

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

THE CANADIAN GROCER

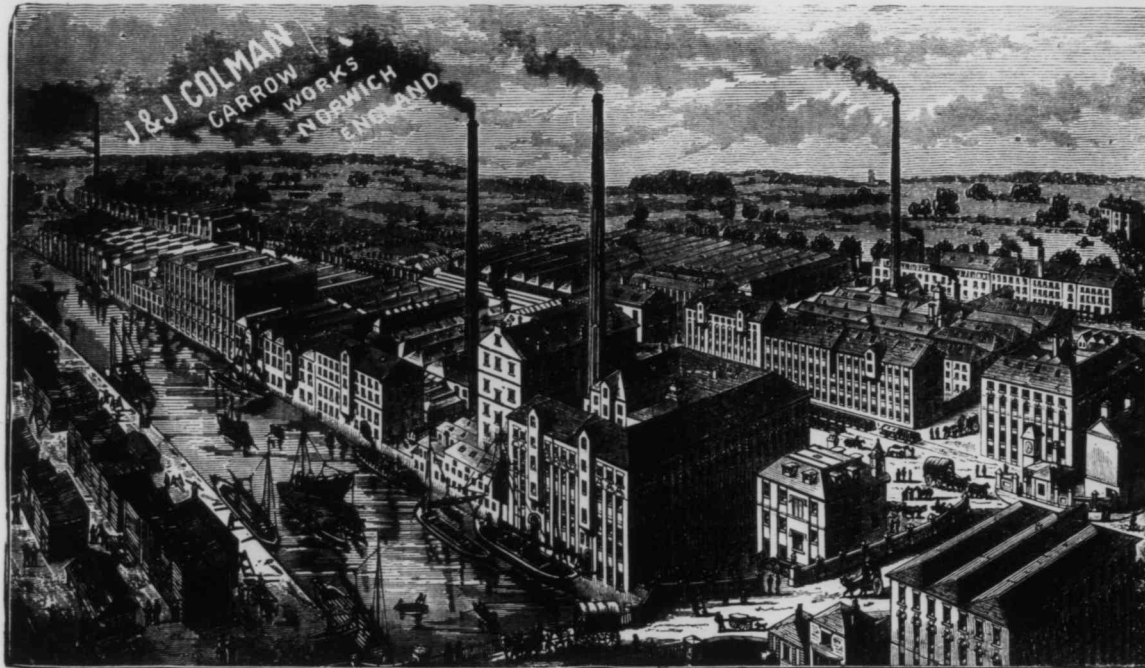
& GENERAL STOREKEEPER

PUBLISHED
WEEKLY
\$200 PER YEAR

VOL. VII.

TORONTO AUGUST, 11, 1893.

No. 32



MADRE E' HIJO (7 SIZES).

SAFE
URE
WEET
ALEABLE

NELSON'S

Steamship Matches

Guaranteed equal to any in the market.

REDUCED PRICE

\$3.10 per Case. Freight prepaid or 5 case lots. Special prices for quantities make known on application.

H. A. NELSON & SONS
TORONTO and MONTREAL



ASK FOR

MOTT'S

DUNN'S BAKING POWDER

THE COOK'S BEST FRIEND
LARGEST SALE IN CANADA.

CHOCOLAT MENIER



Annual sales exceed 33 million lbs.
To have a sample of the delicious
CHOCOLATE-MENIER
Sent Free in your own name
To every one of your customers

Apply to **C. Alfred Chouillou, Agent, Montreal**

EL PADRE AND CABLE.

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

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

THE CANADIAN GROCER

CHRIST^R JAMES & CO., LONDON, ENGLAND.

MAKERS OF THE LEADING

Pickles, Marmalade, Sauces

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

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

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



PURE CALABRIA "Y. & S." LICORICE, 4, 6, 8, 12 and 16s to pound.

"ACME" LICORICE PELLETS, in 5-pound Tin Cans.

TAR, LICORICE and TOLU WAFERS, in 5-pound Tin Cans.

LICORICE "Y. & S." LOZENGES, in 5-pound Tin Cans and 5-pound Glass Jars.

"PURITY," PURE PENNY-LICORICE, 100 and 200 Sticks in a Box.

Manufactured
Exclusively by

YOUNG & SMYLIE,

BROOKLYN, NEW YORK.

Where did you see this advertisement?

... UNPRECEDENTED SUCCESS ...

GOLD MEDALS AWARDED

BY HER MAJESTY'S



ROYAL LETTERS PATENT

Established
1852.

EBEN^R. ROBERTS

Established
1852.



This illustration is a fac simile of packet.

ROYAL TABLE CREAMS,

AND

INVALID AND TABLE JELLIES,

Made in Variety of Flavors and Colours and sold in Pint and Quart Sizes.

These Creams and Jellies are used at some of the best Hotels and Restaurants throughout the United Kingdom; they are also to be found on the tables of some of the largest Steamers afloat. For the Dinner and Supper Table they are indispensable, and no Pic-nic Hamper is complete without them.



The above illustration is a fac-simile of tin.

Are You a Buyer of English Confectionery? If so, you cannot do better than buy **EBEN^R. ROBERTS'**

It has a world wide reputation, and is shipped largely to almost every corner of the globe. If you have never stocked it, go in for it at once. It sells rapidly and you will be pleased with your increased trade.

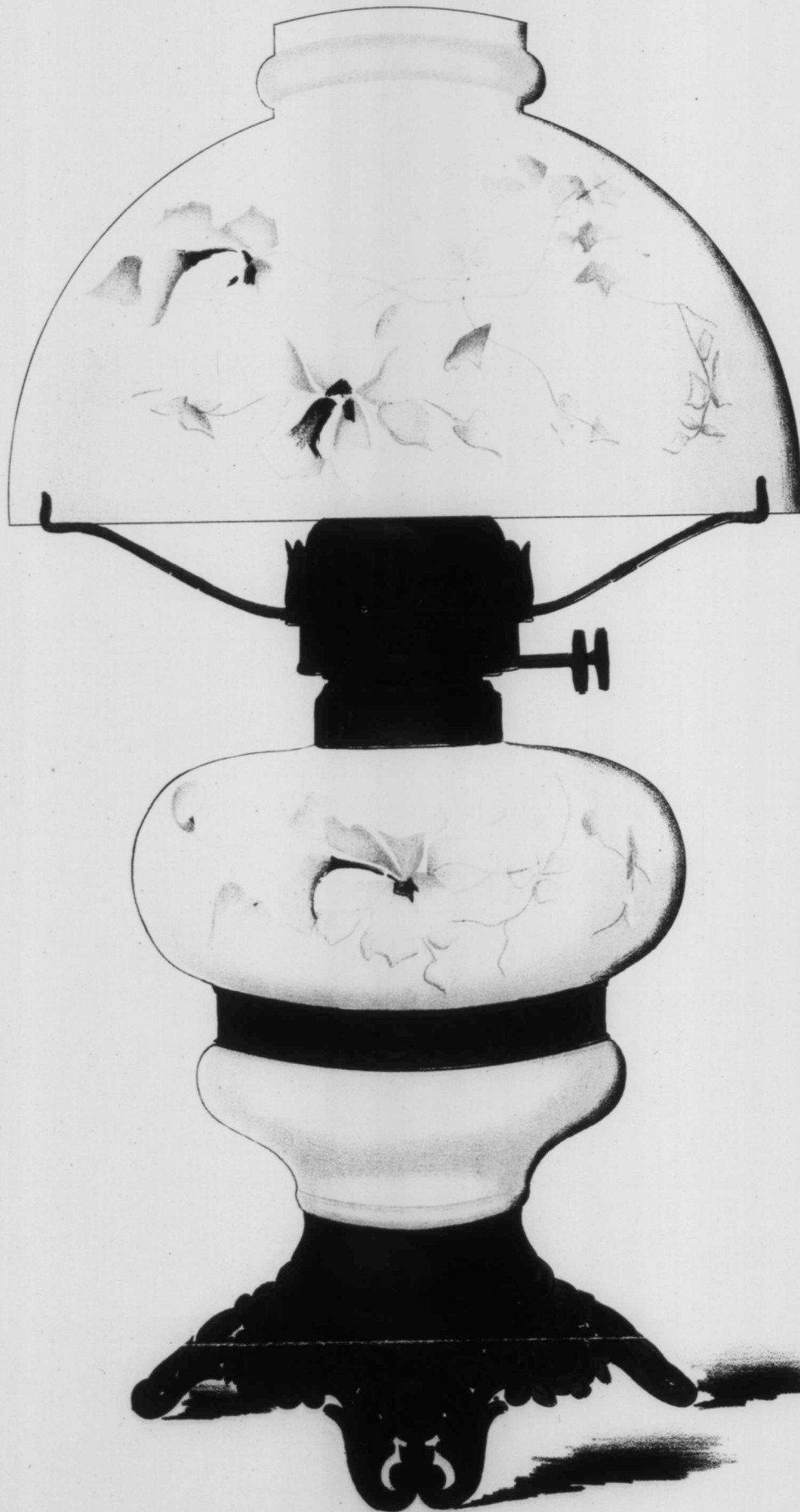
Agent: C. E. Colson, Montreal.

EBEN^R. ROBERTS, London, England.

GOWANS, KENT & CO.,

TORONTO AND
WINNIPEG

WE ARE and INTEND TO BE for some time to come
THE LEADERS in LAMPS AND LAMP GOODS.



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ixed price.

'S—

Salts

Free from Moisture
Free from Dirt
Quality Guaranteed

NS, ENG.



4
Gold
Medals



id P.S.I.

“Standard Goods are the best to Handle”

34,944,000 POUNDS ! ! ! ! !

Was last year's production of

FRY'S Cocoa AND
Chocolate

Absolutely Pure



And each year the output is increasing.

All leading dealers sell these. Always reliable, standard quality, fixed price.

COX'S



1725.

1893.

Always trustworthy
Full weights

BRAMWELL'S

PURIFIED

Epsom Salts

The Finest Quality made

Free from Moisture
Free from Dirt
Quality Guaranteed

E. BRAMWELL & CO., ST. HELENS, ENG.

CANNED

To secure
the
Highest Grade
of Fish

THISTLE



MARK

6 PRIZE MEDALS

Order
this Brand

FINNAN HADDIE

Finest
Quality
Only



4
Gold
Medals

ARTHUR P. TIPPET & CO.,

Agents for

ONTARIO and N.W.
N.B., N.S., and P.S.I.

Gillard's New Pickle

Far superior to every other kind.
The most delicious made.

Gillard's New Sauce

Is made only from the finest
ingredients.

Sold retail at 25c. Half Pint Bottle.

Undoubtedly the Best Value offered to Canadian Consumers.

Both these lines are put up by GILLARD & CO., London, England, and sold wholesale by W. H. GILLARD & CO., of Hamilton, who are sole agents for Western Ontario.

A trial of Gillard's New Pickle will convince the most conservative that nothing has been offered that will compare with them in quality and flavor.

**YOU MUST TRY THEM
TO BE THE JUDGE.**

Once tried, consumers cannot resist the temptation to buy again. Put up 2 dozen in a case, and trial orders filled at the 5 case price.

Enquiries Solicited.

Orders Promptly Executed.

Satisfaction Guaranteed.

Every retailer in the City of Hamilton is selling these goods. They cost a little more than ordinary goods, but no objection is made on the part of Canadian consumers to pay a fair price for a really first-class article.

W. H. Gillard & Co.,

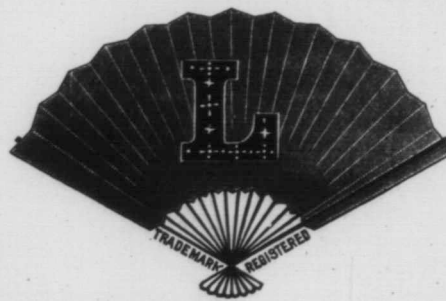
Wholesale Grocers,
Teas,
Spice Dealers,

Hamilton, Ontario.

Edward Adams & Co., Established 1844. **London, Ont.**

Importers of the Celebrated **"Fan" Brand Teas.**

- Rose's Lime Juice, Qt. Bottles.
- Morton's Raspberry Vinegar, Qt. Bottles
- " White Wine " " "
- " Crystal " " "
- Keiller's Dundee Marmalade, 1 lb. Jars.
- " " " 1/2 lb. Tins.



*New
Morning
Congous*

GILLARDS' LONDON PICKLES.

ROBERTS' TABLE JELLIES AND CREAMS

**BURNHAM'S
CLAM
BOUILLON.**

IT IS A GREAT SUCCESS.

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

Three sizes, retails at 25c., 50c., and 90c., in bottles only. Order from **James Turner & Co., Hamilton, Ont.,** or write **E. S. Burnham Company, "Manufacturers," 120 Gansevort St., New York, U.S.A.**
R. H. HOWARD & CO., Toronto. ROBT. MOORE, Travelling Agent, London, Ont.

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Vol. VII.
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THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED
WEEKLY
\$2.00 PER YEAR

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

Vol. VII.

TORONTO, AUGUST 11, 1893.

No. 32

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

THE J. B. McLEAN PUBLISHING COMPANY,
FINE MAGAZINE PRINTERS

AND
TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: 10 Front St. E.
MONTREAL OFFICE: 148 St. James St.
E. Desbarats, Manager.

NEW YORK OFFICE: Room 41, Times Building,
Roy V. Somerville, Manager.

EUROPEAN BRANCH:
Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.

Treat properly the children that from time to time enter your store. From the rule first come first served do not exclude the little ones. They are as sensitive on this point as their parents, and, while they may not have the courage to resent it, they will whisper their complaint in ears that will. And then look out for squalls. You will then discover that the resentment would probably have been less severe had it been the parent instead of the child that you had slighted. To tease a child is even more to be avoided than to slight him. In a good many stores they have neither the inclination nor time for such foolish pastimes. But there are stores nevertheless where such practices are carried on. Children's hats are pulled over their eyes, their ears pulled, salt given them for sugar, and many other practical jokes are played upon them. Every merchant should insist that his clerks discontinue such habits. Extreme familiarity and joke-playing encourage a few children to be saucy and impudent and to take liberties in the store which they should not, but it will be found that the great majority will be offended, and when they are, that they will not return to your store again if they can help it; and when the average child

can show cause why he would rather go to Brown's than to Smith's he, as a rule, carries his point. It doesn't pay either to insult or to play practical jokes upon children.

He who is the successful merchant looks after the "littles" as well as the "muckles." In other words, he cultivates the custom of the small buyer as well as of the large buyer. Philip D. Armour, the Chicago millionaire, is an instance of this. His trade is a world-wide one, but notwithstanding this he is ever drumming up new trade. In a town in Western Ontario is a small factory. Among the raw material it uses is glue, and not a great deal either. But the trade of this factory was none too small for Armour to cultivate. More than once has he sent a representative all the way from the "Windy City" to try and secure it; and while the desideratum was not secured at the first attempt the persistency of the firm has at length been rewarded. It is such perseverance and industry as this that has made the name of Phil. D. Armour known the civilized world over. Every merchant or manufacturer may not be able to achieve a reputation as extensive as that of the great Chicagoan or accumulate as many millions of money, but he can, by taking a leaf out of his book, achieve success. And what more than that does a man really need anyhow?

The first cargo and the second consignment of the new crop of Amoy teas arrived in New York Thursday of last week, and the steamer that brought it beat the record by 4 days, 3 hours and 10 minutes. Her name is the Glenogle. She came by way of the Suez Canal, and reached Gibraltar in a little more than 42 days from Amoy. The distance

from Gibraltar to New York was accomplished in about 11 1/4 days. Another steamer, the Ping Suey, left Amoy the same day as the Glenogle with another cargo of tea, but is a few days behind the latter. The Glenogle's cargo consisted of 6,000 tons, and was worth \$1,500,000 when she left Amoy, but is worth more than that in New York. About 50 per cent. of the tea brought to the United States is carried by the Pacific Mail steamships, via Panama, and 25 per cent. is received at San Francisco and shipped direct by rail to all eastern points.

After all it is not unlikely that the coming currant crop will be a large one. With damage by earthquakes and the re-appearance of the peronosporos it certainly did look bad for the growers a few months ago. But later investigations have demonstrated that the attacks of the insects were practically confined to the leaves. All authorities seem to agree upon this, and some estimate the yield at 170,000 tons, or about 30 or 40 thousand tons larger than last year.

The Merchants' Review complains that we reproduced from its columns, without crediting, an article on "Facts About Coffee," and it ventures the opinion that it was an oversight. It was, and we presume it was owing to the same cause that Merchant's Review published recently an editorial from THE GROCER on "What Makes a Good Clerk" and omitting to give us credit.

If you lie upon roses when young you'll lie upon thorns when old.—Ex. Some people lie upon principle, but what they'll lie upon hereafter is a query.

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

TACT IN BUSINESS.

Business is a game, and a pretty hard one at that as a rule. To play it successfully needs tact. Experience, capital and industry are scarcely as essential.

An officer in the time of war may be as brave as a lion, but unless he is a tactician he will lead himself and his men to destruction. So it is with the merchant who fails to exercise tact. But the difference between the two is this: One has enemies to capture or destroy and the other has friends to capture and preserve as customers.

If the need for this qualification of tact leans more to one than to the other it is towards the merchant. His is a perpetual warfare, and the competition is not only as a rule excessive but not infrequently unfair. Whether it is buying or selling, he needs to be ever planning and scheming. If he cannot buy right he cannot sell right. In the matter of credit it is necessary to determine who shall or who shall not be accorded it; and to do this the exercise of much diplomacy is often demanded.

There are probably some people whose custom the merchant may still desire to retain while, at the same time, he will allow them only a limited credit or no credit at all. The care that needs to be exercised in steering such a course is obvious. Under such circumstances a merchant requires to stop and think well before acting, for an injudicious turn, no matter how slight, may be the means of losing more than one customer, everybody having more or less friends. A customer can be refused credit just as well politely—in fact better than in an unpolite tone. To make an enemy every merchant should studiously avoid, for the more friends he has the better. Even if a person's custom is a matter of unconcern it is just as well to have his good opinion anyhow. And through tact is the only way it can be got.

A good field upon which there is ample room for the exercise of tact, is the varied peculiarities of customers. One likes this and another doesn't like that. Mrs. Brown thinks herself a lady of high degree and wants to be treated as such, while Mrs. Smith is modest and abhors a superfluity of attention. Mr. Jones wants nothing more or less than what he asks for. Press upon him anything in addition and he would be annoyed. With Mr. Robinson the opposite is the case. To suggest that something nice in this or that article is in stock is not infrequently to secure an additional order. Still another customer is somewhat distant and dislikes

familiarity on the merchant's part, while the characteristics of the next that arrives in the store may be the opposite. It is the ability to fathom all these and the tact to handle them that every merchant should acquire. And he can acquire it if he will.

SUGAR REFINERIES AMALGAMATE.

The Nova Scotia, Halifax and Moncton sugar refineries have at last amalgamated. This was decided at a meeting held in Moncton, N. B., last week.

It will be remembered that the necessary power to do so was denied the promoters of the scheme by both the Dominion Parliament and the Nova Scotia Legislature. But what they were denied in Canada they were accorded in England, where incorporation was recently secured under the name of the Acadia Sugar Company with a capital of £600,000.

As incorporated the company takes over the three refineries mentioned, and these are the conditions under which each agrees to lose its identity: The shareholders of the Nova Scotia refinery receive \$1,200,000 in stock of the new company, although the Nova Scotia present stock is only \$300,000. The Halifax refinery gets \$1,000,000 in the new stock and the Moncton \$600,000. Besides, it is announced that the new company will issue 6 per cent. mortgage bonds to the amount of half a million dollars to add to the working capital of the combine. John F. Stairs is president. T. E. Kenny, Wily Smith, James Thompson, J. L. Harris and J. A. Humphrey (Moncton), and Messrs Gills, Brand and Cox (Scotland) are the directors. The head office of the company will be in Halifax. T. M. Cutler will be secretary. Under the act of incorporation there must also be an office with a resident secretary in the old country; but Halifax will be the working centre. It is understood that the election for the office of president was a close one, Mr. Stairs being elected by a majority of one over Mr. T. E. Kenny. The reason advanced for amalgamating is that the respective refineries, having more capital, will be able to improve their machinery and thus be placed in a better position to compete with other Canadian companies.

The amalgamation has created a good deal of comment in the country, not so much probably from the fact that an association has been formed as from the fact that it has been accomplished in the face of the negative action of the Parliament of Canada and the Legislature of Nova Scotia. The people are adverse to anything having the least approach to a combine, and more will likely be heard of the matter.

CHATS WITH BUSINESS MEN.

"I tell you what it is," said a traveler to me the other day in all seriousness as he laid down a sample of tea, "a few of us outside travelers have got to make up for the losses the house makes in the city. You may laugh if you like, but by jove it's true. If this house here were to leave city trade alone—that is I mean stop trying to get new business here and make a pick of the good men—it would be a good deal off at the end of the year, while now the firm is ever telling us that we're losing money.

A traveler thus sized up the situation to me: "The farmers had not got through with their hay when their fall wheat was upon them, and now they have got their peas and oats in addition to look after. As a consequence the farmers are extremely busy and scarcely one of them is to be seen in the towns. In such sections business is at a standstill. On the other hand, where the crops have not matured so fast, business is better."

"Yes," said a starch man to me Saturday, "a good business has been doing this season in starch. Compared with last year I think it is equally as good, and then I fancy that merchants stocked themselves up pretty well while the low prices prevailed"

"Do you know the grocers in this town don't dress their windows with dairy products enough," said an Englishman to me recently. "In the Old Country we pay a good deal of attention to this matter, and I don't see why it can't be done here. You give a good, tasty man a supply of butter, eggs and cheese, with a few cans of canned goods and other things thrown in, and he'll make a nice window, I can tell you. Of course it would have to be changed soon, but all the merchants are telling us business is quiet, and this would only be a little extra employment for them."

"I hear some kicking now and then from country merchants because of the injury they receive from the sale of bankrupt stocks in their towns," said a wholesaler the other day. "Now I really think that they have themselves to blame in a good many instances. For instance, there was So and So's stock in Blankville. It sold at 65c. on the dollar to an outsider, who, ten chances to one, will sell it in the same town to the injury of other merchants. Now this is what I want to get at: Couldn't the merchants up there have got their heads together and bought up that stock. It would have been worth more to them than to the fellow that bought it. But supposing that they had lost \$10 apiece, that would not be so much as they probably will now if the stock is sold off as bankrupt stocks usually are by the itinerant merchants."

BYSTANDER.



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LET US HAVE CLEAN STORES.

DEAR GROCER,—It is computed by excellent authorities that the Grocers' Association cleared about two hundred dollars by their recent enjoyable excursion, and as I have no doubt that the excellent officers and managers are at a loss as to how to dispose of this surplus, I wish to hereby suggest a method of disposal both useful and to the point.

We have too long put off a certain duty of stimulation to higher ideals among us. There is a higher plane to which each and all can rise with profit and pleasure; and it is to this point that all associations should direct their attention. In the grocery trade there are several points of vantage, not yet occupied by the average trader; notably, that of complete and captivating cleanliness. Of all the things necessary to be cleanly handled, surely edibles are first and foremost, and to this point I venture to say least attention is paid. Having thus cleared the way, allow me to suggest the following method of encouraging clean stores in this city.

The Grocers' Association shall offer a series of three prizes of the value respectively of one hundred, seventy-five and twenty-five dollars, to be known as the "Premiums for Neatness, 1893-94," and to be awarded as follows: The Grocers' Executive Committee shall empower the president of the Association to appoint a secretly named committee of three, one a grocer, one a clerk, and one an outsider not in the business, and none of the three to be interested in the competition; and this jury thus appointed shall constitute the final jury of award from whose decision there shall be no appeal. (This committee shall visit at any time, any store within city limits, at such times as they may find convenient, without, however, giving any hint, or causing the same to be given, to the proprietor, of such visit.

Upon such visitation, I would suggest that a standard of 100 be agreed upon divided as follows:

- 1.—General effect of store front and doorway with goods, arrangement, clean windows, doors, etc., 10.
- 2.—General arrangement, inside, having no regard to quality of fixtures, but rather to cleanliness of counters, drawers, scoops, scales, refrigerators, and so forth; especially the liability of goods selling quickly with such arrangements, 10.
- 3.—State of back warehouse, freedom from empty barrels, boxes, and rub-

bish to be duly considered; also, convenience of stock when wanted, protection of open barrels from flies, dust, etc., and general handiness of reception and disposal of goods on arrival, 10.

4.—State of cellar, cleanliness of all measures, convenience of access to open barrels, racks for jars, water sinks for hasty washing of same, regularity of arrangement of stock (after open), state of fruit cleaners and receptacles for holding same before and after cleaning, method of ventilation, etc., 10.

5.—Delivery department, cleanliness of stable, wagons, harness, men and horses; convenience of system in vogue, wagon books, slips and order forms, 10.

6.—General appearance of counter full of orders before checking off, neatness of parcels, method of completion of orders requiring special items not in stock, order of piling orders and general make-up when loaded on wagon truck, 10.

7.—State of store after business is through and store is about to be locked up, 10.

8. State of store Saturday at or about noon, 10.

9.—Any personally arranged novelty for facilitating business, 10.

10.—Make-up of clerks and manager, taking into account bearing towards customers, methods of work and quickness of same, also neatness, 10.

This makes 100 marks in all, and while in such a crude form many will easily suggest changes which will be no doubt advisable, I am sure that I have indicated enough to ensure at least a good discussion and at least a sound, practical plan. Of course, it is quite possible that a little better plan for selecting a jury could be evolved, as I think of a half dozen other ways myself, but the only thing to guard against is lack of time for the jury to visit and compare. This, I think, could be met by taking at least six months for consideration. That complete fairness would reign I have no doubt, for we have many worthy grocers who would not be interested, many clerks who are splendid judges of all of these things, and many customers who would be glad to act, providing, of course, that plenty of time were given in order not to unduly encroach upon valuable time.

In regard to the awards, cash might be given if thought desirable, but this is after all a matter of detail. None of our grocers would object to a "cleanliness" trophy, and I am sure all of us would be the better for a vivid fear of secret inspection by unknown judges, for goodness knows, our premises in certain well-known cases defy description.

I am serious in suggesting this affair, Mr. Editor, and earnestly hope that a good discussion will ensue, and that our Association will awake to some of its possibilities as a useful factor in trade and its stimulation. Yours, etc.,

STRAIGHT MOYUNE.

REMEDY FOR THE TELEPHONE EVIL.

DEAR GROCER,—“The Grocer's Telephone,” is a great nuisance to him sometimes, as your correspondent, “C.T.,” so well described in your issue of July 28. Permit me to offer a remedy for such growing evils. Of course, a grocer is in business to do business, and he never should forget that fact. And he should seize hold of every opportunity to push his business whenever he sees the chance. Now, when Mr. A. rings up on the telephone asking the grocer if he will deliver a message for him, he can politely say “Yes, most happy,” and so on, taking down the particulars carefully, and promising to fulfil the instructions promptly, but before allowing Mr. A. to leave the 'phone, the grocer should not forget his own business, and that he has had the phone placed there to help him sell his goods, so he should gently remind Mr. A. of this fact, commencing something after this fashion: “Oh, by-the-bye, Mr. A., just while you are at the phone, excuse me. Your wife was speaking about tea the last time she was here; I have the new season's tea in stock now. I had better send you a pound of our choicest Japans. They are much finer drawing teas than last year; and that Mocha coffee which you were so pleased with, I have another excellent roasting of the same coffee. Shall I send just a pound over with this order? Thank you. And your wife was saying that she was not quite pleased with the last butter which was sent. It has been very trying, I can assure you, to get good butter to please my customers, but I have now some of that choice creamery which you like so much. I had better send you, say two pounds, I suppose, and you can tell Mrs. A. that I will reserve her a few pounds until she comes over. You were asking for some perfectly fresh eggs which you could rely upon, to be eaten for breakfast. These which I have just received from an old reliable farmer I can recommend as being perfectly fresh. Shall I say 3 or 6 dozen? You had better secure them now. And I want you to try a sample package of the new breakfast food which is so highly spoken of, and so particularly recommended for dyspeptics and invalids. I shall send you a package, free of charge, with this order, and you will oblige me very much by letting me know how you and Mrs. A. like it. Oh, Mr. A., I was just writing you this evening asking if it would be convenient for you, without putting yourself about at all, to oblige me with a cheque, as it will help me to meet my engagements, which are very heavy this coming week. I am sure you will pardon me for thus reminding you, but as you expressed some time ago I was never to feel backward in asking you for a

cheque at any time. I am now about compelled to do so, as money is so dreadfully hard to get. Oh, yes, I will send the boy right away with your message. Is there anything else I can do for you? Oh, thank you. It's very warm, isn't it? Good-day."

Now, Mr. A., after a conversation of this character will be led to think and meditate and perhaps come to the conclusion that you keep a telephone for business, and that you wait upon your customers for the purpose of doing business, and so he will be impressed with this fact, that if he does not want to buy anything over the telephone at your store he had better try someone who doesn't sell groceries.

Now, regarding the other cases, they are a little more difficult to choke off so politely, but I would suggest two things as remedies: First, have a printed card with plain letters stating the charge for using the 'phone, say, "10c. for the privilege of using this 'phone, and if kept in use ten minutes or longer 25c. will be charged." Hang the card near the 'phone or tack it upon it. Of course you will know your customers, and they will not be slow in asking you if you intend demanding the charge, but on no account would I break the rule to strangers, without it was something very important, such as an accident happening, or a fire breaking out, or someone requiring a doctor, etc. If you think that plan a little too severe, then try this one: After giving permission to use the 'phone don't forget they are strangers and have to buy groceries from some one, and as you are in business to catch strangers for trade as well as supplying your customers, keep your eye upon them until they finish with the 'phone, then tackle them at once politely, either by presenting your card, asking for a share of their patronage, and that you deliver goods to any part of the city or town, showing them something attractive which you have for sale, and endeavoring, in a business-like way to impress them with the fact that you are obliging, and that you keep store to do business, as well as a telephone to oblige strangers without charge. I was in Buffalo last week, and stayed at the Tift house for dinner. I wanted to use the telephone to save me a journey, which it did. I asked leave to use it, and I was shown into the visitors' box, and there I saw the terms for using the 'phone, which was 10 cents. I paid it cheerfully, with a feeling that I had got the worth of my money, and that I was perfectly independent and free from any obligation to the Tift house, although I was pleased and thankful for the convenience. The sooner we understand these things aright the better it will be for all parties concerned.

Yours, etc.,

STEPHEN HUSTWITT.

July 29, 1893.

EDUCATION OF CLERKS.

One objection to the sell-everything plan, as applied to the retail grocery trade, is that any material increase of the number of outside articles handled by grocers would make it very difficult for them to acquire an intimate knowledge of the properties and qualities of the goods in their stocks. There is something to be said for this objection, but it would have more weight if a general knowledge of groceries were possessed by every member of the trade. The fact is, the assortment of goods in the average grocer's stock has grown so rapidly in recent years that it has become very difficult for a busy dealer to inform himself regarding the merits of the various brands of proprietary goods in the market. It is not an easy matter even to post one's self on staples. How many grocers are good judges of teas? There are dealers, successful dealers, too, that do not know the difference between oolong and congou tea; have never felt the need of familiarizing themselves with teas, but rely upon salesmen in purchasing the goods.

When a dealer is not well posted in staple groceries, yet manages to make money, the above-noted objection to the handling of goods out of the regular line certainly loses much of its force. And yet, in selling as in buying goods, there is no information so valuable to grocers as knowledge of the grades and properties of his goods. He can not only buy to better advantage when he knows the goods thoroughly, but can speak more confidently of their merits to consumers, and therefore produce more impression upon the latter than if he repeats the usual parrot-like talk of some dealers and their assistants, when the merits of an article are questioned. To produce thoroughly posted grocers it is necessary to thoroughly educate the clerks, as it is from the army of store assistants that the ranks of the storekeepers, constantly being depleted by the perils of a business career, are day by day recruited. It will pay retail grocers to encourage their employees to acquire, in their leisure hours, as much information as possible regarding the goods in stock. If not able themselves to teach the clerks what we may call the higher branches of a trade education, they can at least, put them in the road to obtain it, by allowing them to test samples of goods that are submitted by salesmen, and by furnishing them with an opportunity to read a good trade paper, as well as permitting the clerks to experiment with samples of the goods in stock when trade is less active than usual. The better posted the clerks, the better value they will be to the employer, besides being better equipped for future careers of usefulness as proprietors. A system of apprenticeship by which boys could

be bound for a term of years to employing grocers of long practical experience would undoubtedly yield better results than the present system, or rather, lack of system, under which boys are admitted to the grocery business, by affording the sucking grocery clerk a sufficient period of time in which to acquire a trade education, and at the same time enable an employer to obtain a more substantial reward than at present for the time and trouble that it has cost him in teaching boys the rudiments of the business. Notwithstanding the tendency of young clerks to take their newly acquired information to a better market, and leave their instructors in the lurch, we believe that for the reason given above it will pay dealers to push their assistants forward on the road to knowledge. Even if the clerk takes a position with a competitor of the employer, the efforts of the latter will not have been entirely wasted. In the meantime some benefit must have been derived from the instruction afforded the beginner; he has become a more valuable employe, and his earning power is greater. The employer, also, has the option of retaining his services, by meeting the clerk's views on the question of salary, and thus securing for himself the fruits of his wise and far-sighted policy. A point worth remembering is, that in the education of subordinates, useful information that otherwise would not be gained is often acquired by the instructor.—Merchants' Review.

CONGESTED STORES.

The grocer's store of the future—how will it differ from that of the present day? As much, probably, as the present stores differ from those of a generation ago, but in regard to one point we can speak confidently. If the increase of the number of special brands continues in the same ratio during the next two decades, the grocery of twenty years hence will cover a much greater superficial area than the average store of to-day covers. Already the congestion of many city grocers' stores has become an evil which loudly calls for a remedy, yet it is proposed that the sidewalk displays of vegetables and fruit be dispensed with and these goods be stored inside the establishments. There is much to be said in behalf of the proposal, but where find room for the green stuff? To add to the storage capacity of grocers' establishments in the cities would require a heavier expense than the dealers perhaps could afford owing to the high rentals of eligible property still, extra room may be essential to give customers space to move about in, and protect ladies' dresses from injury. The reduction in price of many articles, if purchased in certain specified quantities, has a tendency to produce store congestion, yet dealers cannot afford to sacrifice the saving through ordering in large lots. Perhaps a purchasing department of the local associations would furnish relief to the dealers, by buying goods in large lots and distributing them weekly to subscribing members. A small fee could be charged for the storage of the goods and for the agent's time.—Merchants' Review.

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The first o put in an ap tial receipts quantity of when cleane two barrels arrival serve that the new that it has fr an active fac and demand. "The pres "Picayune," by a conside There has be of rice cultur taries. This duction in th that the acre casieu distric growing sea as was that c

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THE NEW RICE CROP.

The first of the new rice crop of 1893 has put in an appearance, and although the initial receipts consisted of the insignificant quantity of six sacks of rough rice, which, when cleaned at the mill, yielded less than two barrels of clean product, still the first arrival served to call attention to the fact that the new crop is now near at hand, and that it has from this on to be dealt with as an active factor in determining the supply and demand.

"The present crop," says the New Orleans "Picayune," "will probably not be as large by a considerable amount as its predecessor. There has been a considerable abandonment of rice culture along the river and its tributaries. This, of itself, will make some reduction in the yield. While it is probable that the acreage devoted to rice in the Calcasieu district has not been diminished, the growing season has not been as propitious as was that of last year.

A FEMALE DRUMMER.

We note with interest that a young woman who undertakes to sell groceries on the road is subject to many of the same vicissitudes and trials that her brothers of the grip encounter. Miss M. M. Dyer, who travelled in southeast and central Missouri for the Greeley-Burnham Grocer Co., is now representing the J. M. Houston Grocer Co. in that section. She called at this office just previous to making the change and announced her intention to do so because, when that house was succeeded by the Scudder-Gale Grocer Co., her territory had been intruded upon by a traveller who had somewhat the advantage of her in the fact of his ability to smoke cigars to prove that they were fine smokers and to "cuss" the shipping and bill clerks when anything came in wrong. This traveller had been with the firm for a long time and in the new assignment of territory fell heir to some of her best customers. She had therefore concluded to "change houses," not because of any unsatisfactory treatment, but because she wanted to keep her old customers and the same route.

Miss Dyer has now been travelling in the grocery line about two years and says she likes it. She makes headquarters at Sedalia and Marshall, Mo., and travels in the central and southeastern part of the state.

She states that she likes the outdoor exercise, the constant change and, though competition is strong, that the business agrees with her and that she has gained greatly in strength and health since undertaking the work.

She states that all competitors treat her with the greatest courtesy, as do the merchants.

A few travellers appear to object to the employment of a woman in such a capacity, she says, and have influenced a few mer-

chants to think that way, but that commercial travellers generally are liberal and tolerant and disposed to live and let live.

She states that she rides on freight trains, takes buggy trips and undergoes all the vicissitudes attached to the occupation, and that she has established such an acquaintanceship that many of her customers invite her to their homes.

She states that she solicits patronage on a strictly business-like basis, that at first she received many complimentary orders because of the novelty of her advent on the road, but that she has given the trade to understand that unless prices and goods offered by her are satisfactory she expects no favors. Miss Dyer is a handsome young lady about 22 years of age, of neat and stylish appearance, good education and refined manners. —Interstate Grocer.

SPECULATION IN PEANUTS.

The history of the peanut market this year has been one unsatisfactory to growers and dealers alike. The crop was not large; in fact, less than in the previous year; but the market has all along lacked the support of an active, vigorous trade, and in spite of the energetic attempts of Southern cleaners to force up prices and maintain them, the feeling has grown steadily easier. Along in the spring peanuts had a remarkable boom, advancing several times successively in the short space of a week, and at one time nearly every day; but this boom soon subsided, and since then the market has ruled very dull and uninteresting. The advance was caused almost entirely by the action of the great Southern houses in sending out bullish reports, refusing to sell but in every limited quantities, and advancing their prices sharply to dealers. Stocks of old peanuts were reported as very light in the large markets of the country, and the growing crop as exceedingly small. The World's Fair was also talked about, and estimates of the large number of peanuts to be used there sent out to the trade. The result in this city was that a perfect fever of speculation sprung up, and dealers bought even on an advancing market in anticipation of reaping a harvest as the season advanced. The price was pushed up from 4c. to 8c. in a short time, and every one seemed to regret that he carried such a light supply; but soon it was discovered that this advance was due more to manipulation than to sound causes, and, unsupported by a good demand, the market declined to 5 to 5½c., the figures ruling for fancy hand-picked to-day. Dealers who thought they were carrying very light supplies at the time the market was advancing, found them heavy on the decline, and while those who had purchased when the market was low were able to get out whole, those who purchased on the advance were obliged to pocket more or less loss. Since the decline the demand has been very quiet, showing but little improvement from month to month, and at the time

of writing the Southern dealers are endeavoring to steady prices by combination, with what result remains to be seen.—N. Y. Journal of Commerce.

SPECIALTIES VS. STAPLES.

Considering the comparatively small demand for any single article in the shape of luxuries, or what are known in the trade as fancy groceries, it may appear ridiculous to advocate the pushing of such goods and the relaxation of efforts for the sale of the staples, says Merchants' Review. What is the good of pushing the sale of French vegetables, we imagine some one asking, when the total annual imports of these goods amount to only a million dollars or so? There are not enough to go around, it would seem. Well, in the first place, there is little to be gained by pushing staples. Take sugar, and you will find that the full limit of the demand is nearly reached each season. That is to say, only a certain quantity of sugar will be eaten each year whether you sell it cheaply or dearly. You may take some trade from your neighbor, but what does it profit you to do so at the present margin of profit on the article? With high class food products—the luxuries—the case is very different, the per capita consumption depending chiefly upon the manner in which such goods are pressed for sale by the distributors. It is certain that the per capita consumption of, say, fine jams could be enormously increased, with benefit to the consumer's health and without perceptible injury to his pocket.

Now, when one or two articles in the fancy grocery line are pushed for sale in any locality, and become popular, the tendency is for the demand for other high class food products to increase. The hog and hominy feeder remains satisfied with his pork and corn diet as long as his palate is not allowed to come in contact with a more civilized diet. But extend his menu by adding to it some delicacy, and the pork and hominy loses its savor; he then is ready to appreciate the merits of other delicacies, and his daily fare grows more diversified. Thus the sale of one luxury paves the way for a general demand for that class of goods, and as the consumption increases so does the production. No dealer need fear that the supply will run short. The fact that the specialties pay a better profit than the staples is, of course, a point of prime importance.

OLD STORY IN THREE CHAPTERS.

1. Farmer Barker, of Barker's Corners, mortgages his farm for \$1,800, and tells his neighbors that he proposes to stock the place with blooded cattle.

2. Farmer Baker, with the \$1,800 in his pocket, arrives in New York and negotiates with an affable gentleman, who assures him that the stock in question was printed on plates stolen from the Government and cannot be distinguished from the genuine.

3. Farmer Barker is now hoeing corn at \$1 a day for neighbor Smart, who recently purchased the Barker farm at a foreclosure sale.—Boston Journal.

DINNY CALLAHAN.

AT THE TORONTO RETAIL GROCERS' EXCURSION.



MY lether to yez lasht winter, moi dear Moike, des-chribin' the ilgant toime Oi had wid the Retale Groshers at Mishter Harry Wibb's, Oi towld ye Oi would see ye at the Groshers' Pic-Nic an' till ye of the rist of the beautiful toime Oi had that noight, but Moike yez disappointed me very much; yez were not there an' Oi am thinkin' yez musht hev had a talk wid some of the dishgrunted ex-mimbers of the Associashun or shtaid at home wid the resht of the half-holiday Groshers and kipt yer shtore closhed in front an' the back, dure open for bizness. Now, Moike, me bye, yez misht a grate trate, an' Oi will tell yez about it, to make yer extinsive mouth wather wid invy.

It was a foine day, was Whensday lasht an' the Committee o' Management, Oime towld, arranged wid Mishter Moses Oates fur a foine disphlay of sunlight an' shmooth wather, fur the beautiful shteamer Chippewa left the dock in the mosht lovely weather and on the shmoothest sheet o' water Oi ever sailed over, barrin the blissed wathers of Killarney on the ould sod. The crowd of happy faces on booard shpoke well for the efforts of the committee in selling tickets, an' Frid Roberts of Yonge shreet an' Honesht Martin McMillan were shmilin' happy, loike Biddy Doolan's new baby wid a tin rattle, an' Mishter Gibson's face was lookin' loike a new plowed fallow field, so full of wrinkles o' joy was it. Mishter Gibson was handsomely drissed this day, he wore an ilgant broight rid badge (which the sostiety paid fur, av coorse). Did yez iver see Mishter Gibson rale happy like, Moike? He wur sittin' in the bow o' the boat shmokin' wan of thim Mungrel cigars and lookin' up into the Captain's box wid a complete sinse of proprietorship painted all over his ixprissive Anglo-Saxon head. Mishter White, the College shreet grosher, also wore a beautiful rid badge of authority and loike the dacent Christian man he is, he tuk along the whole blissid family, closhed the shtore intouirely, frunt door an' back. Oi thought Oi had seen all the rid badges on boord, but when I was goin' down to the lunch counter fur a bit o' atins Oi run up agin the two Marmions, both on em wid rid badges an' lookin' purty loike. Mishter A. G. Marmion, the Parliament shreet grosher, musht have just bought a new shuit at Oak Hall, an' o' judgin' by the color an check Oi thought it

musht hev been one of the Kingston contract shuits. His brother towld me in confidence that he bought it chape, at a foire.

We arrioved at Queenshton virymuch ahid of toime and afther being rapidly crowded in the obstruction cars of the mosht beautiful railway system on the continent, we were rushed to our distination at the rate of three moiles an hour an' rached Niagara Falls at 12 o'clock noon. Oi musht congratulate the management of the electric railway on the very rapid toime they made from Queenshton to the Falls, they covered the entoire dishtance almost 12 moiles in two minutes liss than three hours. All the mimbers of the association were duly grateful fur the ilgant shlope we had on booard the cars, but if they don't put on shlapin cars nixt year Oi will not patronoise them anymore.

Win we got to the Falls we wandered about the place an enjoyed ourselves imminely dodgin' the hack droivirs and the fallin' shpray. Some o' the groshers put on rubber shuits and wint benathe the fallin' waters of the Horse Shoe Falls. It musht have been a surprise fur some o' the mimbers to git a cold water bath. Wan gntlimin Oi notished was finishin' his bath wid a bar o' Sterling soap which Mishter Forestall hid shoved into his pocket.

Other members o' the association shpint money lavishly, buyin' green apples at foive cents fur six, some who hed been savin' up their Yankee quarters were gettin' even wid Uncle Sam an' his Orish Indians buyin' bead shlipers and Buffalo lager, an' gettin' done up on both.

Oi wint wid a party o' silict gintlemen to see young Mishter McDonell, of Owen Sound, walk across the gorge at the Suspension Bridge, an' Moike, Oi will never do it agin. Oi fit all the toime like an accessory before the fact in a murther thrial; an' me payin' tin cints to see a lad make a fool of himself!

Lots more of the groshers an' their frinds wandered about through the great Oliver Mowat Queen Victoria Niagara Falls Park, an' all who vishited the park enjoyed thimselves complately, excipt wan young man who was arreshted by the polace fur trying to shteat part of the name of the Park. The judge foined him—not fur tryin' to shtate the name, but for his clumsiness in not gettin' away wid it.

Afther wanderin' around fur about three hours and continually shtumblin' in the way of the cab droivirs, an' botherin' these gintlemen, no doubt, we took the fasht electric service at 3 o'clock back to Queenston, maning to catch the Chippewa at 6 o'clock (this was purty close toime, Moike, but yez know Oi always run close). We would have caught the boat all roight, but as the managemint of the railway was out playin' tennis, we shtopped at ivery switch to pick grane paches in the orchards until the boy we had sint along the road ahead had come back to tell us that the track was clear. At wan

place where we shtopped Oi notished Mr. Corrie, the secretary, tryin' to shtate grane paches in an orchard, but the owld lady owner shtopped him an' made him pay tin cints a pace for his takins. Misther Corrie had on a badge, too, an' was the manes of our makin' such fasht toime back to the boat. At lasht whin we caught the boat she was in the middle of the river, wid her nose pointin' to Toronto, so we had to wait for the nixt boat, the Chicora. Oi belave we would hev caught the boat afther all but our car was heavily handicapped—we had a rid-headed girl, a cross-eyed man, an owld man wid a white plug hat, and Mr. Corrie on booard, and no self-respectin' car can make toime wid so many freaks on booard to wanst.

Afther gettin' on booard the Chicora an' shpindin' about wan hour at Lewishton gettin' on coal (oi suppose they coal up there to save the duty) we sailed away down the beautiful river an' across the loveliest bit o' wather on earth (barrin', af coorse, Killarney). Oi moight mention we had mushik on booard, at least a gintleman towld me it was musick, but oi couldn't undershtand it at all, the ilgant, picturesque, short-clothed band of the Highland Regiment was playin'. Oi didn't see the grate Col. John I. Davidson there, but he is a canny man, he knew the band was on booard. It was a blessin', Moike, they didn't take along wan of the pipers, Oi honestly belave three-quarters of the people would have committed suicide Oi am extramely fond of the bagpipes, an' the further they are away from me the shwather they sound—about fourteen moiles off is an enjoyable dishtance for me.

Well, Moike, take it all in all, the excursion was a grate success, an' iverybody enjoyed thimselves immensely, an' a grate deal of money musht have been made by the Association, more pover to their elbow. The committee was viry attintive (wan wan could foind thim) and pointed out all the intereshing points on the road as we walked along on the throlley. Oi inquired of Mishter McCullough when pashin' General Brock's monumint, what killed the Giniral, he towld me he fell off the top of the monumint on to a shtone close by—he towld me he had seen the shtone too. Oi forgot to mintion your ould frind Stephen Hustwitt, the grate tea reformer, was not wid the byes, he was home writin' letters to the News on the Sunday shtrat car question, an' publicly confessin his sins an' thankin' God that he was not loike "yonder Pharisees." Oi would loike to hear Father McCarthy's opinion of such a confission. Well, Moike, as it is gettin' late, an' Oi have to git up early to-morrow to bye me raspberries at the fruit market, Oi will close wid kindest regards an' hopes for a shpeedy reploy.

Yure frind,

DINNY CALLAHAN.

(The bandmaster of the 48th Highlanders states that not only could his men not find room on board to play, but what was worse they were located in a part of the boat devoid of light, and consequently all the playing they did was without music. Furthermore, he claims that at the Falls no provision was made by the committee for the band, and the same was the case in regard to supper. In fact, practically no attention was paid to the band. This naturally nettled the members, and in consequence they were not in a humor to play on board the Chicora on the return trip.—Ed. GROCER.)

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Stower's Lime Juice and Lime Juice Cordial

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

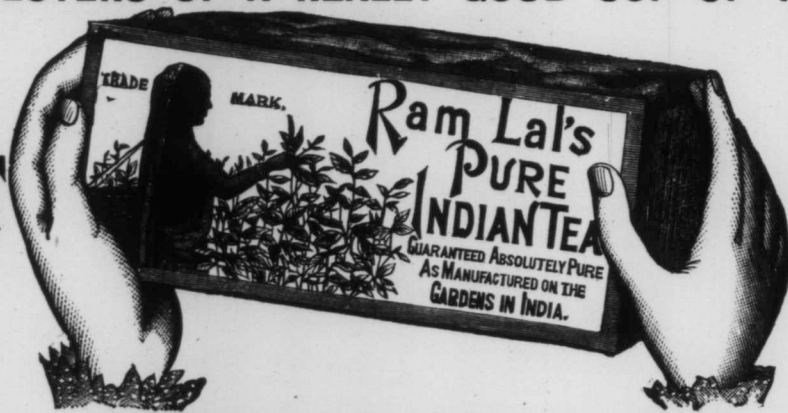
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Our own brands—New Japan Teas.
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 Lovejoy's Celebrated Breakfast Flakes.
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Glose prices to the Trade.

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



The "Monsoon" Brands

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

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

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

STEEL, HAYTER & CO., Growers,

11 and 13 Front St., Toronto.



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

The Moncton sugar refinery has suspended operations, pending the amalgamation with the Halifax refineries.

A total of 7,228,650 bushels of wheat were inspected at Winnipeg for the year ending July 31. Scarcely half graded No. 1 and No. 2 hard.

John A. Lee, editor of the Inter-State Grocer, has been appointed police commissioner of St. Louis. He ought now to be a terror to delinquent subscribers.

A by-law will be submitted to the electors of the township of Faraday, county of Hastings, on August 12, to prohibit the sale by retail of spirituous, fermented or other liquors in that township.

The price of wheat is lower in Hamilton now than it has ever been before, but we do not notice that the bakers are showing any wild indecent haste about bringing down the price of bread.—Herald.

Inspector John D. Roberts of the Pure Gold manufacturing company of Toronto arrived in the city by the C. P. R. Mr. Roberts is the guest of Mr. Robert Jardine.—St. John, N. B., Gazette.

Stock of contract lard in Chicago on Aug. 1, 35,540 tierces; do last month, 35,653 tierces; last year, 179,536 tierces. Stock of ribs, 17,500,000 lbs.; do last month, 14,489,114 lbs.; last year, 34,377,344 lbs.

Macdonald's store at Marden was broken into Sunday night. The burglars effected an entrance by a cellar window, then through two doors opening into the store above. Once in the store they made themselves comfortable, ate some crackers and cheese, took off their old shoes and stockings and put on new ones.

A numerously attended meeting of the Hop Growers' Association was held at Picton the other day. The business before the meeting was the adoption of a standard hop box for measuring hops in. The Dominion Government was requested to pass an act of parliament legalizing the box at present most generally in use.

The Nelson members of the South Kootenay Board of Trade have now elected their officers for the ensuing year with a view to active work. The Board strongly urges the building of a trunk road from Nelson to New Denver, and the creation of an independent

Customs district for Kootenay Lake, reporting directly to Ottawa and not through New Westminster.

A cheese board has been established at Shelburne for the purpose of centralizing the cheese trade of the district. Nine factories were represented at their last meeting. Three buyers were present. The representatives of the factories sold at prices ranging from 8 $\frac{3}{4}$ to 9 $\frac{1}{4}$ c. At this meeting 1,222 boxes were boarded and all were sold.

For small dealers it is well to remember that celery can be kept a week or longer by first rolling it in dark brown paper, then pinning it in a towel and laying away in a cool, dark place. Before preparing it for the table place it in a pan of cold water and let it remain for an hour. Thus kept, the celery will bleach to a considerable extent and be finer than when first purchased.—Ex.

Coal was advanced to \$5.75 in Toronto Friday. The miners are now said to be insisting rigidly upon cash, and cash only, refusing to take the very safest paper; and the necessity thus imposed has kept the trade very quiet and restricted the number of orders. The depression, however, by lessening the demand for coal, will in all likelihood keep down the price.

Mr. Wm. Hood, collector for the McLean Publishing Co., Toronto, who publish five trade papers, came in on the noon train last Saturday to collect \$40 due the firm in the usual small sums made up of subscriptions and in half an hour had the whole amount in his pocket. He says that in no other city, town or village on the continent had he a similarly satisfactory experience, and he went away with an exceedingly high opinion of Orillia tradesmen.—Packet, Orillia.

An important joint circular will shortly be issued to London, Ont., merchants and manufacturers by the C. P. R. and G. T. R. The circular gives notice that, commencing with the first of next month, all credits will be withdrawn. The meaning of this is that shopmen will have to be paid on delivery in place of allowing accounts to run to a settling day. Much inconvenience will be the result, but the railroads claim that the privilege has been abused, and that the new step was rendered necessary in consequence.

From present appearances it would pay to put another vessel on the Canadian-Australian line immediately, as almost a full cargo has already been obtained for the SS. Miowera on her return trip, although she does not sail until August 16th. Besides the 25 cars of machinery coming from Chicago, two cars are now en route from the Massey-Harris Co.'s factory at Toronto, and three more are coming from San Francisco, so that freight is being taken away from the San Francisco line. There are also 1,000 cases of salmon waiting shipment, while there will be further shipments of lime and shingles. All the

available room in the cold storage chamber has already been taken. Twenty passengers by this vessel have also been booked.—News, Vancouver.

CURATIVE GROCERIES.

If this thing keeps on the grocers will have to add to their signs "and druggists," remarks a contemporary. The curative qualities of the articles sold as groceries are developing so rapidly that it now takes an article a month to describe them. A dispensatory for groceries, as well as druggists, will next be in order.

It is now clear that we have long been taking medicine without knowing it. Even when we eat nuts we are unconsciously curing some disease. The oleaginous seeds or nuts are a class of foods containing in general no starch, but are rich in fat and nitrogenous elements in the form of vegetable albumen and casein. In composition the nuts rank high in nutritive value, but owing the oily matter which they contain are difficult of digestion unless reduced to a very minutely divided state before or during mastication. The fat of nuts is similar in character to cream, and needs to be reduced to the consistency of cream to be easily digested. Nuts should be used at the regular meal time, and not partaken of as a tidbit between meals. It is likewise well to eat them in connection with some hard food to insure thorough mastication.

Nuts, as well as most other seeds, contain a large proportion of nitrogenous matter, even more than most grains. The pea-nut, for example, contains 28.3 per cent. of this element, which is more than any other food substance, either animal or vegetable. Some nuts are more digestible when cooked than when served raw, and, owing to the large proportion of fat which nuts contain, they may be utilized in a variety of ways in connection with other food materials, to make pleasing and palatable dishes.

Walnut, pecan and hickory nut meats may be easily reduced to a meal by chopping quite fine and afterwards pressing with a potato masher through a wire sieve or a very fine colander. Such nut meals may be served as a dressing on grains, or may be utilized in the preparation of numerous breads, soups, purees, etc.

Cinnamon is the most effective antiseptic—so it is said at least—that is known. "No living germs of disease can resist the antiseptic power of essence of cinnamon for more than a few hours," is the conclusion announced by M. Chamberland as the result of prolonged research and experiment in Pasteur's laboratory. It is said to destroy microbes, and M. Chamberlain says a decoction of cinnamon should be taken by persons living in places affected by typhoid or cholera.

In view of the possibility of a cholera epidemic there may be the saving of many lives in these facts about cinnamon. At least, they should be kept in mind.

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

DAVIDSON & HAY,

36 Yonge Street, TORONTO

TO OUR *Business*

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

Drop us a card if you have not got yours.

Friends

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WINDOW-DRESSING MADE EASY.

ANYONE CAN DO IT?

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

HARRY HARMAN,
The Window Dresser, Decorator and Supplier,
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Rolled Oats, Rolled Wheat, Flake Peas, Flake Hominy, Flake Barley, Wheatlets, Etc. Put up in bulk, boxes, barrels, and packages.

The Best Goods in the Dominion.

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X. L. C. R. SOAP

\$2.25 per 1/2 Gross. For cleaning Silver, Nickel Steel, and Household Utensils generally.

Has no equal in the market.

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261 King St. West - - TORONTO, ONT.

THE CANADA MEAT PACKING CO.,

MONTREAL,
BEEF AND PORK PACKERS,

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

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

WRITE FOR QUOTATIONS.

Condensed Mince Meat.

Delicious Mince Pies every day in the year.

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

Sells at all seasons.

Will not ferment in warm weather.



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

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

A STEADY SELLER.

Keen's Oxford Blue

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

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

THE QUESTION OF SUGAR.

An absolute forecast of the future course of sugar values cannot be given with any degree of certainty at the moment. This at least is the general opinion among traders in Montreal expressed to our correspondent in the course of his preambulations. Advices from across the water state that although the general rains on the Continent have broken the drought they are rather late to offset its influences, and the anticipation is that the beet crop will fall short of 1892. According to another authority the shortage in the visible supply of raw stock in Europe and America is some 200,000 tons odd. On the other hand consumption does not appear to have been much checked so far by the higher prices which have ruled. The British trade returns for the first six months of the year give 695,220 tons, against 696,356 tons for the same period last year, and deliveries from four leading ports in the United Kingdom were 404,536 tons, against 408,563 tons for last year, while stocks remaining at the same ports were only 102,806 tons against 131,563 tons in 1892. Neither does the American consumption appear to have fallen off, as the imports to the 1st of June totalled 776,818 tons against 774,868 tons last year, whilst the stock now on hand is only estimated at 120,000 tons against 150,000 tons at the same date in 1892.

In this connection it is worthy of remark that when prices of raw sugar have materially advanced it has been collected from all quarters of the globe and brought into the great commercial centres. This year appears to be an exception, no doubt because large stocks do not exist in the East, which generally furnishes the most (at least to European consumers); and secondly, because the advance paid on the low brown's produced there has not been sufficiently remunerative to induce merchants there to divert supplies from those Eastern markets. The advance on these low grades has been only half that paid on other descriptions, no doubt because refiners have a decided objection to turn out this sugar in any large quantity for fear of being caught with too big a load of it. Therefore the higher prices ruling during the present summer have not attracted larger arrivals either on this continent or in Europe. In fact in connection with the latter the British Board of Trade returns give a falling off in the imports of sugar into the United Kingdom for June alone of 26,000 tons. Sugar men in Montreal argue from this—and say that outside authorities back them up—that consumption is beginning to tell on the smaller stocks, which has not been appreciable up to the present because holders have been freely taking advantage of the augmented values ruling, and that the fact will become more apparent.

The latest estimate of the visible supply of raw sugar in Europe and America would

seem to bear them out. It is placed at 830,936 tons against 1,055,981 tons in 1892 and 1,036,081 tons in 1891. The problem that is keeping people guessing is how the situation will develop in the near future and where the supplies are to be had to make up this big shortage. In fact the greatest puzzle of all to the optimistically disposed is the fact that since the diminution in stock became most noticeable prices have begun to go back. They can only attribute it to the check caused by the recent Australian bank failures and the influence they had on Mincing-lane causing sharp realization, and the general financial depression and peculiar position of money matters south of the line. They are afraid also of the industrial position and the fact of so many workers being out of employment. No one feels disposed to make any predictions therefore so that GROCER'S readers will have to draw their own conclusions from the facts mentioned.

THE TRAVELERS GETTING READY.

The members of the City Travelers' Association are making elaborate arrangements for their promenade concert on the steamer Chippewa on Monday night, Aug. 21. Glionna's string band of 30 musicians has been engaged for the occasion. The committee have arranged that the promenade concert shall be held in one part of the boat, dancing in another and card playing and smoking in still another, while each will have its band of musicians in attendance. The following are the members of the committee: Messrs. J. Owens, chairman; W. F. Daniels, 360 Givens street, secretary; A. M. Piper, treasurer; W. Bremner, R. Maxwell, Ben Dack, S. H. Moore, W. Soper, F. Gallow, J. A. Dickson, J. A. McGuane, W. H. Steele, S. G. Martin, J. Mortimer. Tickets will be given out by all these gentlemen.

CANNED GOODS GOSSIP.

The steamer Cariboo and Fly has returned from Skeena with 2,000 cases of salmon from the Royal Canadian Packing Company and 37,000 feet of lumber from the same company's mills for the Sound. The salmon run on the Skeena is very poor, and it is likely that several canneries will close.—News, Vancouver, July 26.

The Fraser River canneries are thinking seriously, so it is said, of replacing the disgracefully poor B. C. salmon exhibit at the World's Fair by a really adequate set of specimens.

The fishing record of the Fraser River, says a British Columbia paper, was beaten recently by two men in the employ of the Phoenix Cannery, who landed 727 salmon from one day's fishing for two men and one net. The canners are catching up with the supply, the catches not having made as big an average yesterday as the two days before. There was a big catch all along the river yesterday, and the fishermen say the run has

only just fairly begun, and that it will keep on increasing until about August 10th. There is little doubt now that the pack of this season will more than top the record of B. C. salmon fishing and that of the Fraser River.

The hauls have not totalled more than an average of 20 fish to the boat per day, except out on the sand heads, where several of the boats have brought in over 100 each. The main run does not seem to have reached far up the river, and the theory is that a big shoal is playing in the warm water of the sand heads, where all big catches are made, and may come in at any time. A carload will be sent east on Sunday morning to New York, of the first sockeyes, and after that as often as that weight of salmon is ready in the storage.—News, Vancouver.

EFFECTIVE FLY POISONS.

The following story is told by a German satirist in relation to the adulterating propensities of the day: "There were four flies, and as it happened they were hungry one morning. The first settled upon a sausage of singularly appetizing appearance, and made a hearty meal, but he speedily died of intestinal inflammation, for the sausage was adulterated with analine. The second fly breakfasted upon flour, and forthwith succumbed to contraction of the stomach, owing to the inordinate quantity of alum with which the flour had been adulterated. The third fly was slacking his thirst with the contents of the milk jug, when violent cramps suddenly convulsed his form and he soon gave up the ghost, the victim of chalk adulteration. Seeing this, the fourth fly, muttering to himself, 'the sooner it is over, the sooner to sleep,' alighted upon a moistened sheet of paper exhibiting the counterfeit presentment of death's head and the inscription 'Fly Poison,' and firmly applying the tip of his proboscis to this device, the fourth fly drank to his heart's content, growing more vigorous and cheerful at every mouthful, although expectant of his end. But he did not die. On the contrary, he thrived and waxed fat. You see even the fly poison was adulterated."—Ex.

Eggs are worth more than silver, annual output and values being considered, but the hen doesn't ask Uncle Samuel for free coinage.—Ex.

The intelligent commercial traveller is the best all-round posted man in the grocery line to be found. He knows the needs of the trade through daily contact, knows what competing markets are doing through daily competition with their representatives, he reads the newspapers carefully, and good trade papers thoroughly, and he embodies in himself the information obtained from all the various departments in his line of business.—Inter-State Grocer.

A Leader in Japan Tea

We have secured a couple of lines of Japan Teas, which are exceptionally cheap. The style is good and cup quality excellent. Price, 12 and 12½c.

Samples on application.

Send along your orders.

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

**FOR
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STERILIZED.

It makes the most delicious

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NEW YORK.

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Hamilton, Ont.

We Offer to the Trade :

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

GREENBANK Caustic Soda, in barrels, 98 %.

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

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ARRIVING THIS WEEK :

From the Finest Gardens in Ceylon.

Chests, Choicest Tippy Pekoes.

ALSO

Half Chests, Choicest Pekoe Congous.

Caddies, Choicest Scented Orange Pekoes.

Caddies, Choicest Formosa Oolongs.

REGAN, WHITE & CO. - - - - Montreal

Todhunter, Mitchell & Co.,

—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

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

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

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WE MAKE THE

FINEST TEA CADDIES IN CANADA

Spice, Baking Powder, Tobacco Tins and

TIN SIGNS, Lithographed or Japanned.

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

TRY THIS PLAN FOR INCREASING SALES.

Write our nearest house for Prices and Catalogue.

THE McCLARY M'FG COMPANY

London. Toronto Montreal. Winnipeg.

VINEGAR.

Condiments are such important accessories of food and feeding that the table without its cruet stand is somewhat suggestive of the play of Hamlet minus the Prince of Denmark. And in a journal like the *Caterer*, which deals so largely with the twin sciences of cookery and gastronomy, it will not be out of place to consider briefly the production, nature and dietetic value of the articles which collectively form the cruet. We commence with vinegar, which is the staple manufacture of the eminent firm of Slee, Slee & Co., of Horselydown.

Pure vinegar, from its nature and the material from which it is derived, is a sort of first-cousin to beer, since malt is the chief basis of all the best and purest kinds, so that it contains all the virtues of barley, transmuted from its natural alcoholic form into a "cloyless sauce" that sharpens the appetite and aids the digestion. Vinegar, forming as it does the basis of nearly all the piquant and pleasant sauces, and most of the condiments, is not only good itself, but the cause of goodness in others. Of course it must be understood that we are only speaking of malt vinegar, which is the best and purest that can be produced. There are vinegars and vinegars. Bad wine can be and is transformed into vinegar, but the best kind can only be obtained from the blood of Sir John Barleycorn.

The French name *vinaigre* itself points to wine as being the original source of supply—*vin*, wine; and *algre*, sour. Cider and a variety of other peculiar products have also been turned into vinegar of a certain kind; and years ago some putrefactive fungoid growth, yeasted the vinegar plant, was in great request among a certain class of housekeepers, who preferred a cheap and nasty acid which

they called vinegar. Another so-called variety is concocted by unscrupulous manufacturers from nitric or crude acetic acid diluted and flavored. Such vile compounds resemble vinegar as much as poisonous chemical "fizz" resembles champagne, or as the "Champagne Charley" of the music-halls a gentleman.

The name of the first benefactor of his kind, who evolved malt vinegar, like the name of the man who ate the first oyster, has become lost in the mist of ages. Possibly the germ of the discovery was due to a happy accident—a thunderstorm, which will turn small beer, and the eyes of ducks upwards, may have stimulated or given the cue to some inventive genius. Vinegar is essentially an artificial, and not, like other acids, a natural product, and differs from the latter in this respect, that, whereas the distillation of all other acids only yields pure water as the distillate, that of vinegar yields a strong pungent acid, generally known as white wine vinegar. The processes of vinegar making are essentially scientific, and the art and mystery has been well preserved from generation to generation by the leading makers. Chambers, writing in 1783, states that "The method of making vinegar has long been kept a secret among the people of that profession, who bind themselves to each other by oath not to reveal it." In our account of the process of making it must be understood that we do not intend to be exhaustive; this would, to a certain extent, be betraying the secrets of the prison-house which Messrs. Slee confided to our keeping.

The production of malt vinegar is of a far more scientific and delicate nature than that of brewing, for, though the first process is precisely the same as far as the mashing, fermenting, and production of sweet wort is concerned, the conversion of the wort into acetous acid is far more costly and lengthy, inasmuch as it takes many months to complete the process and produce a sound, full-bodied, and delicate flavored vinegar. The operation of nature will not be hurried, though during the whole of those months the liquid has to be carefully watched and tended to insure perfection in the results. It will be seen, therefore, that the capital of a maker is locked up for a very considerable time, especially when, as in this case, cash has to be paid for the raw material, and credit given on the manufactured article.

Next to malt, of course, the most essential component of vinegar is water, on the purity and peculiar qualities of which the chief success of brewing either beer or vinegar depends. In the latter respect, Messrs. Slee, Slee & Co. are peculiarly fortunate in the possession of an artesian well, cased of course, and sunk 210 feet through the surface and 100 feet beyond into the lower chalk

formation; this taps an inexhaustible supply of the best quality of water, which possesses all the attributes of that of Burton, being charged with a proportion of sulphate of lime and chlorides. Now the same qualities in the water which produce the high excellence of Burton ale are precisely those which rendered Southwark so famous for its ale long before Burton was thought of. Shaucer constantly sang its praises: "The nappy ale of Southwerk keeps many a gallant from the kirk." A description, therefore, of the Burton water by an eminent medical authority will apply to that from Messrs. Slee's artesian well to a nicety, since the same properties of water that produce the best beer will produce the finest vinegar:

The chemical constitution of these waters explains the fact that these ales speedily become bright and clear, and are fit for use almost as soon as brewed (and that without any artificial fining). The peculiar waters also have the power of extracting a far larger amount of saccharine from the malt."

The elder Darwin made similar remarks at a very much earlier period.

It will readily be inferred that lift and force pumps for the water, wort, and vinegar form an important element in the machinery of the firm under notice. The motive power is supplied by two large boilers, the larger, a tubular one, by Messrs. Cater & Walker, of 50 horse-power, and the smaller, a Cornish one, of 40 horse-power, which drives an engine of 30 horse-power, capable of working higher if required. In addition there is ample reserve of engine power in the event of a break-down, or repairing being required at any time; these supplementary engines are in different parts of the works. One reserve of 8 horse-power is about to be utilized in driving dynamo machines which the firm are erecting for the purpose of adopting the electric lighting system. This innovation, by the way, shows that although Messrs. Slee are a very old firm, they keep moving well in advance of the times.

A well appointed engineers' shop is attached to the premises, as are also the carpenters' shop, cooperage, and bottling departments. The latter two are as important adjuncts to vinegar as to beer brewing. The coal stores are capable of holding over 150 tons, the Welsh smokeless variety being used. The entire works are self-contained and compact in every way. The well-lighted and well-ventilated stables have accommodation for fifteen horses, all in excellent condition, and there are three comfortable houses for the use of the chief clerk, foreman and engineer. The entire works, houses, sheds, workshops and dwelling-houses cover an area of two acres.

What is specially noticeable is the thorough cleanliness that pervades every department, even to the most out-of-the-way part of the works, whilst the vinegar in its crude and finished state gives off an aroma as pleasant and refreshing as it is healthful. Though the works are so extensive, there is comparatively but a small amount of manual labor employed on account of the extensive and



TO YOU IT IS

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

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

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CHASE & SANBORN'S COFFEES

are the most perfectly blended coffees in America. They suit the general public better than anything on the market. If you want a good coffee trade buy "Seal" brand goods.

We sell them.

15 Cents

A POUND

We will sell first-class

**WHOLE MIXED
PICKLING SPICE**

for the next four weeks—send your orders now, it does not pay to be without it at this season of the year.

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



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Unexcelled for a good
cool, sweet

SMOKE



Do you
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almost automatic character of the machinery; this works the hoisting tackle (capable of raising 500 quarters in a few hours), unloads the malt, and eventually delivers it to the bins by a series of elevators known as Jacob's ladders. The malt stores will contain over 1,000 quarters. Machinery is employed, of course, in the mashing and "sparging" operations, as in the pumping, so that in no case do the human hands come into contact with the vinegar in any stage whatever. This is an important feature. The wort is cooled by means of Brotherhood's refrigerators.

One of the last rooms which we visited was fitted up as a distillery for the production of white, or distilled, vinegar, the worm of the still and all the piping in connection therewith being of silver to avoid all chance of metallic corrosion. We may add that the pumps employed in lifting wort or vinegar have glass tubes and linings. It is needless to say that these works are under the supervision of the excise authorities. Notwithstanding the large extent of ground on which the works stand, the greatest economy exists in the utilization of space. The sixty Broddnagian vats in which the process of fermentation is developed or the matured production stored, are placed close together. The aggregate capacity of these vats is considerably over half a million gallons. The mash tub is similarly of gigantic capacity. Strength in the construction of the building therefore is of vital importance to enable it to bear the enormous weight of the monster vats. These are supported on arches with inverts specially constructed not only to bear an immense strain but to resist the destructive effects of constant vibration, which is unavoidable where machinery is run night and day throughout the week. The arches, moreover, afford ample ventilation, and secure that coolness and equable temperature which is so essential in all chemical processes.

Notwithstanding all their care, Messrs. Slee had one vat burst some years ago, when the sewers were flushed and disinfected by vinegar. To show the excellence of the cooperage, however, the large vat, which contains 36,581 gallons, was erected in the good old days when George III. was King, temp. 1817. On this occasion a large dinner party was held inside the vat, which was afterwards converted into a ball-room. Ever since then the vat has been used for its legitimate purpose, and, considering the enormous pressure of fluid which these receptacles have to resist, it is remarkable that the firm have only had one accident from bursting to record during a period of over seventy years. We need not go into details, since some of the processes by which acetous fermentation is perfected are peculiar to the firm, and partly because it would necessitate a great deal of scientific detail to explain the operations thoroughly.

A few words as to the personnel of the proprietors may not be out of place. The firm was originally established in 1812 by the father of the present head of the concern, who was brought up in that good old school which taught that the man of business should be essentially a gentleman, a combination which we regret is unhappily getting very rare indeed. With Mr. Slee, sr., is associated his nephew, Mr. Herbert Slee; a great grandson of the founder is also engaged in the works, which makes the complement of four generations. The younger member, in accordance with the fitness

of things, was, at the time of our visit, busily engaged in arranging the latest scientific development of electric lighting, and is watching closely for any new discoveries which may be utilized under such a regime. A manufacturing house thus happily circumstanced, is not likely to fall behind in the race, as it retains all the advantages of older inventions in combination with discoveries adapted to modern requirements. It is, in fact, the combination of old and new talent and appliances that has made the name of Slee synonymous with high excellence, as far as their productions are concerned, in all parts of the world. It is scarcely necessary to add that the staff is well officered and well cared for.

Now as to the finished production. The firm manufacture five or six varieties of vinegar, or rather as many grades or degrees of strength, each of which is indicated by a number, the significance of which is well-known to the trade, and each grade is peculiarly suited to one or other purpose to which vinegar is applied. The sample which we took at random (for we always insist upon taking our own samples) was of the highest degree of strength, of a full body, delicate flavor, choice aroma, and of a deep rich color, like choice Burgundy, or rich red wine. On this peculiar subject, however, we would prefer quoting from the exhaustive report of Dr. Arthur Hill Hassall, M.D., the special commissioner appointed by the Lancet to enquire and report on foods and drinks. "The whole of the samples were submitted to a full and careful analysis. I found the vinegars to be clear and bright, and in a sound state of preservation; they are sharp and pungent, aromatic to the smell and taste, giving off all the characteristic odor of good vinegar, due mainly to the presence of acetic ether.

"It should be known that the manufacture of good vinegar requires as much skill and care as does the brewing of good beer, and that those who make it on the largest scale possess great advantages over small manufacturers; further, that notwithstanding all the care which may be taken in its preparation, it is liable to undergo many well-known changes and alterations affecting greatly its quality.

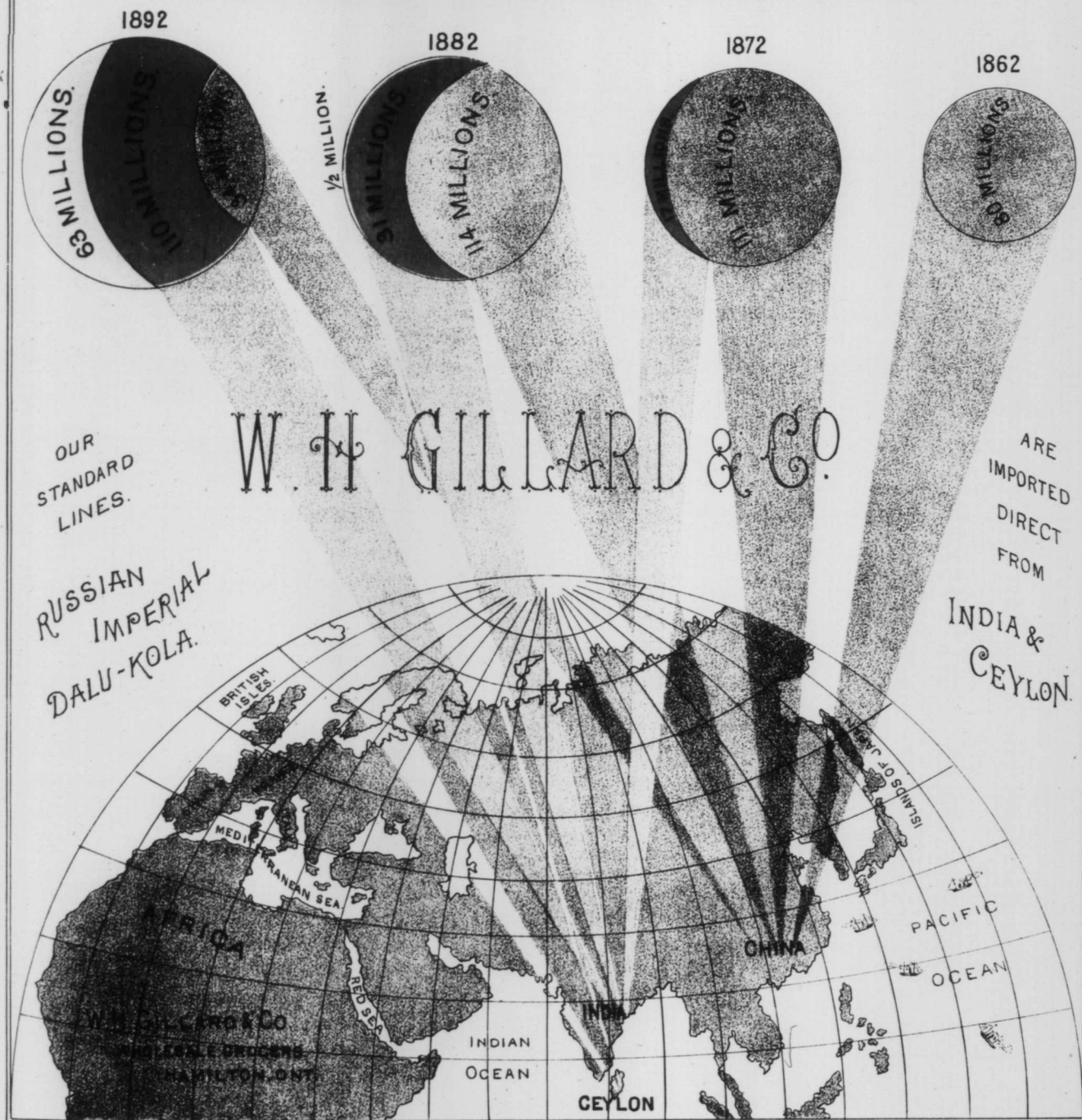
"Of the water of the deep well used in making the vinegar, it must be stated that it is remarkably pure and well adapted for use in the making of either beer or vinegar, since it resembles the water used in the preparation of the celebrated Burton ales, and like it contains much sulphate of lime and chloride of sodium."

The foregoing report was made in 1873. The accuracy of Dr. Hassall has been more recently confirmed by Professor Redwood, of the Pharmaceutical Society, and also by one of the leading authorities of the Somerset House Laboratory. To come to the practical application of all this science we may mention that for half a century past Messrs. Slee, Slee & Co. have supplied the vinegar used by Messrs. Batty & Co. in the production of their widely reputed pickles and sauces, and it goes without saying that good pickles and sauces cannot be manufactured with indifferent vinegar.

Should any of our catering friends wish to make an independent test of "Slee's vinegar," they can easily do so, as it is retailed by all the leading grocers and oilmen in the United Kingdom, as well as in most markets of the world.—The Caterer.

SUPPLEMENT TO THE CANADIAN GROCER.

THE RISE OF INDIAN AND CEYLON TEA, AND THE ECLIPSE OF CHINA TEA.



OUR
STANDARD
LINES.

W. H. GILLARD & CO.

ARE
IMPORTED
DIRECT
FROM

RUSSIAN
IMPERIAL
DALU-KOLA.

INDIA &
CEYLON.

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

- RED represents the quantity of Indian Tea used.
- YELLOW represents the quantity of Ceylon Tea used.
- BLACK represents the quantity of China Tea used.

The above Diagram, enlarged, is on exhibition at the Indian Court at the WORLD'S FAIR, CHICAGO.

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OTHER
SIDE

W. H. GILLARD & CO. + Wholesale Grocers + HAMILTON, ONT.
+ Wholesale Teas +

“The Gups that Gheer but Not Inebriate.”

We direct the attention of the Retail Trade to the Tea chart presented on the foregoing page of the *Grocer*.

THIS Chart exhibits in a striking manner the extraordinary development in the production of India and Ceylon Teas, and the rapid increase in their consumption in Great Britain.

The hold that these TEAS have taken upon the public taste in Great Britain is due to their superior intrinsic merit in parity with China growths. In Canada they are slowly and surely winning their way into popular favor, warranting the prediction, that it is only a question of time when they will as fully supersede China grown Teas in Canada as they have done in the United Kingdom.

To meet the growing demand we have been giving special attention to the importation of India and Ceylon Teas, and we will be pleased to supply samples of the following standard lines:

DALU KOLA.	- -	Price 35 Cents.
IMPERIAL.	- - -	“ 33 Cents.
RUSSIAN.	- - -	“ 30 Cents.

These Teas are packed in 50, 80 and 100 lb. air-tight, metal-lined cases, with hinged lids, and incased in wood. This is far ahead of the lead-lined packages. The Tea keeps better, and especially in retailing, as it is never exposed when not in use. The character and flavor are always maintained, so that buyers can depend on having precisely similar Tea when re-ordering, and save the time and trouble of matching. They are RICH, HEAVY LIQUOR, FULL-BODIED TEAS, and just such lines as thousands of consumers are looking for. The “IMPERIAL” is particularly adapted for alkaline water.

Wherever sold these Teas have given unusual satisfaction, resulting in a steadily increasing trade. We would be pleased if every reader of the *Grocer* not handling them would write us for samples.

PACKAGE TEAS, are claiming a good deal of attention, but, for the reason that there is an extra expense in putting up in $\frac{1}{2}$ and 1 pound lead packages the profit to the merchant is necessarily less provided the same quality of Tea is sold. To meet the popular demand, however, we have secured control for Western Ontario, of the MALLAWALLA; a blend of pure Indian and Ceylon Teas, rich and delicious in the cup, and a trial with other advertised brands will convince you of its superiority over all package Teas. The MALLAWALLA is packed in $\frac{1}{2}$ and 1 pound lead foil packages, 50 pounds in a case, or in assorted cases of 50 pounds, containing equal weight of $\frac{1}{2}$ and 1 pound. This Tea is sold largely in the United Kingdom and Australia, and is the only package Tea offered to Canadian consumers which has stood the critical test of English tea drinkers for upwards of 12 years.

FINE VALUE IN NEW SEASON'S JAPANS.

A splendid range from 12 $\frac{1}{2}$ cents up. We have bargains in YOUNG HYSONS to offer. Prices and samples on application. Correspondence invited and promptly attended to.

Yours truly,

W. H. GILLARD & CO.

FOR

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FOR DAIRY
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POULTRY
 Write or Wire
PARSONS
PRODUCE CO.
 WINNIPEG — MANITOBA

BUCHANAN & GORDON,
 Brokers and Commission Merchants and
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Representing in Manitoba and the
 North-West Territories:
 ARMOUR & Co., Chicago, Ill.
 THE ARMOUR PACKING CO., Kansas City, Mo.
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 PERINET ET FILS, Reims, Champagne.

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

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

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

Strang & Co.
 WHOLESALE COMMISSION
 AND MANUFACTURERS' AGENTS
WINNIPEG, MAN.
 Correspondence and Agencies Solicited.
 We are open for a first class Canned Goods
 Agency.


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

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

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

WILLIAM RYAN,
PORK PACKER
 Toronto, Ont.

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

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

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

W. A. McClean & Co.
 OWEN SOUND.
PORK PACKERS
 CURERS OF THE
Diamond A Hams

FOR SALE—LONG CLEAR BACON,
 HAMS, BACKS, BELLIES and SPICED
 ROLLS.
 Write for Quotations.

Butter in good demand; large rolls, pails,
 crocks, and best store-packed tub sell-
 ing 15 to 16c.; choice dairy tub, 17c.,
 no stock on hand. Eggs, 12c. We
 charge five per cent., and prompt re-
 turns by registered letter.

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

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

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

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

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

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

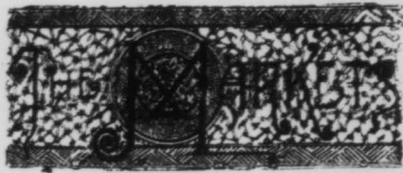
Having largely increased their capacity. We ad-
 vise all dealers to see their price list before plac-
 ing their orders for Jams, Jellies, Canned Fruits,
 and Canned Vegetables.
 Besides their regular brands of Ground Coffee,
 now so favorably known, they quote:
 Blend No. 1 at 35c., either ground or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

McLAREN'S



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

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



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

TORONTO MARKETS.

TORONTO, Aug. 10, 1893.
GROCERIES.

There has been no marked change in trade during the week. If anything the volume of business is not so large as a week ago, but this is only to be expected, a decreased movement being usual during August. Business during July was larger than usual, and that of this month so far compares favorably with that of the same month last year. The farmers are busier than is even usual at this time owing to the different crops maturing so fast and so close together. Naturally business with country merchants is quiet, and a good many are disposed to hold off until after harvest. All this of course reacts upon the wholesaler. Prospects however are good, both wholesaler and retailer anticipating a good fall trade. Sugars are only moving in small lots, but the market is steady and unchanged. Coffees, on the other hand, are in a little better demand. In dried fruits the movement is still light. In teas, Japans are the most sought after, while Ceylons and Indian teas are firmer in England. Canned goods are still attracting but little attention. Payments are fairly good.

COFFEE.

There was a little better demand for Rio coffee on the local market at prices ranging from 20 to 21c. Options have been a little off in New York, but advices received here from Brazil state that prices are a little higher there, and that the market is about cleaned out of good old coffee. Nothing under 20c. seems to be obtainable here in Rio coffees. We quote: Rio, 20 to 21½c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 21 to 22c.; Java, 30 to 32c.; Mocha, 26 to 27c.; Maracaibo, 21 to 23c.

DRIED FRUIT.

Not much change. Valencia raisins continue quiet, and the little that is doing is all prices ranging from 4 to 5c. for off-stalk. Cable advices received here this week announce that the first shipment of the new crop of Valencia raisins has been made. This is about two weeks earlier than usual, and the fruit will arrive here about Sept. 1. Opening quotations are lower than usual. The recent advance abroad in Sultana raisins has stimulated the demand, it being fully expected that the new crop will be short. The idea here as to price is 6 to 6½c., with choice quoted at 7½c. Currants are slow of sale at from 5½c. up. Fine Patros fruit is about

cleaned out again. A few cooking figs are still selling at 4½ to 5½c., but there is nothing doing in other kinds. Dates continue quiet at 5 to 5½c. Prunes dull and unchanged, 7 to 7½c. still being the idea as to price. Quotations received here this week by cable indicate considerably lower prices on prunes compared with last year.

NUTS.

The demand continues small, and prices unchanged. We quote:—Brazil nuts 11 to 11½c. a pound; Sicily shelled almonds, 32 to 35c. a pound; unshelled, 16 to 17c.; peanuts, 13 to 14c. for roasted and 11 to 12½c. for green; cocoa nuts, \$5 to \$5.50 per sack; Marbot walnuts 11½ to 12c.; pecans 13½ to 16c.

RICE AND SPICES.

There is not much doing in rice, and prices are unchanged at 3½c. up. Spices remain much as before. Whole ginger is quoted at 20 to 25c., pure white pepper at 20 to 28c., and pure black at 14 to 16c.

SUGAR.

Nothing particularly new has developed in the sugar market during the week. Demand is light and generally speaking of a hand to mouth character. Prices are steady and unchanged. For granulated 5½c. is still the idea, although there have been some sales at 5¼c. It costs more than the latter figure however to lay the sugar down here. Yellows run from 4½ to 5¼c., and raws are held at from 4 to 4½c. The refineries hold that present prices will be maintained till after the fruit season, and their representatives report a better demand from jobbers.

Willets & Gray, New York, in their weekly statistical, say: The week—Raw and refined firmer. Receipts, 13,151 tons. Meltings, 25,000 tons. Total stock in all the principal countries, 822,110 tons, against 1,065,477 tons at same dates last year. Afloats to the United States from all countries, estimated, 50,000 tons, against 70,000 tons last year.

Raw—There has been rather free selling of sugar during the week at the low basis of values made last week. This was owing mainly to the desperate state into which the finances of the country came to be. Towards the close of the week the extreme measures taken to check the financial panic met with some success, and immediately gave new strength to the sugar holders, so much so that at the close there is a general disposition to hold for higher prices for both Centrifugals and Muscovados, with the expectation of getting an advance soon. Buyers, on the other hand, have made quite large purchases in Europe during the panic, for which freight engagements are now arranged, and the sugar will be available for August. The consumption of refined in July, moreover, has been so small that refiners have some accumulations on their hands, although the invisible stocks of grocers were probably never so small as now. Europe during the week has been gradually strengthening, and beet sugars have gradually risen from 15s. 7½d. f.o.b. to 16s. 1½d., or say ½c. per lb., and has a good advancing tendency still. The receipts at four ports this week were quite small (13,151 tons), and stocks are reduced 12,000 tons for the week. Receipts at the six ports in Cuba continue to some extent, and necessitate a continued small advance in the crop estimate. Few sugars appear to be left for shipment in the West Indies outside of Cuba. Barbados has but about 3,000 tons remaining. Demerara steamers are leaving in ballast for lack of sugar. Trinidad supplies have mostly

given out. The statistical position of sugar warrants some advance in prices before sugars are available.

Refined—from what we have said regarding raws it will be seen that the quotations for refined are likely to be fully maintained, and, as soon as the country realizes this fact, the demand for sugar will increase very considerably as a season of good and large demand is now at hand, and the easing up of financial affairs is already apparent to some extent. The eastern peach crop is now coming to market and promises to be very large.

SYRUPS AND MOLASSES.

The syrup market continues dull, with 2½ to 3c. the ruling prices. Molasses is neglected, and 30 to 35c. is the idea as to price.

TEA.

As far as the local market is concerned, the situation remains much as before. New Japan teas, which retail at about 25, 40, and 50c., are receiving the most attention and the demand for them is fair. Low grade Japan teas are not coming in at the moment and it is not expected that they will for some time, or at least until local stocks of last year's teas are exhausted, these old teas being sold at less money than the new can be imported at. A fair trade is doing in blacks, and Ceylon and Indian teas are getting more into favor all the time. The week has been a rather busy one with the brokers. They report a good many transactions, principally in low China Congous and old season's Japans, in both of which some excellent value has been shown. We quote: Japans (1892-3)—Low grade and common, 15 to 18c.; medium, 18 to 20c.; fine, 20 to 25c.; new Japans, 30 to 32c. for medium and 32 to 35c. for fine. Blacks—Low grades Congous, 14½ to 16½c.; medium, 18 to 23c.; fine, 30 to 45c.; fancy, 60 to 70c.

Latest mail advices from London say: "The market continues firm for Indian and Ceylon teas, Ceylons, showing fully ½d. per lb. advance upon prices ruling three weeks ago. Common Congous are also firm and it now seems certain that this season we shall not see such excellent values in teas of this description as were obtainable at this time last year. Medium and fine sorts of China teas are rather cheaper. Some grades of Indian teas, particularly broken pekoes, have advanced ½ to 1d. per pound." Advices from Hancow under date of June 19 say: "Supplies of first crop teas are now nearly all received and second crop of Ningchows are now coming forward. A few teas from this district show rather good quality, but unfortunately the majority are rain-damaged. Second crop of Hancow teas have not yet arrived in any quantity. The quality of the few so far received is disappointing. Exchange on London, 4 months' crop, 3s. 11½d.

(Continued on page 20.)

FRESH FRUIT

Consignments PROMPT RETURNS
Carefully Handled

CLEMES BROS.

Phone, 1768

TORONTO

Reference—Bank of Toronto.



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.. THE ..
UNPRECEDENTED
.. SALE ..

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

THE KENT CANNING & PICKLING CO.
CHATHAM, ONT.

THE "Lion Brand"

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

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

LYTLE'S
PICKLES



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

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

PUT
TEXAS BALSAM
IN STOCK

The Great Healer for all kinds of wounds on Horses and Cattle. \$3.00 worth only costs you \$1.50. Express prepaid. Cash with order.
C. F. SEGSWORTH,
6 Wellington St. East,
Toronto.

Lakeport
PRESERVING CO.

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

FACTORIES:
LAKEPORT AND TRENTON, ONT.

A Course of Training at the



TORONTO AND STRATFORD.

Opens up the road to success in business life. Thousands of former students are now enjoying handsome salaries in many of the best business houses in Canada and the United States.

Why don't you Follow their example?

Fall Term begins MONDAY, SEPT., 4th.

Write for Catalogue.—

SHAW & ELLIOTT, Principals.

MAPLE PRODUCTS

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

Address

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

Boy
Brand
Corn
UNBLEACHED



DAILEY'S

Boy
Brand
Tomatoes



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

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

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



TRADE MARK

DELHI CANNING CO.

CANNED GOODS.

TORONTO.

The position remains much as before, although, if anything, the movement is smaller than a week ago. Futures are being offered as low as 75c. for tomatoes, corn and peas, but there does not seem to be any confidence in the market, for there is nothing of any extent doing. Tomatoes are in light demand at 80 to 85c. The dry weather, it is said, is beginning to injuriously affect the growing plants, but it is of course too early to say what the result of the crop will be. The trade seems to be all pretty well supplied at the moment with new pack of peas, and either old or new is obtainable at 80 to 85c. Demand for peas is light. The same may be said of corn, which sells ordinarily at 80 to 85c. Peaches dull and unchanged at \$2.10 to \$2.35 for 2's and \$3 to \$3.25 for 3's. Apples are inactive and prices unchanged at \$2 to \$2.25 for gallons and 85c. to \$1 for B's. Plums are in light demand at \$1.45 to \$1.55. Pumpkins continue slow at 80 to 85c. There is little or no good red salmon left on this market. The lowest obtainable is \$1.40, while for really first-class and well-known brands \$1.52½ is the lowest figure in talls and \$1.70 and \$1.80 in flats. White salmon can be got at \$1.10 to \$1.25. First-class stock would sell well if obtainable, but generally speaking there is not much inclination to do business in view of the anticipated big pack and low prices. Business in lobsters is confined to a light sorting-up demand at, for the best brands, \$1.85 to \$2 for talls and \$2.25 to \$2.50 for flats. Meats are quiet and unchanged in price.

MARKETS—Continued.

BUTTER AND CHEESE.

The butter market is not so strong as it was a week ago on account of the falling off in the shipping demand. Prices however remain much as before, the local demand still being brisk, while there are accumulation of stocks. For fine dairy tubs 16 to 17c. is the idea and store-packed tubs, crocks and pails are worth 14 to 16c., with bakers' butter quoted at 14 to 15c. The few large rolls that are on the market are selling at 17 to 18c. A good many farmers' pound rolls are coming in, but they are all taken at 17 to 19c. Creamery butter is in fair demand and there is not much offering. Tub range from 20 to 22c. Demand is fair for pound prints at 22 to 23c., but dairy rolls have the preference. Three car-loads of creamery butter were offered the early part of the week at equal to 21c. in tubs and 20½c. was bid.

The cheese market remains much as before, quiet and unchanged. Jobbers are

A Pure Soap At Moderate Price.



100 Cakes in Each Box—\$5.00.

The St. Croix Soap Mfg. Co.,

Branches :

St. Stephen, N.B.

MONTREAL : 17 St. Nicholas St.

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

WINNIPEG: E. W. Ashley.

getting 9½ to 10c. and the factories are asking 9 to 9½c.

COUNTRY PRODUCE.

BEANS—A little more enquiry is reported. Good hand picked beans are still selling at \$1.40 to \$1.50; \$1.10 to \$1.20 is still the idea for medium.

DRIED APPLES—The feeling is a little firmer. Jobbers are paying 3½ to 4c. and selling at 4¼ to 4¾c. There have been some sales made on Northwest account at 4¼c.

EVAPORATED APPLES—Are dull and featureless, with prices nominal at 8¼ to 9c.; quarters sell at 7c.

EGGS—The demand is only for small lots, and prices are easy at 11 to 11½c.

POULTRY—Receipts are light and prices much as before. We quote chickens at 50 to 60c. and ducks at 40 to 60c.

POTATOES—The tendency of the market is still downward; \$1.75 per barrel is the idea for American and \$2 per barrel for Canadian; wagon load lots are being taken from the farmers at \$1.40 to \$1.50; single bags are quoted at \$1.

HONEY—Unchanged at 5 to 8c. for extracted; new season's section, 20c.

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

MAPLE SYRUP—There is a large supply on hand and dealers would gladly take 50 to 60c.

HOPS—Business is merely of a hand to mouth character. Prices are easy at 12 to 14c. for '92's. The crops in England and

California are reported to be good, but in Germany they are not satisfactory.

HOGS AND PROVISIONS.

Packers are feeling easy about dressed hogs and there is no demand for them, the tendency being to await results in the American market. The few coming in sell at \$8 per cwt. Hog products are still selling well, with stocks keeping in small compass. Barrel pork and lard are the only products materially affected in Chicago by the recent drop in prices, but the Toronto market does not seem as yet affected in the least.

BACON—Long clear, 10½ to 11c. Smoked backs 12½c., bellies, 13½ to 14c. rolls 10½ to 10¾c.

HAMS—In good demand and firm at 13 to 13½c. for smoked.

LARD—Pure Canadian is 13c. in tubs, 13¼c. in pails and 12¾c. in tierces. Compound 10 to 10½c.

BARREL PORK—Canadian heavy mess \$21, Canadian short cut \$22, shoulder mess \$19.50.

DRESSED MEATS—Beef fores are 5 to 5½c., hindquarters 9½ to 10c., mutton 7 to 9c., lamb 15 to 17c.

GREEN FRUIT.

A good trade continues to be done, and there is a plentiful supply of fresh fruits. Peaches of the earlier and commoner varieties are coming in freely. Demand for them is good. Oranges are slow of sale. California Mediterranean's are arriving and they sell at \$4.50 to \$5 per box. Demand for lemons is good at firm prices. There has been a little scarcity of water melons and prices are

SYMINGTON'S

COFFEE
ESSENCES

. . UNEQUALLED . .

ASK FOR THEM

WHOLESALE AGENTS

STANWAY & BAYLEY

. . TORONTO . .

HILLS & UNDERWOOD'S
ENGLISH
MALT VINEGAR.

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The
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S.A. VanDam & Co.

37 Old Corn Exchange, Manchester, and
23 Mathew Street, Liverpool, England.

SOLICIT CONSIGNMENTS OF

Bacon, Butter, Lard, Eggs,
Cheese, and Canned Goods.

LIBERAL ADVANCES MADE.

FIRM FOUNDED 1850.

“REFERENCES.”--Bank of British North America, Toronto; and Manchester and Salford Bank, Manchester, Eng.



Mantels, Grates and Tiles, Office
and Store Fittings and
Furnishings.

FAC SIMILE OF PACKAGE.



BASKETS

Shipping Baskets. Lunch Baskets. Field Baskets.

FULL LINE

PROMPT SHIPMENT.

Walter Woods & Co., Hamilton.

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

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

W. A. Carson.

R. B. Morden.

J. Anning.

BELLEVILLE CANNING CO.

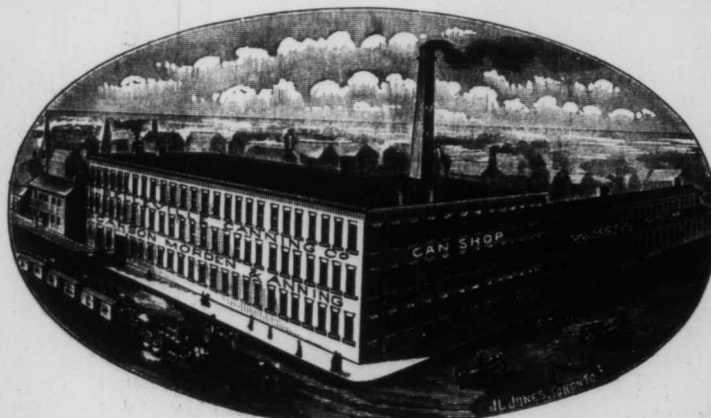
PACKERS OF THE

“Queen Brand”
Fruits and Vegetables.

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

.. THE QUEEN BRAND ..

Every Can Guaranteed.



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

MARKETS—Continued

steady. We quote as follows: Oranges—Messinas, ½ boxes of 80's, \$2.50; ½ boxes of 100's, \$2.50 to \$2.75; California Mediterranean's, \$4.50 to \$5 per box; lemons, \$4.50 to \$5.50; bananas, \$1.25 to \$1.75; raspberries, 4c to 6c.; Lawton berries 9 to 10c.; cherries 90 to \$1.25 per basket; red currants 65 to 75c. per basket; black currants, \$1.25 to \$1.30; peaches, 40 to 80c. per basket; Canadian tomatoes 75c. per basket; huck'eberrries, 75c. to \$1; cucumbers, 40 to 50c. per basket; beans, 35c. per basket; gooseberries, 75c. per basket; cabbage, \$1.50 to \$1.75 per bbl. for Canadian; watermelons, 25 to 30c.; California fruit—Peaches, \$2 to \$2.25; pears, \$3 to \$3.50; plums, \$2.50 to \$3

SALT.

The salt trade continues fair; no car lots have been asked for although numerous sales of barrel salt have been made to farmers. Prices are unchanged. Barrel salt, \$1 to \$1.15; coarse, small lots, 85 to 90c. for sacks; dairy car lots, \$1; Liverpool rock, \$10 a ton.

FISH.

Fish trade continues brisk with supply still insufficient for the demand. We quote as follows: Fresh sea salmon, 16 to 18c.; skinned and boned codfish, 6½c.; Labrador herring, \$3 per half barrel; shore herring, \$2.75 per bbl.; Digby herring, 11 to 12½c.; boneless fish, 4c.; boneless cod, 7 to 8c.; blue back herring, \$2.00 per hundred; blue pickerel, 4 to 5c. a lb.; yellow ditto, 7 to 8c. a lb.; salmon trout and white fish, 7c.; eels, 6 to 8c. a lb.

HIDES, SKINS, TALLOW, WOOL.

HIDES—Are quiet. A few car lots are being held at 4½c. for short-hair fresh hides. No sales at all are reported for long-haired winter hides.

SKINS—Nothing new since our last reports in skins. Prices continue the same. Lambskins, 45 to 50c.; for calf skins dealers are paying 7c.; pelts are standing at 25 to 30c.

TALLOW—Tallow continues slow of sale. At this time of the year good tallow is hard to get, and the factories will not take poor tallow at any figure. Prices are the same, dealers paying 5c. and selling from 5½ to 6c.

WOOL—Wool remains about the same, nothing much doing. Present holders are asking more than dealers are prepared to give. A few lots have changed hands at a basis of 17c. for selected combing.

PETROLEUM.

The Petrolia Advertiser in its weekly report says: The same state of monotonous inaction that has characterized the dealings on 'Change the past couple of months is still apparent, although the price of crude remains firm at at \$1.05 without any sellers; \$1.07 is freely offered for August delivery. This state of affairs must soon change. With the stock in hand at least 10,000 bbls. less than at this date last year, the consumption quite ten per cent. greater, and the drill practically at a standstill, it does not require any great profit to tell us that prices must soon take a jump. Speculators might do much worse than acquire all the crude obtainable at the present market price for "futures." Refined remains unchanged and may be quoted at 10c. f.o.b. here in car lots.

Business on the Toronto market continues to show some improvement, particularly in burning oils, and present prices are steady. We quote, 5 to 10 bbl. lots, imperial gallons, Toronto: Canadian, 12½ to 13c.; carbon

safety, 16½ to 17c.; Canadian water white, 17c.; American water white, 18½ to 19c.; photogene, 22c.

MARKET NOTES.

Balfour & Co. are in receipt of a carload of B. A. sock-eye red salmon.

It is expected that there will be a good yield of both peaches and plums.

Four-crown currants are being offered by T. Kinnear & Co. at reasonable prices.

J. W. Lang & Co. are in receipt of their shipment of new season's pack of peas.

T. Kinnear & Co. are offering "Clover Leaf" brand lobster at reasonable prices.

Smith & Keighley are selling out the balance of their London layers at low prices.

James Turner & Co., Hamilton, report a great demand for Batty's pickles, sauces, etc.

Caraway seeds have advanced about 5s. per cwt. in England during the past couple of weeks.

A letter received from Denia under date of July 21, says that grocers complain of small yield due to excessive heat.

Sloan & Crowther are in receipt of a fine line of selected Valencia raisins, which they are offering at current prices.

"Retailers who are fairly good judges of teas," said a jobber, "are picking up a good many of the early-shipped teas."

Cable quotations on "Sphinx" prunes are already on this market and indicate considerable lower prices than a year ago.

Samples of new season's pack of "Swan" brand canned salmon are being shown on the Toronto market. The quality is good.

Edward Adams & Co. have just received a shipment of Pettijohn California breakfast food. They are now in a position to fill all orders.

A large lot of syrup, which is showing good value, has been received by Davidson & Hay, and the present seems opportune to buy.

The fine hard cured codfish in quintals and the boneless "Star" herrings offering by Lucas, Steele & Bristol are meeting with ready sale.

Musson & Co. have just received shipments of Pingsuey and Foochow Congou teas. The quality is fair and about the same as last year.

Davidson & Hay this week received two cars of "Red Star" brand salmon. This has been a relief to a bare market, but they are going out rapidly.

Lucas, Steele & Bristol report their selected Valencias are taking the place of ordinary fruit altogether. They are said to be cheaper to the consumer in the long run.

"White salmon," said a well known Front street man with some emphasis, "are good sound fish, and it is largely a matter of pre-

(Continued on page 24)

FLOUR AND FEED.

TORONTO.

The flour market still lacks life and quotations are nominal. Mill feed is scarce and firm, and some of the mills are closed down.

FLOUR.—City millers' and dealers' prices are: Manitoba patents, \$4.20 to \$4.25; strong bakers' \$3.75 to \$3.90; white wheat patents, \$3.50 to \$3.90; straight roller, \$3.15 to \$3.20, low grades, per bag, \$1.00 to \$1.25; Ontario family \$3.15 to \$3.40.

Car prices are: Toronto freights—Manitoba patents, \$4.00 to \$4.05; Manitoba strong bakers', \$3.65 to \$3.70; Ontario patents, \$3.50 to \$3.60; straight roller, \$2.85 to \$3.10; extra, \$2.70 to \$2.80; low grades, per bag, 90c. to \$1.00.

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

FEED—Bran (ton lots) \$12.00, do (on track) \$10.50 to \$11.00, shorts (ton lots) \$16, ditto (on track) \$00.00 to \$14; mixed feed \$20 to \$22, feeding corn 57 to 58c., oats 40 to 41c. on track.

HAY—Baled timothy quiet and unchanged. We quote \$10 to \$10.50.

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

MONTREAL.

The flour market remains dull, but some consider it a more hopeful sign that there are more enquiries from the country regarding stocks, etc. In fact a disposition is shown to enlarge orders, for whereas a fortnight ago it would be a twelve-barrel lot now it is a twenty-five, which evidently indicates that buyers think prices down about as low as they will go. We quote:—Winter wheat, \$3.90 to \$4.10; Manitoba patents, best brands, \$4; straight rollers, \$3.15 to \$3.25; extra, \$2.90 to \$3.05; superfine, \$2.60 to \$2.90; Manitoba strong bakers', \$3.65 to \$3.80; Manitoba strong bakers', best brand, \$3.75 to \$3.80.

The oatmeal market is quiet. Business is purely local in character, and under small supplies prices hold steady. Standard, bags, \$2.10 to \$2.15, do., brls., \$2.30 to \$2.35; granulated, bags, \$2.15; do., brls., \$2.35; rolled oats, bags, \$2.15; do., brls., \$2.25.

Bran and shorts are very scarce and dearer, the former being now quoted firm at \$14 to \$15. The demand is good. Bran, \$14 to \$15; shorts, \$17 to \$20; Moullie, \$20 to \$23.

Toronto Salt Works,

128 Adelaide East,
TORONTODealers in Table, Dairy, Meat Curing
Barrel, Rock Lump, and Land Salts.Higgin's Eureka and Ashton's English
Dairy Salts. Land Plaster.

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The Western Milling Company
(Limited.)

REGINA, ASSA.

Manufacturers of all kinds of
High Grade Flours,
Hungarian Patent,
and Strong Bakers.

We also handle Hard Wheat Oats, and other kinds of feed.

We would solicit the patronage of the Millers' of the Eastern Provinces, wanting Manitoba Hard Wheat. All orders entrusted to us will be carefully and promptly filled.

Correspondence Solicited.

OATMEAL

Dominion Mills,
LONDON.
Excelsior Mills,
MITCHELL.

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

GENERAL GRAIN DEALER.

Highest price paid for Oats and Peas in car lots

WALTER THOMSON, London and Mitchell.

Embros
Oatmeal
Mills

D. R. ROSS, - - EMBRO, ONT

A CHOICE QUALITY OF

Rolled, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

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

R. & T. WATSON, Manufacturing Confectioners,

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

SEND FOR PRICE LIST.

75 Front Street East,

KOFF NO MORE.

WATSON'S COUGH DROPS

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

- - TORONTO.

Established in Paris, 1770. 40 Prize Medals

THREE LEADING FACTORIES—

Paris, London, Strasbourg

Compagnie
Francaise

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

SUPERIOR CHOCOLATE
(Yellow Wrapper.)

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

CHOCOLATE WAFERS,
A delicious eating Chocolate.

HIGH LIFE BONBONS,
The most tasteful Dessert Sweetmeat.

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.**

Slee, Slee & Co.
makers of



ESTD 1812.
Pure malt Vinegar.

London, England.

Batty & Co have for half a century used
Slee, Slee & Co's pure malt vinegar in making
their genuine pickles, & sauces.

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.

EPPS'S COCOA

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

C. E. Colson, Montreal

judice that more of it is not used. One thing is certain, considering the difference in price—some 50c.—between red and white salmon, the consumer really gets better values out of the white than out of the red."

Five hundred and sixty half-chests of June picked Japan tea has just been received by Davidson & Hay, and are in store. The value is claimed to be unusually good.

A shipment of new season's canned raspberries has been received this week by Sloan & Crowther. The fruit was packed by the Delhi Canning Co. and the quality is nice.

Advices received by J. L. Watt & Scott report a considerable advance in soap-making oils in France. It is expected, should the advance be maintained, that castile soap will go up about 10 per cent. in price.

"Canned salmon similar to 'Horse Shoe' brand, which is the standard brand," said a wholesaler Tuesday, "would be taken by the retail trade at \$1.60, but the trouble is that they are not on the market.

Balfour & Co., of Hamilton, are this week in receipt of shipment of their own brands of Japan teas, "St. Olaf" and "Viking" Chops. Lovejoy's breakfast flakes, Lazenby's pickles, sauces, soups and jellies, which they are offering to the trade at close prices.

S. Kabiglio, packer of the "Atlas" brand prunes, writing from Trieste under date of July 20, says: "Reports of new crop continue to be satisfactory, and to-day October shipment could be secured at much lower prices than last year's opening figures."

Dawson & Co. received four cars of watermelons inside of as many days. They came on a bare market and sold rapidly. Two cars were unloaded and disposed of in less than three hours. The same firm is also in receipt of a carload of California peaches and pears.

P. L. Mason & Co. have cable advices announcing the shipment of their early Valencia raisin orders. This breaks the record, the crop being about two weeks earlier than usual. Opening quotations for offstalk, fine offstalk, selected and selected layers are much lower than usual. The fruit will arrive here about Sept. 1.

A reference to the advertisement of W. H. Gillard & Co., of Hamilton, with regard to the enormous increase in the sale of India and Ceylon teas in Great Britain will prove interesting. The chart is accurate and conveys in a striking manner the enormous stride made in the past ten years in India and Ceylon teas.

On another page will be found the advertisement of the W. J. Gage Co. (Limited), wholesale booksellers and stationers. They are also manufacturers of blank books, envelopes and writing tablets. Their line of school blanks, such as composition exercises, scribbling and note books, they claim is the finest produced by any house in America. One great feature in connection with

their business is the careful attention which they give to the execution of orders sent them by mail. Dealers who sell any of the lines of goods which they handle will find it to their advantage to put themselves in communication with this firm.

W. H. Gillard & Co. of Hamilton, are meeting with an immense sale of Gillard's new pickle and Gillard's new sauce. The goods are giving the greatest of satisfaction wherever introduced and a trial will convince the most conservative of their excellent quality.

One of the most enterprising of country mercantile firms is that of Wiley & Co. of Gravenhurst. They know both how to buy and how to sell, and in consequence they are doing a good and profitable trade. They make a specialty of canned goods, and have one of the largest stocks in this particular line north of Toronto, which is saying a good deal.

W. A. Bradshaw & Co., the soap manufacturers, Toronto, have made large purchases of pictures from an English house. They range in size from 17 x 20 inches, and among them are likenesses of Lord Salisbury, Mr. Gladstone, etc., and copies of well known English views and pictures. Any one of the pictures enumerated in their list will be sent free to every patron on receipt of 25 Ammonia and 10 Puritan soap wrappers and 3 cent stamp for return postage.

MONTREAL MARKETS.

GROCERIES

MONTREAL, Aug. 10, 1893.

The trade that has transpired in groceries this week calls for no special comment, almost everything, except perhaps sugar, being characterized by the usual quietness which rules at this season. There has been no change in the value of that article, but, whereas a week or so ago it was the lower grades which were most in demand, at present it is the brighter grades which are meeting the best enquiry. Granulated is very quiet. In other lines, as we have said, there is very little to note. Actual business in Japan tea is small, but the feeling shown by holders is rather more confident. Blacks and greens are featureless. Molasses and syrups are steady and no low prices are anticipated on the former this fall, while some round lots of syrup have been moving during the week. Coffee is unchanged, but the tone is rather easier. Spices rule quiet. Dried fruit does not furnish anything new, and although offers have been made on Valencia stock to arrive they are not reliable criterions. In canned goods there have been offers of new pack salmon for delivery (this week, but up to the time of writing none have been received, although several firms are expecting car load lots.

SUGAR.

The market for refined sugar is quiet, and business on the whole is not extensive. It is worthy of note that the high-

er grades of bright yellows are receiving most attention now, whereas a week or so ago the demand all ran to cheap low grade stock. We quote as before at the refineries: Granulated, 5 3-8c., and yellows, 4 3-8 to 5c.

SYRUPS AND MOLASSES.

A somewhat better enquiry for syrups was noted during the week, sales of Canadian transpiring at 17-8 to 21-8c per lb., while American changed hands on Western account at 18 to 20c. Barbadoes molasses rules about the same, jobbing lots changing hands at 33 to 34c. Two cargoes came in during the week, and changed hands on contract, it is reported at 30 to 30 1-2c. Advices from Barbadoes recently tend to give the market a somewhat firmer tone.

TEA.

The tea market, as far as actual business in Japan tea is concerned, is quiet, and in the face of the factors specially referred to by us last week, viz., an advance in the rate of freight and the rate of exchange buyers will not anticipate wants any length ahead. Brokers, however, are confident of an extension of business as the fall season approaches. Black and green teas are quiet and steady. We quote Japans: common, 11 to 13c.; medium to good, 15 to 17c.; fine, 18 to 21c., and finest, 23 to 30c.

COFFEES.

There is no change in the coffee market, but the easy feeling already noted is a little more apparent. Lots of Maracaibo have changed hands down to 19c., and fine stock in 50-bag lots has been sold at 20 1-2c. We quote: Jamaica, 17 to 19c.; Maracaibo, 19 to 22c.; Rio, 19 to 20c.; Java, 24 to 28c., and Mocha, 25 to 28c., in wholesale lots, smaller quantities calling for an advance on these figures.

DRIED FRUIT.

There is very little old stock Valencias now on the market, and what business has transpired in them has been on the basis of 2 3-4 to 3 1-4c. as to quality. Advices from Denia with regard to new crop report prospects good, and moderate prices are looked for. Speculative offers of 16s. 6d. to 19s. 6d. C.I.F. Montreal, are reported here. In currants the market remains dull at 4 3-4 to 5 3-4c. as to quality and quantity.

RICE.

The rice market rules quiet, and there is no particular change to note.

SPICES.

There has been no change in spices, and we quote Jamaica ginger at 16 to 18c. for common and 20 to 23c. for fine, black pepper, 8 to 8c., pimento, 6 1-2c., nutmegs, 50 to 52 1-2c. to \$1.

GREEN FRUIT.

Green fruit does not show very much change, business ruling quiet. Lemons are somewhat dull and easier, but prices remain at \$1.25 to \$3.50, according to quality. Oranges have been in fair demand, and we quote: California, \$3.25 to \$3.50. There is a fair enquiry for peaches, which sell at \$2.25 to \$2.50 per box, with baskets, \$1 to \$1.25. Pears are in fair demand at \$2.25 to \$2.50 per box, and plumbs are selling from \$2.50 to \$3 per box. Bananas rule scarce, and we quote \$1 to \$1.50 as to size and quality. There is a free sale for all brands of currants at 50 to 65c. per pal. Melons

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JAMES A. SKINNER & CO.

Toronto and Vancouver.

IMPORTERS OF

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

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

SPECIAL ATTRACTIONS IN
LAMPS AND FANCY GOODS.

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

—GREAT VALUE.

ESTABLISHED 1851.

WE OFFER

.. TOMATOES ..

In 3 lb. Tins

Quality Guaranteed,
at 80c. per doz.

N. QUINTAL & FILS,

WHOLESALE GROCERS,

274 St. Paul Street, Montreal.

SHOULDERS - -

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

WRITE FOR QUOTATIONS.

F. W. FEARMAN,
HAMILTON, ONT.

Blend Your Own Teas

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

Assams, Geylons, Oologs,
Gongous, Etc.

J. W. LANG & CO.

Wholesale Grocers, TORONTO

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

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

SLOAN & CROWTHER,

WHOLESALE GROCERS,

19 Front St. E., Toronto.

Canned Goods

We are offering three pound Peaches, Apples, Pumpkins, also Corn at bargain prices. It will pay to get our prices before purchasing elsewhere.

WARREN BROS. & BOOMER,

35 and 37
Front St. East, TORONTO

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

Japan Teas

New Congous

NOW ON WAY



Aug. 10th, 1893.

Smith and
Keighley

9 Front St. E., Toronto.

JUST TO HAND.

—NEW SEASON'S

YOUNG HYSONS.

Send for Samples
and Quotations.

PERKINS, INCE & Co.,

41-43 Front Street East, Toronto.

JOHN BURGESS & SON

SAUCE

AND

PICKLE

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

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

Lord Byron's "Beppo," VIII.

SEELY'S Flavoring Extracts



have stood critical tests for 31 years

Their—

Purity, Strength
and Rich Flavor

have made them the
STANDARD GOODS
OF AMERICA.

The most attractive line
in the market.

Send for our Illustrated
Price List.

Seely Manufacturing Co.

Detroit, Mich. - Windsor, Ont.

Victoria Tea.

Just to hand, large consignment of this special blend. CEYLON TEA in 1 lb. and ½ lb. packages.

T. KINNEAR & CO.,

WHOLESALE GROCERS,

49 Front St. E., TORONTO.

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

MONTREAL Markets Continued.

are in good demand at 20 to 25c. for watermelons, and musk \$1.40 to \$1.50 per crate.

BEANS.

The market is moderately active and steady. Good hand-picked stock has changed hands at \$1.40 to \$1.50, while ordinary is quoted at \$1.25 to \$1.30, with inferior at 90c. to \$1.

HOPS.

The market keeps quiet and steady. We quote 18 to 20c. for good choice yearlings, and 6 to 10c. for old.

ONIONS.

The only stock offering is Egyptian, which sells at 2 1-2 to 3c. per lb.

POTATOES.

Potatoes are meeting a fairly good demand, all the receipts so far being taken readily on the basis of \$1.50 to \$2 per barrel.

HONEY.

Honey rules much the same. We quote extracted, 6 1-2 to 8c. and new comb, 12 to 13 1-2c., with several sales at the outside price.

PROVISIONS.

There is only a small movement in provisions, and prices remain the same. Canadian short cut, per bbl., \$21 to \$21.50; mess pork, Western, new, per bbl., \$22; hams, city cured, per lb., 12 to 13 1-2c.; lard, Canadian, in pails, 11 to 12c.; bacon, per lb., 11 1-2 to 12 1-4c.; lard, common refined, per lb., 9 1-4 to 9 3-4c.

EGGS.

The movement in eggs is rather slower than it was a week ago, but prices remain unchanged at 11 to 11 1-2c.

BUTTER AND CHEESE.

The cheese market remains about the same, although there is less doing than usual, but as far as the speculative element is concerned this does not matter much, as they are, and have been, paying more than the position of the British market seems to warrant. Finest Ontario colored, 9 1-2c.; finest Ontario white, 9 1-4c.; finest Townships, 9 1-8c.; finest French colored, 9 1-8c.; finest white, 9c.; under grades, 8 1-2 to 8 5-8c.; cable, white, 46s.; cable, colored, 47s. The butter market rules quiet and easy in tone. Exporters talk still lower prices on creamery, which holders are naturally disinclined to concede, and business is slack in consequence. The very extreme price is 21c., and it is more a case of 20c. if business in a general way is to be done; in fact, lower than our inside figure is spoken. For Western 16 to 17c. is the idea. Creamery, 20 to 21c.; Townships, 19 to 20c.; Western dairy, 16 to 17c.

MONTREAL TRADE NOTES.

Mr. Hughes, of Caverhill, Hughes & Co., is away enjoying a holiday at present.

Hudon, Hebert & Co. note fairly encouraging returns from the Eastern districts.

Recent cables to refiners here state that the European beet crop is bound to be short.

L. Chaput & Son have a large shipment of the leading brands of new pack canned salmon near at hand.

Offers on new crop off-stalk Valencia raisins have been made here at 16s. 6d.

to 19s. 6d. C.I.F., but they are not considered to be a reliable criterion. Reports regarding crop prospects are favorable.

Geo. Gillespie, of Gillespie & Co., the big grocery importers, is away from town on a business trip.

Geo. Childs & Sons' travellers report business quiet in most of the Eastern Ontario and Township districts.

Kinloch, Lindsay & Co. say that their experience lately has been that business in Quebec Province was better than it was in Ontario.

N. Quintal & Sons are offering new pack B. A. Brand of canned salmon at \$1.35, delivery this week, a carload being near at hand.

There is an impression that the supply of Barbadoes molasses this fall in Montreal is not going to be as ample as anticipated earlier in the summer.

Advices from British Columbia state that the run of salmon on the Fraser is excessive, but that the canneries are likely to experience some difficulty in handling it.

Fraser, Viger & Co. are going to move from their present premises on St. James street down to the premises at present occupied by Walker, the jeweler, near Victoria square. The move will be made in May next, and Mr. Fraser says that the cellars in his new premises will give him the largest space of any "Italian warehouse" in the country.

A despatch received last week by a firm here said: "Salmon run in Fraser river highest on record. Some boats to-day caught a thousand fish in twelve hours. Canneries cannot handle fish offered, and fish is selling five cents each. If the run lasts ten days longer it is said that the Fraser river pack will be close on half a million cases."

STRUCK DOWN BY A CHICKEN.

While a Front street broker was wending his way through Leader lane a few days ago he was struck on the head with a dead chicken thrown from a restaurant window. His white plug hat was crushed and knocked down over his eyes, but personally he escaped unhurt. An iron in the hands of a hatter put the hat back into shape, but the ruffles in the aforesaid broker's usually genial disposition are not yet all smoothed out.

PERSONAL MENTION.

Fred. Dixon, of Davidson & Hay's sample room, is spending his holidays on Manitoulin Island.

McKee Wilson, of China Hall, Stratford, joined the ranks of the benedicts on Wednesday. Congratulations.

W. J. Brumpton and D. R. McIntosh, two of Lucknow's merchants, are, with their families, "doing" the Upper Lakes.

E. Y. Godfrey, grocer, Meaford, who was burned out recently, has bought out

S. D. Perry, on the opposite side of the street, and has taken possession.

John Burns, ex-president of the Commercial Travelers' Association, has just returned from a trip to the World's Fair.

D. Gunn, of Gunn, Flavelle & Co., Toronto, left on Tuesday for Chicago and the West. He will be away about three weeks.

SICILY FILBERTS.

In anticipation of an American demand that was expected to materialize during the spring months, speculative operators in Sicily started in during last winter to concentrate the stocks of filberts in Messina, and, having succeeded, tacked on an advance in the price, and settled themselves down to await the call for goods that was behind must develop from this side of the water. At the time the speculation was enjoined the outlook was indeed most favorable for the operators, and our importers really expected to be obliged to draw on the primary market for additional supplies, as the available stock here was comparatively small. The goods here were taken in under closer control and an improved value was established to compare with the then import cost. Speculative operations, however, have not proved healthy investments during the past six months, and as with many other articles of merchandise, the one in Sicily filberts has not resulted in the success so confidently predicted at the outset. It is a comparatively easy matter to concentrate the stock of any food staple, all that is necessary being an abundant supply of cash, and the requisite amount of business courage, or, more properly speaking, nerve; but when it comes down to a matter of governing consumption, parties interested in a deal frequently find they have "voryzied" considerably more than they can conveniently justify, and their scheme falls flat, and without a particle of sympathy extended by the general public. Such has proved the experience during the past four or five months. Instead of an active and lively market, the demand has been of a tame and unsatisfactory character, consumers and the trade generally declining to absorb the proffered stocks upon the terms exacted by those who had the goods under their control. From 8 1-4 to 8 3-8c. to import, the price abroad has generally receded until to-day 7 3-4c. is considered a good value; but the trade are now being interviewed upon the subject of new crop, and naturally there is more indifference than ever to the handling of old stock. In the Messina market to-day it is estimated that fully seven thousand bags are being carried. This is considered a liberal quantity for this period of the year, but to offset this the statement is being

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DO YOU HANDLE

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

If you do you ought to buy them where you can buy them to best advantage. We give special attention to orders sent us by Mail, Telephone or Telegraph, goods are carefully selected by experienced salesmen, and lowest prices charged. We guarantee as complete satisfaction as if personally selected.

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

Wholesale Stationers and Booksellers

TORONTO

Samples and quotations promptly mailed on application

MANUFACTURERS OF

Envelopes,
 Blank Books, and
 Writing Tablets

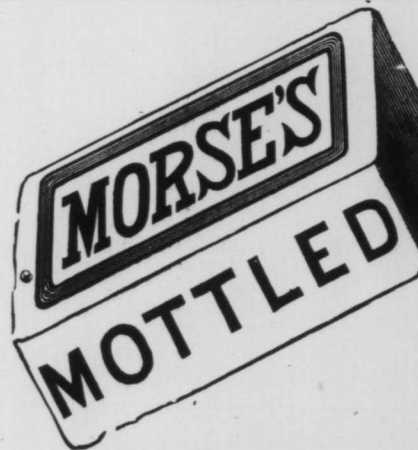
circulated to the effect that owing to drought and other unfavorable weather conditions the coming crop will not be over 50 per cent. of that harvested last year, and upon this some little encouragement is derived by the speculators who expect to work this point for all it is worth. The new crop, however, is now offering from the other side for September shipment at the equivalent of 73-8 to 71-2c., or say three-eighths of a cent below the value set upon the old goods now being carried. The supply here to-day is light and closely concentrated, but in view of the lower quotations cabled for new crop rather more endeavor is making to influence buyers' attention, hence the market may be regarded as soft in tone. The asking price for spot stock is 8c., but we are informed that bids of 77-8c. are solicited. Upon this, as well as all other lines, the trade are cautious, hence the intimations of easier values do not serve to promote the slightest increase in the demand. Until some idea can be formed as to the prospects for fall and winter trade, there is not likely to be any special interest extended. The coming crop may prove a small one, and higher prices may be established, but importers claim that something in the shape of actual consumption must first show itself before they will venture upon this or any other line of foreign nuts or fruit.—N.Y. Journal of Commerce.

AN IDEA.

The man who is always thinking up new ways of securing trade and holding it will be sure to find what he is after. An instance of this is related by Humanity and Health:

Having a large garden on the outskirts of the city, and being a good gardener, a grocer and his children slipped hundreds of geraniums. They grew all summer in his hot-beds, were put into thumb pots in early fall, and fertilizers brought out a large bud on each plant. They were of every rich hue imaginable, and placed in ranks in his store among the bright tin cans, and potatoes, turnips and carrots, they made a grand display. Then a short advertisement appeared in an evening paper that the next day would be "Geranium Day," and that every woman buying 50 cents' worth of groceries would be presented with a budded pot-plant. It took. It was something new, and the women flocked to his store like doves. Those coming met a long procession, each with a pretty geranium in flower, and long before the day was out he had to buy several hundred more of the florist. It paid.

The Durham merchants are noted for their efforts in advancing business that will meet the wants of their customers and result in profit to all concerned. They always keep on hand good goods of the best quality at extreme low prices, for instance 17 pounds of granulated sugar for \$1.00 and offer to farmers the highest price for their produce in



The Imperial Rubber Stamp Works

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

Estimates given. Orders by mail promptly attended to.

102 ADELAIDE ST. WEST - - - TORONTO.

exchange for the same. They are now paying 18 cents per pound for butter and 11 cents per dozen for eggs. No other town within 40 miles can boast of business men who extend the same encouragement to farmers as the business men of Durham do. In this they deserve the support of the citizens of both town and country for the enterprising way in which they study and secure the interest of their customers.—Review, Durham.

DRY GOODS.

MONTREAL MARKET.

The past week has been a quiet one in the dry goods trade, and the jobbing houses have very little to report. The actual movement is small, but several of the houses state that their travellers have been placing fair orders on fall account, which stands for so much business when the time for delivery comes. Some of these orders are being sent forward already, but mainly to the A1 customers, as the trade are wisely disposed to exercise a due amount of caution before accepting and disposing of all the orders sent in for consideration. The cheap excursions on account of millinery purchases which commence the third week in August will very likely bring an influx of a certain percentage of buyers from the district east of Kingston, and this will no doubt lead to incidental business in other lines, as customers in their visits are sure to see something which besides striking the fancy will be wanted.

Messrs. J. G. Mackenzie & Co. have had a remarkably good call for challies this summer. They have turned over several large lines since the first of June.

Messrs. Gault Bros. & Co. are receiving some extensive lines of whipcords in plain and tartan effects, also plain and shot diagonals.

Matthews, Tower & Co.'s travellers report fairly good encouragement in the matter of placing fall orders for shirts, fine woollen underwear, and half-hose.

Jas. Johnston & Co. note orders from the city trade for velvets and velveteens from the lines which they opened up the other week, as noted by us.

Wm. Agnew & Co. are forwarding west of Toronto this week quite a few lots of cashmeres, meltons, and hopsackings on fall account.

TORONTO MARKETS.

The financial story of the past week can be told in few words. In the first place the amount of paper falling due on that date was not so large as in previous years, due in great part to the selling of some classes of goods at closer prices and on shorter terms. But even with the smaller amount of paper to be met, there has been a poorer showing made than in the same period last year. Those who have paid have paid promptly, but the renewals are above the average in number. Yet this was expected, and as no very weak spots have been discovered no serious assignments are reported. With the exception of two or three cases the past month's failures have been of little importance, despite the fact that they have been numerous. A few weak men have gone to the wall, but the best men are stronger than ever, and the average dealer has held his own. Money is slightly stringent, and it will remain so until October.

The best month in the year is generally November. A few years ago when the people of Ontario sold large quantities of barley in the United States the collections for September were generally good. August and September this year promise to find collections slow. No improvement is noted for the North-west.

Trade has been almost featureless during the past week. A few more buyers are dropping into the city, but buying is proceeding very cautiously. A prominent wholesaler remarked, "We rejoice thereat," and this is the sentiment of all the jobbers. Shipping on fall account is again in full blast. Travellers are mostly on the road and sending in numerous but not voluminous orders.

The report in the Montreal Gazette that cutting in Canadian staples was stopping because one house was selling at cost is regarded as guff and foolishness.

Two special lines of Scotch tartan flannels are shown by John Macdonald & Co. A shipment of check apron linens is to hand. Both lines extra value.

Alexander & Anderson have opened two lines of fine Ceylon flannelettes in patterns suitable for present trade.

Gordon, Mackay & Co. have opened some high-class novelties in dress goods, confined to them for Canada; the latest styles and colorings are shown.

Wyld, Grasett & Darling are showing natural wool night-shirts in various qualities. These garments are specially suitable for travelling and are more in demand each season.

Caldecott, Burton & Spence have opened a line of cream and white silk tulles. These goods are very active at present. They are opening a large shipment of ribbons which will sort up their stock of failles, double satins, black failles and baby ribbons. Black velvets are also stocked and promise well.

Gordon, Mackay & Co. have secured another lot of ladies' ribbed summer vests and are jobbing them at 75 cents per dozen.

Alexander & Anderson have opened up a large assortment of military braids and dress trimmings in fur and gimp effects. They are also opening up a large range of ladies' fall Cashmere, Suede and Electra Fleecing gloves and gauntlets.

Caldecott, Burton & Spence will open in a few days a shipment of black and cream silk laces. These goods are increasing in demand and buyers will do well to secure stocks from this shipment. They are at present opening up their mantlings, and are shipping out at once all their placed orders.

John Macdonald & Co. are showing the largest stock of ribbons they have ever offered to the trade in plain silk, faille, double-faced satins, moires, and baby ribbons. They have an extensive range of colorings and of blacks. They are opening up another shipment of colored vel-

veteens in their well-known Sapphire Brand. Cashmere hosiery is also to hand in large quantities. Cashmere and Ringwood gloves in ladies' and children's sizes have been received to the extent of twenty cases.

Wyld, Grasett & Darling have passed into stock a large range of men's waterproof coats, both in black paramatta and desirable tweed patterns. They are made with 26-inch capes, fly fronts, sewed seams, two large pockets, and ventilated under the arms.

Caldecott, Burton & Spence report their shipments of domestic hosiery and underwear much earlier than last season, and they have already made large shipments in these lines. Their imported hosiery and underwear will be passed into stock in large quantities during the next ten days, and the bulk will be immediately re-shipped. They are shipping their Japanese handkerchiefs this month. Orders for these goods were secured by their travellers some time ago.

Gordon, Mackay & Co. have opened a grand stock of men's half-hose in worsted ribbed, and cashmere ribbed and plain. Their \$2.25 line of plain cashmere is of marked value.

W. R. Brock & Co. have some beautiful effects in German hopsack dress goods. One line with an invisible check in a shot effect, another line without the check but possessing the other features, and another line with a handsome mixed effect, are striking leaders. Numerous other lines of this class of goods are shown, and also of all the various lines of dress goods which promise to run for fall.

Wyld, Grasett & Darling have opened this week a number of cases of linen stuffs, including table linens, glass cloths, and towellings, which will be sold at old prices, despite the advance of 10 to 15 per cent. now asked by British manufacturers. A range of beautiful patterns in fine Ceylon flannels in three qualities is one of their most taking things at present.

Gordon, Mackay & Co., in their button department, show an extensive range of novelties in ivory goods from 24 to 50 line, and in pearllettas from 22 to 60 line. These lines are selling freely.

Wyld, Grasett & Darling have now in stock their full range of fall neckwear, which, for value, neatness of patterns, and excellency of finish surpasses any they have heretofore shown. While they find considerable demand for knots, bows and puff shapes, the Derbys are decidedly the favorites, and, although they show a full range of more expensive and very handsome goods their leading prices are \$2.00, \$2.52, and \$4.00. The most desirable width is 2 3/4 inches, with wide American turning, which prevents the lining from showing when the scarf is tied. They have made this finish a specialty, and even their lowest priced Derbys are made in this way. Their stock is composed almost entirely of neat, quiet patterns, which are always safe and more saleable than the splashy designs so often shown.

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NOURISH

It has the leading to the public well adapted Being from hulls, of the true valuable to

Put EVERY

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THOUGH HUNGRY AS A



PETTIJOHN'S

California Breakfast Food

WILL SATISFY YOU

NOURISHING PALATABLE DELICATE

It has no equal as a Breakfast Food. It is recommended by the leading medical experts as the most nourishing food ever offered to the public. It is much superior to Oat Meal and particularly well adapted for spring and summer use.

Being made of select and pure Sonora White Wheat, freed from hulls, bran, and all other foreign substance, the rolled flakes of the true grain are rich in phosphatic matter and nutriment, so valuable to the weak and nervous.

Put up in two pound packages, three dozen to the case.
EVERY GROCER SHOULD KEEP IT IN STOCK

WHOLESALE GROCERS SELL IT

WRIGHT & COPP, Dominion Agents, Toronto

TRY IT

Healthful

Nutritious



Economical

Convenient

CHEESE.

- FOR -

THE CRUISE THE CAMP THE HOME

MacLaren's Imperial Cheese possesses immense advantages over other cheese, viz: That it is always ready, economic, and does not deteriorate. Its ingredients are the purest and choicest, no chemicals or other objectionable constituents being used to heighten the flavor or color.

Wholesale Grocers Sell It.

WRIGHT & COPP, DOMINION AGENTS TORONTO



A Popular Table Luxury,

A Culinary Article,

AND

A Perfect Infant Food.

COMPLETELY STERILIZED

FOR SALE BY ALL WHOLESALE GROCERS

.. PREPARED BY ..

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

WRIGHT & COPP, Toronto

BATTY'S



BATTY & CO.
London, Eng.

**Pickles, Sauces, Jams, Jellies,
Marmalades, Etc.**

Wholesale Grocers Sell Them.



WRIGHT & COPP, Dominion Agents, TORONTO



Chas. Southwell & Co.'s

High class JAMS (Kentish Fruit)

JELLIES

MARMALADES

SPECIALTY IN

Clear Jelly Marmalades, Orange, Lemon, and Citron Peels

ORDERS CAN BE BOOKED THROUGH

New Season's Jams
Now ready . . .

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

THE CHARTER OF THE GROCERS' COMPANY.

In view of the remarks reported in our last issue, as to the duties of the Worshipful Company of Grocers of London, says London Grocers' Review, the following free translation from the Latin of the Patent Roll of the 26th year of the Reign of King Henry VI., granting to the Grocers' Company the Privilege of Garbling and Examining Drugs, Spices, etc., A.D. 1447, will, we believe, prove interesting to our readers:

The King, to all whom, etc., greeting. Know ye that we, considering how much it will be for the general good and advantage of all subjects of our Kingdom of England that all sorts of spices and merchandises, annis, cummin, wornfeed, wax, alum, kermes—as pepper, ginger, cloves, mace, cinnamon, rheubarb, scammony, spikenard, turpentine, senna, almonds, dates, rosin, treacle, electuaries, syrups, waters, oils, ointments, plasters, powders, and conserves and confections—as gum, ginger, succades, cardamons, and all sorts of merchandises, spices and drugs in any wise belonging to medicines, and whatsoever shall be sufficient officers skilled in the premises of this kind, whom we are pleased to depute and appoint duly and justly to supervise, garble, search, examine, and prove, to the purpose and intent that none of our subjects aforesaid may in future be deprived of benefit in buying any of the aforesaid merchandises, spices and drugs, nor by the buying of these kind to be in anywise hurt in their bodily health; whereas it so appears, as is alleged, that merchandises, spices and drugs of the sort above mentioned, for defect of officers of this kind are not duly supervised, garbled, searched, examined, and duly proved, but are daily sold to our said subjects not at all cleansed, garbled and searched, to the manifest deceit and hurt of our subjects. In this behalf, therefore,

for a due and just remedy to be thereupon had. We of our special favor, have ordained, constituted and appointed our beloved William Wetnale, Richard Hakedy, and Thomas Gibbs, Wardens of the Mystery of Grocers of our City of London, to garble all these spices and merchandise above specified and mentioned, in whosoever hands they can find them, as well as in the towns of Southampton and Sandwich as in all other places within our said Kingdom, as well within liberties as without (our City aforesaid only excepted) have and occupy the aforesaid business forever by themselves and their successors, Wardens of the Mystery aforesaid, or by their sufficient deputies by them, with the general consent of their mystery from time to time to be appointed for that purpose; and to receive and take in the said business such fees, profits and advantages as in our said city heretofore were used to be had and taken for such garbling; and further, of our abundant favor, we have made or ordained, constituted and appointed the aforesaid William, Richard and Thomas to supervise, search, examine and prove all the spices, drugs, and merchandise above specified and mentioned whatsoever belongs to medicines in whosoever hands they can find them within the city, towns and places aforesaid, as well within liberties as without, to have and exercise the above business forever by themselves and their successors, Wardens of the Mystery aforesaid, or by their deputies, or thereto by the same Wardens with the general consent of the said Mystery from time to time shall be chosen; giving and granting to the said Wardens and their successors forever full license, power, and authority to garble, supervise, search, examine and prove all sorts of merchandises, spices and drugs in manner and form aforesaid above recited; and, furthermore, of our more abundant grace, we have granted that if any merchant, per-

son, native and foreigner, within our Kingdom aforesaid, shall in future expose for sale any of the merchandises, spices and drugs aforesaid, by the aforesaid Wardens, or their successors, or their deputies in manner aforesaid not supervised, garbled, searched, examined and proved, that then the said merchandises, spices and drugs, so by the said Wardens and their successors, or their deputies, not garbled, searched, examined or proved, shall immediately become forfeited to us, or our successors, and that the aforesaid Wardens and their successors, or their deputies, and each of them, shall have full power and authority to seize the said forfeitures to the use of us, our heirs and successors, annually, in our exchequer at Westminster, concerning all these kinds of forfeitures to us, for the causes aforesaid belongings which shall become due, and that the said Wardens and their successors for their care and diligence in this behalf shall have and receive, to the use of the Mystery aforesaid, one-half of all the forfeitures belonging to us, our heirs and successors, for the causes aforesaid, as often as they shall happen; and that for the said half-part they shall have an allowance in their annual account at our said Exchequer, provided always that none of our subjects by this our present grant, be in anywise damaged, because that express mention of the true yearly value of the premises in these presents made does not appear, any statute, ordinance, or Act thereof, made, ordained or provided to the contrary thereof in anywise notwithstanding. Witness the King, Westminster, 5th of March, by writ of Privy Seal, and of the date aforesaid, by authority of Parliament.

Harlem Grocer (to young man who has applied for a position)—“Are you a married man?”

Applicant—“No, sir. I am not married.”

Grocer—“Then you will not do. I prefer to employ married men. They are not in such an all-fired hurry to knock off work in the evenings. They have got through courting.—Texas Siftings.

Sold
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Dealers
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Sold
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Dealers
every-
where.



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

Is put up in two sizes of fancy tin boxes, packed in 1 gross cases, making a handsome package. The sale of it is on the increase. Where once tried, always used. This polish saves labor. It makes neither dust nor dirt. It gives a beautiful bright black polish. No mixing required. Always ready for use. Ask your wholesale or hardware house for it; they all keep it.

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

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

TUTTI-FRUTTI

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

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



You Can't Beat It



Sold only in Cans by the Live
Wholesale and Retail
Trade

and Manufactured by

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



HEADQUARTERS for

All kinds and
descriptions of

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SPECIAL VALUES IN

Japans, Congous and Green Teas

at 18 cts.—for retailing at 25 cts.

EXTRAORDINARY VALUE IN

Pingsuey Gunpowder

at 20 cts. to 25 cts.

Lightbound, Ralston & Co.

Sole
Agents
for . . .

BARILLA-ASH SOAP

Price, \$5.75 per box.

Wholesale Grocers

MONTREAL

BUSINESS CHANGES.

ASSIGNMENTS, DIFFICULTIES, COMPROMISES.

J. A. Thomson, baker, Picton, has assigned to J. Gillespie.

Laurent Moissau, vinegar manufacturer, Quebec, has been requested to assign.

Mrs. G. E. Eastland, general store, Apsley, has assigned to Charles R. D. Booth.

Mrs. L. Blackstock, general merchant, Thornton, has assigned to R. Tew, Toronto.

L. N. Lussier & Co., boots and shoes, Montreal, have been asked to make an assignment.

The stock of H. Elborne, druggist, King street east, Toronto, is advertised for sale by bailiff.

William Doonan, Globe Hotel, Sherbrooke, is offering to compromise at 10c. on the dollar.

A demand of assignment has been made on Dubrule & Co., general merchants, Richmond, Que.

The affairs of Joseph Hemond & Co., general merchants, Sherbrooke, are being investigated.

Noe Forget, general merchant, Ste. Lucie de Doncaster, Que., has compromised at 25c. on the dollar cash.

S. A. McNabb (Mrs. Donald), general merchant, Woodville, assigned last week to W. Cameron of Woodville.

J. Watt & Co., general storekeepers, Uxbridge, at their meeting at the Queen's Hotel, Toronto, made a composition offer of 70c. on the dollar.

H. Tolchard, the insolvent Yonge street grocer, has secured a settlement with his creditors at 40c. on the dollar, cash. He owed about \$7,000.

SALES MADE AND PENDING.

The grocery stock of A. Steele & Co., Toronto, is advertised for sale 7th inst.

Mrs. Ainslee Elliott, general merchant, Port George, N. S., is advertising stock for sale to close business.

The bankrupt stock of W. Scarlett, grocer, amounting to \$271, has been sold to Mrs. Scarlett at 38 cents on the dollar.

The stock of Andrew Lindsay, of Southampton, has been purchased by R. C. Struthers & Co. for 73 cents on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Ansley & Thom, general merchants, Credit Forks, have dissolved. James N. Ansley continues.

Walter D. and Charles H. Bradford and John J. Payne, have been registered in Montreal to do business as general merchants under the firm name of Bradford Bros. & Payne.

CHANGES.

S. Phillips, hotel, Midland, has been succeeded by J. Hill.

W. W. Ellis, hotel, Allandale, has been succeeded by P. McAvoey.

J. S. Freeborn, druggist, Lion's Head, has sold out to J. S. Armstrong.

FIRES.

E. Gaskell, general merchant, Grand Manan, N.B., and W. Watt, in the same line of business at North Head, have both been burned out.

E. Gibeault, grocer, St. Jerome, Que., has been burned out; partially insured.

DEATHS.

J. S. Morse, general merchant, Bear Island, N.B., is dead.

Francis Dugas, general merchant, Grosse Coques, N.S., is dead.

Donald McRae, hotel, Glencoe, is dead.

Lord Aberdeen's hops at the Coldstream ranche are said to be doing excellently, and a large crop is confidently expected. A suitable drying kiln is now in course of erection.—News, Vancouver.

COWAN'S
COCOAS AND
CHOCOLATES

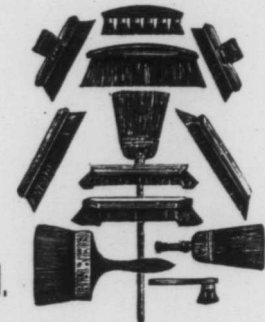
Are Standard, and sold by
all grocers.

TO OUR CUSTOMERS
... AND FRIENDS

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

Yours truly,

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



Thousands of
Consumers are praising the
Merits of

• : AMMONIA SOAP

MANUFACTURED
: : : : BY

W. A. BRADSHAW & CO.
.. TORONTO ..

Unlike the Dutch Process

No Alkalies

— OR —

Other Chemicals

are used in the
preparation of



W. Baker & Co.'s

Breakfast Cocoa,

which is absolutely pure
and soluble.

A description of the chocolate plant, and of the various cocoa and chocolate preparations manufactured by Walter Baker & Co. will be sent free to any dealer on application.

W. BAKER & CO., Dorchester, Mass. U.S.A.
Branch House, 6 Hospital St., Montreal.

Thousands of Retailers . . .



and Consumers are reached daily and weekly by our Advertisements in the leading newspapers of the Dominion, and are thus being constantly reminded that our

Matches
Wooden Ware
Wash Boards
Indurated Ware

&c., &c.,

Are the **Standard** goods, and the best in the market. It pays to handle **Eddy's** goods.

BRANCHES AND AGENCIES at Toronto, Montreal, Winnipeg, Halifax, St. John, Quebec, Hamilton, Kingston, and Victoria, B. C.

THE **E. B. EDDY CO.**

Mammoth Works - - - **Hull, Canada.**

E. BROWN & SON'S

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

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

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

**A WATCH
OR A TURNIP?**

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

COSTS YOU NOTHING TO GET ONE!

G. R. SOMERVILLE, London, Canada.

Do You Sell

Baby's Own Toilet Soap

THE ENTERPRISING GROCERS ALL KEEP IT

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

TAYLOR, SCOTT & Co.,

TORONTO

Sole Agents for Western Ontario

**MUNN'S
GENUINE COD LIVER OIL**

PURE and UNADULTERATED

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

ALMOST TASTELESS

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

.. Send for Samples and Price List ..

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

By Royal Warrant, Manufacturers
To Her Majesty, The Queen.
THE "MOST POPULAR" BLACK LEAD.
THE "MOST REMARKABLE" POLISH.

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

**Nixey's
Black NO-DUST
Lead**

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

FOR BRIGHT, SILVERY, QUICK POLISH
FOR STOVES & GRATES,
ALWAYS USE

**"SILVER MOONLIGHT
PLUMBAGO"
STOVE POLISH.**

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

Use only for Laundry Purposes, producing the best results.

**NIXEY'S
"SOHO SQUARE" BLUE**

THE PUREST—BEST—NO SEDIMENT.
ONLY HALF THE USUAL QUANTITY
REQUIRED.

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

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

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

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

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

Canadian representatives:
Canadian representatives:—Mr. W. Matthews, 7
Richmond St. East, Toronto. Mr. Charles
Gyde, 38 St. Nicholas St., Montreal.

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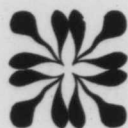
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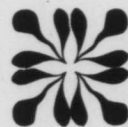
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The Oldest Manufactory . . in the City of London



KEEN'S MUSTARD

Established



A. D. 1742

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, August 10, 1898.

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

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

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

BAKING POWDER.

Table listing various baking powder products such as Pure Gold, Arrowroot, Cabin, Cottage, Digestive, and Dunn's No. 1, with their respective prices per dozen.



Table listing Empire brand cans and bulk prices for 4 oz cans.

COOK'S FRIEND.

Table listing Cook's Friend products in various sizes and quantities.

Table listing Ocean Wave brand products in various sizes and quantities.

DIAMOND BAKING POWDER.

Table listing Diamond Baking Powder products in various sizes.

BISCUITS.

TORONTO BISCUIT AND CONFECTIONERY CO.

Table listing various biscuit products such as Abernethy, Arrowroot, Butter, Cabin, Cottage, and others.

Table listing various grocery items like Pic Nic, Prairie, Rich Mixed, School Cake, Soda, Sultana, Tea, Tid Bits, Variety, Village, and Wine.

BLACKING.

Table listing various blacking products like Day & Martin's, Spanish, Japanese, Jaquot's French, and Egyptian.

P. G. FRENCH DRESSING (LADIES.) For ladies' and children's boots and shoes.

Table listing P. G. French Dressing and Blacking products in various quantities.

BLACK LEAD.

Table listing Nixey's Black Lead products in various sizes and quantities.

Table listing Silver Moonlight, Plum-bago Stove Polish, Reckitt's Black Lead, and other cleaning products.

F. F. DALLEY & CO. Per gross Silver Star Stove Paste

Packed in fancy wood boxes, each box contains 3 doz.

BLUE.

Table listing Reckitt's Pure Blue and other blue products.

CORN BROOMS.

Table listing various corn broom products like Imperial, Victoria, and Standard.

CANNED GOODS.

Table listing various canned goods like Apples, Blackberries, Blueberries, and Beans.

MOLASSES

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

Samples upon application.

N. W. Taussig & Co.

96 Wall Street, NEW YORK

Atlantic Sugar House, BROOKLYN.

Cable Address, "Taussig, New York."

CANADIAN AGENTS:

R. S. McINDOE, Toronto.

JAS. SIMPSON & SON, Hamilton.

L. H. DOBBIN, Montreal.

J. WINFIELD, Quebec.

M. F. EAGAR, Halifax.

Table listing various grocery items and their prices, including Corn, Peas, Pears, Pineapple, Peaches, Plums, Pumpkins, Raspberries, Strawberries, Succotash, Tomatoes, etc.

CANNED MEATS.

Table listing various canned meats and their prices, including Corn Beef, Roast Beef, Par Ox Tongue, English Brawn, etc.

Table listing various grocery items and their prices, including Sandwich Ham or Tongue, Ham, Chicken and Tongue, CHEWING GUM, ADAMS & SONS CO., etc.

Table listing various grocery items and their prices, including Mexican Fruit, Pepsin, Sweet Sugar Cane, Celery, Lalla Rookh, etc.

CHOCOLATES & COCOAS.

Table listing various chocolates and cocoas and their prices, including French, Caraccas, Sante, Diamond, etc.

Fry's (A. P. Tippet & Co., Agents)

Table listing various Fry's products and their prices, including Chocolate, Vanilla, Gold Medal Sweet, etc.

JOHN P. MOTT & Co's

Table listing various Mott's products and their prices, including Mott's Broma, Mott's Prepared Cocoa, etc.

COWAN COCOA AND CHOCOLATE CO.

Table listing various Cowan products and their prices, including Cocoa, Hygienic Cocoa, Cocoa Essence, etc.

TODHUNTER, MITCHELL & CO.S

Table listing various Todhunter products and their prices, including Chocolate, French, Caraccas, etc.

WALTER, BAKER & CO'S

Table listing various Walter, Baker & Co's products and their prices, including Chocolate, Baker's Vanilla, Caraccas Sweet, etc.

MENIER FABRICANT DE CHODOLAT.

Table listing various Menier products and their prices, including Paris et Noisiel, Yellow wrapper, Chamolis, etc.



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

RECKITT'S Blue and Black Lead

ALWAYS GIVE YOUR CUSTOMERS SATISFACTION.

Vertical text on the right edge of the page, including 'J', 'Toro', 'Prices current', 'CL', '5 gross', '6 gross', 'Mocha', 'Old Gove', 'Rio', 'Plantatic', 'Porto Rio', 'Guatemala', 'Jamaica', 'Maracaib', 'RODRI', 'Excelsior', 'Our Own', 'Jersey', 'Laguayr', 'Mocha', 'Old Gove', 'Arabian', 'Maracaib', 'Santos', 'DRUG', 'Alum', 'Blue Vitri', 'Brimston', 'Borax', 'Camphor', 'Carbolic', 'Castor O', 'Cream T', 'Epsom S', 'Paris F', 'Extract', 'Gentian', 'Glycerin', 'Hellebo', 'Iodine', 'Insect P', 'Salpetri', 'Soda Bi', 'Sal Sod', 'Madder', 'DURA', 'Steel h', 'Brass h', 'No 1 tu', 'No 2', 'No 3', 'Dalley', 'Conce', 'In I', 'Flavor', 'in gro'

DON'T HESITATE

St. Lawrence Starch

Should be the choice of all **RETAIL GROCERS**

Prices current, continued—

Common, fine car lots	0 75
" small lots	0 95 1 00
Rock salt, per ton	13 00
Liverpool coarse	0 75 0 80

HIGGINS' EUREKA SALT.

F.o.b. Montreal—	Per Sack.
Full sacks, 224 lbs.	\$2 30
Quarter sacks, 56 lbs.	0 61½
Sacks con'g 16-14 lb. p'kts.	2 75

F.o.b. Toronto—	
Full sacks, 224 lbs.	2 60
Quarter sacks, 56 lbs.	0 67½
Sacks con'g 16-14 lb. p'kts.	3 00

SYRUPS AND MOLASSES.

SYRUPS.	
D.	24
M	21
B	23
V.B.	23
E.V.B.	24
E. Superior	24
XX	22
XXX	23
Crown	3 34

MOLASSES.	
Trinidad, in puncheons...	0 32 0 35
" " " " " "	0 36 0 37
" " " " " "	0 40 0 40
New Orleans, in bbls.	0 30 0 52
Porto Rico, hdds.	0 38 0 40
" " " " " "	0 42 0 44
" " " " " "	0 44 0 46

SOAP.

Ivory Bar, 1 lb. bars	per lb 6
Do. 2, 6-16 and 3 lb bars	5½
Primrose, 12 oz. cake, per doz.	48
John A, 10 oz. cake, per doz.	50
Mayflower, 12 oz. cake, per doz.	48
Gem, 3 lb bars per lb.	4
" " " " " "	4
Queen's Laundry, per bar.	7
Sapallo, per gross.	11 30
Eclipse	Per lb 0 05½
Ruby, 10 oz.	" " 0 42
Monster, 8 oz.	" " 0 30
Detroit, 14 oz.	" " 0 48
Lily White	" " 0 80
Everyday	" " 0 80
Queen City, 14 oz.	" " 0 72

Mottled in 5 box lots, 100 bars	5 25
" " " " " "	3 20
Electric	2 25
Hard Water Electric	2 50
Royal Laundry	3 10
Octagon	4 50
Royal Magnum	Per doz 0 80
" " " " " "	0 85
Anchor, Assorted	0 45
" " " " " "	0 50
Morse's Assorted	0 50
Morse's Rose	0 50
" " " " " "	0 50
Bouquet, paper and wood	0 80
Prize Magnum, White Castile	0 72
" " " " " "	0 72
" " " " " "	0 72
" " " " " "	0 72
Sweet Briar	Per box 0 72
Extra Perfume	0 85
Old Brown Windsor Squares	0 30
White Lavender	1 00

Per doz	
White Castile Bars	0 75
White Oatmeal	0 75
Oriental	0 45
Pure Coconut, 3 doz. bxs, wood	0 50
Heliotrope paper	1 50
Carnation	0 60
Rose Bouquet	0 60
Cocoa Castile	0 50
Arcadian	0 45
New Arcadian, per gross	5 00
Ocean Bouquet	0 45
Barber's Bar, per lb	0 25
Pure Bath	1 00
Magnolia	1 20
Oatmeal	0 85
Unscented Glycerine	0 90
Grey Oatmeal	0 60
Plain Honey	0 75
Plain Glycerine	0 75
Plain Windsor	0 75
Fine Bouquet	1 00
Morse's Toilet Balls	0 90
Turkish Bath	0 60
Infants' Delight	1 20
Surprise (10 cakes)	5 00
Sunlight	3 50



TEAS.

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

PING SUEYS.	
Young Hyson—	
Half chests, firsts	28 32
" " " " " "	16 19
Half Boxes, firsts	28 32
" " " " " "	16 19

JAPAN.	
Half Chests—	
Finest May pickings	38 40
Choice	32 36
Finest	28 30
Fine	25 27
Good medium	22 24
Medium	19 20
Good common	16 18
Common	13 15
Nagasaki, ½ chests Pekoe	16 22
" " " " " "	14 15
" " " " " "	16 19
" " " " " "	7½ 11
Congou—	
Half Chests Kaisow, Mon-	
" " " " " "	12 60
Caddies, Paking, Kaisow	18 50

INDIAN.	
Darjeelings	35 55
Assam Pekoes	20 40
Pekoe Souchong	18 30

CEYLON.	
Broken Pekoes	35 42
Pekoes	20 40
Pekoe Souchong	17 35

TOBACCO AND CIGARS

British Consols, 4's; brightwist.	67c
5's; Twin Gold Bar, 8's	64
Ingots, rough and ready, 8's.	57
Laurel, 3's.	55
Brier, 7's.	50
Index, 7's.	58
Honeysuckle, 8's.	54
Napoleon, 8's.	55
Royal Arms, 12's.	53
Victoria, 12's.	50½
Brunette, 12's.	51½
Prince of Wales, in caddies	51
" " " " " "	60
Bright Smoking Plug Myrtle, T &	55
B, 3's.	50
Lily, 7's.	70
Diamond Solace, 12's.	70
Mvrtle Cut Smoking, 1 lb tins.	70
½ lb pg, 6 lb boxes	70
or pg, 5 lb boxes	70

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

PLUG SMOKING.	
Golden Plug.	56
Uncle John, 3 x 6, 3s. caddies	51
16½ lbs.	51
St. Lawrence, 2 x 3, 7s. caddies	51
about 17 lbs.	48
Banner, 2 x 3, 7s. caddies about	48
17 lbs.	46
Sterling, 2 x 3, 7s. caddies about	46
17 lbs.	46
Louise, Solace, 12s. caddies about	46
16 lbs.	46
Florence, Solace, 12s. caddies	42
about 17 lbs.	46½
Something Good, 6s. butts 21 lbs	46½

FANCY SWEET CHEWING	
Good Luck, spun roll, 16 boxes	65
4 lbs.	61
Empire, 3 x 6, 4s. spaced 8s. bxs	61
4 lbs.	60
Top, 16 oz. spaced 8s. boxes 4 lbs	52
Joy, 3 x 12s., 14½ oz. Spaced 6s.	50
Rough and ready. Butts 25 lbs	49
Judge, 2 x 3, 8s. Flat. Caddies	49
about 20 lbs.	50
Currency, 3 x 3, 7s. Rough and	49
ready. Caddies about 21 lbs.	50
Kentucky, 1½ x 3, 13s. Caddies	49
about 21 lbs.	49
Kentucky, 1½ x 3, 7s. Caddies	49
about 21 lbs.	47½

BLACK SWEET CHEWING.	
Lord Stanley, 1 x 3, Navy, 12s	47½
caddies about 22 lbs	47½
Lord Stanley, 2 x 3, Solace, 12s	47½
caddies about 22½ lbs	47½
Lord Stanley, 2 x 6, Navy, 3s	47½
caddies about 22 lbs	47
Lord Stanley, Narrow, 12s butts	47
about 24 lbs.	47

CIGARS—S. DAVIS & SONS, Montreal.	
SIZES Per M	
Madre E' Hijo, Lord Landsdow	\$60 00
" " " " " "	60 00
" " " " " "	60 00
" " " " " "	85 00
" " " " " "	85 00
" " " " " "	80 00
" " " " " "	55 00
El Padre, Reina Victoria	55 00
" " " " " "	50 00
" " " " " "	50 00
" " " " " "	55 00
" " " " " "	50 00
" " " " " "	80 00
" " " " " "	80 00
Mungo, Nine.	35 00

Cable, Conchas	30 00
Queens	29 00
Cigarettes, all Tobacco—	
" " " " " "	7 00
" " " " " "	1 00
" " " " " "	15 00

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

CUT TOBACCOS. per lb	
Puritan, tenths, 5 lb. boxes	75
Old Chum, ninths, 5 lb box	70
Old Virgin, 1-10 lbpkg, 10 lbx	62
Gold Block, ninths, 5 lb boxes.	73
CIGARETTE TOBACCO.	
B. C. N. 1, 1-10, 5 lb boxes	83
Puritan, 1-10, 5 lb boxes	83
Athlete, per lb	1 15
PLUG TOBACCO'S.	
Old Chum, plug 4s. Solace 16 lbs.	68
" " " " " "	68
" " " " " "	68
" " " " " "	58
" " " " " "	58
" " " " " "	58
O. V. - plug 8s. Twist 16	58
O. V. - " " " " " "	58
O. V. - " " " " " "	55½
Derby, - " " " " " "	51
Derby, - " " " " " "	51
Athlete, - " " " " " "	74

WOODENWARE. per doz

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

Matches, 5 case lots. single case	
Parlor	1 75 \$1 80
Telephone	3 40 3 50
Telegraph	3 60 3 70
Safety	4 20 4 30
French	3 60 3 75
Railroad (10 gro. in case)	
" " " " " "	\$3 70
" " " " " "	3 60
Steamship (10 gro. in case)	
" " " " " "	3 50
" " " " " "	3 40
" " " " " "	3 60

YEAST.	
BARM MFG. CO. per box	
1 box containing 2 doz. 5c. pkgs.	0 5
1 " " " " " " " "	1 0

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

NO BLUEING Material whatsoever is used in the

Manufacture of **OUR GRANULATED**

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

Manufacturers of Refined Sugars of the well-known Brand

Redpath

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

Lump Sugar, in 50 and 100 lb. boxes.

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

Extra Granulated, very Superior Quality.

"Cream" Sugars, (not dried.)

Yellow Sugars of all Grades and Standards.

Syrups of all Grades in Barrels and Half Barrels.

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

THE CANADIAN GROCER

Travellers' Guide.

- The Alberta Hotel -
CALGARY, N.W.T.

Strictly first-class. Headquarters for Commercial Men. Large sample rooms.
H. A. PERLEY, Prop.

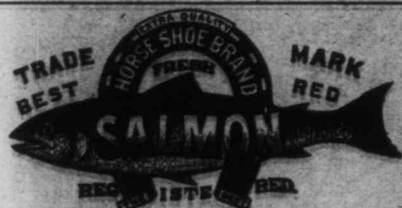
The Hilliard House
RAT PORTAGE, ONT.

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

GROCERY BROKERS

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

AGENTS FOR
THE ST. LAWRENCE SUGAR REFINING CO.,



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

EVERY CAN WARRANTED.

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

AGENTS, Stanway & Bayley, Toronto.
Agents for Ontario
" W. S. Goodhugh & Co., Montreal
" Tees & Perse, Winnipeg.

MILK GRANULES

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

The perfect equivalent of **MOTHER'S MILK**

Staminal

is a valuable food and tonic for the warm weather.

It Supplies the vital principles of BEEF AND WHEAT with HYPOPHOSPHITES.

Johnston's Fluid Beef

is the virtues of Prime Beef in a concentrated and easily digested form.

Invaluable as a Strength-giving Food

W. H. APTED EDW. APTED

BEST WORK LOW PRICES

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

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

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

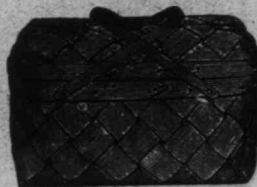
Offices in the principal cities of the United States, Canada, the European Continent, Australia and in London, England.

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

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

THE Oakville Basket Co.,

MANUFACTURERS OF



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

For sale by all Woodenware Dealer

Oakville, Ont.

DURABLE PAILS AND TUBS.

TRY THEM



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

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

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



Dominion Clothes Pin

They are the Best.
Send for Prices in Case Lots.

C. C. BROWN,
DANVILLE, QUE.

**ORDER
IVORY BAR
SOAP**

OLD CHUM.

THE CANADIAN GROCER

PLUG AND CUT.

THE MOST DELICIOUS SAUCE
IN THE WORLD.

Yorkshire Relish.

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

SOLD
EVERYWHERE.

PROPRIETORS.
GOODALL, BACKHOUSE & CO.
LEEDS, ENGLAND.

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

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

Lightning, Crown, Gem, Imperial,

—OR—

American Porcelain Lined

FRUIT JARS

If you want any jars this season
send your order now, to . . .



William Gray, Canada Glass House,
Telephone 903, London. Telephone 239, Hamilton,

—OR—

GOWANS, KENT & CO.
TORONTO . . . AND . . . WINNIPEG

ORDERS CAN BE FILLED AT ONCE.



OAKEY'S 'WELLINGTON' KNIFE POLISH

The Original and only Genuine Preparation for
Cleaning Cutlery.

JOHN OAKEY & SONS,
Manufacturers of Emery, Black Lead,
Emery and Glass Cloths
and Papers, &c.,
Wellington Mills, London, England

REPRESENTATIVE IN CANADA:
JOHN FORMAN, 18 St. Alexis St.,
MONTREAL. sp

HYDE PARK, ATHLETE, PURITAN, DERBY, SWEET SIXTEEN CIGARETTES.

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

MUNGO CIGARS, EXCEPTIONALLY FINE.

FINE GOODS OUR SPECIALTY.

THE
VOL.
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