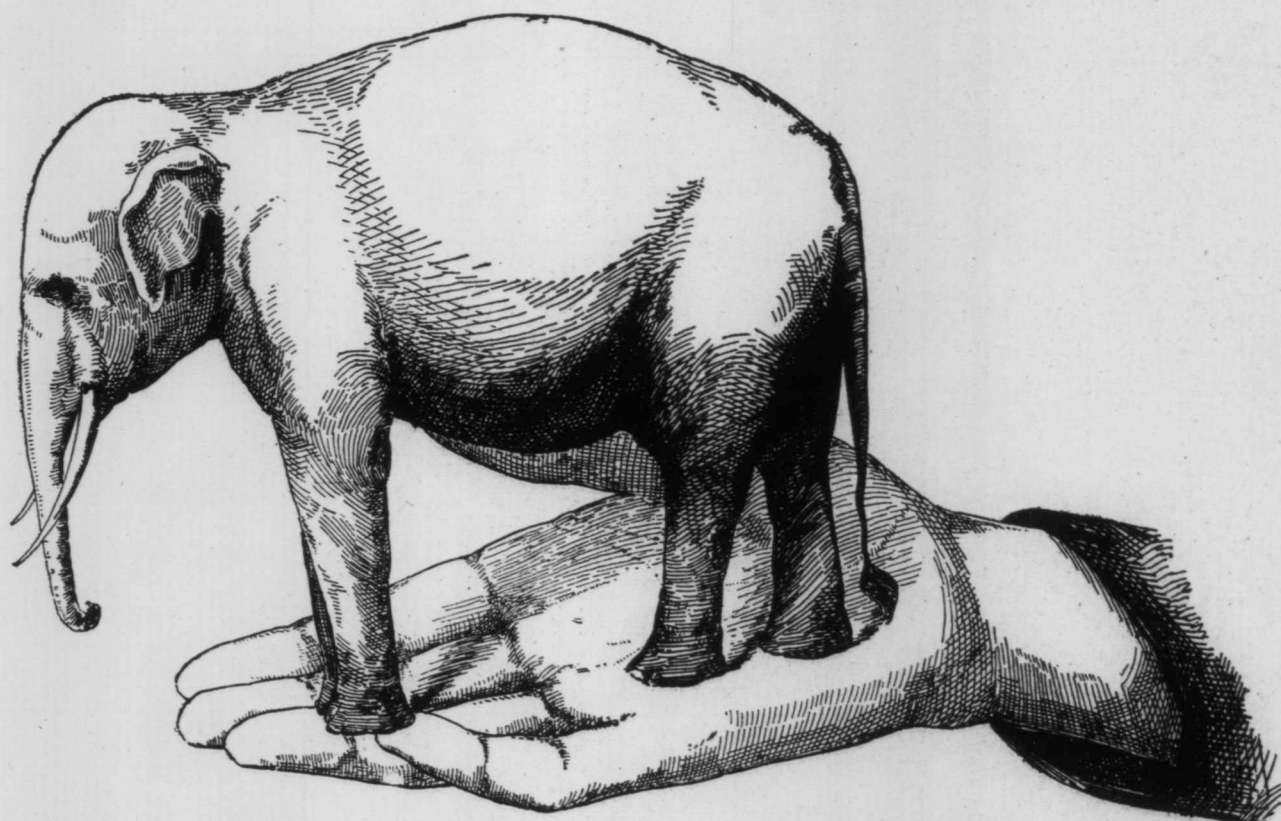
MUNGO CIGARS, EXCEPTIONALLY FINE.

AT THE LEADING WHOLESALE TRADE HANDLE OLD CHUM PLUG AND CUT AND DERBY STOKING TOBACCOS.

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# Elephant On Hand



The firm who are trying to "Bluff" us out of our "Name" and "Trade" in "Mexican Fruit" Chewing Gum have an Elephant on Hand. Cost to date, \$5,000.

The dealer who buys Foreign Chewing Gums thinking they are just as good as "Mexican Fruit," but finds they don't sell—Elephant on Hand.

The consumer who won't try our Cough Chewing Gum, and as a result takes the Grippe, has a very troublesome Elephant on Hand.

Somerville's "Mexican Fruit," "Pepsin," and "Cough" are Medicinal Chewing Gums, and are positively beneficial to anyone using them; nicely put up, choice flavorings, and without any exception the finest goods on the market. Our increased sales testify that no firm handling our goods exclusively will ever have a Chewing Gum Elephant on their hands in the way of unsaleable stock.

---

C. R. Somerville, - London, Can.

Standard Goods THE Best to Handle

# FRY'S Cocoas and Chocolates



ARE ABSOLUTELY PURE

.. 66 PRIZE MEDALS ..

It pays to sell them. Annual sales over 34,000,000



FOR **PURITY** ..

**Bi-Carbonate of Soda**

FOR **STRENGTH** ..



TRADE MARK

This brand is always reliable. Highest test 98.50% pure.  
Made only by **The UNITED ALKALI CO. Ltd., Liverpool**

**VERDIN COOKE'S**



**PURE ENGLISH SALT**

## ANALYSIS OF Verdin Cooke's Table and Dairy Salt

"I find this Salt to be remarkably free from foreign substances, there being no trace of Nitrates and Calcium Chlorides."

Chloride of Sodium	99.33
Sodium Sulphate,	trace
Calcium Sulphate,	trace

For Sale by  
Ed. Adams & Co., London, Ont.  
F. W. Fearman, Hamilton, Ont.

**W. F. BEST**, Analytical Chemist,  
Dominion Analyst.

CANADIAN AGENTS

**ARTHUR P. TIPPET & CO.**

MONTREAL 30 St. Francis Xavier Street

TORONTO 43½ Wellington Street East

ST. JOHN, N.B. Prince William Street



I am glad I went to the Western Fair and tasted Grand Mogul Tea. I will use it all the time now.

# Grand Mogul Tea

See what Merchants say in another column.

Is demanded by all consumers who are very particular about the flavor of "the cup that cheers but not inebriates." Do you carry it in stock? Best Tea! Best Packing! The only Tea exhibit which took Silver Medal, Western Fair.

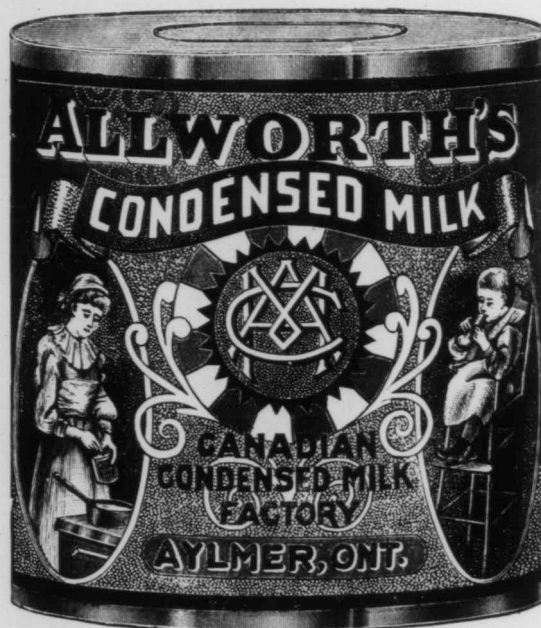
LION DIGESTIVE COFFEE, 1-lb. tins. The Principal of a Cooking School says it is better than any coffee she ever used, in flavor and strength. These two lines are indispensable to any well-conducted business.

T. B. Escott & Co. Sole Agents London

AGENTS:  
H. P. Eckardt & Co.  
TORONTO



AGENTS:  
Jas. Turner & Co.  
HAMILTON



## It's Something Like This

You are looking for a reliable Condensed Milk, such as you can conscientiously recommend to your customer. And we are offering you a superior brand of goods, absolutely pure, with a reputation for excellence justly earned. What you are seeking seems to be what we are offering. Doesn't it? A simple way of arriving at a sure conclusion would be to test a sample.

AGENTS:

HALIFAX, N.S.—H. F. Burton.  
ST. JOHN, N.B.—E. T. Sturdee.  
WINNIPEG.—Buchanan & Gordon.  
VANCOUVER.—G. J. Wonder & Co.

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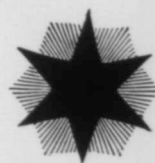
AYLMER, ONT.

Lemon

Orange

Citron

# BATGER'S



# PEELS.

This brand obtained the highest award at the Chicago Exhibition.

All the leading Wholesale Grocers have it.

## ROSE & LAFLAMME

Agents

MONTREAL

# KOFF NO MORE

## WATSON'S COUGH DROPS

Will give positive and instant relief to those suffering from Colds, Hoarseness, Sore Throat, etc., and are invaluable to orators and vocalists.

R. & T. W. STAMPED ON EACH DROP.



# Kippered Herrings

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

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

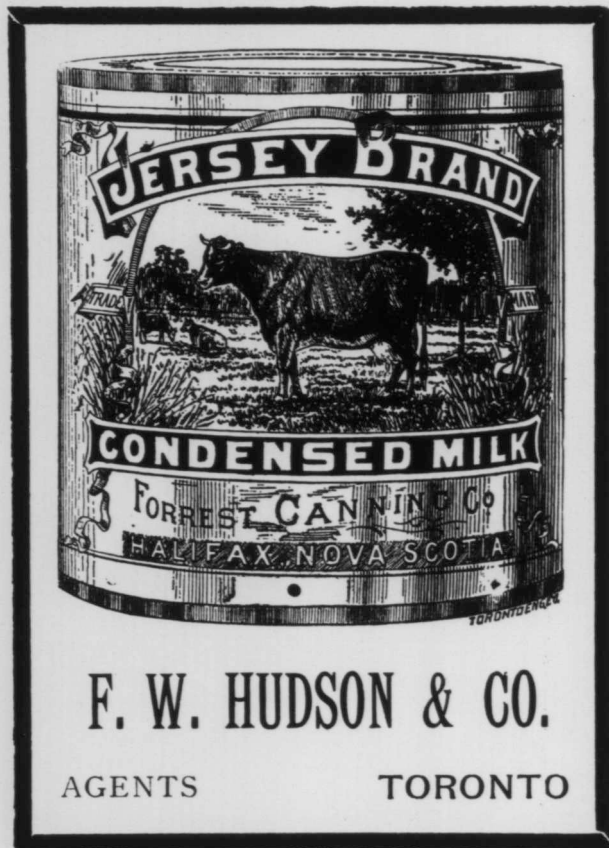
FOR SALE BY ALL LEADING GROCERS.

## Marshall & Co.,

Spring Garden Works, ABERDEEN, SCOTLAND.

## WALTER R. WONHAM & SONS,

Sole Agents for Canada, MONTREAL.



**JERSEY BRAND**  
CONDENSED MILK  
FORREST CANNING CO  
HALIFAX NOVA SCOTIA

**F. W. HUDSON & CO.**  
AGENTS TORONTO

**BATTY & CO.,** LONDON, ENGLAND

Batty's  
Nabob  
Pickles  
Crown  
Pickles



Batty's  
Nabob  
Sauce  
Batty's  
Worcester  
Sauce

For sale by Leading Wholesale Grocers.

**WRIGHT & COPP,** Dominion Agents Toronto

## DOMINION PAPER BOX COMPANY

Beget to draw the attention of the trade to the following lines of Fancy Ice Cases, Pie and Cake Collars, and Individual Crimped Cases, manufactured by

**Mansell, Hunt, Catty & Co.**

LONDON, ENGLAND.

Limited

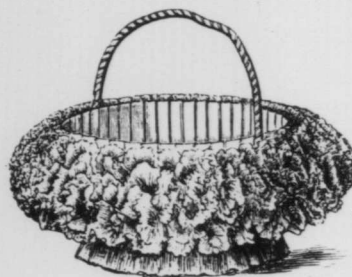
We are sole agents in Canada for these goods. Samples and prices on application. These Ice Cases are really handsome and are very suitable for dinner parties and receptions of all kinds. They can be used a number of times by replacing the inside cup. Made in large variety of styles ranging in price from \$1.10 to \$3.00 per doz.

**THE PIE AND CAKE COLLARS** as shown in cuts are the latest and most unique table dressing novelties in the market. Assorted colors, plain or striped. No live grocer should be without them. Send for sample gross.

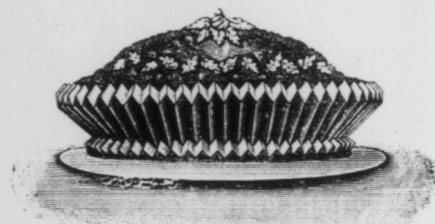
Our latest specialty for the tea trade is a 1-lb. Folding Caddy, on which we have just been granted a patent by the Dominion Government. It is in appearance an exact representation of a regular China tea chest with matting, and as a tea package beats everything on the market for three reasons:

- 1st. Because it is much cheaper than a hand-made box.
- 2nd. Because being a knock-down box it takes up little or no room, and
- 3rd. Because being a machine-made box there is no paste or glue to taint the tea, which has been one of the greatest objections to the old style tea caddies.

WRITE FOR SAMPLES AND PRICES.



Ice Case



The Collar Expanded



The Collar when Closed

**Dominion Paper Box Company** 36-38 Adelaide Street West, Toronto

“Standard Goods are the best to Handle”



## Pure Castile Soap

**RED LION BRAND**

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



## THEY STAND AT THE HEAD

No Verdigris in these goods  
They are made in Silver Lined Pans

And are

**F**OR SALE BY LEADING  
HOUSES EVERYWHERE.



## Macurquhart's Worcestershire Sauce

It increases the appetite.  
Aids the Digestion.  
Is the Best for All Purposes.

**FINEST QUALITY. LOWEST PRICES. TRY IT.**

**THE BEST HOUSES SELL IT.**

AGENTS FOR CANADA

**ARTHUR P. TIPPET & Co.**

MONTREAL, P.Q.

TORONTO, ONT.

ST. JOHN, N.B.

# Across the Sea

Steamers are speeding laden with thousands of packages of the choicest brands of

# Mediterranean Fruits

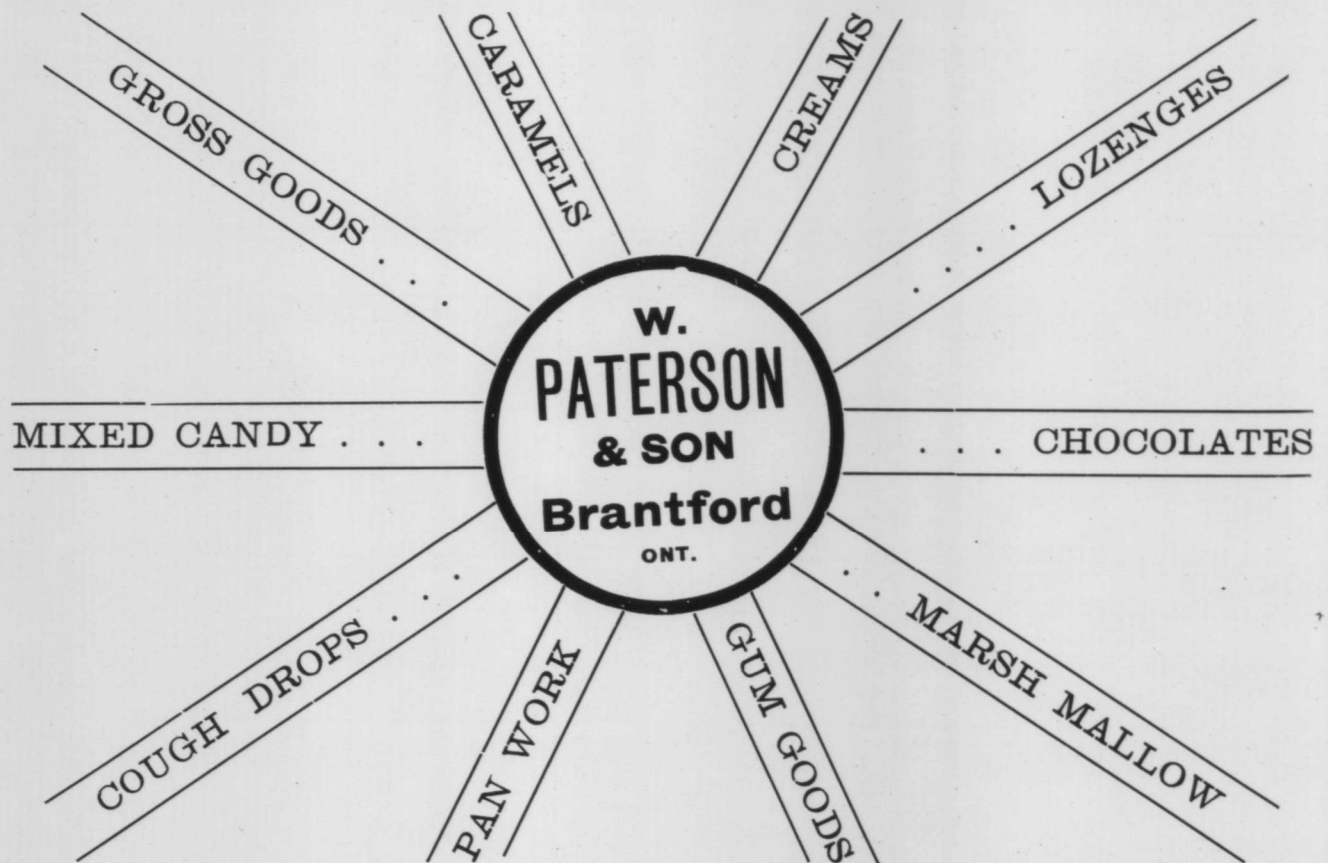
FOR . . . . .

## W. H. GILLARD & CO.

### OF HAMILTON.

The range is most varied and complete, and bought when the markets touched bottom. Such noted and reliable packers as Marcopoli, Arguimbau, Trenor, Juan de Llano, Whittal, Bevan, Rein, Crosse & Blackwell, and others, are a guarantee of quality and satisfaction.

We handle the finest qualities, and  
*The Best is the Cheapest.*  
*Our prices will be right.*





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

# THE CANADIAN GROCER

Vol. VIII. (Published Weekly)

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## BAD MANAGEMENT DID IT.

THE closing act in the failure of the British America Starch Company was enacted Thursday last, when the property was sold by the assignee under instructions from the creditors.

The goods sold were invoiced at \$7,200, and the price obtained was \$5,000.

George Foster and Dr. Lowery were the purchasers, but rumor has it that they were merely acting for certain local capitalists who are forming a new company.

And thus ends the British America Starch Company.

There are some business ventures that prove unsuccessful, notwithstanding that inherent in them are the properties that should make them successful.

The British America Starch Company is a case in point. THE GROCER has it on the word of a gentleman interested in the industry, that there is a fair profit in the manufacturing of starch. But in spite of this fact the company in question was not able to make ends meet.

It is evident then that there was a screw loose somewhere.

One source of weakness was undoubtedly in the particular of capital, while the fact

that some of the wholesale houses were not as favorable for certain reasons to the British America as they were to other companies may have added something to the difficulties in the way of building up a successful trade.

But the principal cause of the non-success of the company is alleged to have been the management.

The men who had money in the company were competent to put in more, one or two of them, at least, almost unlimited amounts more. And because they did not advance the necessary it is surmised that they, like a good many, who had business with the firm, had not much faith in the ability of the management.

Essentials to good management are promptness in the meeting of obligations and courteousness towards those with whom it has business relations; but in both these particulars the management of the British America Starch Co. had plenty of room for improvement.

## DECREASED FRUIT IMPORTS.

The official reports show a large increase of imports of foreign dried fruits into the United States during the month of August compared with the same month last year. Of currants there were 626,449 lbs. more, of raisins 170,000 lbs., and of prunes 81,300. Figs was the only fruit to show a decline.

Taking the imports for the eight months ending with August, the rule is decreases rather than increases, currants being the only fruit to show an increase, and in them the gain was 14,300,000 lbs. The decreases were: Raisins, 1,600,307 lbs.; prunes, 5,596,994 lbs.; dates, 7,494 lbs.; figs, 81,238 lbs.

## GOODS NOT SOLD UNTIL PAID FOR.

JOSEPH Finley, St. John, who introduced a resolution at the request of the committee at the Conference of Boards of Trade at St. John, N. B., is putting his business on a cash basis.

He disagrees entirely with those who think that a cash trade should begin with consumers, and that it cannot begin until the latter have more money.

Wholesale merchants, he says, should first insist on cash in 30 days. This would compel retailers to insist on the same terms. When they do this they will have fewer failures.

Speaking to THE GROCER, Mr. Finley said that his first experience in cash was many years ago when, as a buyer for a millionaire St. John firm, he was on his way to Europe. In New York he called at one of the wholesale dry goods houses, where for the first time he saw very cheap printed calicos. Thinking they would take well he gave an order, stating that he had not the funds, but mentioning the name of his firm, which he thought a sufficient guarantee.

The salesman replied that he knew the firm was good for anything their buyer might order, but drew Mr. Finley's attention to this sign:

GOODS  
NOT CONSIDERED SOLD  
UNTIL PAID FOR.

He went out and readily got the cash from a friend, bought the goods, and afterwards did an excellent trade in them. He learned that the wholesale house had at one time given extensive credit. They failed in consequence. They were then just starting to do a strictly cash business. They are now among the wealthiest business firms in New York.

**MAILING ORDERS TO TRAVELERS.**

**T**HE attention of THE GROCER has been again called to the annoyances that are often caused by merchants addressing their letter-orders to the travelers.

In the case in point the letter order did not reach the house till Monday morning, after the traveler had gone out on his route. It was the Saturday week following before the traveler reached the house again; and it was Monday before the order could be shipped.

By the time the goods reached the station of the customer nearly three weeks had elapsed since they were ordered. Then the merchant refused to take them.

The wholesaler in question thus not only lost a sale, but had to pay two freights besides.

The moral is obvious: If retail merchants want their mail orders filled promptly, they must address them to the firm and not to the traveler. It is the only proper way. It is the only safe way.

It might be suggested that the firm send the letter forward to the traveler. But the possibility of the letter and the traveler failing to meet is not certain enough to make it a rule safe to follow, for in the event of the traveler and the letter not meeting the last state would be worse than the first.

The onus for the inconveniences that are frequently occasioned through letter orders being addressed to travelers bears more or less upon the shoulders of all concerned—the traveler, the retailer and the wholesaler.

The traveler naturally desires to be accredited with as many sales as possible, and each retailer is, as a rule, quite willing that every order he places, whether it be in the ordinary way or by mail, shall be totalled up with the traveler's sales. And where there is a feeling of friendship between traveler and customer such desire will always obtain.

There are two ways in which the evil—and evil it is—can be abated. The one is for the retailer to address his letter order to the firm, accompanying it with the request that Mr. Blank, the particular traveler in the habit of calling upon him, be accredited with the sale. The other is for each wholesale house to make it a rule to enter to the credit of its travelers letter orders that come in from their respective regular customers. By this means not only would there be

fewer annoyances, but it would also assist in the upbuilding of the letter-order department, something all progressive merchants are now trying to do.

**TORONTO AND THE PEDLARS.**

**T**HE long-pending fight between the city of Toronto and the pedlars will probably come up for the final and deciding round next month before the Privy Council of Great Britain.

The particular point over which the fight is being waged is in regard to the legality of the by-law excluding the pedlars from plying their avocation on certain defined central streets.

The Supreme Court has so far been the only court to rule against the city and in favor of the pedlars, the by-law in its perignations through the lower courts having been declared *intra vires*.

The city has therefore good ground for contending that it is within its power to place a limitation upon the territory in which the pedlars shall do business. Leave to appeal from the decision of the Supreme Court was granted some time ago.

THE GROCER the other day had a talk with Licence Inspector Awde re licensing pedlar. "There would be no difficulty at all," he said, "to regulate the pedlars; neither would the pedlars themselves oppose licence regulations if the farmers and gardeners were restricted to a wholesale market. It is there that the trouble comes in. The Ontario Legislature gives the farmer and the gardener the right to sell either wholesale or retail, and they are even exempt from market fees, unless, of course, they come within the limits of any of the markets.

"Now, then, these people are neither residents of the city nor taxpayers, or even contributors to the market fees. But they do a business that properly belongs to our citizens. Therein is where the grievous wrong is done. I claim that those producers—the farmer and the gardener—should be confined to a wholesale market. And then the cheek of some of those farmers! They will sell a grocer a barrel or so of apples and then go and peddle out the balance of them in the same neighborhood. Worse than that—I have known a farmer to have the impudence to offer and to sell a barrel of apples to a customer of the grocer before he left his (the grocer's) store. Yes, give us power to regulate the farmers and market gardeners and I don't think we'll have any difficulty with the pedlars."

**THE BEST KIND OF CODFISH.**

**W**E have excellent fish here; it is doubtful if you can get as fine a quality and as great a variety anywhere in the world as you do in St. John," said Mr. Timmerman, the New Brunswick superintendent of the Canadian Pacific Railway, to THE GROCER. "They are far ahead of the fish they get in the west. One soon tires of the freshwater varieties—you would starve on them; but the haddock, mackerel, cod and other kinds caught here are very palatable and nutritious food. There is one fish which is better when got in the back country districts of Ontario and Quebec and the far west: that is, cured cod. There is plenty of it here, but it is not sufficiently cured. It is too fresh and tough and stringy and salty. The same fish is shipped in bales to western buyers, who distribute it to country stores. It may sell freely, but as a rule it is not taken by the consumer for fully a year after it leaves the curing establishment. In this time the bale knocks about the country store. It is generally exposed on a box outside the store to sun and dust, and sometimes the rain. The top fish is always the first disposed of, and the next one has usually ample time to be properly seasoned. If thrown in water for a few minutes before cooking it comes out fresh and sweet. Cut a piece out and you will find it is so thoroughly mellow that you cannot tell which way the grain runs. The toughness and stringiness have disappeared, and you have a fish that is very highly thought of by connoisseurs. If these fish were brought down here they would probably bring higher prices than they get for them in the west. There, no doubt, many people think that cod would be much more delicious if they could be got fresh. This is not the case."

THE GROCER has often observed that fishermen themselves when they bring in a supply of fresh fish will look around the curing establishments and pick out fish for their own use that have been in stock for a year or so.

**RE FIXING PRICE OF SUGAR.**

**N**OT altogether successful have been the efforts of wholesale grocers' associations to regulate the price of sugar.

About three years ago the Dominion Grocers' Guild was compelled to suspend the clause in the rules governing this

matter. And now advices from the United States indicate that disintegration is setting in among some of the associations there.

Trouble in the Wholesale Grocers' Association of Chicago seems to be just now largely the cause which threatens to bring this effect about.

This Chicago association was formed in May last, with the avowed object of fixing the price of sugar; but lately the forces opposed to the organization have been augmented by desertions from the ranks of the association, and the situation had become so aggravated that last week it was decided to suspend the rule relating to uniformity of price.

Cutting breeds cutting, just as "like breeds like," and since the members of the Chicago concern began slaughtering prices, other kindred associations have been induced to do likewise. Now their fate is awaited with interest.

The situation at the moment is anything but favorable to permanency of prices, for not only is the Chicago association practically dead and others tottering, but the stocks in grocers' hands are excessive, before the change in the duty they having been induced to buy far in advance of their requirements. Now, as a press despatch puts it, "they are loaded to the brim with sugar," or as Willett & Gray's Statistical remarks, their stocks "have become an onerous burden to carry."

In their haste to unload the dealers take no cognizance of refiners' prices. These are \$4.35 net in New York, but grocers in every direction are selling at less than that figure. In Milwaukee 4c. per lb. is the idea with some, while in St. Louis 19 lb. for \$1 is the rule for granulated.

Willett & Gray's Statistical opines that this kind of business will have to stop when the grocers are compelled to come to the refiners for fresh supplies. But this remains to be seen. Unfortunately experience does not give much hope for the realization of this possibility.

The average grocer is much like the average woman: When he will he will; and when it is his will to cut the price of sugar he does not let the little matter of the price paid stand in the way of determining the price at which he shall sell. At least this is characteristic of the Canadian grocer; and it has not been demonstrated that his confrere in the States is endowed with more wisdom in this respect than he is.

### OUR EXPORT BUTTER TRADE.

THE question of whether our export trade in butter with Great Britain can be expanded or not is attracting more than the usual attention this fall, for the reason that the export business this season has been a very unsatisfactory one.

The question of the expansion of our butter trade in this respect has long been a matter of discussion among butter exporters in Montreal, which is practically the sole centre of the trade. Many suggestions have been advanced, which it was expected would induce the British public to consume more Canadian butter, but none of them have been put into practical effect.

Some five or six years ago, when Montreal exporters saw the steadily-increasing exports of American butter, they attributed the fact to the adoption of the creamery system across the line, which, they claimed, led to the more expeditious manufacture and sale.

They agitated for the general introduction of the creamery system in Canada—a worthy object—and have, it is satisfactory to note, succeeded; for the last two years has witnessed the erection of creameries all over the provinces of Ontario and Quebec; and yet the British customer has not taken to our butter as he has to our cheese, for the expansion in the exports of the former article has been inappreciable.

The reason for this is simple—the goods are held so long that they do not reach the British markets fresh enough.

In the old days of farmers' dairying it was impossible to get the goods forward promptly, and it was hoped that the adoption of the creamery method would do away with this. It no doubt, to a certain extent, would have done so but for the tenacious inclination of the Canadian agriculturist and patron to hold on to his goods in the hope of getting a higher price for them.

On the other hand, it is claimed, and by Prof. Robertson among others, that the "salesman" has some excuse for doing so, as the Montreal exporters who buy the early summer makes of goods put a good bulk of them into cold store on this side after paying a pretty high price for them, and don't ship until late in the fall. For this reason it is argued that the Federal Government should afford cold storage fa-

cilities for the farmers to carry their stock themselves.

This may appear all very well in theory, but if the Government wishes to encourage the farming element to become saturated with the pernicious habits of speculation they could not adopt a better method than the one suggested above.

It is quite true, as alleged, that the exporters in Montreal do buy up the early makes at comparatively high figures and put them into cold store. The reason why they do is not far to seek. They are simply speculating on the future of the market, and the prices paid are not all governed by the legitimate condition of the market at the time the transactions occur.

Knowing the disposition of the Canadian factorymen to hang on like grim death; and also that local jobbers and others want a certain proportion of "all makes" for home consumption, they figure that the price of these more desirable goods will be advanced to such a level that they will be able to market their cold-storage stock to better advantage in the fall than if they shipped it in the spring.

If the factoryman would sell his stock right along when it is ready for the market it is obvious that this would not pay, for with the fresher stock available at a reasonable price the cold storage goods, allowing for cost of carrying, etc., would be at a decided disadvantage. Besides, though the exporters who speculate have made money, they very often lose quite as much, as, for instance, this season when several are trying to resell some of the cold-storage goods on this side again after carrying them all summer. They are in a position to take this risk, but it is a question whether the ordinary farmer is.

Briefly, the safest and best way to extend our export butter trade is to get our surplus butter on the English market as soon as possible after it is made. Then matters will soon equalize themselves without the necessity for experimenting on theoretical lines. Our Canadian creamery when fresh is equal to any in the world, and if the Britisher gets it that way, he will soon give us practical recognition of the fact, as he has already done in the case of our cheese.

### NEW CROP PERSIAN DATES.

"WIND and tide wait for no man," but for one or other of these vessels frequently have to wait. An evidence of this is seen in the case of the vessels that are bringing the initial shipment of Persian dates: On account of the tides they were unable to get away till September 29. And it is expected that it will now be

the second or third week in November before the fruit is received on this side of the Atlantic.

Persian dates are this season a short crop, and some people are looking for an actual scarcity; but in spite of this dealers at the large trade centres do not appear to be much concerned.

More interest in fact seems to be centred in the question as to whether the direct shipments or the indirect shipments will reach New York first.

The fleet to first get away comprised four steamers—three bound for England and one for New York. After the steamers reach Gibraltar the interest in the race will become more exciting than it is at the present stage. It takes from 15 to 17 days ordinarily to steam from Gibraltar to New York, and the consignees of the fruit on board the boats bound for England opine that they will be able to get their fruit into Southampton or Liverpool, tranship to one of the Atlantic greyhounds and reach New York before the direct steamer puts in an appearance there.

According to the N. Y. Journal of Commerce no definite course of action in the disposition of the direct cargo has been decided upon, those usually well informed in the trade being unable to say whether the fruit will be offered at public sale, pooled or placed in blocks among the dealers upon the rebate principle. The indirect goods have sold upon the basis of 13s. 6d. c. and f. for Hallowee via Southampton and 13s. via London, while for Khadrawee and Sair 12s. 6d. and 11s. 6d., respectively, have been accepted. These prices, says the same authority, are about one shilling lower than the opening quotations of last year.

Last year dates were admitted free into the United States, but under the new tariff there is a duty of 20 per cent., which will offset the lower prices.

#### TWO PROVINCIAL EXHIBITIONS.

THE provincial Exhibitions held recently at Halifax and Charlottetown give some idea of the progress and resources of Nova Scotia and Prince Edward Island. The former shows important advances in manufacturing, and the latter marked progress in agriculture. The Island especially bids fair to very shortly stand at the head of the agricultural districts of the Dominion. In fact, it may be said that in dairying they are there already, for their cheese has sold to exporters at better prices than Ontario and Quebec makes. Horses,

cattle and sheep show improved breeding. Fruit growing is also being developed. The climate seems specially adapted for plums, and P.E.I. plums are making a distinct name for themselves. In apples they have not yet found the varieties most suitable, though there was a rather good show of cooking stock. Small fruits, such as strawberries and gooseberries, do well, and before very long these products in cans will be a feature on the mainland markets. Both oats and potatoes, for which the island has long been famous, show no deterioration in quality. In manufacturing, outside of cheese, butter and starch-making, there is very little done, excepting in woolen milling, in which much of the wool is used up.

Nova Scotia is naturally the richest province in Canada. It has better and more varied resources than any other district in the Dominion. It is easier to make a comfortable living there than anywhere else. This is why the development has not kept pace with the Island. The Islander must work or starve. He works and does well. A Bluenose need exert himself but little. The farm, the mine, the sea, the woods, are all equally rich, and he makes an easy living, but does not save much. Those who work hard are putting by more wealth than they are in any other part of Canada. The live stock and dairying displays were below the mark and did not show the best the Province has. In fruit and vegetables, however, they had as fine a display as has ever been seen in Canada. Apples came first, King County alone showing 120 varieties. Potatoes and other roots, it will be difficult to beat anywhere. From the partial display of manufacturers of all kinds it is evident that Nova Scotia has before it an important future. It has cheap coal, cheap labor and cheap raw material. Where the latter is imported it costs less to lay it down here than at interior points, because most places are accessible by water.

#### GROCERIES AT THE HALIFAX EXHIBITION.

THE finest display of biscuits ever made in Canada was that of G. J. Hamilton & Sons, Pictou, N.S., at the Provincial Exhibition, Halifax. It covered an area of about 10 x 35 feet in a corner of the main building. It was arranged so that three faces were shown. The main one inclined upward from about three feet from the outer edge of the space to within a foot of the rear. In it were 230 varieties of confectionery from penny goods to the finest chocolate. The whole background was formed with over 200 kinds of biscuits. Both were put up in flat cases, with 7 x 9 in. plate glass fronts, with the edges tastefully decorated. The base was filled with the various kinds of packages in which the goods are usually sent to the retailers. On stands at the ends were glass jars of druggists' confectionery, con-

taining twenty-five different flavors each of candy, kitchen and plain. The exhibit was one of the most attractive features of the show.

The Truro Condensed Milk Co.'s and J. P. Mott & Co.'s were very popular exhibits, and it was usually almost impossible to get near them, so great was the crowd anxious to try their products. In addition to a very tasty display of their goods—and canned goods always make a fine show—the Truro Co. gave away samples of their coffee, which is all ready with milk and sugar to add the hot water and drink. These goods are destined to secure a firm hold with the trade. Mott & Co. had two pyramids, one showing cocoa beans and all their products and the other spices, all pure. Under the direction of F. J. Ward, two pretty girls served little cups of chocolate. They were dressed exactly as are the housemaids in Mott & Co.'s colored trade mark. If consumers could get as good a cup as they prepared much more cocoa would be used. Many people do not know how to make it.

The E. B. Eddy Co., who never let an opportunity pass to bring their goods to the front, had a very good display arranged by their energetic representatives in Nova Scotia, John Peters & Co. Besides their fibreware and matches there were samples of new paper; which show that Eddy is not satisfied unless he is leading in this line also.

Mott & Co. had an exhibit of soap, and a gigantic "Amber" bar attracted a good deal of attention.

The Canadian Packers' Association, Toronto, made a good display of canned fruits and vegetables. It was hardly representative of the association, for every can bore the label of the Simcoe Canning Co., no other brand being shown. Bauld, Gibson & Co. bought the exhibit.

Allworth's Condensed Milk, Aylmer, Ont., formed part of a miscellaneous display by Erb & Co.

In addition to these were miscellaneous displays of flours, meals, liquors, etc., representing a number of different brands.

Established 1850

WE MAKE A SPECIALTY OF

### Hotel and Bar Supplies

And you can always rely on getting the latest novelty in this line from us.

We have something new in

### CIGAR CUTTERS

and the latest is a combination

### CIGAR CUTTER AND LIGHTER

Our selection of

### BAR GLASSWARE

is not equalled by any house in the Trade.

### JAMES. A. SKINNER & CO.

Toronto,  
Ont.

Vancouver,  
B. C.

We invite every good Grocer to use

# Diamond Crystal Salt

High Quality, not Low Prices,  
makes the "Successful Merchant."

All orders received up to 4 o'clock  
will be shipped same afternoon.

LUCAS, STEELE & BRISTOL, - - Hamilton.

## FRUIT ARRIVALS DURING THE WEEK.

Crosse &  
Blackwell's

# PEELS

LEMON  
ORANGE  
CITRON

ELEME FIGS, 10-LB. BOXES

"A.B." Extra Selected Valencias. Arguimbau F.O.S. Valencias.

BALFOUR & Co.

HAMILTON.

# RAM LAL'S

PURE INDIAN

Package

A well-recommended T,  
Judiciously blended T,  
Comforting, pleasing,  
Always appeasing—  
Best sort of household T.

... Tea

FOR SALE BY ALL RETAIL GROCERS.

James Turner & Co.

WHOLESALE  
AGENTS

Hamilton

**PEDLARS AND HAWKERS.**

R. A. DONALD, ESQ.:

DEAR SIR,—I noticed a letter from you as President of the Toronto Retail Grocers' Association, in last week's issue of THE GROCER, with reference to pedlars and hawkers. I am led to believe it is very hard to deal with such as the law now stands. I have been thinking the matter over—I am not a lawyer, only a grocer trying to make an honest living—and I beg to submit the following idea as a remedy, viz.: That the retail and wholesale trade in all their branches should be dealt with something in the same manner as the liquor trade is at the present time, subject to a licence. I would suggest that all retailers pay a small licence, and be compelled to sell their goods on certain conditions only in the premises mentioned in said licence; wholesale houses to be under the same restrictions, but have the privilege of sending out travelers, and sell goods to the trade only, not to the consumer. It may be said this would interfere with the patrons; not at all, only would keep trade in its proper channel, and enable them to carry out one of their own ideas, namely, to have stores in their own locality to supply them. Of course, those who manufacture the goods they sell, also those who raise produce of whatever kind, would not be subject to those restrictions, and the loss of revenue derived at the present time from pedlars and hawkers' licence would be more than made up by the fees collected for licence from the wholesale and retail trade. I would like to have this suggestion thoroughly discussed, and if possible get legislation in that direction passed by the House.

Yours, etc.,

A GROCER.

Oct. 15, 1894.

**HE'S NO "BACK-SCRATCHER."**

Compliments, when not deserved, are but idle words bestowed by some vain personality in the hope and expectation of being remembered in "kind"—"back-scratching." Merit will always be recognized by every honest man. It courts criticism and can stand the crucial test. We have no patience with sycophants, but the man who has the courage of his convictions and speaks of men and things as he finds them has our admiration. We congratulate the McLean Publishing Company, Ltd., of Toronto, Ontario, upon the highly creditable Fall Trade number of THE CANADIAN GROCER, issued on the fifth instant. It is worthy of the leading trade newspaper of the British North American possessions, and would be an honor to any country, no matter how pretentious the people. However viewed, the work is meritorious. It is pleasing to note that THE CANADIAN GROCER is so practically appreciated by the manufacturing and jobbing interests, as the many pages of

advertisements artistically arranged in this special number bear testimony. Our Dominion contemporary is deservedly a success. May its future be still more prosperous; and it will, because it is an honest, fearless and independent trade journal which labors earnestly to serve the entire trade, and these qualities cannot but command the confidence of the business interests in its field of operations.—New Jersey Trade Review.

**THE OUTLOOK FOR FISH.**

THE fish trade has, of course, felt the effects of the recent depression, and consequent curtailment of consumption in sympathy with the other branches of commerce, says a contemporary. During the summer it has been of only fair average volume. But now it appears to feel the reviving influence of increased demand, coupled with only moderate supply, and the first cargo of 600 barrels of salt herrings to arrive in Montreal, went off briskly at from \$4.75 to \$5 per barrel. The fish were Newfoundland South shore herring, and were of excellent quality—large, bright and well cured. Consequently they sold readily, and, judging from the demand for the first lots, the outlook for the remainder of the season's business is reasonably promising.

From Labrador comes the welcome news that the herring are commencing to strike back to the coast they have deserted for the past three years. It was just about that period that they left Canadian waters and poured their myriads into every bay and fiord on the Norwegian coast. Now comes the news that the fickle fish are in turn forsaking their Scandinavian haunts. Numbers of a new large herring, evidently the much-coveted Labrador, are being taken in Scotch ports, and the news comes that they are re-appearing on our own coasts, and that one cargo of 1,000 barrels has already been taken and is now on its way to Montreal. It is expected to bring \$5 per barrel at least, and it is hoped that it is only the precursor of other and larger catches; for the Labrador herring is the finest of its species, and has always been the prime favorite with Canadian consumers.

The shore cod fishery was somewhat of a failure this year. The ice lingered late on the coast, and the northern fishermen did only poorly. But the bank fishing fleet are doing well, and there are numbers of small green fishers out who bring their own news in with them with their catches, and whose takes it is impossible to estimate. So that it is too early yet to hazard a prediction as to the fishery. Good dry cod brings \$3.75 to \$4 per quintal; but the old-style bundles of dry fish are being rapidly driven out of city consumption by skinless and boneless cod. The skinless fish is a new form that has become very popular. They are large selected fish, packed at full length, in 100

lb. boxes, and beautifully put up. They sell at \$5.50 per box, and in cleanliness and delicacy are far ahead of the bundled fish. The now well-known boneless cod is put up in one and two pound bricks in boxes to suit customers, and sells at about 6c. per lb.

Very little green cod is in the market as yet, and it is not expected in quantity until colder weather. The supply is of importance this year as, if the herring fail, the cod must take their place. At present green cod sells at from \$4.25 to \$4.50 per brl. of 200 lbs. for good No. 1. Large fish bring \$5. Of course the number of substitutes now offering in the shape of other fish and fish products has diminished sensibly the demand for green cod in railroad centres and large cities having ready means of communication with the seaboard. But in the smaller villages of Quebec province the cod-fish represents an important adjunct to the table, and it is from these points that the principal consumptive demand is felt. This year it bids fair to be fully as good as it was last, and importers have no cause to complain either of the present or prospective demand for their fish.

**LIVE STOCK AND MEAT GALORE.**

A Liverpool paper gives the following list of live stock and fresh meats landed at that port by 17 steamers from Canada and the United States during one week in September: Cattle, 7,266; sheep, 2,247; quarters of beef, 20,567. This induces the Montreal Gazette to remark: "The English people have a great capacity for beef-eating, but over 7,000 cattle and 20,567 quarters of beef landed at one port from Canada and the United States is a rather large order for the British public. When the market is flooded like this, it is no wonder that prices are low."

**INTRADUISIBLES.**

Le Moniteur du Commerce, of Montreal, speaks with approbation of an article in the Arena, by Dr. George Stewart, who argues that "it goes without saying" is not a faithful translation of the French phrase "cela va sans dire." In expressions of this kind, says Le Moniteur, the verb "aller" cannot be translated as the verb "to go." For instance, one would not translate "comment allez vous?" by "how do you go?" any more than one would render "le repos ne me va pas" as "rest does not go with me." These French expressions are untranslatable, concludes Le Moniteur; and suggests that "cela va sans dire" is best expressed by "as a matter of course," or, more concisely, "of course." Very good Moniteur; and how would you express the latent and subtle comprehensiveness of kindly interest conveyed in the idiomatic colloquial inquiry, "How goes it?" Is this "intraduisible"?

# EX S.S. DRACONA AND LABRADOR

Cases Extra Choice Vostizza Currants  
 Half Cases Extra Choice Vostizza Currants  
 Barrels Fine Filiatra Currants  
 Half Barrels Fine Filiatra Currants

Arguimbau's Fine Off-Stalk Valencias  
 Arguimbau's Selected Valencias  
 Arguimbau's Selected Layer Valencias  
 Choice Erhili and Eleme Figs, in 14 oz.,  
 10, 20 and 28-lb. boxes.

## H. P. ECKARDT & CO.

Wholesale Grocers . . . . . TORONTO.

# G. J. Hamilton & Sons

... Manufacturers of ...

# FINE BISCUITS AND CONFECTIONERY

Represented in Ontario by  
**F. J. CHARLTON,**  
 BRANTFORD.

**PICTOU,**  
 N. S.



## "Our National Foods"

Desiccated Rolled **WHEAT**  
 " " **OATS**  
 " " **SNOWFLAKE**  
**BARLEY**

In 2 lb. pkgs. 2 doz. per case.

### SELF-RISING BUCKWHEAT FLOUR

In 2½ lb. pkgs. In 5 lb. pkgs.  
 2 doz. per case. 1 doz. per case.



These goods are without an equal and meet the demand for a Superior Quality of Breakfast Foods

Giving your customers **SATISFACTION**  
 Increasing your **TRADE**  
 Paying you a good **PROFIT**

We take pleasure in sending samples, prices and particulars. We give mail orders prompt attention. We solicit your trade.

**RESULTS**

Quality  
 Satisfaction  
 Trade  
 Profit

## The IRELAND NATIONAL FOOD Co., Ltd.

MILLERS AND MANUFACTURERS OF

### BREAKFAST CEREAL FOODS

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

Toronto, Canada

## AN HOUR IN WINDSOR.

WINDSOR, N.S., has been giving too much credit, and many of the merchants have suffered in consequence. Several of them have got into business difficulties. Matters are improving, however, in this respect. The numerous articles in THE GROCER have stirred them up, and they are endeavoring to work into a better state of affairs. Even yet some merchants render accounts once a year only. This might do in a back country town, but in an enterprising place like Windsor the system should be changed. It is a relic of the dark ages.

F. R. Smith, who has resumed business, is working more cautiously. He has a well-assorted, though small, stock of groceries, and is making a good connection through his trade in dairy produce and vegetables. In the past he had given too much credit, but that experience and a few months in a leading grocery store in Boston, have taught him that to make a success in the grocery business a dealer must sell for cash to doubtful customers and at 30 days on the best accounts. He found that the best grocers in Boston carried very light stocks, letting the jobbers do that. They buy frequently and get the cash discount.

W. Smith, who succeeded his uncle in the general grocery business a few months ago, had thirteen years' experience with him, and as he is popular with his customers he is holding this trade and drawing more. He

is about to refit and paint the interior and make the store generally more attractive.

Campbell & Kirkpatrick, who succeeded R. H. Coalfleet, say they are working into a good business though general business is quiet.

J. Lawrence did not succeed in the grocery business. It is being wound up and he goes to a situation in Montreal. He is a good salesman and buyer, but gave too much credit. "I was a subscriber to THE GROCER, and if I had followed its advice I would still be in business," was a remark he made.

## CHEESE.

The output of the eleven factories in Prince Edward Island will be about 5,000 to 6,000 boxes. About 100 boxes have been sent to Montreal as samples. They are principally June and July makes, being all white cheese. They show good value, and, when it is considered this is but the second year they have been making cheese, it speaks well for the future.

The output of cheese from Prince Edward Island and Nova Scotia for the season it is expected will reach 15,000 to 20,000 boxes.

## CANNING IN P. E. I.

The farmers of Prince Edward Island are going in more for fruit growing. They produce enough now to supply the home de-

mand, but hope to do a profitable export business. Jones & McRae, Pownal, canned and exported considerable quantities of strawberries, gooseberries, currants and plums this year, and Easton & Cogswell, Georgetown, have a factory under way at Burnt Point, on the Cardigan river, and will be in the market next season.

## A DRUMMER'S DISCOMFITURE.

A rather good joke is going the rounds in St. John at the expense of the representative of a sugar refinery, says the Maritime Grocer. Calling on a merchant he found the latter examining a sample of what he (the newcomer) took to be a granulated sugar sample. Scouting competition from a new quarter he assumed a critical air and sniffed at the sample, took some of it in his fingers, and with the air of a connoisseur assured the merchant that there were no centrifugals in it and that it was not worth over three cents. He was quite sure his company could duplicate it at a very low figure. When he finally offered to take a sample and send to his people for that purpose, the owner of the sample, who was also present, observed that that would hardly be necessary, as this particular article came from the Windsor Salt Works. There was a sudden and awful silence for a minute. It was broken by the merchant, who had been laboriously holding his sides as long as he could.

TAKE A LEAF *from* THIS LADY'S BOOK.

Appointed by  
Special  
Royal Warrant

SOAP MAKERS  
TO HER MAJESTY  
THE QUEEN

DON'T WORRY!

What's the use of worrying  
Of hurrying  
And scurrying  
Everybody flurrying  
And making them confused;  
When the labour would be lighter,  
Your linen all the whiter,  
And all around you brighter. If  
SUNLIGHT SOAP  
you used.

BEST TO BUY, BECAUSE BEST TO USE.



# NEW CURRANTS

Panerete, Vostizza, Patras and Filiatra.

## NEW VALENCIAS

Off-Stalk, Fine Off-Stalk, Select and Layers.

## NEW MALAGA FRUIT

## NEW PRUNES Cases and Half Cases.

## NEW FIGS Comadre, in Taps.

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# DAVIDSON & HAY, Toronto.

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## Munn's Boneless Codfish

Is put up better than ever. Full line of  
Choice New Fish now on hand.

5, 20, and 40 lb. Boxes.

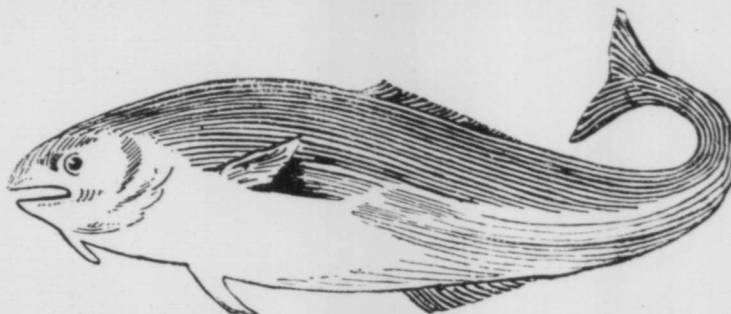
ALSO

### Skinless Codfish

In 100 lb. Cases.

Whole Fish--looking very nice.

If there is a Grocer in Canada who doesn't handle  
Munn's Codfish, don't let him mention it to anyone.



Ramsey & Aitken, Toronto Agents.

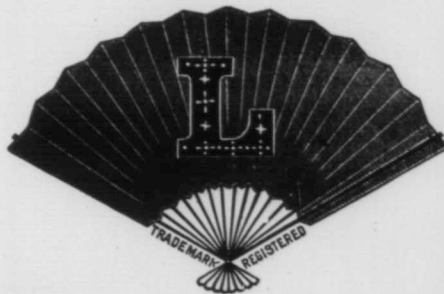
**STEWART MUNN & CO.**

Board of Trade Building, MONTREAL.

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# TEAS

FAN



BRAND

EDWARD ADAMS & CO. - London, Ont.

WE LEAD IN

# Teas

**Eagle Brand**Japan and  
Ceylon.A chance in a hundredFor the **FALL TRADE**Valencias in every shape.  
Arguimbau and Morand.Pineapples, Morton's  
3-lb. tins are delicious.**M. MASURET & CO.**

London, Ont.

**DRY GOODS.**

TORONTO MARKET.

**S**ORTING orders from travelers are as numerous as usual, but less bulky than at this season last year. Letter orders are very numerous, but follow the lead of the road orders as to volume. House trade is exceedingly quiet, and what is being done is in jobs and clearances. The lower prices in denims, cottonades and shirtings have induced a considerable trade in these lines.

W. R. Brock & Co.'s leading lines of kid gloves, Ava, Laura, Princess, Josephine, Padella, Prince and Otta are selling well and are much appreciated. Special plum lines are being offered in Cardigan jackets, sweaters and Jerseys. A large shipment of Swiss embroidered handkerchiefs from St. Gall, also Japanese goods from Tokio, have been received. They were bought specially for the approaching holiday trade. Golf cloakings arrived last week. This is the novelty of the season in cloakings, and Stuart and 42nd plaids are shown as well as fancy check backs. They are receiving numerous repeats from retailers for their line of grey flannels to retail at 20 cents. Some clearances in shirts and drawers and in top shirts are being offered.

On the 1st of October S. F. McKinnon & Co. inaugurated a removal sale, preparatory to placing their stock in their beautiful new building, now rapidly approaching completion. This is not a farce sale, but genuine reductions running from 15 to 50 per cent. have been made. In black and colored dress silks, silk velvets, velveteens and dress plushes, some excellent bargains are offered. In dress trimmings and ribbons of all kinds, the stock is new and large, and yet offered

at prices which are moving large quantities. Mantle materials in cloth, plush, astrachan curls and sealettes are away down. Some lines of mantles and jackets are reduced 30 to 40 per cent., others 15 to 25 per cent. Hats of all kinds are offered at cut figures, while hat ornaments, such as wings, feathers, etc., are lowered from 15 to 33½ per cent., some even 50 per cent.

D. McCall & Co. report a lively demand for walking hats. They control special qualities and makes not found elsewhere. This house is always well up with its sorting stock, and retailers can depend on securing what they want, if it is possible to procure it.

MONTREAL MARKET.

The movement of all goods since our last report has been a fairly active one, and, on the whole, the average appears to be equal to that of last year. At any rate, two or three of the big general houses say that it is so, while one of them claims that they have done a bigger trade, and last fall was an exceptionally good one with them; they say they have no reason to be dissatisfied. It is worthy of note, also, that other houses who make a specialty of one or two lines report that their stocks are worked down to a pretty low level, which is a fair indication. For instance, one house that deals solely in fine dress goods and other ladies' goods say that they were never so low as they are at present at this time of the year.

The city retail trade has been quite brisk of late in consequence of the return wave of people from the summer resorts. The few days of bright cold weather that we have had recently have also been very beneficial in this respect. City collections, however, are complained of, being under the average. The demand for Priestley's fine dress

goods has been an unusually active one this fall with S. Greenshield's, Son & Co. Their fine serges and diagonals have been hot selling lines.

The s.s. Sarnia, which arrived this week, brought in another large shipment of cape cloths for Brophy, Cains & Co., also a line of English flannelettes. They are just the thing for the sorting season.

Notwithstanding the great pressure of American orders at primary markets, Thourret, Fitzgibbon & Co. have been filling all orders promptly for French goods, besides having a well-assorted stock on hand. They are in a somewhat enviable position in this respect.

S. Greenshields, Son & Co. have experienced such an active demand for the well-known white and black dress goods of Priestley's make that they have hardly been able to fill all their orders.

Brophy, Cains & Co. report a good season in ladies', gents' and children's underwear. This department is still a well-assorted one with this firm, however, in all prices and all sizes.

Wm. Agnew, senior partner of Wm. Agnew & Co., who is at present on his usual buying tour in Great Britain, writes his firm that velvets and velveteens are in large demand abroad, and that prices have advanced to a noticeable extent.

News, Vernon, B.C., Oct. 4: "Mr. J. Cameron, representing THE CANADIAN GROCER and other trade journals issued by the J. B. McLean Co., of Toronto, was through the Okanagan district last week. Mr. Cameron was in Vernon two years ago, and naturally finds a wonderful growth since that time. The papers he represents are liberally supported in this Province—and deservedly so."

**NOW ARRIVING**

WEEKLY CONSIGNMENTS OF

**... NEW CROP**

## VALENCIA RAISINS

Their quality is unsurpassed.  
Write for our pricesAlso large shipments of all kinds of Canned and Preserved  
Goods; 12 different makes to choose from.**Laporte, Martin & Co.**St. Peter Street, **Montreal**

J. F. EBY

HUGH BLAIN



$\frac{1}{2}$  and 1 lb. Pkgs.

5 lb. Tins.

The "Orient" Tea is a combination of the choicest productions of Eastern Tea Gardens. It is pure Ceylon and India Tea, blended by the most skilful tea men, and is warranted perfectly pure and free from adulteration.

We want you to write us for a sample of this tea—it will attract you—it will interest you—it will PAY YOU to do so. There is money in the sale of this tea for you. Once sold always in demand by your customers.

**WRITE FOR SAMPLE**

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

## Ye Ancient Ballad of Jack and Jill.

(ADAPTED TO DATE.)

Jack and Jill went up the hill  
To fetch a pail of water,  
Jack had great admiration for  
Jill's mother's blue-eyed daughter.

"How tiresome it used to be"  
Quoth lovely, laughing Jill,  
"To carry those old wooden pails  
For water up this hill.

That pail! with cracks twixt every stave,  
We could not pause a minute,  
But had to hurry all the time  
To save the water in it.

So badly balanced! If you gave  
A single glance at me,  
A dreadful spill upon the hill  
There straightway sure would be.

Until that day! that happy day,"  
Here Jill gave way to laughter,  
"When you fell down and broke your crown,  
And I came tumbling after.

Then mother bought an Eddy's pail  
Of Indurated Ware,  
A perfect dream! No hoop or seam,  
And balanced true with care."

"Why, yes," quoth Jack, "my darling Jill,  
In June when we are inated,  
We'll buy with care our household ware  
Of Eddy's Indurated."

## Increased Discounts Increased Capacity Increased Sales

Our factories were started up again last month with double their former capacities. So no more delay will be occasioned in filling orders.

Indurated Pails, Tubs, Milk Pans, Wash Basins, Bread Pans, Butter Bowls, Butter Tubs, Cuspidors, etc., are effectively, persistently and aggressively advertised throughout Canada, and sell themselves.

Buy them and show them.

---

# THE E. B. EDDY CO., Hull, Canada

### BRANCHES:

MONTREAL  
TORONTO

### AGENCIES:

QUEBEC - - - F. H. Andrews & Son  
HAMILTON - - - Alfred Powis  
KINGSTON - - - J. A. Hendry  
ST. JOHN - - - Schofield Bros.  
HALIFAX - - - J. Peters & Co.  
WINNIPEG - - - Tees & Persse  
VICTORIA - - - James Mitchell  
ST. JOHNS, Nfld. - E. A. Benjamin

# MARKETS AND MARKET NOTES

## TORONTO MARKETS.

TORONTO, Oct. 18, 1894.

### GROCERIES.

TRADE exhibits more life than it has for some weeks, and although there is no great rush, the wholesale houses are all fairly well employed. The most unsatisfactory feature of the situation is the slowness of payments, but even in this respect it is to be noted that there is some improvement. Sugars and foreign dried fruits are the commodities which are just now attracting the most attention. The market for the former is both stronger and more active, and the interest in the latter centres in the fact that new season's fruits are coming to hand more freely. The first direct shipment of new currants ex s.s. Dracena are due here this week, and most of the houses have been getting in small shipments of new season's figs. In teas the feature is higher prices in low grade Ceylons. Nothing new has developed in canned goods. Rio coffees are as scarce as ever. Further advances are announced in certain lines of spices, nutmegs being from 2d. to 4d. dearer. Quite a little activity has developed in syrups during the week, but molasses remain much as before. In foreign green fruits the principal feature to note is the arrival of Florida oranges and lemons.

### CANNED GOODS.

Nothing new has developed either in regard to prices or business. Salmon is, in fact, the only line that is at all attracting interest. Advices from the Coast during the week intimate that on account of the

heavy sales of sackeye on English account that there is very little of first-class stock to be had. Dealers are looking for higher prices in high grade salmon. There is a fair demand for salmon on spot, and it would be much greater if people could buy at old prices. Wholesale houses are quoting good red fish at \$1.30 to \$1.35 in tall tins, with flat tins as high as \$1.55; new pack cahoes are selling to arrive at \$1.10. Further shipments of canned mackerel have arrived, and we still quote \$1 to \$1.10. Canned lobsters are in fair demand on spot at \$1.70 to \$2 in tall tins, and \$2.25 to \$2.75 in flat tins. Canned tomatoes, peas, corn and fruits are quiet. We quote: Tomatoes and corn, 85 to 90c.; peas, 80 to 85c.; peaches, \$3 to \$3.25 for 3's, \$2 to \$2.25 for 2's; raspberries, \$1.65 to \$1.80; strawberries, \$1.90 to \$2.10; apples, 3's, \$1 to \$1.10, gallons \$2.65 to \$2.80, and preserved fancy quarters at \$1.35 to \$1.40.

### COFFEES.

Rio growths are still scarce, there being very few on this market, and wholesalers are unable to entertain all the orders coming in. We quote green, in bags: Rio, 21½ to 22½c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 21½ to 22½c.; Java, 30 to 32c.; Mocha, 27 to 28c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 22c.

### RICE.

The season being largely over, there is not much doing. The chief attention seems to be still devoted to fancy imported kinds. We quote: "B," 3½ to 3¾c.; extra Japan, 5¼ to 5¾c.; imported Japan, 5¼ to 6¼c.; tapioca, 4¼ to 4½c.

### SPICES.

Nutmegs are 2d. to 4d. dearer in the primary markets, and further advances have been reported in cloves, pepper and pimento. There are no changes on the local market. We quote: Pure black pepper, 12 to 14c.; pure white, 20 to 28c.; pure Jamaica ginger, 25 to 27c.; cloves, 25 to 30c.;

pure mixed spice, 25 to 30c.; cream of tartar, 20 to 25c. per lb.

### NUTS.

There is nothing new to note beyond the fact that there have been a few new season's Valencia shelled almonds arriving this week. We quote as follows: Brazil nuts, 11 to 11½c. lb.; Sicily shelled almonds, 25 to 26c. a lb.; Terragona almonds, 12½ to 14c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; coconuts, \$4.50 to \$5 per sack; Grenoble walnuts, 13 to 14c.; Marbot walnuts, 11 to 12c.; Bordeaux walnuts, 8 to 10c.; filberts, 9¼ to 10½c. for sacks and 10¼ to 11c. for small lots; pecans, 10½ to 11c.

### SUGAR.

Business has brightened up considerably during the week, there now being a fair turnover for the season. Among the orders going out are some carload lots for shipment up the lakes. The market is somewhat stronger than a week ago with some of the refiners, but there has been no hardening of prices with the wholesalers. Low grade yellows are still scarce, the refiners which had these kinds to sell last week being without them this week and vice versa. Nothing from Redpath, it is said, can be obtained at less than 3 5-16c. laid down here. We quote granulated at \$4.30 to \$4.40 per 100 lbs., and yellows at 3½c. per lb. up.

### SYRUPS.

Demand has been active for this time of the year, particularly for medium grade syrups at about 34c. per gallon in barrels and 36c. per gallon in half barrels. We quote: Dark, 25c.; medium, 28 to 30c.; bright, 35 to 40c.; very bright, 45 to 50c.

### MOLASSES.

Business is fairly good at unchanged prices. We quote: New Orleans, barrels, 26 to 28c.; half-barrels, 30½ to 32c.; Barbadoes, barrels, 28 to 32c.; half-barrels, 30 to 34c.

**WILSON'S**  
**PURE MALT**  
**VINEGAR**

BAY ST., TORONTO

This is the only licensed malt vinegar works in Canada.

**EQUAL TO IMPORTED**

The Windsor Patent Brush Co.  
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MANUFACTURE A  
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Brushes,  
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And guarantee entire satisfaction on all orders.

Your enquiries or orders solicited.

**SANDWICH, ONTARIO**

**"SALADA"**

CEYLON TEA

In Lead Packets—1 lb. and ½ lb.

Retailed at 30, 40, 50 and 60 cts.

We have absolutely demonstrated by our past and previously unheard of success that we have solved the all-important problem, and that

**"SALADA"** Exactly Suits the Public Taste.

**P. C. LARKIN & CO.**

WHOLESALE AGENTS,

25 Front St. East.

TORONTO.

## MARKETS—Continued

## TEAS.

There is still a great deal of tea going out. This applies particularly to Japan teas. Medium Japan teas which retail at about 25c. are getting scarce on this market. Indian and Ceylon teas are in fair demand. An advance of 1½d. was cabled from London in the latter tea on Tuesday. In the low grade Indian teas, on the other hand there are some signs of weakness. China teas are scarce and firm, and all offering at fair prices are readily taken. There is a fair demand for China black. Prices ruling are: Young Hysons, 16 to 18c. for low grade; 24 to 27c. for medium, and 33 to 38c. for high grades; China Congous, 16 to 18c.; Japans, 16 to 20c.

## DRIED FRUIT.

Valencia raisins are in good demand at these prices: Off-stalk, 4¼c.; fine offstalk, 5 to 5½c.; selected, 5½ to 6c.; layers, 6 to 6½c. Offstalk is selling to arrive at 4½c. Selected and layers Valencias are both as dear to arrive as those now in stock. The market continues firm. There have been some small shipments of new season's Malaga raisins on the market during the week, but they have been pretty well cleaned out at \$2.50 for London layers, \$3 for connoisseur clusters, and \$3.75 for dessert clusters. New season's Sultana raisins are in demand at 5¾ to 8c. California loose muscatel raisins, in 50-lb. boxes, are selling at 7 to 7½c. per lb., and there is a fair quantity going forward. The first direct shipment of new season's currants is expected here every day. The steamer reached Montreal some days ago, but at the hour of writing shipments consigned to Toronto houses had not arrived. We still quote old fruit as follows: Provincials, 3½ to 4c. in brls., half brls. 3¾ to 4¼c.; Filatras, 4 to 4¾c. in brls., and 4½ to 5c. in half barrels; Patras, 5 to 5½c. in barrels, 5¼ to 5¾c. in half brls. 5 to 6½c. in cases; Vostizzas, 6½ to 7½c. in cases, 6¾ to 7¾c. in half cases; new season's Campos, 4¾. in brls., and 5c. in half brls. The local market appears to be fairly well supplied with French prunes at the moment, and there are a good many of them moving at 6½ to 9½c., according to size. Turkish prunes we still quote as follows: "A," 9c.; "B," 7 to 7½c.; "U," 5¼ to 5½c.; bags, 3¾c.; casks, 4½ to 5c. New figs are on the market this week. They consist of Elemes, naturals and Comadre taps, and we quote: Elemes, 7-crown, 17c.; and choice, in 10 and 28 lb. boxes, 12½ to 13c.; naturals, 7½c.; taps, 5c.

## BUTTER AND CHEESE.

The tone of the butter market is easier. Holders are offering more freely, and pressing for sales. They want to sell in round lots, but dealers are inclined to purchase selections only, there already being an accumulation of low grade butter. Holders' ideas for round lots of dairy tub are about 16c. The demand is still local in character,

but choice dairy tub butter is still scarce and wanted, although there are some early makes of creamery butter as low as 19c., which is taking its place. Of dairy pound rolls there are rather more on the market than is wanted. We quote jobbing prices: Dairy—Choice tubs, 17 to 19c.; straight store, 14 to 16c.; crocks, 20c.; low grade, 11 to 13c.; pound rolls, 19 to 20c.; large rolls, 16 to 19c. Creamery—Tubs, 19 to 22c.; pound prints, 23 to 24c. Some round lots of Manitoba butter have been offering as low as 11c. laid down here, but no transactions are reported.

The cheese market is dull, although the factories do not yet seem disposed to take lower prices, the idea with them being 10 to 10½c. There is said to be a good deal of September and latter part of season's makes still unsold. Wholesale houses are quoting 10¾ to 11c. for August and September makes.

## PROVISIONS AND DRESSED HOGS.

The provision market continues active. Some carloads of mixed meats and long clear have changed hands, the latter at 8½c. The demand for hams exceeds the supply. Prices are a little lower on breakfast bacon, barrel pork and lard. There are a good many dressed hogs coming in, and the idea as to price is \$6 to \$6.40.

BACON—Long clear, 8½c. for carload lots and 8¾ to 9c. for small lots; breakfast bacon, 12 to 12½c.; rolls, 9 to 9¼c.

HAMS—Large, 22 lbs. and over, 11c.; medium, 15 to 20 lbs., 12½c.; small hams, 13c.; pickled, 11 to 11½c.

LARD—Pure Canadian, tierces, 9c.; tubs, 9¾c.; pails, 10c.

BARREL PORK—Canadian heavy mess \$18; Canadian short-cut, \$19 to \$20; shoulder mess, \$14.50 to \$15; clear mess, \$15 to \$15.50.

## GREEN FRUIT.

Oranges remain quiet. There are not many coming forward. A few Florida oranges are arriving this week, and they are selling at \$3.25 to \$3.75. There are a few Jamaicas still to be had. Until the season for small fruits is over no material improvement can naturally be expected. There is a fair trade to report in lemons, and the feature of the market in this line is the receipts of Florida lemons, which are now beginning to come in freely. Bananas are slow. Wholesalers find little sale for apples on account of the free deliveries by farmers. Cranberries are scarce, but the demand is of course yet light. In grapes, both the supply and demand keep good. There is scarcely anything doing in pears. We quote: Lemons, Messinas, \$2.25 to \$3.50; Palmeros, \$3 to \$3.50; Sorrentos, \$4 to \$4.50; Floridas, \$4 to \$4.50. Oranges, Floridas, \$3.25 to \$3.75 per box; Jamaicas, \$1.50 per basket, \$8 per barrel. Bananas, \$1.20 to \$1.40. Cucumbers, 20 to 25c. per basket. Tomatoes, 25c. per basket. Apples, \$1.75 to \$2.25 per brl. for well-packed stock. Grapes,

Concords, 2 to 2½c. per lb.; Niagaras, 2½ to 3c.; Rogers, 3 to 4c. per lb. Sweet potatoes, Jerseys, \$3.50 per brl. Crab apples, 25 to 40c. per basket. Quinces, 40 to 50c. per basket. Cranberries, 80 to 90c. per basket.

## COUNTRY PRODUCE.

BEANS—There is the usual quiet trade doing at \$1.35 to \$1.40 for hand-picked.

DRIED APPLES—Demand is slack at 5½c. EVAPORATED APPLES—Offerings are liberal, but buyers are not anxious to make purchases. The factories are asking 7 to 7¼c., but the idea of buyers is about 6½c., which would bring prices down to the export basis.

EGGS—There is a fair demand and receipts are light, while the quality of the eggs now coming in is fairly good. We quote 15c.

POTATOES—Market keeps quiet at 45 to 50c. on track and 55c. out of store.

ONIONS—Market is quiet. Spanish are quoted at 90c. to \$1. per crate, and Valencias are quoted at \$2.75 to \$3.25 per case.

## FISH AND OYSTERS.

White fish is still scarce, and large salmon trout continues to come in freely with demand good. Oysters are moving freely and prices are low. We quote: Salmon trout, 6 to 6½c.; skinned and boned codfish, 6½c.; boneless fish, 3½ to 4c.; "quail on toast," cod, 5 to 5½c.; Labrador herring, \$2.50 per half keg and \$5.75 per barrel; ditto, split, \$3; blueback herring, 4c.; blue pickerel, 4 to 5c. lb.; yel. ditto, 6 to 7c. per lb.; white fish, 7c.; pike, 5c. lb.; haddock and cod, 5½c. per lb.; steak cod, 5 to 6c.; finnan haddies, 7½ to 8c.; Digby herring, in bundles of 5 boxes, 15c.; ditto, lengthwise, 14c.; large halibut, 10c.; ciscoes, \$1.35. Oysters, \$1.25 to \$1.30 per gallon.

## SEEDS.

The Alsike market is still dull with prices 20c. per bushel lower. Timothy is practically unchanged, although the feeling is easy and samples are closely scrutinized, while not any but choicest samples bring the outside figure quoted. Red clover, in the continued absence of offerings, is purely nominal. We quote, f.o.b. points of shipment: Alsike, \$3.30 to \$5.20; timothy, \$1.50 to \$2.25; red clover, nominally \$5 per bushel.

## SALT.

Trade continues good, and prices are higher in barrel and in fine rock salts. We quote: Barrels, 95c.; coarse sacks, 58c.; fine sacks, 62c.; dairy, \$1.50; rock, \$10.

## HIDES, SKINS, WOOL AND TALLOW.

HIDES—Market quiet. Dealers are paying 3½c. for green and selling cured at 4¼ to 4½c.

SKINS—All offerings are taken readily at 50c.

WOOL—There is scarcely any demand from the mills, and the market generally is

**CASH**  
**PAID** FOR **DRIED** **AND** **APPLES**  
**EVAPORATED**

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

Telephone No. 471. Established 1870.

**JOHN HAWLEY**

Provision and Commission Merchant

Butter Lard Cheese  
Eggs Apples Etc.

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

88 Front Street East, TORONTO

**SUGAR**

The "Redpath" sugars are acknowledged everywhere to be of the highest quality and purity, made by latest processes. We have them in all grades Lump, Granulated, Yellow, etc. Let us quote you figures on them.

**JAMES A. HENDRY**

WHOLESALE AGENT KINGSTON, ONT.

**WHITE & CO.**

TORONTO,

Fruit and Produce Commission Merchants.

Price lists corrected weekly.  
Bananas, \$1 to \$1.50; Florida Oranges, \$3.50 to \$3.75; Florida Lemons, \$3.25 to \$3.50; Carento Lemons, \$3.25 to \$4; Figs in tins, 5c.; Jersey Sweets, \$3 to \$3.25; Chestnuts, \$3 to \$3.25 per bush.; Almonds, 14c.; Brazil, 12c.; Hazel, 9 to 10c.; Peanuts, 7 to 7½c.; Standard Oysters, \$1.30 per gal.; Haddies, 7 to 7½c.; Digby Herrings, 75c. per pkg.  
Butter, Eggs, Poultry, Lard, Cheese, Apples, Potatoes, Onions, bought and sold. Telephone 867.

**HUGH WALKER & SON,**

FRUIT AND COMMISSION MERCHANTS,  
GUELPH.

**FISH  
HADDIE  
OYSTERS**



Write for rates.

WE ALSO HANDLE

**ORANGES AND LEMONS**

**Aikenhead & Sloan**

13 Church Street TORONTO

**New Figs,  
New Nuts,**

**FLORIDA LEMONS,  
FLORIDA ORANGES.**

**FINNAN HADDIES and OYSTERS DAILY.**

**NEW SCALED HERRING.**

Prices right.

**CLEMES BROS., 51 FRONT ST. EAST.**

**MARKETS—Continued**

quiet. We quote: Supers, 18 to 19.; extra, 21 to 22c.; fleece, 18c.; fleece combing, 18c.; clothing, 19 to 20c.

TALLOW—Is scarce; 5¼c. would be paid for rendered delivered here. Dealers are selling at 6½c.

**PETROLEUM.**

There is a good trade doing at unchanged prices. We quote, in 5 to 10 brl. lots, imperial gallon, Toronto: Canadian, 12 to 12½c.; carbon safety, 15c.; Canadian water white, 16 to 17c.; American water white, 17½c.; photogene, 20c.

The Petrolia Advertiser in its weekly report says: "Petrolia crude: \$1.05 per barrel. Oil Springs crude: \$1.06 per barrel. Refined, 6¼c. in bulk; 9½c. in barrels. In carload lots f.o.b. here. There are so many ways of quoting crude prices these times that it is difficult to convey an idea of the prices in a general way. The Exchange, which should be the only authentic source, is but a branch so to speak. We are informed that oil has been sold as high as \$1.08 on the street. \$1.05½ was freely offered on 'Change yesterday, but there were no sellers. In quoting Petrolia crude at \$1.05 and Oil Springs at \$1.06 we may say that these are the minimum of Exchange values, and very firm at that. The horizon is getting brighter every day, and producers will do well to hang on to their crude as long as they can. The stocks on hand are not a month's consumption."

**MARKET NOTES.**

Smith & Keighley have just received a shipment of Eline figs, new season's crop.

The balance of Sniders' soups on the market has been purchased by H. P. Eckardt & Co.

D. Gunn, Flavelle & Co. report deliveries of dressed fowl commencing earlier than usual.

H. P. Eckardt & Co. report that they are offering good value in syrups, in barrels and half-barrels.

New season's French prunes in cases and half cases are being offered by Davidson & Hay.

Shippers of poultry, fruit, butter and eggs are invited by White & Co., Toronto, to write them.

D. Gunn, Flavelle & Co. report a good trade in fresh pork s usages, bologna and smoked meats.

Sloan & Crowther have to hand a lot of fine selected Valencia raisins, also California loose muscatel raisins.

Eby, Blain & Co. are putting choice Lepart, choicest Morea and fancy Vorutsa on the market in cases of 70 lbs. The currants are all thoroughly cleaned.

Eby, Blain & Co. are offering finest California Musca el raisins, 4-crown, in 50 lb. boxes, at 7 to 7½c.

Park, Blackwell & Co. have to hand this week three carloads of mixed butter and one carload of creamery butter.

On receipt of a post-card Wm. Paterson & Son will send anywhere a sample of their "Medicated Cough Drops."

M. Masuret & Co. have in stock new Arguimbau & Morand Valencia raisins, in boxes, halves and quarters.

H. P. Eckardt & Co. are just in receipt of shipments of the following: Comadre figs, in 30-lb. tins, Eleme figs, natural figs, Sul-

If you want FIRST CLASS POTATOES in car lots, write or wire us for prices, F. O. B. or delivered.

**WM. HANNAH & CO.**

78 Colborne St., Toronto

Commission Merchants.

**Graham, McLean & Co.**

Produce and Commission Merchants

77 Colborne St. TORONTO.

Butter and Eggs specialties. Egg carriers supplied; returns made weekly; consignments of all kinds of produce solicited.

**COWAN'S**

**HYGIENIC COCOA**

Is the highest grade obtainable. Will give more satisfaction than the lower qualities, and is certainly much the best value offered. Sold only in tins.

**THE COWAN CO., Ltd.**

Toronto, Canada.

**RUTHERFORD & HARRISON**

Wholesale Produce and Commission Merchants

76 FRONT ST. EAST, - - - TORONTO.

We are open to buy large or small quantities of

**BUTTER AND EGGS**

Write us particulars.

Correspondence invited. Consignments solicited. Egg Carriers supplied.

Liberal Advances Made on Consignments

**DOMINION PRODUCE CO.**

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4 BRUNSWICK AVE., - - TORONTO

Apples, Onions,

Beans, Eggs,

and Poultry

In good demand. Egg Cases supplied.

**JAS. H. FALCONER**

Manufacturer

Jams, Jellies, Marmalades,

Vinegars, Pickles,

Ciders, Sauces,

Ketchups, Mince Meats,

Apple Butter, and

Flavoring Extracts.

126 and 128 FORT ST.,

Telephone 473.

VICTORIA, B.C.

tana raisins, Valencia shelled almonds, extra dessert clusters, conno seur clusters, Imperial cabinets.

Northrup & Co. are offering pickles at prices which they claim to be low; also "English Army" blacking.

Davidson & Hay are offering Canadian-packed sifted peas, held to be equal in quality to French peas.

A shipment of J. T. Morton's canned pineapples in syrup; also new pack "Crown" mackerel, are to hand with Davidson & Hay.

H. P. Eckardt & Co. have a fresh consignment of Roquefort cheese of the finest quality, made on one of the finest farms in France.

J. W. Lang & Co. have now in store new currants in barrels, half-barrels, and in cases, which, they report, they are offering at low prices.

Attention is directed to Wm. Paterson & Son's candy "ad." on page 6. Goods made by this firm can be relied on for purity and general excellence.

The wide-awake grocery handles B.F.P. cough drops, made by the Toronto Biscuit & Confectionery Co., put up in fancy glass-front tins holding 5 lb.

T. B. Escott & Co. have received a large lot of Spanish onions, several hundred cases Aylmer canned goods, carload of molasses, and another car salmon.

M. Masuret & Co. are offering something nice in canned pineapples, namely, Martons, 3 lb. tins. "These goods are A1 fine, full flavor," writes the firm.

Toronto Salt Works reports these sales for the week: Coarse, sack, 8 cars at 58c.; fine sacks, 5 cars, at 62c.; dairy, 2 cars, at \$1.50; barrels, 3 cars, at 95c.

Grand Mogul tea exhibits have been held the past week at the following places: Elmira, Guelph, Waterloo, Hespeler, Woodstock, Embro, Thamesford.

"Eag'e teas—Japans and Congous—are always reliable," write M. Masuret & Co. "We have this brand of tea in all size packages, including fancy tin canisters."

Davidson & Hay report that the first shipment of Malaga raisins to arrive on this market this season was received by them. They have also Comadre tap figs in stock.

In our special number of the 5th inst. we inadvertently omitted, in referring to T. B. Escott & Co., of London, to mention that Mr. Hazard was one of the partners of that firm.

The Windsor Patent Brush Co. have added new lines and improved on old lines formerly manufactured. They can now fit out general stores complete in this department.

A lot of new Sultana raisins, Malaga choice clusters, black baskets and selected London layers, as well as Valencia almonds, arrived last week for W. H. Gillard & Co., of Hamilton.

P. C. Larkin & Co report having read more repeat orders for "Salada" during the past week than ever before in a single week. One of them was from a leading grocer in Montreal.

W. H. Gillard & Co., of Hamilton, state that their stock of canned fruits and vegetables is very complete and that they are in a position to offer to the trade upon most favorable terms.

F. A. Gonne, of Chatham, writes that grocers generally do not appreciate the benefit that results from an exhibit of a

good article at the local fairs. "I exhibited," he says, "Salada tea at our fair, made tea and gave it away, in hundreds of cups, and have quadrupled my trade for this tea."

A carload of Spanish onions is to hand with T. Kinnear & Co.

Dawson & Co. are in receipt of a shipment of Florida oranges.

Sloan & Crowther have to hand this week a shipment of Barbadoes syrup.

Smith & Keighley are offering new B. C. salt-water salmon in barrels at \$11.

Sloan & Crowther have to hand a shipment of their "Campos" brand currants in barrels and half-barrels.

A consignment of California raisins, peaches, apricots, prunes, etc., is to hand with Lucas, Steele & Bristol.

Perkins, Ince & Co. have a large lot of currants arriving ex Dracona. Among them are some extra choice Filiatras.

T. Kinnear & Co. have in store fine Labrador herring, cod fish, pure cod fish in 1-lb. blocks, new fresh herring and boneless fish of all kinds.

Lucas, Steele & Bristol made delivery this week of some choice Malaga raisins, packed by W. C. Bevan & Co.; also some Comadra mat figs.

Smith & Keighley have received a large quantity of new season's French prunes which they are selling at 4c. for ordinary lots, and a little less for round lots.

Some choice values in Young Hyson teas at 12½ and 17 to 18c. are now offering by Lucas, Steele & Bristol. They have, they report, some nice teas at 45 to 48c.

A new article in the form of liquid mustard is to be placed on the market shortly by Keen, Robinson & Co., the London manufacturers. The goods are of the high standard peculiar to all Messrs. Keen's preparations.

The direct steamer Dracona, which is now unloading in Montreal, has a large assortment of currants and raisins on board for Lucas, Steele & Bristol. Delivery will be made of same at once.

The Dracona, first direct steamer from Denia for Montreal arrived last week, bringing several thousand packages of Arguimbau's off-stalk, fine off-stalk and selected Valencia raisins for W. H. Gillard & Co., of Hamilton.

Frank Magor & Co., Montreal, have now on the way from England a large assortment of Chas. Southwell & Co.'s high class jams, jellies and marmalades. The importation of these goods has been more than doubled during the past season.

W. H. Gillard & Co., of Hamilton, are offering a good assortment of salt water herrings, Nova Scotia, fat, in half-barrels; No 1 Labrador in half-barrels, and gibbed in barrels; also mackerel in kits and half-barrels and tins.

Frank Magor & Co., Montreal, report a much improved demand during the past few weeks for Robinson's patent barley and Robinson's patent groats. A large sample tin will be forwarded free to any reader of THE GROCER writing for same.

There is much rivalry this week between the wholesale grocers as to who would be the first to get new season's figs in store. As Smith & Keighley were the first to get a box into the CANADIAN GROCER obviously the palm belongs to them.

"All along the line and up in the Cross woods the B.F.P. cough drops made by the Toronto Biscuit & Confectionery Co., are to

be found in well-regulated grocery stores," say the makers. "They pay a big profit and are reliable to everybody concerned."

W. H. Gillard & Co., of Hamilton, advise the arrival ex s. s. Dracona of a full assortment of choicest Provincial currants in half barrels, choicest Filiatra in half cases, and cases; choicest Patras in cases, choicest Vostizza in half cases and cases, and choicest Panerette in half cases, comprising nearly two thousand packages.

The publishers of the Maritime Grocer are to be congratulated upon the general excellence of their Exhibition Number. Points of interest in and around Halifax are profusely and nicely illustrated, while the articles are timely, interesting, instructive and well written.

T. H. Estabrooks, St. John, N.B., is importing coconuts direct. He is thus able to supply the trade at \$5 per 1,000 less than the majority of dealers, who have to pay the extra duty. This difference is in itself a fair profit. He sells wholesale and retail trade.

A new company is being formed to carry on the business of the British America S. Arch Co., Brantford. Mr. George Foster, Mr. Cockshutt and Dr. Lowry are the principal shareholders. The last-named takes the place of the former manager, W. Ellis, who retires.

Clemes Bros. have this week received a carload of Florida lemons, which came direct from the place of production. This is the first direct carload of Florida lemons to reach this market. They are 200's and 300's and are opening up nicely. The firm have also in stock New Eleme figs in 10-lb. boxes and 7-crown in 28-lb. boxes; also natural figs.

## MONTREAL MARKETS.

MONTREAL, October 18, 1894.

### GROCERIES.

THERE has been a fair volume of trade in general groceries during the past week, and business on the whole has been of a satisfactory character. With the exception of sugar which is rather duller and inclined to easiness, values generally are steady. Molasses has been placed in a large way during the week and prices are steady, while light stocks both of domestic and American syrups maintain value, the latter being ½c. higher than last week. Holders of tea are not urgent sellers, and will not operate ahead at all as values have an upward tendency notably on low and medium grade Japans. In dried fruit the arrival of the first direct steamer has not affected values which are maintained, while in canned goods salmon show a higher tendency and have sold at an advanced basis of value during the week. In fish a fair trade is doing, the market being well cleaned up of most lines except green cod, which is in large receipts and hard to sell. Prices on it as a result are disposed to sag off.

### SUGAR.

There has been no change in the sugar market since our report of a week ago, but business rules on the quiet side in this staple, and the movement is not anything like what it was last month. Granulated sugar has ruled steady at 4 3-16c. at the refineries, while yellows maintain their value at 3 3/8 to 3 7/8c. as to grade at the factory. The movement from second hands is small, in fact very few lots of sugar appear to be wanted at present in the country, where dealers seem to have stocked up pretty well. Raw




**VANCE & CO.** Wholesale Fruit Produce and Commission Merchants  
**Bananas a Specialty**  
 Consignments of Fruit and Produce solicited. All orders will receive our prompt attention. **63 Colborne St., Toronto**

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

GEORGE McWILLIAM. FRANK EVERIST  
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**McWILLIAM & EVERIST**  
 GENERAL... **FRUIT**  
**Commission Merchants**  
**25 and 27 Church street,**  
**TORONTO, ONT.**  
 Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.  
 All orders will receive our best attention.

**SHOULDERS**  
**MILD SWEET**  
**SQUARE CUT**  
**SMOKED**  
 Or in Pickle.  
 CHEAPEST AND MOST PROFITABLE ARTICLE TO HANDLE IN THE TRADE.

All our Meats are Branded with Our Trade Mark  Burnt in the Skin of Each piece.  
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**COMMISSION AGENT**  
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 Correspondence Invited.  
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sugar in New York continues much the same, but the interpretation put upon the American tariff regarding beet sugar is expected to lead to an increased demand for cane stock.

**SYRUPS.**  
 There is a fair trade doing in domestic syrups, which rule steady on the whole. Stocks continue in small compass both in refiners' and jobbers' hands, and the fact imparts steadiness to values. Prices remain at 1½ to 1¾c. for dark grades and 2 to 2½c. for bright grades at the refineries. As pointed out before, stocks of American syrup are practically nil here, and they have been diminished still further during the week. None can now be obtained under 17½c., and we quote a range of 17½ to 22½c., according to quantity, which is an advance of ½c. on prices of a week ago.

**MOLASSES.**  
 Rather more enquiry has been noted for molasses during the week, but the fact has not led to much change in the market. For 100 puncheon lots 27½ net cash has been obtained, while we quote car lots as before 29c., and single puncheons 30c.

**TEA.**  
 There is no change in the firm sentiment that has actuated the tea market all along, and it continues firm and fairly active, with seller, not very anxious about pushing business. No change is noted in values, but it is worthy of remark that orders for any long time ahead are refused, as there is a feeling that values will advance still higher shortly. Low grade Japans meet the most active demand, and considerable difficulty is being experienced in filling orders for them. Sales of Japans have aggregated 3,500 odd packages during the past few days at values ranging from 13 to 19c. according to grade. Black Congous have been turned over at 12 to 14c. We quote Japans as before: Low grades, 12 to 13c.; medium, 14 to 17c.; fine 18 to 23c., and choice, 24 to 31c.

**COFFEES.**  
 The coffee market continues firm in tone, and values are fully maintained under a fair demand. We quote: Maracaibo, 20½ to 22c.; Rio, 20 to 21c.; Java, 25 to 30c., and Mocha, 28 to 31c.

**SPICES.**  
 There is a fair demand for spices for the season of the year, and values are well maintained. We quote mill prices as follows: Penang black pepper, 6 to 7½c.; white pepper, 10 to 12½c.; cloves, 7½ to 9c.; cassia, 9 to 10c.; nutmegs, 60 to 90c.; Jamaica ginger, 15 to 22c.

**RICE.**  
 There is nothing new in the rice market. The Eastern war as we have already noted will be apt to restrict the supply of Japan rice, and its feeling is very firm. We quote: Japan, standard, \$4.25 to \$4.40; crystal Japan, \$4.75 to \$5; standard B, \$3.45; English style, \$3.30; Patna, \$4.25 to \$5, and Caroline at \$6.50 to \$7.50.

**DRIED FRUITS.**  
 In dried fruit the chief feature of the week has, of course, been the arrival on Monday of the s. s. Dracona with the first direct cargo of dried fruit—which comprises 66,000 boxes of raisins. Practically all of this or the greater part of it has been sold to arrive, so that the position so far as supplies in first hands are concerned is not much changed, and the market continues bare of fruit. At present writing values continue as firm as ever, so that buyers who have held off expecting to get better terms after her arrival have not made much by it. A fair volume of trade is doing, and quotations are in un-

(Continued on page 26.)

**TEA MIXERS**

Indispensable to the tea trade. Guaranteed to mix 50 pounds thoroughly in two minutes. Are perfectly dustless and easy to operate. Capacity, 25, 50 and 100 pounds. PRICE, \$12.00, \$15.00, \$20.00.

MANUFACTURED ONLY BY  
**J. A. GOWANS,** 1444 QUEEN ST. WEST, TORONTO.

**WILLIAM RYAN,**  
**PORK PACKER**

—AND—  
**COMMISSION MERCHANT**  
 Consignments of BUTTER, EGGS and COUNTRY PRODUCE Solicited.  
**70 and 72 Front St. East,**  
**Toronto, Ont.**

**S. K. MOYER,**

Fruit and Commission Merchant  
**76 COLBORNE ST.,**  
**TORONTO, ONT.**  
 DEALER IN  
 FRESH FISH, BANANAS, LEMONS,  
 DOMESTIC FRUITS and  
 VEGETABLES.  
 Orders Solicited.

**Write Us For Prices**

Breakfast Bacon  
 Shoulders Backs  
 Hams Pure Lard

**D. GUNN, FLAVELLE & CO.**  
 Pork Packers **76, 78, 80 Front St. E.,**  
 and Commission Merchants **TORONTO**

ESTABLISHED 1890.  
**JAMES E. PATMORE,**  
**LONDON, ONTARIO.**

EXPORTER OF  
 Hay, Oats, Oatmeal, Butter, Cheese, Eggs,  
**APPLES, ETC.,**  
 AND  
 Produce Commission Merchant.

**BUTTER, CHEESE AND EGGS**

Handled to best advantage. Good storage. Also, Finest English Creamery Salt.  
 Prompt and personal attention to all favors.  
 Correspondence solicited.

# FLOUR AND FEED

If you are not already handling flour, you are doubtless thinking about doing so. You are receiving many inquiries from your customers who are starting to do their own baking, now that a fire is needed for heating purposes. If you have not handled flour before you are no doubt speculating as to which are the best grades to carry. You have been offered flour at all kinds of prices, and of different grades, but have not decided exactly what you will need. If you are running a good class of trade you will need in the first place a good staple family flour, that will be serviceable for either bread or pastry. It is best to carry a well-known brand, of medium price. You will also have a demand for a finer class of flour, and it will pay you to have some high grade patent in stock. Another flour that you will find good sale for is a choice pastry, which should be a flour of good color while not possessing the strength of bread flour. There will also be a demand for cheaper fall flours from a certain class of your customers, but, as flour is a commodity about which the housewife is generally particular, it will not be found profitable to push cheap brands. There is always a lot of cheap flour on the market, and in many cases its only recommendation is the price at which it is sold.

If you are not a judge of flour, it will be advisable for you to stick to the sale of brands which are well-known and reliable. Do not let your customers go elsewhere to buy their flour, for they will doubtless take a lot of their other trade with them. Keep your flour where it will be seen, let them know the price you are selling it at. Keep it in a dry place, and away from anything that is liable to taint it. Arrange the  $\frac{1}{4}$  and  $\frac{1}{2}$  barrel paper bags tastefully where they will be seen to advantage, and do not keep it all in the store room, so that your customers will have to inquire of you before they know that you keep it.

Retailers report a better demand all round, and have hopes of trade improving considerably now that the cooler weather has set in.

## FLOURETTES.

Grocers report a much better demand for flour this week.

Palmer & Sons' display of flour in their window has attracted much attention, and they report their sales to be considerable enhanced thereby.

One of the finest flour displays that has been seen in Toronto was that which, until

a few days ago, was to be seen in the window of C. Webb, Queen street west.

T. W. Dutton, Parkdale, is displaying a very tastefully-arranged flour window.

## THE MARKETS.

### TORONTO.

**FLOUR**—A fair trade is reported. Prices are unchanged. We quote: Manitoba wheat patents, \$3.45 to \$3.55; strong bakers', \$3.20 to \$3.25; Ontario, \$3 to \$3.15; straight roller, \$2.80 to \$2.90.

**BRAN**—City mills report a good demand, and are selling at from \$13 to \$13.50 per ton.

**SHORTS**—Trade continues fair. No change in price is reported. City mills are offering at \$16 per ton.

**WHEAT**—Little or no change in the market. A fair amount changed hands through the week at 53c. for white, and 51c. for red.

**BARLEY**—There is a considerable increase in the amount offered this week. Some good sales are reported at from 44c. to 49c. per bushel.

**OATS**—Trade is quiet. Prices quoted on the street are from 31c. to 32c. per bushel.

### MONTREAL.

There is an active demand for Manitoba patents and strong bakers' flour to-day, especially from abroad, and some very large sales were effected. There is also an active local business doing, and millers state that the turnover is one of the largest for the past three months. Winter wheat, \$3.25 to \$3.40; spring wheat, patents, \$3.25 to \$3.40; Manitoba patents, best brands, \$3.35 to \$3.40; straight roller, \$2.80 to \$2.90; extra, \$2.55 to \$2.60; superfine, \$2.40 to \$2.50; Manitoba strong bakers', \$3.20 to \$3.30; Manitoba strong bakers', best brands, \$3.25 to \$3.30. The demand for feed continues good, and an active business was transacted at firm prices. Bran, \$16 to \$16.50; shorts, \$18; Moullie, \$22 to \$24. A fair volume of trade was accomplished in oatmeal at steady prices. Standard, brls., \$4; granu-

lated, brls., \$4.05 to \$4.10; rolled oats, brls., \$4.05 to \$4.10; pot barley, per brl., \$3.75; split peas, per brl., \$3.50 to \$3.60.

### ST. JOHN, N.B.

There seems to be no bottom to the flour market. Values are lower to-day than ever before, with millers anxious to make sales. Feed flour is in demand, selling faster than millers care to ship. Oatmeal is easier, with lower prices. Cornmeal is also lower with light demand; some American meal is coming into the market. Beans have disappointed buyers, there being a number of cars sold to arrive at least 10c. above price ruling now. We quote: Manitoba flour, \$4.20; best Ontario, \$3.40; medium, \$3.25; low grade, \$2.00 to \$2.75; oatmeal, \$4.20 to \$4.25; cornmeal, \$3.05 to \$3.10; granulated, \$3.75; middlings on track, \$21.50 to \$22; bran, \$18 to \$19; cotton seed meal, 30c.; oats, local, 35 to 37c.; P.E.I., 41 to 42c.; Ont., 38 to 40c. on track; beans, hand-picked, \$1.50 to \$1.60; prime, \$1.35 to \$1.45; split peas, \$3.65 to \$3.85; pot barley, \$3.85 to \$4; round peas, \$3.65 to \$3.75; hay, on track, \$10 to \$10.50; American timothy seed, \$3.10 to \$3.25; red clover, 11½ to 12c.; alsike clover, 13½ to 15c.

## The Old "Servant's Friend."

60 Years! No Complaint!



Samples to be seen at  
T. G. WILLIAMSON & CO., TORONTO.

## W. A. McCLEAN & CO.

Pork Packers - Owen Sound

CURERS OF THE FAMOUS—

Diamond A Hams,  
Breakfast Bacon,  
Spiced Rolls,  
Long Clear Bacon,  
and Pure Leaf Lard

WRITE FOR QUOTATIONS



... WE OFFER OUR ...

# Queen Brand of Flour

TO THE TRADE as the best flour for all purposes ever put on this market, and the most uniform. If anybody, having tried it, questions our claim, we would like to hear from him. **QUEEN FLOUR**—Highest award Chicago World's Fair. No dealer, who aims at the best class of trade, can afford to do without some **QUEEN** in stock.



M. McLAUGHLIN & CO.

TELEPHONE 636.

Royal Dominion Mills, TORONTO.



Are very pleasant to those who have the time to listen to them. We haven't. We want to hear your voices TO-DAY ordering our

**Breakfast Cereals.**

*E. D. Tilson,* Tilsonburg  
ONT.

**S**pecial Notice to you who Sell Oysters in Bulk . . . . .

This season we are giving away to every purchaser of 1,000 oyster pails a very handsome window display card with the words "Bulk Oysters for sale here," printed in gold leaf on heavy morocco board, size 19x12, or a handsome chromo lithographed in fifteen colors. The retailer will find it greatly to his advantage to use these cards as a notice to the passing public that he is in the oyster business.

We are offering this special inducement to obtain your trade, as our facilities are 60,000 per day, and every pail guaranteed uniform, perfectly liquid tight and second to none on the market. Our prices are as low as any. Send in a trial order for your pails and get one of these cards.

**Dominion Paper Box Company**  
36 and 38 Adelaide St. W.,  
TORONTO.

**Books for Retailers**

Published for the good of the trade.

**Ideas for Hardware Merchants**

As its name implies it is full of ideas for the retail hardware merchant.

PRICE, 50 CENTS (Half Price)

**Buying, Handling and Selling of Tea**

Being the experience of the most prominent and successful merchants.

PRICE, 25 CENTS.

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This is another batch of Prize Essays full of valuable information.

PRICE, 10 CENTS

Sent, postpaid, on receipt of price.

**THE CANADIAN GROCER**  
TORONTO.

**Embro Oatmeal Mills**

D. R. ROSS, EMBRO, ONT

A CHOICE QUALITY OF

Rolled, Standard and Granulated

**Oatmeal**

IN BARRELS, HALF BARRELS OR BAGS.

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

**WINES**

If you want only the purest and best, write us. Our principal brands are

Fine Old Port,  
Golden Diana,  
Dry Concord  
and Catawba.

We will be pleased to quote you either in bottles or wood.

ADDRESS—

P. O. Box 72, St. Catharines, Ont.

**THE ONTARIO GRAPE GROWING AND WINE MFG. CO.**

## MONTREAL MARKETS—Continued

tained as follows: Ordinary off-stalk, 4½ to 4¾c.; fine off-stalk, 5¼ to 5½c.; layers, 6 to 6¼c. Only a few moderate-sized lots of California raisins have been brought forward to the market. They are costing laid down here, duty paid, 6 to 6¾c., according to quality, so it is difficult to see how they can compete seriously with the Mediterranean fruit. Jobbers are having some call for them, however, and have been moving some small lots at 6½ to 7½c., according to grade.

The currant market continues steady, and the arrival of the Dracona's lot has not had any effect on spot values. The quantity of that vessel comprised 5,700 odd packages, most of which were already placed to arrive. We quote values as before, 3¼c. in barrels; 3½c. in half-barrels, and 3¾ to 4½c. in cases according to quality.

## CANNED GOODS.

There has not been any great activity to note in canned goods since our last report, the chief feature being the more marked firmness of salmon, and we note the sale of 150 case lot at \$4.65, while other good sized transactions in red fish have been on the basis of \$1.35 to \$1.40, which is an advance of 10 to 15c., and we quote the range that much higher. In vegetables there has been nothing special to note, in fact the movement generally from jobbers' hands is not specially brisk. We quote: Lobsters, \$6 to \$8 per case; sardines, \$8.50 to \$9.50; salmon, \$1.35 to \$1.40 per doz.; tomatoes, 95c. per doz.; peaches, \$2 to \$2.10 per doz.; corn, 95c. to \$1 per doz., and marrowfat peas, 85 to 90c. per doz.

## FISH.

The fish market has ruled rather more active, and jobbers are receiving more orders from the country. Aside from the weakness in green cod, the general feeling is steady. Bloaters have been selling in boxes of 90 to 100 per box at \$1 to \$1.25. The continued sale off the Atlantic Coast have caused fresh haddock and fresh cod to be scarce. A carload of new smoked herring received on Monday is selling at 13 to 14c. Some sales of Gaspe herring are also noted at \$3. On the whole, the market is amply supplied with fish.

## GREEN FRUIT.

APPLES—The easy feeling in apples is accentuated if anything under free receipts and continued unfavorable advices both from England and the United States. Fall apples are dull and dragging at \$1 to \$1.75. Winter fruit, No. 1 Snows, have brought \$2 to \$2.50 in car lots, and No. 2 ditto, \$1 to \$1.25.

ORANGES—There are little or no oranges on the market and quotations. The first carload of Florida oranges is expected during the course of the week.

LEMONS—Lemons are very scarce, and the only stock offering which is fine to fancy is held firmly at \$4 to \$5 per box.

PEACHES—California peaches are in moderate supply and easy at 80c. to \$1 per box, and Canadian 40 to 50c. from first hands.

PEARS—California pears are easy at \$2 to \$2.50 from first hands.

GRAPES—Grapes are in large supply and easy blue grapes selling at 2 to 2½c., and Almira are steady at \$5 per keg.

CRANBERRIES—Cranberries are scarce and firm at \$10 to \$10.50 per bbl.

SPANISH ONIONS—There is a ready sale for Spanish onions, which are scarce at 75 to 85c. per crate.

## COUNTRY PRODUCE.

EGGS—There is no change in the egg market, there being a fair demand at steady

prices. We quote ordinary stock 13 to 13½c. in round lots, and 13½ to 14c. in single cases; fancy boiling, 15 to 17c. per dozen.

BEANS—Beans are in slow demand at present, and business is small at \$1.20 to \$1.40 per bushel of 60 lbs.

GAME—Offerings of partridges continue small, owing to the mild wet weather. Prices are maintained at 50c. for No. 1 and 30c. for No. 2 per brace.

ONIONS—These are moving well at \$1.50 to \$2 for choice and \$1.25 for common stock.

HONEY—Sales of extracted are made at 7 to 7½c., and choice bright single tins fetch 8c. New comb stock is held at 11 to 14c., as to quality, the outside for white clover.

## PROVISIONS.

In this branch of the trade there is no important change. The market is firm, and values are well maintained, with a fair amount of business doing. Canadian short cut, heavy, \$21 to \$22; Canadian short cut, light, \$19 to \$20; hams, city cured, per lb., 10 to 13c.; lard, Canadian, in pails, 9½ to 10c.; bacon, per lb., 10 to 12c.; lard, com. refined, per lb., 7¼ to 7½c.

## BUTTER.

The butter market remains quiet and the tone is easy, though no great quotable change is to note. Still it is quite possible that a factory here and there could be picked up for less money than at this time last week. Any spot business doing is on local account, for exporters are getting little or no encouragement. Finest fall-made creamery, 20¼ to 20½c.; earlier makes, 18 to 19c.; finest Townships, 16 to 17c.; finest West-ern dairy, 15½ to 17c.

## CHEESE.

As noted in previous reports new business in cheese is narrow and with the exception of Eastern goods quotations are purely nominal. The reason is simple, anything else has cost fully ½c. more laid down than buyers are prepared to give, and it looks as though we were going to have a dull, dragging market, with trading restricted solely to goods which can be picked up at a concession, for holders of others are hardly in a disposition to take their loss and be satisfied just now. At the wharf Monday 2,000 boxes of cheese were offered, and they were taken at 10c. We quote: Finest Ontario, fall made, 10¾c. to 10¾c.; finest Townships, 10¾c.; finest Eastern, 10¼c. to 10¼c.; cable, 49s.

## ASHES.

The market for ashes is quiet but firm. We quote: Firsts, \$4.25 to \$4.30; seconds, \$3.85 to \$3.90; pearls \$8 per 100 lbs.

## MONTREAL TRADE NOTES.

The lamentable death of Mr. Elmenhorst, of the St. Lawrence Sugar Refinery, was the cause of general expressions of regret in the trade.

Stewart Munn & Co. received during the week some large shipments of choice Labrador herring. They show excellent quality.

The receipts of Almeria grapes continue very light so far this fall. Hart & Tuckwell are sellers of a fair line.

L. Chaput, Sons & Co. are experiencing a good demand for their fine stock of Barbadoes molasses.

Stewart Munn & Co. report a good enquiry for their fish specialties. There boneless cod is moving very freely.

Laporte, Martin & Co. were large importers both of raisins and currants by the first direct steamer. They have full supplies

of new dried fruit, having been receiving consignments for weeks past.

Caverhill, Hughes & Co. were the recipients of some choice consignments of raisins ex the Dracona. They are all well-known brands.

J. Alex Gordon & Co., among other lines of Pacific Coast specialties, handle some fine lines of California raisins, which they offer to the jobbing trade only.

The first large consignment of Spanish onions, some 5,000 crates, was received on Monday last ex Dracona. Quite a lot of them were placed to arrive at 65c.

The market is rather glutted with green cod this week, receipts between Monday and Wednesday amounting alone to six carloads.

## NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER,

ST. JOHN, N.B., Oct. 18, 1894.

THERE is little that is new to report this week. Business is quiet. Beans have rather surprised people, being offered as low as \$1.35 delivered at St. John. Among dealers with whom your correspondent has talked there is a great difference of opinion as to the future prospects, one stating he thought beans would be a good investment, while another, and equally large handler, was doubtful, and thought chances were rather against an advance, but the larger number of the dealers agree with the first opinion. The feeling here in tea is not over firm in spite of war and short crop reports. Socks here are large and holders in the main are anxious to turn goods over, and as yet everything is in buyer's favor. Dealers have been much disappointed over delay in arrival of Valencia raisins. It looks as if goods bought for early shipment would be as late or later than those bought for September shipment. Some reports not favorable to Denia shippers are being expressed. In fact the shippers have everything their own way. Values along almost all lines are easier.

SALT—Stocks are light and hardly equal to the demand, keeping price firm. There is, however, some on the way. The price of late years has been cut so fine that dealers do not care to carry large stocks. Coarse, 52 to 55c.; factory filled, \$1 to \$1.10; Canadian, fine (in small bags in brls.), 5-lb. bags, \$3.25 per bbl.; 10-lb. bags, \$3.10; American, wood boxes, 20 lb., 20c.; 10-lb., 12c.

CANNED GOODS—The pack in Nova Scotia of canned apples is going to be large. It is expected, however, that the price will be kept up through a demand from the English market. Corn, peas and tomatoes are firm. Buyers are very backward, and no such sales are reported as last year. One of the largest holders of canned goods here, in conversation with THE GROCER, said that out of twelve cars of Canadian canned goods which they had last year, he did not believe they made a cent; and as in most cases large stocks are carried all winter, this is unsatisfactory. This accounts for small orders given this fall. Salmon are very firm. Corn, 95c.; peas, 95c.; tomatoes, \$1; salmon, talls, \$1.30 to \$1.35; flats, \$1.60 to \$1.65; lobsters, \$1.75 to \$2; finnan haddies, \$1.40; corned beef, 1's, \$1.75; 2's, \$2.75.

DRIED FRUITS AND NUTS—Valencia raisins are not yet to hand. Much disappointment is expressed by those who bought for early shipment. One car of California dried fruit was sold here during the past week. Car was made up among two or

THE ...  
**STRATHROY CANNING  
 AND PRESERVING CO.**  
 (LIMITED.)

Packers of all kinds of

**Fruits ...  
 Vegetables and Meats**

All goods guaranteed first-class.

Office and Factory:

**STRATHROY, ONTARIO.**

**From the Atlantic  
 To the Pacific ...**

The fame of "KENT" Canned  
 Goods is spreading.

**"KENT"** Tomatoes are the acknow-  
 ledged standard, and the words  
 "as good as Kent" are often heard when a comparison  
 of qualities is made. No progressive retailer can afford  
 to be without these goods on his shelves. Their fine  
 flavor, uniformity of quality and solid packing recom-  
 mend them to the consumer, who, having once had  
 them, will be sure to ask for them again.

**The Kent Canning  
 & Pickling Co.**

**CHATHAM, ONT.**

IMPROVEMENT THE ORDER OF THE AGE  
 —AND—

**The "LION BRAND"**  
**Canned Goods Leads !!**

No need to ask the reason,  
 No need to make the reply.

Everyone knows the HIGH REPUTA-  
 TION of our goods. Why? Because they  
 are acknowledged as "STANDARDS."  
 Grocers may now rely upon getting our  
 goods; with our new factory added in To-  
 ronto, we are confident of supplying the de-  
 mand.

See that the word "BOULTER" is litho-  
 graphed across the face of the label. None  
 other genuine.

**W. BOULTER & SONS**  
 PIGTON, ONT.

**Keep It In Mind**

THAT

**THE DOVER APPLE CO.**  
 OF PORT DOVER

Are manufacturers of the best  
 and cheapest

**Cider and White Wine Vinegars**  
 ON THE MARKET.

Quotations promptly sent on application.

**LYTLE'S**

Pure Pickling

**VINEGAR**

Should be handled by every  
 storekeeper at this season of  
 the year.

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



**LION "L" BRAND**

REGISTERED  
 TRADE  
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PURE GOODS.

JAMS,  
 JELLIES,  
 VINEGARS,  
 PICKLES.

The largest  
 factory of the  
 kind in the Do-  
 minion.

DIPLOMA  
 AND MEDAL  
 Toronto Exhi-  
 bition, 1893.



**MICHEL LEFEBVRE & CO.,** Montreal & Toronto.  
 Beet Sugar Factory at Berthierville, P. Q.

**People Who Don't Eat**

Have never been heard of, and people who don't  
 eat Canned Goods are exceedingly scarce.

Our **Delicious Fruits**  
**Fresh Vegetables**  
**Rich Preserves**  
**Jellies and Jams**



TRADE MARK

Prepared by domestic methods are what all well read, as  
 well as well-fed people are eating

All wholesalers keep our goods and will supply you.

**DELHI CANNING CO.**  
 DELHI.

three buyers. It was principally raisins and loose muscatels. The balance were apricots and peaches. The raisins will cost much higher than the old coming here during this fall. Valentias, to arrive, are being quoted lower. Sultana raisins, 7 to 7½c.; London layers, \$2 to \$2.10; loose muscatels, 6½ to 6¾c.; prunes, 5½ to 6c.; California, 11 to 12c.; currants, 3½ to 4c. for brls., cases, 4 to 5c.; evaporated apples, 10 to 10½c.; dates, 5 to 6c.; figs, 10 to 12c.; onions, \$2.50. In nuts there is no change in quotations, though Virginia peanuts are offered lower, while Brazils are higher.

**GREEN FRUIT**—The market continues overstocked with apples, and prices rule very low. Malaga grapes and quinces are quoted. Canadian grapes continue low. Canadian tomatoes are being offered here in baskets, the frost being later there, and their tomatoes appearing to keep better than ours, making it possible to sell them here at this time of year. Peaches, \$1.25 to \$1.50; lemons, Messina, \$5 to \$5.50; bananas, \$1.50 to \$2; Canadian grapes, 45 to 60c. per basket; sweet potatoes, \$4 to \$4.50; Jamaica oranges, \$6.50 per brl., \$4 per box; quinces, \$6 to \$6.50 per brl.; Malaga grapes, \$5.50 to \$6 per keg.

**DAIRY PRODUCE**—Eggs show no improvement. Guaranteed fresh stock will find fair demand. Butter is a little off, and from now till the river closes will be easy, but then the prospects are that it will be firm and advance. Demand good. Cheese quiet at unchanged prices. Factories are offering July, 9¾c.; August and September, 10¼ to 10½c. Eggs, 11 to 12c.; cheese, 10½ to 11c.; dairy butter, 18 to 20c.; creamery, 22 to 25c.

**MOLASSES**—Stocks are not large. Demand is firm, and firmer prices are looked for. Mr. Fanning, of New York, who sold a large quantity of molasses here last fall, was in the city a few days ago. He expects to again be in the market this year. We quote: Barbadoes, 27 to 28c.; Porto Rico, fancy, 42 to 43c.; choice, 34 to 35c.; Antigua, 27 to 28c.; St. Croix, 27 to 28c. Syrup, 34 to 35c.

**SUGAR**—One of our large wholesalers talking to your correspondent said this had been a good fall for them in sugar, and that they still had granulated bought ahead for two months at low figures. Some months ago, when at its lowest, they had bought some four thousand barrels. Yellows, not being able to buy so far ahead, they were now out of. Prices are rather easier. Sugars can be bought out of stock at about refinery prices. Dealers are not all as fortunate as one spoken of above. Granulated, \$4.25 to \$4.35; yellows, 3½ to 3¾c.

**FISH**—Medium cod firm. No mackerel in barrels are to be had, people here not being willing to pay price. We quote: Large cod fish, \$3.85 to \$3.90; medium, \$3.75; small, \$3; haddock, \$1.75; pollock, \$1.75 to \$1.85; shad, \$5 to \$5.50; bay herring, \$1.40 to \$1.50; kippling, \$1.75; wolves, \$2 to \$2.25; Shelborn, No. 1 large, \$4.25, half brls., \$2.25 to \$2.40; canso, \$5.25, half brls., \$2.50; smoked herring, 9 to 10c.; lengthwise, 8 to 9c.

**PROVISIONS**—Markets continue firm with light demand. A better business is, however, looked for. Clear pork, \$21 to \$21.50; P.E.I. mess, \$17.50 to \$18; P.E.I. prime mess, \$13.50 to \$14.50; plate beef, \$13.50 to \$14; extra plate beef, \$13.75 to \$14.25; pure lard, 10 to 11c.; compound lard, 8½ to 9½c.; cottolene, 10¾ to 11¼c.

#### ST. JOHN MARKET NOTES.

John Seely is offering special value in dulse.

Beardsley-Shudded codfish, in small packages, can be had from C. & C. Macmichael.

The Messrs. Northrup report a better demand this year than ever for their "Golden" brand of canned finnan haddies.

J. Hunter White, agent for Buttermilk Toilet Soap, reports increased sales, and he says parties once buying never again allow their stock to run out, it being a ready seller at a good profit.

F. W. Dumoch, general sales manager for Geo. E. Tuckett & Sons, tobacco manufacturers, is in the city on his way home from the Halifax Exhibition, where they received a special prize of a silver medal and a diploma.

#### WOODSTOCK, N.B., MARKETS.

WOODSTOCK, N.B., Oct. 18, 1894.

A fair fall business is being done. This is the centre for New Brunswick produce. Hay is moving in better shape than before, some large lots for shipping having been bought at \$6 per ton. The quantity of oats yet moving is limited; 26c. is the price paid. We quote: Potatoes, 70 to 80c.; beans, \$1.50 to \$1.75; Cabbage, 4 to 6c.; butter, 17 to 18c. Prospects are for higher prices. Eggs, fresh, find ready sale, 12 to 14c.; turnips, 50c. per brl.; carrots, 60c.; beets, 75c. to \$1; tomatoes are out of the market; squash, 1c. per lb.; pumpkins, 5 to 7c.; buckwheat, which is said to be short on account of frost, \$1.10 to \$1.20 per cwt.; onions, \$1.25 per bushel; honey in comb, 10 to 12c.; New Brunswick apples are out of the market. Some fine lots of Fameuse are offered at \$1.50 to \$1.75; Alexanders, \$1.25 to \$1.50.

#### PERSONAL MENTION.

J. H. Wethey, of St. Catharines, was in Toronto this week looking up business.

T. J. Foster, of T. J. Foster & Co., Richards' Landing, Ont., was in Toronto this week.

Fred W. Ward, of J. P. Mott & Co., Halifax, is making his fall trip through Western Ontario. He was in Toronto a few days ago.

Walter H., Howard, and A. E. Clemes, who have been laid up with typhoid fever, are convalescing nicely. The last-named is already able to put in an occasional appearance at the warehouse, and Walter H. and Howard are able to get downstairs again.

Morris Taylor, of John Taylor & Co., Toronto, is visiting the principal points in the Maritime Provinces. He is as popular and has as many friends among the trade in this part of Canada as have his soaps and perfumes, and that is saying a good deal.

**W**E opened a number of accounts through our advertisement in THE GROCER last season. They are with us again this season. So our fish must have given satisfaction. If you are NOT one of them write us. We are large fishermen and curers, and can supply direct any kind you want.

**D. & O. SPROUL** DIGBY, N. S.

Beardsbey's Shredded Codfish,  
Pettijohn's Breakfast Food,  
Condensed Mince Meat.

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

## Cocoanuts

Imported direct, saving \$5 per M. in duty.  
Fresh stock every month.  
Write for prices.

THEODORE H. ESTABROOKS, ST. JOHN, N. B.

## J. Hunter White

No. 3 North Market Wharf,  
ST. JOHN, N. B.

Manufacturers' Agent, Fruit and Produce  
Broker, Commission Merchant, etc.

SPECIALTIES—Cheese, Butter, Eggs and  
Fruit. Consignments Solicited.

## The Bell Cigar

Is the leading 5 cent, and

## Spanish Double

The leading 10 cent smoke.

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

People would eat more fish if they could get them "right"; dealers would sell more and make more money. We catch, cure and select the best fish for the Canadian market and export the culls. To increase your trade sell our selected fish.

**JOSEPH E. SNOW**  
... DIGBY, N. S.

## Fish Fish Fish

Retailers can with confidence  
handle my packing of

**BONELESS FISH,  
DRY GODFISH,  
SMOKED HERRING,  
Etc., Etc., Etc.**

With the exception of Bloaters and Finnan Haddies, I will Guarantee all Salt fish to keep good until 1st April, 1895. When buying ask your Wholesale Grocer for Sealy's Guaranteed Fish.

## JOHN SEALY

25 and 26 South Wharf, ST. JOHN, N. B.

Golden Finnan Haddies,

Canned Clams,

Yorkshire Relish,

Pickles, 10-gal. kegs,

Hogarth's Pickles,  
Square imp. pints,

English Army Blacking.

PRICES ON APPLICATION.

## NORTHROP & CO.

Wholesale Grocers,  
St. John, N. B.

**Jersey Cream** Baking Powder

The merchant who advises the consumer to buy Jersey Cream Baking Powder makes a reputation for himself as a man to be depended upon for first-class goods.

It pays much better than a little extra profit.

Manufactured only by

**LUMSDEN BROS.**  
HAMILTON, ONT.

**"It is a Convincing Argument"**

When endeavoring to sell a customer if you are in a position to say: "This brush or broom was made by

**BOECKH** OF... TORONTO."

And I have never had a complaint of Boeckh's goods in all my business experience. If you handle Boeckh's Brushes and Brooms you are safe. All first-class jobbers sell them.

**NEW CURRANTS.**  
FIRST ARRIVAL

PROVINCIAL in barrels and half barrels.  
PERFECTO in cases and half cases.

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

1894

**L. CHAPUT, FILS & CIE.**  
.. MONTREAL ..

WHOLESALE GROCERS

Importers of

TEAS, WINES, LIQUORS, FRUIT, Etc., Etc.

Established 1842

**CONGOUS.**

Now arriving Ex-S.S. Sikh. Superbly Choice New Season's Packlings Panyongs and Pekoes.

Best value ever offered.

**Warren Bros. & Boomer**  
35 and 37 Front St. East,  
TORONTO

NEW

**Canned Goods**

"Aylmer," "Little Chief,"  
"Lakeport" and "Delhi,"  
Tomatoes, Peas, Corn and Beans.

**SLOAN & CROWTHER,**  
Wholesale Grocers Toronto.

**J. W. Lang & Co.**

WHOLESALE GROCERS

First Arrival New

**VALENCIA RAISINS**

C. MORAND'S.

59, 61, 63 Front Street East Toronto

**Elliott, Marr & Co.,**

Importers of Teas

—AND—

Wholesale Grocers.

**LONDON, ONT.**

FRESH ARRIVAL  
OF ALL GRADES OF

**Valencia Raisins,**

Ex the direct Steamer "Dracona."

**PERKINS, INCE & Co.**

41 and 43 Front St. East

New Valencias  
New Sultanas  
New Currants  
New Peels

IN STORE.

**SMITH & KEIGHLEY**

9 Front St. E., TORONTO.

## FOR SALE.

FOR SALE IN THE VILLAGE OF POWASSAN, Parry Sound district, line of G. T. Ry, a good building fitted up for store, storehouse, stable and driving-shed in connection, occupied at present as a tin shop. For further particulars apply to W. A. INGLIS.

### ROYAL DANDELION COFFEE

We find it necessary to state that the great celebrity our Royal Dandelion Coffee has attained has induced various imitations. We therefore caution the public against allowing themselves to be supplied with a spurious article, that only being genuine which is put up by us. The ROYAL DANDELION COFFEE CO.

Henry J. Keighley, Manager,  
468 King st West. Telephone 1670.

### IRWIN'S CANADIAN CUSTOMS TARIFF

— AND —  
ONTARIO COMMERCIAL LAW,  
1894.

This edition has had the advantage of revision by experts, and is the most accurate and complete Tariff published. Besides containing the Latest Tariff Changes, Departmental Rulings, Foreign Money Tables (Sterling, Francs, Marks, Florins of Austria, Florins of the Netherlands, Metres into Yards, Kilos into lbs., etc.), there has been added a Resume of Commercial Law of Ontario, prepared by the most eminent firm of commercial lawyers in our country. This book is **up-to-date** and will be mailed upon receipt of price—**FIFTY CENTS.**

The McLean Publishing Company, Toronto.

THEY'RE OFF !!  
AT THE QUARTER  
AT THE HALF  
THREE-QUARTERS  
IN THE STRETCH

### THE . . . MATCHLESS WINS.

The Best Stove Polish on this green earth.  
Do you handle it? You will if you write for prices.

Robt. Ralston & Co.  
HAMILTON, ONT.

The increased demand for our goods, testifies to their superiority.



Our leaders at present are:

PURE CALABRIA "Y & S" LICORICE--4, 6, 8, 12, 16's to pound.  
ACME LICORICE PELLETS--5 lb. cans.  
TAR, LICORICE and TOLU WAFERS--5 lb. cans.  
LICORICE "Y & S" LOZENGES--5 lb. cans and glass jars.  
"PURITY" PURE PENNY LICORICE-- 100 and 200 sticks to Box.

Manufactured exclusively by

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

YOUNG & SMYLIE, Brooklyn, N.Y.



## THE REAL CAWS

OF SUCCESS OF . . .

# Eclipse Soap

(3-LB. BARS)

Is the  
Good Value for the Consumer  
and Good Profit for the Merchant.

Manufactured only by

JOHN TAYLOR & CO.,

PROPRIETORS

MORSE SOAP WORKS

TORONTO



Quantity

Quality

— AND A —

Guarantee

*The fastest selling line in Canada. Write for prices. See our Travelers.*



**Pure Gold Mfg. Co.**

TORONTO.

#### TRAVELERS VS. GROCERS.

FIVE hundred people turned out Tuesday last at Woodbine Park to see the bicycle races between the city grocery travelers and the retail grocers. The Committee of Management was composed of Messrs. Morley, Lumbers, Moore, Burns, McCleary and Mulqueen. Messrs. William Wilson and James Lumbers were the judges at the finish, and Mr. Doane was the starter. The time was looked after by Messrs. George Briggs and E. C. Hill. The races were all well contested, especially the city travelers, where the favorite, "Shorty" Thompson, made a grand stand finish with Pearson, and was only beaten by half a wheel. In the race for grocers only, P. J. Mulqueen did not win, but he finished in the first division. This race was won by Panter, Stephenson second, and Morris third. The two-mile race for clerks only was won by Bounsall, Manning second, and Rogers third. After passing the half-mile post on the first round Manning started out to make the pace, and had a lead of 100 yards from that point till he turned into the stretch for the finish, when Bounsall came very fast, and won by about five yards, Manning second, and Rogers third. The team race brought the afternoon's sport to a close, and was won after a hard struggle by the travelers, with a majority of 5 points. Summaries:

First race—For grocers and travelers, 1 mile—Lumbers, 1; Pearson, 2; Burns, 3. Time, 3.08½. Fifteen started in this race.

Second race—Grocers only, ½ mile—Panter, 1; Stephenson, 2; Morris, 3. Time, 1.38½. Ten starters.

Third race—City travelers, ½ mile—Pearson, 1; Thompson, 2; Knox, 3. Time, 1.34¼. Ten starters.

Fourth race—Clerks only, 2 miles—Bounsall, 1; Manning, 2; Rogers, 3. Time, 6.06. Fifteen starting.

Fifth race—Team race, 5 miles, between travelers and grocers, first five to count—Grocers—Panter, 1; Stephenson, 3; Morris, 7; McCleary, 9; Mulqueen, 10. Travelers—Pearson, 2; Knox, 4; Thompson, 5; Andros, 6; Moore, 8. Time, 16.04. Twenty-eight starters.

#### TREAT THEM POLITELY.

The philosopher of the Trade Register reminds his friends that they must not forget that it is the poorest kind of policy to discourteously treat the traveling salesman. Deal with him as promptly and pleasantly as if he were your best customer. Don't talk over prices and business with him in the presence of your patrons, but take him to your private office and do business with him promptly, even if you do not buy an order. Travelers will appreciate such conduct, and even those who so treat them may depend upon getting all the favors that

can be given, and they are not few, as dealers know. The traveler saves the dealer time and traveling expenses, and should be treated as a friend.

#### CANADIAN CODFISH FREE.

Mr. Enrique du Perera, of Montreal, acting Consul-General for Spain, received has an official notification from the Spanish home Government that Canadian and Newfoundland codfish would be admitted to Spain and Cuba free of duty, the same as that from Sweden and Norway. This order is to take effect from the 14th of September. This is the result of representations made by the acting consul.

#### AN EVERY DAY EXPERIENCE.

"What's aiges a fetchin' on neow?" inquired an old farmer as he trudged into a village grocery store, carrying a basket of eggs.

"Fifteen cents a dozen," replied the clerk.

"They're paying sixteen up to Simpsonses."

"That's the place to sell them then."

"But he says he's got all he kin handle neow. What's meal a sellin' for to-day?"

"A dollar five," was the reply.

"Simpson is sellin' fur a dollar."

"You had better get you a bag there."

"Wall, I would, but he's all out"—New England Grocer.

# SURPRISE SOAP

*St. Croix 29/3/01*

## Best for Wash Day

### SURPRISE SOAP

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

The Retail Profit is Good.

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

The St. Croix Soap Mfg. Co.,  
St. Stephen, N.B.

#### WHOLESALE GRIEVANCES.

AT the sixth annual meeting of the Wholesale Grocers' Association of New York, held the other day, President Smith delivered an address, whose substance is probably as applicable to the wholesale trade of Canada as to that of the United States.

In part he said: "The fierce competition in trade, which has been rapidly increasing for many years, has resulted in reducing the profit on standard goods to a non-paying basis, and the greatly-increased use of package goods of uniform quantity, quality and price has widened the sphere of the cutter's work, until he has it now in his power to utterly ruin the jobbing trade and drive it from the field of action. If a cut is made in Valencia raisins, the next turn in the market or a change in grade will enable the jobber to restore the margin of profit, but if a cut is made in baking powder or chocolate it must be continued until the manufacturer comes to our aid, by the adoption of a limited price system in some of its various forms.

"The great question for the manufacturer, the jobber and the retailer to solve is to find a fair basis of co-operation for the distribution of goods that will pay each dealer a fair and reasonable margin of profit. If the manufacturer can deal directly with the consumer then the occupation of the jobber and the retailer is gone, and the capital and men

engaged in both classes of trade must find occupation in the manufacturing business. If the manufacturer can distribute entirely through the retailer, then the jobber must abandon his business and become either a manufacturer or a retailer, and of course, if he becomes a retailer it must be on a very large scale, with a central depot and many branches, which would still further demoralize the retail grocery business.

"I contend that it is impossible for the manufacturer to deal directly with the consumer, as it would require a distributing plant many times greater than his manufacturing plant. I believe that for large manufacturers it is equally impossible for them to distribute directly through the retail trade, as in order to reach a million consumers he must have accounts and make frequent calls upon not less than 4,000 grocers, while a million consumers and 4,000 retailers can be reached through about forty jobbers. Hence, I believe that any system that would reduce the jobbers' profits to a non-paying basis, and eventually result in driving him from the trade, would be not only disastrous to manufacturer and retailer, but also opposed to a wise public policy, and to the direct interests of all the people, whose daily needs are and must be supplied through these agencies.

"For many years I have been diligently seeking for a basis upon which these equities could be adjusted. I have read much in relation to the matter in the trade papers, I

have discussed the question with manufacturers, jobbers and retailers, and have never heard but one plan spoken of, or even hinted at, and that is the plan known as the limited price and rebate or gratuity system. I have heard some manufacturers and jobbers oppose the plan, who have since become its supporters, and are among its warmest friends.

"Until someone either discovers or invents a better system, we have either got to adopt this one or else continue to handle all goods of this class at a loss; and as more than one-half of our business is done in these goods, it follows that the whole business must become unprofitable, and that it would soon become a question of the survival of the strongest, while the weakest would have to go to the wall.

"Most manufacturers whose goods we handle have conceded the justice of our claim, and have adopted this system. There are others whose goods we have handled for many years at a loss of a vast sum of money in the aggregate, who have as yet refused to consider the justice of our demands.

"It seems to me that the remedy is not only simple but just and equitable, as it cannot possibly be claimed that we are under any obligations to handle goods that have to be sold at cost, or nearly so, and it is our privilege to cease to carry in stock goods the handling of which involves a loss; and I trust that the time will soon come when this destructive policy will be abandoned, and we shall say to all manufacturers, who will not accede to our just and reasonable demands, that our plant is no longer at their service."



Your Customers Must Have Them  
**WHY ?**



Write us for Information,  
Prices, etc.



WRIGHT & COPP, Agents, - - TORONTO.

## TOBACCO

**Why** pay a high price for foreign Leaf Tobacco when you can buy good Chewing and Smoking Tobacco, made from Canadian Leaf, for nearly half the money? Ask your wholesaler for a few cads. as sample. All sizes made. Manufactured by

**JOLIETTE TOBACCO CO.**  
F. W. HUDSON & CO.  
Canadian Agents, TORONTO.

## OUR PACK OF .. Canned Fruits

Are exceptionally fine, packed the day they were picked, and each can bears our label,

### The Garden City brand

We also put up the choicest CATSUPS, JELLIES and JAMS.

**BE SURE** when ordering you get the "Garden City" brand. Sold by all leading Wholesale Grocers.

Put up by

**FLYNN BROS.**  
St. Catharines, Ont.

## McAlpin .. Tobacco Co.

Manufacturers  
**TORONTO, ONT.**

See Prices Current . . .

# Tetley's Teas

**HAVE NO EQUAL**

**To prove this . .**

14 Lemoine St.  
**MONTREAL**  
30 Front St.  
**TORONTO**

**TEST THEM**



**British  
Columbia  
Salmon**

**"INVERNESS" BRAND**

**Turner, Beeton & Co.**

VICTORIA, B.G.

AGENTS

WATT & SCOTT  
Montreal

WATT & SCOTT  
Toronto

GRANT, OXLEY & CO.  
Halifax

ARTHUR P. TIPPET  
St. John, N.B.

## TRADE CHAT.

SOME of the directors of the Hamilton, Grimsby and Beamsville Railway took a trip over the road last week. The formal opening will take place about October 20th.

A Tilsonburg farmer has just sold his apple crop for \$700.

The directors of the Bank of Montreal have declared a half-yearly dividend of 5 per cent.

When an advertiser has learned what not to do, he has mastered half the business.—Printers' Ink.

If you wish to compliment a milkman don't call him a gentleman of the first water. He might resent it.—Lowell Courier.

W. R. Riddle, 362 Ontario street, Toronto, who has been employed as a collector for Grocer David Bradshaw, Jarvis street, is charged with embezzlement.

The roller mill at Moosomin, Man., is now being operated by J. Riddle and J. Fraser. Both of these men were on the old staff of the Smith & Brigham employees.

W. R. Elmenhorst, president of the St. Lawrence sugar refinery, and one of the wealthiest men in Montreal, suicided by shooting Friday, having become insane.

A cable to the Montreal Star says the Mansion House relief committee is advised by the Dominion Government that there is no room in Canada for other than land workers. It is hoped this will stop this charitable emigration.

Don't stick to your store too closely. If you can't get away in fact, get away in imagination. Go out into the world and look at your store from the outside standpoint. If you keep your mind eternally on your shelves it will become shelfworn after a while.—Brains.

Commissioner Larke has received a communication from Hiram Walker & Sons, in which they state that their agent in Buenos Ayres says there is a demand in the Argentine confederation for oatmeal and pearl barley, and suggesting that trial shipments be made. Mr. Larke is asked to supply the names of a few producers.

Four thousand pounds of milk are required daily for the Kingston Dairy School, and it is very doubtful whether that amount can be obtained in the immediate vicinity of the city. If enough milk cannot be obtained by the ordinary method of delivery in Kingston the remainder of the milk needed will be brought in by rail from the northern part of Frontenac County.

On account of the recent robberies the Pacific Express Co. has a notice posted in the offices throughout the territory to the effect that it will not receive any money or valuables for transportation, nor issue any

money orders until further notice. There is a report that all Pacific express offices in the territory are to be discontinued. This is a sad commentary on the boasted civilization obtaining in the United States.

Bees are being trained as letter carriers by an English farmer. A bee is taken away from home, a letter printed by microphotography is gummed to his little back, and he is thrown into the air. Home he goes, like a carrier pigeon; and the chief advantage he enjoys over his big brother is that he cannot be seen in the time of war, or, if seen, could not very well be shot.

The B. C. Grocery Company have opened in the large store of the Oddfellows' block and appear to have a large and well-assorted stock of groceries. The business is to be strictly for cash, and under the able management of J. B. Johnson it should have a good share of patronage from the citizen.—New Westminster correspondent Vancouver News.

## THE INSPECTION OF TEAS.

N.Y. Journal of Commerce: About a month ago there was considerable complaint from the tea merchants in this city that the inspection of Pingsuey teas was more rigid than the law on the matter required. Of late, however, this feeling has changed, and it is now said that the rulings of Mr. McGay, the tea inspector at the appraiser's stores, are just and in harmony with the spirit and the letter of the law, as that law is understood by the tea trade.

A prominent tea merchant said to the writer yesterday: "The recent rulings of Mr. McGay have met the entire approval of the trade. The same high standard of teas that has always been maintained at New York has not been lowered in the slightest, but the merchants feel that the inspector is disposed to be reasonable and conscientious in the discharge of his duties, and that they need not fear unjust rulings."

"What do you hear about the Chicago inspections?" he was asked.

"The Chicago inspections, I understand, are being conducted more rigidly than they have been. I have just received a letter

from a prominent tea merchant in that city, stating that the inspection of Pingsuey teas there had become more critical. The letter further states that the Chicago inspector has recently rejected a lot of Pingsuey teas, and that the rejection had been approved by the board of arbitration. I think the New York inspector and the Chicago inspector are coming closer together in their views."

**MOTT'S  
DIAMOND  
CHOCOLATE.**  
IS THE BEST.  
ASK FOR  
**MOTT'S**



CHOCOLAT MENIER

Is Now For Sale  
Everywhere  
in the  
United States  
and  
Canada

as its use as a table beverage

in place of

**Tea, Coffee or Cocoa**

has become quite universal.

**It Nourishes and Strengthens**

If served **ICED DURING WARM WEATHER** it is most

Delicious and Invigorating

Ask your Grocer for  
**CHOCOLAT  
MENIER**  
Annual Sales Exceed  
33 MILLION POUNDS

If he hasn't it on  
sale send his name  
and your address to  
**C. ALFRED  
CHOUILLOU**  
12 St. John Street,  
Montreal, Que.

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

## ..ODART'S SPECIALTIES..

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

**ODART'S PICKLE - AND - ODART'S SAUCE**

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



From John Taylor, Esq., of the firm of Messrs. John Taylor & Co. and proprietor of the Morse Soap Works and Dominion Dyewood and Chemical Co., Toronto.

TORONTO, Sept. 28th,  
460 Jarvis St.

THE F. F. DALLEY CO. (LTD.), HAMILTON, ONT. :

Dear Sirs,—I have tried all kinds of Blacking, both Canadian and imported, and must say that your **ENGLISH ARMY BLACKING** has proved by all odds the best Blacking we have had in our house. It is a credit to the manufacturers and the country, and I trust you will reap the reward that the article merits, and remain,

Yours respectfully,  
JOHN TAYLOR.

**E. BROWN & SON'S,**

7 Garrick St., London, England, and 26 Rue Bergere, Paris.

**BOOT PREPARATIONS  
SOLD EVERYWHERE.**

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

Messrs. SALOMON & PHILLIPS, 33 Spruce St., New York, Sole agents for Canada and U. S. A

OTHER SPECIALTIES.  
NOUGAT  
RAHAT LAKUHM  
ALMOND ROCK  
EL MAHNA



MEDALS AND DIPLOMAS.  
PARIS  
SYDNEY  
MELBOURNE

CANADIAN SPECIALTY CO., Toronto. | LONDON, W. G. | ROSE & LAFLAMME, Montreal

CRESCENT BRAND

**BRUNNER, MOND & CO., Ltd.**  
NORTHWICH, ENGLAND



**BICARBONATE of SODA**

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

**SODA CRYSTALS**

Of the Finest Quality.  
In Barrels and Drums.  
Orders for direct importation from the Wholesale Trade only.

WINN & HOLLAND - - - MONTREAL

SOLE AGENTS FOR THE DOMINION OF CANADA

No Dinner Table is perfect without one or two delicious jellies and no Grocer's Stock complete without

# GOODALL'S JELLY SQUARES

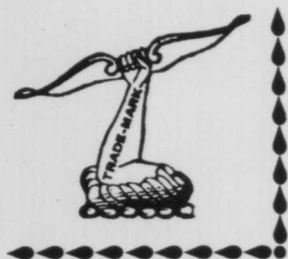
Which make delicious and nutritious Jellies in a few minutes and at little expense. The Squares are complete in themselves for making Lemon, Orange, Raspberry, Strawberry, Cherry, Vanilla, Aspic, Pineapple, Black Currant, Red Currant, Almond, Plain, Champagne, Noyeau, Sherry and Port Wine Jellies, and are sold in boxes containing half-pints, pints and quarts.

Proprietors

**GOODALL, BACKHOUSE & CO.**

**LEEDS, ENGLAND.**

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



**"FLETCHER"**  
**WICK**

See that any wick you buy bears the above trade mark in red ink on every package.

It is the best wick in the market and as cheap as poorer makes.

**GOWANS, KENT & CO.**  
**TORONTO**

**COX'S GELATINE** Always Trustworthy.  
ESTABLISHED 1725.

AGENTS FOR CANADA:—

C. E. COLSON, Montreal.  
D. MASSON & CO., Montreal.  
ARTHUR P. TIPPET & CO.,  
Toronto, St. John, N. B., and Montreal.

**WILLIAM ARCHER,** Carpenter and Store Fitter  
VALUATOR,

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

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

**GROCERY BROKERS**

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

• •  
AGENTS FOR

**THE ST. LAWRENCE SUGAR REFINING CO.,**

**OAKEY'S**  
**'WELLINGTON'**  
**KNIFE POLISH**

The Original and only Genuine Preparation for  
Cleaning Cutlery.

**JOHN OAKEY & SONS, LIMITED,**

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

**Wellington Mills, London, England**

REPRESENTATIVE IN CANADA:

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

**BUSINESS CHANGES.**

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**D.** BOUCHER, grocer, Montreal, has assigned and called a meeting of his creditors for the 22nd inst. He owes \$2,500, and Mrs. Boucher is the principal creditor, for \$1,120.

James Sanders, hotel, Windsor, has assigned.

Macfarlane Wilson, crockery, Peterboro', is offering to compromise.

J. Cameron, general merchant, Edmonton, N.W.T., has assigned.

Louis Rajotte, general store, Pembroke, has compromised at 40 cents on the dollar.

John Hubert & Co., general merchants, Pilot Mound, Man., have obtained an extension.

L. A. Hogle & Son, general merchants, Pike River, will meet their creditors on the 20th inst.

Mondeau & Perras, hotelkeepers, Sudbury, are offering to compromise at 50 cents on the dollar.

Israel Defresne, general merchant, St. Emelie de Levergie, Que., has assigned to Kent & Turcotte.

Daly & Co., provisions, Quebec, have assigned, and D. Arcand has been appointed provisional guardian.

J. R. Munro, crockery and teas, St. Catharines, has assigned to W. C. Boyle, book-keeper for Gowans, Kent & Co., Toronto.

At a meeting of the creditors of Aaron Sweet & Co., general merchants, of Winchester, the merchandise liabilities were stated at \$23,000, besides which there was a liability of some \$12,000 to the Broder estate, mainly representing a loss in butter and lumber speculations dating back eight years ago. The assets, after allowing \$4,000 on the book debts, and some other contingencies, showed a deficiency of about \$8,000. Mr. Sweet made an offer of 45 cents on the dollar, which was not acceptable to the meeting, and he was allowed time in which to amend his offer.

**CHANGES.**

Booth & Co., grocers, Ottawa, have sold out.

J. H. Rowat, grocer, Sudbury, has sold out.

J. C. Sproule is opening out in Winnipeg with a line of groceries.

Geo. Piper, general store, Crumlin, has sold out to S. E. Clark.

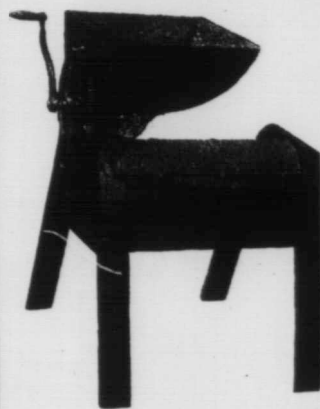
L. B. Stinson, grocer, Hastings, has been succeeded by F. Jaynes.

W. Willoughby, grocer, Guelph, has been succeeded by W. B. Bowel.

Thos. Booth, fruits, Nanaimo, B.C., has sold out to Lang & Findlater.

R. Deyell, grocer, Millbrook, has been succeeded by H. McCartney.

A. Dagg, general merchant, Selkirk, Man., has sold out to Roderick Bros.



YOU ARE ALWAYS LOOKING FOR SOMETHING NEW.  
**HERE IT IS!**  
**THE GROCER'S FRUIT IMPROVER**

The only machine that will clean and polish new Currants, Raisins or Prunes as rapidly as old ones. It pleases the Housekeeper and wins trade. Buy no other! If our travellers don't reach you in time, write direct. Any Boy can operate it.

PRICE, \$16.00.

Manufactured and Sold only by  
**BEAMER & RYAN**  
Brampton, Ont.

THE REPUTATION OF  
**BARTON'S BAKING POWDER**

Has been honestly earned. It has always been noted for its high leavening strength, and its absolute purity. Can be relied upon for unerring uniformity.

Put up by . . .

**Geo. F. Marter & Son**

JARVIS STREET

Phoenix Coffee  
and Spice Mills

... **TORONTO**



**WHY  
IT . . .  
SELLS**

EVERYBODY LIKES IT

A CUP OF COFFEE

**Exclusively  
Delicious . . .**

You Will Want No Other

**TODHUNTER, MITCHELL & CO. - TORONTO**

S. G. Brown, baker, Tavistock, has been succeeded by J. W. Alles, baker.

Joseph Alden, general merchant, South Roxton, has sold out to E. Bradford.

Capel & Paul is the name of a new grocery firm that has opened up in Winnipeg.

A new grist mill is being started at Rockburn, Que. W. Gibson is the proprietor.

R. Morrison, general merchant, Boissevain, Man., has been succeeded by Morrison Bros.

J. L. Upham, fruits and confectionery, Kingston, is closing up and removing to Montreal.

Thompson Bros. & Co., aerated waters, Calgary, have sold out to the Calgary Brewing and Malting Co.

Kirkwood, Lemon & Co., wholesale and retail groceries and provisions, Sudbury, have been succeeded by Kirkwood & McKinnon.

#### SALES MADE AND PENDING.

The stock of David Brunet, shoes, Montreal, has been sold at 63c. on the dollar.

The stock of A. S. Chaput & Co., tobacconists, Montreal, has been sold at 40c. on the dollar.

The estate of J. J. Campbell, general merchant, Iona Station, has been sold to J. E. Gage.

N. Galarneau, grocer, Montreal, has had his stock sold at 50c. on the dollar. For the grocery stock of Joseph Lafortune, the same place, 61c. was obtained.

#### PARTNERSHIPS FORMED AND DISSOLVED.

Beattie Bros., grocers, Seaforth, have dissolved.

Wm. Maillaud & Co., fruits, Montreal, have dissolved.

Stacy & Wilson, Grand Union Hotel, Winnipeg, have dissolved. T. G. Wilson continues.

E. Donohue & Co., general merchants, Farnham, Que., have dissolved, and E. Donohue has been registered sole proprietor.

#### FIRES.

The stable and horses of W. H. Eaton & Co., general merchants, Selkirk, Man., have been burned; uninsured. Another general merchant in the same place has also had his premises damaged by fire. He, too, was uninsured.

#### DEATHS.

S. E. Vogan, hotelkeeper, Caledon, is dead.

James Forrest, of the firm of Farquhar, Forrest & Co., bankers, dealers in teas, etc., is dead.

#### LOOK UPON THIS—AND THIS.

Broke, broke, broke,  
By the sad grey sands of the sea  
Is the man who failed to advertise,  
As he surely ought to be.

Flush, flush, flush,  
At the Normandie-by-the-Sea  
We find the judicious advertiser  
Up to his neck in glee.

Ah! well for the merchant man,  
Wherever he may be,  
If he pins his faith to printer's ink—  
Of wealth and fame the key.

—Magnet.

## GONDENSED MINGE MEAT

Delicious Mince Pies every day in the year.

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

Sells at all Seasons.

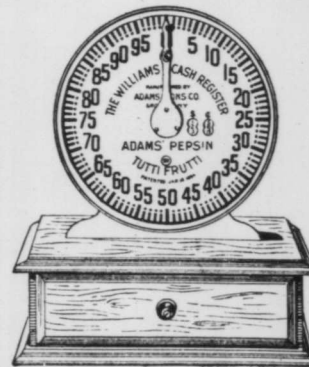
Will not ferment in warm weather.



The best and Cheapest Mince Meat on Earth.

Price reduced to \$12.00 per gross, net.

J. H. WETHEY,  
St. Catharines  
Ont.



## GET ONE!

### ADAMS' Tutti Frutti Cash Register

A SUBSTANTIAL AND RELIABLE ARTICLE

Send for Descriptive Circular.

**ADAMS & SONS CO.,**  
11 and 13 Jarvis St., TORONTO, ONT.



Sold by the Wholesale Grocery Trade and the Manufacturers,

THE HAMILTON COFFEE AND SPICE CO

Sales

Increase

Yearly

It Holds Trade

**\$1000**

Will be donated to a Charitable Institution if the following statement can be refuted. . . . .

**JOHNSTON'S**

**FLUID BEEF**

Contains a flocculent material. 1 oz. contains more muscular nourishment than 50 of Liebig's Meat Extract or similar clear Beef Tea.

**The Johnston Fluid Beef Co.**



# THE ST. LAWRENCE SUGAR REFINING CO.'S

GRANULATED

YELLOWS

SYRUPS

## ARE PURE

NO BLUEING

Material whatever is used  
in the manufacture of

OUR GRANULATED



# DIPLOMAS

AWARDED AT

Intercolonial Exhibition, London, Eng., 1886

Jamaica International Exhibition, 1891

and....

Toronto Industrial Exhibition, 1892, 1893

St. John, N.B., Exhibition

TO **Reindeer Brand**

Condensed Milk

Condensed Milk and Coffee



Silver Gloss  
STARCH

ASK FOR  
**BENSON'S**  
CANADA PREPARED  
**CORN**

Satin Starch

Pure Rice Starch

Pulverized Starch

Beware of Imitations

Every package bears  
our name



SOLELY MANUFACTURED BY

**THE EDWARDSBURG STARCH CO.**  
LIMITED  
CARDINAL, ONT.

Prices Current Continued—

6 1/2 lb. in large 1/2 d. pkts, 1 gross	4s 3d 1 50
13 lb. in large 1/2 d. pkts, 2 gross	6s 6d 3 00
13 lb. in large 1 d. pkts, 1 gross	7s 6d 2 50
13 lb. in large 2 d. pkts, 1 gross	7s 6d 50
Reckitt's Black Lead, per box	1 15
Each box contains either 1 gro., 1 oz.: 1/2 gro., 2 oz., or 1/4 gro., 4 oz.	
Silver Star Stove Paste	9 00
Matchless silver polish	24 00
MATCHLESS STOVE PASTE POLISH	
No. 1	9 00
" 2	7 20
" 3	4 80

BLUE.

NIKEY'S	
"Soho Square" in 8 lb. boxes, of 16x6d. boxes, London	6s 0d
"Soho Square" in 8 lb. boxes, of 16x6d. boxes, Canada	Per gross \$2 25
"Cervus" bag blue, 1 size	2 50
" "	1 25
KEEN'S OXFORD.	
1 lb packets	per lb 0 17
1/2 lb	0 17
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16

CORN BROOMS.

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

WINDSOR PATENT BRUSH CO.	
No 1 Extra Fine Carpet Broom.	\$3 25
" 2 Carpet Broom.	3 00
" 3 Regular House Broom	2 50
" 4 Common	2 00
" 5 Common (2 seams) Broom.	1 50
Prices subject to change without notice.	

CANNED GOODS.

Per doz	
Apples, 3's	\$1 00 \$1 10
" " gallons	2 65 2 80
Blackberries, 2's	1 75 2 00
Blueberries, 2's	1 00 1 10
Beans, 2's	0 85 0 95
Corn, 2's	0 90 0 95
" Epicure	1 15
Cherries, red pitted, 2's	1 85 1 90
Peas, 2's	0 85 0 95
" Sifted select	1 45
Pears, Bartlett, 2's	1 75
" Sugar, 2's	1 50
Pineapple, 2's	2 25 2 75
Peaches, 2's	2 00 2 25
Plums, Gr Gages, 2's	3 00 3 25
" Lombard	1 85 2 00
" Damson Blue	1 50 1 60
Pumpkins, 3's	0 90 1 00
" " gallons	2 10 2 25
Raspberries, 2's	1 75 1 85
Strawberries, choice 2's	1 90 2 10
Succotash, 2's	1 40
Tomatoes, 3's	0 85 0 90
"Thistle" Finnan haddies	1 35 1 40
Lobster, Clover Leaf, flat	2 25
" Bishop (tall)	1 85 1 90
" Impr'l Crown flat	2 50
" " tall	1 90 2 00
Mackerel	1 00 1 10
Salmon, talls	1 25 1 35
" " flats	1 35 1 40
Sardines Albert, 1/2's tins	13
" " 1/4's	20
" " Sportsmen, 1/2 genu-	
ine French high grade, key	
opener	12 13 1/2
Sardines, key opener, 1/2's	10
" Exq. fine Fr'ch, L.op. 1/2's	11 11 1/2
" " " " " "	10 11 1/2
" " " " " "	18 18 1/2
" " " " " "	19
" " " " " "	11 16 1/2

Sardines P & C, 1/2's tins	23 25
" " 1/4's " "	33 36
Sardines Amer. 1/2's " "	6 1/2 8
" " 1/4's " "	9 11
Mustard, 1/2 size, cases	
50 tins, per 100	11 00

MARSHALL & CO., SCOTLAND.	
Fresh Herring, 1-lb.	1 10 1 15
Kipperd Herring, 1-lb.	1 85 1 90
Herrings in Tomato Sauce	1 85 1 90
Herrings in Shrimp Sauce	2 00
Herrings in Anchovy Sauce	2 00
Herrings a la Sardine	2 40
Preserved Bloaters	1 85 1 90
Real Finndon Haddock	1 85 1 90

CANNED MEATS.

CANADIAN	
Comp. Corn Beef 1 lb cans	\$1 50 \$1 60
" " 2 " "	2 60 2 65
" " 4 " "	4 80 5 00
" " 6 " "	7 50 7 75
" " 14 " "	17 25 17 50
Minced Collops, 2 lb cans	2 60
" " "	2 65
Lunch Tongue, 1 " "	3 40 3 50
" " 2 " "	6 90
English Brawn, 2 " "	2 75 2 80
Comb. Sausage, 1 " "	3 50
" " 2 " "	4 00
Scoups, assorted, 1 " "	1 50
" " 2 " "	2 25
Scoups & Bouilli, 2 " "	1 80
" " 6 " "	4 50

CHEWING GUM.

ADAMS & SONS CO.	
To Retailers	
Cutti Frutti, 36 5c bars	\$1 20
Pepsin Tutti Frutti, 23 5c. packets	0 75
Nerve Food Tablet, 36-5c. bars	1 20
Orange Blossom	150 pieces 1 00
(each box contains a bottle of high class perfume. Guaranteed first class)	
Flirtation Gum (115 pieces)	0 65
Monte Cristo, 150 pieces	1 30
(with brilliant stone ring)	
Mexican Fruit, 36 5c. bars	1 30
Sappots, 150 pieces	0 90
Sweet Fern, 230	0 75
Black Jack, 115	0 75

Red Rose, 115 pieces	0 7
Magic Trick, 115	0 75
Oolah, 115	0 75
Puzzle Gum, 115 pieces	0 75
Ho-Kay, 150	0 90
Red Spruce Chico, 200	1 00
Automatic	
Tutti Frutti Girl	800 pieces. 6 00
Sign Box (new)	" 6 00
Tutti Frutti cash box 800	" 6 00
Glass Jar with Pepsin Tutti Frutti, 115-5c. pkgs, per jar	3 75

C. R. SOMERVILLE.

Mexican Fruit, 36-5c. Bars	1 20
Pepsin (Dyspepsia), 20-5c. Bars	0 70
Sweet Sugar Cane, 150 pieces	1 00
Celery, 100	0 70
Lalla Rookh (all flavors) 100	" 1 00
Jingle Bell, 150	" 1 00
Cracker, 144	" 1 00
O-Dont-O, 144	" 1 00
Little Jap, 100	" 0 70
Dude Prize, 144	" 1 00
Clock Gum comprising 500 pieces Gum (assorted flavors), and 1 "Little Lord Fauntleroy" clock guaranteed.	3 75
La Rosa (20-10c pieces)	1 40
Baby (100-1c. pieces)	0 65
Alphabet (100-1c. pieces)	0 65
Keno Prize (144-1c. pieces)	1 00
Love Talk (100-1c. pieces)	0 70

CHOCOLATES & COCOAS.

CADBURY'S.	
Per doz	
Cocoa essence, 3 oz. pkgs	\$1 65
per lb	
Mexican chocolate, 1/2 & 1 lb pkgs	0 40
Rock chocolate, loose	0 37 1/2
" " 1 lb tins	0 40
Cocoa nibs, 11-lb. tins	0 30
TODHUNTER, MITCHELL & CO.S	
Per lb	
Chocolate—	
French, 1/2's, 6 and 12 lbs.	0 30
Caraccas, 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 32
Sticks, gross boxes, each	0 00

# Keen's Mustard

Has a reputation of over  
One Hundred and Fifty Years.

IT IS —

The Mustard Par Excellence

USED THROUGHOUT THE WORLD.



## CHAS. SOUTHWELL & CO.'S

High-class JAMS,  
JELLIES, and  
MARMALADES

We are making a specialty of



### ORANGE MARMALADE

In 1-lb. Glass Jars,  
Price, \$1.50 per doz., net.

Handsomely put up,  
Orders can be booked now.

Also in Stock—Red Currant Jelly,  
Black Currant Jelly,  
Perfection Marmalade,  
Scotch H.M. Marmalade,  
Lemon Jelly Marmalade.

Whole Fruit—Strawberry Jam,  
Raspberry Jam,  
Green Gage Jam,  
Plum Jam,  
Damson Jam.

The handsomest and best packed goods ever imported to this market.

Orders can be placed now through

**FRANK MAGOR & CO.,**

16 St. John Street

AGENTS FOR CANADA.

MONTREAL

## MOST IMPORTANT

YOUR TRADE CAN BE IMPROVED BY HANDLING

**Nelson's Gelatine** and  
**Nelson's Tablet Jellies**

**CADBURY'S COCOA ESSENCE**  
**CADBURY'S MEXICAN CHOCOLATE . . .**

They are the Finest in the Land.

Wholesale of **FRANK MAGOR & CO., 16 St. John St., MONTREAL.**





# OILS

Samuel Rogers & Co.  
TORONTO

**DUNN'S  
BAKING  
POWDER**  
THE COOK'S BEST FRIEND  
LARGEST SALE IN CANADA.

**NOTICE**

The British Columbia Fruit Canning and  
Coffee Co'y, L'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 80c. either ground or whole roasted  
" 2 at 85c. " " " "  
" 3 at 90c. " " " "

Their Flavoring Extracts are of the choicest quality.

**EDWARD STILL**

Assignee, Accountant, Auditor, etc.  
1 Toronto Street, TORONTO.  
Commercial Accounts and those of Estates, Municipalities, etc., thoroughly audited and investigated. Charters obtained for Joint Stock Companies.

Auditor for  
J. E. McLEAN Publishing Co., Toronto.

**ANOTHER  
TOWN  
SALTED**

This week with Windsor Salt. The quality of the Salt and the prices did it.

When you order Salt, see that your wholesale house fills the order

**WITH  
WINDSOR  
SALT.**

**TORONTO SALT WORKS,**

128 Adelaide St. East,

...TORONTO

City Agents for Windsor Salt Works.

CHARLES F. CLARK, EDW. F. HANDOLPH  
PRESIDENT. TREASURER.

ESTABLISHED 1849.

**THE BRADSTREET  
MERCANTILE AGENCY**

THE BRADSTREET COMPANY,  
Executive Offices, PROPRIETORS.

NOS. 279, 281 AND 283 BROADWAY, NEW YORK

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

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

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

**THE**

**Oakville Basket Co.,**

MANUFACTURERS OF



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

For sale by all Woodenware Dealers

Oakville, Ont.

**DURABLE PAILS AND TUBS.**

TRY THEM



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

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

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

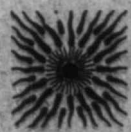
**ORDER  
IVORY BAR  
SOAP**



**Crosse &  
Blackwell**

CELEBRATED FOR

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



—SOLD BY—

**All Grocers in Canada**

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# La Compagnie D'Approvisionnement Alimentaires

de MONTREAL (Limitee).

## THE PROVISION SUPPLY CO.

OF MONTREAL (Limited).

Wholesale Agents and Importers of

**Wine, Liquors, Spirituous, and French Produce**

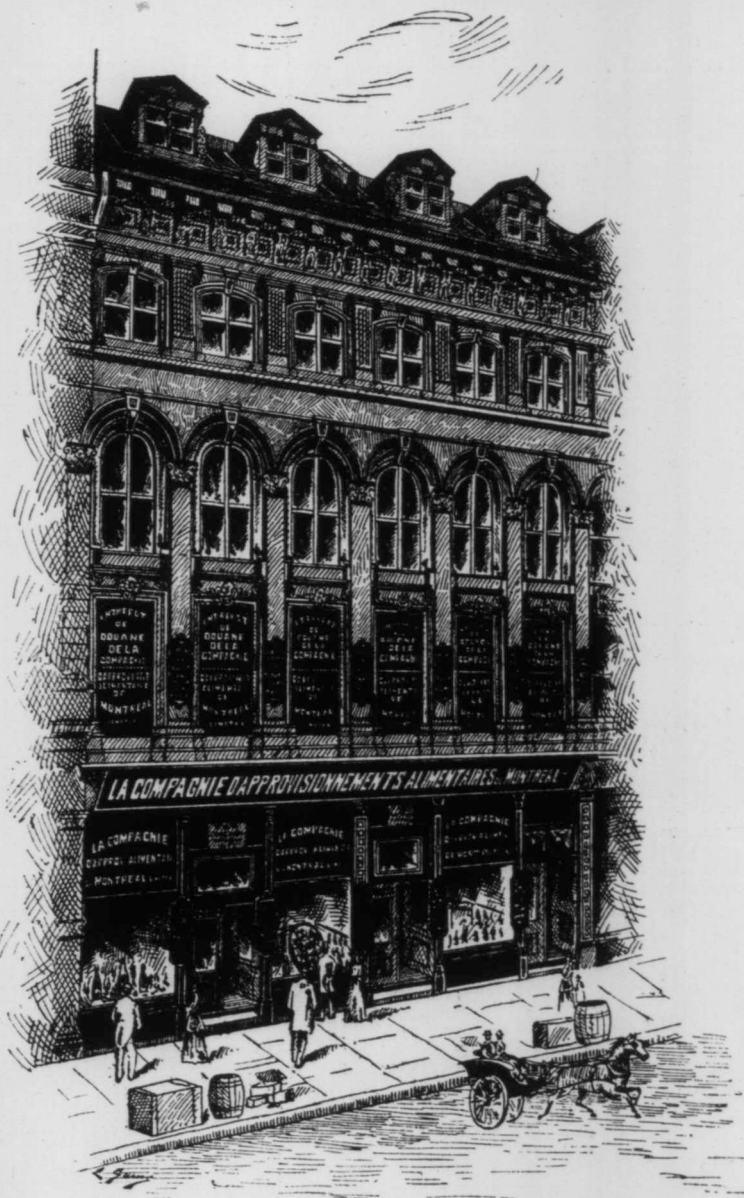
Sole Agents in Canada  
for:

E. Cusenier, Fils Aine & Cie.  
Morizet & Cie.  
Bmy Vidal-Engauran.  
Chs. de Rancourt.  
Francois Laneyrie.  
E. Chevrier.  
Fratelli Cora.  
Joseph Llobet.  
M. Margerie.  
E. Rousset.  
J. Ulrich Joost & Cie.  
Etabt. Agricole de Grans.  
Duprat, Clement & Maurel.  
J. Fau.

### TOBACCOS

of the French Government factories.

French Cigarettes,  
Etc., Etc.



Sole Agents in Canada  
for:

Denis, Henry Mounie & Cie.  
Archambeaud Freres.  
Engrand Freres.  
L. Daniaud Fils & Cie.  
J. Brown & Cie.  
Spekker & d'Aquin.  
Sevil Hermanos.  
Raphael Garcia del Salto.  
Huelin Sans & Gonz del Nido.  
Francois Lecourt.  
Mosser Freres.  
J. Simon.  
Compagnie Coloniale.  
Cie. des Cafes Reunis.  
Societe Anonyme des papiers a cigarettes Abadie, Etc., Etc.

### Cigars

Charles Duc  
Jockey Club  
Morizet

Offices, Custom and Excise Bonding Warehouse: 87, 89 St. James Str.,  
and 64, 66 Fortifications Lane - MONTREAL

N.B.—The official returns show that, taking into account the consignment direct to them, or to their customers on their orders, The Provision Supply Co., of Montreal, are the largest wholesale importers in Canada, of French products.

Ask for their prices before placing your import orders elsewhere.

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

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