

# THE CANADIAN GROCER

VOL. IX

TORONTO AND MONTREAL, SEPTEMBER 6, 1895.

No. 36

Manufacturers by Special Warrant  
 To Her Majesty THE QUEEN



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TO HR H THE PRINCE OF WALES PURVEYORS

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THE CANADIAN GROCER



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**STRENGTH**



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Made only  
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"New Process" Soda, finest on the market.



## Pure Castile Soap

**RED LION BRAND**

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

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"TELEPHONE"  
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three qualities.

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hang on the wall and be  
used as match safes.  
"BEAVER" . . . . . In sliding oblong boxes,  
for home use.  
"FAVORITE" . . . . . Small matches in sliding  
boxes made to carry in  
the vest pocket.

## Safety Matches

"SAFETY" . . . . . Put up same as "Red Parlor."  
"CANADIAN SAFETY" . . . . . Put up same as "Favorite."

These light only on the box.

---

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WE ARE TAKING ORDERS "TO ARRIVE" FOR FOLLOWING CANNED GOODS:  
Tomatoes, Corn, Peas, Wax Beans, Pork and Beans, Salmon, Mackerel, Lobsters, Pears, Strawberries,  
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Our prices are exceptionally low. Write for quotations before you buy elsewhere.

**Laporte, Martin & Cie.**

WHOLESALE GROCERS  
72 TO 78 ST. PETER STREET

**MONTREAL**



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The recognized leading Brand in all  
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Kipped Herrings  
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All Selected Fish from the famed  
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FOR SALE BY ALL LEADING GROCERS.

**WALTER R. WONHAM & SONS**

Sole Agents for Canada, MONTREAL.

# The St. Lawrence Sugar Refining Co.

LIMITED

## MONTREAL

Laboratory of Inland Revenue,  
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MONTREAL, April 8th, 1895.

"I hereby certify that I have drawn, by my own hand, ten samples of the **ST. LAWRENCE SUGAR REFINING CO.'S EXTRA STANDARD GRANULATED SUGAR**, indiscriminately taken from ten lots of about 150 bbls. each, I have analysed same, and find them uniformly to contain :

**99<sup>99</sup>/<sub>100</sub>** to **100** per cent. of Pure Cane Sugar with no impurities whatever."

(Signed) JOHN BAKER EDWARDS, Ph.D., D.C.L.  
Prof. of Chemistry and Pub. Analyst,  
MONTREAL.

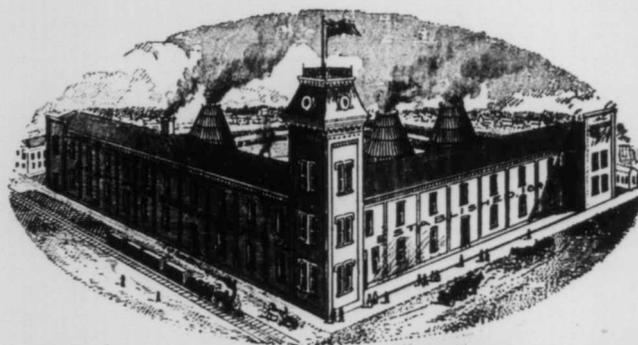
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Established 1849 - Incorporated 1894



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# GRAND MOGUL TEA

This famous Tea stands at the very summit of excellence.

The sales are among the largest in Canada.

Has  
won its way  
to the highest  
place by high quality.

T. B. ESCOTT & CO.

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40c

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Wholesale Grocers

LONDON, ONT.

CRESCENT BRAND



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

NORTHWICH, ENGLAND

MANUFACTURERS OF

**BICARBONATE of SODA**

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

**SODA CRYSTALS**

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

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MONTREAL

SOLE AGENTS FOR THE DOMINION OF CANADA

Come and take a cup of Coffee

**INDUSTRIAL FAIR.**

Visitors to the above Exhibition are invited to inspect the

**"REINDEER" BRAND EXHIBIT**

Main Building, Ground Floor, South Side.

Coffee served from 10 a.m. to 7 p.m. free of charge.

DOES THIS INTEREST YOU?

Japan Teas

A fine line in 5 lb. boxes and 30 lb. cads to retail at 25 cts. per lb. Early picking and beautiful liquor. Just the thing to sell retail in original packages.

Rio Coffee

New goods in store, and selling fast. The quality and prices are worth your attention.

W. H. Gillard & Co. Wholesalers Only, Hamilton

JOHN MOUAT, Northwest Representative, WINNIPEG.

WM. PATERSON & SON



BRANTFORD, ONT.

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

# THE CANADIAN GROCER

Vol. IX. (Published Weekly)

TORONTO AND MONTREAL, SEPTEMBER 8, 1895

(\$2.00 per Year) No. 36

## DROPS FROM THE EDITOR'S PEN.

Fuss and feathers in the store do not carry much weight.

\* \* \*

Eggs that are active should be watched : They may take wings.

\* \* \*

Business success is not won by some because they do not woo aright.

\* \* \*

The sweetest things in life are often spoiled by cutting : Sugar for instance.

\* \* \*

Tired is the merchant when trade is brisk and weary is he when it is quiet.

\* \* \*

Why term a holiday Labor Day? Is it because people tire themselves on holidays?

\* \* \*

People who prefer horse in the can are at liberty to so have him ; I prefer him in the cart.

\* \* \*

The scent of a good cigar is agreeable, but you cannot get a good scent from a cent cigar.

\* \* \*

Seek diligently and with much patience, and success in business shall crown thy efforts.

\* \* \*

It is said departmental stores have not yet reached California. Happy California merchants.

\* \* \*

The guns of the Cuban insurgents appear to be hitting the sugar market as well as the Spanish troops.

\* \* \*

Toiling ceaselessly : The farmer throws aside the reaping hook only to pick up the ploughshare.

\* \* \*

If Sir C. Rivers-Wilson is as much concerned for the interests of the Canadian shippers as they are now in making pleasant his official visit to Canada, more popularity

may the Grand Trunk be expected to enjoy than now falls to its share.

\* \* \*

It frequently happens that it is because he has not bought right that the merchant cannot sell right.

\* \* \*

Doubtful book debts are largely the fruit of not being sufficiently doubtful of the people asking credit.

\* \* \*

The gauntness that characterizes the wheat fields speaks eloquently of the fullness that has been garnered.

\* \* \*

Merchants who cannot see any good in business organizations evidently belong to the species that won't see.

\* \* \*

An eastern suspender company has suspended. It was started to suspend trowers, but it has now suspended payment.

\* \* \*

Iron and steel are the leading factors in the upbuilding of trade just now. It is well that the strongest material should be used.

\* \* \*

The extraordinary fruitfulness of Manitoba suggests that perhaps it was in the "Prairie Province" that was situated the Garden of Eden.

\* \* \*

The seventh heaven is many miles below the heaven of the merchant whose business knowledge is such that he needs not a trade paper.

\* \* \*

The coming winter may be cold, but the machinery in our mills and factories is likely to be kept warm by the labor they will have to perform.

\* \* \*

About as wise in his conclusions as the man who fancies one meal will sustain life for a year is he who imagines that one insertion of an advertisement will sell out the particular goods advertised. As a man must

eat regularly to live, so must the merchant advertise continuously in order to get the best results.

\* \* \*

It is to be hoped that with the return of good business, merchants will be careful there is not a return of bad business methods.

\* \* \*

He who keepeth his eye on the advertisements that grace the columns of the trade press often espieth goods that bring dollars to his till and reputation to his store.

\* \* \*

Unappreciated or poorly paid efforts should not induce unfaithful service. In addition to its own reward, which faithful work brings, that designated pecuniary will come by-and-bye.

\* \* \*

A grand thing will it be when the Tobacco Trust in the United States goes up in smoke. A legal lucifer properly qualified for the purpose of so sending it will be made some of these days, too.

\* \* \*

Enemies predicted that the Wilson tariff would be the death of United States manufacturing industries. If it is to die that they are it will be from their own activity, judging from present appearances.

\* \* \*

The Wilson tariff law has just passed its birthday. As the N.Y. Journal of Commerce has it, it "has proved, like many other infants, not so good as its parents hoped, and not so bad as the neighbors predicted."

\* \* \*

Diligent effort is being made in the Western States to introduce canned horse. Before the people of this continent will get over their aversion to horseflesh they will require to have appetites sharpened by the horrors of war, as did the Parisians.

\* \* \*

Fakir and allas is the man who constructed the Montreal sea serpent and the string of falsehoods appertaining thereto, no greater liar is he than those who have "seen" sea serpents on ocean, lake and river : He is only a little more practical, that is all.

### TEA IN CEYLON.

THE name of Ceylon has been chiefly associated with the production of coffee and spices; the latter in poetry, but in poetry only, imparting their fragrance to the very air.

While Ceylon coffee and Ceylon spices are of superior quality and remain most important articles of trade, it is Ceylon tea that has become the staple product, and the one for which the island is now so celebrated.

Seldom or never has an industry made such progress, or a new article of consumption overcome by its intrinsic merit the opposition of vested trade interests, as has Ceylon tea.

In 1873 the exports of tea from Ceylon were 23 lbs.; in 1882 they were 4½ million lbs.; and now, over 80 million lbs. are annually produced.

The area under tea in the island is extending, and about 280,000 acres have been planted. Over 1,200 European planters and 260,000 Indian and Singhalese laborers are engaged in the cultivation. Some of the plantations are but little above sea level, while others run up to an elevation of 6,000 feet. The average altitude of the larger districts is about 4,000 feet above sea level, an elevation at which the climate is pleasant and most healthy. A railway runs up into the hills, and a good system of cart roads exists, so that most of the estates are already within a day's journey from Colombo—the capital and shipping port.

At a time when dietetics has almost become a science, when purity and cleanliness in food and beverages are so strongly insisted on, it is strange that greater attention has not been called to the more than doubtful nature of much of that which is consumed as tea.

It has been said that, if to be an Englishman is to eat beef, to be an Englishwoman is to drink tea. True it is that the article which in the sixteenth century was a luxury, costing \$50 a pound and consumed by a hundred people, has in the nineteenth century become a necessity, costing less than a dollar a pound and consumed by millions, and such good judges as the people of Great Britain have not been slow to recognize the merits of the Ceylon article; so China, which thirty years ago contributed 95 per cent. of the total quantity consumed in the United Kingdom, now contributes but a dwindling 12 per cent. Nor have the people of Australia failed to appreciate the vastly superior quality of Ceylon tea, for they have already increased their consumption of it from 1,500,000 lbs. in 1889 to 7,000,000 lbs. in 1893.

The people of America have a reputation for knowing and getting what is best of everything, and yet, in the matter of tea, they have not got the best. And why? Be-

cause they have not had an opportunity of using and judging that for which Ceylon is so famed. The tea planters of Ceylon have determined that the opportunity shall be given, and the Government of Ceylon has, at their request, imposed a special tax on all exports of Ceylon tea, in order to provide a fund for introducing Ceylon tea into America. Commissioners are now in America for the special purpose of devising the best methods of effecting this object.

Did the people of America thoroughly understand the difference between British-grown tea—such as Ceylon's—and that of China or Japan, it is certain that those who could get the pure, clean, machine-prepared leaf which is turned out from the planter's factory, would never touch the far from pure article prepared by the hands and feet of the unwashed Mongolian.

In China and Japan, tea is mostly cultivated in small patches by the peasantry, who gather the leaves and prepare the tea in their huts in a very unfastidious manner. The tea, either in a half-manufactured or finished state, is sold to petty dealers, who in turn sell to larger dealers.

The large dealer mixes and manipulates teas, packs and sells them to the European merchants for shipment to England, Australia or America. The manipulation of tea is an art in which the Chinaman excels, and in many of the inferior kinds the quality is infinitely deteriorated—thus, "the dust of the leaf is mixed with clay and manipulated into the form of the ordinary leaf." This is with appropriate philological coincidence termed "lie" tea. "Tea leaves which have been already used are again manipulated and rolled into shape, and sold as genuine tea."

The teas of Japan, which are almost entirely consumed in America, are regularly and admittedly "faced" with a mixture of Prussian blue and soapstone.

The Ceylon estate cultivation and manufacture is very different, and it may not be uninteresting to give a brief account of how pure tea is made.

The tea bushes are planted in lines at regular distances over hundreds of acres of carefully roaded and drained land, which is regularly weeded every month. Every year or so the bushes are pruned down to a height of about two feet; and eight weeks after the pruning, the first "flush" of young shoots is ready to be plucked, and during the height of the season the flushes re-occur every ten days. Coolies, having a small basket attached to their girdle, then go round and pluck the bud and a couple of the tender half-developed leaves. At mid-day, and again in the evening, the leaf is weighed and taken into the factory. The leaf is at once spread very thinly on trays or shelves to wither. The time which the leaf takes to wither—to become soft and pliable without drying up—varies with the weather, but, as

a rule, the leaf gathered one day will be sufficiently withered the following day.

The withered leaf is then placed in the rolling machine—an ingenious and effective machine, which is driven by steam power. The rolling lasts for nearly an hour, at the end of which time the leaf has become a moist mass of twisted and bruised leaves, technically called "the roll." The roll is then placed in trays to ferment or oxidise; during this process it changes from a green to a copper color. The subsequent strength and flavor of the tea depend, to a great extent, upon the fermentation—a chemical process, the success of which is not entirely within the control of the planter, but depends greatly on the weather, and takes a time varying from one to five hours.

The next process is that of firing. The roll, thinly spread on trays, is placed in large iron drying-machines, and at the end of half-an-hour it is thoroughly crisp and dried, and has become tea. It is then sorted or sized, by being passed through sieves of different mesh, giving the varieties of Orange Pekoe, Broken-Pekoe, Pekoe, Souchong, Congou, and dust. The Orange Pekoe, which consists chiefly of the opening bud of the leaf, gives the strongest tea—perhaps too strong a tea to be infused by itself; and Pekoe generally makes the most pleasant drinking tea.

The final process is that of weighing and packing. When a sufficient quantity has been manufactured, the tea is again slightly fired, to drive off any suspicion of moisture, and packed while warm in lead-lined boxes carefully soldered down to exclude air. Such is the mode of careful, cleanly preparation in the specially erected factory of the Ceylon planter; and every drinker of genuine Ceylon tea may be certain that it is absolutely pure.

Ceylon tea stands unrivalled for its combination of strength and flavor; and the pure tea gives a beverage pleasant and beneficial to those who drink it. One cannot doubt that, were the well-meaning evangelists in the cause of temperance to realize the difference between pleasantly strong, well-flavored, stimulating tea and the "wishy-washy" decoction infused from the cheaper Chinese teas, their efforts to substitute "the cup which does not inebriate" for that which does, might be made much more successful.

In addition to the other good qualities, Ceylon tea possesses that of being economical; for it is generally admitted that two pounds of Ceylon will go as far as three pounds of China.

The tea you drink should be: 1, pure; 2, wholesome; 3, pleasant; 4, economical. And Ceylon tea justly claims pre-eminence on these grounds.

Would-be purchasers of Ceylon tea must be warned that there is danger (just as there is with everything which has earned a good name and become popular) of a spurious or admixed article being sold instead of what is genuine.

How to make perfect tea.—Use fresh boiling water—that is, fresh water that has just commenced to boil. Have the teapot hot; pour the boiling water on the tea, and in five minutes pour into cups, or another hot teapot. Do not let the tea stand with the leaves longer than five minutes.

# Merchants . . .

Do not think because your purchases are small we do not value your trade. Our business is made up of little things. We are pleased to hear from you at all times.

LUCAS, STEELE & BRISTOL Hillwattee Tea . . . Agents HAMILTON

## THE LATEST ARRIVAL



# Damascus Blend of Coffee

Owing to the phenomenal success of the Mecca Coffee we have at the request of a large number of our friends decided to put on the market a second line, and after careful selections have made up a first-class blend, which we have no doubt will fully meet their requirements. Having everything now in readiness we will be pleased to supply the

## DAMASCUS BLEND OF COFFEE

THIS IS PUT UP ONLY IN WHOLE BEAN.

James Turner & Co. - - - Hamilton



# During the Fair

We extend a hearty invitation to all our Customers and Friends who intend visiting our City to call upon us and make use of our offices during their stay, when we shall do all in our power to make their visit pleasant.

**H. P. ECKARDT & CO.,**

**WHOLESALE GROCERS**

**Toronto**

## LATE BUSINESS CHANGES.

The stock of John Bond, general store, Aurora, Ont., was advertised for sale.—Fielding & McLaren, groceries and crockery, Guelph, Ont., have sold out to Scott & Millman.—J. T. De Pencier's general store stock, at Merrickville, Ont., is for sale by auction on Sept. 11.—David Hood, Thornbury, advertises his bakery and confectionery business for sale.—A. Dunlop, miller, baker, etc., Watford, Ont., has been burned out.—John Nolan, Mrs. N. Ratte, and Thos. McNally have all started grocery stores at Bergerville, Que., and R. Tremblay has opened a bake shop at the same place.—Fred. J. Bonner has been registered proprietor of W. H. Bonner, fruits, Montreal.—E. Gagnon, grocer, Montreal, has been burned out. Insured.—Gerhardt & Co., cigar makers, Montreal, have sold out to John Hammond.—Chas. Hunter and Evariste Leduc have been registered proprietors of Hunter & Cie, provisions, Montreal.—L. A. Piche, grocer, Montreal, has assigned.—Wm. Rourke, grocer, Montreal, will contest a demand of assignment.—The general store stock of R. Shortreed is advertised for sale.—Louis Laurin's creditors have been called together, and P. J. Bazin and A. Turcotte have been appointed curators of his general store at Point Gatineau.—F. X. Dussault, of B. & C.

Houde, tobacco makers, Quebec, is dead.—Wm. Wilson, trader, Shawville, Que., has been asked to resign.—Arthur Gobeau, trader, St. Isidore, Que., has assigned.—Charles Thomas, a fruit grower, of Springfield, Ont., has made an assignment for the benefit of his creditors to James P. Langley, Toronto. The liabilities are small, and the assets, consisting of grapes and other fruits, will, it is expected, realize sufficient to pay all claims in full. A meeting of the creditors has been called for September 9, when a statement of affairs will be presented, and for the ordering of the estate generally.

## INVENTORY A NECESSARY TASK.

There is perhaps no happening in the round of the year that demands such minute attention from merchants, buyers and salespeople as inventory, says Dry Goods Economist. Merchants are wont to look forward to this period with considerable anxiety, buyers with dread and salespeople with disgust. Yet it is a necessary task, and one which is as deserving of the full co-operation of the employes as is any other of the duties. If the performance of such work semi-annually brought no other results than the freshening and enlivening of the stock, it would be highly deserving of every merchant's consideration.

But inventory is a necessity, inasmuch as

every merchant should know the result of the season's business and the extent of the stock on hand. There is no other means by which an accurate accounting can be obtained of the goods sold and the profits realized. Yet, important as this work is, many merchants neglect it, considering it as but a small factor in bringing about success. Others again take inventory in so profuncatory and unmethodical a manner that the result is only a heap of inaccuracies. Few really take inventory as it ought to be done. Those who do so are always found the most methodical in their other business transactions, and are usually the ones that are granted favors during seasons of commercial depression. To know "where one is at" it is absolutely necessary to take stock, if not twice a year certainly annually; and what is done in this direction is of little use unless done well.

## LARGE SHIPMENT OF TEA.

A large shipment of teas was received this week by Perkins, Ince & Co. It consisted of 2,000 packages, and embraces Japans, Congous, and Young Hysons. Besides this shipment the firm has large quantities of tea which have been shipped direct to customers, and will not in consequence come near the warehouse. The Young Hysons are understood to be the first to arrive here this season. All day Wednesday drays were lined in front of Perkins, Ince & Co.'s warehouse delivering the teas.

# WOOD SPOONS

For Preserving and Pickling.  
Best Quality White Birch.

Entirely Odorless and Tasteless.  
Sizes, 13, 15, 17, 21 inches long.

**H. A. NELSON & SONS,**

**TORONTO and  
MONTREAL**

# New Crop Valencias

Now in stock.

Larger shipments en route.

## DAVIDSON & HAY

Wholesale Grocers

Toronto, Ont.



Swim up stream, and it is that kind of fish that we use exclusively in packing our **FLAG-SHIP BRAND CANNED SALMON**. We guarantee the contents of our cans to be only first-class, selected Salmon, packed with scrupulous cleanliness.

ROBERT WARD & CO., Ltd.  
Sole Agents  
VICTORIA, B.C.

Canadian Pacific Packing Co.

R. V. WINCH,  
Manager.

LULU ISLAND, B.C.

## An Appropriate Name



Is an important point in selling food products. Some names tell the whole story, others mislead, and the grocer has to explain. Look around on your shelves; what articles have more appropriate "whole story telling" names than "Jersey Brand" Condensed Milk. It is Jersey milk, condensed. True to name and to nature. Don't let your stock get low on

### "JERSEY" BRAND

Of Condensed Jersey Milk.

If you are interested in a scientific analysis of the different brands write for a copy of Prof. Bowman's Report.

FORREST CANNING CO.

HALIFAX, N. S.

“He is well paid, that is satisfied.”

—Shakespeare.

To E. D. Gillson Esq  
 Dear Sir: Jilsonburg

Goods received in good order  
 and found quality quite satisfactory

Yours truly  
 A. M. Blewett

The steps to a  
 successful and

**PERMANENT TEA TRADE**

Can only be ascended by handling

**Ram Lal's  
 Pure Indian Tea**

PAYS A DOUBLE PROFIT  
 AS IT IS  
 ALWAYS WINNING TRADE  
 ALWAYS HOLDING IT

**FLAVOUR**



**FRAGRANCE**



**PURITY**



**STRENGTH**



**WESTERN  
 SELLING AGENTS**

**Turner, Mackeand & Co.**

Wholesale Grocers,

WINNIPEG

# THE CANADIAN GROCER

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

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and  
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### EUROPEAN BRANCH:

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17 Victoria St., London, S.W.  
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### THAT SYRUP TARIFF.

IF the present duty on dark syrups were 200 per cent. it could scarcely be more iniquitous than is the rate of 100 per cent. obtaining to-day.

Were the maximum figure named in force no dark syrup at all could be brought in. But as it is now the dark syrups are so much wanted that people will suffer themselves to be robbed by the Customs rather than be without this particular article of food.

It would be infinitely better if the Department would drop the role of highwayman, assume that of the autocrat and place dark syrups among the list of goods whose entry into the country is prohibited.

The Government is no doubt aiming to accomplish this by the roundabout way of gradually raising the tariff wall. Infinitely more manly would it be to come out straight and declare that dark syrups shall not be allowed to come into the country at all.

Were the refiners in this country turning out dark syrups enough to supply the demand, there would not be so much cause for complaint. If they made enough and sold at a reasonable price it would not matter much whether the duty was 100 or 200 per cent.

The particular source of annoyance to the trade is the fact that while there is a tariff of 100 per cent. on dark syrups the refiners make practically none at all, when the quantity they turn out is measured by the consumptive demand.

Few people there are who object seriously to the duty of ½c. per lb. on sugar, and because the Canadian refineries turn out the best sugar in the world, as far as granulated is concerned at any rate, and plenty of it. When similar conditions obtain in regard to dark syrups people will not begrudge a moderate duty.

A member of one of the largest wholesale grocery houses in Canada writes as follows:

"Your article in Friday's issue on the 'Unjust Syrup Tariff' is only too true. At the moment, and for a long time past, it has been impossible to procure from our refiners such a thing as a syrup suitable for lumbering sections, and we are now compelled to get such supplies from the United States, paying thereon a prohibitive grinding duty. Complaints have been made to the refiners, to Ottawa, and to some of the Ministers personally, but a deaf ear is turned to our wailings. I trust the agitation you now start will be taken up by merchants everywhere, with the result that this and many other grievances will receive some consideration at the hands of the powers that be. In the past the grocer has been ignored by them completely, and everything manipulated for the benefit only of the manufacturer. United action only can accomplish this, and I hope the millions of dollars invested in this branch of trade will have something to say to their Ottawa friends."

### THE SALMON SITUATION.

THE salmon campaign is almost at a standstill. From what can be gleaned from advices from the Coast, the canners are still confident of their position, but wholesalers, while they lean to the bullish side, see enough of uncertainty in the market to preclude their venturing far at present prices. With what new salmon they have in stock, and with what is near at hand, they have enough for immediate requirements. And at the moment they are buying practically nothing, while with second shipments near by they are about 5c. per dozen lower in their views.

The season for fishing closed on the 1st inst., but what the final pack is figures have not yet been adduced. The last estimate we have of the pack is from figures collated August 20. These estimated the pack as follows: Fraser River, 315,669 cases, against 363,967 last year; Skeena River, 67,351, against 61,151; River Inlet, 59,000, against 39,351; Naas River, 18,000, against 19,587; other northern points, 20,500, against 10,315 last year. This means a total of 480,520 cases, against 494,371 last year.

If the estimates for the present season's pack are any way near correct it is obvious that the difference between it and last season's output is small. One thing is certain, the present pack is a good deal larger than it was a few weeks ago estimated that it would be. This is the leading bearish factor in the situation. Next in order is the fact that present prices are dangerously near a point where they will interfere with the consumptive demand. But here, again, it must not be forgotten that the home market is only a small part of the whole.

What is practically the cause of so much unconcern on the part of merchants, both wholesale and retail, is the belief that prices

will not go higher even if they do not recede any, and that therefore they have nothing to lose by deferring further purchases, while they may have something to gain. And THE CANADIAN GROCER does not know but what they are about right. It appears to be the safer course at any rate.

Those, however, who may be imbued with strong bearish views regarding the situation should not forget two things: The new pack salmon came upon a decidedly bare market, towards the end of the season some standard brands being completely cleaned out. This is just as likely as not to be repeated toward the close of the present season. Then it must be remembered that the demand from Great Britain is much larger than usual.

As far as we can see, the key to the situation is in the hands of Great Britain. Is she able to take care of the large quantities of canned salmon she has been purchasing from Canada and the United States? If she is we may look for steady values; if not we may expect to see at least the packers of brands not well known come down in their views.

In the meantime prices remain steady, and THE CANADIAN GROCER is assured by the Toronto representative of one of the canners that his superiors not only refused a bid he sent in, but instructed him that higher prices would be demanded than had been heretofore.

Mail advices state that some cohoes have been packed, and they are being quoted for future delivery at \$4 f.o.b., which would mean about \$4.60 to \$4.65 laid down on this market.

The Columbia River pack of salmon for 1895 is given at 514,617 cases, against 487,700 cases in 1894. The season closed on August 10th. The pack is said to be 100,000 cases in excess of the contracts. Canners, however, are said to evince no uneasiness over that fact, feeling confident that the market will take all that has been packed at fair rates. The export demand is good. It is claimed that the shipments direct from the river to England will be 110,000 cases, against 35,000 cases direct last year.

### SHOULD KNOW HER POSITION.

France's interference with the Newfoundlanders in the building of their across-the-island railway is the height of presumption for a nation that has all along been presuming too much.

Newfoundland is as much a part of the British Empire as is the Dominion of Canada, but were a Rip Van Winkle to awake to-day, it is the President of the French Republic that he would imagine ruled the island down by the sea, and not her Britannic Majesty.

Newfoundland was ceded to Great Britain by the Treaty of Utrecht. The rights that

France obtained on the western coast of the island were concessions made by the conqueror to the conquered, and were for the benefit of the French fishermen, and not as a means for eternally interfering in the affairs of the colony and retarding at every turn its commercial development.

It is Great Britain's duty—to Newfoundland primarily—to give France to understand that she must keep within her proper sphere. The day for dilly-dallying has passed.

#### CURRENT PROSPECTS.

Cables received this week in Toronto announce a steady market for currants in Greece.

The prospects for a continuance of the steadiness are excellent. There is more than one cause which contributes to this.

The primary factor is the Greek Retention Act, which practically prevents values receding below a certain point. Then to this factor is to be added the short crop, which is alleged to be from thirty to thirty-five thousand tons less than last year. In France, too, the vines are said to be damaged. At any rate that country has within the last few weeks been a purchaser of Grecian currants for wine-making purposes.

THE CANADIAN GROCER is informed that efforts made by buyers on this side to make purchases at 3d. per cwt. below quotations have been unavailing, and it is generally thought that figures now ruling will not be far from the lowest of the season.

#### THE DIRECT FRUIT STEAMERS.

There has been nothing new in regard to import business in new dried fruit in Montreal since the information noted last week.

The only news consists of advices regarding the sailing dates of the two steamers of the Donaldson line, which will load fruit direct at primary ports for Montreal.

The Escalona, the first boat, commenced loading currants this week at Patras, and after touching at various Mediterranean ports will call at Denia for raisins. She is booked to sail from that port for Montreal on the 15th, and is expected to arrive by the first week in October. The Fremona, the second boat, will duplicate the Escalona's trip ten days later.

#### CREAM OF TARTAR DEARER.

Cream of tartar has advanced 20s. from the lowest point. The cause is the decrease in the manufacture of wine in France, a resultant of the diminished grape production. Cream of tartar is a bi-product of wine, and of course its quantity is regulated by the measure of the wine production.

#### AN ENGLISH APPLE BUYER TALKS.

THE apple export business will soon open out in genuine earnest. Already representatives of English firms have arrived on this side, while members of Montreal firms have paid visits to the west to see what the prospects are.

Among the Englishmen who have come out to see what chances there are in Canadian apples is Mr. Frank Hamilton, of Hamilton & Pritchard, Liverpool, and who also represents Thos. Russell, Glasgow.

To THE CANADIAN GROCER Mr. Hamilton, who is now in Montreal, predicted a season of low prices, though, of course, he did not hold that he was infallible. His chief reason for believing in a low level of values was the large crop of English and continental apples, the only outlet for which was in England.

"I admit," said Mr. Hamilton, "that fine red Canadian apples and American apples get the preference over the green varieties grown in England and Europe. At the same time the latter have to be consumed, and the enormous crop of them will keep prices down until the season is well advanced. I do not think, therefore, that apple growers on this continent should hold out for high prices, especially as the crops, both in Canada and the United States, are heavy.

"I have just been down in New York and Boston, and there I learn that the only outlet for the large growth of apples in the Eastern States is the English market. Last year consumers in the Western States took a large quantity of these eastern apples, as there was an apple famine out west, but this season they are showing a fine crop as far as I can ascertain. All these influences are bound to work in favor of low prices, and I also understand that your yield of summer and fall apples is a large one. No! I look for cheap apples this fall."

Mr. Hamilton goes west through the apple districts from Montreal. He will be in Toronto in the course of a week or so.

#### MORE CUSTOMS TROUBLE.

Jno. Pinder & Co., of Montreal, the well-known grocery brokers and commission men, have entered an action claiming from the Dominion Government the sum of \$1,490 paid by them under protest as duty on a cargo of sugar.

THE CANADIAN GROCER a week or so ago called attention to the injustice that was being done to sugar importers in this connection, and this is one of the cases in point.

On April 29 the sugar referred to, which was free under the old tariff, was entered in the Custom House as such. On May 3 the new tariff came into effect, but Messrs. Pinder did not think it would affect their

sugar declared five days before. When they applied for the release of the sugar, however, the sum of \$1,490 duty was demanded, in pursuance of instructions from Ottawa. The importers paid the amount under protest; and as it is understood that other importers have been reimbursed elsewhere, Messrs. Pinder seek justice through the courts.

This journal commented on these sugar cases at the time, and can only repeat what was said then: The Messrs. Pinder certainly have right on their side.

#### IT WAS A MISTAKE.

Since the publication of the item last week re new season's dates that were being advertised as being in stock with some wholesale houses, THE CANADIAN GROCER has further investigated the matter.

The advertisement in question was purely a mistake. And it occurred this way: The house received a shipment of dates. The man in charge of the advertising was instructed to announce the fact. But instead of making the advertisement read "a new shipment of dates," he made it read "a shipment of new dates."

"Every grocer knows that new dates do not arrive here till December," remarked the head of the firm, "and it stands to reason that we would not make ourselves such fools as to claim that we had in stock new Hallowee dates."

#### A MAN FROM THE "SOO."

Mr. J. H. Meir, one of Sault Ste. Marie's merchants, has been making one of his periodical trips to Toronto and Hamilton. I ran against him in the "Ambitious City" the other day, and had a pleasant five minutes' chat with him. When I touched upon the water-power at the "Soo" he became enthusiastic.

"It is the grandest water-power on the face of the earth," he declared, with emphasis; "it is ahead of Niagara. Yes, the outlook is getting brighter for the 'Soo.' We have a developed water-power of 20,000 horse-power. The pulp mill is almost completed. The building is of stone and four storeys high. The promoters have put in something like 20 water-wheels. There are 10 or 12 pulp grinders, and it is expected that 20 carloads of pulp per day will be turned out. And then they are going to build a large paper mill, which will, it is claimed, be the largest of its kind in the world. England will practically be the market for this pulp. During the month of July, the company paid out for machinery, labor, etc., \$100,000."

"What are the agricultural conditions in your part of the country?" I ventured.

"Well, as you know, it is not a wheat raising district, but for pasturage I don't

know any better country in the world. Why, we don't think anything of 2½ tons of hay to the acre. During the summer a good many cattle have been sent up from Grey County to get the benefit of our rich pasture lands. Drought does not bother us." Judging from Mr. Meir's appearance, the Soo must be good for men as well as for cattle.

### BUSINESS MEN IN PARLIAMENT.

THE new British House of Commons contains a very substantial proportion of business men in its total membership of 670. The preponderance of lawyers, which is so marked a feature of the Canadian and other Parliaments, is not so observable in the Mother of Parliaments. Adding together the barristers (in and out of practice), the solicitors, the university professors, the doctors and Government officials, to form what may be conveniently called the professional element, we get a representation of 180; that is, 131 barristers, 19 solicitors, 11 doctors, etc. Now, taking the representatives of the landed interest, viz., land owners, tenant farmers and agriculturists, the total shows 182. The financial men number 30, the newspaper proprietors and journalists 31, and the naval and military officers 45. Even in a chamber of 670, each of these groups could very effectually contend for the interest of its order. When we come to the commercial element, the showing is not a whit less imposing. The following may fairly be counted together as representing the great branches of trade and commerce in the three kingdoms:

Manufacturers and spinners .....	54
Merchants .....	35
Steamship owners and builders .....	13
Shopkeepers and traders .....	16
Brewers, distillers and wine merchants .....	19
Hotelmen .....	2
Printers and booksellers .....	7
Colliery proprietors and coal merchants .....	15
Iron masters and metal merchants .....	15
Railway contractors .....	2

This gives commerce a representation of 183, and obtains for it a potent voice in the framing of legislation. Many of its spokesmen are leading members of the House. Some sit in the Government. It is enough to make a Canadian business man's mouth water when he thinks of a representation in Parliament approaching one-quarter of the whole House. Besides that, there are the 120 landed proprietors and farmers, who have great commercial interests at stake. They must form a valuable reinforcement to the business element. If we had 55 or 60 business representatives in our House, in addition to the agricultural element, we would see less professional legislation, tariff inequalities and useless waste of public money—or demand the reason why.

### PROSPECTS IN B.C.

Geo. R. Ashwell & Sons, general merchants, Chilliwack, B.C., write THE CANADIAN GROCER thus: "The prospects for

business are very good out this way, and we anticipate doing a better trade than ever this fall and winter."

After noting that the yield of grain near Chilliwack is tremendous our correspondents continue:

"Prices in grain are going to be low compared with 1893. We cannot count on last year owing to the flood. Oats are \$18 per ton, peas \$20, wheat \$22, barley \$15, and hay \$7. Dairy butter is 15c. per lb., creamery butter 20c. per lb. Eggs bring 22c. per doz. Year before last these prices were \$5 to \$7 and 7 to 8c. higher than this."

Messrs. Ashwell & Sons add that they would not know what to do without THE CANADIAN GROCER.

### IN RETAIL CIRCLES.

J. F. CUMMINGS, College street, Toronto, has sold out to A. Snuggs, formerly with Siroud Bros., Yonge street.

J. A. Sweet, 481 Queen street east, Toronto, has purchased a new covered delivery wagon. It is beautifully mounted, and is one of the best turnouts of the kind in the "Queen City."

F. C. Whitelock, 392 Yonge street, Toronto, who recently bought out F. J. Benjamin, has got his store nicely arranged, and he is doing a nice business.

Kane & Kane, of Orillia, have extended their already large premises some twenty feet in the rear. "It is now one of the finest general stores in Orillia," remarked a traveler to me.

The business of McEachren & Carr, Trout Creek, recently dissolved, is being carried on by Mr. Milton Carr, formerly of Powassan.

Pokorney & Marcle, of Huntsville, have added a grocery stock to their business. They sell for cash and are doing a nice trade.

The stock of E. B. Burt, Bracebridge, was recently purchased by C. A. Thompson at 65c. on the dollar. Mr. Thompson was at one time a partner with Mr. Burt.

George Cuttle, of Geo. Cuttle & Son, for many years manager for W. Barnard & Co., Sutton West, has put a stock of groceries into the store in which he sold furniture for some years.

H. E. Thomas, of Teeterville, has renovated his store, making it much more attractive and convenient.

Tilly & Poustie, of Aylmer, have dissolved partnership, the former retiring. Mr. Poustie has taken into partnership with him Walter Stewart, and the business will now be known as Poustie and Stewart. We wish them success.

Taylor & Smillie, of Brussels, have dissolved, Mr. Taylor retiring. The business will continue as heretofore, as Mr. Smillie

has always managed it, to the credit of the firm and satisfaction of his customers.

At Palmerston we find a nice, well kept stock, with every attention paid to the requirements of the public. This is easily accounted for, as James W. McCabe thoroughly understands his business.

### FIRST SHIPMENT DATES DELAYED.

The first shipment of dates will be about two weeks later than usual this year. Advices received on the Toronto market this week announce this. The reason is that the date houses on the Persian Gulf have decided to delay shipments two weeks later than usual; why the advices do not state.

In consequence of this decision the first steamer with new season's dates is not likely to leave Bussorah before October 10. That means that it will be well on to the end of November before she will reach England, and at least the third week in December by the time new season's dates are on the Canadian market.

As far as THE CANADIAN GROCER can learn, prices are much about the same as last year; while much the same may be said regarding the orders that have so far been placed.

### AT YOUR SERVICE.

THE CANADIAN GROCER is always zealous for service in behalf of its readers; and we do not draw the line at purely journalistic work.

The Toronto Industrial Exhibition is now open, and country merchants are flocking into the "Queen City" from all directions.

Are you coming? You most assuredly should. There are ideas to be gathered at the Fair and bargains around the warehouses.

If you are undecided let this be the moment of decision.

When you have read this issue file it away, pack your grip, hie away to Toronto, call at the office of THE CANADIAN GROCER, 26 Front street west, and if you desire someone to pilot you about the Exhibition Mr. MacLean or the editor or some member of the staff is at your service.

### NO FRUIT BUT RICH GRAIN.

Mr. McKinnon, of McKinnon & Co., general merchants, Blyth, was in Toronto this week to attend the millinery opening and the Fair, of course. "Apples, plums and hay we practically have none at all this year," he remarked to THE CANADIAN GROCER, "And you know apples and hay are two things which we usually send out in large quantities."

In spite of this gloomy report, Mr. McKinnon speaks in decidedly hopeful terms of trade prospects. "We have, you know, excellent cereal crops," he explained, "which is something we did not anticipate in June last."

**"A Constant Dropping Wears Away a Stone."**  
That is the reason why we are constantly reminding you of that delightful article

**DESICCATED ROLLED WHEAT**

**IT PAYS** We believe, by calling your attention to it often enough, we can convince you that to handle a little better Breakfast Food at a little higher price, for your good customers. Write to us and our agent will call or we will quote you prices, with samples, on all varieties of Breakfast Foods.

The **IRELAND**  
National Food Co., Ltd.

**TORONTO**

#### SEEKING INCORPORATION.

Charles Ephraim Boyd, Norwich; Gordon Stanford, Sault Ste. Marie; William David Boyd, William Edgett Tisdale and Frank Reid, of Simcoe, are applying for incorporation as "The Sault Trading Co., Ltd." to manufacture and deal in groceries, hardware, etc., at Sault Ste. Marie, Ont., with a proposed capital of \$24,000.

Alexander Albert Mulholland, James Lockart, Jonathan Matchett, William Delaney and Nicholas Garland, of Toronto, are applying for incorporation as "The Northumberland Paper and Egg Case Co., Ltd., with headquarters at Campbellford, Ont., and a proposed capital stock of \$100,000. The company will buy out the stock-in-trade and business formerly conducted by E. G. Burke, and the objects of the syndicate will be (1) To manufacture from straw, wood or other material, and deal in pulp, binders' board, builders' felt and paper, and all other kinds of paper, binder and other twines and cords, egg cases, boxes and other products of such pulp, board and paper, and wooden boxes and cases of all kinds. (2) To manufacture and supply light, heat and power, either by water, steam or electricity.

David Alexander Gordon and Edward Kelley, of Wallaceburg; William Brown, of Mooretown; James Wynard Steinhoff and James Andrew Steinhoff, of Wallaceburg, are applying for incorporation as "The

Mooretown Salt Co., Ltd.," to manufacture and sell salt at Mooretown, with a capital stock of \$10,000.

Olivier Latour, Oscar McDonell, Pierre H. Chabot, Albert H. Chabot, all of Ottawa; and Louis N. Champagne, of Hull, seek incorporation as "The Ottawa Trading Co., Ltd.," to carry on a general business at Montreal and other places, with a proposed capital of \$8,000.

#### DANIEL M'LEAN FAILS AGAIN.

Daniel McLean, one of the pioneer leather merchants of Toronto, has made an assignment for the benefit of his creditors to Mr. E. R. C. Clarkson. Three years ago Mr. McLean got into financial difficulties through real estate. Some months ago he removed from his old stand on Yonge street to smaller premises on the opposite side, and appeared to be doing a profitable business on a limited scale, but the real estate again helped to bring him down, and he was compelled to place his affairs in the hands of an assignee.

The liabilities are estimated at \$10,000, and the assets, as far as the stock is concerned, will be learned as soon as stock-taking is completed. It is expected that the real estate equities, coupled with the stock, will pay off the liabilities in full.

Another cause of failure was the fact that very little leather can be sold to the small shoemakers throughout the country, since the

big factories now make boots and shoes so cheap. Mr. McLean's trade in the old days was large throughout the towns and villages of Canada.

#### A NOBLE CONFECTIONER.

It is said that Charles Alexander, the well known Montreal confectioner, has a claim to the British earldom of Sterling. There is the vast sum of \$1,000,000,000 in the English treasury to the credit of the estate and awaiting a lawful heir. Major the Hon. Charles Alexander, brother of the Earl of Caledon, recently called on the Montreal merchant and talked his prospects of succession over with him.

#### BRITISH DAIRYMEN.

An Ottawa despatch says: There is a strong possibility of the British Dairy Farmers' Association holding its annual meeting next year in Canada. The organization is purely an Old Country one, and exercises a great influence among the farming community there. The agricultural resources of the Dominion are attracting so much attention in the Old Land that there is a strong desire on the part of the Dairy Farmers' Association to see something of Canada. The High Commissioner has been communicated with on the subject, and the steamship companies have been asked to quote rates. It is expected, if arrangements can be made for the contemplated visit, the Dominion Government will afford facilities to the members of the association to visit different portions of Canada. The delegation will number 75 or 100 agriculturists.

# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

TORONTO, Sept. 5, 1895.

### GROCERIES.

THE market is devoid of any new and striking features this week. In no one line is there real activity. The outside markets are steady on sugar, but that is more than can be said of the Canadian market. The refiners are cutting prices, although previous quotations are nominally obtaining. There is little or no improvement to be noted in the demand for sugar. Syrups are quiet. A good deal of American syrup is being offered, but the duty precludes the transaction of much business. Advices quote currants steady; demand here keeps fairly good for the season. There is not much stir in teas locally. Canned goods of all kinds are quiet. In spices, the feature to be noted is a decline in the price of pepper in the primary market.

### CANNED GOODS.

There is no change in the salmon situation, both buyers and sellers still being apparently unconcerned as to business. Cohoes are being offered at \$4 on the Coast. Canned vegetables and fruit are quiet and featureless. We quote: Tomatoes, 90c.; corn, 80 to 90c.; peas, 80 to 90c. for ordinary; sifted, 95c. to \$1; extra sifted, \$1.40; peaches, \$2.90 to \$3 for 3's, \$1.90 to \$2 for 2's; raspberries, \$1.40 to \$2.20; strawberries, \$1.80 to \$2.45, according to brand; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 90c to \$1, gallons, \$2.25 to 2.40, and preserved fancy quarters at \$1.35 to \$1.40; salmon, new pack "Horseshoe," \$1.40 to \$1.45, in tall tins; do., Cohoes, \$1.15 to \$1.20; canned mackerel, \$1 to \$1.10; new lobsters, \$1.80 to \$1.85 for tall tins; flats, \$2.35 to \$2.40;

half tins, \$1.35. Canadian canned beef, 1's, \$1.65 to \$1.75; 2's, \$2.65 to \$2.75; 6's, \$8 to \$8.25; 14's, \$18 to \$19. Chicago canned beef, 1's, \$1.75 per dozen; 2's, \$2.85. Australian mutton, boiled, 2 lb. cans, \$3.40; ditto, corned and roast, \$3.75.

### COFFEE.

The situation locally is much as before. We hear of a transaction between local dealers in Jamaica coffee at 21½c. We quote green in bags as follows: Rio (new season), 19 to 21c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 20 to 22½c.; Java, 28 to 33c.; Mocha, 30 to 35c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 25c. In New York there is a better feeling to be noted in Brazilian coffees.

### RICE.

Business continues to be of a moderate character at unchanged prices. We quote: "B," 3½ to 3¾c.; extra Japan, 5¼ to 5¾c.; imported Japan, 5¼ to 6¼c.; tapioca, pearl, 3½ to 5½c.

### SPICES.

Demand is good for spices generally, and for pickling spices particularly. Pepper is ½c. cheaper in New York. We quote: Pure black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, 22 to 25c. per lb.

### NUTS.

Business in nuts continues quiet and featureless. We quote: Brazil nuts, 11 to 11½c.; Sicily shelled almonds, 25 to 26c.; Tarragona almonds, 14 to 14½c.; peanuts, 10 to 12c. for roasted, and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 14 to 15c.; Marbot walnuts, 10 to 12c.; Bordeaux walnuts, 12 to 13c.; Sicily filberts, 9 to 10c. for sacks and 10½ to 11c. for small lots; pecans, 10½ to 11c.

### SUGAR.

The home market is still in a demoralized condition, prices being without anything more than a nominal basis. Quotations, however, are nominally unchanged. The demand is little if anything better than it has been for some weeks past. We quote: Granulated, No. 1, 4½c.; do., No. 2, 3¾ to 4c.; yellows, 3¾ to 3¾c.

N. Y. Journal of Commerce, Monday: Just sufficient doubtful feeling prevails in regard to raws to keep an uneven ripple upon the market, but in the main tendencies are toward a steady feeling. Refiners, it is assumed, will buy without asking favors below the line of bids they have of late been making, and importers have hopes of securing a fraction better, with their valuation and holding adjusted accordingly.

### SYRUPS.

The feature of the market is the American syrups that are being offered, but the duty of ¾c. per lb. prevents much business being done. The lowest priced Canadian syrups we hear of being offered are 24c. per gallon laid down here. Business is quiet generally. We quote: Dark, 30 to 32c.; medium, 33 to 35c.; bright, 40 to 42c.

### MOLASSES.

The market remains quiet and featureless. We quote: New Orleans, barrels, 30 to 32c.; half-bbls., 33½ to 35c.; Barbadoes, barrels, 31 to 35c.; half-barrels, 33 to 37c.

### TEAS.

Latest cable advices from Colombo state that lower grade teas are slightly easier, but fine teas are strong. Locally there is a fair demand for cheap Japan teas, but there do not appear to be many coming forward. The principal teas wanted, however, are low and medium grade Indians and Ceylons. Telegraphic advices from Calcutta received in London, Eng., give the exports to the United Kingdom from the commencement

## W. WILSON

BAY STREET

TORONTO

Is now manufacturing a

# PURE MALT VINEGAR

ON THE ENGLISH PRINCIPLE  
EQUAL TO ANY IMPORTED  
IN BULK OR BOTTLES.

## NOW FOR THE FALL TRADE

Every Grocer will want Scrub Brushes and should have them with Solid Backs.

We manufacture the only brushes with solid hardwood backs of one piece of wood. We have them in three styles and several sizes and qualities in each style. There are other so-called "solid backs," but ours are the only genuine.

BERLIN BRUSH CO.

Berlin, Ont.

## TORONTO BEING

Practically an all black tea-drinking town, it is only natural to infer that the tea having the largest sale there would be the best of all teas.

# "SALADA"

CEYLON TEA

Has a larger sale every Single Day in Toronto than all the other package teas combined have in a fortnight. There are over 700 grocers in the city of Toronto handling "SALADA," which means practically every grocery store in the city.

P. C. LARKIN & CO.

25 Front St. East.

and TORONTO  
318 St. Paul St., MONTREAL.

of the season to the 16th August, as 32,550,000 lbs., against 29,720,000 lbs. during the same period of last season. We quote ruling prices to retailers: Young Hysons, 12 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 35 to 55c. for high grades; Japans, 16 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 45c. for high grades.

#### DRIED FRUITS.

New season's Valencia raisins are due here, and before this issue is in the hands of our readers the wholesale trade will, in all likelihood, have the fruit in their warehousings. In the meantime we quote old fruit as follows: Off-stalk, 80 to 90c. per box; fine off-stalk, 4 to 4½c.; selected, 5½ to 6c.; layers, 4½ to 5½c.

Currants are cabled steady. Demand here is fair. As noted elsewhere the Escalona is now loading at Patras. We quote as before: Filatras, half-bbls, 4 to 4½c., bbls., 4¼c.; fine Filatras, half-bbls., 4¼c., bbls., 4¾c.; Patras, 5½c., in cases; Casalinas, 4½ to 5¼c.; Vostizzas, 6½ to 7c. in cases and half-cases.

There are some shipments of French prunes on the way, but in the meantime the local market is bare of this particular prune. Trade is quiet. We quote: Bosnias at 6 to 7c., and Bordeaux at 4½ to 6½c.; California prunes, 9c.

Evaporated apricots are still dull and neglected, and are likely so to remain for another month or more. We quote: Apricots and peaches, 12½ to 13½c. per lb., new apricots, 15c.; nectarines, 13½c.; pitted plums, 12½ to 13c.

Sultana raisins are quiet and unchanged, at 6½ to 7c. for good fruit.

Figs are dull and nominally unchanged. We quote: 14 oz., 8 to 9c.; 10 lb., 8 to 10c.; 18 lb., 12c.; 28 lb., 15c.; taps, 3½ to 4c.; naturals, 4½ to 5c.

Advices from Barff & Co. state that the date houses on the Persian Gulf have decided to delay shipments two weeks later than usual, the first steamer for London not being expected to leave Bussorah before October 10. Prices will be about the same as last year. Local market is quiet and unchanged at 4¼c. up.

#### BUTTER, CHEESE AND EGGS.

**BUTTER**—The market continues firm for best grades, but lower qualities sell slowly and are accumulating. Some of the latter will eventually have to be sold at very low figures; in fact, it is even now difficult to move it at any price. The creameries have been supplying most of the demand for high class goods. Some produce dealers regard the present situation with misgivings, seeming to have an idea that when the cooler weather sets in and it becomes convenient

to ship rolls, the market will break. Meantime prices are: Old summer dairy and store packed, 7 to 9c.; fresh prints, 16 to 17c.; fresh tubs, 15 to 16c.; Fresh creamery—Tubs, 18 to 19c.; pound prints, 21 to 22c.

**CHEESE**—The market seems about the same as last week. The export demand continues quiet, although many large dealers are taking cheese in anticipation of a further rise, but a change is not generally looked for for some time to come. Prices are unaltered. New Canadian is being sold at the factories at 7¾ to 8c. per lb., while 8½c. is the Toronto quotation. Last August and September makes bring 10 to 10½c.

**EGGS**—Continue to rise in price and to become firmer. We quote: 11½ to 12c. per dozen, while it is said 12½c. has been paid in some instances.

#### GREEN FRUIT.

In accordance with a prophecy made by THE CANADIAN GROCER early in the season lemons continue to advance in price, the market being very firm. Oranges are rather scarce, but bananas come in pretty freely. As to fresh green fruits the market is pretty well supplied. Peaches are said to have reached their lowest price early this week, and it is not anticipated that they will fall so low again this season. At present Canadian Crawford, which are rather scarce, but of excellent quality, have three able competitors on the market viz., California, Delaware and Michigan peaches. Some of the last named are of good quality, possessing a thicker, darker lined skin than the Ontario, and the same rich flavor. Plums are scarce and dearer, while grapes and pears are cheaper than last week. We quote prices: Lemons—Sorrento, Palermo and Verdilla, \$8 per case. Oranges—California seedlings, \$3.50 to \$4; Sorrento, \$3.75 to \$4. Bananas, \$1 to \$1.50; coconuts, \$3.50 to \$4 a sack; cucumbers, Canadian, 15c. per basket; new cabbage, 75c. to \$1 per bbl.; Canadian tomatoes, 15 to 35c. per basket. Green California fruit—Peaches, \$1.40 to \$1.75 in boxes; pears, \$2.50 to \$3; plums, \$1.25 to \$1.75; green apples, \$1 to \$2.25 a barrel; watermelons, 18 to 20c. each; muskmelons, 35 to 40c. per basket; grapes, 2½ to 4½c. per pound; Canadian Crawford peaches, \$1 to \$1.35 per basket; Delaware Crawford, \$1.50 to \$1.65; Canadian Bartlett pears, 75 to 90c. per basket; other grades, 30 to 60c.

#### COUNTRY PRODUCE

**BEANS**—Unchanged at \$1.70 to \$1.75.

**DRIED APPLES**—Jobbers quote at 6 to 6½c.

**EVAPORATED APPLES**—Jobbers quote at 8c. per lb. in 50-lb. boxes.

**POTATOES**—The low point of 25c. per bag has been reached in Toronto, and potatoes are still rushing in. Easy prices are bound to rule for weeks to come.

**HONEY**—Strained in bulk is unchanged at 8 to 9c. Honey still sells at \$1.50 to \$1.80 in the comb.

**HOPS**—Canadian, 6½ to 7½c.; Pacifics, 14c.

**HAY**—Baled hay still brings \$14 in ton lots, and \$12.50 in car lots.

#### FISH.

The arrival of the first month with an "e" in its name brings forward oysters in bulk, which are quoted at \$1.30 per gal. Sea herring is also a new line at \$3.50 per 100 fish. Last week's quotations are unchanged. We quote: Skinned and boned cod-fish, 6½c.; boneless fish, 3½ to 4c.; haddock, 5 to 6c.; Labrador herring, \$3.25 to \$3.50 per half barrel and \$5.50 to \$5.75 per barrel; Newfoundland herring, \$2.50 per half barrel, and \$4.50 to \$4.75 per barrel; fresh water salt herring, \$3 per bbl.; blue-back herring, 3c.; pike, 4½ to 5c. per lb.; flitched cod, 5c.; finnan haddies, 8c.; Digby herring, in bundles of 5 boxes, 11c.; ditto, lengthwise, 10c.; large halibut, 10 to 13c.; Georgian Bay trout, 7 to 8c.; white fish, 8 to 9c.; Restigouche salmon, 20 to 25c.; mackerel, 20 to 25c.; steak cod, 7 to 8c.; haddock, 6c.; black bass, 9 to 10½c. Fresh Lake Erie herring, \$2.50 per 100.

#### PROVISIONS AND DRESSED HOGS.

Dressed hogs are still quoted at \$6.75 to \$7 per 100 lbs., and the demand for products is very active. We quote:

**DRY SALTED MEATS**—Long clear bacon, 8c. for carload lots, and 8½c. for small lots; backs, 8½ to 9c.

**SMOKED MEATS**—Breakfast bacon, 11 to 11½c.; rolls, 8 to 8½c.; hams, large, 22 lbs. and over, 10½ to 11c.; medium, 15 to 20 lbs., 11½c.; small hams, 12c.; pickled, 10 to 10½c.; backs, 10 to 10½c.; picnic hams, 7½ to 8c.

**LARD**—Pure Canadian, tierces, 8¼c.; tubs, 9c.; pails, 9¼c.

**BARREL PORK**—Canadian heavy mess, \$15.75; Canadian short-cut, \$16 to \$16.50; clear shoulder mess, \$13.75 to \$14; shoulder mess, \$13.50 to \$13.75.

#### FLOUR AND FEED.

**WHEAT**—White, 72c.; red, 72c.; goose, 61c. per bush.

**OATS**—36 to 39c. per bush.; new, 30½ to 31½c.

**BARLEY**—46 to 48c.

**FLOUR**—The market is still unsteady and feverish. Straight roller is quoted 25c. lower than last week. Prices are: Straight roller, \$3.25 to \$3.30; Manitoba, \$4; patents, \$4.25.

**BREAKFAST FOODS**—The cheapening of grain owing to large crops has caused breakfast foods to sink in price. We quote: Standard oatmeal, \$3.90; rolled oats, \$3.90; rolled wheat, \$2.25 in 100 lb. barrels; corn-

EDINBURGH

SYMINGTON'S

ESSENCE OF COFFEE

IS UNEQUALLED.

ORDER NOW

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



## The Finest Grown

For sale by

# THE EBY, BLAIN COMPANY LTD.

Wholesale Grocers

TORONTO - - ONTARIO

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meal, \$3.20; split peas, \$3.50; pot barley, \$3.50 to \$3.75.

#### SEEDS.

From \$4 to \$4.70 is given at outside points for good to choice qualities of alsike.

#### SALT.

Dairy and packing salt are freely moving at old figures. We quote: Barrels, 85c.; coarse sacks, 58c.; fine sacks, 60c.; dairy, \$1.25; rock, \$10.

#### HIDES, SKINS, WOOL AND TALLOW.

**HIDES**—Are still accumulating. Big dealers are selling cured as low as 8¾c., but are paying 8c. and 7c. for No. 1 and No. 2 green.

**SHEEPSKINS**—Lambskins and shearlings have risen to 55c.

**CALFSKINS**—Nothing doing.

**WOOL**—Trade is dull. Fleece combings still quoted at 24c.; unwashed at 14c.; rejections at 17 to 18c. In pulled wools supers are quoted at 21 to 22c., and extras at 22 to 23c.

#### PETROLEUM.

Situation unchanged and prices firm. We quote in 1 to 10 lb. lots, imperial gallon, Toronto: Canadian, 16c.; carbon safety, 18c.; Canadian water white, 18c.; American water white, 20½c.; photogene, 21½ to 22c.

#### TORONTO NOTES.

Clemes Bros. have in two cars of bananas.

D. Gunn, Flavell & Co. are showing a line of Stilton cheese.

Clemes Bros. have a car of Delaware peaches.

New season's dates will be two weeks later than usual.

McWilliam & Everist have a car of Michigan peaches of fine quality.

T. Kinnear & Co. have their new pack "Horseshoe" salmon in stock.

A shipment of 200 cases of French prunes is near at hand for the Eby, Blain Co., Ltd.

Davidson & Hay are showing a handsome sample of imported Japan rice, just to hand.

Davidson & Hay are offering splendid value in a medium bright syrup in half-barrels.

Boulter's tomatoes are being offered by T. Kinnear & Co. at what are said to be reasonable prices.

Clemes Bros. report the receipt of a shipment of old dates, Hallowees, good stock at low prices.

J. W. Lang & Co. have in stock a nice line of Beardsley's shredded codfish in small packages.

H. P. Eckardt & Co. have in stock California evaporated apricots, peaches and fancy nectarines.

The Eby, Blain Co. desire to draw the particular attention of the trade to their advertisement in this issue.

D. Gunn, Flavell & Co. are offering the "Maple Leaf" brand of pure lead in 3 lb. tins, which make neat packages.

The Eby, Blain Co. are offering Odart's pickles at \$3.50 per dozen; also medicated

toilet soap, three cakes in box. This soap can be retailed at about 12c. per box.

John Sloan & Co. have in stock a shipment of low grade Moyune Young Hyson tea which is showing good value.

Rutherford, Marshall & Co. last week disposed of a carload of Manitoba creamery and dairy butter, 512 packages in all.

T. Kinnear & Co. have received samples of their special brands of Japan tea—"Goat," "Buddha," and "Griffin." They are good in both leaf and draw.

The Eby, Blain Co. are putting opera glass gum on the market, 500 sticks to the box. The price is \$4. An opera glass is given away with each box.

California peaches are about over, but Michigan Crawford's are taking their place in bushel baskets at \$2.50. Some of the latter are of good quality and fine flavor.

H. P. Eckardt & Co. have in stock new season's Young Hyson teas, including extra sifted first and second. The make and draw of these teas are exceptionally fine.

A feature of the Eby, Blain Co.'s sample room is the display counter of fancy groceries and novelties, and a feature of the counter is MacLaren's new handsome porcelain jars for "Imperial" cheese.

Rutherford, Marshall & Co. say they have arranged with two first-class creameries to supply them with extra butter during Exhibition time. With those additional sources of supply, besides the "Maple Leaf" brand, they hope to be able to meet all demands.

#### HAMILTON NOTES.

W. H. Gillard & Co. are at last in receipt of their "Unicorn" prunes, and are filling all orders this week. This firm also report large sales of Rio coffee.

W. H. Gillard & Co. will be in receipt of Arguimbau's off-stalk, fine off-stalk and selected Valencias about the fifteenth of this month.

W. H. Gillard & Co. are in receipt of advice of shipment to them from China of 3,000 packages black and Young Hyson teas. The firm anticipate big sales, as the value they will be enabled to offer will be exceptional.

A really good lumbering syrup in half-barrels is being offered by Lucas, Steele & Bristol, under the "Maple Leaf" brand.

#### LONDON NOTES.

T. B. Escott & Co. have arriving this week large shipment "Unicorn" prunes from Trieste.

T. B. Escott & Co. have received from Japan another large shipment of Japan teas. "The prices out there have been so high that our agents have had difficulty in filling our orders at our limits," remarked a member of the firm.

#### BRANTFORD NOTES.

Wm. Paterson & Son are making a fine line of wrapped and unwrapped caramels. Travelers have samples.

Wm. Paterson & Son intend pushing their cough drops and cough tablets, in bottles and tins. Write them for prices.

## QUEBEC MARKETS.

MONTREAL, Sept. 5, 1895.

### GROCERIES.

THE grocery market has not recorded any distinct or radical change since our last report. Business is fair on the whole in most of the staple lines, but can hardly be said as yet to have assumed its full proportions. Sugar is quiet and refiners are still selling round lots at inside figures, and some jobbers also seem to be content with the mere cost price. In spices and coffees the position is quiet and steady. Teas have exhibited a fair degree of activity, especially medium grade Japans, but some fair enquiry is also noticeable for Indian and Ceylons when the price suits. In dried fruit nothing new is to note in regard to values for fall supplies. The first arrivals of new French prunes will be on the market Saturday and are offering at 4¾c. to arrive. Advices on California prunes and evaporated fruit, as will be seen below, are rather easier in their tenor. In canned goods nothing striking is to report and prices generally are steady. Green fruits are much as they were, and fish and the other markets record nothing noticeable.

### SUGAR.

The sugar market has not furnished any important change during the past week. The volume of business is not extensive, though there has been a little more doing in granulated sugar. In round lots this sold at 4c., but for smaller parcels 4½c. is the refiners' asking price, while the jobbing range is 4½ to 4¾c., some of the French houses filling all orders at the inside figure. A fair number of orders have been coming in for yellows at 3 1-16 to 3¾c. at the refinery, and some very low grade yellows have changed hands as low as 3c.

### SYRUPS.

Stocks of syrups in first hands have become considerably reduced of late, and the market rules firm in tone. Prices are unchanged, however, at 1¾ to 2½c., as to grade and quantity.

### MOLASSES.

The molasses market rules quiet and unchanged. Business has been solely of a jobbing character at 37c. for Barbadoes and 36c. for Porto Rico.

### RICE.

The rice market has been fairly active and firm from first to second hands. Prices

# CLEARING..

The entire stock of Crockery-ware, Glassware, and China, at prices that catch all shrewd buyers. Some surprises in very staple lines.

## JAMES A. SKINNER & CO.

(In Liquidation.)

54 and 56 Wellington St., West, - TORONTO.

**COLD STORAGE WAREHOUSE KEEPS YOUR PRODUCE FOR YOU . . .**

Rates and information from . . .

**W. H. LECKIE, Manager,**

**THE TORONTO COLD STORAGE CO.**

Telephone No. 471.

Established 1870.

**JOHN HAWLEY**

Provision and Commission Merchant

Butter Eggs      Lard Apples      Cheese Etc.

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

88 Front Street East, TORONTO

**White & Co.**

70 Colborne St. - TORONTO

Still lead for the

**Choicest of Fruits**

Punctuality and Low Prices. Special attention given to mail orders during the Exhibition.

Consignments of Domestic Fruits, Butter, Eggs, Honey, Beans, Poultry, solicited, which will at all times receive our careful attention.

You will never regret keeping our brands of

**SOAP**

In stock. They are good sellers, and give a fair margin of profit.

GUELPH SOAP CO., Guelph, Ont.

**ANTOINE SOLARI**

Head Offices:

**GRAND VEZIR HAN**

Smyrna

Importer and exporter of Dried

Fruit, Smyrna Figs and Sul-

tana Raisins

All orders executed at lowest prices.

Agent for Canada:

**E. FIELDING**

27 Front Street East, TORONTO

**COWAN'S  
COCOAS  
COFFEES  
CHOCOLATES  
AND ICINGS**

are absolutely pure.

All orders promptly attended to.

**THE COWAN CO., Ltd.**

470 King St. West,

Toronto, Canada.

are steadily held. We quote as follows: Japan, \$4.30 to \$4.50; crystal Japan, \$4.80 to \$5; standard B, \$3.45; C.C. style, \$3.20; Patna, \$4.37½ to \$5; and Carolina, \$7 to \$7.50.

**SPICES.**

There is no change in the spice market. Business is quiet at the following: Penang black pepper, 8 to 10c.; white pepper, 13 to 15c.; cloves, whole, 10 to 20c.; cassia, whole, 10 to 20c.; nutmegs, 40 to 90c.; Jamaica ginger, 20 to 25c., as to grade.

**COFFEES.**

There is only a small business doing in green coffee and any lots that have been moving are small ones for immediate requirements. In ground stock the distributive demand has commenced to pick up a trifle. We quote green bean coffee: Maracaibo, 20 to 22c.; Rio, 19 to 20c.; Java, 24 to 28c.; Jamaica, 19 to 21c.; and Mocha, 27 to 31c.

**TEAS.**

There has been a fairly good demand for small lots of Japan teas during the week, and some 800 packages or so have been turned over of various qualities. Most of the business was at a range of 15½ to 19c., but quite a few lots ranged from 19 to 22½c. Indian and Ceylon teas have also been moving in a quiet way, and in a word the market has been an active one all round. We quote: Low grade Japans, 12½ to 14c.; medium, 16 to 18c.; fine, 19 to 22½c., and choice, 24 to 31c.

**DRIED FRUIT.**

There has been nothing new in the dried fruit market since our last, when quotations on Valencia raisins via the first direct steamer to Montreal were quoted. The vessel cannot possibly arrive before the middle of October, so that there has been no rush to place orders. We quote: Off-stalk, 3 to 4½c. as to grade, and layers, 4½ to 5½c. as to quality.

California raisins rule quiet and firm on the whole, and quotations are unchanged at 6½c. for 4-crown layers, and 5½c. for 3-crown.

The currant market is steady but quiet, with no business of importance to report either for import or from stock. We quote 3½ to 4½c. here as to quantity and package.

The prune market is steady on the whole for French, the first arrivals of which will be here on Saturday this week. They are offering at 4¾c to arrive, and this necessitates some modification in our price. We quote 4½ to 5c. as to quantity. Advices on California prunes are rather easier in tone, and recent quotations on them are equivalent to 6c. laid down here duty paid. Jobbers are asking 6¼ to 6½c. as to grade.

There is no change in dates, which we quote at 5 to 5½c.

Figs are steady. We quote baskets and bags at 4 to 5c. for ordinary qualities, and 9 to 10c. for higher grades in boxes.

Advices on California evaporated fruit are easier, and new offers on stock to arrive are at a concession on previous prices. Offers on apricots are equivalent to 13½c., and on peaches and pears 8½ to 8¾c., while plums have been quoted at 7c. These, of course,

**Graham, McLean & Co.**

Produce Commission Merchants

77 Golborne St.

TORONTO.

Toronto Agents for the

**UNION PRODUCE CO.'S CREAM CHEESE**

Seven styles, seven sizes. Write for sample order.

**MANNHEIM INS. CO.**

**MARINE RISKS EXCLUSIVELY**

Incorporated 1879. Established in Canada 1885.

**CAPITAL AND ASSETS EXCEED \$2,600,000**

**JAS. J. RILEY & SONS**

Managers for Canada

Montreal

Sub. Agents in chief Cities and Towns.

**Rutherford, Marshall & Co.**

Wholesale Produce and Commission Merchants

62 FRONT ST. EAST, - TORONTO.

Correspondence Invited. Consignments Solicited.

**EGG CASES SUPPLIED**

Liberal advances made on consignments.

Bankers: Canadian Bank of Commerce.

**W. N. LAZIER**

Box 341, VICTORIA, B. C.

Agent for . . .

**REMINGTON MACHINE CO.**

Refrigerating and Ice Machines. Complete Plants Installed for all Purposes. Robb Engineering Co. Economic Boilers. High Speed and Corliss Engines. Complete Plants Erected. All work guaranteed.

**Fresh Fruits**

**ALL KINDS** in their season

Special attention given to mail orders.

**CLEMES BROS. - TORONTO**

are the bare cost which jobbers can lay down supplies at. We quote: Apricots, 14 to 17c.; peaches, 9 to 10c.; pears, 9 to 10c.; plums, 9 to 9½c., and apples, 9 to 10c.

#### NUTS.

There is no change in these since our last. Cables rule firm, in line with advices noted last week, and prices are strongly held. We quote: Brazils, 8 to 9c.; shelled almonds, 18 to 25c.; Tarragona, 12 to 13c.; Grenoble walnuts, 12 to 13c.; shelled ditto, 24 to 25c.; filberts, 6½ to 7½c.; and pecans, 8 to 10c.

#### CANNED GOODS.

The canned goods market has been moderately active. Fresh supplies of vegetables, fruit, etc., are now on the market, but the distributive demand is small. We quote: Lobsters, \$6.50 to \$8.50 per case; sardines, \$8.50 to \$10.50; salmon, \$5.20 to \$5.50; mackerel, \$5; tomatoes, 80 to 90c. per doz.; peaches, \$1.90 to \$3 per doz.; corn, 80c. to \$1 per doz.; peas, 85 to 95c. per doz.; strawberries, \$2.25 to \$2.50; raspberries, \$2; green gages, \$2 to \$2.25; blue plums or damsons, \$1.50 to \$1.75; pineapples, \$2.25 to \$2.50, and 3-lb. apples, 90c. to \$1.10.

#### GREEN FRUIT.

A good seasonable trade has been doing in all kinds of green fruit.

APPLES—Prospects for these do not improve. Receipts continue ample and prices are easy at \$1.25 to \$2.20, as to grade.

PEARS—Quiet and steady at \$1.75 to \$2.25.

ORANGES—Supplies here are very light and prices steady at \$4 per box.

LEMONS—The advance in these last noted is firmly maintained at \$5 to \$6 per box.

BANANAS—Market overstocked and prices still lower at 30 to 50c. per bunch, as to quality.

CALIFORNIA FRUIT—Receipts of these show nice condition and are well received. We quote: Peaches, \$1.25 to \$1.50; plums, \$1.20 to \$1.50, and pears, \$2.25 to \$2.50, as to grade.

#### FISH.

The fresh fish trade continues quiet. Demand has been fair, but receipts have been light and this has restricted business. The season for fresh British Columbia salmon closed on the 1st, and this week will close out the balance of these fish, although fresh frozen fish will continue in the market. Fresh B. C. salmon have sold at 13c. Haddock have sold steadily at 4 to 4½c. per lb., and haddies are now in the market at 7½c.

Business in pickled fish has ruled very quiet, and as is natural this early in the fall only a limited demand is to note. New Labrador salmon are offering at 12½ to 13c.; B.C. salmon, 10½c., and No. 1 green cod at 4½ to 5c., while Cape Breton herring are held at 5c. New dried cod fish are in good supply, but demand is almost nil. They are selling in a small way at present at \$4.75 to \$5.

In prepared fish there is a steady jobbing demand for boneless cod at 5½ to 6c., and smoked herrings at 9 to 10c.

#### COUNTRY PRODUCE.

EGGS—The easy feeling noted last week in eggs continues, and prices are ½c. lower at 9 to 11c., as to grade.

POTATOES—Receipts of these are not excessive, and prices are steady at 35 to 45c. per bag.

HOPS—Demand for hops continues very slow, but prices are steady at 5 to 8½c., as to quality.

MAPLE PRODUCTS—No change in these to report under a quiet jobbing trade. We quote: Sugar at 6½ to 7½c. for new and 4 to 6c. for old; maple syrup in wood at 4 to 5c. per lb., and 50 to 60c. per tin.

TALLOW—There is no change in tallow, which is steady at 6 to 6½c. for refined and 5 to 5½c. for lower grades.

BEANS—Continue quiet and steady at \$1.85 for hand-picked, and \$1.30 to \$1.50 for lower grades.

HAY—The market is dull and prices easy in tone. No. 1 timothy is held here at \$10, but is offered in the country at \$9, and No. 2 at \$8 to \$8.50, while we quote spot prices for it \$9 to \$9.50.

#### PROVISIONS.

The demand for provisions on spot continues of a limited character, and the market rules quiet and about steady. We quote: Canadian short cut, clear, \$15.50 to \$16; Canadian short cut, mess, \$17 to \$17.50; hams, city cured, per lb., 9 to 11c.; lard, Canadian, in pails, 9¼ to 10¼c.; bacon, per lb., 9 to 11c.; lard, com. refined, per lb., 7¼ to 7¾c.

#### FLOUR, MEAL AND FEED.

One of the most important transactions which has taken place in the flour market for some time past was the sale on Monday of 6,000 sacks of Manitoba patent for export to Glasgow. The local trade is quiet, and the tone of the market on the whole is about steady. We quote: Winter wheat, \$4 to \$4.25; spring wheat, patents, \$4.15; straight roller, \$3.65 to \$3.75; straight roller, bags, \$1.65 to \$1.80; extra, bags, \$1.50 to \$1.60; Manitoba strong bakers', \$3.90 to \$4.

There is no change in the oatmeal market, business being quiet and prices steady. We quote: Standard, bbls., \$3.70 to \$3.80; granulated, bbls., \$3.80 to \$3.90; rolled oats, bbls., \$3.80 to \$3.90.

The demand for feed continues good, but the offerings are light and values firm. We quote: Bran, \$16 to \$16.50; shorts, \$19; mouillie, \$22 to \$23.

#### BUTTER.

The butter market is dull and rather easier in its tone. Sales of creamery at 17c. have been noted before, and this week creamery men were in town offering their first half August and some Julys. They could sell at 17½c., but buyers at this price were few. Receipts of Manitoba dairy are accumulating here, and prices are apt to decline unless a clearance is effected. We quote: Finest creamery, 17½c.; finest Townships dairy, 14 to 14½c.; finest Western dairy, 12 to 13½c.

#### CHEESE.

The course of the cheese market shows plainly that the bulge last week was only a flash in the pan. At the time the advance bids were made it was intimated that some shippers were trying to prevent salesmen from marketing their August make too freely. Tactics adopted this week strengthens the belief. A week ago buyers bid 8 to 8½c. for August make. Of course the advance of a clean ½c. per pound made factory-men think that buyers wanted cheese. Accordingly, they refused to sell, and now all that is offered is 7¾c., or a full ¾c. less than was bid a week ago. This is the situation on this side as it stands at present. Advices from the other side continue dull. There is little encouragement in private cables and

prices on spot are fully ¼ to ½c. below country cost. This peculiar situation of affairs shows that the legitimate demand is not active. A buyer to-day could fill an order for a large lot of Quebec cheese at 7½c., which is ½c. below what was possible on Monday. Other makes are difficult to quote, but 8c. is certainly the top price here now for any cheese from any section. We quote: Finest Ontario makes, 8c. Townships' makes, 7¾c.; other Quebec makes, 7¼ to 7½c.

#### ASHES.

The ashes market is quiet and nominal as follows: Firsts, \$4.10 to \$4.15; seconds, \$3.75 to \$3.80; pearls, \$5.25 per 100 lbs.

#### MONTREAL NOTES.

Mr. Rose, of Rose & Laflamme, is making a business trip through Ontario this week.

Kinloch, Lindsay & Co. are loading a shipment of Lazenby's preparations this week.

The first direct fruit boat to Montreal arrived at Patras this week. She is now taking on currants for this market.

Quotations on new crop California fruit all hold firm, except on prunes, which are slightly easier for October shipment.

Laporte, Martin & Co. announce first-class values in new canned goods of all sorts. They are taking orders now for immediate delivery.

Geo. Childs & Co.; Laporte, Martin & Co., and Caverhill, Hughes & Co., are all receiving shipments this week of Lazenby's pickles and sauces.

A. P. Tippet & Co. note a constantly increasing demand for Fry's cocoa. Their sales this summer for fall shipment are largely in excess of previous years.

The strong tone of the chemical market should be interesting to grocers. The most recent advance has been in sal soda which has advanced 6c. per 100 lbs.

Mr. J. Vipond, of Vipond, McBride & Co., is making a complete tour of the Ontario apple districts this week. He is getting pointers for the export season, which will start soon.

Advices from Fresno state that the September shipments of California prunes are 250 to 300 carloads to all points east, or about 3,000 tons. Quality is still showing up very fine.

The first shipments of new French prunes will arrive this week ex Numidian and Grecian. Among the houses receiving shipments are: Laporte, Martin & Co., Hudon, Hebert & Co., J. J. Vipond & Co., Carter, Galbraith & Co., Hudon, Orsoli & Co., Lockerby Bros. & Co., Kinloch, Lindsay & Co., Caverhill, Hughes & Co., Birks, Corner & Co., and J. R. Clogg & Co. This is an earlier arrival of new French prunes than usual. In fact, they were not expected until the 15th.

**TRADE  
BEARDSLEY'S SHREDDED CODFISH  
MARK**

Ready for the able in 10 minutes.  
No Soaking. No Boiling. No Odor.

SELLING { J. Harley Brown, London; J. A. Taylor, Montreal; J. E. Huxley, Winnipeg;  
AGENTS: { W. M. P. McLaughlin, St. John, N.B.

J. W. BEARDSLEY'S SONS, New York, U.S.A.

**Dawson & Co.**  
**FRUIT  
PRODUCE**  
and **COMMISSION MERCHANTS**

**32 WEST MARKET STREET  
TORONTO.**

Consignments  
Solicited.

GEORGE McWILLIAM. FRANK EVERIST  
TELEPHONE 645.

**McWILLIAM & EVERIST**  
GENERAL... **FRUIT**  
**Commission Merchants**

25 and 27 Church street,  
TORONTO, ONT.

Consignments of FRUIT and PRODUCE SOLI-  
CITED. Ample Storage.

All orders will receive our best attention.

**SHOULDERS**

MILD  
SWEET

CURED  
JUST  
THE SAME AS **HAMS**

BEST VALUE IN THE MARKET

Special Prices in Barrel Lots.

**F. W. FEARMAN**  
HAMILTON

**THE BEST IN THE MARKET.**

Ask your wholesale grocer for it.



THE FOAM YEAST CO., LTD. TORONTO.  
79 Esplanade.

**NEW BRUNSWICK MARKETS.**

OFFICE OF THE CANADIAN GROCER

ST. JOHN, N.B., Sept. 5, 1895.

THE past month has been a rather quiet one, but that is expected at this season. The tendency of prices has been downward, particularly in flour. In this line, however, merchants have been well satisfied. They have made as high as \$2 a barrel. Stocks are now low, and they buy very light. In sugar, profits have not been as large as was hoped, but, as a rule, they have at least covered the duty. Cheese has been the most disappointing feature, and the month has closed with no improvement, there being many early cheese still in first hands. The apple business has opened dull. Large quantities come to this market, and prices realised so far have been very low. It looks as if the experience of last year would be again felt—that is, a continually overstocked market. It is hard to tell the real state of things till the hard fruit comes in.

**OIL**—The movement is still light though the demand shows an improvement. In burning oil quotations show no change. We quote: Best American 22c.; best Canadian, 21½c.; prime white, 18c., no charge for barrels.

**SALT**—There is a regular demand but nothing more. The cargo spoken of last week is not yet to hand, but is daily expected. Price to arrive is quoted at 44c. net cash at ship's side, in lots of not less than 100 sacks. There are two other cargoes on the way. In local prices there is no change. We quote: Coarse, 50 to 55c.; fine factory filled, \$1 to \$1.10; 5-lb. bags, \$3 to \$3.25 per bbl.; 10-lb. bags, \$2.80 to \$3 per bbl.; 20-lb. boxes, 20c.; 10-lb. boxes, 12c.; cartoons, \$2 per doz.; cheese salt, bulk, \$2.70.

**CANNED GOODS**—Salmon have been very scarce, and have sold freely at \$6. The new will arrive on a bare market. Corned beef is easier, prices here being marked down about 10c. per doz. There is but a light demand. Merchants bought freely early in the season. The only new goods yet to hand are peas. Stocks of all kinds bought to arrive are small, particularly salmon. We quote: Corn, 90c.; peas, 95c.; tomatoes, \$1; gallon apples, \$2.25; corned beef, 2-lb. tins, \$2.65 to \$2.75; 1-lb. tins, \$1.60 to \$1.65; oysters, 2's, \$2 to \$2.25; 1's, \$1.60 to \$1.65; peaches, 3's, \$3 to \$3.15; 2's, \$2 to \$2.10; salmon, \$1.50; lobsters, \$1.75 to \$2; haddies, \$1.40; clams, \$5.50 for 4 doz.; chowder, \$3 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1.

**DRIED FRUIT**—As yet buyers have not ordered new Valencia raisins. Prices quoted are rather lower than earlier in the season, and it is expected a number of orders will go forward this week. In California loose muscatels prices on direct shipment from the Coast as quoted are rather high, making 3 crown fruit cost at least 5¼c. here. Evaporated and dried apples show no movement. Prunes continue to be quoted high.

**HUGH WALKER & SON,**  
**FRUIT AND COMMISSION MERCHANTS,**  
**GUELPH.**

**PLATE BEEF**

Short Cut, Mess, and Clear Mess Pork,  
L. C. Bacon, Hams, Break. Bacon, Rolls and  
Shoulders,  
Evaporated and Sun-dried Apples,  
New and Old Cheese, Beans, Etc.

— **MAPLE SYRUP** —

**W. M. RYAN,**  
Toronto,

Pork Packer and  
Commission Merchant

Write for prices. A  
trial order will  
convince

**S. K. MOYER,**

Commission Merchant and  
Wholesale Dealer in . . .

**FRUITS, VEGETABLES, AND FISH**

**SPECIALTIES** :—Oranges, Lemons, Dates,  
Bananas, Pineapples, Peanuts, Coconuts,  
Trout, White Fish, Baltimore Cabbage, Cucum-  
bers, New Potatoes, and Strawberries.

**76 COLBORNE ST.,**  
TORONTO, ONT.

Telephone 1064

It will be worth your while to  
ask for prices on

**BREAKFAST BACON**  
**BACKS ROLLS**

"MAPLE LEAF BRAND"

**D. GUNN, FLAVELLE & CO.**

Pork Packers and  
Commission Merchants **TORONTO**

**Has our traveller called on you**

to receive your order  
for all kinds of pure

**MALT, WHITE WINE OR CIDER VINEGARS ?**

If not, send in your order to us for the cheapest  
and best Vinegar on the market.

**THE DOVER VINEGAR WORKS**  
**PORT DOVER, ONT.**

The demand for all kinds of dried fruit is very light. A few loose muscatels continue to come in from New York. We quote: currants, 1-lb. cartoons, 7½c.; bulk, 6½c.; dried apples, 5½ to 6c.; evaporated apples, 7½ to 8c.; Sultana raisins, 6 to 7c.; Valencia, 4 to 4½c.; layers, 5 to 5½c.; London layers, \$2.25; loose muscatels, 5½ to 6c.; currants, bbls., 3¼ to 3½c.; half-cases, 3¼ to 4c.; dates, 4 to 4½c.; prunes, 4½ to 5½c.; figs, 11 to 18c.; California evaporated peaches, 12 to 13c.; do. apricots, 12 to 14c.; do. pears, 12 to 13c.; American onions, \$3 to \$3.25.

**GREEN FRUIT**—Business continues very active. Grapes show but a fair demand and Californias are now in the market. There are but few oranges, and the quality is not very inviting. In lemons the market is also about bare, the price being very high. In apples receipts are fairly large, but the demand is light. The daily auction, at which the fruit is sold very low, more than meets the local demand. The quality of some which are being shipped here hurt the sale, and the bulk of those arriving being early soft fruit, buyers want but small quantities. In plums, though fairly large quantities are coming forward from Nova Scotia, sales are very slow and prices are very low. We quote: Oranges, \$4 to \$4.50; California pears, \$3.25 to \$3.50; Bartlett ditto, \$3 to \$7 per bbl.; grapes, \$1 per basket; Delaware grapes, 50c.; apples, \$1 to \$2; California plums, \$2; N. S. plums, 50 to 70c.; lemons, \$8; bananas, \$1 to \$2; peaches, \$2 to \$2.25; sweet potatoes, \$4; coconuts, \$3 to \$3.75.

**DAIRY PRODUCE**—In butter the demand is rather better and prices are higher. There are lots of second grade at any price that can be got. It is the quantity of poor butter that makes the butter trade so unsatisfactory. The creameries have advanced their prices for both prints and tubs from 1 to 2c. Cheese are still unsatisfactory. Stocks in the city are not large, but at the factories there are a good many being held. They should learn to sell their cheese at market prices. And, as so often said before, the factories here need a more direct way of putting their output upon the market. Eggs show fair demand at steady prices. We quote: Common dairy butter, 12 to 15c.; dairy, 16 to 17c.; new creamery prints, 22c.; cheese, new, 8½ to 9c.; creamery, tubs, 20c.; old cheese, 6½ to 7c.; eggs, 12 to 13c.

**MOLASSES**—Stocks held here are fairly large, but quality, particularly of Barbadoes, is in many cases only fair, and the price of Barbadoes is rather easier. In best qualities Porto Rico holders are firm. Syrup as yet shows a light demand. We quote: Barbadoes, 32 to 33c.; Porto Rico, 34 to 36c.; St. Croix, 30 to 32c.; Trinidad, 32 to 34c.; bbls., 34 to 35c.

**SUGAR**—There is practically no change in the position. At outside points the markets appear firmer, and Montreal refiners quote granulated ¼c. over Nova Scotia prices, but local dealers are still selling under either of the refiners' prices. A fair movement is reported. We quote: Granulated, 4 to 4¼c.; yellow, 3¾ to 3½c.; Paris lump, 5 to 5½c.; powdered, 5 to 5½c.

**FISH**—In dry prices are rather easier than last week, with fair demand. Pickled show no change. Fair quantities are arriving. There are three grades which come from our bay; in fact, there are four. The best are called Wolves, and some very fine ones are now to be had. Then there are Rippings and Grand Manan, and also what

are called Quoddy River, almost the same as Rippings. There are no new eastern pickled yet on the market. Smoked continue very dull. Fresh shad have been very plentiful during the past week, much more so than at any time this summer. One day over two thousand were taken. The demand for boneless fish is as yet light. We quote: Fresh haddock, 2 to 2½c. per lb.; dry, \$1.50; large cod, \$3.90 to \$4; medium, \$3.75 to \$3.80; small, \$2.25; pollock, \$1.40; bay herring, \$1.25 to \$1.30 per half-bbl.; Rippings, \$1.75; Wolves, \$1.80 to \$2; smoked herring, 5½ to 6c.; Digby chicken, 10c.; shad, half-bbl., \$5 to \$5.50; fresh, 10c.

**PROVISIONS**—American pork continues weak. In lard and smoked meats, Canadian prices are firm. Some Ontario houses have not been quoting for some time on account of the warm weather. There has, however, been no lack of stock, the demand being rather light. Rolls show small sale. We quote: P. E. Island thin mess, \$16; clear pork, \$16.75 to \$17; mess, \$16; beef, \$14 to \$15; pure lard, 10 to 10½c.; compound lard, 8 to 9c.; hams, 11 to 12c.; rolls, 9c.; cottolene, 9¼ to 9¾c.

**FLOUR, FEED AND MEAL**—In flour, prices continue to be marked lower, and buyers are not active, as they feel the market is a falling one. In these quotations this must be remembered, and also that in round lots any quotation when prices are going off is likely to be shaded. Oatmeal is as low as it has been for a very long time, and the sale is but fair. Stocks held here, though not large, are at present equal to demand. In flour, it might be said that new wheat flour is quoted below old, but buyers do not care for it. It is thought stocks of old are light. Oats are easy and move slowly, buyers not anxious for new. Cornmeal tends downward, and prices are lower this week. In feed, though still hard to get, the feeling is easier. But little hay is moving and prices are firm. We quote: Manitoba, \$4.60 to \$4.70; best Ontario, \$4.25 to \$4.30; medium, \$4.10 to \$4.20; oatmeal, \$4 to \$4.15; corneal, \$2.50 to \$2.75; middlings, \$24 to \$25 on track; bran, \$22 to \$22.50; hand-picked beans, \$1.80; prime, \$1.70; oats, Ontario, 38 to 40c.; hay, \$12 to \$12.50; pot barley, \$4.15 to \$4.35; round peas, \$3.75 to \$3.90; split peas, \$3.70 to \$3.90; P. E. I. oats, 37c. on track, by the car.

#### ST. JOHN NOTES.

Partridges are reported very plentiful.

John Seely received some very fine pickled herring during the past week.

T. Collins & Co. received a shipment of extra value low-priced tea this week.

Robt. Jardine has been appointed agent for J. H. Farr & Co.'s "Peerless" soft soap.

Charlotte County is now producing fine sardines. They are canned at Beaver Harbor.

There is a report, which seems to have some foundation, that Fredericton is to have a shoe factory.

The Fredericton Grocers' Association is having the law against peddling of farm produce strictly enforced.

The West India steamer this month had but a small freight for here, the bulk of her cargo being raw sugar for Halifax. The

## E. T. STURDEE

Mercantile Broker,  
Manufacturers' Agent,

ST. JOHN, N.B. Etc., Etc.

Wholesale trade only.

Cleaver's Toilet Soaps.  
Bensdorp's Royal Dutch Cocoa.  
Pyle's Pearline.

C. & E. MACMICHAEL,

40 DOCK ST., ST. JOHN, N.B.

## The Bell Cigar

Is the leading 5 cent, and

## Spanish Doubleloon

The leading 10 cent smoke.

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

## OF COURSE YOU CAN

Get most every kind of fish put up in cans. Some are good, others better, but

**GOLDEN**

## FINNAN HADDIES

Are the BEST.

Every can guaranteed or money refunded.

Wholesale by

MACPHERSON, GLASSCO & CO.

HAMILTON

# FISH

**GUARANTEED**

After the 1st August there is a good demand for Salt Fish, pickled, dried, and smoked, but buyers, on account of warm weather, are afraid to handle. On all the lines which I offer I give a guarantee that fish will keep. Retailers, therefore, can order from wholesale dealers without danger of loss from fish spoiling.

Ask for Sealy's Guaranteed Fish

JOHN SEALY - St. John, N.B.



ASK FOR  
**MOTT'S**



**AT  
THE  
FAIR**

"Say, Jemima, don't them look purty? We must get our grocer to get us some before we go home."  
(Overheard.)

*Seeing is Believing*

**BOULTERS' GOODS  
ARE  
PURE GOODS**

We invite everyone to come and see our exhibit at the FAIR . . . . .

**WEST END  
GROUND FLOOR      MAIN BUILDING**

The Kent Canning  
& Pickling Co.

Packers of the high grade

**"KENT"**

.. BRAND ..

Peas, Corn and Tomatoes

And Bottlers of

**FINE MIXED PICKLES.**

CHATHAM, ONT.

**VINEGAR  
PICKLES  
JAMS AND  
JELLIES**



Order from our travelers, or direct from

**T. A. LYTTLE & CO.**

Toronto.

**For Cold Meats**

When ordering your condiments be sure to include

**GARDEN CITY  
BOTTLED  
TOMATO CATSUP**

For sale by all wholesale grocers.

Packed by

**FLYNN BROS. St. Catharines.**

**Wr  
Bbns**

That's a sort of quick way of saying "double your business." A quick way of doing it is to offer your customers

**MAPLE LEAF CANNED GOODS**

Instead of those worthless brands of cheap manufacture that you can never sell twice to the same person.

**DELHI CANNING CO.**

DELHI, ONT.

# Toronto Industrial Exhibition

## The Edwardsburg Starch Co., Ltd.

CARDINAL

Will be much pleased to have all those interested  
in their celebrated

### SILVER GLOSS . . . BENSON'S PREPARED CORN

And other brands of Starch

Visit their Exhibit in the Main Building, on ground floor,  
near the eastern entrance.

largest item landed here was 150 sacks coconuts and 120 casks molasses from Trinidad. Some 600 sacks of coconuts were landed to be shipped west.

St. Stephen reports the largest cargo of molasses this week ever landed at that port. It was for C. H. Clerke.

C. & E. Macmichael received a shipment of Carter's liquid blue. It is considered much cheaper to the user than the dry.

S. H. White & Co., general dealers at Havelock, are putting in a plate glass front. They report a largely increasing business.

W. Boulter & Sons have presented their customers with a set of their handsome tables bound in hard cloth for travelers to carry.

It is said upward of 10,000 half-chests of tea direct from China have been handled in the last few weeks at the warehouse here.

The retail grocers are trying to form an association. We trust they may succeed, as a great deal of valuable work could be done by such a society.

#### PERSONAL MENTION.

**J**AMES A. GASS, of J. A. Gass & Son, Halifax, N.S., is in Toronto this week. Mr. Gass, who is accompanied by Mrs. Gass, is en route home, after having visited Boston, Niagara Falls and other points of attraction in the United States and Canada. The trip has extended over some five or six weeks.

H. H. Stacy, representing Huyler's cocoas and chocolates, New York, was in Toronto last week.

Capt. Chas. A. Smylie, of Young & Smylie, the large licorice manufacturers, of New York, spent Tuesday and Wednesday in Toronto.

W. H. Rowley, sec.-treasurer of the E. B. Eddy Co., Hull, Que., who has been taking a well-earned rest on the Continent, arrived home by the Vancouver last week.

A Hamilton correspondent writes: "As anticipated, W. O. had some remarks to make when in Hamilton about his fishing

expedition. He cannot corroborate the sea serpent 'tale,' but he can give pointers on how to kill two birds with one stone or catch two fish with one hook, 2½ and 3 pounds each."

J. A. Wilson, of the Cutler & Savidge Lumber Co., Spring Lake, Michigan, is in Toronto this week. He made THE CANADIAN GROCER a call, and renewed his subscription.

W. B. Hogarth, grocer, Tilsonburg, was in Toronto this week.

#### BE SURE YOU ARE RIGHT, THEN GO AHEAD.

A writer in a New York paper says that one of the many important points to be impressed upon the understanding of a subordinate, and one that the manager should be sure is understood, is, that nothing should be attempted unless the idea is perfectly clear.

But, rather than appear dull of comprehension, the assenting reply it given when the idea is vague. The following may illustrate the meaning:

"My first position entailing any responsibility," said a retired merchant, "was to make the payments of the city bills, which our house settled monthly. My duties consisted in taking the statements and the amount which the bookkeeper prepared and placed in a small hand satchel. Sometimes I would only have \$50, again \$200 or \$300. On my first trip the cashier counted the money, footed the statements and handed me the satchel, cautioning me about taking receipts for money paid out, and not to pay out more than the statements called for. It was considered quite an honor to make these monthly trips, and, therefore, when I was called into office I was very proud indeed, the elation somewhat turning my head. After I had started, I found I was dreadfully hazy on some points, but my pride would not permit my return to the office. I made several payments, and was congratulating myself on my business abilities, when I came to a store where the clerk who received the money said: 'See here, young man! this

calls for \$35 not \$25.' He was very dictatorial, so much so that I thought he must be very high in authority, so I tremblingly handed over \$10 more, and hurriedly thrust the receipt he gave me in the satchel and got out as quick as I could. Of course when I came to the last man I was \$10 short—a contingency that had not occurred to me. Considerably crestfallen, I returned to the office and made my statement. Imagine my consternation when I was shown the receipt given me by my pompous friend for \$25! Where was the \$10? Well, I paid over my own money to make up the shortage, but the lesson was worth all it cost."

#### SOME ADVICE.

Never forestal a salesman by giving him a price to sell you by mentioning a price you have, seemingly very low, perhaps, as he may have a price still lower, but of course will not offer it when he finds it unnecessary, remarks a writer in a contemporary. As to the legitimate means of securing lowest prices I think there is no fixed rule that can be given, as the buyer must use his best tact and judgment in each individual case and learn the salesman's weak points. It is best to be cautious about making statements as to the prices which have been offered you, as you frequently give yourself dead away to the traveling man. Never miss an opportunity to have a pleasant talk with the salesman if you have the time at your disposal, as there is no better way in which a merchant can keep posted in regard to the trade and what is being done in the way of new goods, changes in prices, etc., than by talking with intelligent salesmen.

#### ROCK SULPHUR WANTED.

The E. B. Eddy Co., Ltd., Hull, Can., want lowest prices, most liberal trade and special discounts and most favorable terms (with the option of 4 months' time or largest discount for cash) for the undermentioned goods: About 800 tons English recovered rock sulphur, to be delivered free ex quay Montreal, during open water 1896.

## BETTER VALUE IMPOSSIBLE EQUAL VALUE IMPROBABLE STYLE UNSURPASSED

MORE PROFITABLE TO YOU  
THAN BULK GOODS

PURE GOLD MFG. CO., - Toronto



2 1-2 oz. Package.



5 oz. Package.

### TRADE CHAT.

THE funeral of the late Andrew McAdam, Woodstock, Ont., took place from the family residence on the 1st inst., and was very largely attended.

The new grist mill at Harrow, Ont., has started. It has a capacity of 60 barrels per day.

The Canadian Gazette contains an Order-in-Council permitting the mixing of scoured wheat as of yore.

Mr. Samuel Patrick, one of Woodstock's oldest residents, died very suddenly Sunday morning. He was eighty-eight years of age.

St. John Customs receipts for August declined \$4,344, compared with August of last year; but the Inland Revenue receipts gained \$4,139, mostly on the item of tobacco.

Alexander Price, who was appointed inspector of weights and measures for Brockville district some months ago, has resigned, and Charles Johnston has been appointed in his place. The appointment is an excellent one.

The stands in London are loaded with California fruit brought to England by the American line steamer New York. This fruit was sold wholesale on Thursday and Friday as English grown. The pears and peaches are said to be sound, proving that this last consignment had better keeping qualities than former shipments. Large

buyers are confident that the next crop will bring higher prices.

J. A. Squance, St. Thomas, has made an assignment, for the benefit of his creditors, to Mr. J. B. Squance. J. A. Harvey and J. B. Squance went to Cleveland, met Mr. Squance, where he made an assignment. This will be much better for the creditors, and save a large number of law suits.

Scott & Millman have taken possession of the grocery business on Upper Wyndham street, Guelph, which for five years has been carried on by Fielding & McLaren. The old firm purpose continuing their extensive tea trade, and will locate in some convenient stand in the business part of the city. Scott & Millman come to Guelph well equipped for a successful business career. "They are both young men," says Guelph Herald, "full of activity and energy, and thoroughly in touch with the most advanced business methods. Mr. Scott has been manager of a large store in the Northwest, and Mr. Millman hails from Woodstock, where he carried on the leading grocery establishment of that town."

### FUEL FROM SAWDUST.

A new industry is being started in Ottawa that, if successful, may prove a very satisfactory solution of the sawdust question, and provide a cheap and easy way for the great mills of the Chaudiere to dispose of the refuse that is now thrown into the river. Mr. John McLatchie, surveyor, and Mr. Olney, inventor of the process, which the new industry is to test, are placing a plant in the old Rochester building at the Chaudiere for the manufacture of fuel from sawdust.

### THE HABIT OF SAVING.

THE French suffer less from panics and depressions than any other people on the globe, and it is because thrift is the basis of their prosperity, says Wood and Iron.

In France nearly every person saves something for a rainy day. The habit is almost universal, and those who earn the least are sure to be found in this great saving class. The French savings banks have more than 800,000 depositors, and their deposits amount to about \$800,000,000, and this large sum is made up of small amounts.

The French schools teach the children to save money, and the most frequent prize given to a bright pupil is a savings-bank book with a small sum to the credit of the owner. This is given where in this country we would give a medal, or a book.

When a community has a lot of money deposited in savings banks, it is easy to borrow money without going to outside capitalists. The local banks are prepared to loan to home people at a moderate interest. In the large cities and factory towns of the Eastern States, the savings banks are the great safeguards of the poor wage-earners against hard times, and if the saving habit was as general here as it is in France, our people would have passed through the recent financial depression without seriously feeling it. Every child should be taught the importance of saving without being avaricious and niggardly. We need more thrift.

For Croix Soap  
 29/3/01

SURPRISE

SOAP.

BEST FOR WASH DAY.

BEST FOR EVERY DAY.

## BRANCHES—

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

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

### PARCEL POST.

The Post-office Department has issued a new schedule of parcel rates, which are to come into operation on the 1st October. A tariff has been arranged for the carrying of parcels to almost every part of the world that is open to foreign commerce. An examination of this table shows also that distance does not always dominate the charges. For instance, it costs to send a parcel of one pound weight to the Congo Free State 72 cents, and to Chili, \$1.02, which is the same rate that is charged per pound to Cochin China. Again, while it costs \$1.48 to forward a five-pound parcel to Panama, a package of similar weight may be sent to Constantinople for 90 cents. The most expensive rates are those to the Dutch East Indies, Persia and the German colonies in East Africa, the cost being from \$1.10 to \$1.18 per pound package. One may send a six-pound parcel to Jerusalem for the same figure.

### ENGLAND WANTS HAY.

The deficiency in England's home-grown hay crop this season has already begun to show its influence upon the imports of hay into the United Kingdom, which last month rose with a bound to more than double the quantity imported in June, and even to 27 tons more than in July, 1894. Not only was last month's import the largest since

the year began, but, with the exception of August last, it is the largest monthly total recorded for a twelvemonth. To last month's total of 14,944 tons, United States ports contributed 5,376 tons and Canadian ports 4,920 tons, making in all 10,296 tons—or 70 per cent of the whole—from North America.

### RIO COFFEE CROP.

The Rio News has the following: "With the close of the crop year, if the figures furnished by the committee of factors are accepted, it appears that about 300,000 bags are carried over to supplement the 1,750,000 bags estimated for 1895-96. At the best the supply from Rio and Santos will show a sharp reduction on the 6,600,000 bags the last crops produced, and although with the actual condition of the trade in Rio, when dealers frequently content themselves with the profit on the bag, a serious advance in currency prices seems very doubtful, it certainly looks, to an outsider, as if prices had been too low during the past year in consuming markets, and that the producing centres are now entitled to some compensation." And also the following: "We are in receipt of a letter from Messrs. Rose & Knowles, proprietors of the 'Mecca' coffee-cleaning mills of Araraquara and Santos, stating that the reported coffee disease on the plantations in the west of S. Paulo, is absolutely untrue. They say: 'The planta-

tions in the west, and especially in the vicinity of Araraquara, were never in better condition than at present.' Our note in a recent issue was taken from a San Paulo paper, which not only reported the existence of the disease, but gave the name of the man sent to investigate it."

### FREIGHTS ON CALIFORNIA FRUITS.

At last mail advices it was expected that the question of freight rates on canned goods from California to eastern points would be adjusted before the end of the month. The Santa Fe rate of 65c. per hundred from Southern California and the Sunset rate of 50c. to New York and New Orleans had brought the Central Pacific and Union Pacific and connecting roads to terms, and a general 65c. rate to Pittsburg, Buffalo, Cleveland, Cincinnati, etc., was expected to soon be in force, with the result of materially quickening the general outward movement of canned goods.

### GERMAN SUGAR BEET CROP.

Advices from Germany report that the growth of sugar beets has recently made good progress in the Magdeburg district. The average condition of the fields is good and the weather has been favorable. Other beet growing counties report favorably, and colonial advices are unchanged. The visible supply is given as 1,867,000 tons, against 1,025,000 a year ago, and nearest average weight with leaves 809 grammes, against 856 a year ago; percentage of saccharine, 11.10, against 10.59; and quotient of purity 78.17, against 79.03.

**"A Pretty Pickle"** If your spices are jumbled together.

Where so many pungent spice flavors are combined it requires much experience to get the right result. Should only one spice be in excess, the whole effect will be spoiled and you will not get that delicious bouquet which is peculiar to our

**East India Pickle Spice**

Sold in Bulk or in Extra Large 5 and 10 Cent Packets.

Best Value Offered

**Todhunter, Mitchell & Co.**

**COLES PATENT**

**Coffee Mill**

A perfect grinder.

SOLE AGENTS

**- Toronto**

**Teas**

CHEAP

Special value in a fine line of Moyune Young Hyson. Ask our travelers for it.

**John Sloan & Co.**  
TORONTO

**WE WANT** To make arrangements with one grocer in each town in Ontario to buy their

**Teas, Coffees, Spices Baking Powders and Groceries**

From us by correspondence only. We can sell you for the cash discounts for spot cash. Our cash buyers will be able to sell all their competitors. Write us.

**LUMSDEN BROS.,**  
Hamilton, Ont.

**A Want Supplied**

**McAlpin Tobacco Co.** are enclosing a patent Pipe Sifter in each 10c. package **Tonka Smoking Mixture.** This insures a free, dry smoke.

They are also making their celebrated **Beaver Chewing** in thin plugs—8 oz. each—which is an advantage to dealer and consumer.

Order a sample package of each from your wholesale dealer.

**Valencias**  
LAYERS FINE OFF STALK AND OFF STALK  
BARGAIN PRICES  
**Warren Bros. & Boomer**  
35 and 37 Front St. East  
TORONTO - ONT.

**NOW IN STORE**  
New Lobsters  
SCRIPTURE BRAND, flat and tall tins.  
Boulter's No. 1 Gallon Apples  
and LYNN VALLEY CORN  
AT LOWEST PRICES  
**T. KINNEAR & CO.**  
WHOLESALE GROCERS  
49 Front St. E. TORONTO.

**J. W. Lang & Co.**  
WHOLESALE GROCERS.  
**TEAS.**  
Ceylon, Assam,  
Congou, Hyson,  
Japan.  
59, 61, 63 Front Street East Toronto.

**40% Profit.**  
Supreme Soap Gives 40% Profit.  
Wonderful Gives 40% Profit.  
Our Own Electric Gives 35% Profit.  
Sunflower Gives 35% Profit.  
Manufactured by  
**P. M. LAWRASON, LONDON, Ont.**  
Sold by all Leading Wholesale Grocers.  
Get Prices.

New Season's  
**Valencia Raisins**  
Now in Store.  
First of Season. . .  
**PERKINS, INCE & Co.**  
TORONTO.

New Season's  
**VALENCIA RAISINS**  
NOW IN STORE  
**SMITH & KEIGHLEY**  
9 Front St. E. TORONTO.

WHEN BUYING Be sure to get

# Phoenix Mills Pickling Spice

(Finest English Receipt)

In Bulk or Packages.

Coffees, Extracts, Baking Powder, Spices

Trade for Gold Medal in  $\frac{1}{4}$  lb. and  $\frac{1}{2}$  lb. packages is increasing. Send for a trial box.

**G. F. MARTER & SON,**

1 AND 3 JARVIS STREET

**BARTON'S**  
(THE)

**BAKING**  
(ONLY)

**POWDER**  
(GENUINE)

Purest and Best

**TORONTO, ONT.**

## BREAK IN THE PEANUT TRUST.

**A**N AVERAGE peanut crop is from three to three and one-quarter million bushels. The crop last year was about 1,800,000 bushels, and this year the crop is estimated over one-quarter less than last year's short crop, or about one and one-half million bushels. Owing to last year's light yield there are comparatively few old nuts on hand, and the position has been considered very strong statistically, with every indication that prices would shortly advance. With the trade here looking for an advance they were much surprised last week to receive advices that the association in Virginia had cut the price on hand-picked from  $4\frac{1}{2}$  to 4c. per lb., and on extras from  $3\frac{3}{4}$  to  $3\frac{1}{2}$ c. per lb. As the market here is influenced entirely by primary markets prices have weakened in sympathy, fancy hand-picked falling to  $4\frac{1}{4}$ c., and extras  $3\frac{1}{2}$  to  $3\frac{3}{4}$ c. per lb.

A year ago last April the Virginia Peanut Association was organized for a period of three and one-half years, and all but two peanut houses went into the combination.

At a meeting last week the Gwaltney, Bunkley Peanut Co., of Smithfield, who are probably the largest house in Virginia, and Williams & Sons, of Petersburg, another prominent firm, withdrew from the associa-

tion, and it was expected that other concerns would also withdraw. As the association has controlled prices since it has been organized it is thought by the trade here that the decline was made because of the rupture, and the fight which has been going on between the outside firms bids fair to become more bitter as the two factions are more evenly divided. When the association was formed all brands were discarded and association brands took their places, but at last week's meeting it was decided to allow the different factories to commence using their original standard brands. One dealer here states that in his opinion the trouble between the members of the association was due in a measure to improper discrimination in placing orders with the different members of the association.

The New York market demands a much higher grade peanut than some other markets, especially west, and when the orders were distributed by the association to the various members, if one member had more New York than other orders, his factory had to prepare a finer and more costly article than a factory having more western orders; and that is said to be the reason of at least one firm's withdrawal. The regular monthly meeting of the association was held the other day, and it is reported in this city that another large concern had left the

association for the reason that they held so many nuts they could not stand the decline forced by the association.—N.Y. Journal of Commerce.

## CONCLUSION OF THE MATTER.

Cotton is about 2 cents per lb. more than it was on March 1.

Cotton goods (domestic) are from 5 to 10 per cent. higher than in April.

Wool is from 8 to 9 cents per lb. more than it was in June, 1894, and 4 cents per lb. more than it was in May.

Woolen goods are rising slowly in Canada. The Trent Valley Woolen Manufacturing Co., of Campbellford, have advanced their costume cloths and their A. Navy flannel, 25 inch, 10 per cent. Almost all Canadian blankets, hosiery and underwear manufacturers are refusing repeats at old prices.

Bradford serges have advanced 10 to 25 per cent. So have Bradford dress goods.

Bright Sicilian dress goods are up 50 per cent.

Ribbons advanced 5 per cent. on January 1. They have since advanced 15 per cent.

Kid gloves have long been low, hence the trade increased. Now prices are stiffening.

Repeats can be obtained from Europe only with difficulty.—Dry Goods Review.

## NEW VALENCIAS.

The Eby, Blain Co. have in stock the first new Valencia raisins on this market.

# OUR LEADERS

**Crown  
Brand**

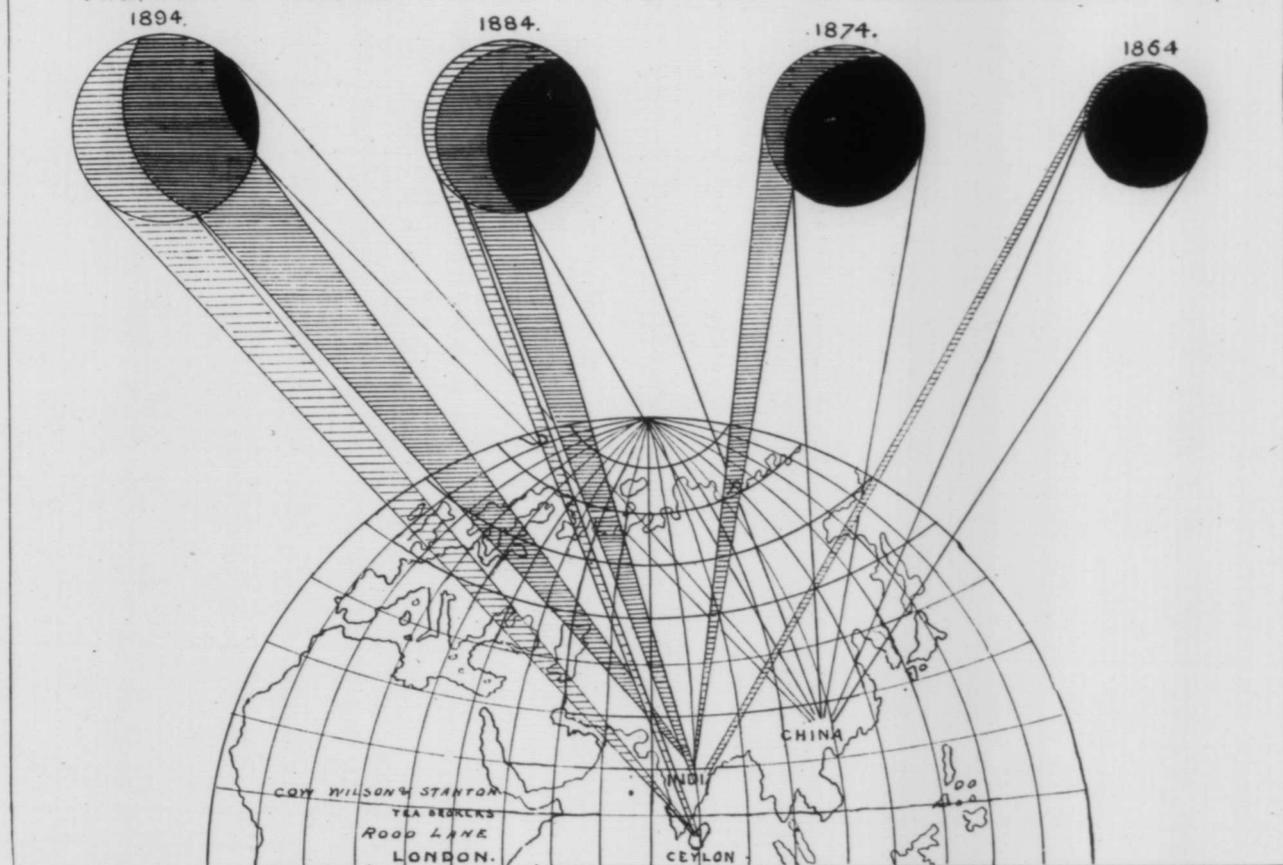
**Flavoring  
Extracts**

**French  
Mustard**

**Ketchup  
and Oils**

**ROBERT GREIG & CO., MONTREAL**

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



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

▨ REPRESENTS INDIAN TEA. ▤ REPRESENTS CEYLON TEA. ■ REPRESENTS CHINA TEA.

# Ceylon ...Teas

Shipments to countries outside of Great Britain :

	1890—Lbs.	1894—Lbs.
Australia .. .. .	2,500,000	7,400,000
United States .. .. .	500,000	1,300,000
Turkey and Persia .. .. .	100,000	900,000
Canada .. .. .	200,000	1,100,000
Russia and Germany .. .. .	500,000	2,100,000
All other countries .. .. .	700,000	2,000,000
	4,500,000	14,800,000

PURE  
WHOLESOME  
PLEASANT  
ECONOMICAL

# PROFITABLE

These **5** ATTRIBUTES are exclusively the property of the teas of Ceylon, and wide-awake grocers throughout Canada are recognizing this fact every day. The demand for **PURE** teas by the tea-drinking public leaves no other course open to dealers but to purchase **CEYLON TEAS**. Don't be the last to fall into line.

**Buy Ceylon Teas.**

**"NO PROFIT IN SUNLIGHT SOAP."**

EDITOR GROCER,—There are certain articles which have to be kept in every retail grocery and general store in the country, and one of these articles is that which brings us "akin to godliness," viz., soap.

Now when manufacturers of certain brands of soap fix the retail price so low that there is not a living (much less a working) profit, surely they cannot expect the retailer to waste his time and energy in selling that article.

In speaking thus I have special reference to the manufacturers of "Sunlight" soap. Even the worst enemies of "Sunlight," if they speak frankly, must admit that in quality it is second to no other on the Canadian market. And since its introduction to this country until last January the retail price has been three twin bars for 25 cents, or 10 cents per twin bar. Those prices gave the retailer a profit of a little over 30 per cent., which every retailer knows is no more than a fair return for money and time invested in the business. Since January last, however, the price has been fixed at 6 cents per bar and printed on each wrapper, and this price only gives the retailer 20 per cent. Now, I think any retailer who has given the matter any consideration will agree with me that the cost of running a business is not less than 15 per cent. So that the margin of 20 per cent., after deducting the cost of running expenses, is not as much as a merchant could get for his money if he put it out at interest on good security. And remember that unless a grocer's business will admit of his buying in larger quantities than most of the smaller groceries care to do, the 20 per cent. margin would have to pay the freight besides. They might just as well have made the price 7 cents for the twin bar or 3 bars for 20 cents, which price I claim would have done justice to the retailer as well as the consumer. I for one do not intend to handle the soap as long as the margin is as close as now. While I freely admit that I know of no soap made in this country that is equal in quality to "Sunlight," yet I have no doubt I can find something that will enable me to do without it. In fact, I am doing that now, as I am entirely sold out of "Sunlight" for some weeks, and when Lever Bros.' traveler solicited an order from me to-day, I told him in substance what I have said in this letter. He (the traveler) asked me to bear with the grievance a little while and give him an order, and probably in a little while we should get a better margin. But I claim that if the better margin is to come in an increase in the retail price of the soap, I will find it easier in the meantime to push other brands of soaps than it would be to reconcile customers to pay a higher price for "Sunlight" than I would have to charge them now.

In conclusion, I would say that if any of

our soap manufacturers can get up as good an article as "Sunlight," now would be their chance for pushing it in the trade, as I am not the only one who feels the injustice of the action of Lever Bros.; and I hope that manufacturers in other lines of goods who are contemplating fixed prices on their wares, will not, like the above firm, overlook the interests of the retailer, and thus block up his own way to the end he has in view.

Yours, etc.,

A. JOYCE,

Manager for Carswell & Mackay's general store at Calabogie.

**MAILING SAMPLES OF TEA.**

EDITOR GROCER,—Thanks for your item re mailing tea samples. The new regulation, like many other innovations, is a most inconvenient one and entirely unnecessary. Travelers nowadays must carry large samples of leading lines of teas, coffees, etc., and when reputable houses are willing to brand over their own name all large parcels as "samples only," they certainly should be privileged to mail their salesmen anything weighing a pound or under.

In some cities they stick strictly to the letter of the law, while in other centres the old-fashioned sample goes out as formerly. This I know to be so, having practical experience of the same.

Years ago something of a like nature occurred, when similar lots of molasses would be tested differently at Hamilton, Toronto, Kingston, Montreal, etc.

It really is time that we should have some practical business men of experience at the head of our commercial departments, and so avoid needless vexations. Professional men cannot be expected to do any better. They do not know how.—Yours, etc.,

GROCER.

**LOBSTER IN GELATINE.**

Samples of lobster packed in gelatine were exhibited in New York the other day. The New York Journal of Commerce says regarding them: By the process employed in this method of canning it is claimed that the formation of sulphide of iron by the contact of the sulphurous acid in lobster with the tin of the can is entirely obviated and that thus there is none of the blacking of the meat which is so often an objectionable feature in canned lobster. No paper is used in this method of packing, and in the samples shown, the cans, after emptying, were as bright as when first made, while the lobster was entirely free from the objectionable discoloration.

**SITUATION VACANT.**

A MANUFACTURING FIRM WANTS A REPRESENTATIVE in Montreal; one who is calling on the retail grocery and confectionery trades; must be well recommended. Address, MANUFACTURER, care of CANADIAN GROCER, Montreal. (36)

**SITUATION WANTED.**

Advertisements under this heading, two cents per word each insertion, payable in advance.

YOUNG MAN WITH SIX YEARS EXPERIENCE in retail store, wishes situation in wholesale or commission house. Apply Box 1, CANADIAN GROCER. (36)

**"SILICO"**

THE UP-TO-DATE  
CLEANING SOAP.

Cleans quickly and...

**DOES NOT SCRATCH**

Try a Three-Dozen Case for \$2.25.

For Sale by Grocers and Druggists.

**EPPS'S COCOA**

1-4 lb. Packets. 14 lb. Boxes  
secured in tin.

Special Agent for the Dominion

C. E. COLSON - MONTREAL

**BEATTY, BLACKSTOCK, NESBITT,  
CHADWICK & RIDDELL**  
BARRISTERS, SOLICITORS, NOTARIES, ETC.  
Offices—Bank of Toronto, cor. of Wellington and  
Church Streets,  
TORONTO. ONTARIO.  
Solicitors for Bank of Toronto, Board of Trade, Toronto  
R. G. Dun & Co., (Mercantile Agency,) etc.

**THE PEOPLE'S  
Building and Loan Association**  
(INCORPORATED)  
Head Office - - London, Ont.

When business is prosperous every merchant should put by a regular monthly sum in our Class "A" stock. It will be available when you need it most. \$3 deposited monthly is estimated to mature a \$500 certificate in 7½ years. Larger amounts in like ratio.

Security, first mortgage loans—the basis of wealth.  
Money loaned to buy a home, to build, to re-model the old house or pay off old mortgages.  
Agencies in all the principal towns and cities in Ontario  
Write for manuals and name of resident agent in your locality.  
Do not delay. It will pay you.



**Canadian  
Wines**

First-class goods at  
correct prices.  
Let us send you  
quotations.

**Ontario Grape  
Growing and Wine  
Mfg. Co.**

St. Catharines, Ont.

## HOW TO SELL TEAS.

**L**EARN from your enemies" is an old maxim, holding good in peace as well as in actual warfare, or in the quiet contests of trade.

With many merchants, says Tea and Coffee Expert, the tea business makes up only a very small portion of their sales, and yet with the tea stores it forms a large percentage of their business. Why is it? The answer is simple. The tea stores, having nothing but tea and coffee to sell, push these two articles and they get a nice profit, while the grocer is so busy weighing out sugar at cost that he had no time to mention tea, much less arrange his tea stock so that his customers will know that he has tea for sale.

Many merchants carry very good stocks—ten to twenty-five half-chests; others, of course, much more, but no one knows they have it; it is in a store-room in the rear part of the store, or, perhaps, under the counters. All this is a mistake. Bring forward your teas, make a pyramid in the front of the store or on the sidewalk; buy a few Japanese banners or some Japanese wall paper, and fix up your store so it will have a "tea air" about it.

Then a few instructions should be given to your clerks. Let them always mention tea to the customers—talking up the merits of some particularly choice tea you may have in stock. Give away samples occasionally.

If you send out a clerk with a wagon to take orders, by all means let him act as a canvasser for tea orders. Many tea stores do very little in their own store; they depend almost entirely on the wagons for business.

## NO TEST OF PARTNERSHIP.

The law at one time treated the sharing of profits as the true test of partnership, particularly as to third persons, but this doctrine has become entirely obsolete, and is no longer law, either in England or this country. The law is well settled now that where a person loans or advances money or goods to another to be invested in some business or enterprise, the lender to share in the profits as or in lieu of interest on, or in repayment of, such loan or advance, it does not constitute a partnership, as to third persons, unless the acts of the parties, in furtherance of the agreement between themselves, amount to such a holding of themselves out as partners so that third persons are misled into a reasonable belief that a partnership in fact exists. In such case to be a loan the money must be returnable in any event; for it is not a loan if repayment depends on the profits, for then the business is the security and not the borrower. Nor can it be a mere device to secure the profits without the responsibilities of the enterprise; then it is partnership, as to others.—Business.

# A GLASS JAR

For You, with **ADAMS'**  
**TUTTI FRUTTI**

Ask your wholesaler for it.  
Send for advertising matter to decorate your store window.

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

## BROOMS . . .

B  
R  
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## OUR BRANDS:

Imperial Gold Medal Victoria  
Bamboo Carpet Standard Leader

A variety of sizes in each line. Give us a trial order.  
Freight allowed to Ontario points in 5 doz. lots.

**CHAS. BOECKH & SONS**  
Manufacturers. TORONTO, ONT.

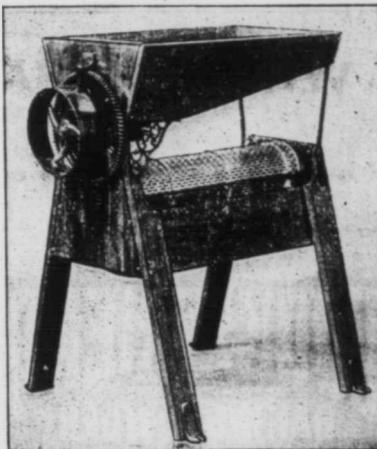


When a Strength-Giving Food

Is needed

Always Use

**JOHNSTON'S**  
**FLUID BEEF**



**IT'S AS EASY AS**  
**ROLLING OFF A LOG**

To sell fruit that has been cleaned by The Grocers' Fruit Improver. No stems, no dirt, but bright, fresh, clean fruit, which will please the most fastidious. Live Grocers use Fruit Cleaners. The Grocers' Fruit Improver is the latest, cheapest and best.

PRICE, \$12.

**W. P. RYAN** Patentee and  
Manufacturer,  
309 King St. West, Toronto, Ont.

**JOHN MOUAT**  
WINNIPEG,  
REPRESENTATIVE FOR NORTHWEST

**THE ARBITER OF DEMAND.**

A grocer of the writer's acquaintance used to say that the only good he ever got out of statistics in his trade paper was the inspiration to push the sale of some article. He might have done worse, for many grocers pay no attention to such matters. The way in which the tabular matter operated on our friend was this. He would, for example, be reading some figures showing the production, importation and apparent consumption of, say, prunes, when the thought would strike him that the figures of the consumptive column were smaller than they might have been, and he would say to himself: "What's the matter with giving prunes a lift and booming the consumption?" No sooner said than done, and our friend would in a humorous way inform us from time to time how much of an increase the next year's table ought to show in the consumptive column.

It was a maxim of our friend that the sale of any article in the grocery line could be materially increased, without taking trade away from fellow-dealers—in other words, that the consumption of food products and groceries generally depended nearly as much upon the energy and skill of the dealer as upon the necessities of the consumer. No doubt he was right; anyway, his plan is worth a trial, especially with regard to the finer qualities of food products.—Merchants' Review.

**CANE AND BEET CROPS**

The European beet crops are growing towards maturity, and the weather has been more favorable the past week, as reported by Mr. Licht, still the saccharine in the roots is much behind last year at this time, and were it not for the large excess of visible stocks weighing on the immediate markets, the coming upward movement of prices might be expected to set in at any moment. As it is, Europe is extremely dull on very small and insignificant fluctuations while waiting for further developments from the growing beet and cane crop.

The latest reports regarding the Louisiana cane crop indicate a crop under last year's. The planters are placed at a disadvantage by the non-payment of the Government bounty on last year's production. It is very doubtful if this money is received except at the end of a long litigation, judging from the present outlook.—Willett & Gray's Statistical.

**EDWARD STILL**  
Assignee, Accountant, Auditor, etc.

1 Toronto Street, TORONTO.

Commercial Accounts and those of Estates, Municipalities, etc., thoroughly audited and investigated. Charters obtained for Joint Stock Companies. Parties in difficulties can procure prompt settlements with creditors, on easy terms, without publicity.

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

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

*The Dry Goods Review***CLUBBING RATES**

The Dry Goods Review and  
The Canadian Grocer

**\$3.00**

Send for Samples.

**THE DRY GOODS REVIEW**

TORONTO . . .

. . . MONTREAL

WE HAVE TWO EXHIBITS OF

**Windsor Salt . .**

At the TORONTO INDUSTRIAL FAIR

We are educating the public to the fact that WINDSOR SALT costs them no more than others and is a great deal better. It will pay **You** to handle it.

The Table Salt Exhibit is in the Main Building near the Eastern entrance, second row to right as you enter.

The Dairy and Cheese Salts are exhibited in the Dairy Building, where we have an attractive display.

Both exhibits are in charge of the **Toronto Salt Works**, our Toronto Agents, who will be pleased to answer questions, show our different packages, quote prices, and show you samples of the Salt.

**WINDSOR SALT WORKS**

WINDSOR, ONT.

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.

**BUSINESS CHANGES****DIFFICULTIES, ASSIGNMENTS, COMPROMISES**

**JOS. LAMONTAGNE**, general store, Beauport, Que., has compromised, at 35c. on the dollar.

**James E. Potts**, grocer, Staples, Ont., has assigned to **C. B. Armstrong**.

**J. P. Noble**, confectioner, St. John, N.B., has assigned to **H. A. Knowles**.

**H. Zant**, general store, Port Elgin, Ont., has assigned to **J. C. Dalrymple**.

**M. D. Cameron**, general store, Louisburg, N.S., has assigned to **A. F. McKean**.

There is a demand of assignment in the case of **Wm. Rourke**, grocer, Montreal.

**Odilon Lapointe**, general store and baker, St. Jean d'Isle Orleans, Que., wants to compromise at 50c.

**O. Jobin** has been appointed curator of the business of **Pednault & Tremblay**, general store, Chicoutimi, Que.

**PARTNERSHIPS FORMED AND DISSOLVED.**

**S. Boyer & Co.**, grain, Montreal, have dissolved.

**Edmond J. & F. Giroux**, wines, teas, etc., Montreal, have dissolved.

**Austin & Lefebvre**, Montreal, have started business as dealers in grocers' sundries.

**Cox Bros. & Co.**, grocers, Truro, N.S., have dissolved. Succeeded by **Casson & Cox**.

**Yaudall & Sinclair**, grain, New Westminster, B.C., have dissolved. **Sinclair** continues.

**SALES MADE AND PENDING.**

The crockery stock of the **W. L. Bastien** estate, Montreal, was sold at 67c.

**Wing & Master**, general store, New Dundee, Ont., advertise their business for sale.

The assets of **J. T. Poirier & Co.**, grocers, Montreal, are advertised for sale by auction.

The stock of the **Vale Co-operative Store Co., Ltd.**, Thorburn, N.S., is for sale by tender.

**CHANGES.**

**Jos. Garneau** has started a general store at **St. Ubalde, Que.**

**Jos. Hardy** has also started a general store at **St. Ubalde, Que.**

**Jos. M. Blanchet** has started a general store at **St. Louise, Que.**

**Bradstreet's** agency says that **W. W. Ferris**, general store, Westholme, B.C., is reported to have left there.

**DEATHS.**

**Francis Sanderson**, general store, Drayton, Ont., is dead.

**SECURING A RECEIPT.**

A gentleman, according to **Round Table**, once asked a lawyer what he would do provided he had loaned a man \$500 and the man left the country without sending any acknowledgments.

"Why, that's simple; just write him to send an acknowledgment of the \$5,000 you lent him, and he will doubtless reply stating it was only \$500. That will suffice for a receipt, and you can proceed against him if necessary."

**RAM SAY INDIAN AND CEYLON TEA**

In lead packages only. 1 lb. and 1-2 lb. packages.  
Lead lined cases, each 60 lbs. assorted.

**J. F. RAMSAY & CO.**

WHOLESALE TEA IMPORTERS

14 and 16 Mincing Lane

Toronto.

**Fine Fruit Tablets****ENGLISH FORMULA TABLETS**

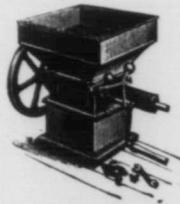
Have been our specialty and have been a success. Packed in elegant Flint Glass Jars, large glass stopper, the finest package in the Dominion. Also in round jars, similar to English, but made two inches shorter to fit the ordinary shelf. A large variety. List of flavors and prices on application.

**G. J. HAMILTON & SONS**

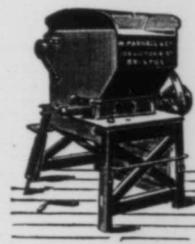
PICTOU, N.S.

**TEA MACHINERY**

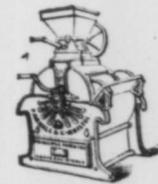
FOR EQUALIZING AND BLENDING



Tea Cutter



Sifter and Cutter



Blender

1,000 of these machines in use in all parts of the world. Used by the leading tea merchants in the old country. Sizes to operate any quantity from 10 lbs. to 10,000 lbs. Prices and full particulars upon application to the inventors, patentees and manufacturers:

**WILLIAM PARNALL & CO., Ltd.**

Victoria Street, Bristol, England





The Old Flag  
The Old Brands  
The Old Packages

"BENSON'S"  
Prepared Corn  
"EDWARDSBURG"  
Silver Gloss Starch

EDWARDSBURG  
STARCH CO.

.....Cardinal, Ont.

Sardines, Amer., 1/4 s	0 05	0 09
" Mustard, 1/2 s size, cases	0 09	0 11
50 tins, per 100	11 00	
MARSHALL & CO., SCOTLAND.		
Fresh Herring, 1-lb.	1 10	1 15
Kipperd Herring, 1-lb.	1 85	1 90
Herrings in Tomato Sauce	1 85	1 90
Herrings in Shrimp Sauce	2 00	
Herrings in Anchovy Sauce	2 00	
Herrings a la Sardine	2 40	
Preserved Bloaters	1 85	1 90
Real Findon Haddock	1 85	1 90
<b>CANNED MEATS.</b>		
(CANADIAN.)		
Comp Corn Beef, 1-lb. cans	\$1 65	\$1 75
" " " 2 "	2 65	2 75
" " " 4 "	8 00	8 25
" " " 14 "	18 00	19 00
Mixed Callops 2 "	2 60	2 60
" " " 2 "	2 60	2 65
Lunch Tongue 1 "	3 40	3 50
" " " 2 "	6 00	6 00
English Brown 1 "	2 75	2 80
Camb Sausage 1 "	2 50	2 50
" " " 2 "	4 00	4 00
Soups, assorted 1 "	1 50	1 50
" " " 2 "	2 35	2 35
Soups and Boull. 2 "	1 80	1 80
" " " 6 "	4 50	4 50

**CHEWING GUM.**

ADAMS & SONS CO.		per box.
Tutti Frutti, 36 5c bars		\$1 20
Pepsin Tutti Frutti, 23 5c packages		0 75
Pepsin Tutti Frutti, in glass-covered boxes, 23 5c packages		0 80
Horhound Tutti Frutti, glass tops, 36 5c packages		1 20
Cash Register, 300 5c bars and pkgs		15 00
Tutti Frutti Show Case, 180 5c bars and packages		6 50
Glass Jar with Pepsin Tutti Frutti, 115 5c packages		3 75
Tutti Frutti Girl Sign Box, 160 5c bars and packages		6 00
Tutti Frutti Cash Box, 160 5c bars and packages		6 00
Variety Gum (new), 150 lc pieces		1 00
Orange Blossom, 150 lc pieces		1 00
Flirtation Gum, 150 lc pieces		0 65
Monte Cristo, 180 lc pieces		1 30
Mexican Fruit, 36 5c bars		1 20
Sappota, 150 lc pieces		0 90
Orange Sappota, 150 lc pieces		0 75
Black Jack, 115 lc pieces		0 75
Red Rose, 115 lc pieces		0 75
Magic Trick, 115 lc pieces		0 75
Red Spruce Chico, 200 lc pieces		1 00

**CHOCOLATES & COCOAS.**

CADBURY'S.		per doz.
Cocoa essence, 3 oz. packages		\$1 65
Mexican chocolate, 1/4 and 1/2 lb. pkgs.		0 40
Rock Chocolate, loose		0 37 1/2
" " " 1-lb. tins		0 40
Cocoa Nibs, 11-lb. tins		0 40
TODHUNTER, MITCHELL & CO.'S.		
Chocolate—		per lb.
French, 1/4's—6 and 12 lbs.		0 30
Caracas, 1/4's—6 and 12 lbs.		0 35
Premium, 1/2's—6 and 12 lbs.		0 30
Sante, 1/4's—6 and 12 lbs.		0 25
Diamond, 1/4's—6 and 12 lbs.		0 22
Sticks, gross boxes, each		1 00
Cocoa—		per doz.
Homeopathic, 1/4's, 8 and 14 lbs.		0 30
Pearl		0 25
London Pearl, 12 and 18 "		0 22
Rock		0 30
Bulk, in boxes		0 18
Royal Cocoa Essence, packages		1 40
EPPS'S.		
Cocoa—		per lb.
Case of 112 lbs. each		0 35
Smaller quantities		0 37 1/2

FRY'S.		per lb.
(A. P. Tippet & Co., Agents.)		
Chocolate—		per lb.
Caracas, 1/4's, 6-lb. boxes		0 42
Vanilla, 1/4's		0 42
"Gold Medal" Sweet, 6 lb. bxs.		0 29
Pure, unsweetened, 1/2's, 6 lb. bxs.		0 42
Fry's "Diamond", 1/4's, 6 lb. bxs.		0 24
Fry's "Monogram", 1/4's, 6 lb. bxs.		0 24
Cocoa—		per doz.
Concentrated, 1/4's, 1 doz. in box		2 65
" " " 1/2's		5 00
" " " 1 lbs.		9 65
Homeopathic, 1/4's, 14 lb. boxes		0
" " " 1/2 lbs. 12 lb. boxes		0
JOHN P. MOTT & CO.'S.		
(R. S. McIndoe, Agent, Toronto.)		
Mott's Broma		per lb. 0
Mott's Prepared Cocoa		0
Mott's Homeopathic Cocoa (1/4's)		0
Mott's Breakfast Cocoa (in tins)		0 45
Mott's No. 1 Chocolate		0 30
Mott's Breakfast Chocolate		0 28
Mott's Caracas Chocolate		0 40
Mott's Diamond Chocolate		0 22
Mott's French-Can Chocolate		0 18
Mott's Navy or Cooking Chocolate		0 27
Mott's Cocoa Nibs		0 35
Mott's Cocoa Shells		0 05
Vanilla Sticks, per gross		0 90
Mott's Confectionery Chocolate		0 21
Mott's Sweet Chocolate Liquors		0 19

COWAN COCOA AND CHOCOLATE CO.		
Hygienic Cocoa, 1/2 lb. tins, per doz.		\$3 75
Cocoa Essence, 1/2 lb. tins, per doz.		2 25
Soluble Cocoa, No. 1 bulk, per lb.		0 20
Diamond Chocolate, 12 lb. boxes, 1/4 lb. cake, per lb.		0 22 1/2
Royal Navy Chocolate, 12 lb. boxes, 1/2 lb. cake, per lb.		0 30
Mexican Vanilla Chocolate, 12 lb. boxes, 1/4 lb. cake, per lb.		0 35
WALTER BAKER & CO.'S.		
Chocolate—		per lb.
Premium No. 1, boxes, 12 lbs. each		0 45
Baker's Vanilla in boxes, 12 lbs. each		0 60
Caracas Sweet, in boxes, 6 lbs. each		0 40
Best Sweet, in boxes, 6 lbs. each		0 28
Vanilla Tablets, 416 in box, 24 boxes in case, per box, net.		4 28
German Sweet Chocolate—		
Grocers' Style, in boxes, 12 lbs. each		0 28
Grocers' Style, in boxes, 6 lbs. each		0 28
Eight cakes to the lb., in bxs, 6 lbs. e.		0 28
Soluble Chocolate—		
In canisters, 1 lb., 4 lb. and 10 lb.		0 55
Breakfast Cocoa—		
In bxs, 6 and 12 lbs. each, 1/2 lb. tins.		0 52

**COFFEE.**

Green.		per lb.
Mocha		0 28
Old Government Java		0 30
Rio		0 20
Plantation Ceylon		0 29
Porto Rico		0 24
Guatemala		0 24
Jamaica		0 21
Maracibo		0 21
Caffaroma, 1 & 2 lb. tins asstd.		0 33
TODHUNTER, MITCHELL & CO.'S.		
Excelsior Blend		0 34
Our Own		0 32
Jersey		0 30
Laguaya		0 28
Mocha and Java		0 35
Old Government Java		0 30
Arabian Mocha		0 35
Maracibo		0 28
Santos		0 25

**DRUGS AND CHEMICALS.**

Alum	\$0 02	\$0 03
Blue Vitriol	0 06	0 07
Brimstone	0 03	0 03 1/2
Borax	0 10	0 12
Camphor	0 70	0 75
Carbolic Acid	0 25	0 50
Castor Oil	0 07 1/2	0 08
Cream Tartar	0 22	0 25
Epsom Salts	0 02 1/2	0 02 1/2
Paris Green	0 19	0 20
Extract Logwood, bulk	0 15	0 14
" " boxes	0 15	0 17
Gentian	0 10	0 13
Glycerine, per lb.	0 17	0 18
Hellebore	0 16	0 17
Iodine	5 50	6 00
Insect Powder	0 26	0 30
Saltpetre	0 08 1/2	0 09
Soda, Bicarb, per keg	2 75	2 90
Sal Soda	1 00	1 25
Madder	0 12 1/2	

**EXTRACTS.**

KENNEDY, GREIG & CO.		
Crown Brand Extracts, all flavors—		
1 oz. London	gross	0 00
2 " Anohor	"	9 00
1 " Flat Crown	"	9 00
2 " "	"	18 00
2 " Square	"	21 00
2 1/2 " Round	"	24 00
4 oz. Glass Stopper	doz.	3 50
8 " "	"	7 50
Parisian Essence	gross	21 00

**Acme Sliced Beef.**  
No. 1 tins, key, 2 doz., per doz. \$2.85.

**Beardley's Boneless Herring.**  
2 doz. .... \$1 44

**Codfish.** per doz.  
Beardley's Shredded, 2 doz. pkgs. .... 0 90

## Dogs for Business Men

**Irish Terrier Puppies for Sale**—From stock that has won first prizes in leading British and American shows. They are now the fashionable breed in Great Britain. They are the most faithful companions, best watch dogs (the Standard Oil Co. use them exclusively), for they will fight until the last drop of blood in their daring little bodies in defence of their master or his property. No rats can live where they are. They are excellent dogs for the woods, and very fond of the water.

### KINKORA KENNELS

Importers and Breeders

P.O. Box 2179

P.O. Box 2674

MONTREAL

TORONTO



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

**DO YOU?**

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

TORONTO  
will bring you  
tenders from the  
best contractors.

## English Army Blacking

STANDS AT THE HEAD

Of all the Blackings made or  
imported into Canada . . . .

- 1st—A beautiful Jet Black Polish.
- 2nd—For a lasting polish.
- 3rd—For a quick shine.
- 4th—For its leather-preserving qualities.

5th—For the universal satisfaction it gives to the users of Blacking. Everybody that tries it always speaks in the highest terms of its many good qualities. It is the handsomest package and the best Blacking in the world. Sold by all first-class dealers.



## GONDENSED MINGE MEAT

Delicious Mince Pies  
every day in the  
year.

Handled by retailer  
as shelf or counter  
goods. No waste.  
Gives general satis-  
faction.

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.

Manufacturers by appointment to Her Majesty the Queen,  
H.R.H. The Prince of Wales and the Army and Navy.



# 150 Years' Record



MARTIN & ROBERTSON,  
Victoria and Vancouver,  
for British Columbia

E. T. STURDEE, St. John, N.B., for Maritime Provinces.

TEES & PERSSE, Winnipeg, for Manitoba and North-West Territory.

## Liquid and Paste Blacking

Black and White Cream for Patent Leather.

## Russet Cream

For Brown Boots, Saddlery, Etc.

## DAY & MARTIN LTD. London and Liverpool

CHAS. GYDE, Montreal, for Ontario and Quebec.

# CREAM SODAS

In Tin Boxes.

Will keep fresh and crisp for months. We are in front still—another new idea. Look out for imitators. Get a case on order at once.

## The Toronto Biscuit & Confectionery Co.

Henry C. Fortier.

7 FRONT STREET EAST, TORONTO.

Charles J. Peter.

Ketchup—		
Fluted Bottles	gross	12 00
Screw Top		24 00
Pepper Sauce		15 00
Dalley's Fine Gold, No. 8, per doz.		\$0 75
" " " " 1, 1 1/2 oz.		1 25
" " " " 2, 2 oz.		1 75
" " " " 3, 3 oz.		2 00

**FLUID BEEF.**

JOHNSTON'S, MONTREAL.

Fluid Beef—No. 1, 2 oz. tins	\$ 3 00
No. 2, 4 oz. tins	5 00
No. 3, 8 oz. tins	8 75
No. 4, 1 lb. tins	14 25
No. 5, 2 lb. tins	27 00
Staminal—2 oz. bottles	3 00
4 oz. "	6 00
8 oz. "	9 00
16 oz. "	12 75
Fluid Beef Cordial—20 oz. bottles	15 00
Milk Granules, in cases, 4 doz.	6 00
Milk Granules with Cereals, in cases, 4 doz.	5 f

**FRUITS.**

FOREIGN.

Currents—Provincials, bbls	per lb.	0 03 1/2	0 04
" " "		0 03 1/2	0 04 1/2
" Filiatras, bbls		0 04 1/2	0 04 1/2
" " "		0 04 1/2	0 04 1/2
" Patras, bbls		0 04 1/2	0 05
" " "		0 04 1/2	0 05 1/2
" cases		0 05 1/2	0 05 1/2
" Vostizzas, cases		0 05 1/2	0 07 1/2
Panarete, cases		0 08	0 08 1/2
Dates, Persian, boxes		0 04 1/2	0 05
Figs—Elicme, 14 oz.		0 09	0 10
" " 10 lb.		0 09	0 11 1/2
" " 18 lb.		0 11	0 15
" " 28 lb.		0 17	0 20
" taps		0 04	0 05
Prunes—Bosnia, cases		0 05 1/2	0 07
" Bordeaux		0 04 1/2	0 06 1/2
Raisins—Valencia, off stalk		0 03	0 03 1/2
" " Fine, off stalk		0 04	0 04 1/2
" " Selected		0 05 1/2	0 06
" Layers		0 05 1/2	0 05 3/4
" Sultanas		0 05 1/2	0 08
Cal. Loose Muscates 50 lb. boxes		0 05 1/2	0 07
" Malaga	per box.		
" London Layers			
" Imperial Cabinets			
" Blue			
" Dehesas, boxes			
Lemons—Sorrento, Verdilla and Palermo	8 00	8 00	
Oranges—Valencias			
" Messinas, half boxes			
" " boxes			
" Cal. Seedlings	3 50	4 00	
" Cal. Naveles			
" Rhodi	3 75	4 00	

**DOMESTIC.**

Apples, dried, per lb.	0 06	0 06 1/2
evaporated	0 07	0 07 1/2

**FOOD.**

Split Peas	per bl.	\$3 50
Pot Barley		3 75
Pearl Barley, XXX		6 50

**ROBINSON'S BARLEY AND GROATS.**

Patent Barley, 1/2 lb. tins	per doz.	1 25
" " 1 lb. tins		2 25
" Groats, 1/2 lb. tins		1 25
" " 1 lb. tins		2 25

**HARDWARE, PAINTS AND OILS.**

CUT NAILS—From Toronto—	
50 to 60 dy basis	2 50
40 dy	2 55
30 dy	2 60
20 16 and 12 dy	2 6

10 dy	2 70
8 and 9 dy	2 75
6 and 7 dy	2 90
5 dy	3 0
4 dy A P	3 00
3 dy A P	3 40
4 dy C P	3 00
3 dy C P	4 10
HORSE NAILS—	
Canadian, dis. 55 per cent.	
HORSE SHOES—	
From Toronto, per keg	3 60
SCREWS—Wood—	
Flat-head iron, 80 p. c. dis.	
Round-head iron, 75 p. c. dis.	
Flat-head brass, 77 1/2 p. c. dis.	
Round-head brass, 72 1/2 p. c. dis.	

**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 15
2nd " (20 to 40 inches)	1 30
3rd " (50 to 60 inches)	2 90
4th " (51 to 60 inches)	3 20
5th " (61 to 70 inches)	3 50

ROPE—		
Manilla	0 08 1/2	0 09
Sisal	0 06 1/2	0 06 3/4
AXES—		
Per box	6 00	12 00
SHOT—		
Canadian, dis. 17 1/2 per cent.		
HINGES—		
Heavy T and strap	0 04 1/2	0 05
Screw, hook and strap	0 03 1/2	0 04
WHITE LEAD—Pure Association guarantee, ground in oil.	per lb.	0 04 1/2
No. 1		0 04 1/2
No. 2		0 04
No. 3		0 03 1/2
TURPENTINE—		
Selected packages, per gal.	0 39	0 41
LINSEED OIL—		
Raw, per gal	0 58	
Boiled, "	0 61	
GLUE—		
Common per lb	0 07 1/2	0 08

**INDURATED FIBRE WARE.**

THE E. B. EDDY CO.	
1/2 pail, 6 qt.	\$3 35
Star Standard, 12 qt.	3 80
Milk, 14 qt.	4 75
Round-bottomed fire pail, 14 qt.	4 75
Tubs, No. 1.	13 30
" " 2.	11 40
" " 3.	9 50
Fibre Butter Tubs (30 lbs.)	3 80
Nests of 3.	2 85
Keelers No. 4	8 00
" " 5	7 00
" " 6	6 90
" " 7	5 00
Milk Pans.	2 65
Wash Basins, flat bottoms	2 65
" " round bottoms	2 50
Handy Dish.	2 25
Water Closet Tanks.	17 00
Dish Pan, No. 1	7 60
" " 2	6 20
Barrel Covers and Trays	4 75
Railroad or Factory Pails.	4 75

**JAMS AND JELLIES.**

SOUTHWELL'S GOODS.		
Orange Marmalade	per doz.	1 60
Clear Jelly Marmalade		2 00
Strawberry W. F. Jam		2 30
Raspberry " "		2 20
Apricot " "		2 00
Black Currant " "		2 00
Other Jams " "	1 55	1 90
Red Currant Jelly		3 10
(All the above in 1 lb. clear glass pots.)		

<b>LICORICE.</b>	
YOUNG & SMYLYE'S LIST.	
5-lb. boxes, wood or paper, per lb.	\$0 40
Fancy boxes (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
per box	1 50
"Acme" Pellets, fancy paper boxes (48), per box	1 25
Tar Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. glass jars	1 75
" " 5 lb. cans	1 50
"Purity" Licorice, 200 sticks	1 45
" " 100 sticks	0 72
Imitation Calabra, 5 lb. boxes, per lb.	0 20

**MINCE MEAT.**

Condensed, per gross, net. \$12 00

<b>MUSTARD.</b>	
KEEN'S.	
Square Tins—	per lb.
D. S. F., 1 lb. tins	\$0 40
" " 1/2 lb. tins	0 42
" " 1/4 lb. tins	0 45
Round Tins—	
F. D., 1/2 lb. tins	0 25
" " 1/4 lb. tins	0 27 1/2
" " 4 lb. jars, per jar	0 75
" " 1 lb.	0 25
" " 4 lb. tins, decorated, p.t.	0 80
COLMAN'S.	
Square Tins—	per lb.
D. S. F., 1 lb. tins	\$0 40
" " 1/2 lb. tins	0 42
" " 1/4 lb. tins	0 45
Round Tins—	
F. D., 1/2 lb. tins	0 25
" " 1/4 lb. tins	0 27 1/2
" " 4 lb. jars, per jar	0 75
" " 1 lb.	0 25

**RICE, ETC.**

Rice—	per lb.	per lb.
Aracan	0 03 1/2	0 03 3/4
Patna		0 04 1/2
Japan		0 05
Imperial Selecta		0 05 1/2
Extra Burmah	0 03 1/2	0 04
Java Extra	0 06 1/2	0 06 3/4
Genuine Carolina	0 09 1/2	0 10
Grand Duke	0 06 1/2	0 06 3/4
Sago	0 04 1/2	0 05 1/2
Tapioca	0 04 1/2	0 05 1/2
Goathead (finest imported)		0 06 1/2

**ROOT BEER.**

Hire's Root Beer, per doz.	\$2 00
Adams' 10c size, per doz.	0 90
" " 25c " per gross	10 00
" " 4c " per doz.	1 75
" " 4c " per gross	20 00
Bryant's, 2 doz in box.	1 75
" " per gross	10 00

**STARCH.**

EDWARDSBURG STARCH CO., LTD.	
Laundry Starches—	
No. 1 White or Blue, cartoons	0 05 1/2
Canada Laundry	0 04 1/2
Silver Gloss, 6-lb. draw-lid boxes and fancy packages	0 07
Edwardsburg Silver Gloss, 1-lb. chromo package	0 07
Silver Gloss, large crystals	0 06 1/2
No. 1 White, bbls and kegs	0 04 1/2
Culinary Starch—	
W. T. Benson & Co.'s Prepared Corn	0 07 1/2
Canada Pure Corn	0 06 3/4
Rice Starch—	
Edwardsburg No. 1 White, 1-lb. cartoons	0 09
Edwardsburg No. 1 White or Blue, 4-lb. lumps	0 07 1/2
THE BRANTFORD STARCH CO., LTD.	
Laundry Starches—	
Canada Laundry, boxes of 40 lbs.	0 04 1/2
Finest Quality White Laundry	0 05 1/2
3 lb. cartoons, cases 36 lbs.	0 05 1/2
Bbls, 100 lbs.	0 04 1/2
Kegs, 175 lbs.	0 04 1/2
Lily White Gloss—	
Kegs, extralarge crystals, 100 lbs.	0 06 1/2
1 lb. fancy cartoons, cases 36 lbs.	0 07

6 lb. draw-lid boxes, 8 in crate	
48 lbs.	0 07
Brantford Gloss—	
1 lb. fancy boxes, cases 36 lbs.	0 07 1/2
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases 28 lbs.	0 09
Culinary Starch—	
Challenge Prepared Corn—	
1 lb. pkgs., boxes 40 lbs.	0 06 3/4
No. 1 Pure Prepared Corn—	
1 lb. pkgs., boxes 40 lbs.	0 07 1/4

**KINGSFORD'S OSWEGO STARCH.**

SILVER GLOSS	
40-lb. boxes, 1-lb. pkgs., new wrappers	0 08 1/2
6-lb. boxes, sliding covers (12 lb. boxes each crate)	0 09
PURE—36-lb. boxes, 12 3-lb. boxes.	0 07 1/2
OSWEGO—40-lb. boxes, 1-lb. packages	0 08
For puddings, custards, etc.	
ONTARIO 36-lb. to 45-lb. boxes, STARCH 6 bundles	0 06 1/2
STARCH IN 1 Silver Gloss.	0 06
BARRELS Pure	0 07
BROWN & POLSON'S CORNFLOUR.	
1-lb packages	0 07
40-lb boxes	2 80

**SUGAR.**

Granulated	c. per lb.	0 04 1/2	0 00
" No. 2		0 03 1/2	0 34
Paris Lump, bbls and 100-lb. boxes		0 05 1/2	0 05 3/4
Extra Ground, bbls. Iceing		0 05 1/2	0 06
Powdered, bbls		0 05 1/2	0 05 1/4
Extra bright refined		0 03 1/2	0 03 1/2
Bright Yellow		0 03 1/2	0 03 1/2
Medium Yellow		0 03 1/2	0 03 1/2
Dark Yellow		0 03 1/2	0 03 1/2
Raw Demerara		0 03 1/2	0 03 1/2

**SYRUPS AND MOLASSES.**

SYRUPS.		
	per gallon.	
Dark	bbls. 1/2 bbls.	
Medium	0 30	0 33
Bright	0 33	0 38
Very Bright	0 38	0 43
Redpath's Honey	0 53	
" " 2 gal. pails.		0 50
" " 3 gal. pails.		1 35

**SOAP.**

F. M. LAWRASON'S SOAPS.		
Wonderful, 100 bars.	per box.	\$4 00
Supreme, 100 bars.		3 70
Our Own Electric, 100 bars.		2 00
Sunflower, 100 bars.		2 00



# BRANTFORD STARCH

*Pure Prepared Corn* The Finest.  
*Challenge Corn* The Quickest Seller.  
*Lily White Gloss* The Old Favorite.

## BRANTFORD STARCH CO., LTD.

BRANTFORD SOAP WORKS CO.



Ivory Bar— per box.  
 2 6-16 oz. and 1 3-lb. bar, 60 lb ..... \$3 30  
 13 1/4 lb. and 1-lb. bar, 60 lb ..... 3 60  
 12 oz. cakes, 100 cakes in box ..... 4 13  
 10 oz. cakes, 100 cakes in box ..... 3 75

All wrapped with lithographed wrapper, printed with finest alkali proof ink. Quotations of lower grades of all kinds of soap furnished on application.

GUELPH SOAP CO.

Pure, 60 bars, 12 oz., per box ..... \$3 00  
 Silver Star, 100 bars, 12 oz., per box ..... 4 00  
 Royal City, 3-lb. bar, per lb. .... 0 05  
 Peerless, 2 1/2-lb. bar ..... 0 04 3/4  
 Genuine Electric, 72 bars, per box ..... 2 50

**TEAS.**

"SALADA" CEYLON. per lb.  
 Green label, retailed at 30c ..... 0 22  
 Blue " " 40c ..... 0 30  
 Red " " 50c ..... 0 36  
 Gold " " 60c ..... 0 44  
 Terms, 30 days net.

BLACK. per lb. per lb.  
 Congou—  
 Half Chests Kaisow, Mon-  
 ing, Paking ..... 0 12 0 60  
 Caddies, Paking, Kaisow ..... 0 18 0 50

INDIAN. 0 35 0 55  
 Darjeelings ..... 0 20 0 40  
 Assam Pekoes ..... 0 18 0 25  
 Pekoe Souchong

CEYLON. 0 35 0 42  
 Broken Pekoes ..... 0 20 0 40  
 Pekoes ..... 0 17 0 35  
 Pekoe Souchong

CHINA GREENS.  
 Gunpowder—  
 Cases, extra firsts ..... 0 42 0 50  
 Half Chests, ordinary  
 firsts ..... 0 22 0 38

Young Hyson—  
 Cases, sifted, extra firsts. 0 42 0 50  
 Cases, small leaf, firsts .. 0 35 0 40  
 Half Chests, ordinary  
 firsts ..... 0 22 0 38  
 Half Chests, seconds ..... 0 17 0 19  
 " " thirds ..... 0 15 0 17  
 " " common ..... 0 13 0 14

PING SUEYS.

Young Hyson—  
 Half Chests, firsts ..... 0 28 0 32  
 " " seconds ..... 0 16 0 19  
 Half Boxes, firsts ..... 0 28 0 32  
 " " seconds ..... 0 16 0 19

JAPAN.

Half Chests—  
 Finest May pickings ..... 0 38 0 40  
 Choice ..... 0 32 0 36  
 Finest ..... 0 28 0 30  
 Fine ..... 0 25 0 27  
 Good medium ..... 0 22 0 24  
 Medium ..... 0 19 0 20  
 Good common ..... 0 16 0 18  
 Common ..... 0 13 1/2 0 15  
 Nagasaki, 1/2 chests Pekoe  
 " " Oolong ..... 0 14 0 15  
 " " Gunpowder ..... 0 16 0 19  
 " " Siftings ..... 0 07 1/2 0 11

**TOBACCO AND CIGARS.**

British Consols, 4's; Twin Gold  
 Bar, 8's ..... 0 59  
 Ingots, rough and ready, 8's ..... 0 57  
 Laurel, 3's ..... 0 49  
 Brier, 7's ..... 0 47  
 Index, 7's ..... 0 44  
 Honeysuckle, 8's ..... 0 56  
 Napoleon, 8's ..... 0 50  
 Victoria, 12's ..... 0 47  
 Brunette, 12's ..... 0 44  
 Prince of Wales, in caddies ..... 0 48  
 " " in 40-lb. boxes ..... 0 48  
 Bright Smoking Plug Myrtle, T. & B.,  
 3's ..... 0 60  
 Lily, 7's ..... 0 50  
 Diamond Solace, 12's ..... 0 50  
 Myrtle Cut Smoking, 1 lb. tins ..... 0 70  
 1/4-lb. plug, 6-lb. boxes ..... 0 70  
 1/2-lb. plug, 5-lb. boxes ..... 0 70

McALPIN TOBACCO CO.

White Burley Chewing— Duty paid. per lb.  
 Beaver, 12 oz., smooth, 3x12, 5c and  
 10c cuts, 12-lb. butts ..... 0 61  
 Beaver, 8 oz. R. & R. 2x12, 5c and 10c  
 cuts, 12-lb. butts ..... 0 61  
 Beaver, 16 oz., R. & R., 10c cuts, 2x12,  
 18-lb. butts ..... 0 61  
 Jubilee, 7 1/2 to 10 lb., chocolate, 15-lb.  
 butts ..... 0 58

Prince George, 8's, 21-lb. caddies ..... 0 47  
 Tecumseh, 9 to 10 lb. (fancy chewing) .. 0 65  
 Extra Black Chewing—  
 Gold Shield, 16 oz., 7 to 10 lb., 20-lb.  
 butts ..... 0 47  
 Black Chewing—  
 Standard, 3rds, 4ths, 7s and 12s, 20-lb.  
 packages ..... 0 45  
 Plug Smoking—  
 Woodcock, 18-lb. caddies, 7s ..... 0 50  
 " " 3rd ..... 0 50  
 Sunny South, 6s and 7s, 18-lb. cad-  
 dies ..... 0 46  
 Solid Comfort, 6s, 18-lb. butts ..... 0 44  
 Special, 7 to 10 lb., 18-lb. caddies ..... 0 42  
 Cut Tobaccos, Smoking—  
 Silver Ash, 1-9ths, 5-lb. boxes ..... 0 62  
 Puck, mixture, 1-9ths, 5-lb. boxes ..... 0 70  
 Cut Cavendish, 1-9ths, 5-lb. boxes ..... 0 65  
 Fine Cut Chewing—  
 Standard Kentucky, bright, 5-lb. pails  
 Apricot, dark sweet, 5-lb. pails ..... 0 80  
 " " 0 85  
 Terms, 30 days, less 2 per cent.

Cigars.

S. DAVIS & SONS, MONTREAL.  
 Sizes. Per M.  
 Madre E Hijo, Lord Lansdowne ..... \$60 00  
 " " Panetelas ..... 60 00  
 " " Bouquet ..... 60 00  
 " " Perfectos ..... 85 00  
 " " Longfellow ..... 80 00  
 " " Reina Victoria ..... 80 00  
 " " Pins ..... 55 00  
 El Padre, Reina Victoria ..... 55 00  
 " " Reina Victoria Especial ..... 50 00  
 " " Conchas de Regalia ..... 50 00  
 " " Bouquet ..... 55 00  
 " " Pins ..... 50 00  
 " " Longfellow ..... 80 00  
 " " Perfectos ..... 80 00  
 Mungo, Nine ..... 35 00  
 Cable, Conchas ..... 30 00  
 " " Queens ..... 29 00  
 Cigarettes— All Tobacco  
 Cable ..... 7 00  
 El Padre ..... 1 00  
 Mauricio ..... 15 00

DOMINION CUT TOBACCO WORKS, MON-  
 TREAL.  
 Cigarettes— Per M.  
 Athlete ..... \$7 50  
 Puritan ..... 6 25  
 Sultana ..... 5 75  
 Derby ..... 4 25  
 B. C. No. 1 ..... 4 00  
 Sweet Sixteen ..... 3 75  
 The Holder ..... 3 85  
 Hyde Park ..... 10 50  
 Cu Tobaccos— per lb.  
 Puritan, 10ths, 5-lb. boxes ..... 0 70  
 Old Chum, 9ths, 5-lb. boxes ..... 0 75  
 Old Virginia, 1-10 lb. pkg., 10-lb.  
 boxes ..... 0 62  
 Gold Block, 9ths, 5-lb. boxes ..... 0 73

Cigarette Tobacco—  
 B. C. N. 1, 1-10, 5-lb. boxes ..... 0 83  
 Puritan, 1-10 5-lb. boxes ..... 0 83  
 Athlete, per lb. .... 1 15  
 Plug Tobaccos—  
 Old Chum, plug, 4s, Solace, 16 lbs. 0 68  
 " " 8s, " 16 0 68  
 " " 8s, R. & R. 13 1/2 0 68  
 " " chew 7s, R. & R. 14 1/2 0 58  
 " " 7s, Solace, 14 1/2 0 58  
 " " 8s, R. & R. 16 0 58  
 " " 8s, Solace, 15 0 58  
 O. V. " plug 8s, Twist, 16 0 58  
 O. V. " 3s, Solace, 17 1/2 0 58  
 O. V. " 1s, " 17 0 55 1/2  
 Derby " 12s, " 17 1/2 0 51  
 Derby " 7s, " 17 0 51  
 Athlete " 5s, Twist 9 0 74

**WOODENWARE.**

Pails, 2 hoop, clear, No. 1 ..... per doz.  
 " 3 " " " " ..... \$ 1 50  
 " 2 " " " " ..... 1 65  
 " 2 " " " " ..... 1 40  
 " " " " " ..... 1 60  
 " " " " " ..... 1 65  
 " " " " " ..... 1 65  
 Tubs, No. 0 ..... 8 50  
 " 1 ..... 7 00  
 " 2 ..... 6 00  
 " 3 ..... 5 00  
 Washboards, Globe ..... 1 90  
 " " Water Witch ..... 1 40  
 " " Northern Queen ..... 2 25  
 " " Single Crescent ..... 1 85  
 " " Double ..... 2 75  
 " " Jubilee ..... 2 25  
 " " Globe Improved ..... 2 00  
 " " Quick and Easy ..... 1 80  
 " " World ..... 1 75  
 " " Rattler ..... 1 30

THE E. B. EDDY CO.  
 Washboards, Planet ..... 1 60  
 " " Waverly ..... 1 50  
 " " XX ..... 1 40  
 " " X ..... 1 25  
 " " Electric Duplex ..... 2 25  
 " " Special Globe ..... 1 25  
 Mops and Handles, combined ..... 1 25  
 Butter Tubs ..... 1 60  
 Butter Bowls, crates assort'd. .... 3 60

Matches—  
 Steamship (10 gross in case).  
 Single case and under 5  
 cases, freight allowed ..... 3 10  
 5 cases, freight allowed ..... 3 10  
 Per Case.  
 Matches— 5-Case Lots, Single Case.  
 Parlor ..... \$1 70 \$1 75  
 Red Parlor ..... 1 70 1 75  
 Telephone ..... 3 10 3 30  
 Telegraph ..... 3 30 3 50  
 Safety ..... 4 00 4 20  
 French ..... 3 00 3 10  
 Favorite ..... 2 25 2 35  
 Flamers ..... 2 20 2 40

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Mills**

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EMBRO, ONT

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Granulated

**OATMEAL**

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

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**GRIMBLE'S** English Malt  
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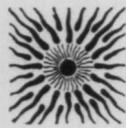
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