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# THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED  
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VOL. VII.

TORONTO, JUNE 16, 1893.

No. 24

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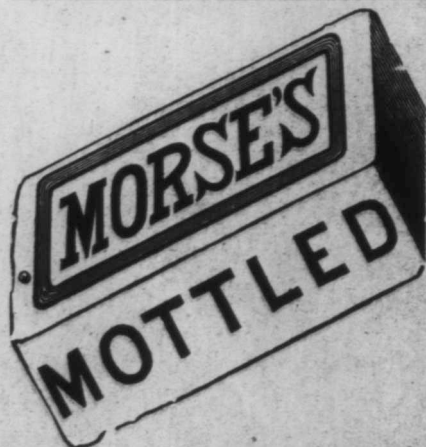
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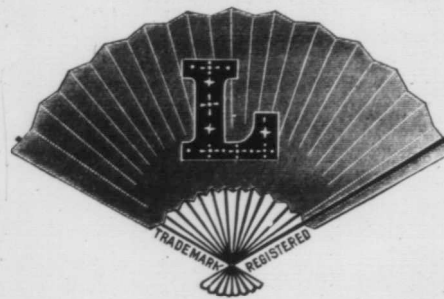
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**THE CANADIAN GROCER**  
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Published in the interest of Grocers, Packers, Produce and Provision Dealers  
and General Storekeepers.

Vol. VII.

TORONTO, JUNE 16, 1893.

No. 24

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

THE J. B. McLEAN PUBLISHING COMPANY,  
FINE MAGAZINE PRINTERS  
AND  
TRADE JOURNAL PUBLISHERS.

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For some years an agitation has been going on for an increase in the creamery capacity of the country. The primary object sought was a better and more uniform grade of butter, and one that would find more acceptance with the British consumer. But the wheels of reform move slowly; and that which had for its purpose a more desirable grade of butter was no exception to the rule. This spring, however, there has been a marked increase in the number of creameries, some of the factories which had hitherto confined themselves wholly to cheese making having turned their attention to butter making as well. As a result creamery butter is more plentiful and, what is natural, cheaper. Heretofore the great mass of consumers have been unable to enjoy the luxury of creamery butter owing to its high price compared with dairy butter, but now, to use a well-worn phrase, the price is getting within the reach of all. As this becomes more pronounced farmers will be either compelled to improve their methods for making butter or sell their milk to the creameries. In fact both results may be expected to follow, although it is pretty safe to conjecture that the greater tendency will be toward the latter alternative.

Public carriers like railway and steamboat lines have often much to contend with, but they are not always the grieved. On the

contrary they are too often the aggrieved. Shippers know this to their sorrow. And the result arises—or at any rate appears to—from a misconception of the relation railway bear towards the public. From the lofty and arrogant air they too often assume it is evident they conceive themselves to be the masters instead of the servants of the public. Of course there are exceptions to every rule; but when these public carriers get off their perch it is usually to court a bonus, seek a right of way, or to solicit patronage when compelled by keenness of competition to do so.

A railway is just as much a business enterprise as is an ordinary mercantile venture, and its patrons are just as much entitled to courtesy and attention as are those of the other. But again and again incidents are brought to the light of public gaze demonstrating that this too often does not obtain. A few days ago a Toronto evening paper published an interview with a commercial traveler in which were adduced samples of the treatment recently accorded himself and other drummers by the Grand Trunk railway. Briefly stated, they told of flagrant baggage overcharges, inconveniences, insolence and incivility from employees responsible for the mistakes. The fruit of these grievances has in some instances already appeared in a transference of patronage where possible to a rival line. This is but a sample of what is occurring with more or less frequency from time to time on the G. T. R. Owing to the treatment they have received from that company in the past there are numbers of merchants and grain men who prefer to ship by any other line when possible. Some in fact do not mind going to a little inconvenience and even extra expense in order to avoid sending by it, such for instance as shipping

merchandise to a town into which the G. T. R. only runs, over another road and teaming it from the nearest point on that road to its destination. In the face of such conditions it is not surprising that the annual and semi-annual reports of the Grand Trunk should show such poor results or that many of its shareholders should exhibit so much discontent.

The man who will thoughtfully look around will come to the conclusion that, compared with other countries, the financial condition of Canada is not bad after all. True the country is not growing as fast as it might or ought, but fortunately we are not experiencing a financial crisis like that of Australia, an unsettled and panicky feeling like our cousins across the border or the heavy depression of Great Britain. Canada is all right. The little indispositions that she now and then experiences are only temporary. Chronic diseases she has done. All that is wanted to build up a big, strong and prosperous country is confidence in our resources, the will to push and persevere, and the placing at the head of public affairs—federal, provincial and municipal—men endued with sound business principles and who place country before party. In the past the trouble has been a laxity in these essentials in all spheres of public life. And although Canada does not stand alone in this particular it is no reason why we should not strive to get more of the desired business element introduced into our halls of legislation. This, however, cannot be accomplished without united effort, and one naturally turns to boards of trade and business men's associations to move in the matter, but at the same time, in movements of this kind as much care as possible should be taken to prevent the idea going abroad that it is being made purely in the interests of one class.

### THE WHOLESALER'S POSITION.

Evolution is steadily and persistently going on in the mercantile as well as in the natural world. Business men of twenty-five years ago would scarcely know "where they were at," were they again to step into the arena of active commercial life. Competition is keener, margin of profits smaller, methods more systematic and scientific. But one thing that doubtless would attract their attention is the conglomerate character of the average wholesale grocer's stock.

This peculiarity is the outcome of certain exigencies. Originally the manufacturer of such commodities as starch, soap, woodenware, biscuits, flour, candies and numerous other lines dealt directly with the retailer without the aid of any intermediary. Now the opposite obtains. Not only does the wholesale grocer carry all the lines coming strictly under the head of groceries, but to be found in his stock is nearly everything that the general storekeeper in the remotest part of the country needs. There are hams and bacon, brushes and brooms, lard and lardine, dried and evaporated apples, tubs and pails, washboards and mops, beans and peas, flour and feed, root beer, etc. And the list is ever increasing. Where it will end is a query; and he who would undertake to prognosticate would be rash.

It is evident that the old motto, "Keep to your trade," has been turned to the wall, and that henceforth the idea is to be that every merchant shall handle whatever he can get an honest penny out of, whether it come strictly within his particular line or not. Whatever may be one's opinion in regard to the wisdom of such tendency, one thing is evident: it diminishes the cost of doing business, and that, in view of the gradually narrowing of the profit margin, is the desideratum sought. Not only in the grocery trade, but in all trades there is the same increasing tendency to make the wholesaler the medium for the distribution of manufactured goods generally. By this means one traveller is made to do duty for two, thus not only enabling the manufacturer to make more money than he otherwise would, but the consumer is benefitted by getting cheaper goods.

### THE NEW METHOD.

Every merchant should realize that letter orders are playing a great part in the mechanism of the dry goods trade of the present day, and what it is doing for the dry goods trade it seems possible for it to do for other mercantile branches. At least the matter is worth considering. Postage is cheap (although it might be cheaper), and people are utilizing this agent to secure their goods on short notice. This tendency to send in

letter orders is simply a part of the tendency which is general among the retailers of the day, to make the wholesaler carry the stock. The retailer won't even order in advance from the traveller but waits until he is actually in need and then orders. He seems to reason, as many men do when lunch hour arrives, he says, "I am not hungry, nor will I eat until I am hungry." But the majority of people eat whether they are hungry or not, and often keep this up until their digestive organs make a failure. So with the merchant who buys too much in expectation; he loads, and loads until something falls, and then he wonders why the fall occurred. But the wise merchants will wait as a rule until the demand is almost upon them before they load too heavily; of course, some little variety must be carried at all times, but what is intended to be emphasized here is the tendency to overload in anticipation.

Letter orders until recently were not given much attention by wholesale dry goods men. The idea, that only travellers could sell goods, seemed to have had absolute possession of their brain, and they forgot or tried to forget the use of printers' ink. But during the past five years a change has been effected in this country. Most of the houses now have a special department for letter orders, and special men to look after them. The cost to the wholesaler of samples and postage is small, because the correspondence can be combined to a great extent, e. g., samples are often sent out in every envelope which contains an invoice. The cost of a traveller is enormous when compared with the cost of letter orders. Last year one house in Toronto sold goods to the value of \$225,000 by means of letter orders, which was almost as much as was sold by any three of their travellers. The difference in the expense of selling this amount of goods in each of the two different ways can be readily seen.

The old way of handing a letter order for attention to the department in which the goods were to be found worked out some ludicrous results. Suppose there were five departments in the house, and a letter order contained the names of goods from each department, and each department was out of the particular line desired, the buyer would receive five letters, one from each department, telling him of this. This is of course an extreme case. Again, the order was filled by a man in each department, sometimes one clerk, sometimes another, and hence the business was never reduced to a system. But now all this is changed. One

man controls all the letter orders, and personally chooses the goods. He becomes acquainted with the different classes of customers, learns their peculiarities and idiosyncrasies, their tastes and their indicated but unexpressed desires. This clerk who manages these letter orders is a man who studies people's characters by their writing and thus learns to know them and their wishes. He is never too busy to fill an order carefully and to send that which will best suit the trade. He understands whether it will be satisfactory to fill an order with "the nearest thing" or not, because he learns by long experience the man with whom he is dealing. He knows whether the customer is a cantankerous crank, or a buyer on whom he can impose.

Most of this trade is done by means of samples. Circulars are sent out by some firms, and in other cases extensive catalogues; but the drive trade is done by means of samples. These, if bulky, are sent out in separate covers; but very often sent out with the regular correspondence. If a special line comes in, samples are sent out to the live buyers, and these live men who use letters for ordering are often offered snaps which the dealer who buys only from a traveller never sees.

The class of people who use this way of getting goods are numerous and varied. The man who lives away from a station is liable to be passed by the best travellers, and he is compelled to use letter orders. Dealers in outlying districts, where travellers visit very seldom, find letter orders a necessity of trade. Dealers who do not care to run into the city for the one or two special lines they want on short notice, use the quick travelling mail-car. All dealers use them to a great extent. The wholesalers in Montreal and Toronto receive orders by letter from the remotest districts of the North-west Territories and British Columbia, as well as from the villages in Prince Edward Island, Newfoundland, and Cape Breton. The letter order department is an invention of this electrical age. Its mechanism and despatch is suited to the exigencies of modern trade, with its quickly moving fashions and freaks. It is a modern method for facilitating communication between buyers and seller and thus enlarging the economic market. Only those who have tested it thoroughly can fully estimate the advantages it possesses.

On account of the smallness of the expense to the wholesaler, it must, if generally adopted, gradually lower the margin of profit which the wholesaler would need. As expenses decrease, the competition among the wholesalers will naturally tend to reduce their margins, without injury to themselves, but with great benefit to the retailer.

## CHATS WITH BUSINESS MEN.

"What's new? Nothing, nothing, only that we're going to have a big time at our annual excursion to Niagara Falls, July 19," said a member of the City Travelers' Association. "The Hamilton Retail Grocers' Association is, I understand, going the same day, and I guess that will induce a good many of our merchants here to go over. You can bet the welkin will ring. What'll you have? Nothing? Well, then, good-bye."

"How's Midland? Booming," said J. H. Devaney, Saturday. "A lot of vessels are coming in there now. There were five Chicago vessels in there last week, all loaded with corn for the east. When the new steamer City of Collingwood called there on her maiden trip she had one thousand people on board."

"I had a very conscientious customer in Peterboro," said a traveler to me the other day. "He came to the conclusion one day that it was wrong for him to sell tobacco, so he quit. Shortly afterwards he sold out his business and moved to Cobourg, where he again started into business. By this time he had come to the conclusion that it was not wrong to sell tobacco, so he placed an order for a lot. But, would you believe it, the very night of the day that the tobacco arrived burglars broke into his store and stole every blessed pound that he had. I think it is perfectly right that that man should not handle tobacco, don't you?" he added with a laugh.

"Devaney, of Eby, Blain & Co.'s, is quite a wit," said a friend of mine. "The other day he was at dinner at Bracebridge with a fellow-traveller. His companion ordered beef-steak. When it was served it was cold and covered with grease. The fellow stuck his fork into it, while a look of disgust overspread his features. 'Well, don't you have grave before meat,' remarked Devaney, as he jumped from his chair, narrowly escaping a vigorous kick aimed at him."

"No, this has not been a good season for the sale of plants taking it all through," said a retail grocer to me who handles a good many. "In the first place the season was backward and not so many were sold. But strange to say, even though the sale has been smaller most of the gardeners are sold out. I visited two or three greenhouses to-day and couldn't get a plant in any of them, they either being sold completely out or had orders for all they had in stock. What is the reason? Well last season there were a good many plants carried over. In consequence of this last fall and winter they didn't put so many in, but

they seem to have made an under estimate. At any rate plants are scarce this season."

Robert Barron, grocer, Yonge street, who returned a few weeks ago from a visit to England and Scotland was relating the other day to a small group down at McWilliams & Everest's a few of the incidents that had come under his notice while away. "The drunkenness in some parts of Scotland is terrible," I heard him say. "But all the same they seem to wake up next morning without a swelled head. They drink whisky, but its pure and that accounts for it. But talking about whisky reminds me of Canadian whisky in London. When I was there I hunted up three of my old schoolmates; and of course I wanted to show them what kind of whisky we made in Canada. After some enquiries I found a place where they had Canadian club. Do you know what they charged me? Why just one shilling a drink, and all told the bottle didn't go down that much," he explained, holding up his index finger. "I told him that I could get all I wanted in Canada at 2½d. a glass. The bar-tender said he couldn't help that, and said he would sell us a whole bottle for a crown, but of course I didn't want the bottle. All I wanted was to show my friends what Canadian whisky was like."

BYSTANDER.

## A PLEASANT AFFAIR.

Pleasant, profitable and promising was the re-union of the Toronto Retail Grocers' Association and its friends held Monday night in Oddfellows' hall. It was an informal affair, but was characterized by a continual round of enjoyment. The object was to introduce to the friends of the Association the new rooms and to promote social intercourse between the retail grocers of the city and the city travellers. And successful indeed was the effort.

For the entertainment of the guests a good program had been prepared. It consisted of vocal and instrumental music and readings, and those who contributed to it were J. H. Scott, piano soloist; James Owen, R. M. Corrie, C. Dimmock, S. Hustwitt, soloists; J. H. King, saxophone soloist; Robert Mills, reciter. A quartet composed of C. Dimmock, R. Gorrie, W. H. Adamson, and F. T. Verrall contributed some exceedingly well rendered numbers.

Interesting as was the excellent and well-rendered program to all the guests, to one portion of them at least the greater interest was centred in something else. That portion was the city travelers, and the something that absorbed so much of their interest was the debate on this subject: "Resolved, that city travellers are a benefit to the trade." Among the travelers who were present to partake of the association's hospitality, and to watch the proceedings that were to decide

their fate, were: S. Hustwitt, R. Maxwell, Ben Dack, J. Owen, Frank Gallow, J. H. King, — Graham, F. J. Blackburn, John Anderson, James Mortimer, S. G. Martin, C. Dimmock, Charles Shields, and Smythe. They evidently had not much concern about the result, for among the jolliest of the jolly were the city travelers, and their presence contributed much to the success of the evening.

R. A. Donald championed the affirmative. When he said, "I simply place the discussion on the principle, what is good for the whole trade, and not what is good for ourselves alone," he got endorsement from travelers and grocers alike. He did not think it was necessary for a comparison to go back more than a dozen years. He could remember that city travelling was very different then from what it is now, and although they made good profits then, he did not think they were better than to-day. (Hear, hear.)

"I think," he continued amid demonstrative remarks of approval from the travellers, "that we have established a very important point when we say we have saved a good deal of valuable time by means of the city travellers." And then he went on to point out the time that would be lost were the grocers compelled to send clerks down to the wholesale houses to purchase goods.

"I hold that the travellers offer us a greater variety of goods and greater chances for securing bargains," was another point received with favor, particularly by the travellers.

He then dilated upon the traveller as a factor in the discovery of weak merchants. "You have got to test a man continually and keep your eye on his every movement. It would be a poor traveller indeed that would go into a store and sell a big bill of goods to a man and could not see what was going on." Under the old system he claimed this information regarding a man's financial standing could not be so easily gathered.

Next he spoke of the influence of a good traveller in the direction of cleanliness and improved methods of business.

The benefits derived from the travellers in the matter of purchasing tea was referred to, and he held that it was fallacious to think that teas could be bought as well under the present system as under the old. "To-day if you want to buy a line of tea all you have to do is to ask the travellers to leave samples. By this means you can get an independent judgment. It stands to reason that if you have a dozen samples you can get better results than you otherwise would. Compare this with the old system, when you would have a certain tea drawn. I hold that in this particular alone we have sufficient reason for retaining the present system in its entirety." Loudly did the travellers cheer this point, while marks of approval were not wanting from some of the grocers.

Robert Mills led in the attack. He paid a tribute to commercial travellers as a body, and held that while they were a necessity

perhaps in the country they were not in the cities. His first point was to the effect that travellers were largely responsible for the shelves of some grocers being overstocked with goods, and it was greeted with "Hear, hear's" from some of his fellow-grocers and laughter by the travellers, while Stephen Hustwitt made a note of it. "All you in the grocery business know that I speak correctly when I say that these men induce you to buy goods largely in excess of your wants. They tell you that there is sure to be a rise or that there is only a little of this or that article left in stock, and that unless you buy now you will not be able to get it at all. I tell you in these days of the telephone and telegraph and rapid railway communication there is no need to buy largely. When you are taking stock you often find goods that you do not need to weigh, simply because they have been there for years and are well-known to you. You remember they were goods you were seduced into buying." (Laughter.)

Other reasons advanced were that travellers acquired a knowledge of a merchant's private business and then gave it away to his competitors; that the traveller tended to keep the wholesaler and retailer apart. "They now know nothing about each other. If you become better acquainted with the wholesalers you could do better with them than with the travellers."

He laid at the door of the travellers the responsibility for much of the competition of to-day, holding that they had induced green men with a few hundred dollars to go into business in order to create customers for themselves. He held that the formation of the combine was in an indirect way also traceable to the travellers. Were there no travellers, he claimed that the retailer would confine his business more to one wholesale house, which would enable him to more easily ascertain when his bills came due and thus save his discounts. It should also be remembered that the salaries of the travellers were in reality paid by the retailers. (Hear, hear.)

By visiting the wholesale houses more frequently, he said, the city retail man would become better acquainted with the goods that were on the market, and a good many bargains could be picked up that now go to the country dealer.

Mr. Mills then turned his attention to some of Mr. Donald's arguments. Referring to that regarding the drawing of teas, he held that the retailer could secure samples from the wholesale house and "draw them better than when we have so many travellers around bothering us."

In closing, he claimed that he had advanced the better arguments, and that, therefore, the decision would go in his favor. Sympathy for the traveller, he jocularly remarked, should not be allowed to interfere with a just decision, "for," said he, "you cannot hurt him. He is like a rubber ball. You squeeze

him, but the moment you let go he fills up again—with wind."

Convulsive laughter followed this hit, during which Mr. Mills took his seat.

J. G. Gibson, vice-president of the Association, who presided, turned the gathering into a sort of experience meeting.

"I am not prepared to make any remarks," jocularly said John Butcher, "because I am not well acquainted with the travellers. I would like to hear the opinion of Mr. Scoley, or someone like him. I am only green." (Laughter.) R. Donald—"O, yes, you are very green."

E. K. Scoley—I must certainly say that the experience I have had with the city travellers has been to my advantage. I think Mr. Mills has made some good points, but they are like the Irishman's frying pan—without bottom. (Laughter.)

F. S. Roberts—I think the travellers do not give us much rest. When we have anything particular to do we have a call from a traveller. (Hear, hear.)

John Westren—I think travellers are a necessary evil. If they were to arrange the time better than they do they would be very well in their place. (Hear, hear, and laughter.)

A. R. Williamson—I think Mr. Mills made some very good points, and one was that if the travellers would allow us to go down town and get acquainted with the wholesale men it would be all the better for us. Another good point was in regard to the number of articles to be found on the shelves. In fact, taking it all round, I think Mr. Mills has the best of the argument.

A. G. Booth—I think the travellers are a lot of jolly good fellows. (Laughter.)

W. J. Sykes—I am about the youngest grocer in the room, but I have some goods on my shelves which put me in remembrance of the travellers. (Laughter.) I think the travellers are a necessary evil just as are the newspapers. They help us to push business. (Renewed Laughter.)

President Clarke—Some years ago we debated this question. Then I took the position Mr. Donald has here to-night. Since then I have had more experience, with the result that I believe the travellers are a detriment to the trade. Trade is largely overdone, and I believe the travellers are largely responsible for it.

A. White—With regard to goods on shelves, it must be remembered that there are just as good salesmen down at the wholesale houses and we would be induced to buy too much just as we now sometimes are. (Hear, hear.)

F. W. Johnston (jocularly)—I think they are all a blamed nuisance. (Laughter.)

Mr. Donald was next called upon to sum up. He claimed that overstocking was not so much the fault of the trav-

eller as the desire of the grocer himself to make money by speculation. He also defended the travellers against the charge of revealing the secrets of one merchant to another. Nor did he believe they were responsible for the formation of the combine.

Mr. Mills followed, still maintaining that his contentions regarding increased competition and the formation of the combine were largely the fault of the travellers.

The entertainment committee thought it advisable not to take a vote on the question at issue and it was so decreed.

Short and impromptu speeches were made by these travellers: R. Maxwell, S. Hustwitt, Ben Daek, Francis Gallow, — Graham, James Mortimer. During his remarks Mr. Hustwitt suggested that the grocers fix a certain day in the week for receiving travellers, as was done in some parts of England.

Light refreshments were served during the evening, and there were pipes long and pipes short, and cigars galore. Card tables and checker boards there were in abundance, and when the meeting broke up at 11.45 p.m. everybody voted the reunion a big success, and expressed the hope that it would be repeated—the oftener the better.

#### THE WAY OF THE GROCER IS HARD.

The following is illustrative of some of the trials that afflict the grocer in this Queen City. The only merit in the story is that it is absolutely true, beyond that it reads as badly as a bit of fiction. If any body doubts its genuineness I can show him the very store.

It was years ago when I made more calls than now, I found myself in a corner store on a side street about 6 p.m. on a summer evening. The usual stream of small boys and girls were wanting something for the evening meal, and the affable young grocer was doing his best to serve all and keep none waiting, and at the same time look pleased and not in a hurry. I, meanwhile, stood first on one foot and then on the other, my native modesty preventing my interrupting trade. First it was "Half a pound of butter and be sure you give it good, and a small loaf, and don't give me bad butter. Mother says the last was horrid." Will you please change it and—, oh, I forgot the book; both the book anyway," etc. The next was from a small boy with piping monotonous voice. "G' me a quart of coal oil," and when he had it in his bottle and had smelt it said: "This aint viginur, a' want a pint of viginur."

"You asked for coal oil, Johnnie."

"No, a' didn't, Ma'll be mad if a' don't get viginur," and so on for about half an hour.

Seeing a lull in the rush I stepped forward to see if any of my wares were wanted when another customer entered. Immedi-



ately the grocer stood at "attention" and gave me no more heed.

This time it was a "lady." She had on a smart frock and appeared to be of the class who dress their parlor somewhat like a fancy goods store, the room being intended evidently not for comfort but rather for show.

She said: "Now I'm not going to give you any trouble. I only want a loaf of bread and I'll just take it with me; no, don't bother Charlie, he has plenty to do without this."

"Yes, what kind of bread would you like?"

"Oh, any kind as long as it's good."

"Yes mam," said Mr. S., and taking some paper began to fold it round a nice-looking large loaf.

"What kind is that you are giving me?"

"This is Tait's bread."

"Is this the only sort you've got?"

"Here is Webb's."

"Gracious," putting her finger into it "it's quite hot. Haint you got any other sort? I hate to give trouble, but he'll be so mad if I don't get it good."

"We have the home made."

"Yes, and as hard as a stone. I don't like yesterday's. Have you the cottage loaves?"

"Yes, ma'm; we have one left."

"It's too much done, if you had a lighter crust it would be nicer."

"Here is a large loaf of Brown's very nice crust, and not hot and not hard, how will that do?"

"Look here, it's not worth while making a fuss about a loaf; some people, Mr. S., are so tiresome that way. I think you might just give me a small cottage loaf and one of these new ones; I'll just take them along."

Looking pleased at the prospect of the trouble being over, Mr. S. wrapped up the loaves, while the lady began to look in her purse. Finally she found that she had no small change and was not going to break a bill for a loaf of bread, "would he please charge it?"

"Certainly. What next?"

"Oh, that's all to-night. I did not mean to get anything when I came out, but just remembered when passing that there was no bread in the house, and 'he'd' be sure to want a lunch about 11 p.m. Eh, would you mind putting them in separate parcels?"

"Not at all." And the parcel was unwrapped by Mr. S. and made into two smaller ones, he meanwhile wearing the looks of both martyr and murderer.

"Would you mind putting another paper on the new loaf, I'd like to keep it warm?"

The new loaf was wrapped in enough paper and string to tie up a blanket. Then the question was asked, "Anything else?"

"No, thank you. But, oh, have you any nice ham? If it was real nice, 'he' likes a bit in the morning."

"Yes, here is some very fine."

"How much is it?"

"Sixteen cents."

"Six-teen cents! Ain't that high?"

"Not for very fine ham like that, and cut too. If you took the whole piece—"

"Oh my goodness, we wouldn't use that much in ever so long. No, I won't mind the

hour. I am putting you to too much bother. I may be in one of these days and get a lot of stuff, but you know Mr. S.——when we were over in——street, Mr.——the grocer, used to call, get our order for everything and you know Mr. S.——, he is so nice and obliging, you couldn't go back on him at once so you see, it just takes me all my time to give everybody a little deal and do the decent thing like; oh yes, I knowed I'd forget something, I ain't going right home. I have to call in for a minute to see Mrs. Smith, if you wouldn't mind sending."

"Certainly. Charlie, take this bread over to number 10 right away."

"Oh no, not at once for I'd be out and there'd be no body to take it in."

"Well, we can send it at 7 o'clock, how will that do?"

"I don't think I'll be in then, for I've got to call in at Brown's, could you send it any time?"

"Any time, if it will only suit you. How would 9 o'clock do?"

"Oh my, I'll be upstairs then."

"Well, if you will only say when we'll——"

"Look here, you let Charlie come over about half past eight and if he comes to the side door I would like it better. He can just ring and, if I don't come right away, if he'll only wait a few minutes, I'll be along. Yes, that's all thanks. I do hate to give you any bother." And the only 'lady' who had called that evening sailed off, skirt grasped in left hand with gloves, and purse in the other, and a benevolent smile on her 'culchad' countenance

D. S. MACROQUODALE.

### CANNED GOODS GOSSIP.

It is reported from the Pacific Coast that the price of fresh salmon has been raised to 5½c. per pound through active bidding by Packer Cook, who, to all accounts, is pursuing the aggressive policy threatened at the beginning of the season.

About 2,000 cases of California canned tomatoes, in 2½ pound tins, have been sold here recently at \$1.20 per dozen. In all, about 3,000 cases have thus far been attracted from the Pacific Coast by the comparatively high prices ruling in the East.—N. Y. Bulletin.

The majority of canpers of peas have their new pack July peas upon the market. That is to say, the samples are on display, the opening prices have been made, and the work of securing orders is under way. In the latter connections the results thus far have been decidedly variable. Some canners and local representatives state that their sales exceed those made up to the corresponding period last year. Others, by far the majority, relate a different experience. In fact, some are frank enough to state that initial orders are rather disappointing, and the remark may be ventured that if the plain, simple truth was told there would be more

general reflection of disappointment. The best results have been with standard goods of attractive quality, on which moderate prices were fixed. Next to that the better class of "seconds" has had the call. Sifted and extra sifted stock seems to have been given the cold shoulder in a certain degree, despite the shortage of the French pack and chances for fine American peas being used to some extent in place of the foreign article later on. The one particular drawback at the present time is the more general tendency on the part of jobbers to contract for only such quantities of goods as they feel safe of having an outlet for in the immediate future. Canners are, in fact, left to take the chances of carrying the bulk of the pack and the uncertainties connected therewith.—N. Y.—Bulletin.

### PEDLARS IN LONDON.

A London correspondent writes: "Toronto's loss is London's gain, but certainly not to the grocers. The fruit pedlars who were driven out of Toronto have settled in London. We have a license, but only a few pay it. The Italians especially object to paying the fee. Out of eighteen members in the council four or grocers, but railway and electric matters take up so much of their time that they can't think of everything so trifling as pedlars, although there fruit trade is being ruined, especially in bananas, oranges and lemons."

### A CONNOISSEUR ON COFFEE.

A travelled Englishman, in discussing coffee the other day, said that the poorest coffee that he had ever drunk was in New York, and the best was among the French and Belgian peasantry. For his own gratification he had investigated the subject, and found that the sooner the coffee was used after it was parched the better the coffee. Even a very poor quality of the berry, ground and used while it was still warm from the oven, would make surprisingly good coffee to drink. Among the French and Belgian peasantry the coffee is only parched as it is to be used. The housekeeper gets up early in the morning, and with a little cylinder-shaped machine, with a handle to turn and keep the coffee stirred up, and a little brazier with a few live charcoals in it underneath made for this purpose, she sits out in her doorway, and parches her breakfast coffee. She makes drip coffee in a way which is peculiarly native, and which some claim to be superior to any other. The following is the method; Have a saucepan of boiling water, as much as is needed, of course; put in the ground coffee; let it stand on the back of the range to keep hot, but not cook, for ten minutes; then settle it with a dash of cold water. This, it is claimed, preserves all the aroma, and extracts all the strength from the grounds. Never, on any condition, boil the coffee.

### BULKING AND MARKING OF INDIAN TEA.

After firing of the tea, the object of which is not to effect change in the leaf, but simply to drive off the moisture, the tea is ready for packing. The boxes are, to a large extent, made in Rangoon, the teak of that district, with facilities for cutting, making it the centre of trade in that line.

Before packing bulking is sometimes done on the estate, the amount of bulking depending on the quantity cured of a similar character, in regard to both make and flavor. Bulking is simply mixing of various lots, where the separate lots are small. Where there is a large estate with many gardens, the sifting of Pekoe from Souchong, of orange Pekoe from Pekoe, would result in more work in boxing, marking, weighing and listing. By mixing the same grade from several gardens a good deal of work is saved, besides which some of the lots might suffer in the curing to such an extent as to lower their market value, but when mixed with other lots of better flavor the whole stock may sell for a fair price. It is the custom to mark the goods so treated "Bulked on estate," so that it is all above board and fair. Many concerns do not bulk their tea, yet we in America get very little Indian tea that has not been so treated. London is the place where bulking is reduced to a science, though a rough one. Tea is there treated to a dump on the floor of an open shed, with as little care as we would treat hay. The bulking is sometimes done by machinery, but much of it is done by hand and even by foot, the packers putting a piece of canvas in the box and tramping it down with their feet. When tea is bulked in London there is no attempt to close the lead of the package, so that we get the tea here, as anyone may notice, with lead torn and battered out of all shape.

All the concerns in both India and Ceylon use a trade brand to distinguish their goods from others, thus L M X B K would mean that it was the property of the Land Mortgage Bank, the K being added for the initial of the local manager of the garden. I would strongly recommend every dealer to purchase a book with a full catalogue of these marks both in India and Ceylon. It may be said that the dealer who knows his business buys the tea and not the marks, and, if the quality suits him, need not care where the tea comes from. So far, good, but a case that came under my notice a few days ago leads to the conclusion that a proper trade mark on a tea package is as necessary as on a flour barrel or on a web of cotton.

Happening into a retail and jobbing concern on Wellington street I found a purchase had been made of what purported to be a Dargeeling tea, but the brand was not put on as the packers in India use it. The name in question being "Selimboug," the name of a garden in India from which has come some very fine tea. In this case the

word "Selimboug" was written diagonally across the side of the chest, while the genuine mark is written straight over a triangle with the base uppermost, and within the triangle the letters B. D. C., being the initials of the proprietors of the garden. Now this was without doubt fraud on the purchaser as well as forgery on the growers, because we have the best evidence that the tea was not a Dargeeling at all, because every tea estate has a trade mark. If the tea was a Dargeeling it is fair to presume that the genuine mark would not be removed, so that it was some other sort substituted for the kind wanted—possibly a Ceylon, Assam, or may be a blend of both.

Any person is liable to set some store on a tea bearing a good name, but if they were in possession of an index to all the trade marks then a complete forgery of the entire mark would be necessary to mislead the buyer. This would be awkward for the guilty party, as a conviction would entitle them to a prolonged stay at Kingston at the public charge.

There are few retailers who have not, some time or other, come across a small package of tea in a bag or paper, rammed carelessly down in the top of a chest and usually of a very poor quality, often so poor as to be practically worthless. This is one of the beauties of having tea come through London, where officialdom permits its servants to take out large samples if only the proper weight is maintained. The custom house also have a stupid regulation that if a tare is an ounce over the lb. that the next lb. buyer shall be counted the proper tare, while if the net weight is an ounce short of the lb., then the next below shall be the proper net weight. The result of this is, that the London broker gets nearly 2 lbs. gain in weight over and at the expense of the Indian shipper. When the tea is sold here and a gain in weight appears the general opinion is that the importer gets a special advantage, or that the retailer pays for more tea than he gets; a trial of the tare will soon convince the buyer that he really gets all the tea he pays for; the advantage being wholly with the London dealer.

D. S. MACORQUODALE.

### SOUTH CAROLINA MELON CROP.

Reports from the water melon region of South Carolina are most favorable. They indicate that not only has a large acreage been planted by the farmers this season, but it is stated in addition that the prospects of an unusually large yield of melons this season are good. The major portion of the water melon growing territory of South Carolina lies in Aiken, Barnwell, Hampton and Orangeburg counties. The farmers in that section have always found the cultivation of the crop profitable, and have annually testified their appreciation in the result of their experiments by entering

more and more largely into the business. This season's crop will not, of course, be marketed for some weeks yet, but enough is already known to justify the belief that unless something unforeseen and out of the usual run happens the crop will be one of the finest that has been grown in years. The Georgia crop of melons is also said to be very fine this season.—Charleston News and Courier.

### NOTORIETY VS. KNOWLEDGE.

Many disbelievers in the fact that "knowledge is power" and that "a man of knowledge increaseth strength," entertain the notion that notoriety and noise lead to success. To talk and be talked about is to them the one aim of life. They scheme for place and for public notice, and push themselves anywhere and everywhere so long as they can be seen and heard. Superficiality, buncombe, cant, hypocrisy, self-assertion and unlimited cheek are their chief characteristics. They do not believe with a noted orator that "greatness is of slow growth"; that mushrooms come up in a night, and so do mush-heads."

The old notion is not entertained that "patient continuance in well doing," steady attention to detail, honesty, hard work, reliability, and a thorough knowledge of all that enters into a man's special calling, are requisites if permanency and a competency are to be gained. The applause of the crowd, the flattery of associates are mistaken as evidences of popularity and success.

This class of men are everywhere, even in the newspaper profession and are occasionally found in the grocery trade. They are like comets, which come suddenly, dazzle by evanescent brilliancy, and disappear. As an example of this we have the cutter, with his glaring store front, bombastic advertising and low prices.

He is always offering the "Greatest Bargains on earth," "Immense stock at a sacrifice," "Below the cost of importation," "A bankrupt stock at slaughter prices." Such dealer cannot comprehend how a reputation for perfect service, strict business methods, courtesy, unobtrusiveness, fair dealing, win customers and invite prosperity. Braggadocio bombast, glitter, show, noise, notoriety, constant posing in public, are the factors looked upon as leading to popularity and success.

The world has a fashion of burying the wrecks of trade and commerce as speedily and effectually as old ocean covers with sand the wrecks along the shore, and so the way marks are infrequent, and men not heeding the past, but regarding all men mortal but themselves, push recklessly ahead along a road which invites success but ends in disaster.—American Grocer.

It  
Hit  
the  
Mark

What we said last week about the **Fine Dargeeling Teas** we are handling had the desired effect, and we have done considerable business in them, both with our customers and those who were not. Have **YOU** handled these teas? If not think over it. Send for a sample anyway.

A High Grade Formosa Oolong

In caddies is not handled by every house, but we have it; also full lines of blending Ceylons at 30 to 32 cts., Assams at 20 to 25 cts., and Japans and Hysons at 16 to 17 cts.

Our New Season's Japans are in store. We are not asking fancy prices for them.

**Lucas, Steele & Bristol,**

WHOLESALE GROCERS, - - HAMILTON, ONT.

*Vostizza Currants, Finest Selected Valencias*

(BARFF'S PACKING)

(BETTER THAN LAYERS.)

*Bosnia Priens, (Atlas Brand.)*

BY

And in splendid condition at quick selling prices.

*James Turner & Co., Hamilton*

**BALFOUR & CO., Wholesale Grocers, Hamilton**

Wholesale Agents for

"St. Olaf"

Pronounced the finest of its kind.

**Norway Condensed Milk**

"Viking"

Unsweetened — Really Evaporated Cream.

CLOSE PRICES TO THE TRADE.

WRITE US BEFORE PLACING YOUR ORDERS.



We are offering **Special Values** in \_\_\_\_\_

- - **Indian Pekoe Souchongs**

DIRECT SHIPMENTS UNOPENED IN LONDON.

Packed in half-chests from 18c. to 20c.

.. WRITE FOR SAMPLES ..

**STEEL, HAYTER & CO., Toronto**

Proprietors of the well-known "MONSOON" Brand, Pure Indian Tea.



### RE MERCHANTS SELLING OUT.

DEAR GROCER,—Your article in today's issue anent the law being lax in allowing a merchant to sell his stock, pocket the proceeds, and hurry to shake the dust of his late abode from off his feet is among your best. It is just what I have been advocating for some time, and if I was not certain you never heard it from me I would be inclined to think you had fobbed my powder. We have been mourners at several of these financial funerals, but in some cases have succeeded in tracing the crooks and getting our money. One man in this city sold his business, got the money in his pocket, and then went around among his creditors, and, I think, offered 25 cents on the dollar. Some accepted the offer, but many refused, to their sorrow, for he left shortly afterwards for the land of the screeching eagle, where I presume he is in business, laughing at the easy manner in which he was able to get together enough of the needful to allow him to conform to the custom prevailing in the United States of doing business on a cash basis. To use one of your mottoes, "Keeping everlastingly at it brings success," I hope you will not lose sight of it or that you will have cause to think otherwise of your motto.

Yours, etc., H.C.F.

Toronto, June 9, 1893.

### ANOTHER WORD FOR JAVA TEA.

DEAR GROCER,—Permit me to correct a statement made by your correspondent signing himself "D. S. Macorquodale, 35-37 Front street east," in referring to Java tea in his closing remarks on his "Flushings, Picking and Curing of Teas." He admits he has to stray away from his subject, and states that "no retailer will sell Java tea but to his hurt," a statement quite uncalled for. He should never have made such a statement. I know of many retailers in this city who have been and are now selling these teas with much satisfaction, and there are many country dealers who prefer Java tea for their trade, if they can rely upon their wholesale house's good judgment in selecting and supplying them with these teas uniform and regular, than being at the mercy of every Tom, Dick and Harry who may offer India and Ceylon teas without having a particle of knowledge of their peculiarities or qualities and adaptability for blending purposes, and it is very doubtful in many cases if even the sales-

man can tell a fine Java tea from a Ceylon. I have before me the latest reports of the London tea market, and it shows that Java tea is the only one which has held its own during the last month, it remaining firm, while all other teas had a downward tendency, and some India and Ceylon teas fell far below the expectations. Couple this with the fact that some choice Java teas brought 2s. 3d. per lb., and doesn't it seem ridiculous for some persons to waste their time trying to tell business men which way the cat jumps? The inference which your correspondent supplies in his remarks to those offering those teas to the wholesale trade I must leave for them to deal with, either to refute or admit, just as they feel responsible, and on such usages among the wholesale trade with your permission, dear GROCER, I may have something to say in a later communication.

Yours, etc.,

STEPHEN HUSTWITT.

Toronto, June, 1893.

### THE JAVA TEA TROUBLE.

DEAR GROCER,—In saying in reference to Java teas, that "no retailer will sell them but to his hurt," it appears to have so exercised the mentality of "A Yonge Street Grocer" that he charges me with transgression, because he sells it, has done so for seven or eight years, because it is his highest priced tea, and because his customers comprise some of the best people in the city.

Let us get along amicably. I meant not to offend, and, had I known of this sooner I might have left it out of my correspondence. The die is cast. I cannot unsay what has been said. I can only add, that I believe all that "A Yonge Street Grocer" says about what tea he sells, and the price he gets for it, am pleased to note the moral excellence of his customers, and will look for his advertisement over his own name in THE GROCER or some other reputable paper, that Java tea is the best tea he sells. He is right in his surmise that I have not learned the quality of tea from looking at the plant, but from reading, noting, and tasting. I must close by saying that I have yet to meet a tea broker who would think a cup of Java tea desirable. Yours, etc.,

D. S. MACORQUODALE.

P. S.—In your issue of June 9th "matty" should read "malty," in reference to the liquor of highly fermented teas.—D.S.

Jeweller (to grocer)—"I beg your pardon, but didn't I see you put two or three finger rings and a scarf pin in your pocket?"

Grocer—"Certainly. When you come into my place aren't you always picking up things and putting them in your mouth?"

### MAKING MARMALADE.

When the bitter orange from Seville comes into the factory it is unrolled from its paper capsule and carefully inspected to see that it is perfectly sound. It is then put into a box, which finds its way to another department, where the small black spot is removed. If perfectly clean it is dropped into one basket; if dirty, into another, which goes to a new department to be washed. It then comes under the care of a girl whose sole occupation is to cut it in half and drop it in a basket, which is placed before a woman who sits in front of a little wooden cupboard, in which spins, at the rate of 1,500 revolutions a minute, a wooden rose. A large red arm is put out, the half orange is put against the rose, and in a second the pulp and juice have disappeared, and nothing but a clean cap of peel remains in the operator's hand. This is put in a basket with hundreds of others. They are folded in fours, so as to resemble a half-blown india-rubber ball, and thrust into a hopper in another machine, where sharp circular knives spin round and cut them into innumerable rings, which drop into a drawer beneath. While this is going on the pulp and juice have been put into another machine which throws off the pips and pulp and sends the boiled juice into a large vat. The thin slit rings of peel are then steam boiled in tubs, and added with sugar to the syrup, which is wheeled off to the boiling room, and in some seven minutes a ton and a half of marmalade is being emptied by strong arms and big cans into thousands of pots, tumblers, teapots, custard-glasses, butter-dishes, jelly-moulds, and some fifty other fancy forms in which the middle-class housekeeper likes to be served. These are fitted into trays, which are piled on luries and are sent by lift to the next floor, where they are finished—that is to say, have the little brandy-dipped heading put into the neck, the vegetable parchment cover tied round the top, and the labels stuck on.—Grocers' Review.

A West-side grocer, in discussing the department stores selling groceries, according to a New York contemporary, said: "I have made it a rule to meet Macy's prices every time. I find that O'Neil is selling canned goods, the quality of which I can beat for the price any time. I have bought a sample of each kind of these goods so that I can use them for comparison when a customer wants to see the difference in quality. The method adopted at O'Neil's is, to say the least, unfair and misleading. The girls in charge will say: 'Try our canned peas, only 11 cents a can, your grocer charges you 18 cents.' The canned peas are only seconds, and such as any grocer can offer for the money. Any live grocer can fight these department stores and hold his own without much trouble if he will but take the matter in hand determined not to be beaten."

# DAVIDSON & HAY,

36 Yonge Street, TORONTO

SOLE AGENTS FOR

Kurma Package Tea  
 Millar's Paragon Cheese  
 Robert's Jellies AND Table Creams

Full Assortment of General Groceries  
 Always on Hand.

**A**LWAYS keep yourself well stocked with our **Extracts**, both in the ten cent and best lines. They are good sellers and make you big profits.

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

**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.

**COWAN'S**  
 COCOAS AND  
 CHOCOLATES

Are Standard, and sold by all grocers.

## 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.

**PURE CONFECTIONERY,  
 FINEST BISCUITS.**  
 Manufactured by  
**J. McLAUGHLAN & SONS,**  
 OWEN SOUND, ONT.

**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.

## JOHNSTON'S FLUID BEEF

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

Invaluable  
 As a Strength-giving Food.



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

The open season for fishing for bass and maskinonge begins to-day, the close season having ended yesterday.

A new butter factory at Stoneham and a new cheese factory at Levis are the latest additions to the dairy industry in the vicinity of Quebec city.

J. W. McCulloch, grocer, of Church street, Toronto, is extending and improving his store. An addition is being put on the back and the store is being refitted with new shelving.

According to the new post-office timetable a mail has been added at Hamilton for Toronto, closing at 10.30 a. m., which the Herald says will be much appreciated by business men.

All law firms in the city of Brandon will close their offices at 1 p. m. on Saturday afternoon during the months of June, July, August, September, and will observe said afternoons as half holidays.

Hugh Wilson, general merchant, of Cannington, lost a 11-year-old daughter last week. Diphtheria was the cause of death. Mr. Wilson feels his loss keenly, and a good deal of sympathy is being extended to him.

The city merchants and householders want to have the Dominion Day celebration here on Monday instead of Saturday. They talk of getting up a petition. The difficulty is that it is a statutory holiday and the banks could not close on Monday.

The Wednesday afternoon closing movement among the grocers is doing better than anticipated. Nearly all the grocers in Queen street, both east and west, and in Yonge street, close, but there is yet a good deal of missionary work to be done in the back streets.

Edward Honor, grocer, Port Hope, died suddenly last week. The funeral was a large one. "He was a good living fellow and tried to do all the good he could," was the brief and touching reference made to his memory by a commercial traveller on Saturday.

Suspended in Perkins, Ince & Co.'s sample room is a large and gaily painted Japanese banner. It is a World's Fair souvenir and was issued by Helleger & Co., of Japan. On the top is shown the tea preparing premises of this firm. In the centre are views of Hiogo Bay and Apekohama Bay, while at

the bottom of the banner are shown the Japanese buildings at the World's Fair. A banner is suspended on either side of the banner referred to, representing respectively in fancy needlework the Moon Chop and Sailor Bay Chop Japan teas. The effect is unique and pleasing.

A negro down in Tennessee swallowed a lemon which is alleged to have sprouted and grown to such an extent as to cause the death of the man. This story is yet a long distance behind the nursery rhyme which tells of the plum tree that grew on the nose of an old woman.

A St. John N.B., despatch says: Over thirty thousand dollars worth of mackerel and lobsters have been shipped from Yarmouth to Boston in the last few days. The catch is enormous, and special trips are made by steamers to carry them to the market. In the bay near St. John and in the harbor there are large catches of salmon, shad and gaspereaux.

The Wolfville Fruit Land Improvement Co. has completed the planting of 10,000 fruit trees in their grounds, and great expectations for the success of the venture are held. The company opened its park to the public this week, and very beautiful it looked. The apple trees are just bursting into bloom, and Wolfville presents a scene of beauty not to be excelled outside of the garden of Nova Scotia.—Critic.

The annual statement of the Merchants' Bank of Canada has been issued. The net profits of the year, after payment of interest and charges and deducting appropriations for doubtful debts, amounted to \$604,395, as against \$530,247 last year. There were carried forward to profit and loss account \$13,961, as against \$3,733 last year. The profits this year amounted to about 10 1-16 per cent. on the capital.

A new way to dispose of grocery stores met our eyes as we passed along one of the main avenues in Brooklyn. A large placard hung up in the window of a wet grocery establishment called attention to a "Raffle for a Grocery Store; One Dollar a Ticket." The stock in store was valued at \$300. This is certainly a novel way of getting rid of stores which cannot find purchasers in the ordinary way—Retail Grocers' Advocate.

Several Montreal druggists have been served with notices from the Department of Inland Revenue calling upon them to pay the cost of analysing for certain samples of tinctures sold by them to the Inspector of Food for the Province, which on examination were found to be adulterated within the meaning of the Adulteration Act. The costs in each case amounts to \$12.

A St. John, N. B., despatch says that among the cargo of the steamer Taymouth Castle, for the West Indies, were one hundred barrels of biscuits, two cars of flour, one car of cured meats, some hay, dry and smoked fish, patent medicines, Chinese goods,

shingles, onion box shooks, sawdust, etc. The Duart Castle, now at the islands, cannot bring up all the freight that offers.

The most disastrous European panics were those of 1793, on account of the great French war; of 1797, because of the Irish rebellion, when the 3 per cents went down to 44; of 1825, when 770 banks failed in Great Britain alone; of 1847, through the American failures; of 1859, from fear of a general war in Europe; of 1866, through over-speculation in limited liability companies and of 1870, at the beginning of the Franco-Prussian war.

The drummer from Chicago was rattling off the merits of his goods in a way which at last caused the good old merchant to look at him doubtfully. "Oh, I'm telling you the straight truth," said the drummer, catching on to the mild insinuation in the old gentleman's face. "It would hurt me to tell a lie." "Yes," responded the old gentleman quietly, "I knew it would. There was a Chicago man to see me yesterday, and he said the same thing, but I noticed that he went right on suffering as long as he stayed here.—Ex.

The first move made by the sugar planters of Louisiana to combat the effect of the agitation in the North and West against the sugar bounty was made last week, when, in response to a call by John T. White, President of the Sugar and Rice Planters' Protective Association, planters from all over the State assembled at New Iberia, La. A motion was adopted that the chair appoint a central committee, composed of one member from each sugar-growing parish of the State, each to be chairman of a parish committee to be chosen by himself, for the purpose of gathering complete statistics as to the amount of machinery, coal, oil, meat, flour, and other products purchased and absolutely necessary in the manufacture of sugar, and that these statistics be embodied in a general report to be presented to Congress at the September session. It was also decided to call an Inter-State sugar growers' convention in Chicago on August 16 next, and that Louisiana send twenty-five delegates. Representative Blanchard made a long speech, promising to do what he could in Congress for the planters.

## To Grocers - -

Teas of all kinds, repacked into Half Chests and Catties of all Sizes.

Teas reconstructed, coopered, matted, and caned promptly, and at low prices.

BY \_\_\_\_\_

**BLAIKLOCK BROS.,**  
17 Common St., MONTREAL.

# GALLON APPLES

Quality Good. Price Reasonable.

Write us for Prices.

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

## FOOD FOR BABIES



**STERILIZED.**

Pronounced by Physicians to be

**Free**

**From**

**Disease Germs**

**DELAFIELD, MCGOVERN & CO.,**

91 Hudson St., Sole Agents.  
**NEW YORK.**

33 RIVER STREET,  
CHICAGO.

215 CALIFORNIA ST.,  
SAN FRANCISCO.

For sale in Canada by

**JAMES TURNER & CO**  
Hamilton, Ont.

## 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 EXOELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

**TORONTO.**

### We Offer to the Trade :

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

**GREENBANK** Caustic Soda, in barrels, 98 %.

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

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

### 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**

## CAVERHILL, HUGHES & CO.

**IMPORTERS**

**AND**

**WHOLESALE GROCERS**

309, 311 and 313 Commissioner  
Cor. St. Peter Street.

**MONTREAL**

**SPICE FROM JAMAICA.**

The Island of Jamaica, according to a contemporary, produces about all the allspice that is used. It is known also as pimento or Jamaica pepper. The tree on which the berries grow is evergreen and the flowers grow in dense clusters; these develop into small green aromatic berries, the size of black pepper. If allowed to ripen they become pulpy and lose some of their pungency. For commercial purposes the berries are gathered when green, carefully dried in the sun, and afterwards packed in bags holding 160 to 180 pounds, and shipped. Pimento trees grow in many parts of tropical America, but nowhere do they thrive as in Jamaica. The trees are never planted by man, and receive no culture worthy of the name. The seeds are dropped by the birds, and the rains and the tropical sun do the rest. Surplus trees are cut down and become walking sticks and umbrella handles.

**DRY GOODS.**

**MONTREAL MARKET.**

The Dry Goods Review has the following report this week:—During the past few weeks there has been quite an influx of buyers from near-by points to the city, who have been making purchases in a sorting-up way and paying up arrears. The trade consider this latter fact one of the most favorable points of the situation, as it is an indication that some buyers at least feel that they want goods.

Travellers are now returning in detachments for the purpose of getting their lines of fall samples. The various houses expect to get to work on these in the course of a week, by which time they will have wound up their stock-taking.

It is a little too early yet to speak in regard to prospects for fall trade, but reports from

some sections are encouraging. It is said that stocks of fall and winter goods in dealers' hands are low, as the long cold winter and unfavorable spring helped to materially reduce them. This is quite possible, but for all that the disposition generally noted is to pursue a conservative policy until the future crop prospects and other conditions can be gauged more definitely.

Remittances have fluctuated from good to bad from week to week. On the whole, however, they are unfavorable, and this is especially the case in the Northwest and Manitoba, where it seems absolutely impossible to get any money out of customers.

The travellers for the various clothing houses here have finished up their work on account of fall orders in Manitoba, the Northwest and the Maritime Provinces. During April and the early portion of May their trip was anything but encouraging, but since that time business pulled up wonderfully, and the average of orders from these three sections is now about on a par with last year's trade. The men are now starting out to work up Ontario and Quebec for clothing orders on fall account.

The tenor of recent advices from primary markets indicate that all imported woollens will be higher in price during the ensuing fall and winter.

Messrs. Gault Bros. & Co. are at present engaged on opening up some of their stock of fall tweeds. Quiet shades promise to be the fashion in this connection for men's wear during the coming fall and winter.

Greene, Sons & Co. have been filling a few orders for their lines of cellular shirts and underwear. Blazers and light flannel jackets have also called for considerable attention on their part.

Mr. White, one of the buyers for Caverhill, Kissock & Co. has left for England to look up and keep posted on the late fall millinery novelties.

Mr. H. Shorey, jr., complains that the payments from British Columbia fail entirely in showing any improvement.

Messrs. Greenshields, Son & Co. have just opened up a line of tweeds which promise to make some handsome tartan and chequed suits this year. The designs are all in quiet shades.

Messrs. J. G. Mackenzie & Co. report an excellent trade in such goods as surahs, bengalines, new tartan surahs and all wool challies.

Mr. McIntyre who buys the dry and fancy goods for Hodgson, Summer & Co. will be back at his old post during this week.

Jas. Johnston & Co. have turned over several large lines of silks, hosiery and muslins during the past few weeks.

According to Mr. Howell, of Brophy, Cains & Co., the aggregate business for the latter part of May and first of June will be much

in excess of the entire turnover for the whole month of April and the first half of May.

Jas. Linton & Co. note a satisfactory increase in the demand for silks, hosiery and woollen dress fabrics.

Thouret, Fitzgibbon & Co. report some encouraging orders for general fancy goods and also for their Jammet Freres gloves from west of Toronto.

Wm. Agnew & Co. are opening up some handsome fall lines of cashmeres and fine dress goods.

**TORONTO MARKETS.**

The two Canadian manufacturers of sewing silks have, owing to the advance in raw material, reduced their discounts to four per cent. Belding, Paul & Co. (Ltd.) give notice that in future they will put up Belding's 50 and 100 yard blacks, in all sizes except A, as follows:—B, C, D, E will be stamped 1 16 oz. in place of 50 yds.; B, C, D, E will be stamped 1/8 oz. in place of 100 yards. Both of these will be sold at list prices same as colors 50 yds. and 100 yd. They say they are forced to this action by the continued advance in silk and the constantly growing demand in Canada for the coarser sizes, which materially enhances the cost of the goods. With this change they reduce the price of this brand, "Belding's Spool Silks," to 50c. per dozen for 50 yards and 1-16 oz.; \$1 per dozen for 100 yards and 1/8 oz.

On January 12th of the present year there was an advance in Bengal grey cottons. Prices have dropped to their old level, due no doubt to the lowering in price of raw cotton, and perhaps to the limited demand for these lines. The changes in wholesale prices will be somewhat as follows:

No. 45..	Old Price....	6	New Price..	5 1/2
50..	"	6 1/2	"	6
60..	"	7 1/4	"	6 3/4
70..	"	7 3/4	"	7 1/4
A.D	"	7 7/8	"	7 1/2
80..	"	8 1/4	"	7 3/4

Payments during the past two weeks have been a huge improvement over the previous six weeks. Since the farmers have finished seeding, rural trade has improved and money has come in more freely from the quarter where it was scarcest. From the Maritime Provinces payments have been, comparatively, above the average, showing that the trade there must be in a strong condition.

Failures in all trades for the past month are as follows:—

	1893.	1892.
Week ending May 20th....	19	22
" " 29th....	27	28
" June 3rd....	29	34
" " 10th....	36	34

Totals ..... 111 118

Fall underwear is coming in already to the wholesalers. Early deliveries of these goods are the best, because when there comes a big rush at the last to fill all orders the goods generally deteriorate in many points. Retail-



**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.



J. F. EBY

HUGH BLAIN

# NEW JAPAN TEAS



## Our Special Brands:

“Elephant” CHOP  
“Bull Dog” CHOP

These are the choicest Japans imported this season; perfection in draw and color. If you want really fine Japans, see our samples before buying. Write us, or ask our travellers for same.

---

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



WE HAVE THE  
SPECIAL  
PERMISSION OF  
HIS  
EXCELLENCY  
TO USE  
THE WORDS

"LORD  
STANLEY"

ON OUR  
NEW  
BRAND  
OF

Black Tobacco

Every Caddy  
Guaranteed.

EMPIRE  
TOBACCO  
Co.

MONTREAL

ers should consider this important feature of the trade.

On the first of June domestic adamantine pins took a drop, and now the discount is away down, quotations being made as low as 40, 10, 10 and 10 per cent. It seems that the National Pin Co., of Detroit, has been gaining a foothold in the Canadian trade, and are determined to maintain what they have won. The domestic manufacturers resent this, and the consequence is the market is falling, and the manufacturers have given up their profits for the sake of their Irish love of a fight.

The following prices give the approximate values of raw skins on the Toronto market. The quality determines the price to a large extent and hence the distance between the lowest and the highest price is extensive. Dealers here refuse to take very poor skins.

Badger, per skin.....	\$ 25 to \$ 75
Bear, black.....	15 00 " 30 00
Bear, brown.....	15 00 " 30 00
Bear, grizzly.....	10 00 " 20 00
Beaver.....	2 00 " 7 00
Beaver, castors, per pound.	2 50 " 4 00
Fisher.....	50 " 7 00
Fox, cross.....	75 " 6 00
Fox, kit.....	10 " 45
Fox, red.....	25 " 1 50
Fox, silver.....	5 00 " 80 00
Lynx.....	25 " 4 00
Marten.....	75 " 2 50
Mink.....	25 " 1 75
Musquash.....	02 " 10
Otter.....	8 00 " 12 00
Raccoon.....	50 " 85
Skunk.....	25 " 1 00
Timber wolf.....	25 " 3 50
Prairie wolf, large.....	25 " 1 00
" " small.....	25 " 65
Wolverine.....	50 " 3 50

John Macdonald & Co. are showing a special shipment of vests in drill and cashmere. These vests can be retailed at \$1.25 to \$1.50. These goods are one-third below regular value.

W. R. Brock & Co. have a job line of trouserings just passed into stock. This includes light and medium colors in small line stripes. Samples on application.

Gordon, Mackay & Co. have lately secured two special lines of art muslins, choice paterings and colorings, and are offering them at 25 per cent. less than regular value. These deserve inspection.

John Macdonald & Co. have a job line of top shirts. Quantity limited. These can be retailed at 50 cents. Also, 500 dozen job four-in-hand ties, to retail at 10 cents. Both lines are extra value.

Wyld, Grasett & Darling are offering some plums in Verona cords, challies, prints, satens, and other summer goods. They also show a nice range of new cretons, art furniture cloths, and muslins.

John Macdonald & Co. have a line of 28-inch satin checked apron muslins which they are offering at 20 per cent. less than regular

prices. These are fine quality goods. A new line of 30-inch art silks in new fancy colors and designs at specially low prices. These are handsome goods.

Job Victoria lawns have always been a special feature of Gordon, Mackay & Co.'s muslin department, and they are this season offering better value than ever. The last shipment of 2,500 pieces is attracting the attention of close buyers.

The travellers for A. A. Allan & Co. are still on the road taking sorting and fall orders, except in the Northwest and in the Maritime Provinces, where their travellers have finished. They report a satisfactory season's trade.

Wyld, Grasett & Darling are showing an excellent range of athletic jerseys, made of both cotton and worsted yarns, in solid colors, including navy, royal, cardinal, white and black; also 1-inch stripes of various popular combinations, all of which are made in both long and half-sleeves.

The demand for black chantilly flouncings (which were revived last year) has this season considerably increased, and during the summer they promise to be as popular as of old. A very extensive range of patterns is shown by Gordon, Mackay & Co.

W. R. Brock & Co. have received their initial shipments of grey navy and military flannels. Their travellers are now taking orders for these goods, and these are now being filled in order. During the wool season there is always a considerable demand for these goods.

Wyld, Grasett & Darling have just opened out another choice lot of cotton neckwear, in derbys, bows and puffs, of muslin material, in pin spots, hair-line stripes and other neat patterns; also plain white pique in fine and eavy cords. Their assortment of these goods is very attractive.

In Gordon, Mackay & Co.'s haberdashery department a very handsome embroidery silk cabinet has recently been placed which is so constructed that when open customers are greatly facilitated in their selection of colors, as they are enabled to see at a glance the whole extensive range. This trade has grown to great proportions with G. M. & Co. owing partly no doubt to a new feature entitling customers to counter case with first purchase of a certain quantity.

#### HIS LAST MATCH.

The way was long, the wind was cold,  
The traveller's buggy onward rolled;  
The traveller on his lonely ride  
Thought it high time a pipe was tried.

The pipe was filled, on jugged the mare  
Regardless of her driver's care,  
For he can to his sorrow find  
One only match of unknown kind.

With anxious care he strikes the match,  
With joy he sees the sulphur catch;  
The glow grows bright, the flame appears,  
And soon in smoke he calms his fears.

The way was long, the wind was cold,  
The smoke in fragrant clouds outrolled;  
The traveller spoke: "Whoa! mare, go steady!"

"I'll bet that match was made by Eddy."

# Strang & Co.

WHOLESALE COMMISSION  
AND MANUFACTURERS' AGENTS

**WINNIPEG, MAN.**

Correspondence and Agencies Solicited.  
We are open for a first class Canned Goods Agency.

**FOR DAIRY**  
**BUTTER**  
**OR DRESSED**  
**POULTRY**

Write or Wire

**PARSONS**  
**PRODUCE CO.**  
WINNIPEG — MANITOBA

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

**WINNIPEG**

Representing in Manitoba and the  
North-West Territories:

ARMOUR & Co., Chicago, Ill.  
THE ARMOUR PACKING CO., Kansas City, Mo.  
THE B. C. SUGAR REFINING CO., Ltd., Van-  
couver, B. C.  
HIBAM WALKER & SONS, Ltd., Walkerville  
Ont.  
JOHN DEWAR & SONS, Tullymet Distillery  
Perth, N. B.  
PERINET ET FILS, Reims, Champagne.

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

**NOTICE**

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

**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.

**CARD'S CELEBRATED**  
**Canadian Tomato Chutnee.**

A FAVORITE SAUCE  
OF THE LATE

Sir John A. Macdonald

Who gave written testimony of its superior  
quality as a test for Hot or Cold Meats, Soups,  
Gravies, etc. Used by the Albany Club, Queen's  
Hotel and Walker House, Toronto. Sold by  
Whitehead & Turner, Quebec; Lightbound, Ras-  
ton & Co., Montreal; Bate & Sons, Ottawa;  
Wickham, Brantford; Davidson & Hay, Toronto;  
T. B. Escott & Co., London.

PREPARED BY

**M. P. CARD,**  
QUELPH

**LAURENCE GIBB**  
Provision Merchant,  
83 COLBORNE STREET, TORONTO

All kinds of Hog Products handled. Also Butter  
Cheese, Poultry, Tallow, Etc

PATENT EGG CARRIERS SUPPLIED.  
Good Prices paid for Good Dairy Butter.

**JAS. DICKSON & CO.,**

26 WEST MARKET STREET,

Provision and Commission Merchants.

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

**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.

**PUT**  
**TEXAS BALSAM**  
**IN STOCK**

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

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

Sample 25c. postpaid.

**S. K. MOYER,**

Commission Merchant,

76 COLBORNE ST.,  
TORONTO.

— DEALER IN —

Bananas, Pine Apples, California, Messina  
and Valencia Oranges, Lemons  
dates, Figs, Fresh Fish, etc.

Orders Solicited.

GEORGE McWILLIAM.

FRANK EVERIST.

**McWILLIAM & EVERIST**

Fruit and Commission Merchants  
25 and 27 Church street,  
TORONTO, ONT.

We have arriving in Montreal this week, ex S.  
S. "Charrington," 1500 Boxes Extra Fancy Mes-  
sina Lemons; ex S. S. "Fremona," 3000 Boxes  
Extra Fancy Messina Lemons; ex S. S. "Dra-  
cona," 300 Boxes Extra Fancy Messina Lemons.  
These are all Extra fancy November-cut Mes-  
sina fruit, among them being 2000 Boxes of the  
celebrated Santi de-Pasquale brand, which is so  
well known for their long-keeping qualities.

Write for quotations.

**J. CLEGHORN & SON**

94 Yonge Street, Toronto.

California Riverside Navels  
" Riverside Seedlings Oranges.

Our First Car just arrived, good color, juicy  
and sweet, better stock than we have ever had.  
Messina Lemons, Figs, Dates, Nuts, Almeria  
Grapes, Bananas, Pines, etc., in stock. Full line  
Fish and Oysters during Lent.

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

Toronto, Ont.

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

WRITE FOR PRICES.

**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, June 15, 1893.  
GROCERIES.

Practically all the interest that there has been in the market the past week has been centered around sugar. Twice since our last review have the refiners advanced prices 1-16c. a pound, and the market here is fractionally higher in consequence, prices being firm at 5½ to 5¾c. for granulated, while 4½c. is the lowest priced yellows with most houses. The demand, although a little better probably than a week ago, is still lighter than is usual at this season. Otherwise prices would be probably higher than they are at the moment. The general trade, as regards volume, continues unsatisfactory, but travellers' orders exhibit some slight improvement. There are no large lots moving in any one line, merchants pursuing the same conservative hand to mouth policy that has characterised them for some time. Wholesalers seem about reconciled to this state of things, now seemingly expecting nothing else. Canned goods are not attracting much attention, and no material change has taken place during the week either as regards prices or business. There has been nothing eventful in coffee, and dried fruits remain much as before. New season's Japan teas are now in stock and there is a little movement in these, but the tea market continues as quiet as ever.

#### COFFEE.

Demand for coffee continues limited, just a bag or two moving here and there, principally Rios. Outside markets have ruled steady. Prices are unchanged. We quote: Rio, 19½ to 21½c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 21 to 22c.; Java, 30 to 32c. Mocha 26 to 27c.

#### DRIED FRUIT.

Nothing materially new has developed in this market during the week. Valencia raisins if anything are occupying a stronger position. The New York market is almost bare, and holders here expect to make a good profit before the new crop arrives. The idea for off-stalk is still 4 to 4½c. a pound for seconds, 5¼ to 6c. for fine; layers, ordinary selects, 6¾c.; fancy selects, 7 to 7½c. according to quality. The market is steady on currants and prices are unchanged, 6 to 6¼c. being the ruling prices for good and 5½ to 6c. for ordinary fruit. Prunes are in limited demand at 7½ to 9c. in cases. Dates remain dull and unchanged at 5 to 5½c. a pound.

#### RICE AND SPICES.

There is the usual seasonable demand for rice at prices ranging from \$3.65 to 3¾c.

Quiet and unchanged is the spice market. Whole ginger is quoted at 20 to 25c.; pure white pepper at 20 to 28c., and pure black at 14 to 16c.

#### SUGAR.

What the sugar market lacks in the matter of actual business it makes up, in part at least, in the attention it is receiving regarding prices. On three occasions since the last week's review have been prices advanced 1-16c. a pound, and another fractional gain would not cause as much of surprise. In New York on Tuesday granulated advanced 1-16c., and raws of 96 test sold there at 4½c. Granulated is now held here firm at 5½ to 5¾c. A dark yellow can be got as low as 4¾c., but for ordinary yellows 4½c. is the idea. There is a little better business doing in sugars, but demand is not yet up to former years, or anything like it.

Willett & Gray, New York, in their Weekly Statistical say: Raws unchanged. Refined advanced ⅛c. Receipts, 41,536 tons. Meltings, 30,000 tons. Total stock in four ports, 91,200 tons, against 79,763 tons last week, and 150,774 tons last year. By cable: Stock in Havana and Matanzas, 142,000 tons, against 140,000 tons last week, and 180,924 tons last year. Total stock in all the principal countries, 1,133,089 tons, against 1,468,179 tons at the same dates last year. Afloats to the United States from all countries estimated, 50,000 tons, against 60,000 tons last year.

RAWS—The situation is entirely in the hands of speculators, and those located in Europe are now apparently waiting for America to catch up to their parity and then make a further advance. There seems to be some kind of a system or tacit understanding between the speculators here and in Cuba and Europe to press their advantage to the utmost before the inevitable final collapse comes. They are stimulating each other with strong cables as to their views, and selling nothing but storing everything, 20,000 tons having gone into store this week in the United States, which could probably all have been sold at ⅛c. advance over last sales. After storing there will be nothing gained in selling at ¼c. over last sales, and so many cables giving storing instructions place 5c. on the sugars as the objective point for centrifugals. This is a phenomenal year for sugars, in relation to supply and demand, but still more phenomenal in the speculative grip now on all the markets of the world, and unless something unexpected happens the course of prices will prove more phenomenal yet. Refiners are disposed to fight the advance to the best of their ability, but it is growing more evident every day that they will be unable to save consumers from a very considerable advance from the present quotations before the next crops are available to relieve the situation. A check can now be made on the estimates of the Cuba crop, and the figures at hand this week showing the visible production to date make it necessary to advance our figures to 786,000 tons. Of course the present prices will stimulate the saving and selling of every ton possible to be made, even after the crop is virtually finished. It is plain that production of refined cannot increase while the supplies of raw sugar are held with an iron hand, and not parted with even to the extent of half the weekly requirements except at an advance of ¼c. per lb. between sales.

Refined—A small advance of 1-16c. was made early this week, followed by a second

advance of 1-16c., which seems almost absurd, in view of the situation of the raw sugar market as already given; ¼c. per lb. would have been much more appropriate to the situation, and such an advance cannot be much longer delayed. It is also within the possibilities of the coming months that orders for refined will be cut down by refiners pro rata, to a reduced production. Under such contingencies we cannot recommend too strongly the carrying of as large stocks as practicable.

#### SYRUPS AND MOLASSES.

Both syrups and molasses are dull and unchanged, the idea for the latter being 28 to 35c. and for the former 2 to 3¼c. per lb.

#### NUTS.

Market quiet and 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.

#### TEAS.

New seasons Japans are in stock and there is the usual movement in half-chest lots that characterizes the opening of the trade here in new Japan teas; high grades sell at 38 to 40c. and nothing of the new crop can be obtained lower than 28c. Generally speaking the demand for tea is light. No large orders are coming in, the buying being of a hand to mouth character, although in the bulk showing fairly well. We quote Japans (old)—Low grade and common, 13 to 14c. Medium 17½ to 19c.; fine to finest, 28 to 35c. Blacks—Low grades congous, 14½ to 16½c.; medium, 18 to 23c.; fine, 30 to 45c.; fancy 60 to 70c.

#### BUTTER AND CHEESE.

While there is not the same sharp downward tendency in the butter market as at time of last review prices are not by any means steady, and are compared with a week ago fractionally lower. Receipts of both dairy and creamery continue liberal and in excess of demand. Packing operations are now going on and no large dairy rolls are coming in in consequence, but tubs and pound prints are plentiful. We quote dairy tubs at 13 to 14c. and pound prints at 14 to 15c. Creamery butter is rather neglected, owing to the low price of dairy butter. Values are about 2c. per lb. lower, 19 to 20c. being quoted for tubs and 19 to 21c. for lb. prints.

In cheese the feeling is weaker and prices lower. As is usual at this season there is some anxiety to get rid of the May make, it not being possessed of good keeping qualities. The jobbing price is ¼c. lower at 9¼ to 10c. It is likely that the production will be large this year.

#### COUNTRY PRODUCE.

BEANS—Demand fair for the season. Jobbers are paying \$1.30 to \$1.35 and selling at \$1.35 to \$1.45.

(Continued on page 20.)

**Egyptian Onions**  
**Bermuda Onions**  
**NEW CABBAGE**  
**CLEMES BROS.**

Phone. 1788

TORONTO



**A Comparison . .  
With Other Goods**

Will, we think, result favorably to ourselves. Great care is exercised in the selection of the materials and in the preparation of our stock. Our customers tell us that they are the best Domestic Goods packed in Canada. Is that your verdict? Have you seen them?

**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.

**CANNED**  
**Lobsters**  
Direct from Packers—1893 Pack.  
Wholesale houses only, supplied.  
**L. H. DOBBIN, - MONTREAL.**

**LYTLE'S  
PICKLES**



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

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

CALL FOR —  
**Lakeport**  
PRESERVING CO'S  
**Canned Goods**

And get the best goods on the market. They have no equal for excellence in Flavor and Pack.

**PACKING HOUSES:**  
**LAKEPORT AND TRENTON, ONT.**

**BANANAS**

2 and 3 Cars arriving weekly and Fine Rooms for Ripening  
A Trial Order Solicited

**Dixon Bros., Hamilton**

**MAPLE PRODUCTS**

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

Address

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

**Boy  
Brand  
Corn**  
UNBLEACHED



**DAILEY'S**

**Boy  
Brand  
Tomatoes**



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

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

**Keep your  
EYE** 

**on the**

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



TRADE MARK

**DELHI CANNING CO.**

## MARKETS—Continued.

**DRIED APPLES**—Inactive; a few small lots are going out at  $4\frac{1}{2}$  to  $4\frac{3}{4}$  c., and jobbers would not pay more than 4c.

**EVAPORATED APPLES**—Stocks are light and prices steady at 9c. No lots are being offered to jobbers, but they would pay  $7\frac{1}{2}$  to 8c.

**EGGS**—There is at the moment a little scarcity and prices are steady at  $11\frac{1}{2}$  to 12c. Eggs are still being pickled, and more are being put down than it was expected there would be.

**HONEY**—Dull, at 7 to 8c. for extracted white and 5c. for dark.

**POULTRY**—Spring chickens are wanted, according to size, at 60 to 90c., and spring ducks would fetch the same price.

**POTATOES**—The market is a little easier, car lots selling on track at 90 to 95c.; bags are selling out of store at \$1.05 to \$1.10.

**ONIONS**—There is no change, Egyptians selling at \$2.50 to \$2.75 per bag and Bermudas at \$2.50 per crate.

**HOPS**—Quiet and unsettled, at 15 to 16c. for Canadian and 16 to 17 for British Columbian.

## HOGS AND PROVISIONS.

The warm weather has naturally affected the market for dressed hogs, and while there is not much doing prices are higher at \$7.50 to \$7.75. Sales of smoked meats are a little freer, but no large lots are moving. Demand for lard is good. Prices remain without material change.

**BACON**—Long clear,  $10\frac{1}{2}$  to 11c. Smoked backs  $12\frac{1}{2}$  c., bellies,  $13\frac{1}{2}$  to 14c. rolls  $10\frac{1}{2}$  to  $10\frac{3}{4}$  c.

**HAMS**—In good demand and firm at 13 to  $13\frac{1}{2}$  c. for smoked.

**LARD**—Pure Canadian is 13c. in tubs,  $13\frac{1}{4}$  c. in pails and  $12\frac{3}{4}$  c. in tierces. Compound 10 to  $10\frac{1}{2}$  c.

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

**DRESSED MEATS**—Beef fores are  $4\frac{1}{4}$  to  $5\frac{1}{2}$  c., hindquarters 6 to  $8\frac{1}{2}$  c., veal 8 to  $7\frac{1}{2}$  c., lamb  $8\frac{1}{2}$  to 9 $\frac{1}{2}$  c.

## GREEN FRUIT.

Trade is brisk and what change there has been is in the direction of higher prices. Oranges are coming in with a good deal of waste, and owing to this, together with a good demand, prices are 25 to 50c. higher. Lemons are beginning to move more freely as the weather gets warmer, but there is no change in prices. The ordinary Cuba pineapples are about out of the market, and the sugar loaf, which sells at 16 to 17c., is taking its place. There is an improved demand for bananas and prices are steady. Strawberries are a little higher, costing more in Baltimore. Strawberries of Canadian growth will probably be on the market early next week. Demand is brisker for apples and prices are 50 to 75c. per barrel higher. The market is taking all at the advance. We quote:

# SURPRISE SOAP

Is Not Cheap, but is finest quality  
at a fair price.

\$5.00 PER BOX OF 100 CAKES.

The St. Croix Soap Mfg. Co.,

St. Stephen, N.B.,

## Branches:

**MONTREAL**: 17 St. Nicholas St.

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

**WINNIPEG**: E. W. Ashley.

## CANNED GOODS.

## TORONTO.

No particularly new features have developed during the week. Business is fair and prices unchanged. In regard to tomatoes the situation is much about the same as a week ago. The lowest price is 80c., but some holders say that as it is but a matter of a very few weeks before the new pack will be on the market they are not going to refuse an order if a little shading will secure it. There does not however seem to be many who are as anxious as this to sell, as stocks, although they may be larger than anticipated, are not by any means heavy. Some of the cheap lines of both tomatoes and peas that were held on this market are nearly cleaned out. A fair trade is doing in peas at from 80 to 90c. Corn is scarce, firm and in good demand at from 85c. up. Peaches remain much as before at \$2.10 to \$2.25 for 2's and \$3.25 to \$3.75 for 3's. Plumbs are in fair demand and unchanged at \$1.45 to \$1.55. Apples scarce and in demand at 85c. to \$1 for 3's and \$2 to \$2.25 for gallons. There is a good business doing in canned salmon at unchanged prices, the better grades selling at \$1.50 to \$1.55 for talls and \$1.70 to \$1.80 for flats. A fair trade is being done in lobsters \$1.90 to \$2.10 for talls and \$2.50 to \$2.70 for flats.

**Oranges**—Messinas, \$4 to \$4.25 per box for 200's, \$3.75 to \$4.00 per box for 160's, \$2.25 to \$2.50 for 80's and \$2.25 for 100's, \$2.50 for bloods, half box; lemons, \$3 to \$4.50; bananas, \$1.25 to \$2; pineapples, extras, 17c., No. 1 15c., No. 2  $12\frac{1}{2}$  c., No. 3 10c.; California apricots, 20c. per lb. 25-lb. boxes; apples, \$2.00 to \$2.50 for ordinary stock and \$3.00 to \$4.00 for choice to fancy; strawberries, 13 to 16c.; tomatoes \$2.25 to \$2.50 per crate; peas, \$1.75 per basket; cucumbers, \$3 per basket; beans, \$2.75 per crate; cabbage, \$2.50 to \$2.75 per crate.

## MAPLE PRODUCTS.

There is no special feature to note, and prices remain as before. We quote syrup at 75 to 80c. per wine gallon in tall tins and 70 to 75c. per wine gallon in flat tins. Maple sugar is unchanged at 8 to 10c.

## FISH.

Trade is light this week. Lake Erie herrings are coming in plentifully and they sell at \$2 per 100. Dealers are also getting quite a few Lake Ontario white fish, which are in fair demand at 8 to 10c. per pound. Fresh sea salmon is lower. We quote:—Fresh sea salmon, 15c.; skinned and boned codfish,  $6\frac{1}{2}$  c.; Labrador herring, \$3 per half bbl.; shore herring, \$2.75 per bbl.; Digby herring, 11 to  $12\frac{1}{2}$  c.; boneless fish, 4c.; boneless cod, 7 to 8c.; pike, 5 to 6c.; ciscoes, \$1.35 per 100; perch, \$2 to \$3 per 100 as to size; blue back herring, \$2 to \$3 per hundred; blue pickerel, 4 to 5c. a lb.; yellow ditty, 7 to 8c.

(Continued on page 22.)

SYMINGTON'S

**C**OFFEE  
ESSENCES

.. UNEQUALLED ..

ASK FOR THEM

WHOLESALE AGENTS

STANWAY & BAYLEY

.. TORONTO ..

HILLS & UNDERWOOD'S  
ENGLISH  
MALT VINEGAR.

# S. A. Van Dam & 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.

## The Norton Manufacturing Co.

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

MANUFACTURERS OF

### TIN CANS

By Automatic Machinery.

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

#### CANS.

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

“Solder Hemmed” Caps.

Inquiries and Correspondence Solicited.

HAMILTON, - ONT.

WOODEN WARE,  
WILLOW WARE,  
BROOMS, BRUSHES,  
PAPER AND TWINE,  
GROCERS' SUNDRIES,  
ETC., ETC.

## WALTER WOODS & Co.

Manufacturers, Importers,

AND

Wholesale Dealers . . .

74, 76, 78  
McNAB ST. Hamilton, Ont.

**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—

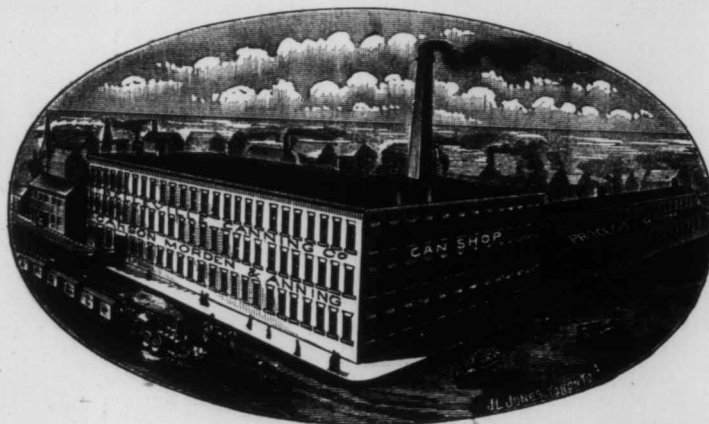
### “Queen Brand”

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

a lb.; shad, \$3 a dozen; halibut, 15c. a lb.; salmon trout and white fish, 7 to 7½c.; eels, 8 to 10c. a lb.

## HIDES, SKINS, TALLOW, WOOL.

HIDES—No change, carlots selling as before at 5¼c. for good selects.

SKINS—Calfskins dull; jobbers are paying 8c. as before, but there are no sales. Season is about over for wool skins, only an occasional one coming in. A good many lamb skins are offering and price is unchanged at 30c.

TALLOW—Supply and demand light and prices steady; dealers are paying 5½c. for rendered and selling at 6c.

WOOL—There is a good deal coming in on the street, for which 17 to 18c. is being paid for good selections of washed merchantable wool; 10 to 11c. is paid for unwashed and 13 to 14c. for rejections.

## PETROLEUM.

The Petrolia Advertiser, in its weekly report, says: "The backwardness of the season, the tariff agitation and the unsettled influences upon commercial affairs pertaining to petroleum are given as reasons for the continued dullness. On the whole, however, the tone of the market is maintained on a steady basis." Petrolia crude is quoted at \$1.07 per barrel in tanks or \$1.10 delivered.

On the Toronto market business continues quiet and unchanged in burning oils and fairly good in lubricating oils. We quote: Canada refined oil, 13 to 13½c.; carbon safety, 17½ to 18c.; Canada water white, 19c.; American water white, 21 to 22c.; photogene, 25c.

## MARKET NOTES.

A good grocery business, well situated, is offered for sale by Eli Hutchings, of Carleton Place.

Smith & Keighley report large sales of new season's pack of salmon to arrive.

Eby, Blain & Co. this week received their first arrival of choicest May picking Japan tea. This tea is stronger in body than it has been for some seasons.

Davidson & Hay are in receipt of a shipment of Arguimbau off-stalk Valencia raisins which they are selling at 4½c. a pound.

Eby, Blain & Co. are in receipt of some exceedingly high grade Ceylon teas, for which they have had enquiries lately. The grade is said to be higher than is usually brought to this market.

Davidson & Hay have their new shipment of Japan tea in stock.

J. W. Lang & Co. received orders this week from Hamilton, at full prices, for horse-shoe salmon.

Dawson & Co. received a car of strawberries Saturday containing 145 cases and another on Monday containing 130 cases. These are believed to be the two largest carloads of strawberries ever brought into this market from the States. The average number of cases to a car is about 110.

D. Gunn, Flavell & Co. have received a number of answers to their circulars sent out regarding the buying and packing of butter, "which indicates," said a member of the

firm, "that there is a large make of dairy butter this spring."

Lipton, the English packet ten man is making arrangements to push his trade in Canada.

The new May picked Japan teas, "Mikado chop," offered by W. H. Gillard & Co., of Hamilton, are very fine in the cup and attractive in appearance.

People are now getting on to the fact that selected fruit is best to handle, instead of cheap trashy stuff, James Turner & Co. report a fine trade in Vostizza and selected Valencias.

Retailers requiring tomatoes should refer to W. H. Gillard & Co.'s advertisement. The price they are quoting for limited quantities is much below the market.

Hillwattee is now a household word in many sections of Ontario. The grocer has no trouble to sell this reliable brand of blended tea. The agents, Lucas, Steele & Bristol of Hamilton, will mail samples on application.

Steel, Hayter & Co., growers and importers of Indian teas, report the arrival of large consignments of Indian Pekoe Souchongs. These teas come direct from their gardens in India. They are unopened in London and are in fine condition. The prices range from 18 to 20c.

Epps & Co., the well-known English cocoa manufacturers, in a letter to C. E. Colson, of Montreal, their special agent for the Dominion, say: "We are pleased to notice that up to date your orders are largely in excess of last year."

Gillard & Co. are in receipt of Morton's fresh herrings and preserved bloaters. These lines are delicious summer-goods and the demand is increasing amongst consumers.

The old reliable Stowers' lime juice and cordial is again to the fore with the hot weather. Lucas, Steele & Bristol have just received a consignment. This firm offer another pure lime juice, also put up one dozen pints in cases to sell at \$2. It makes a handy 25c. bottle.

The firm name of "The Cowan Cocoa and Chocolate Co. (Ltd.)," has been changed to "The Cowan Co. (Ltd.)," for the sake of brevity. Owing to their increasing trade they have found it necessary to obtain larger premises, Nos. 468, 470, 472 and 474 King street west, which are being enlarged and refitted, and to which they remove about 1st July.

Canned haddies of the well-known "Thistle" brand are now in the market, the first shipment of new pack having arrived this week. The packers of these fish always seem to be alive, and the "Thistle" brand has won a reputation that it well deserves. Twelve years ago the first shipment to this market of these fish was made to Eby, Blain & Co., and this firm have never ceased to keep them. Mr. Robert Austin, who is the

manager of the "Thistle" Canning Company and a man of great experience, succeeded his father many years ago, and has well kept up the reputation that had been earned for all haddies packed under the name of "Thistle."

A. Sneath & Son, general merchants, Penetanguishene, have sold out to Ross & Rourke. Mr. Ross was formerly bookkeeper and store manager of the New Keene Lumber Co. and Mr. Rourke was head pusher in the grocery department of W. M. Thompson. W. W. Sneath leaves for California about July 15. "We would say when retiring from business," write the firm, "that we consider your paper the paper of Canada."

## MONTREAL MARKETS.

MONTREAL, June 15, 1893.

## GROCERIES.

The grocery market is quiet on the whole, and nothing new has arisen during the week except in the case of sugar, which has given an example of further firmness. This product seems as though it was never going to stop its upward march. On Thursday last one of the refiners here gave notification of an advance in price, and finally on Saturday the advanced quotations recorded below were established by the refiners, who state that even at the higher basis they will only take moderate orders and refuse to look ahead to any large extent. In other branches the movement has been of a fairish character, the warm weather increasing the overtturn in some respects, but there are no special features to note. Tea is quiet, with buyers holding off more or less, while the situation of syrups is unchanged. In Barbados molasses, despite all predictions to the contrary on the part of interested people, prices are down at the Islands to a 12c. basis. Dried fruit has shown a somewhat better enquiry, rice is steady and canned goods do not furnish anything new in addition to the phases of the situation in regard to salmon and tomatoes, on which we have already dwelt specially.

## SUGAR.

The sugar market holds very strong and since our last there has been an advance of a fraction or so in the prices both of yellows and granulated. In our last we referred to an advance in New York and said that one was anticipated here and it has been fulfilled. In addition to this firmness, it is just now the season when the demand commences to make itself felt on preserving account, and everyone is looking therefore for a strong and more active sugar market. Refiners however will only operate very cautiously in the matter of accepting orders. On Thursday they advanced prices to 5 5-16 to 5 3-8c. on granulated and 4 5-16 to 4 3-8c. on yellows, and finally on Saturday they marked them up still higher, their quotations now standing 4 5-16 to 5c. for yellows and 5 3-8c. for granulated. Advices on raw give no indication of any easier influence and it would not be surprising to some if even higher prices were to result.

## SYRUPS AND MOLASSES.

In syrup the position is precisely the same as it was a week ago. Canadian in the wood

(Continued on page 24)



**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.

**Embro  
Oatmeal  
Mills**

D. R. ROSS, EMBRO, ONT

A CHOICE QUALITY OF

Rolled, Standard and Granulated

**Oatmeal**

IN BARRELS, HALF BARRELS OR BAGS.

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

**FLOUR AND FEED.**

TORONTO.

The flour market is dull and weak, with prices lower. Oatmeal is firmer and millfeed is lower.

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, \$4.05 to \$4.25; Manitoba strong bakers', \$3.80 to \$3.90; Ontario patents, \$3.50 to \$3.60; straight roller, \$2.85 to \$3.10; extra, \$2.65 to \$2.70; low grades, per bag, \$1.00 to \$1.25.

MEAL—Oatmeal is \$4.10 to \$4.30. Cornmeal is \$3.25 to \$3.50.

FEED—Bran (ton lots) \$13.00, do (on track) \$11.50 to \$12.00, shorts (ton lots) \$15, ditto (on track) \$12.50 to \$13; mixed feed \$20 to \$22, feeding corn 57 to 58c., oats 38c. on track.

HAY—Baled timothy is not much wanted owing to freer street receipts. We quote \$10 to \$10.50. There have been sales for export equal to these prices.

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

MONTREAL.

The flour market furnishes no very interesting feature, and some demand is noted on export account and cables are somewhat better, but the local market is as quiet as ever and the demand unsatisfactory. The call is largely for cheap grades and outside lots. We quote:—Winter wheat, \$3.90 to \$4.10; Manitoba patents, best brands, \$4.20 to \$4.30; straight rollers, \$3.40 to \$3.55; extra, \$3 to \$3.15; superfine, \$2.60 to \$2.90; Manitoba strong bakers', \$3.65 to \$3.80; Manitoba strong bakers', best brands \$3.90 to \$3.95.

ST. JOHN, N.B.

The demand for breadstuffs is not up to what it should be. Stocks are heavy and prices unchanged, as dealers claim that to lower quotations would be selling below cost. Manitoba is selling at \$5 to \$5.15, Ontario high grade \$4.15 to \$4.25, medium patents \$4 to \$4.10.

Oatmeal—Firm at advance with indications for higher prices; \$4.40 to \$4.50 is present rates for selling.

Cornmeal—No change in values; \$2.70 to \$2.75 is the idea.

**Robinson's  
Patent Barley**

For sale by all Druggists and Grocers, and wholesale of the Agents—FRANK MAGOR & CO  
16 ST. JOHN ST., MONTREAL. Write for Samples and Quotations.

**"JERSEY BRAND" CONDENSED MILK.**



It is guaranteed Pure and Unskimmed.  
An excellent food for Infants.  
We make only the one quality—**THE BEST.**  
Buy only the **JERSEY BRAND** for all purposes. Sold by Grocers, Outfitters and others.

MANUFACTURED BY  
**FORREST CANNING CO'Y,**  
HALIFAX, N.S.  
STANWAY & BAYLEY, Agents, Toronto.



**Tea Caddies All Sizes**

Spice, Baking Powder and Tobacco Tins.

AND

**TIN SIGNS, Lithographed and Japanned.**

Write our nearest House for  
Catalogue and Prices.

**THE McCLARY M'FG COMPANY**

London  
Montreal

Toronto  
Winnipeg

**MONTREAL Markets Continued.**

has moved at 2 to 2½c. and American at 18 to 20½c per gallon.

Despite the strenuous efforts of the combine and those holding large lots of molasses to discredit the fact of the 12c. figure at the Islands, it has been repeated here this week for Barbadoes molasses. Still the combine holds its price steady here at 33 to 34c., but there is no strong inclination to go into any further investments at present. It is claimed also that business, as we have noted previously, has been done in outside lots for less money, and the statement was repeated this week and there is good ground for believing it to be true.

**TEA.**

The tea market is decidedly quiet, buyers preferring to wait until the new crop is arriving more freely before placing orders for any round quantities. There have been some stock of 1892 left over, but there is no anxiety about it. Sales of round lots of Japan are noted at the following:—Low grades, 13 to 14c.; medium to good, 15 to 18c.; fine, 19 to 21½c.; finest, 23 to 31c.

**COFFEES, ETC.**

Coffee remains much the same with nothing special to note this week.

Spices continue firm and unchanged also.

**RICE.**

There is a good steady movement in rice at unchanged prices. We quote: Ordinary \$3 85 to \$4. Japans \$4 to \$4 50, Patnas and Carolinas \$4.50 to \$5.50.

**DRIED FRUIT.**

There has been a better enquiry for dried fruit during the week, and further round lots of Valencias have been moved at 3½c. for good common and 4c. for better grade off-stalk raisins, while some choice parcels have fetched 5c. Layers are firm at 6c. Currants remain dull and easy at 5 to 6c. as to package.

**GREEN FRUIT.**

There has been a good saleable demand for green fruit during the week, the warm weather having an appreciable effect, especially on the call for oranges and lemons. Oranges in half boxes have been selling at \$1.75 to \$2 and in boxes at \$2.75 to \$3.50. Lemons moved with quite a degree of freedom at \$3 to \$4 per case. Pineapples have ruled plentiful but steady at 4 to 12c. as to size. There are more bananas than the demand can accommodate, and we quote prices easy at 50 to 75c. and \$1 per bunch according to quality.

**APPLES.**

Apples have furnished some jobbing sale during the week on the basis of \$2 to \$3 25 per bbl. according to quality.

**BEANS.**

Beans rule steady, single lots of Western hand picked moving during the week at \$1.60 to \$1.65. Ordinary grades are a slower sale at \$1.25 to \$1.50 and inferior \$1.50 to \$1.10.

**HONEY.**

There is no change in honey which rules quiet and featureless. Comb stock sold at 9 to 13c. and extracted 6 to 8c. during the week.

**HOPS.**

The same dullness prevails and in the absence of business prices are more or less nominal. We quote choice 17 to 18c., poorer qualities 14 to 16c. and old hops 6 to 10c.

**PROVISIONS.**

The provision market is quiet, with prices much the same. The following are the quotations: Canadian short cut, per brl., \$21

to \$22; mess pork, Western, new, per brl., \$22 50 to \$23; hams, city cured, per lb. 12½ to 13¼c.; lard, Canadian, in pails, 12 to 12½c.; bacon, per lb., 11½ to 12½c.; lard, common refined, per lb., 10 to 10½c.

**EGGS.**

Receipts of eggs continue heavy, but there is no change in prices, which remain at 11 to 11½c, single cases of candled stock fetching 12c.

**BUTTER AND CHEESE.**

The cheese market was soft in tone as expected, and the decline intimated probable has been practically established. There was not much business to note; good round orders for Ontario white could be filled at 9c. if buyers were willing to pay that figure, but they generally stipulate for the concession of a fraction on that figure. At the wharf this week 3,344 boxes were offered, mostly white, and they were all sold at 8¼c. Some 2,000 which came in by rail also went for the same figure. We repeat the quotations which we marked last week, with the stipulation that it is more a question of the inside than the outside figure. Finest colored, 9¼ to 9¾c.; finest white, 8¾ to 9c.; under grades, 8¾ to 8½c.; cable, 48s.

Butter fails to show any particular activity. There has been dealing in small parcels of creamery—25 box lots on the basis of 18½c.—by exporters, and this is an outside price for the article. Other grades are quiet, and we do not hear of anything doing except in a jobbing way on local account. New creamery, 18 to 18½c.; new Townships, 16 to 17c.; western dairy, 14 to 16c.

**MONTREAL TRADE NOTES.**

The warm weather has led to a somewhat better demand for lemons.

N. Quintal & Fils still offer their low priced line of tomatoes to the trade.

Bananas are a perfect glut here, and sales at 50c. and under in some cases are reported.

Further large orders of canned salmon have been booked here at inside figures at the coast.

L. Chaput, Fils & Cie. are offering Greenbank's lyes and concentrated soda, etc., this week.

Further low offers of molasses at the Islands are reported, 12c. now being recognized despite persistent attempts to discredit it.

Some round lots of 1892 Japan teas have been moved during the week. There is still quite a stock remaining, but holders manifest no anxiety.

C. Alfred Chouillou, the agent for Menier's Chocolate, has been pushing the article freely this spring and summer, and says the sales are encouraging.

Stewart, Munn & Co. have been receiving quite a lot of supplies of their various descriptions of Newfoundland sea food during the past week or so.

Four cargoes of Barbadoes arrived here this week, and, as we have noted before, still more are on the way. The market begins to feel the influence of the load.

Lightbound, Ralston & Co. offer their new specialty, Schweitzer's Cocoatine,

for which they are the sole Canadian agents, in nice handy sized tins to the trade.

With sugar on the up move housewives are beginning to get anxious about their preserving. Buyers show more disposition to order, therefore, but refiners are very cautious.

We understand that Messrs. Frank Magor & Co., 16 St. John street, Montreal, are handling the well-known jams and jellies of Messrs. Chas. Southwell & Co., London, Eng. The high quality of these should make them quick sellers, and Messrs. Magor & Co. are preparing for a good season's business.

**ST. JOHN, N. B., MARKETS.**

ST. JOHN, N.B., June 15, 1893.

Business is only fair. The markets are steady in all lines.

Flour is in only moderate demand. Sugars show very little life. Provisions are more enquired after at regular prices.

Sugars—Market still very dull, though prices are strong and likely to advance. We quote: Granulated, 5¼ to 5¾c.; extra C, 4½ to 4¾c.; yellows, 4¼ to 4½c.

Molasses—Barbadoes is quoted at 32 to 33c.; Antigua, 30 to 31c., with small enquiry.

**PERSONAL MENTION.**

E. B. Nixon, Winnipeg, buyer for the Hudson Bay Co., was in Toronto and Montreal last week on a special trip.

James Playfair, lumber dealer and general merchant, Sturgeon Bay, intends going to the World's Fair in a unique way. He will board his private yacht at Sturgeon Bay and sail right through to Chicago. He expects it will take about four weeks to reach the White City.

F. J. Gillespie, merchant and deputy-reeve of Uptergrove, was in Whitby last week attending the County Council.

J. D. Arguimbau of Denia, was in Toronto last week on his way to the World's Fair. He says prospects indicate a Valencia raisin crop much about the same as last year as far as quantity is concerned but that the quality will of course depend on the weather experienced between now and the scalding period.

Early Sunday morning burglars entered the store of Charles A. Wenino, grocer, Sarnia, by a coal hatch, and got into the furnace room, and prying open the door leading up to the store. They secured about \$12 in silver. No clue as yet.

Sheriff's Bailiff Stewart, of Hamilton, Tuesday arrested James Mitchell on a capias issued at the instance of The Tuckett & Son Company. Mitchell, who used to keep a grocery store at the corner of King and Queen streets, Hamilton, sold out on Friday last to Fred. Dodman. In the affidavit, on which the capias was issued, it is alleged that Mitchell made away with his property to defraud his creditors. He owes the Tuckett company \$137.

**We Take Stock in May**

Merchants open to buy JOB LOTS should not fail to call and see us when in the City.

Now is the time to secure bargains in Crockery, China, Glassware and Lamp Goods. Largest stock in Canada to select from. Send for sample package of the **New Era and Columbian** assortments of Glassware.—Sells retail at 25c. and 10c.—Best value in Canada.

**JAMES A. SKINNER & CO.**

54 and 56 Wellington St. West, Toronto.

Branch in Vancouver, B.C.

ESTABLISHED 1851.

WE OFFER

**.. TOMATOES ..**

in 3 lb. Tins

Quality Guaranteed,  
at **80c.** per doz.

**N. QUINTAL & FILS,**

WHOLESALE GROCERS,

274 St. Saul Street, Montreal.

**FAMOUS**

**"STAR"**

**Sugar Cured Meats**

Mild, Sweet, Delicious Flavor.

All live dealers have them.

Be sure you have fresh stock

**F. W. FEARMAN,**

**HAMILTON, ONT.**

**J. W. LANG & CO.**

Tea, Sugar .

Syrup . . .

Canned Goods

Wholesale Grocers,

59, 61, 63 Front Street East,

TORONTO

**Seasonable Goods**

Canned Salmon—"Brittania" talls and "Clover Leaf" flats, also full lines of Aylmer Canning Co's Meats, Chicken, Turkey, Duck, Lunch Tongue and Pigs Feet.

**SLOAN & CROWTHER,**

WHOLESALE GROCERS,

19 Front St. E., Toronto.

**COFFEES.**

—: IN STOCK :—

MOCHA, E. INDIA, CAPITANIA & RIO.

— TO ARRIVE —

EXTRA CHOICE D. G. JAVA.

**WARREN BROS. & BOOMER,**

35 and 37 Front St. East, **TORONTO**

**First Arrival.**

New Season's Japan Tea, 1893-4

**NOW IN STORE.**

Style and Quality Superb.

**RAW SUGAR in BARRELS,  
BRIGHT COLOR & DRY.**



**Smith and  
Keighley**

May 29th, 1893.

9 Front St. E., Toronto.

**JUST TO HAND.**

DIRECT IMPORTATIONS FAMOUS

**"Crescent" BRAND**

**Currants**

Best Value in the Market.

**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," Shaps. XVI. and XXX.

Lord Byron's "Beppo," VIII.

**SEELY'S Flavoring Extracts**



have stood critical test 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.

**T. KINNEAR & CO.,**

WHOLESALE GROCERS,

**TORONTO.**

**JUST TO HAND**

Large Consignment of

**West India Molasses**

: : ALSO : :

**Ceylon and India Teas**

EXTRA VALUE.

**Elliott, Marr & Co.,**

Importers of Teas

—AND—

**Wholesale Grocers.**

**LONDON, ONT.**

## THE PRUNE SITUATION.

Contrary to all expectations entertained by the trade last fall, the stock of prunes has continued ample to this time, and there is every reason to believe that the quantity remaining will prove sufficient to meet the wants of consumers until the several new crops can be placed upon the market from the various producing sections. The Turkish and Bohemian crops last year were considerably less than the average of those sections, and the yield of the French orchards also showed a deficiency, while in our own country the crop of California fell off fully fifty per cent in comparison with that obtained in '91. When it became evident that the several crops were likely to prove short, growers' ideas suddenly became inflated, and the trade were confronted with extreme views for deliveries when the goods became available for shipment. Buyers were at first inclined to caution, but as the season progressed and the prospects failed to improve, importers exhibited more disposition to consider offerings of the several foreign crops, and operations were carried on upon a more liberal scale in the growing sections of the Pacific Coast. With several months of a moderately active demand the fruit rapidly changed from the hands of growers to speculators and the trade, thus throwing the responsibility upon the two latter classes of finding sale for the goods and at remunerative prices. During the progress of transferring the several crops to second hands, prices were urged constantly forward, the demand being stimulated by "ringing the changes" on the short supply that would soon become manifest in the markets of the world. To load up at high prices is a very easy matter, but to get out with a profit upon the venture is an entirely different affair. When the big prune deal was engineered several years ago, the syndicate figured out to their own satisfaction the exact amount of each individual's consumption. They had it planned that the total quantity was "so much" that prices would be raised by gradual stages until 10 cents per lb. would become the price for Turkish, after which time the market would take care of itself. The thought of checking the consumption was not seriously entertained, but the pool found in the end that had they made some calculation upon this point they would have been saved considerable capital. Prunes today are considerably above the normal value, and as such has been the case since last fall, and even beyond that time, the demand from the "bone and sinew" of the country has been lessened materially, the fruit being no longer included among the food staples of the poorer classes. It is all very well to talk of educating the tastes of the masses up to a higher

grade of goods, but when the pocket does not permit of indulging in the improved quality at a higher cost, naturally the consumption receives a check. Going back previous to the prune syndicate period, 3 1-2 to 4c. was quite common as a value for cash prunes from Bosnia and Serbia, or what are generally known as Turkish. At that time the ordinary grocer purchased a cask or a barrel, and made the price of four or five pounds for a quarter. Then it was that the fruit was within the reach of the lower classes, and naturally the sale was heavy to all sections. Cask fruit in those days was of a much better standard than the fruit of to-day in similar packages. During the past three or four years the industry of grading and boxing has steadily increased, and only the very smallest sizes are now to be found in the weighty casks, whereas formerly the fruit as cured was packed regardless of size in this one style of package. Assorting the fruit has assisted in raising the standard of the goods coming from the Bosnia and Serbia districts, and it has also served to raise the value; but on the other hand the lowering of the standard of the fruit in casks has not served to lower the price for that style of packing, but, on the contrary, the prices obtained are considerably higher than under the old system. The full prices of the past two years may, however, be attributed to the unfavorable crop results, and also to an increased European demand. Reports from Europe the past season have indicated an unusually heavy sale for not only the Turkish and Bohemian, but also the French, and though prices to-day are regarded as full, there are no offers making from primary sources for shipment hither, the quantities remaining there being so small that the holders regard their stocks as barely sufficient to piece out the season among their own consumers. The stock of Turkish in this market is considerably less than the quantity usually held at this season of the year, but the limited demand experienced during the past three months and the lack of spirit to the enquiry to-day have led to a weak and unsettled feeling, with ruling values showing a constant loss to those who are carrying the goods. Regarding our California product, the stock held here is extremely small, the Western markets have no surplus, and from all accounts no large quantities are held upon the coast; but in the face of this statistical position buyers have had the advantage for some time past, and the values quoted as acceptable to-day show a heavy loss to the holders. Latest reports from the Pacific are of a very favorable character regarding next crop. The trees are weighted with fruit, and after making liberal allowances for droppings, reliable authorities count upon a yield fully as great as that gathered in '91, or say a quantity approaching 22,000,000 to 24,000,000 lbs. of dried fruit.—N. Y. Bulletin.

## BUSINESS CHANCES.

Advertisements inserted under this heading two cents per word each insertion.

**A GOOD GENERAL STORE FOR SALE**—stock about \$4,000 to \$5,000—also postoffice in connection, in the village of Norland, situated on the banks of Gull River. Apply to Postmaster, Norland. 24

**SMART GROCERY BUSINESS FOR SALE IN** Carleton Place. Corner store, close to post office; best location in town. Railroad trade, no long accounts. The right man can make money. Present owner retiring from business. Will either sell or rent store. Eli Hutchings, Carleton Place. 27

**AN OPPORTUNITY—A FIRST-CLASS GROCERY** business for sale in the city of Toronto. Last year's business \$30,000; ill health only cause for parting with it; finest stand and premises; to rent, good house over store; all heated with hot water system; advertiser owns property and will sell only to first-class live man; money required, between four and five thousand; closest scrutiny desired. Address A. B. C., care John I. Davidson, Esq., 36 Yonge St., Toronto.

### COX'S GELATINE Always Trustworthy.

ESTABLISHED 1725.

AGENTS FOR CANADA:—  
C. E. COLSON, Montreal.  
D. MASSON & CO., Montreal.  
ARTHUR P. TIPPET & CO.,  
Toronto, St. John, N. B., and Montreal.

### LAWSON BROS. Manufacturers of . . .

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.

259 and 261 King St. W., Toronto, Ont.

### 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.

L. E. LAWSON,

261 King St. West - - TORONTO, ONT.



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 & Persse, Winnipeg.

A . . .  
Few . . .  
Reasons  
Why . . .



## Spanish Blacking

EXCELS ALL OTHERS

- It contains more oil and keeps the leather softer and more pliable than any other.
- It gives a beautiful bright polish, and holds the polish longer than any other.
- It does not burn or injure the leather.
- It gives a quicker polish than any other.
- It resists dampness from the foot.
- It does not rub off on the clothing.
- It is the handsomest put up blacking in the world.
- It will never get hard or dry up, it will keep for years in any climate.
- It is altogether the best polishing blacking made or sold in Canada, and we challenge the makers of the world to produce a blacking to equal it.

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



# 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.



### COFFEE AND SPICE MACHINERY

We have removed to our new shops at Thirteenth and Hender-  
son streets, Jersey City, where we have greater facilities for  
manufacturing to meet the increasing demand for our  
machinery.

Our offices and salesrooms are at  
Room 201, Havemeyer Building,  
Cor. Church & Cortland Sts.,  
NEW YORK

The Hungerford  
Co.

# LIGHTBOUND, RALSTON & CO.

## Wholesale Grocers,

MONTREAL.

AGENTS FOR CANADA FOR THE BEST  
COCOA IN THE WORLD.

# SCHWEITZER'S COCOATINA

1-2 lb. tins \$2.25 per doz.

1 lb. tins \$4.00 per doz.

### WHOLESALE AS AUTOMATONS.

The following article, by Jacob Furth, president of the Associated Wholesale Grocers, St. Louis, recently appeared in The Interstate Grocer:

It is a sad but uncontrovertible fact that the profits of the wholesale grocer are smaller than the profits of any other jobber. The gross profits of the average wholesale grocer of to-day do not reach in percentage what it costs the dry goods, clothing, boot and shoe, millinery, or other jobber to do his business. The grocer does more work in poorer quarters, takes greater risks, and must economize more than the jobber in any other line of business; why is it then that he does not get that remuneration for his services that is freely and willingly accorded to other jobbers? Why is it that he cannot get a fair percentage of profit on his sales? And why is it that he is not allowed to enjoy those comforts and pleasures that others enjoy who are engaged in other lines? There seems to be an unwritten law, respected and executed to a remarkable degree, that the grocer must sell a portion of his goods at or below cost, another large portion on a basis of profit not at all in keeping with what it costs to do his business, and that the balance must be sold on a percentage of profit which the closest staples bring in many other lines. Why is this so? And what causes have led to this peculiar and unfortunate state of affairs?

This question is now puzzling the brightest minds in the profession, and how to improve the condition of affairs is certainly a matter of vital interest to all, and deserving of their closest scrutiny and best intellectual power. Let us bring out, if possible, the causes which have led to this; let us interchange opinions, and see whether or not an improvement can be brought about, and the grocers' lines be thereby made to fall into more pleasant places.

I think that among the many causes that have contributed to bring about the present condition of affairs, the sale the distribution of "popular goods" and "popular brands" should be examined into, and considered as worthy of our attention. It has been my experience, and I think my brother grocers have shared this experience with me, that less money is being made, and can possibly be made, on the so-called popular brands of goods than on any others in the line.

As a matter of fact, everybody knows the cost and selling prices of these "popular goods," and as they virtually sell themselves, we must not wonder when the majority of our salesmen make their first and grandest efforts on these goods. Has it ever occurred to the thinking salesman and the intelligent employer that every case and every car of these "popular brands" that goes into and

out of the house strengthens the hold that these goods have on the trade, and furnish the manufacturer and packer with greater power and more opportunity to dictate to the jobber?

There is not a new salesman who does not make it his business to prove to the buyer that he is the veritable Cheap John; that he is the apostle of low prices; that he is the poor man's (retailer's) friend, and there is no better way for him to prove his sincerity than by naming prices on "popular goods" and cutting their very life out. The question of quality don't come into consideration; his Star tobacco is as good as the other man's; his Eagle milk is as good as the next man's; his Baker's chocolate, his Royal baking powder, his Arbuckle's coffees are all genuine, and if he is lower than his competitor no further questions are asked, he sells the goods.

The number of salesmen being large and on the increase, each being desirous of convincing the buyer on some one article, it can readily be seen that our entire list is worked in its length and breadth, and that the demoralization incidental to such methods must ultimately attack the very vitals of the business and bring wreck and ruin where prosperity and happiness should prevail. Where is the house that will dare cry, "Hold, enough?" In our business I have for years made it a point to avoid as much as possible the handling of goods over which I could exercise no control; whereof I was the slave and subject to being dictated to by everybody everywhere. I claim that much of the popularity of the most popular goods is due to the efforts of the jobber (quality of course considered) and as the jobber in his ramifications and through his own efforts pushes these goods, puts them on the shelves of the retailer, scatters them in every nook and corner of the land, makes the packer rich, he, the jobber, should be entitled to recognition for these services, and should receive at the hands of the manufacturer such treatment and such protection as his services entitle him to. But is not the opposite the case? Do we not find that with success comes arrogance, with arrogance the big head, and instead of assisting the jobber in his efforts to get a living profit for handling the goods, a legitimate return for his services and outlay, he receives at the hands of the detactor treatment not in keeping with his deserts. While the manufacturer is amassing colossal fortunes the jobber is laying awake at night breaking his head over the difficult problem of making a living for himself and family.

Not alone to jobbers is the sale of "popular goods" an important factor, but the retail grocer is subject to the same annoyance, is forced to bear the same sacrifice of profit as the jobber. What the poor salesman and the cut-

ting jobber accomplishes in the one case, the Cheap John corner grocer does in the other; what the retailer deals out to the jobber the intelligent consumer gives to the retailer.

Is it policy for the jobber to help make this tyranny more unbearable and is it in accordance with good sense and judgment to continue handling goods that pay no profit and which he must sell at the most ridiculous price if such be put on it by second-class salesmen or Cheap John employers? First-class salesmen and first-class merchants do not need to live and thrive on the reputation of the packers. They sell goods on their merits.

What chance or opportunity is there to improve on goods if jobbers will continue to handle one and the same thing regardless of any improvements made by packers who happen to begin business a little later? Must we continue to handle goods because forsooth our fathers or grandfathers handled these same brands before us? What does the average retailer or consumer know or care for the packer? It is the jobber who stands the brunt of the battle; he it is who stands in the breach when anything does wrong, and the jobber therefore, as much as the packer, is justly entitled to a remuneration for the successful introduction of the goods, and for important and valuable services faithfully rendered. I am not going to single out goods because of any ill-feeling I have against them or against the manufacturers thereof, but I am going to illustrate my proposition by taking from our price list some "popular goods," and showing the profit we get for handling them. The question might arise why do we sell goods on such a margin of profit? The answer is simple, because someone else has set the pace for me and I could not ask any responsible dealer to pay me more for goods than the same goods can be bought for from other houses. That is what I mean by saying that I have no control over the goods, and that I am at the mercy of everyone who handles them, be he responsible or irresponsible, be he a first-class salesman of a first-class house, or a scallawag.

To illustrate: Eagle milk is sold in this market on a profit of 10 cents per case or less than 2 per cent. Arbuckle coffee and other package coffees are sold on a profit of 50 cents per case, or about 2 per cent. Royal baking powder is sold either at cost or with a profit of about 1 per cent. Lea & Perrins' sauce either sells at cost or with a profit of 5 cents per dozen. Cross & Blackwell pickles bring about 10 cents per dozen, not counting breakage, or a profit of about 3 per cent. Baker's chocolate sells with a profit of 1-2 to 1 per cent., which nets from 1 to 2 per cent. Popular brands of canned goods such as Moun-



WITHOUT AN EQUAL

**Batty's  
Nabob  
Sauce**

THE VERY BEST



**Batty's  
Nabob  
Pickles**

Are universally admitted to be the finest and most enjoyable Pickle in the world.

Wholesale Grocers keep them.

**WRIGHT & COPP,** Dominion Agents.  
TORONTO.



**SNIDER'S** HOME-MADE

**Catsup**

LEADS THEM ALL . . .

You gain your customers' confidence in place of abusing it when you offer them Snider's, the Best.

**Snider's**

DELICIOUS  
HOME-MADE

**SOUPS** Will satisfy the most fastidious.

For sale by Wholesale Grocers.



**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

**R. & T. WATSON,** Manufacturing Confectioners,

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

SEND FOR PRICE LIST.

**75 Front Street East,**

KOFF NO MORE.

**WATSON'S COUGH DROPS**

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

**TORONTO.**

tail corn, sell in this market at a profit of 5 cents per case, including cartage all over this large city. Bullhead oysters sell here usually to retailers at about Baltimore prices. Star tobacco and many other plug tobaccos bring a profit of 1 cent per pound, unless the manufacturers see fit to make a charity distribution once in a while of another cent.

I could increase this list very largely, but I do not wish to be understood as singling out items, for I have no enemies to punish and no friends to advertise, but this I think will be sufficient to warrant the assertion that after a careful selection and culling it will be found that 75 per cent. in volume of the grocery business goes out of every jobbing house with a smaller percentage of profit than it costs to do business.

Where then is the chance for the jobber to make any money out of his business, unless through gambling he makes money on advances? If what I have here depicted is true, have we as grocers the moral courage to stand for a system of reform and progress, or shall we wait until the inevitable comes and carries down to ruin the work of our lives, and engulfs in its wreck the happiness not only of ourselves but of those that are tied to us by the strongest bonds of blood and friendship?

I know that there is more thought being given to the grocery business at this time than has ever been the case before in the history of our times, and I sincerely wish some might give expression to their opinions, and bring out one by one the weak spots in the body of our business, and thus, by publicly discussing its objectionable features, bring about that improvement in business which always follows a rational discussion among intelligent men. Let us have experience meetings in the columns of the trade papers; let us be honest with each other, and give to the public the benefit of our experience and observations, and let us remember that unless we do this and get at the root of evils, the time may come when a cure will be impossible. With the immortal Milton, I say to my brother grocers: "Awake, arise, or be forever fallen."

#### HANDLING THE PINEAPPLE.

The pineapple is even more difficult to handle in transit than the banana, and any bunching, packing or flattening in loading will result in a loss of fully one-third of the cargo. At times, if the weather is extremely warm, fully one-third of the vessel's load is found in a soft or decaying condition when it arrives here, and, through the sweating and rotting of the fruit, much that is not actually decayed, and might have proved marketable, is spoiled by contact with the other. When the schooner

is made fast to her dock, and the usual formula of signing papers by the parties to whom the fruit is consigned is carried out, the hatches are removed, and experienced pickers, or sorters, and counters, are stationed at the hatchways to receive, sort, count, and deliver to the purchasing parties such quantities that may be called for on orders received.

There is a man who sits beside the counters, and his duty is to score all counts and render a total to the consignee. As fast as the baskets filled with pines are handed over the guard of the hatchway, the sorters grasp them, and, discarding any fruit spotted or rotting, count in pairs until their baskets are filled, or they have reached fifty, when "tab" is called, and the scorer marks 100 upon his slip. When out-of-town orders are being filled, the "pines" are carried rapidly to a row of cars upon a float near at hand, and after "excel-sior" has been spread upon their floors the cars are loaded with fruit designed for shipment. Arabs and commission merchants, or order men, come to the vessel and buy such lots as they may desire.—Baltimore American.

#### SOME POINTS ABOUT COFFEE.

In view of the extremely conservative lines upon which jobbers' purchases of nearly everything in the grocery trade have been conducted of late, and the general aversion to carrying operations beyond limits not justified by well defined wants, upon reference to back records, that, annoying as it may be in respects, the conservatism is not only without redeeming feature, but possessed of some results leading to hope that, when the pressure of financial depression shall have been lifted, the strong features of the market will come more boldly to the front as a factor in shaping the course of values. The contrast in experience with goods that are in unenviable statistical positions, and those that have not has been conspicuous during the past sixty days. As also, where the statistical position was strong values have advanced more or less in the face of extremely conservative buying, as illustrated in the instance of a few lines of canned food products. On the other hand there has been more or less depression in goods that were not as strongly situated statistically or lacked speculative support. Upon the failure of a prominent French speculator in coffees, prices broke sharply, No. 7 selling at as low as 14c. from first hands. Since then there has been a gradual advance to about 17c., and a reasonable inference is that the reaction was due to confidence in advices tending to show that, while speculators may have been indiscreet in the matter of timing their operations, and inconvenienced by the reserve of jobbers,

the relation of supply and demand, free from speculative manipulation, has brought about a change and raised values to a point that which the speculative fraternity could reach by their particular methods. The result is not difficult to explain. The speculators wanted too much in a short time, and burdened themselves with a heavier load that they could carry. Naturally liquidation came about in due time, and the inevitable collapse in values occurred. At the lower level a great deal of coffee passed into distributors' hands, and quickly moved into the final channels of distribution. Of itself that was a strong feature, and, in connection with the falling off in visible supply, did much to restore values. But there is another support to the market in the shape of unfavorable prospects for the coming crop. This may be summed up in a repetition of former reports of adverse weather conditions in Brazil and other sources of supply that naturally tend to shorten the yield, and the indolence of recently emancipated slaves who have fallen into the rut of taking three days' leisure out of every week greatly retards the harvesting of the crop. Latest popular estimates are that the coming Brazil crop will be 1,000,000 bags short of that of last season; that Java will fall about 750,000 packages behind also, and that, allowing for a falling off in consumption due to high price, a shortage of 750,000 bags or more will have to be contended against ultimately.—N. Y. Bulletin.

#### FOOD PRICES IN EUROPEAN CITIES.

A commercial return has just been issued showing the average retail price per pound avoirdupois of various articles of domestic consumption, medium qualities, in some of the principal cities of Europe during the year. The cities selected are: Paris, Lille, Berlin, Frankfurt-on-the-Main, Hamburg, Vienna, Buda-Pesth, Prague, Rome, Florence and Brussels. The prices of prime beef varied very much. In Prague it could be obtained for 7d. a pound, in Vienna for 8d., in Rome and Buda-Pesth for 8 1-2d., while in Paris the price fluctuated between 1s. and 1s. 4d., and in Lille as much as 1s. 5 3-8d. had to be paid. Flour ranged from 11-10d. in Buda-Pesth to 2 1-2d. in Paris, Frankfurt and Florence. It is curious to notice that, while in Lille flour can be purchased for 2 1-4d. a pound and white household bread cost 1 3-4d. in Berlin, this was exactly reversed, bread costing 2 1-4d. and flour being 1-2d. cheaper. Potatoes were under 1d. a pound in all the cities except Hamburg. Rice ranged from 1 3-4d. (in Brussels) to 5d.; sugar "good white lump, cracked or sawed," from 3 3-4d. to 7 1-2d. (in Rome and Florence), and coffee (Brazil or plantation, roasted and ground, without chicory or other coffee substitute), from 1s. 4 3-4d. in Berlin to 2s. 6d. (fresh roasted) in Paris. In Brussels coffee from the Dutch colonies can be obtained for 1s. 2 3-8d. a pound.—London Times.



**IDLE RICE FIELDS IN THE SOUTH.**

The principal cause of the abandonment of so much rice land in South Carolina is, according to the Boston Herald, the lack of capital; due to heavy losses sustained during the late war. They were left without working capital and the means to employ labor, and freshets had broken the dikes and filled up the canals and ditches, so that it would have required a considerable outlay of money to have put the rice plantations in their former condition. There is no lack of the best rice lands in the State, with good water facilities which can be purchased for merely a nominal sum. Another reason why so much of the rice land has been abandoned is the scarcity and inefficiency of the negro labor, the good labor having been drawn away by other industries which afford better pay. There is every opportunity for the introduction of improved machinery, which would do away with much of the inefficient labor in the building up and repairing of dikes, canals, etc., and machinery could also be used in the preparation of the land and the cultivation and harvesting of the crop. It is not unusual to find plantations of 10,000 acres, with perhaps half of this amount of land available for rice culture, in a narrow strip along the river front from a half mile to a mile in width, and it is quite possible for anyone starting in with sufficient capital to secure the finest rice lands at a very low price, and by the introduction of improved methods, and especially by the introduction of improved machinery, to be largely independent of the scarcity and inefficiency of the labor. The cultivation of rice is a very expensive undertaking, and as a rule it can be carried on as much more economically on a large scale than on a small one, and probably for the production of no other purely agricultural crop are capital and

strict business methods so necessary as for the production of rice by the method of water culture, of which there is an abundant supply, which comes down laden with the most fertile portions of the soil of the up country. The Herald is of opinion that here is a fine field for the employment of dormant northern capital, which, if rightly applied, would bring in large returns.

**MAKING A RAISE.**

There's a certain business man in Chicago who is as cranky as he can well be, and is at the same time very careless in his business affairs. But he is very rich, and has a big establishment, and not an employee likes him. About a year ago one of his clerks, getting \$1,000 a year, approached him on the subject of an increase of salary. The old man got hot in a minute.

"How much are you getting now?" he asked.

The clerk was about to tell when a happy thought struck him.

"Two thousand a year," he replied firmly.

"Um um," he said, "you are a good clerk, and I'll see what can be done for you."

Then he dismissed the clerk and called in the manager.

"Make Jones' salary \$1,800 a year," he said.

The manager was about to offer an explanation.

"Do as I tell you," said the old man. "I'll teach the young upstart to come in here dictating to me how much money to pay my people."

By this time the manager had comprehended the situation, and he forthwith put Jones on the \$1,800 list, and six months later, when the old man found how he had been worked, he called Jones in, and told him he would restore him to the \$2,000 list, and Jones was shrewd enough to take the twinkle in the old man's eye in good faith and say nothing.

**STAMINAL**

is a valuable food and tonic for the warm weather.

It Supplies the vital principles of Beef and Wheat with Hypophosphites



Ask your wholesaler for one or send for circular.

**Adams & Sons Co.,**

11 and 13 Jarvis St., Toronto, Ont.

**TANGLEFOOT**

Is sold by the following

**CANADIAN JOBBERS**

- MONTREAL:—  
EVANS & SONS, Ltd.,  
LYMAN, SONS & CO.,  
LYMAN, KNOX & CO.,  
KERRY, WATSON & CO.,  
J. O. LEDUC & CO.,  
N. QUINTAL & FILS.
- TORONTO:—  
LYMAN BROS. & CO.,  
NORTHRUP & LYMAN CO.,  
ELLIOTT & CO.
- QUEBEC:—  
W. BRUNET & CO.,  
EDMUND, GIROUX & BROS.,  
DR. ED. MORIN & CO.,
- LONDON:—  
JAS. A. KENNEDY & CO.,  
LONDON DRUG CO.



**TANGLEFOOT**

Is sold by the following

**CANADIAN JOBBERS**

- HAMILTON:—  
J. WINER & CO.
- KINGSTON:—  
HENRY SKINNER & CO.
- HALIFAX:—  
BROWN & WEBB,  
FORSYTH, SUTCLIFFE & CO.,  
SIMSON BROS. & CO.,
- WINNIPEG:—  
MARTIN, ROSSER & CO.
- VICTORIA:—  
MOORE & CO.,  
LANGLEY & CO.
- VANCOUVER:—  
H. McDOWELL & CO.
- NEW WESTMINSTER:—  
D. S. CURTIS & CO.
- NANAIMO:—  
E. PIMBURY & CO.

## BUSINESS CHANGES.

## PARTNERSHIPS FORMED AND DISSOLVED.

Fluet & Lefebvre, fruit dealers, Quebec, have dissolved.

Matthews & Sherman, flour and feed, Winnipeg, have dissolved. J. W. Matthews continues.

The Edmonton Butter and Cheese Manufacturing Association is applying for incorporation.

Dame P. Gosselin has been registered proprietress of the firm of B. Gohier & Fils, general store, St. Laurent, Que.

H. N. Mercier and Dame R. D. Vezina have been registered proprietors of the firm of Ariel & Co., grocers, etc., Quebec.

J. E. Asselin & Co., grocers, Quebec, have dissolved, and Dame E. Gray, wife of Joseph Asselin is now registered as proprietress.

The Smardon Soap Co., Montreal, have dissolved; new firm formed composed of Daimer Fortin and Ed. Bourgouin; style unchanged.

Munderloh & Co., importers, etc., Montreal, have dissolved and a new firm composed of Hy. Munderloh, Charles Boyd, E. Van Rappard, formed under the old firm name.

## DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

W. Winters, a Kingston hotel-keeper, has left the city.

Saucier & Girard, traders, Chicoutimi, Que., has assigned.

P. E. Beaudoin, general merchant, Black Lake, has assigned.

W. A. Thornton, general merchant, Sbebo Lake, has assigned.

G. B. Jones, general merchant, Apohaqui, N.B., is offering to compromise.

Michael Gillis, general merchant, Broad Cove Chapel, N. S., has assigned.

Patrick J. Grace, general merchant, Huntley, has assigned to J. F. Kirkland.

McKay Bros., general merchants, Papi-neauville, is offering to compromise at 25c. on the dollar, cash.

W. S. Given, general storekeeper, Paisley, is offering to compromise with his creditors at 85c. on the dollar.

Garland, Elliott & Co., boots and shoes, etc., Port Arthur and Sault Ste. Marie, have assigned to John McClung of Toronto.

## FIRES.

Ivor & Co.'s packing house, Strathroy, Ont., was destroyed by fire Saturday.

P. J. Grace, general merchant, Pawmure, Ont., has been burned out; partially insured.

Kelso & Co., general merchants, and H. N. Ryan, grocer, Thurso, N.S., have been burned out.

Thos. Falconer, groceries and liquors; Luke Lawson, general merchant; Miss Ludon, groceries, etc., Canterbury Centre, have been burned out.

Virden & Son's roller mills, Man., together with a large stock of flour and wheat in

store, have been destroyed by fire. Nothing was saved. The loss will amount to \$10,000; cause of fire not known.

## DEATHS.

Chas. Sargeant, general store, etc., Nelson, N.B., is dead.

## SALES MADE OR PENDING.

The stock of Chapdelaine & Frere, grocers, Sorel, Que., has been sold at 65c. on the dollar.

The boot and shoe stock of James Summer & Co., Carleton Place, is advertised for sale by auction June 27.

The stock of A. G. Smith & Co., general merchants, Collingwood and Byng Inlet, is to be sold by auction June 20.

The estate of Michael Kane, grocer, etc., St. Catharines, is advertised for sale by auction June 16 under chattle mortgage.

## CHANGES.

W. Hutchison, grocer, Toronto, has sold out to W. Rae.

James Stewart, general merchant, has been succeeded by W. J. Young.

Andrew Ross, general merchant, Harwood, Ont., has been succeeded by John A. Watson.

## 'DEM WATERMELONS.

The watermelon season is rapidly approaching, and advices from growing sections report a large crop of fine quality, which is nearly ready to market. The first car load received last year came in June 11th from Florida, and the following day a carload arrived from Georgia, and by the first of July 285 car loads had been received. The first car load arrivals for the three previous years came in between June 10th and 15th, but this season the fruit seems to be more advanced, and receivers are looking for a car or two this week. A despatch from Jacksonville was received last week stating that the first car of watermelons to leave the State this season had been shipped by B. R. Price from Grand Island, Flo., to Cincinnati. A good many melons are received here from Florida, but the bulk of the supply comes from Georgia and South Carolina, and later in the season large quantities are received from New Jersey. The production of Southern melons is decreasing, as the transportation companies charge such high rates that they are practically driving many growers out of the business, and hundreds of farmers have turned their attention to early vegetables and truck instead of melons. There is still a large production, however, especially in Georgia, the acreage last year being placed at 28,540 acres. Of this crop the growers are reported to have realized \$489,000, and the transportation companies \$1,000,000. The Florida and Georgia crops both come in together, and as the Georgia product is usually of better quality than the Flor-

ida melons, they have a strong preference with buyers, and command higher prices, resulting in smaller profits for Florida shippers who send to this market, and when Jersey commence to arrive freely more Southerly stock has to be stopped or turned in other directions except fancy large Georgia, which are able to hold their own against the smaller Jersey melons. The first arrivals from Jersey usually appear about the middle of August. The receipts last year from the time first Southern arrived until September 1st, when the season was about over, were 1,832 car loads, against 2,247 car loads the previous year, and 1,826 car loads in 1890. A car will average one thousand melons. When the melons run large seven or eight hundred fill a car, but when small as many as thirteen or fourteen hundred arrive in a car. When the season is at its height as many as forty or fifty cars arrive a day, and one day last season (July 23rd), the receipts were seventy-two car loads. The arrivals so far this season have been confined to small lots, received in barrels or large crates, and receivers have peddled them out at from 75c. to \$1.25 each, or occasionally \$1.50 for a large ripe melon. The first car load lots which are received sell usually from \$25 to \$35 per 100, but as a rule when the season first opens the fruit is too green to be of much actual value for consumptive purposes.—N. Y. Bulletin.

On a prominent avenue not far from Broadway is a grocer who has a sign hung up, reading:

"A prize given with every 50 cents worth of goods bought.

"Sugar and Condensed Milk don't count."

If the grocery business has got down to this, what may we expect next?—Retail Grocers' Advocate.

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.

... A Neat Parcel ...

Is appreciated by your Customers, to make  
a Neat Parcel you must have Good

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Which you can obtain at Lowest Mill Prices and  
on the most Favorable Terms from

THE E. B. EDDY CO.,

BRANCHES AND AGENCIES:

Montreal, Toronto, Winnipeg, Hamilton,  
Halifax, N.S., Quebec, St. John, N.B.,  
Kingston, and Victoria, B.C.

MAMMOTH WORKS:

HULL, - - CANADA.

# E. BROWN & SON'S

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

<b>BOOT PREPARATIONS</b> SOLD EVERYWHERE.			
			
<b>MELTONIAN BLACKING</b> (As used in the Royal Household) Renders the Boots soft, durable and waterproof.	<b>MELTONIAN CREAM</b> (white or black) For Renovating all kinds of Glace Kid Boots and Shoes.	<b>ROYAL LUTETIAN CREAM</b> The best for Cleaning and Polishing Russian and Brown Leather Boots, Tennis Shoes, etc.	<b>NONPAREIL DE GUICHE</b> 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.

Have You Tried one of  
**SOMERVILLE'S**  
NOVELTY SELLING MACHINES  
—FOR—  
MEXICAN FRUIT CHEWING GUM?



## Licorice Lozenges

Manufactured  
exclusively by

### YOUNG & SMYLYE,

BROOKLYN, N.Y.

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

# EPPS'S COCOA

¼ lb. packets, 14 lb. boxes secured in tin  
Special Agent for the Dominion:  
**C. E. Colson, Montreal**

## 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.**

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

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

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

## Nixey's Black NO DUST Lead

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

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 1-oz. 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 "GERVUS" KNIFE POLISH.

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

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

# UNPRECEDENTED SUCCESS

GOLD MEDALS AWARDED

BY HER MAJESTY'S



ROYAL LETTERS PATENT

(Established 1852) **EBENR. 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 **EBENR. 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.

**EBENR. ROBERTS, London, England.**

### THE CANADIAN GROCER PRICES CURRENT.

TORONTO, June 15, 1893.

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

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

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

#### BAKING POWDER.

PURE GOLD, per doz	
5 lb. cans, 1 doz. in case	19 80
1 lb. cans, 1 doz. in case	16 00
3/4 lb. cans, 1 and 2 doz. in case	10 50
15 oz. cans, 1, 2 and 4 doz. in case	4 60
12 oz. cans, 2 and 4 doz. in case	3 70
4 oz. cans, 2 and 4 doz. in case	2 40
6 oz. cans, 2 and 4 doz. in case	1 90
4 oz. cans, 4 and 6 doz. in case	1 25
Per doz	
Dunn's No. 1, in tins	2 00
" " " " " "	75
Cook's Gem, in 1 lb pkgs	\$1 75
" " " " " "	85
" " " " " "	40
" " " " " "	65
" " " " " "	12



Empire, 5 dozen 4 oz cans	Per doz \$0 75
" " " " " "	1 15
" " " " " "	2 00
" " " " " "	9 00
bulk, per lb.	15
COOK'S FRIEND.	
(in Paper Packages.) Per doz	
Size 1, in 2 and 4 doz boxes	\$2 40
" " " " " "	2 10
" " " " " "	80
" " " " " "	7c
" " " " " "	45
" " " " " "	3 0c
12 oz tins, 3 oz in case	2 40
5 oz tins, 4 " " "	1 10
5 lb tins, 1/2 " " "	14 00
Ocean Wave, 1/2 lb, 4 doz cases	1 30
Ocean Wave No. 1, 2 " " "	1 90
Ocean Wave 1 lb, 2 " " "	2 9c
Ocean Wave 5 lb, 1/2 " " "	9 60
DIAMOND BAKING POWDER.	
1/2 lb. tins, 4 doz cases	0 67 1/2
1 lb. " " " "	1 17
1 lb. " " " "	1 98

#### BISCUITS.

TORONTO BISCUIT AND CONFECTIONERY CO.

Abernethy	8 1/2
Arrowroot	\$0 1c 1/2
Butter	0 5
" " 3 lbs	0 20
Cabin	0 7 1/2
Cottage	0 8 1/2
Digestive	0 08
Daisy Wafer	0 16
Garibaldi	0 09
Gingerbread	0 10
Ginger Nuts	0 10
Graham Wafer	0 09
Lemon	0 10
Milk	0 09
Nio Nac	0 12
Oyster	0 06 1/2
People's Mixed	0 10

Pic Nic	0 09 1/2
Prairie	0 08
Rich Mixed	0 14
School Cake	0 11
Soda	0 06
" " 3 lb.	0 20
Sultana	0 10
Tea	0 10
Tid Bits	0 09
Variety	0 12
Village	0 07 1/2
Wine	0 08 1/2

#### BLACKING.

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

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

No. 7, 1 or 2 doz. in box	per doz \$2 00
No. 4, " " " "	1 25
P. G. FRENCH BLACKING.	
1/2 No. 4	per gross \$1 00
1/2 No. 5	4 50
1/2 No. 8	7 25
1/2 No. 10	25

#### BLACK LEAD.

NIXEY'S	
Refined in 1d., 2d., 4d. and 1s. packages, (91b. boxes)	7s 6d \$2 5
Jubilee in 1oz. and 2 oz. round blocks in cartons (9 lb. boxes)	4s 3d 2 00

Silver Moonlight, Plum-bago Stove Polish (13 1/2 lb. boxes)	4s 3d 1 50
6 1/2 lb. in large 1d. pkts, 1 gross	8s 6d 3 00
13 lb. in large 1d. pkts, 1 gross	7s 6d 2 50
13 lb. in large 2d. pkts, 1 gross	7s 6d 2 50
Reckitt's Black Lead, per box	1 15
Each box contains either 1 gro., 1 oz.: 1/2 gro., 2 oz., or 1/2 gro., 4 oz.	

F. F. DALLEY & CO.

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

#### BLUE.

Reckitt's Pure Blue, per gross	10
NIXEY'S	
Soho Square in 8 lb. boxes, of 16 1/2 doz. London	6s 0d
Soho Square in 8 lb. boxes, of 16 1/2 doz. Canada	\$2 25

#### CORN BROOMS.

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

#### CANNED GOODS.

Apples, 3's	\$0 95 \$1 00
" " gallons	2 10 2 20
Blackberries, 2	2 00 2 25
Blueberries, 2	1 00 1 10
Beans, 2	0 90 1 00

CHRISTIE JAMES & CO., LONDON, ENGLAND.

MAKERS OF THE LEADING

Pickles, Marmalade, Sauces

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

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

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

Prices Current Continued—

Corn, 2's	0 90	1 00	Sandwich Ham or Tongue, ¼ lb cans.	1 50
" Epicure	1 15		Ham, Chicken and Tongue, ¼ lb cans.	1 25
" Special Brands	1 40	1 50		
Cherries, red pitted, 2's	2 10			
" Sifted select	0 90	1 00		
Pears, Bartlett, 2's	1 75			
" Sugar, 2's	1 50			
Pineapple, 2's	2 25	2 40		
Peaches, 2's	2 00	2 25		
" 3's	3 00	3 25		
" Pie, 3's	1 75	2 00		
Plums, Gr Gages, 2's	1 50	1 60		
" Lombard	0 95	1 00		
Pumpkins, 3's	3 00	3 25		
" gallons	1 40	2 15		
Raspberries, 2's	2 15	2 25		
Strawberries, choice 2's	1 65			
Succotash, 2's	0 85	1 00		
Tomatoes, 3's	1 50			
"Thistle" Finnan haddies	2 75			
Lobster, Clover Leaf	2 20			
" Star (flat)	2 60	2 70		
" Impr'l Crown flat	1 90	2 00		
" tall	1 80	2 00		
" Other brands	1 10	1 35		
Mackerel	1 45	1 60		
Salmon, talls	1 70	1 80		
" flats				
Sardines Albert, ¼'s tins	15			
" ½'s	20			
" Sportsmen, ½ genu-ine French high grade, key opener	12 13			
Sardines, key opener, ½'s	10 14			
" Martiny, ¼'s	17 18			
" ½'s	11 16 17			
" Other brands, 9 ¼	23 25			
" P & C, ¼'s tins	33 36			
" ½'s	6 1 8			
Sardines Amer, ¼'s	9 11			
" ½'s	11 00			
" Mustard, ¼ size, cases 50 tins, per 100				

CANNED MEATS.

CANADIAN	
Comp. Corn Beef 1 lb cans	\$1 65 \$1 70
" 2 "	2 70 2 80
" 4 "	4 80 5 00
" 6 "	8 75 9 00
" 14 "	17 50 18 50
minced Collops, 2 lb cans	1 50
Roast Beef	2 60 2 75
" "	4 75
Par Ox Tongue, 2 ¼	9 50
Ox Tongue	7 85 8 00
Lurch Tongue	3 25
" "	6 75
English Brawn	2 75 2 80
Camb. Sausage	2 50
" "	4 00
Soups, assorted	1 50
" "	2 25
Soups & Bouilli	1 80
" "	4 50
Potted Chicken, Turkey, or Game, 6 oz cans	1 60
Potted Ham, Tongue or Beef, 6 oz cans	1 35
Devilled Tongue or Ham, ¼ lb cans	1 40
Devilled Chicken or Turkey, ¼ lb cans	2 25

Sandwich Ham or Tongue, ¼ lb cans.	1 50
Ham, Chicken and Tongue, ¼ lb cans.	1 25

CHEWING GUM.

ADAMS & SONS CO.	
To Retailers	
Tutti Frutti, 36 5c bars	\$1 20
Pepsin Tutti Frutti, 235c. packets	0 75
Orange Blossom	1 00
(each box contains a bottle of high class perfume. Guaranteed first class)	
Monte Cristo	1 30
(with brilliant stone ring)	
Sappota	1 00
Sweet Fern	0 75
Red Rose	0 75
Magic Trick	0 75
Oolah	0 75
Puzzle Gum	0 75
Bo-Kay	1 00
Mexican Fruit, 36 5c. bars	1 20
Flirtation Gum (115 pieces)	0 65
Automatic	
Tutti Frutti Girl	800 pieces. 6 00
Sign Box (new)	
Tutti Frutti cash box 800	6 00

C. R. SOMERVILLE.

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

CHOCOLATES & COCOAS.

TODHUNTER, MITCHELL & CO'S	
Chocolate—	Per lb
French, ¼'s...6 and 12 lbs.	0 30
Caraccas, ¼'s...6 and 12 lbs.	0 35
Premium, ¼'s...6 and 12 lbs.	0 30
Sante, ¼'s, 6 and 12 lbs.	0 26
Diamond, ¼'s, 6 and 12 lbs.	0 22
Sticks, gross boxes, each	0 03
Cocoa, Homopatic, ¼'s, 8 & 14 lbs	30
" Pearl	25
" London Pearl 12 & 18 "	22
" Rock	30
" Bulk, in bxs	18
EPP'S.	
Cocoa—	per lb
Case of 112 lbs each	0 35
Smaller quantities	0 37 ½
BENSCHORP'S ROYAL DUTCH COCOA.	
¼ lb. cans, per doz	Boxes each 12 lbs \$2 40
½ " " "	4 50
1 " " "	8 50

FRY'S (A. P. Tippet & Co., Agents)

Chocolate—	per lb
Caraccas, ¼'s, 6 lb. boxes	0 40
Vanilla, ¼'s	0 40
"Gold Medal" Sweet, 6 lb bxs.	0 30
Pure, unsweetened, ¼'s, 6 lb bxs.	0 40
"Fry's" Diamond ¼'s, 6 lb bxs.	0 26
"Fry's" Monogram, ¼, 6 lb bxs.	0 26
Cocoa—	per doz
Concentrated, ¼'s, 1 doz in box	2 40
" 1 lb. "	4 50
" ½ lbs. "	8 75
Homopathic, ¼'s, 14 lb boxes	0 34
" ½ lbs, 12 lb boxes	0 34
JOHN P. MOTT & CO'S	
R. S. McIndoe, Agent, Toronto.)	
Mott's Broma	per lb \$0 30
Mott's Prepared Cocoa	32
Mott's Homopatic Cocoa (½)	32
Mott's Breakfast Cocoa	45
Mott's Breakf. Cocoa (in tins)	45
Mott's No. 1 Chocolate	30
Mott's Breakfast Chocolate	38
Mott's Caraccas Chocolate	40
Mott's Diamond Chocolate	23
Mott's French-Can Chocolate	18
Mott's Navy or Cooking Choc	26-27
Mott's Cocoa Nibs	35
Mott's Cocoa Shells	5
Mott's Vanilla Chocolate stick	92 & 94
Mott's Confec Chocolate	23c-43
Mott's Sweet Choc. Liquors	21c-30

COWAN COCOA AND CHOCOLATE CO.


Cocoas—	per doz
Hygienic Cocoa in 1 lb. tins, 12	
24 and 36 lbs in box	7 25
Hygienic Cocoa in ½ lb tins, 12	
24 and 36 lbs in box	3 75
Hygienic Cocoa in ¼ lb tins, 12	
24 and 36 lbs in box	2 25
Cocoa Essence, pkgs, 2 and 4 doz	
in box	1 40
Iceland Moss, in ¼ lb pkgs, 6 and 12 lb boxes	0 35
London Pearl, in ¼ lb pkgs, 6 and 12 lb boxes	0 30
Soluble (bulk) No. 1 in 10 to 30 lb boxes	0 21
Soluble (bulk) No. 2, in 10 to 30 lb boxes	0 19
Soluble (bulk) No. 2 in 5 to 10 lb tins	0 21
Nibs, any quantity	30-35
Shells, any quantity	0 05
Chocolates—	
Queen's Dessert, ½ and ¼ in 6 and 12 lb boxes	0 40
Diamond, ¼'s, 6 and 12 lb boxes	0 25
" 8s. "	0 28
Mexican Vanilla, ¼ and ½ in 6 and 12 lb boxes	0 35
Sweet Ceylon, ¼ and ½ in 6 and 12 lb boxes	0 25
Chocolat Parisien, 5c. cakes, in 6 lb boxes	0 30
Royal Navy, ¼ and ½, in 6 and 12 lb boxes	0 30
Pure Caraccas, (plain) ¼ and ½, in 12 lb boxes	0 40
Confectioners' in 10 lb cakes	26-35
Powder, in 15 and 30 lb boxes	0 25
Creams, in 3 lb boxes	0 28
Icing, 1 lb pkgs, per doz	2 25
" ½ lb "	1 25
Pudding, 1 lb pkgs, per doz	2 25

WALTER, BAKER & CO'S

Chocolate—	
Pre'm No. 1, bxs 12 & 25 lbs each	45
Baker's Vanilla in bxs 12 lbs each	55
Caraccas Sweet bxs 6 lbs each, 12 bxs in case	40
Best Sweet in bxs, 6 lbs. each, 12 boxes in case	30
Vanilla Tablets, 416 in box, 24 bxs in case, per box	4 00
German Sweet Chocolate—	
Grocers' Style, in cases 12 boxes, 12 lbs each	30
Grocers' Style, in cases 24 boxes, 6 lbs each	30
48 Fingers to the lb., in cases 12 bxs 12 lbs each	30
48 Fingers to the lb., in cases 24 bxs 6 lbs each	30
8 Cakes to the lb., in cases, 24 bxs 6 lbs. each	32
Soluble Chocolate—	
In canisters, 1 lb., 4lb., and 10 lb.	56
Cocoa—	
Pure Prepared, bxs, 12 lbs each	42
Cracked, in bxs, 12 lbs, each, ½ lb. papers	35
Cracked, in bags, 5, 10 and 25 lbs. each	30
Breakfast Cocoa—	
In bxs 5 & 12 lbs., each, ½ lb. tins	48
In boxes, 12 lbs., each, 1 lb tins, decorated canisters	50
Cocoa Shells, 12's and 25's	10
Broma—	
In boxes, 12 lbs., each, ½ lb. tins	45

MENIER FABRICANT DE CHOCOLAT.

Paris et Noisiel.	
Per 120 lb. case lot.	Per 12 lb. box.
Yellow wrapper	\$0 34 \$0 36
Chamois	0 43 0 48
Pink	0 50 0 56
Blue	0 58 0 66
Green	0 50 0 56
Lilac	0 58 0 66
Bronze	0 65 0 74
White Glace	0 73 0 83
Premium	0 88 0 42
Fancy Chocolates.	
Fingers—	
40 in a box	per box } \$0 36 \$0 40
20 " " "	
Croquettes—	
Yellow wrap	" } 2 70 3 00
Pink	" } 3 75 4 30
Green	" }
Croquettes are packed 12 lb. packages in a box, and 8 boxes in a case.	
Pastilles—	
Yellow wrapper per lb	\$0 40 \$0 45
Pink	" } 0 55 0 60
Green	" }
Each case contains 54 1 lb packages or 108 ½ lb packages.	



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

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

# JAM

Write us for sample case of our

# JAM

Put up in 1-2 lb and 1 lb glass Jars, \$1.50 and \$2.00 per doz., 2 doz. in a case, or a dozen 5 lb. Tins in case.

## TORONTO BISCUIT & CONFECTIONERY CO., - 7 FRONT ST. EAST, TORONTO.

Prices current, continued—

**CLOTHES PINS.**

5 gross, per box	0 75
4 gross, " "	0 85
6 gross, " "	1 00

**CHAS. BEECH & SONS, per box**

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

**COFFEE.**

GREEN		c per lb
Mocha	28, 33	
Old Government Java	25, 35	
Bio	21, 22	
Plantation Ceylon	29, 31	
Porto Rico	24, 28	
Guatemala	24, 28	
Jamaica	24, 28	
Maracalbo	24, 28	
<b>TOBACCO, MITCHELL &amp; CO.'S</b>		
Excelsior Blend	34	
Our Own	32	
Jersey	30	
Laguayra	28	
Mocha and Java	35	
Old Government Java	30, 32, 36	
Arabian Mocha	35	
Maracalbo	30	
Santos	27, 28	

**DRUGS AND CHEMICALS.**

Alum	lb	\$0 02	\$0 03
Blue Vitriol	0 06	0 07	
Brimstone	0 08	0 08 1/2	
Borax	0 12	0 14	
Camphor	0 80	0 85	
Carbolic Acid	0 30	0 50	
Castor Oil	0 07 1/2	0 08	
Cream Tartar	0 28	0 30	
Epsom Salts	0 02 1/2	0 02 1/2	
Paris Green	0 16	0 17	
Extract Logwood, bulk	0 13	0 14	
" boxes	0 15	0 17	
Gentian	0 10	0 13	
Glycerine, per lb	0 17	0 20	
Hellebore	0 16	0 17	
Iodine	5 50	6 00	
Insect Powder	0 30	0 35	
Salpêtre	0 08 1/2	0 09	
Soda Bicarb, per keg	2 50		
Sal Soda	1 00	1 25	
Madder	0 12 1/2	1 00	

**DURABLE PAILS AND TUBS**

WM. GANE & SONS, MANUFACTURING CO NEWMARKET.

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

**EXTRACTS.**

Dalley's Fine Gold, No. 8, p. doz	\$0 75
" " " " 1, 1 1/2 oz.	1 25
" " " " 2, 2 oz.	1 75
" " " " 3, 3 oz.	2 00
(SEELY'S FLAVORING) per doz	
Concentrated, 2 oz. full measure	1 75
4 oz. " "	3 00
In Lemon, Vanilla and Assorted Flavors. Less 10 per cent. discount in gross quantities or more	

**FLUID BEEF.**

JOHNSTON'S, MONTREAL per doz

Cases, No. 1, 2 oz tins	\$2 75	\$3 00
" No. 2, 4 oz tins	4 50	5 00
" No. 3, 8 oz tins	8 00	8 75
" No. 4, 1 lb tins	13 60	14 25
" No. 5, 2 lb tins	25 00	27 00

**FRUITS.**

FOREIGN.		c. per lb
Currants, Provincial, bbls.	5 1/2	5 1/2
" " Filistras, bbls	5 1/2	5 1/2
" " " bbls	5 1/2	5 1/2
Currants, Patras, bbls	6 1/2	6 1/2
" " cases	7 1/2	7 1/2
" " Vostizzas, cases	7 1/2	9
" " 5-crown Excelsior (cases)	8	8 1/2
" " " case	8 1/2	8 1/2
Dates, Persian, boxes	5 1/2	5 1/2
Figs, Eleme, 1 doz., per box	10	10 1/2
" 10 lb boxes	10	11
" 30 lb boxes, 7 crown	14	14 1/2
Gold medal washed Turkey, bgs abt 6 lbs, finest grade grown	10 1/2	
Prunes, Bosnia, cases	7 1/2	9
" " cases, new	4 1/2	5 1/2
Raisins, Valencia, offstalk old	6 1/2	6 1/2
" Selected	6 1/2	6 1/2
Layers	6 1/2	7
Raisins, Sultanas	6 1/2	10
" Eleme	2 25	
Malaga:		
London layers	2 25	
Loose muscatels, Califor	1 60	1 70
Imperial cabinets	3 50	3 60
Connoisseur clusters	4 50	
Extra dessert	4 50	
" qrs.		
Royal clusters	3 40	3 50
Fancy Vega boxes	3 40	3 50
Black baskets	3 40	3 50
" qrs		
Blue	3 00	3 50
Fine Dehesas	3 00	3 50
" qrs		
Lemons	2 75	3 00
Oranges, Jamaica	4 50	
" Valencias	3 00	3 50
" Floridas	3 00	3 50
" Seedlings		
" Navels		
DOMESTIC		
Apples, Dried, per lb	0 08 1/2	0 09 1/2
do Evaporated	0 09	0 09 1/2

**FISH.**

Oysters, per gallon	1 25	
" select, per gallon	1 75	
Pickarel	0 07	
Fike	0 07	
White fish	0 07	
Manitoba White fish	0 07 1/2	
Salmon Trout	3 00	
Lake herring, p. 100		
Pickled and Salt Fish:		
Labrador herring, p. bbl		
Shore herring		
Salmon trout, per 1/2 bbl		
White Fish, 1/2 bbl		
Dried Fish:		
Codfish, per quintal	5 25	5 75
" cases		
Boneless fish		
Boneless cod		
Smoked Fish:		
Finnan Haddies, per lb	0 07 1/2	0 08 1/2
Blosters	1 00	2 25
Digby herring	0 12	0 15
Sea Fish: Haddock per lb	0 05	0 05 1/2
Cod	0 05	0 07
B.C. salmon	0 13	
Market Cod	0 05	
Frozen Sea Herrings	2 65	3 00



**FLY PAPER.**

TANGLEFOOT.

Tanglefoot, 1 box double sheets and 2 holders.	60
Tanglefoot 1 case (ten boxes)	\$5 25

**GRAIN.**

Wheat, White	0 65	0 68
" Red Winter	0 62	0 63
" Goose	0 61	0 62
Wheat, Spring, No 2	0 82	0 83
" Man Hard No 1	0 85	0 86
" No 2	0 83	0 84
" No 3	0 74	0 76
Oats, No 2, per 34 lbs	37	38
Barley, No 1, per 48 lbs.	43	44
" No 2 extra	39 1/2	40
" No 3	36	37
Rye	53	55
Peas	57	57 1/2
Corn		

**HAY & STRAW.**

Hay, Pressed, " on track	9 50	10 00
Straw Pressed	5 50	6 00

**HARDWARE, PAINTS AND OILS.**

**CUT NAILS, from Toronto**

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

**HORSE NAILS:**  
" C " 60 and 5 per cent. from list.

**HORSE SHOES:**  
From Toronto, per keg .. 3 65

**SCREWS: Wood—**  
Flat head iron 7 1/2 p.c. dis  
Round " " 7 1/2 p.c. dis  
Flat head brass 7 1/2 p.c. dis  
Round head brass 7 1/2 p.c.

**WINDOW GLASS:** (To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches; which shows it to be a first-break glass, i.e., not over 25 inches in the sum of its length and breadth.)  
1st break (25 in and under) .. 1 35  
2nd " (26 to 40 inches) .. 1 55  
3rd " (41 to 50 " ) .. 3 40  
4th " (51 to 60 " ) .. 3 70  
5th " (61 to 70 " ) .. 4 00

**ROPE: Manila** .. 0 11 1/2  
Sisal .. 0 09 1/2  
New Zealand .. 0 08 1/2

**AXES:** Per box, \$5 to \$12.  
**SHOT:** Canadian, dis. 12 1/2 per cent.

**HINGES:** Heavy T and strap .. 0 4 1/2 05  
" Screw, hook & strap .. 0 3 1/2 04 1/2

**WHITE LEAD:** Pure Ass'n guarantee ground in oil.  
25 lb. irons .. per lb .. 4 1/2  
No. 1 .. 4 1/2  
No. 2 .. 4 1/2  
No. 3 .. 4

**TURPENTINE Selected packages, per gal**

gal	0 52	0 53
LINSEED OIL per gal, raw	0 60	0 62
Boiled, per gal	0 63	0 65
GLUE: Common, per lb	0 10	0 11

**INDURATED FIBRE WARE.**

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

**JAMS AND JELLIES.**

DELHI CANNING CO

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

**TORONTO BISCUIT & CONFECTIONERY CO**

Jams, absolutely pure—apple	Per lb \$0 06
Family	0 07
Black and Red currant, Raspberry, Strawberry, Peach and Gooseberry per lb	0 12
Plum	0 10
Jellies—pure—all kinds	0 10

These goods are put up in glass jars and in 5, and 10 lb. tins and 25 lb. pails.

Marmalade—orange .. 0 12

**KNIFE POLISH.**

NIXEY'S

"Cervus" boxes of 1 doz.	
6d London 5s., Canada	\$2 00
"Cervus" boxes of 1 doz.	
1s London 10s., Canada	\$4 00

**LICORICE.**

YOUNG & SMYLYE'S LIST.

5 lb boxes, wood or paper, per lb	0 40
Fancy bxs. (36 or 50 sticks), per box	1 25
" Ringed " 5 lb boxes, per lb	0 40
" Acme " Pellets, 5 lb cans, per can	2 00
" Acme " Pellets, Fancy boxes (30s) per box	1 50
" Acme " Pellets, Fancy paper boxes, per box (40s)	1 25
Tar Licorice and Tolu Wafers, 5 lb cans per can	2 00
Licorice Lozenges, 5 lb glass jars	1 75
Licorice Lozenges 5 lb cans	1 50
" Purity " Licorice, 300 sticks	1 45
" " " 100 " "	0 72 1/2
Imitation Calabria, 5 lb bxs per lb	0 25

**MINCE MEAT.**

J. H. WETHEY'S—ST. CATHARINES

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

ELLIS & KEIGHLEY'S

Durham, Fine, in 1/2 and 1 lb tins	25
" per lb	22
" Fine, in 1 lb jars	20
" Fine, in 4 lb jars	70
" Ex. Sup. in bulk, per lb	30
Superior in bulk, p. lb	30
Fine, " "	15

Prices current, continued.

**CHERRY'S IRISH**

Pure in 1 lb. tins	0 40
Pure in 1/2 lb. tins	0 42
Pure in 1/4 lb. tins	0 44

**NUTS.** per lb

Almonds, Ivica	14 15
" Tarragona	16 16 1/2
" Fornigetta	14 15
Almonds, Shelled Valencias	28 32
" Jordan	45 50
" Canary	28 30
Brazil	14 14
Cocanuts	5 6
Filberts, Sicily	10 10 1/2
Pecans	11 15
Peanuts, roasted	13 14
" green	11 12 1/2
Walnuts, Grenoble	15 16
" Bordeaux	10 11
" Naples, cases	12 13
" Marbots	12 13
" Chilis	12 13

**PETROLEUM.**

bbilots, Toronto	Imp. gal.	0 13	\$0 13 1/2
Carbon Safety	0 17 1/2	0 18	
Canadian Water White	0 19		
Amer'n Water White	0 21	0 22	
Photogene	0 25		
For prices at Petrolia, see Market Report.)			

**PICKLES, SAUCES, SOUPS.**

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

Snider's Tomato Catsup	per doz	6 00
" " "	qts	3 50
" " "	pts	2 00
" Chili Sauce	pts	4 50
" " "	pts	3 25
Snider's Soups (in 3 lb cans)		
Tomato	3 50	
Chicken, Mock Turtle, Cream of Pea, Cream of Asparagus, Cream of Celery, Cream of Corn.	4 50	

Chicken Gumbo, Or Tail, Mulligatawny, Mutton Broth, Beef, Vegetable, Printanier, Julienne, Vermicelli, Noodle, Consomme, Bouillon, Pea Assorted

Per doz	4 25
Per doz	4 00

Worcester Sauce, Pickles, all kinds, Harvey Sauce-genuine, Mushroom Catsup, Anchovy Sauce

1/2 pts	\$3 60
1 pint	\$3 75
1 quart	6 50
1/2 pts	3 25
1 pint	3 25
1 quart	6 00
1/2 pts	3 25
1 pint	3 25
1 quart	3 25

**PRODUCE.**

**DAIRY.** Per lb

Butter, creamery, tubs	\$ 1 00
" dairy, tubs, choice	0 14 0 15
" " medium	0 00 0 00
" low grades to com	0 00 0 15
Butter, pound rolls	0 16 0 17
" large rolls	0 13 0 14
" store crocks	0 00 0 00
Cheese	10 0 11

**COUNTRY**

Eggs, fresh, per doz	0 11 1/2	0 12
" limed	1 30	1 45
Beans	2 00	2 50
Onions, per bbl	90	1 30
Potatoes, per bag	0 13	0 15
Hops, 1891 crop	0 17	0 20
" 1892 "	0 05	0 08
Honey, extracted	0 10	0 15
" section	0 10	0 15

**PROVISIONS.**

Bacon, long clear, p lb	0 10 1/2	0 11
Pork, mess, p. bbl	21 00	21 50
" short cut	13	0 13 1/2
Hams, smoked, per lb	0 12	0 13
" pickled	0 13 1/2	0 14
Bellies	0 10 1/2	0 11
Rolls	0 13	0 14
Backs	0 10	0 11
Lard, pure, per lb	0 05 1/2	0 06 1/2
Compound	0 05 1/2	0 06 1/2
Tallow, refined, per lb	0 02 1/2	0 03 1/2
" rough	0 02	0 02

**RICE, ETC.** Per lb

Rice, Aracan	3 1/2
" Patna	4 1/2
" Japan	5
" extra Burmah	3 1/2
" Java extra	6 1/2
" Genuine Carolina	6 1/2
Grand Duke	6 1/2
Sago	4 1/2
Tapioca	5 1/2
Goathead (finest imported)	6 1/2

**ROOT BEER.** Hire's (Liquid) per doz \$2 00

**SPICES.** Per lb

**GROUND**

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

**STARCH.**

**BRITISH AMERICA STARCH CO BRANTFORD.**

1st Quality White Laundry	
3 lb. cartons, boxes, 36 lbs	5 1/2
Ditto	5
Ditto	5
Canada Laundry, kegs, 100 "	5
Canada Laundry, boxes, 40 lbs	4 1/2
Brantford Gloss	
1 lb. fancy boxes, cases, 36 lbs	7 1/2
Lily White Gloss, kegs, 100 lbs	6 1/2
1 lb. fancy cartons, cases, 36 lbs	7
6 lb. draw-lid bxs, 8 in c'te, 48 lbs	7
Brantford Cold Water Rice Starch	
1 lb. fancy boxes, cases, 28 lbs	9
No. 1 Pure Prepared Corn	
1 lb. packages, boxes, 40 lbs	7 1/2
Challenge Prepared Corn	
1 lb. package, boxes, 40 lbs	7
<b>KINGSFORD'S OSWEGO STARCH.</b>	
Pure Starch	
40-lb boxes, 1, 2 and 4 lb pack'g's	8
36-lb " 3 lb. packages	8
12-lb " "	8 1/2
38 to 45-lb boxes	8

Silver Gloss Starch—Less trade dis.

40-lb boxes, 1, 2 and 4 lb. pack'g's	9
40-lb " 1/2 lb. package	9 1/2
40-lb " 1 lb.	10
40-lb " assorted 1/2 and 1 lbs.	9 1/2
8-lb sliding covers	9 1/2
38 to 45 lb boxes	9
Oswego Corn Starch—for Puddings, Custards, etc.—	
40-lb boxes, 1 lb packages	8 1/2
30-lb "	8 1/2

**ST. LAWRENCE STARCH CO'S**

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

**Laundry Starches—**

No. 1, White, 4 lb. Cartons	5 1/2
" " Bbls	5
" " Kegs	5
Canada Laundry	4 1/2
Ivory Gloss, six 6 lb. boxes, sliding covers	7
Ivory Gloss, fancy picture, 1 lb packs	7
Patent Starch, fancy picture, 1 lb. cartons	7 1/2
Ivory Starch in cases of 40 packages	\$3 00

**SUGAR.** c. per lb

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

**SALT.**

Bbl salt, car lots	1 00
Coarse, car lots, F.O.B.	0 65
" " small lots	0 85
Dairy, car lots, F.O.B.	1 00
" " small lots	1 25
" quarter-sacks	0 40
Common, fine car lots	0 75
" " small lots	0 95
Rock salt, per ton	13 00
Liverpool coarse	0 75

**THERE ARE**  
Baking Powders  
AND  
Baking Powder  
**PURE GOLD**

Is worthy of the name of the **BEST**

RECOMMENDS ITSELF.

**THE PURE GOLD MFG CO.**

.. TORONTO ..

**Kingsford's Oswego STARCH.**

**STRONGEST. PUREST. BEST.**

"THE ORIGINAL"

FOR THE TABLE.

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

(Others so-called are imitations of our brand.)

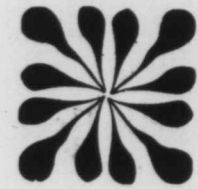
FOR SALE BY ALL LEADING JOBBERS IN CANADA.

**T. KINGSFORD & SON**  
OSWEGO, N.Y.





# The St. Lawrence Sugar Refining Co's



GRANULATED  
and **YELLOWS** ... ARE PURE ...  
and **SYRUPS** ..

**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.

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H. A. PERLEY, Prop.

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SHAW & ELLIOTT, Principals.



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No Alkalies

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Breakfast Cocoa,

which is absolutely pure and soluble.

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- 1, 2, 3, 4 market baskets.
- Butcher and Crockery baskets.
- Fruit package of all descriptions.

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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.

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SOAP

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Should be taken care of, so do not allow them wear it out upon a poor, ordinary Washboard when you can offer them

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For a few cents, Only have them try the board and your reputation is made. Manufactured only by

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And see the great difference. In every point you will see the vast superiority of . . .

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Write For Primer

The central draft in one is perfect, the other you will find fault with. See the wick-screw in The "Pittsburgh," see if the other has anything like it. Which is the simpler? The "Pittsburgh," of course. A child can take it apart without any trouble. . . .

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SPECIALTY IN CLEAR JELLY MARMALADES

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

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

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WE HAVE GOOD

Ordinary Lemons, \$2.50 to \$3.00 per box.  
Choice " 3.00 to 3.50 "  
Fancy " 3.75 to 4.25 "

All good value. Oranges, Bananas, Pineapples, Cocoanuts, and all goods in our line at right prices.

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